2Q22 Investor Presentation

Advanced Info Service Plc.

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2Q22 Key Highlights

Recovered domestic economy & travelers after COVID relaxation

Leading 5G network quality and rising customer adoption

Solid growth in Broadband with quality focus

Postpaid revenue mix of 56% with stable ARPU created a strong foundation for mobile business

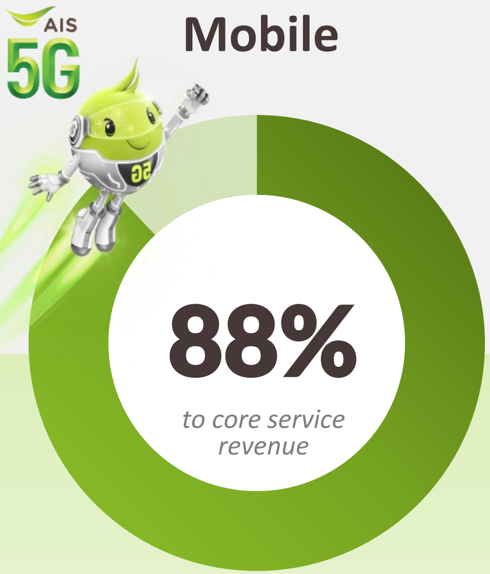
Prepaid price competition continued amid weak consumer spending

Enterprise growth driven by Cloud service through strategic partnership

AIS: Drive toward becoming Cognitive Tech-Co

Cognitive Tech-Co : Deliver Distinctive Customer Experience

Mobile



Drive 5G leadership and digital experience

Bt29.2bn
As of 2Q22

Fixed Broadband

Lead with quality of broadband & service

Bt2.5bn
As of 2Q22

Enterprise Business

Capture growth in Cloud, Cybersecurity, IoT, ICT

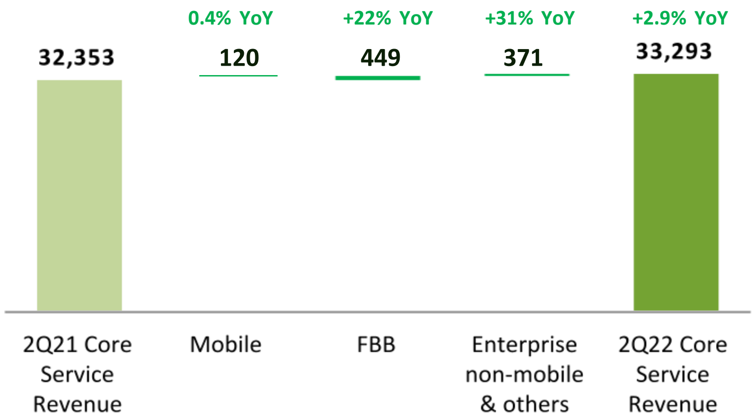
Bt1.3bn
As of 2Q22

Digital Services

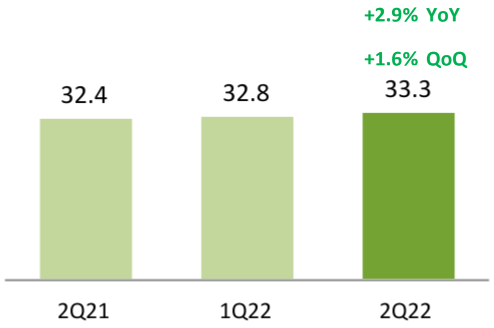
Build new engagement through digital services

2Q22 Performance: Recovered economy and travelers after COVID relaxation

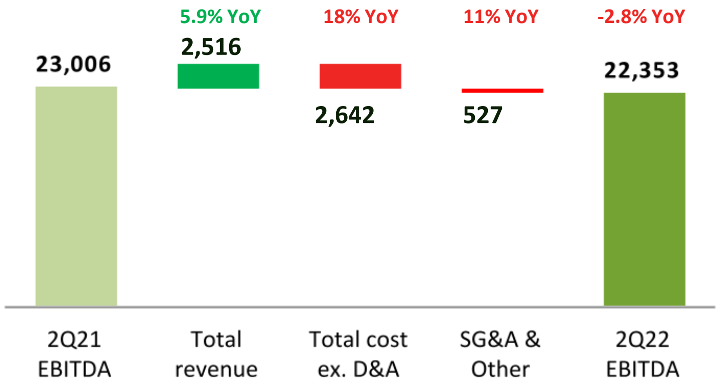
Core service revenue (Bt mn)



Core service revenue (Bt bn)



EBITDA (Bt mn)



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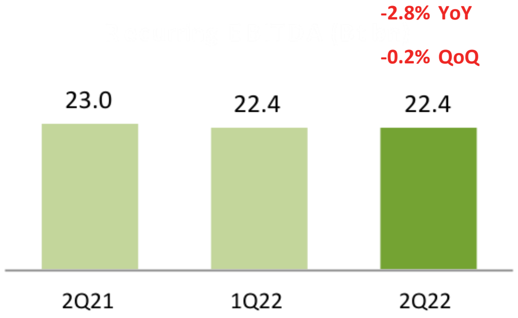
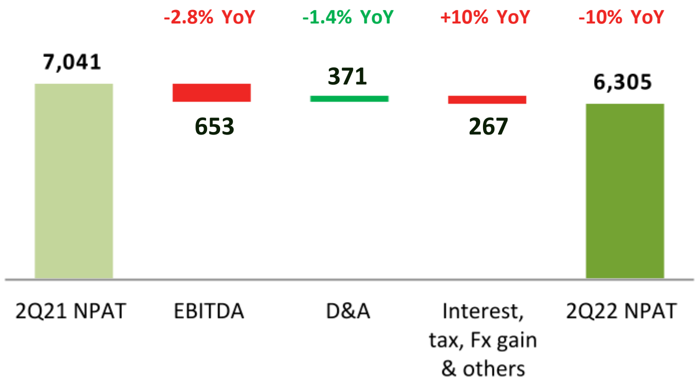
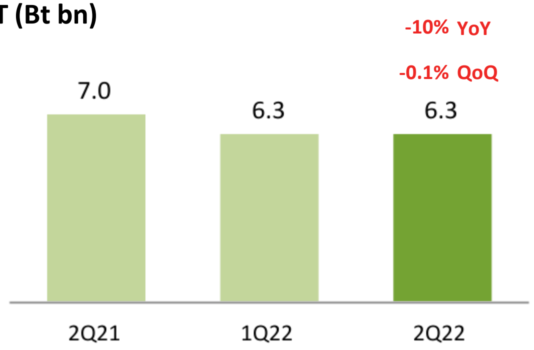


