

FY23 INVESTOR PRESENTATION

Advanced Info Service Plc.

DISCLAIMER:

Please be informed that this meeting is being recorded. By participating in this meeting, you have allowed AIS to collect, use, or disclose any personal data shared during this meeting by any means. Please do not copy, edit, or modify any content shared during this meeting for any purpose.



FY23 OPPORTUNITY DAY AGENDA

- FY23 Performance Overview
- FY24 Strategic Direction
- 3BB Integration

FY23 PERFORMANCE OVERVIEW



FY23 Growth driven by profit and value focus, enhanced by acquisition



Modest economic and tourism recovery amid geopolitical uncertainty



Solid growth in core businesses from quality commitment and TTTBB acquisition



Healthy operating performance while continue generate strong cashflow



Mobile rebounded with value-based strategy targeted personalization and 5G leadership



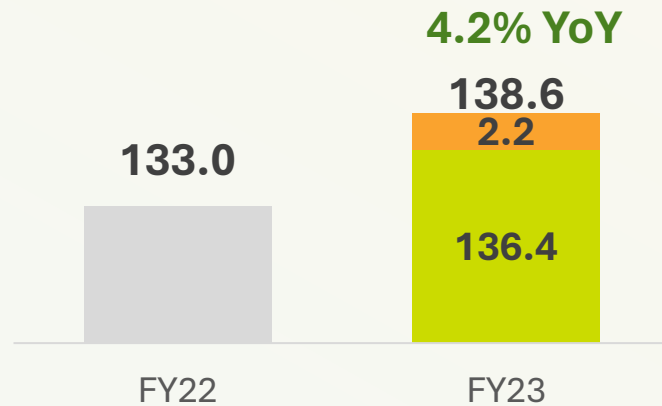
Broadband growth leveraging on broader footprint and quality expansion



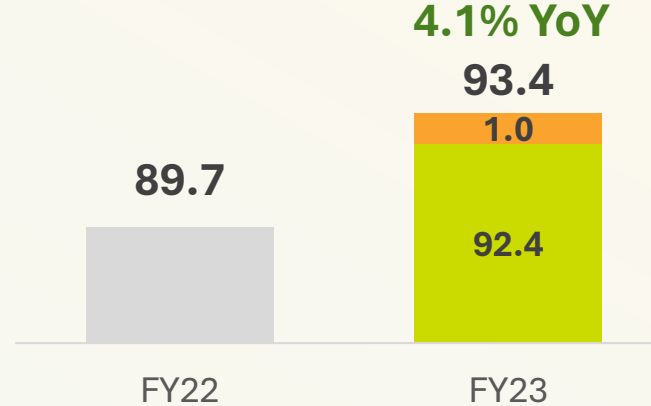
Margin focus growth beyond connectivity with value added digital services

FY23 driven by efficiency and value-focus

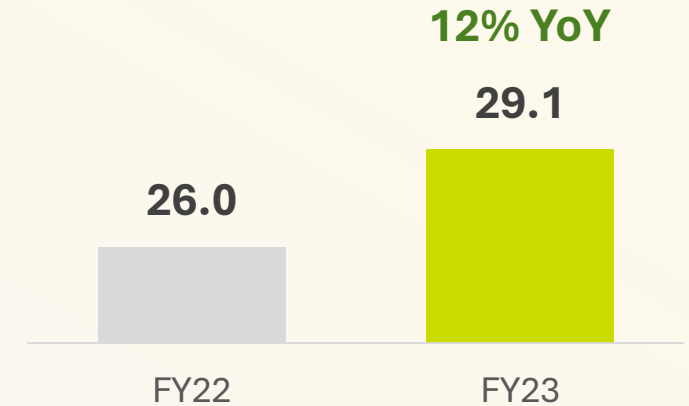
Core Service Revenue (THB Bn)



EBITDA (THB Bn)



Net Profit (THB Bn)



+3-5%
Guidance

➤

+2.5%
YoY

Excluding 3BB impact

Mid-single
Digit
Guidance

➤

+3.0%
YoY

Excluding 3BB impact

DPS Bt 7.69 ➤ DPS Bt 8.16

Enhanced value to shareholder

EBITDA Margin

50%

Net Debt to EBITDA*

2.9 x

FCF Yield

3.1 %

Average Cost of Borrowing

2.9%

ROIC*

11 %

Mobile

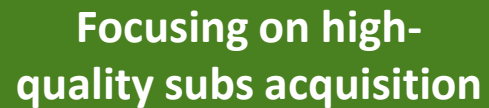


Bt118bn

As of FY23

Growth 1.2% YoY

Fixed Broadband



Bt13.6bn

As of FY23

Growth 35% YoY

*Including 3BB

Enterprise non-mobile Business



Bt5.8bn

As of FY23

Growth 10% YoY

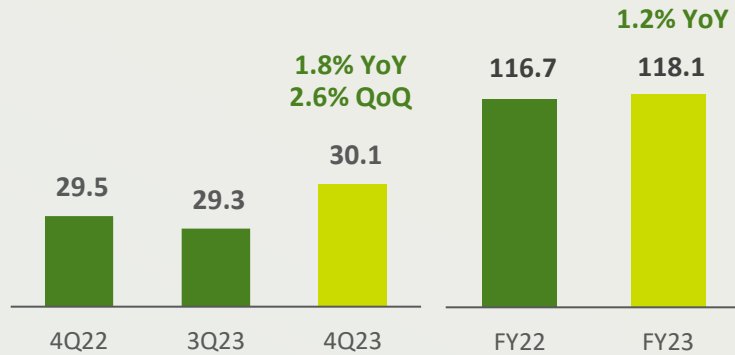
*Including 3BB

Digital Services



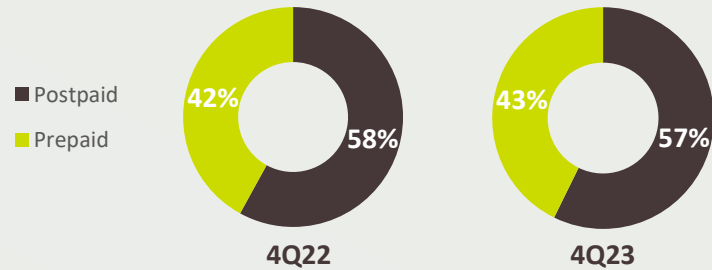
Mobile: Rebounded from value uplift and focused segmentation

