



ONE NETWORK  
เครือข่ายอันดับ 1



Investor Newsletter  
Volume 4/2019

# Moving toward **AIS** 30<sup>th</sup> Anniversary with 'with you always' promise



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# > CEO MESSAGE

**Dear Shareholders,**

As AIS is moving towards its 30<sup>th</sup> anniversary, it is still keeping its promise to serve its customers as always. AIS has been devoted its capability in providing the best services as well as improving network quality, for which, AIS has been awarded 'Thailand's fastest network' for the fifth consecutive year from Ookla. Moreover, AIS is steadfast in moving toward 5G technology as well as providing the best customer digital life services including AIS Fiber and AIS Play.

Over the past 9 months of 2019, AIS is still achieving mobile revenue growth of 4.3% YoY from an increased in 4G penetration as well as a 29% YoY growth in AIS Fiber business. AIS has a total 937,000 AIS Fiber subscribers, which targeted to reach 1 million subscribers by the end of the year. All in all, AIS made Bt 133,969 millions revenue for the 9m19, 5.2% growth, and net profit of Bt 8,679 millions, constantly growing for the fifth quarter.

Along with its financial achievements, AIS engages in promoting social and environmental sustainability. AIS was awarded with Dow Jones Sustainability Indices in 2019 for both World and Emerging market depicting its sustainable business operations and its efforts to elevate Thais' quality of life with digital technologies. In addition, AIS launched 'Aunjai Cyber' in an attempt to effectively manage e-waste.

AIS is determined to innovate the best digital life for its customers as well as moving toward digital revolution along with the Thai society.

**Somchai Lertsutiwong**  
Chief Executive Officer



# > 3Q19 PERFORMANCE

AIS growth is still in line with its FY19 guidance; provided it's strong growth and well maintained cost structure

## Operational highlights

### > Mobile Business



Revenue market share  
**49%**

Average data usage  
**12.1 GB/month**

4G subscriber penetration continued uptrend to  
**69%**

### > Fixed Broadband Business

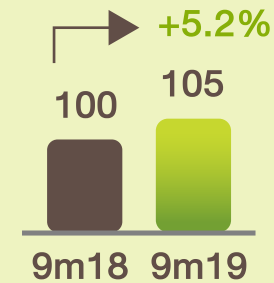


Total subscribers  
**937,000**

Subscriber market share  
**9%**

Revenue contribution  
**4%**

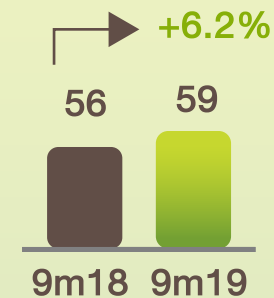
## Core service revenue (Bt bn)



- Positive effect from unlimited package removal and FBB growth

FY19 Guidance  
**4 – 6 %**

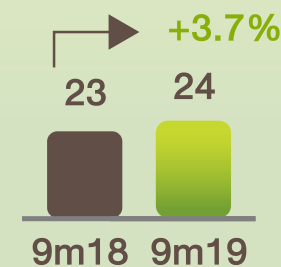
## EBITDA (Bt bn)



- Improve from service revenue growth and well managed cost; as well as a reduced 2G equipment rental

FY19 Guidance EBITDA margin  
**stable from last year**

## Net profit (Bt bn)



- Net profit continue to grow resulting from revenue increase and a reduction in cost of services

FY19 Guidance Budgeted CAPEX of  
**Bt20–25bn**



# > 3Q19 QUARTERLY HIGHLIGHT


AIS continued to be awarded 'Thailand's best network' for both mobile and broadband network



Accentuating its leading position in its mobile and broadband network, AIS was awarded 'Thailand's fastest network' from Ookla.

Ookla recently revealed its half year 2019 result, AIS' network was rated to fastest in Thailand with the most coverage, making it the best network in Thailand. This depicts its competencies of infrastructure quality that has been offered for AIS customers and all Thais. In addition from Ookla, Qualcomm awarded AIS with 'The Best Performance Network.'