NPAT (Bt mn)



NPAT (Bt bn)



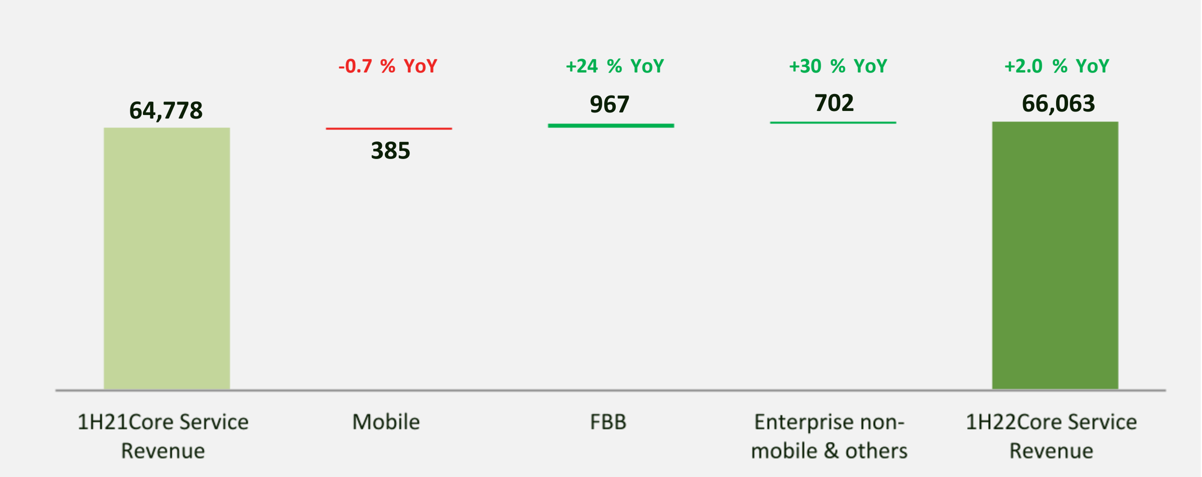
Core service revenue increased driven by the recovery in mobile business and robust growth in both FBB and Enterprise business.

EBITDA soften YoY and flat QoQ caused by higher content costs acquired since 2H21 and resumed marketing expenses corresponded with rising economic activities.

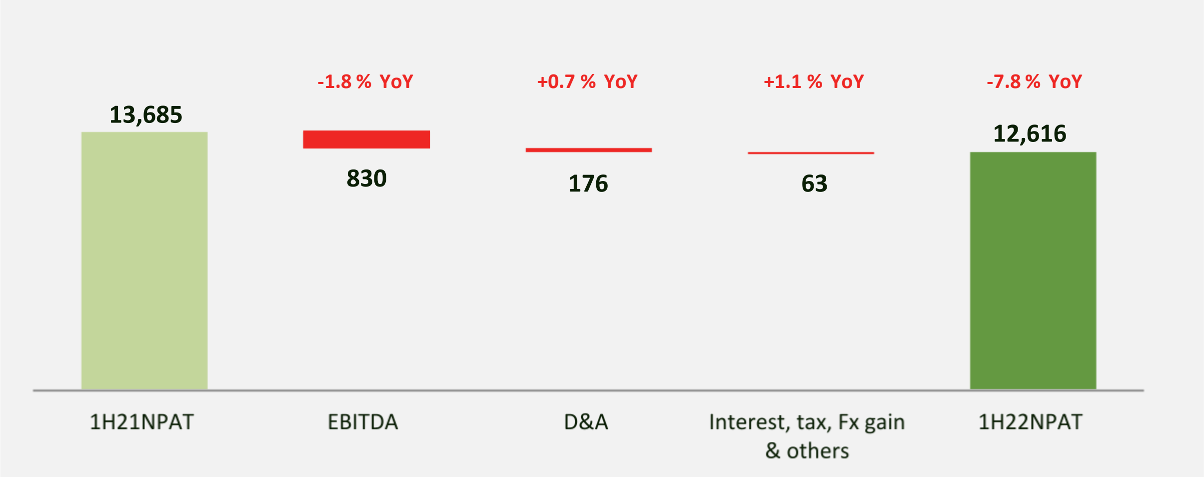
NPAT declined YoY following lower of EBITDA, Thai baht depreciation, and high base 2Q21 with one-time other income offset by decreased D&A.