Mobile revenue (Bt bn)



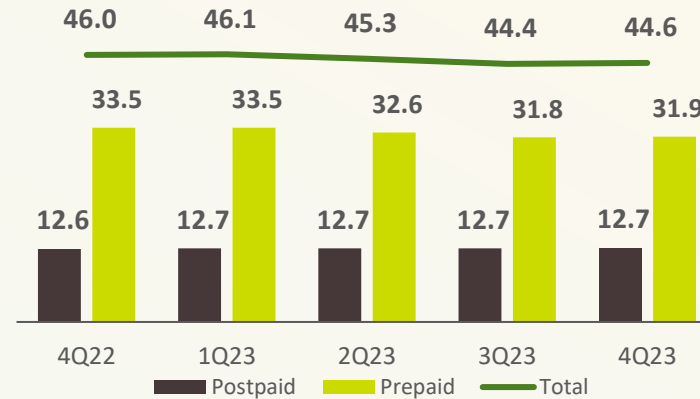
- 4Q23 revenue boosted from tourism and festivities, acquiring high-quality customers, and seasonal effects.

% Mobile Revenue Contribution

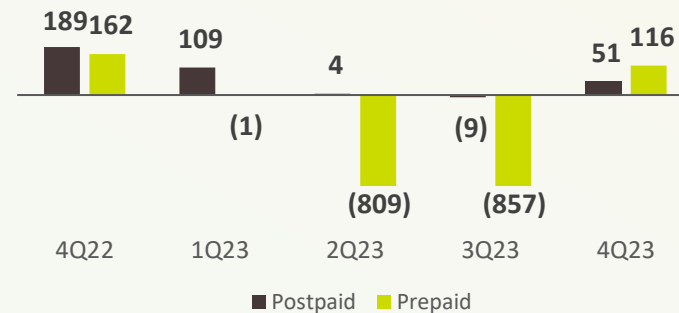


- Prepaid gained revenue mix share with faster rate of ARPU uplift.

Total subscriber (mn)

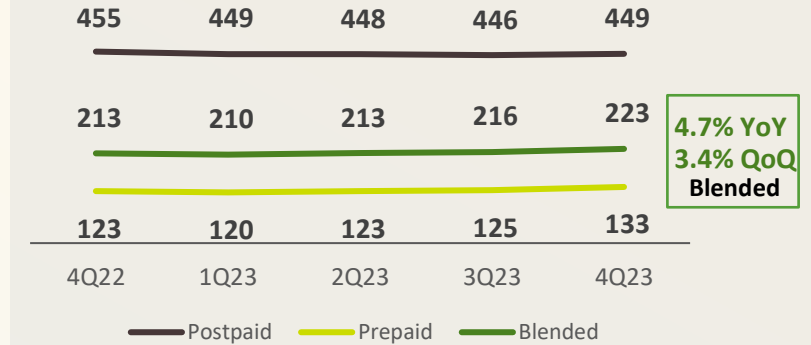


Net additional subscriber ('000)



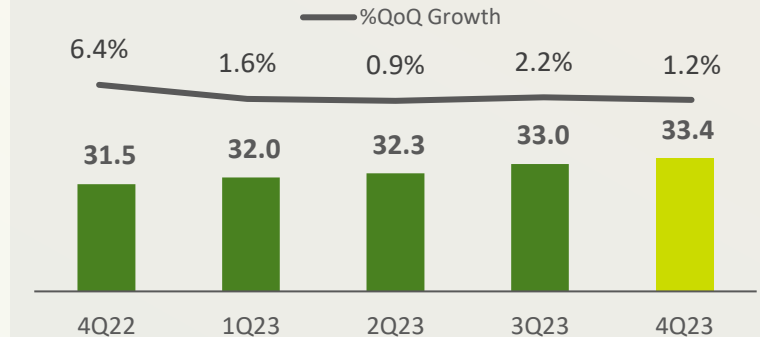
- Net addition in 4Q23 rebounded from an increase in tourist segment and a lower churn rate in the prepaid segment.

Mobile ARPU (Bt/sub/month)



- ARPU increased YoY and QoQ from continuous value uplifting efforts in cross-sells and upsells.