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THAILAND'S FASTEST MOBILE NETWORK


Thailand's best mobile network, 5 years consecutively

	Speed Score
AIS	19.05
Dtac	15.71
TrueMove H	13.44
my	6.92

Thailand's fastest mobile network, 5th consecutive years  
From more than 5 million tests during Jan – Jun 2019 by

OOKLA<sup>®</sup>

World most used internet-speed tester application



SPEEDTEST AWARDS<sup>™</sup>  
by OOKLA<sup>®</sup>

THAILAND'S FASTEST FIXED NETWORK

Thailand's best broadband network

	Speed Score
AIS Fibre	83.51
3BB	78.18
True Internet	51.55
TOT	49.31
CAT Telecom	38.21

Thailand's fastest broadband network  
From more than 11 million tests during Jan – Jun 2019 by

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World most used internet-speed tester application

# 3Q19 QUARTERLY HIGHLIGHT

Selected to be a member of Dow Jones Sustainability Indices (DJSI) in 2019



In September 2019, AIS was selected to be a member of Dow Jones Sustainability Indices (DJSI) in Telecommunication business for both world and emerging markets. This exhibits AIS' visions and sustainable business direction as well as its determination to elevate Thais' quality of life using technology. Moreover, AIS had launched 'Aunjai Cyber' and promoted e-waste management program.

## E-waste Management Project

AIS recognizes e-waste management problem, which has affected environmental pollutions. AIS had started Mission Green 2020 through E-waste project that helps collect and manage e-waste correctly.

AIS puts smart e-waste bins at AIS shops and Central department store across Thailand. AIS aims to collect more than 100,000 e-waste to reduce CO2.

Update the program progress at <https://ewastethailand.com/>







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**1Gbps/** 100  
Mbps  
**999 Bt/month**

\*Contract 24 months

Max Speed Internet  
(Download/Upload)

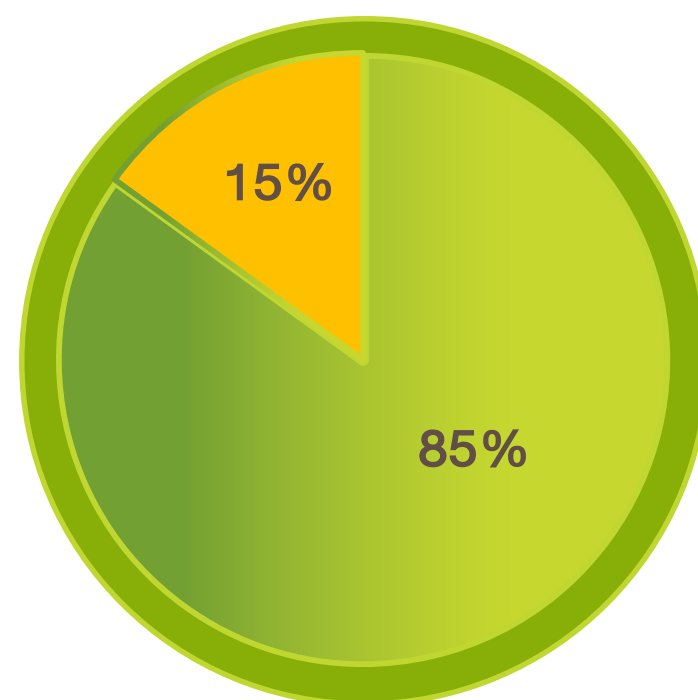
**1Gbps/** 100  
Mbps  
   **N**  
**1,099 Bt/month**

\*Contract 24 months

More at: [http://www.ais.co.th/fibre/package\\_supermeshwifi.html](http://www.ais.co.th/fibre/package_supermeshwifi.html)

# > ADVANC STAT

## Analyst Consensus



- Buy
- Hold
- Sell

**Target Price**  
**245 Bt**

### Contact Investor Relations at

[investor@ais.co.th](mailto:investor@ais.co.th) or call 0 2029 5014

Website: <http://investor.ais.co.th>

## ADVANC Information

Closing price	Bt209
Highest price in 52 weeks	Bt240
Lowest price in 52 weeks	Bt166
Average volume in past 5 days	6.5 million shares
Total outstanding shares	2,973 million shares

## Financial Ratios

P/E	20.07 times
Dividend yield	3.39% / year

SOURCE: REUTERS AS OF 16 DECEMBER 2019