1H22 Performance: Growth driven by broadband, enterprise, and 5G adoption

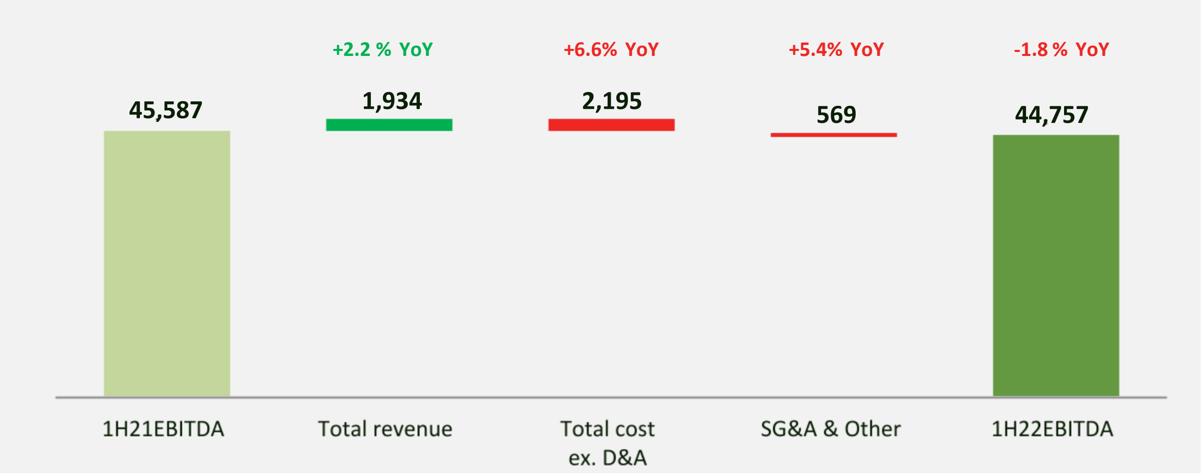
Core service revenue (Bt mn)



NPAT (Bt mn)



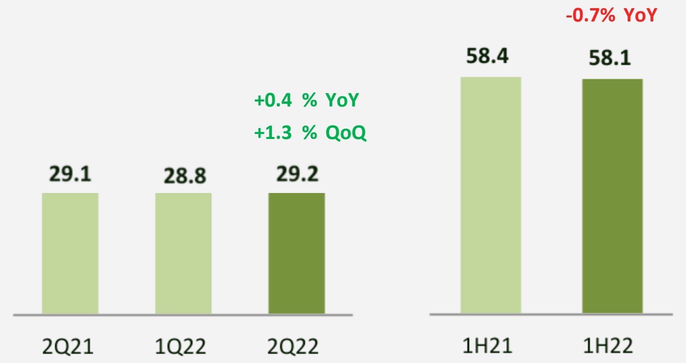
EBITDA (Bt mn)



- **Revenue increased 2% YoY** driven by growth in broadband and enterprise business offset by lower mobile revenue from ongoing price competition.
- **EBITDA dropped -1.8% YoY**, due to new contents acquired in 2H21 and resumed marketing campaigns to drive 5G adoption.
- **NPAT declined -7.8% YoY** following lower EBITDA and continued 5G investment.

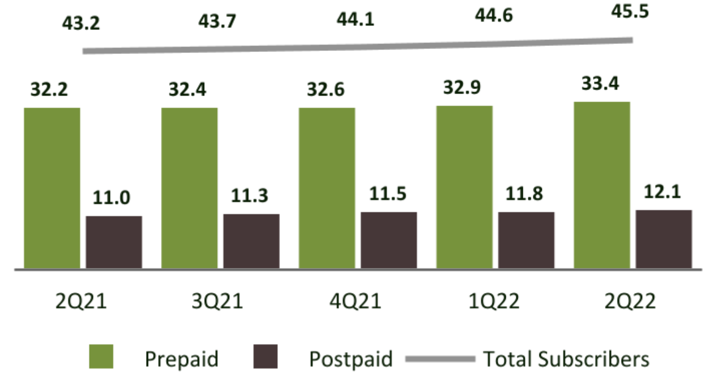
Mobile: Higher revenue mix from postpaid with sustained ARPU

Mobile revenue (Bt bn)

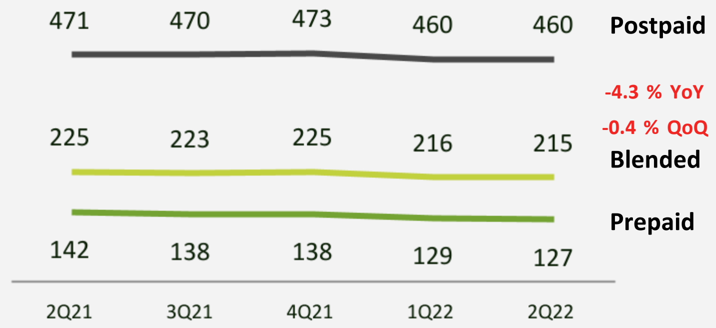


- 2Q22 revenue improved from international travelling and domestic demand

Total subscriber (mn)

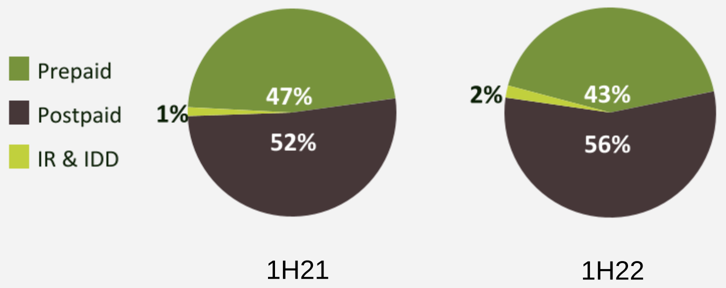


Mobile ARPU (Bt/sub/month)



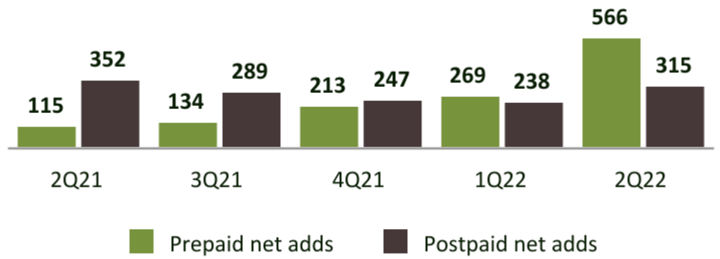
- ARPU impacted by ongoing price competition
- Postpaid ARPU sustained QoQ with 5G adoption