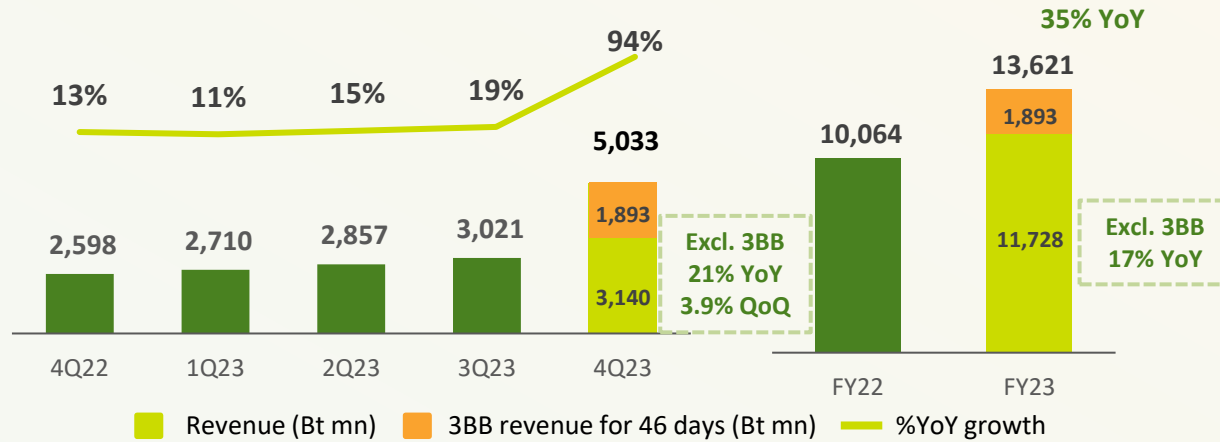
Data Consumption



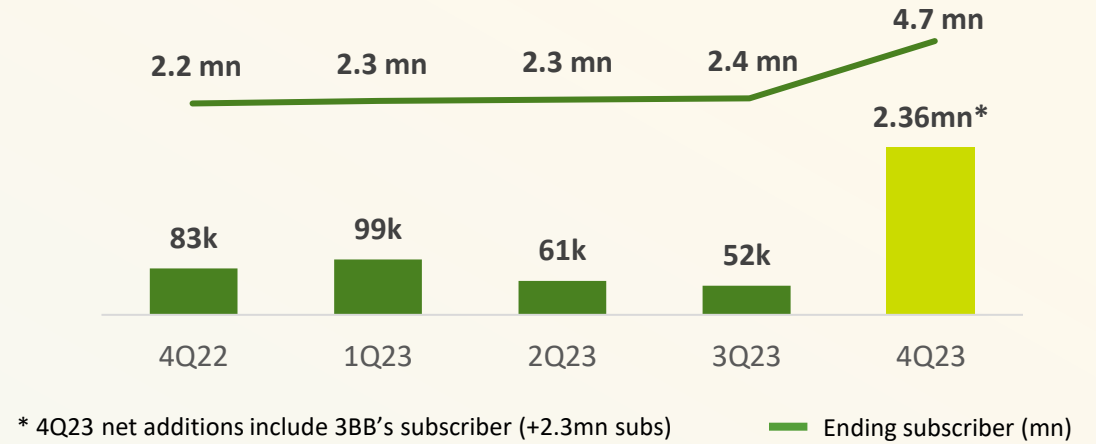
- Data consumption increased with digital adaptation at a slower rate.

Home Broadband: Expanded growth with strategic acquisition

Revenue growth from both organic and acquisition

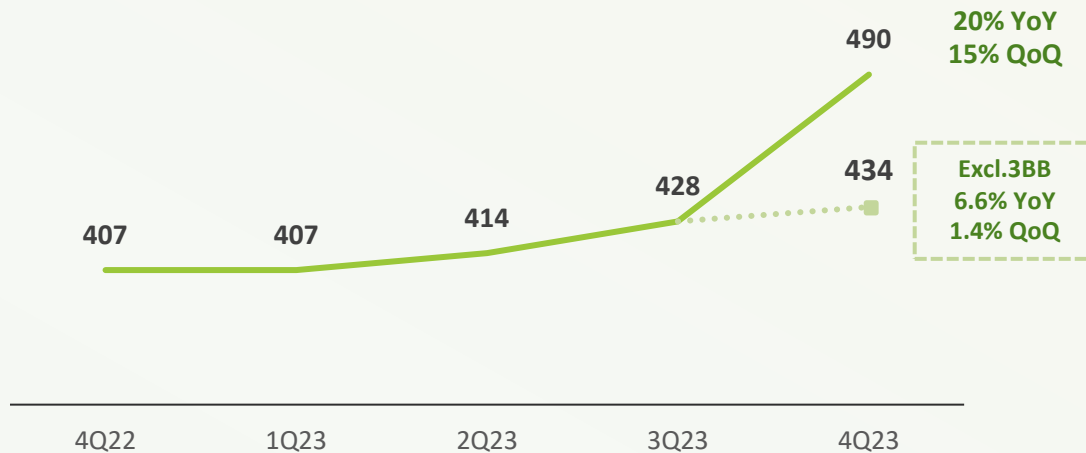


Continuous subscriber growth driven by high-quality subs



ARPU growth driven by value uplifting packages

FBB ARPU (Baht per month)