% Mobile Revenue Contribution



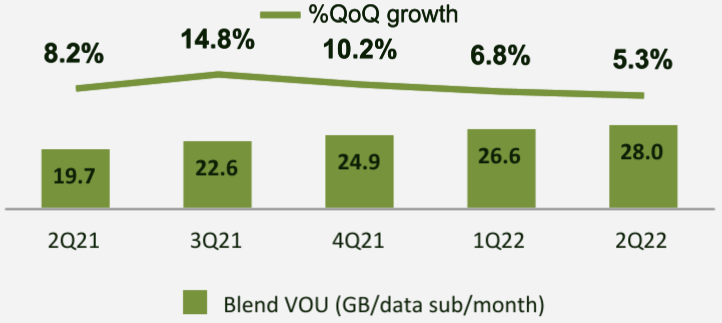
- Rising postpaid mix was driven by customer conversion from prepaid to postpaid
- Inter roaming revenue started recovering from border re-opening

Net additional subscriber (‘000)



- 2Q22 strong net add from tourists and migrants resuming entrant to Thailand
- New campaigns and marketing activities launched to acquire and increase 5G penetration.

Data Consumption



- Data consumption grew at a slower pace after the relaxation of COVID control

Driving 5G leadership with quality network and subscriber growth

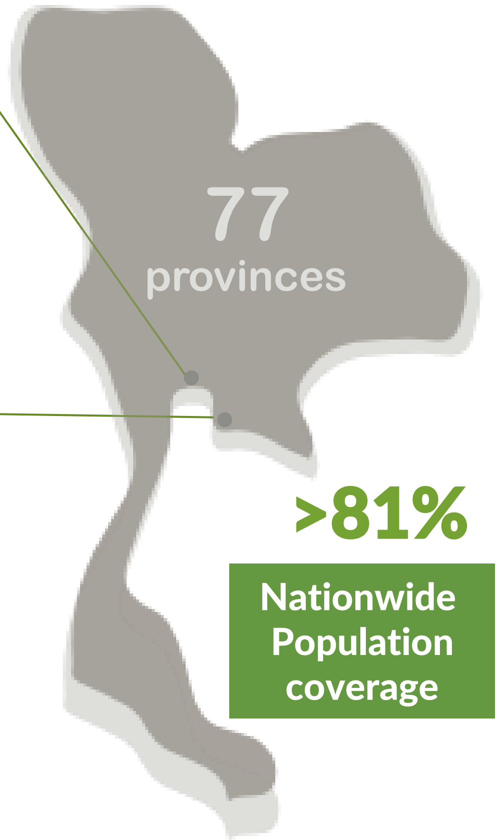
Enhance 5G network leadership

23K sites

5G Base station
(as of 2Q22)

>99%
BKK

>96%
EEC



>81%
Nationwide Population coverage

Drive 5G adoption with value uplift

2Q22	Year end Target
3.9mn 5G package subscribers	**5.0mn** 5G package subscribers

10-15%
5G ARPU uplift

Improved value through 5G adoption

Mobile 5G official packages launched

Official packages launched

ค่าบริการรายเดือน (บาท)	5G | 4G | 3G เร็วสูงสุด 1000 Mbps	5G | 4G | 3G เน็ตต่อเนื่อง	โทร: โทรเบอร์ AIS	โทร: โทรทุกเครือข่าย (นาที)	ซิมการ์ดพร้อมเบอร์ (12 รอบบิล)	AIS SUPER WiFi	สนุกไม่อั้น กับความบันเทิงระดับโลก: Disney+ Hotstar	PLAY Family	YouTube Premium	VR Service
1,999	ไม่จำกัด	-	ฟรี 24 ชม.	700	2 SIM แชร์เน็ตถึง 200 GB แชร์นาทีโทรรวมกันกับเบอร์หลัก	ไม่จำกัด	12 เดือน*	12 เดือน	4 เดือน	12 เดือน
1,699				500	2 SIM แชร์เน็ตถึง 100 GB แชร์นาทีโทรรวมกันกับเบอร์หลัก					
1,399				280	2 SIM (50 GB/SIM)					
1,199				150	1 SIM (50 GB/SIM)					
~~999~~ 799	60 GB	ความเร็ว 20 Mbps	ฟรี 24 ชม.	600	-					6 เดือน
~~799~~ 599	40 GB			500	-				3 เดือน	-
~~599~~ 399	30 GB		-	400	-		-			-

* แพ็กเกจ Disney+ Hotstar รับสิทธิ์จากแพ็กเกจ PLAY Family ตามแพ็กเกจหลักที่กำหนด

Exclusive 5G Device with Xiaomi

Redmi 10 5G AIS
Ram 4GB / 64GB

5,999 Baht

Promotion (a 12-month contract)