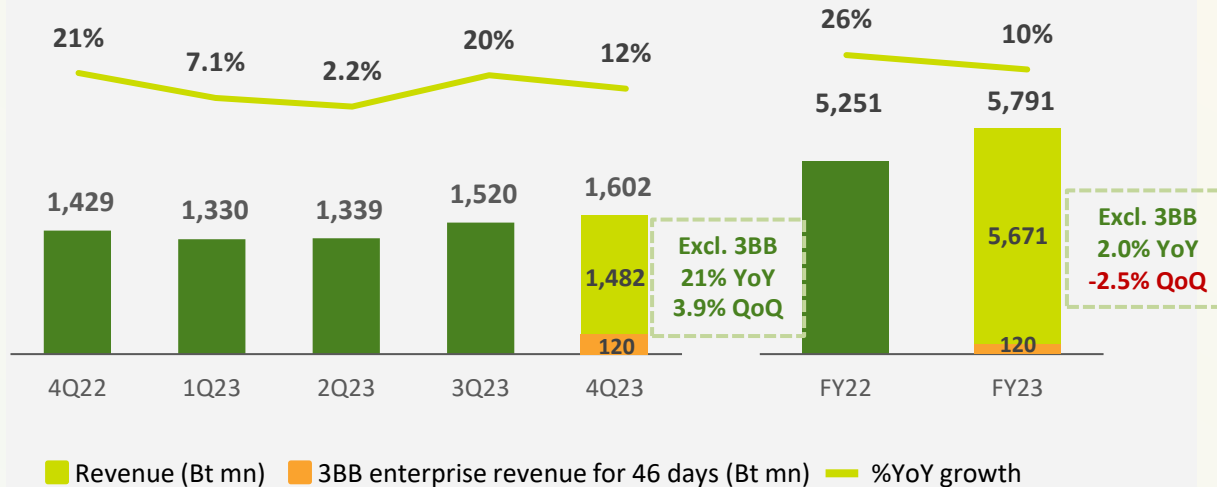


Combined for better customers experiences

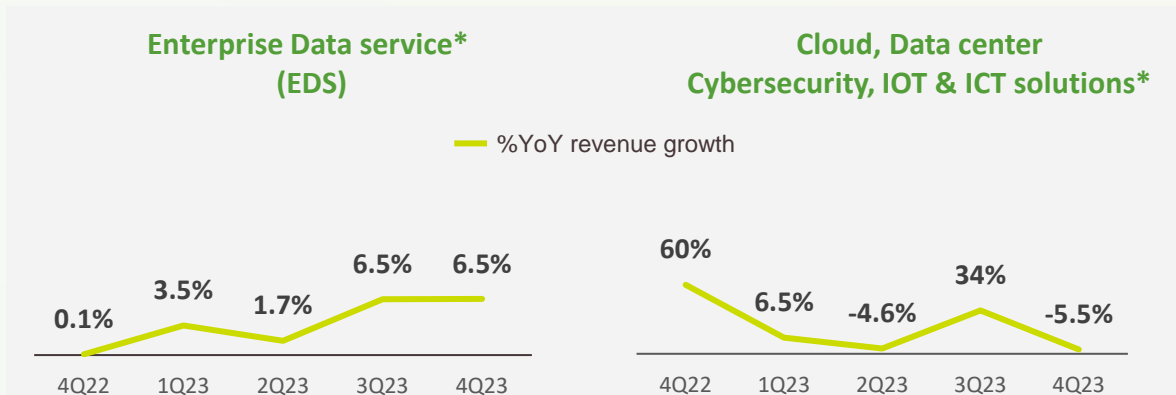


Enterprise non-mobile: High-margin focused strategy led to quality growth