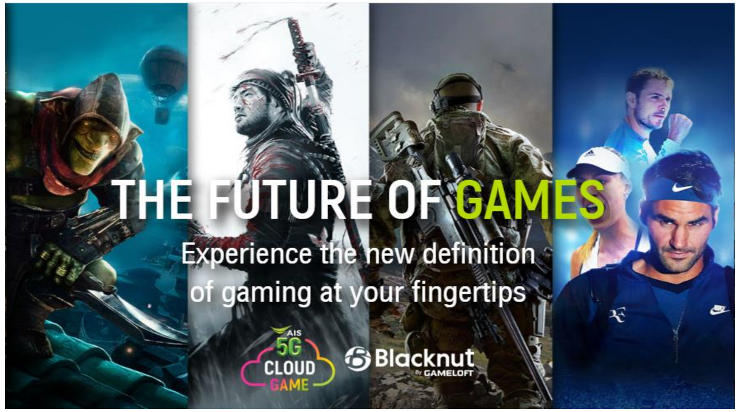
2,890 Baht with package 699 baht

1,890 Baht with package 899 Baht

5G contents

VR content package
199 Baht/month
500+ 4k contents

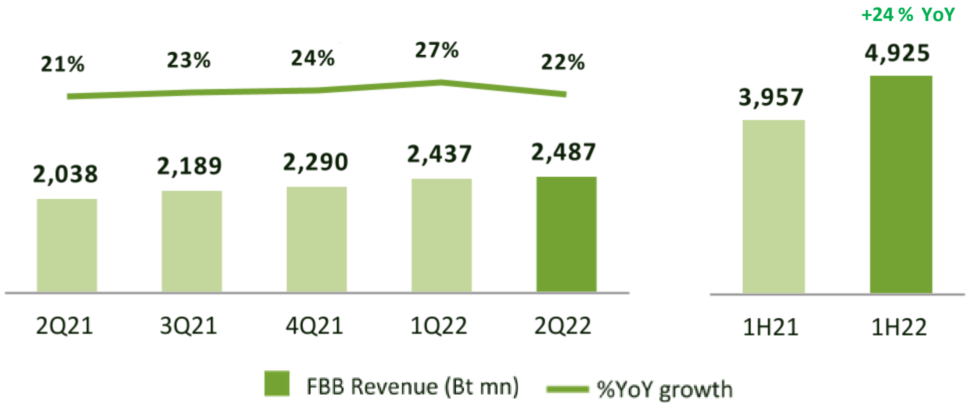
AR content package
199 Baht/month



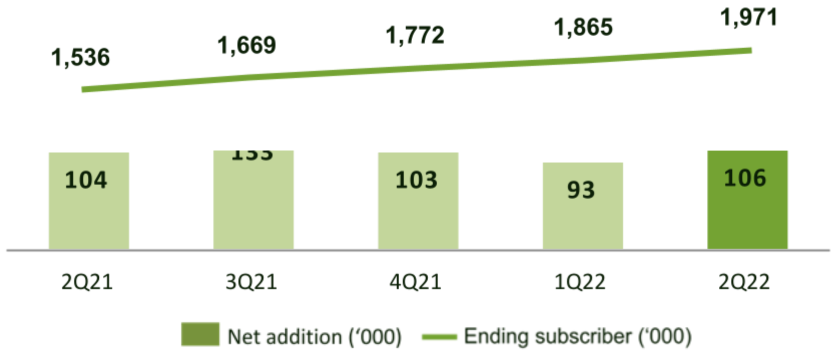
Cloud game package
299 Baht/month
Over 360 Games
in AIS platform

Home Broadband: Solid growth and focus on network & service quality

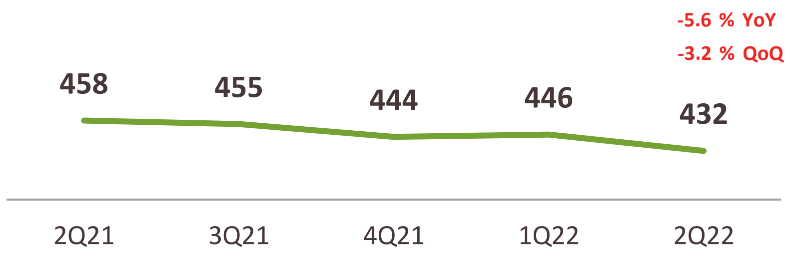
Delivered strong double-digit revenue growth



Solid demand driving subscriber growth



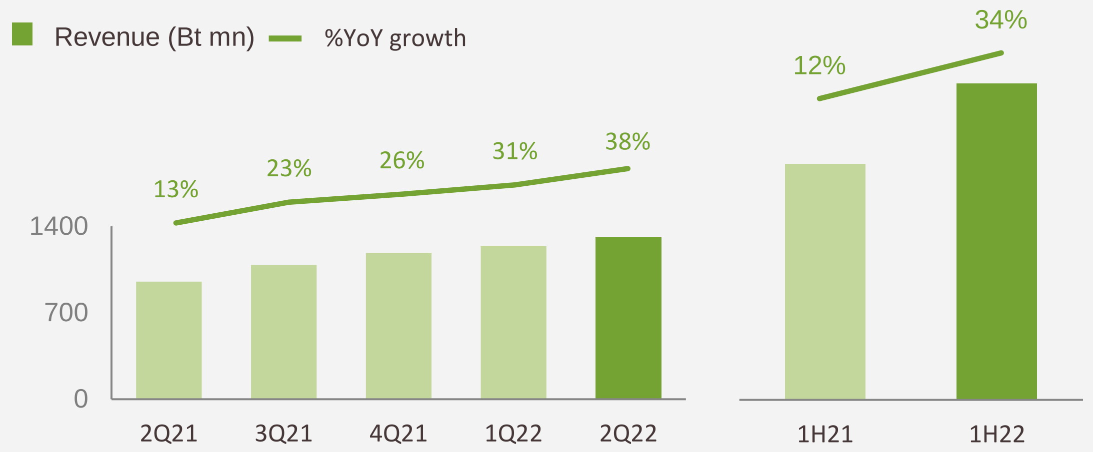
ARPU declined from lower entry price driven by competition



Focus on quality of indoor coverage and service guarantee

Enterprise: Cloud service as a growth driver and build demand for 5G

Enterprise non-mobile revenue continued growing double-digit

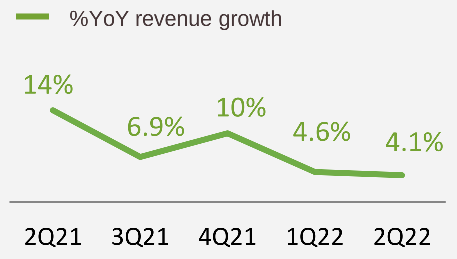


Focus on building 5G ecosystem and targeted 5G vertical solutions

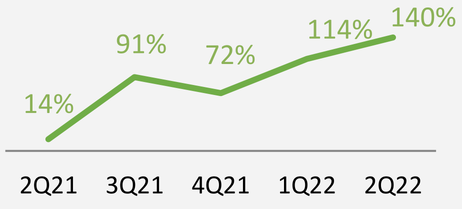
- Smart **manufacturing** and **industrial**
- Smart **Transportation** and **logistics**
- Smart **building** and Smart **Property**