Growth momentum thrived on digitization demand

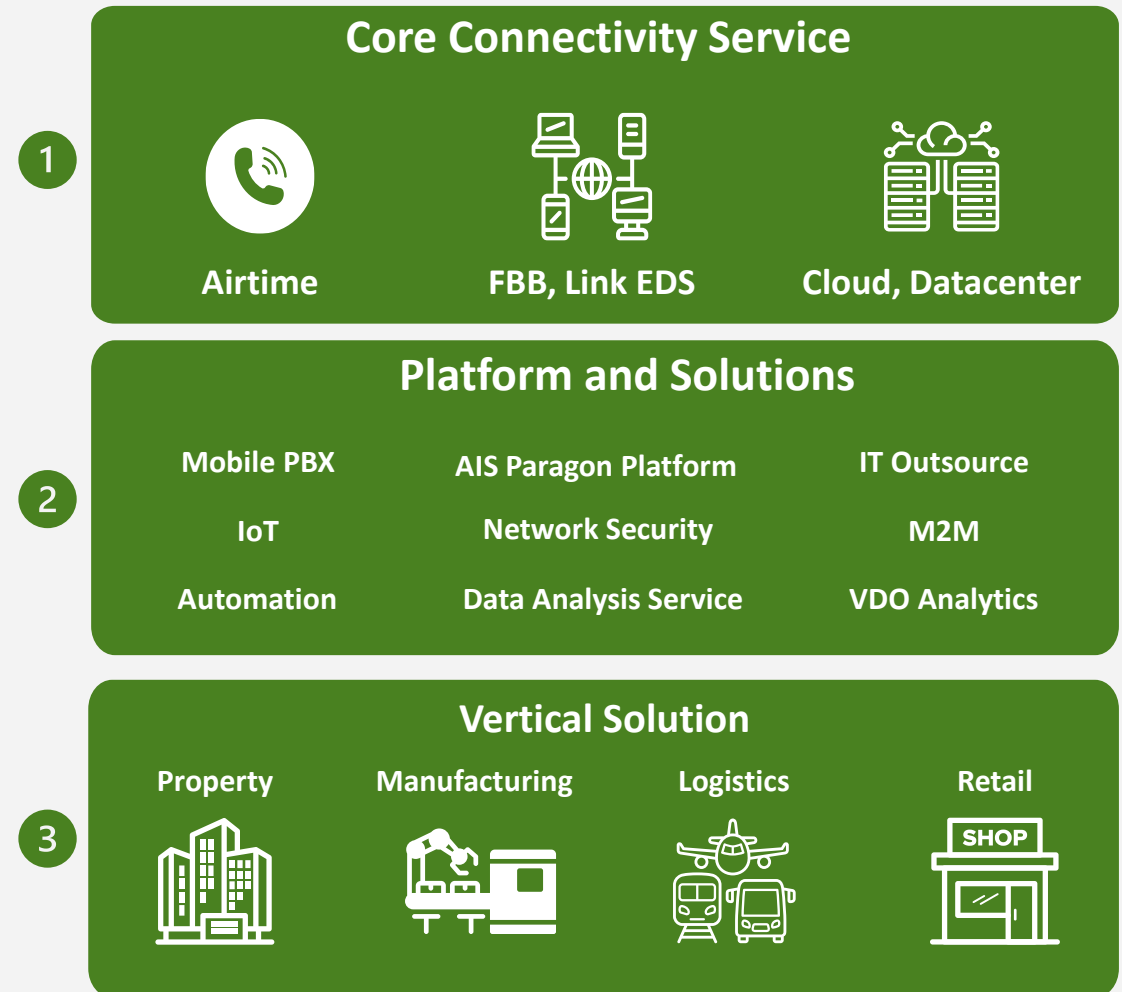


Connectivity with enhanced technology continue driving growth



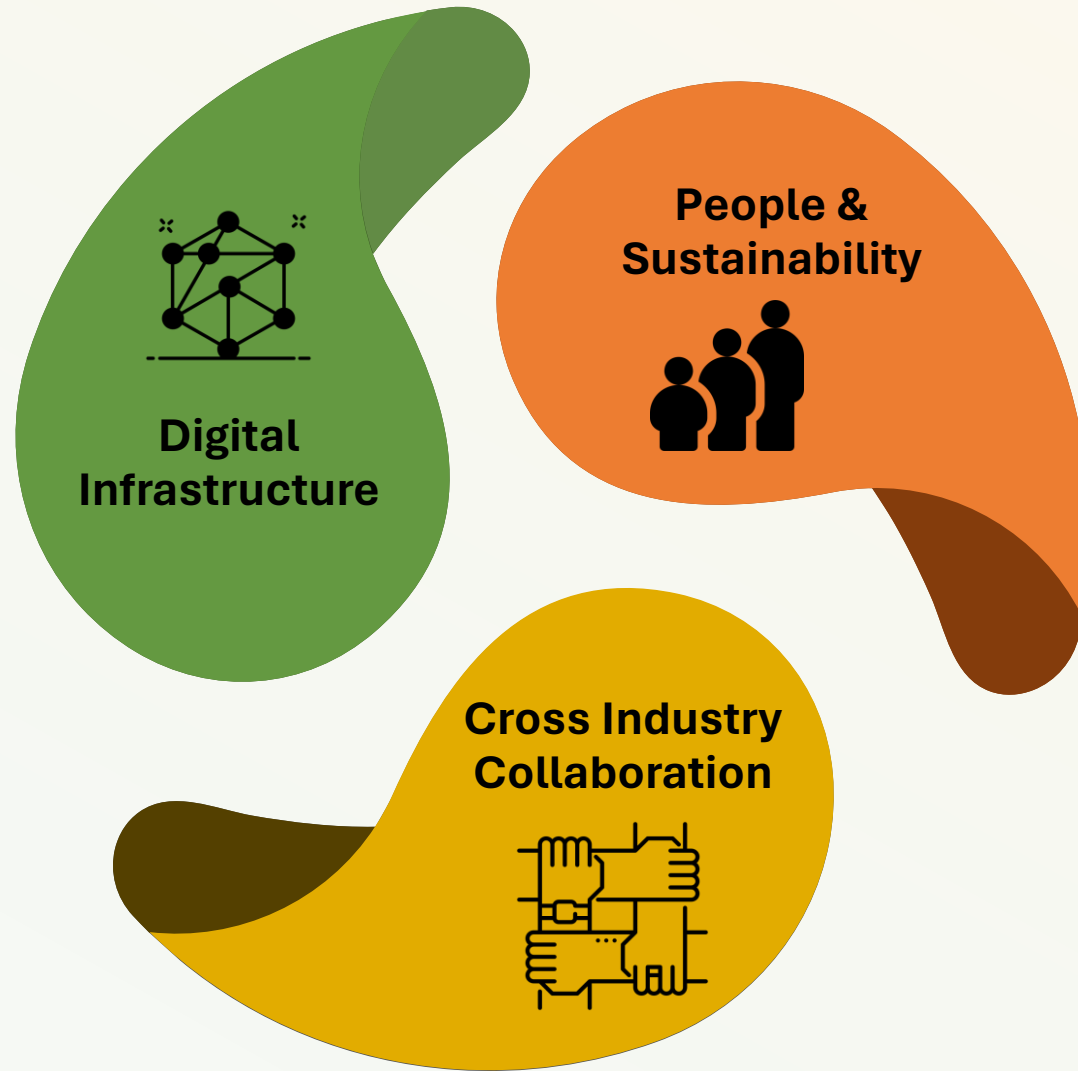
* %YoY revenue growth exclude 3BB's revenue

Product offerings to deepening relationship with clients



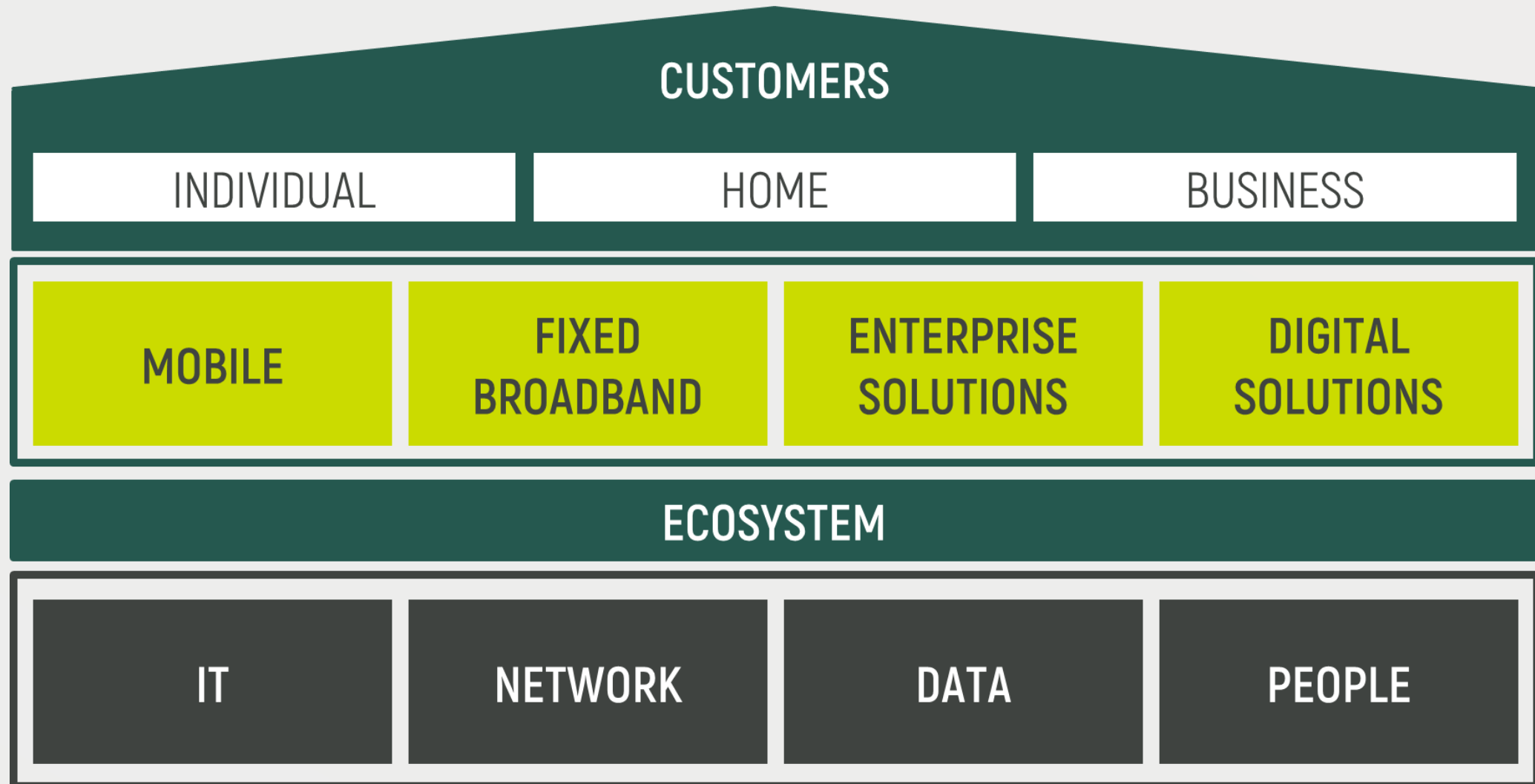
FY24 STRATEGIC DIRECTION





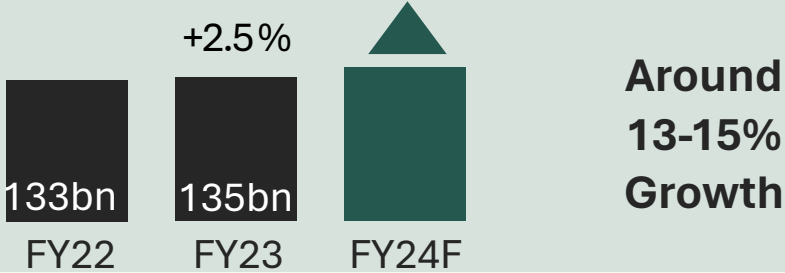
AIS ECOSYSTEM ECONOMY

TOWARDS COGNITIVE TECH-CO

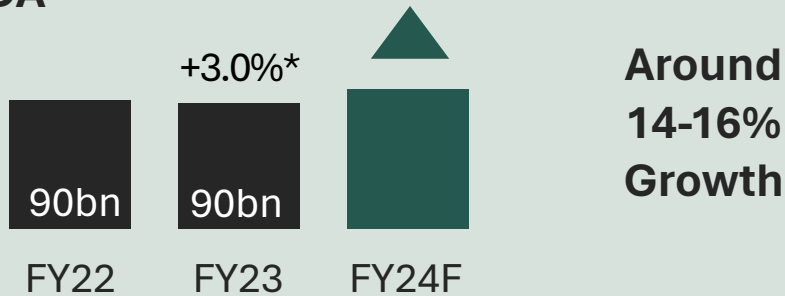


2024 GUIDANCE

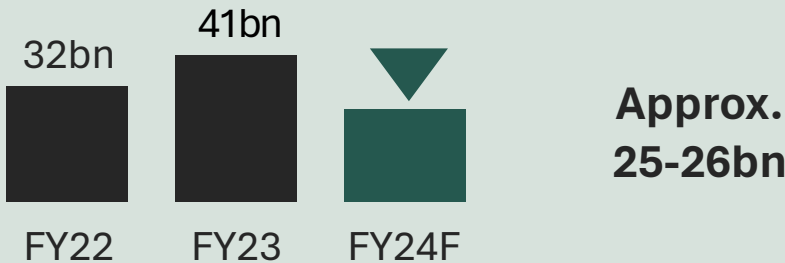
CORE SERVICE REVENUE



EBITDA



CAPEX



**CONTINUE GAIN ON
PROFITABLE REVENUE**

**OPERATIONAL EFFICIENCY
AND COST OPTIMIZATION**

**MAINTAIN NETWORK
LEADERSHIP**

OUR GROWTH STRATEGY 2024

Core Strengths, New Digital Services, and New Capabilities

MORE VALUE

- 5G Upgrades
- Upsell/Cross-sell
- FMC
- Innovative FBB Products

SEGMENT FOCUS

- High Value Customer
- Family
- SME
- Industry

NEW SERVICES

- Smart home
- Cloud & Data Center
- 5G IoT & Platforms
- Paragon & CPaaS

ENHANCED EXPERIENCE & EFFICIENCY

- myAIS channel
- Cost Efficiency
- 4 Core foundations of IT, Network, Data, People

+13-15%
Core
Service
Revenue
growth

Mobile
Low Single-Digit
Growth

Broadband
Double in Size
Growth

Enterprise
Double-Digit
Growth

Continue
Optimization
with Synergy
Realization

+14-16%
EBITDA
growth

MOBILE SERVICE



5G MONETIZATION

Living network and target segmentation in Teen, Family & R-SME



Migrate 4G to 5G

Targeted value-enhancement including handsets for better ARPU



DIGITAL DIFFERENTIATION

FMC. Connected Homes & SMEs

2024 Aspiration



95%
5G Population Coverage



13mn
5G Subscribers

Uplift ARPU with segmented offerings while delivering network leadership and superior experiences



**GROWING
WITH QUALITY
AND VALUE
UPLIFTING**

BROADBAND SERVICE



QUALITY ACQUISITION

Growth in underpenetrated areas with wider footprint



SEGMENTATION WITH INNOVATIVE PRODUCTS

Family, SMEs, and Corporates to drive higher ARPU



NEW DIGITAL SERVICES

i.e. IP Camera, Smart home solution



3BB INTEGRATION

Infrastructure, Products, Services and Sales

2024 Aspiration



5.0mn

AIS 3BB Fibre3 subscribers

Maximize capabilities of the 2 brands to provide more than home experiences with superior service quality