Cloud and ICT solutions are the key growth engine

Enterprise Data service (EDS)*



Cloud, Data center Cybersecurity, IOT & ICT solutions*



** Reclassification of CCIID revenue since 2Q22*

Partnership in Cloud service to accelerate sales capabilities

AIS Business Cloud

Microsoft Azure

aws

HUAWEI CLOUD

Winner - Microsoft Partner of the Year

Acquisition of 3BB and JASIF

Synergize through combined resources

Network footprint

Wider broadband coverage

Sale Channel

>300 of shops and sales channels

Trusted Brand

Strong brand presence in upcountry market

Integrated offering

Opportunity to offer bundling With AIS's services

Win-Win benefits for all Shareholders and Unitholders

- **Promote Thailand's digital infrastructure and urbanization**
- **Deliver diverse choices of products & services**
- **Reduce network infrastructure duplication**
- **Complement AIS as an Integrated Digital Service Provider**
- **Create long-term value to shareholders and unit-holders**
  - Propose restructuring of rental agreement to JASIF to **sustain long term return** and reflect **better credit profile** of new sponsor

Key timeline

4 Jul 2022
Signing of Undertaking Agreement and Announcement of Transaction

Sep 2022
JAS Shareholder and JASIF Unitholder Meetings

<- Expected within 4 months ->

1Q23
Expected NBTC Consideration and Closing of Transaction

FY22 Guidance

	Previous Guidance	Revised Guidance	Rationale
Core service revenue	Mid-single-digit growth	**low-single-digit growth**	• **Mobile business remains under pressure**, heighten inflation risk is a key impact in raising cautious spending behavior. • **Fixed broadband maintains the growth momentum** to outpace the industry growth led by quality acquisition and services. • **Enterprise non-mobile will continue delivering double digit** growth driven by cloud service.
EBITDA	Low-single-digit growth	**Flat to slightly decline**	• **Focus on cost optimization** and efficiency improvement. • **Increased utilities costs** due to higher energy price • **Allocate spending to ensure market leadership** and better engage customers.
CAPEX *exclude spectrum	Bt30-35bn	**Approx. Bt30bn**	• **Focus on 5G leadership** and network quality management • **Expand AIS Fibre coverage** to capture untapped demand • **Enhance our enterprise business** and digital services

Appendix

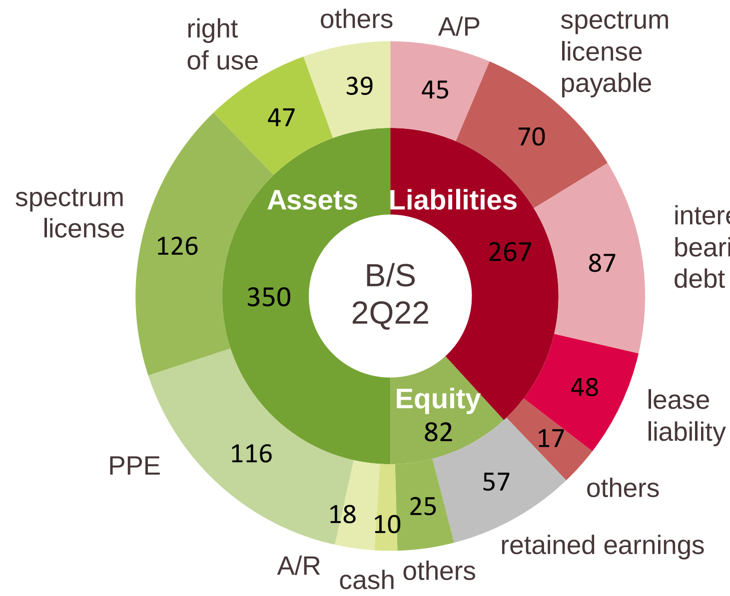
Financial Highlights

Bt mn	2Q21	1Q22	2Q22	%QoQ	%YoY	1H21	1H22	%YoY
Mobile revenue	29,098	28,847	29,217	1.3%	0.4%	58,449	58,064	-0.7%
FBB revenue	2,038	2,437	2,487	2.0%	2.0%	3,957	4,925	24%
Other revenues	1,217	1,486	1,588	6.9%	6.9%	2,372	3,075	30%
Core service revenue	**32,353**	**32,770**	**33,293**	**1.6%**	**1.6%**	**64,778**	**66,063**	**2.0%**
IC and TOT partnership	3,288	3,239	3,193	-1.4%	-1.4%	7,039	6,432	-8.6%
Service revenue	**35,641**	**36,009**	**36,486**	**1.3%**	**1.3%**	**71,816**	**72,495**	**0.9%**
SIM and device sales	7,116	9,270	8,786	-5.2%	-5.2%	16,802	18,057	7.5%
Total revenue	**42,757**	**45,279**	**45,273**	**0%**	**5.9%**	**88,618**	**90,552**	**2.2%**
Cost of service	21,012	21,537	21,630	0.4%	**2.9%**	**42,138**	43,167	2.4%
SG&A	5,145	5,537	5,690	2.8%	**11%**	10,639	11,228	5.5%
EBITDA	**23,006**	**22,404**	**22,353**	**-0.2%**	**-2.8%**	**45,587**	**44,757**	**-1.8%**
EBIT	9,630	9,034	9,161	1.4%	-4.9%	19,201	18,195	-5.4%
NPAT	7,041	6,311	6,305	-0.1%	**-10%**	**13,685**	12,616	-7.8%
Sales margin	2.7%	1.4%	0.2%			1.5%	0.8%	
EBITDA margin	53.8%	49.5%	49.4%			51.4%	49.4%	
EBIT margin	22.5%	20.0%	20.2%			21.7%	20.1%	
NPAT margin	16.5%	13.9%	13.9%			15.4%	13.9%	