GROWING IN SCALE WITH INNOVATIVE PRODUCTS

ENTERPRISE SERVICES



GROW NETWORK & DIGITAL INFRA

Connectivity related product of EDS, Network, Cloud and Data Center



ACCELERATE PLATFORM CAPABILITIES

IoT and 5G Smart Solution on AIS Paragon and CPaaS



BUILD SPECIALIZATION & ECOSYSTEM PARTNERS

Continuously uplift the value for targeted industries

2024 Aspiration

>10% Growth

Enterprise
Non-Mobile Revenue



Enable digital transformation through connectivity-related services enhanced by platforms

เติบโต อุ่นใจ
ไปด้วยกัน



GROWING WITH WIDER PRODUCT PORTFOLIO AND DIGITAL CAPABILITY

**DELIVER
SUSTAINABLE
RETURN WITH
EFFICIENCY**

FINANCIAL PRIORITIES



PROFITABLE REVENUE GROWTH



OPTIMIZE CAPEX



3BB SYNERGY REALIZATION



SUSTAIN INVESTMENT GRADE RATING



DELIVERING STAKEHOLDERS VALUES

3BB INTEGRATION



AIS 3BB FIBRE3 Growth driven from scale and synergy

Completion of the acquisition on 15 Nov 2023 and started consolidation from 16 Nov 2023 onwards



Acquisition of shares in TTTBB
Purchasing price THB 16,500 million



Acquiring 19% of shares
Purchasing price THB 11,871 million

AIS Consolidated Performance	9M23	FY23
Interest bearing debt to equity	1.2	1.4
Net Debt to EBITDA (Incl. Lease liability and spectrum license fee)	1.9	2.9*

*annualized from 46 days of 3BB EBITDA
then expect to gradually decline.

Leveraging to gain synergies



Professionals
installation & maintenance team



Customer touchpoints
From 3BB kiosks and shops



High valued ARPU
Combined 4.7 million customers



Most coverage OFC
13.3 million households combined

Significant growth in size and coverage

46%

Subscribers **market** share
From 18%

25 billion

Potential revenue size
From 10 bn

18%

Potential Revenue contribution
of core service revenue
From 8%

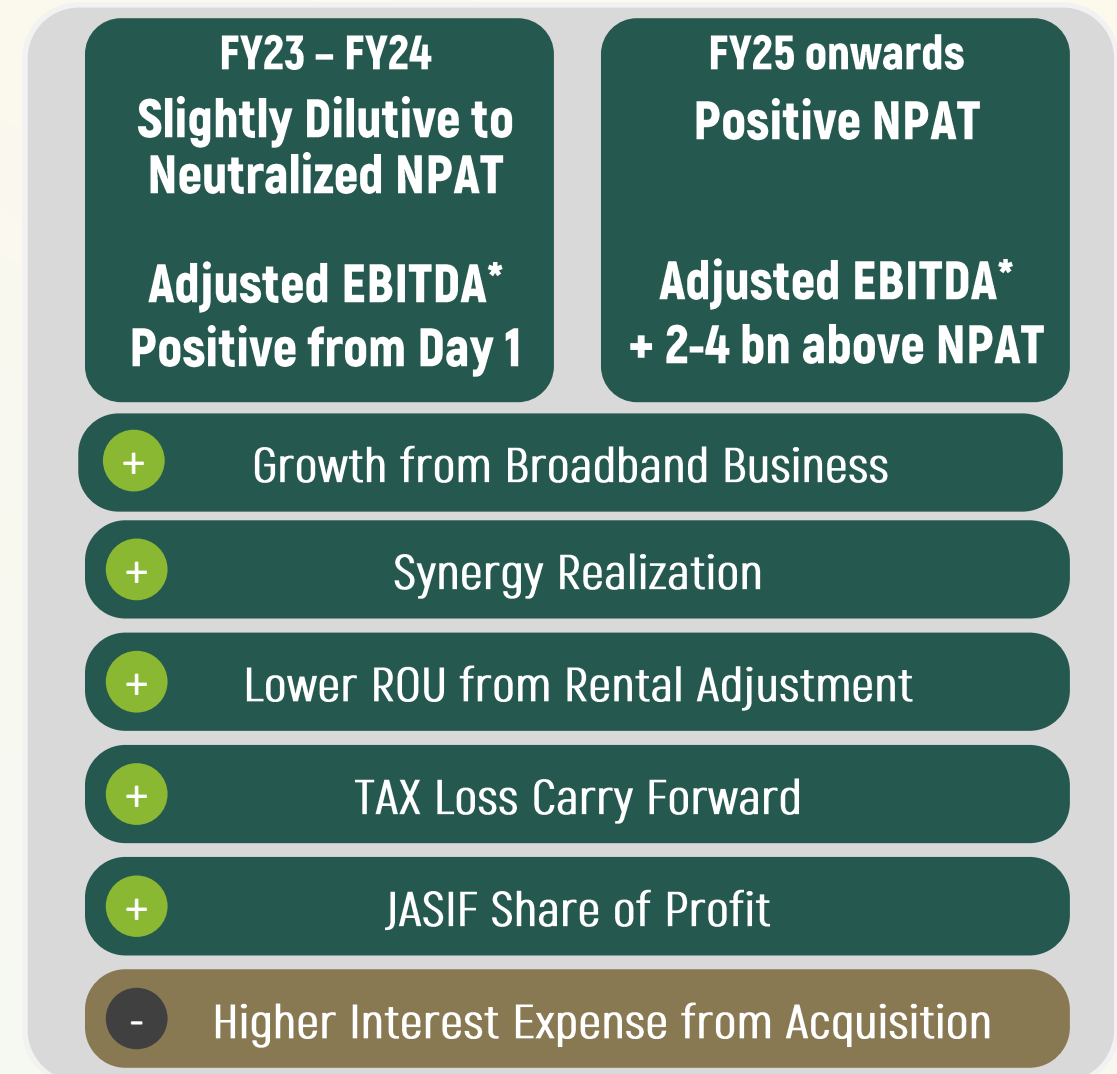
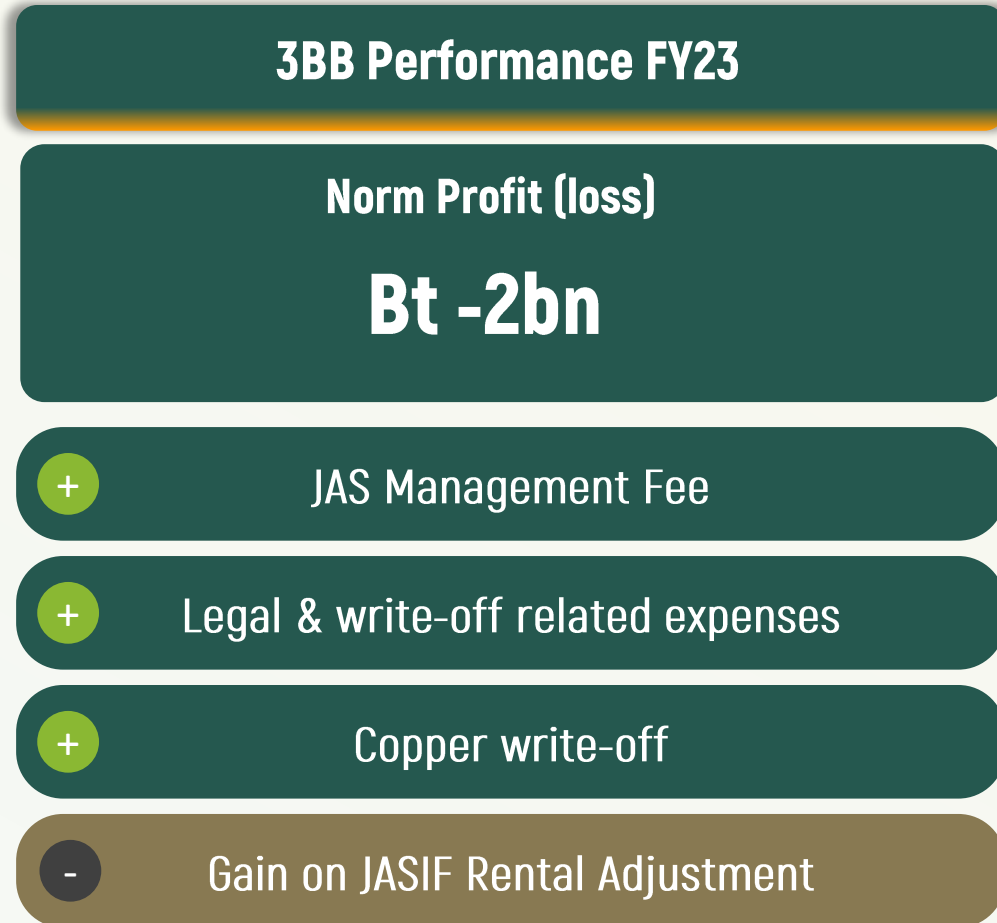
447 billion