Healthy Balance sheet and cashflow to support investment

Balance Sheet

(Bt bn)



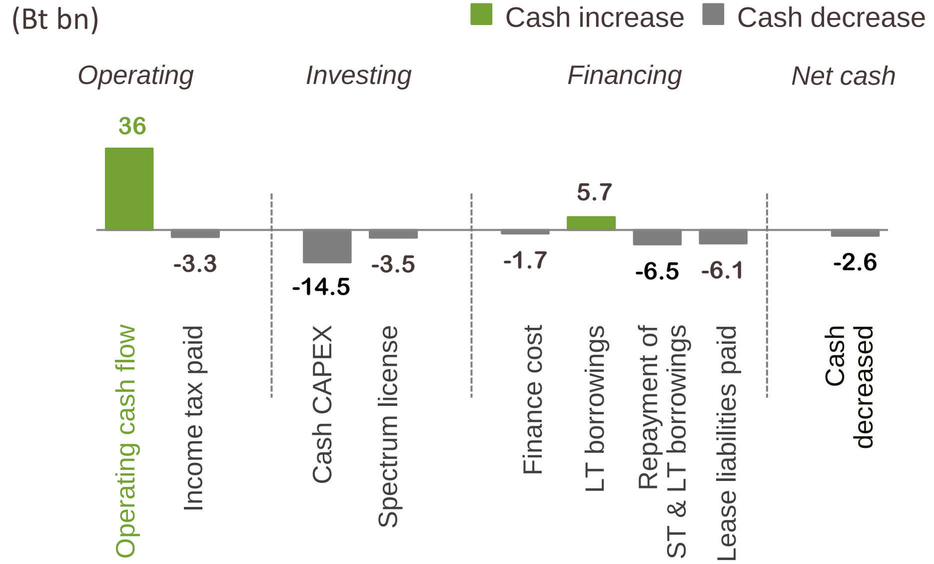
0.9x
Net debt to EBITDA

1.1x
Interest bearing debt to Equity

0.4x
Current ratio

32%
Return on Equity

1H22 Cashflow



Operating cash flow remained healthy to support ongoing CAPEX and spectrum payment

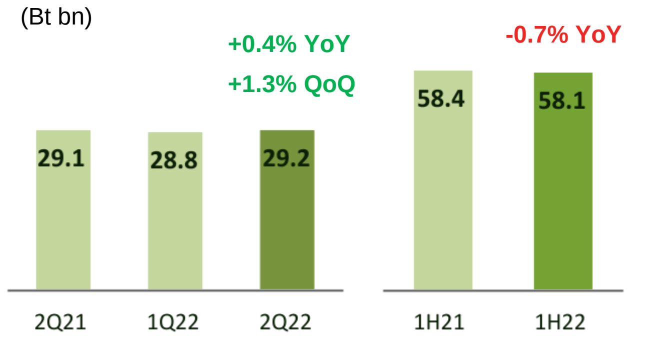
Generated free cash flow of Bt18.3bn and continued to deliver return to shareholders

Average finance costs = 2.7% p.a.

- AIS prudently managed currency and interest rate risk with hedging instruments where applicable
- Maintained investment grade credit ratings
  - Fitch: national rating AA+ (THA), outlook stable
  - S&P: BBB+, outlook stable

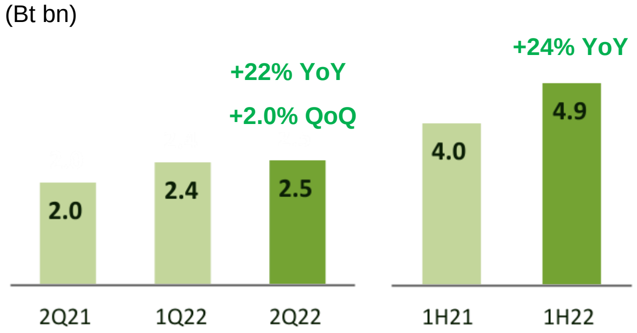
2Q22 & 1H22 Revenue breakdown

Mobile revenue



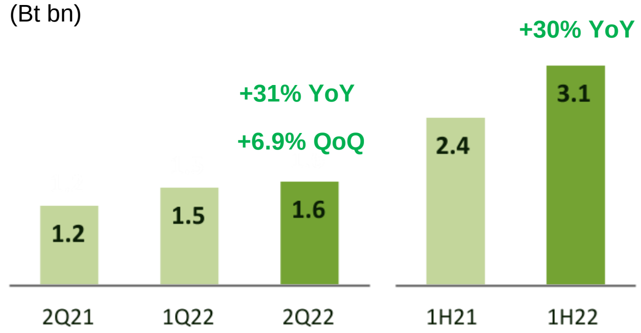
- Recovery from border opening and resuming business activity amid continued price competition

Fixed broadband revenue



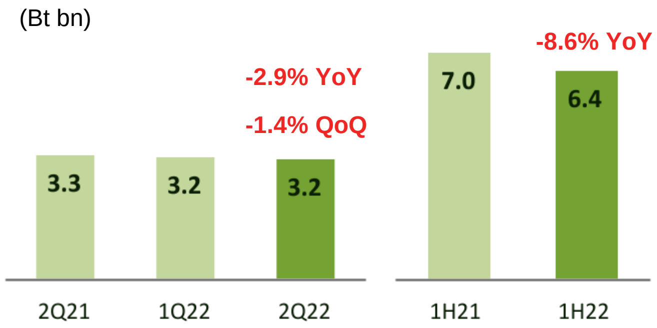
- Subscriber grew strongly offset by lower ARPU due to competition.

Enterprise and Other revenues



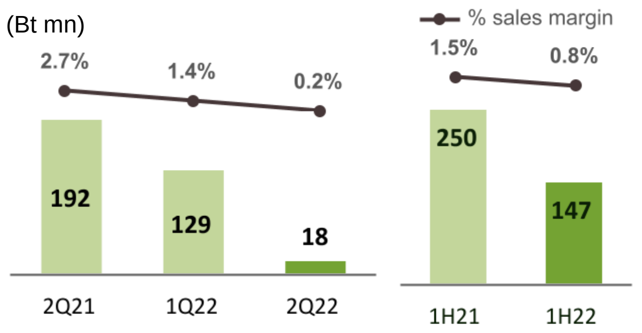
- Solid demand for Cloud and ICT solutions due to digitalization trend.

IC and NT partnership



- Lower IC rate together with lower network traffic.

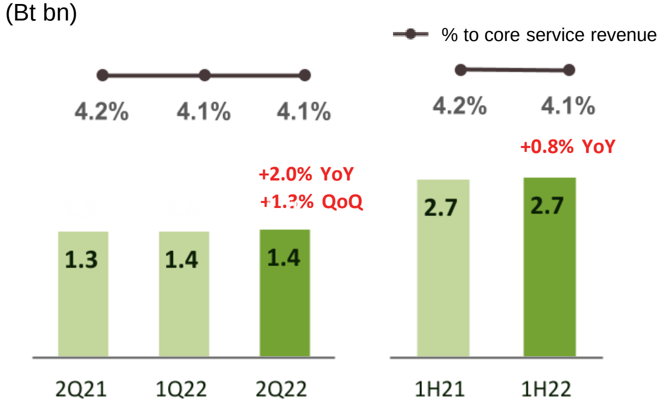
Net Sales & margin



- Higher sales volume from upper-tier handsets, while sales margin declined following marketing campaigns.

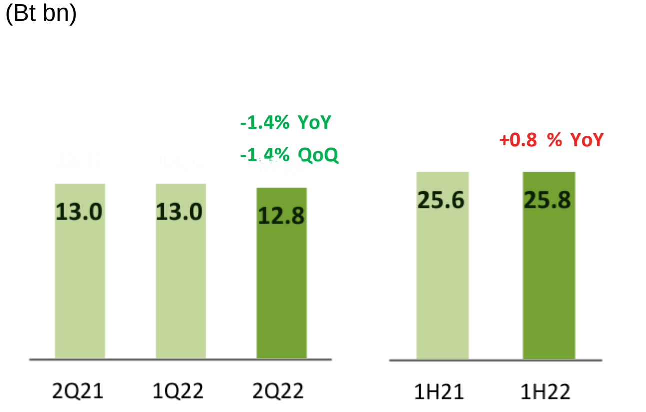
2Q22 & 1H22 Cost breakdown

Regulatory fee



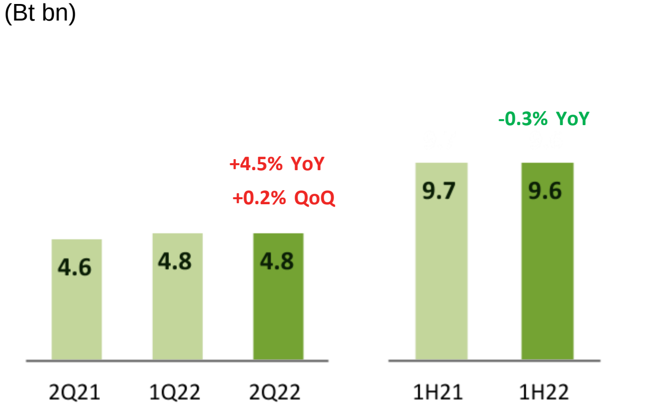
- Regulatory fee moved in line with core service revenue and remained approx. 4% of revenue.

D&A



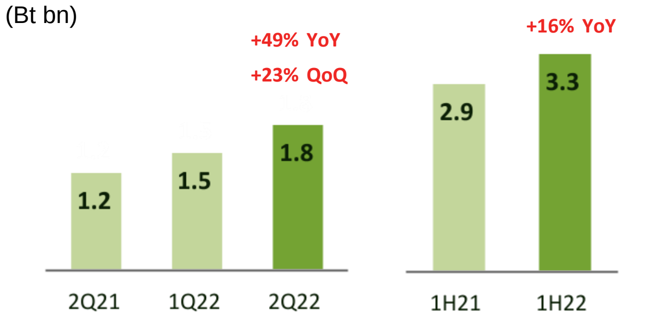
- D&A dropped from fully depreciated part of 3G equipment while 1H22 affected by additional 700MHZ spectrum license for 5G.

Network OPEX and NT partnership



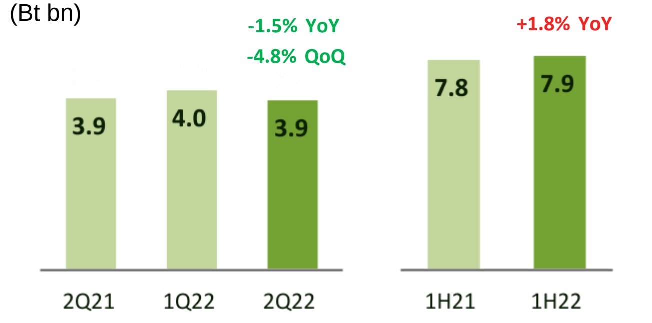
- Continued to optimize network OPEX offset by rising electricity cost.

Marketing expense



- Marketing spend increased from resumed marketing activities and campaigns from COVID-19 relaxation

Admin & others



- Lower admin from cost control.
- Bad debt provision moved in line with revenue and was at 2.6% of (postpaid & FBB) revenue.

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