Asset size
From 337bn in FY22

BROADBAND BUSINESS DIRECTION



NORMALISED PROFIT AND FUTURE ITEMS

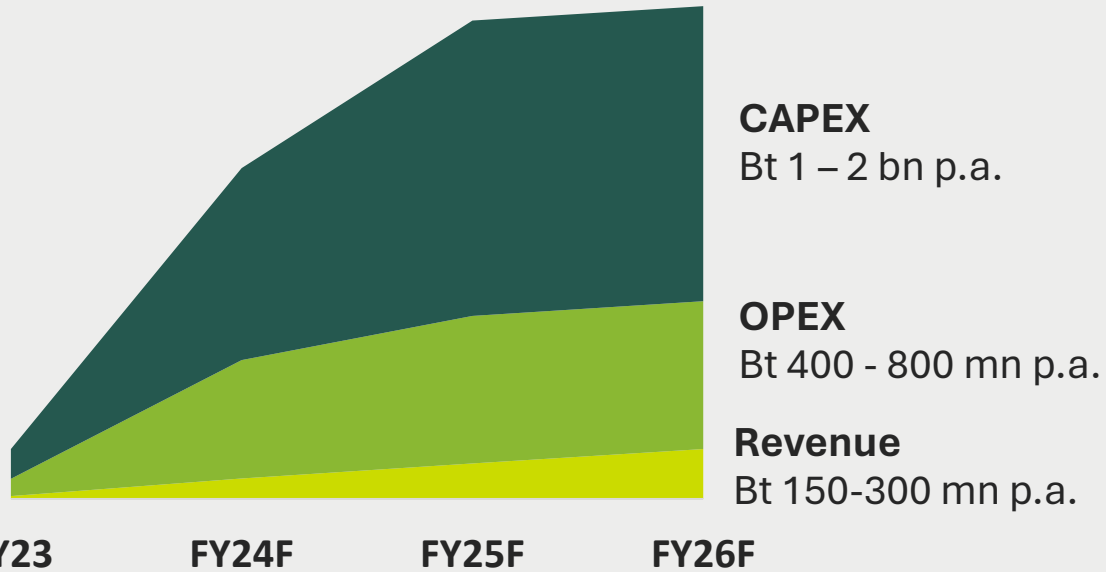


* Net JASIF rental payment on cash basis

SYNERGY REALIZATION & INTEGRATION

GROSS SYNERGY vs. BASE LINE FY22

INTEGRATION UPDATE



Total Integration Cost (OPEX & CAPEX)
Bt 500-700 mn within FY25



2024

Product & Brands

- Combined extensive innovative products & contents

- Focus FMC for value uplifts
- Cross-sell non-AIS mobile

Channels & Privileges

- Pilot Colocation

- Seamless Services availability
- Shared Privileges and benefits

People & Operations

- Combined Management Team & Workforce

- Harmonize HR & Operational Practices
- Enhance operations to sell beyond just broadband

2025

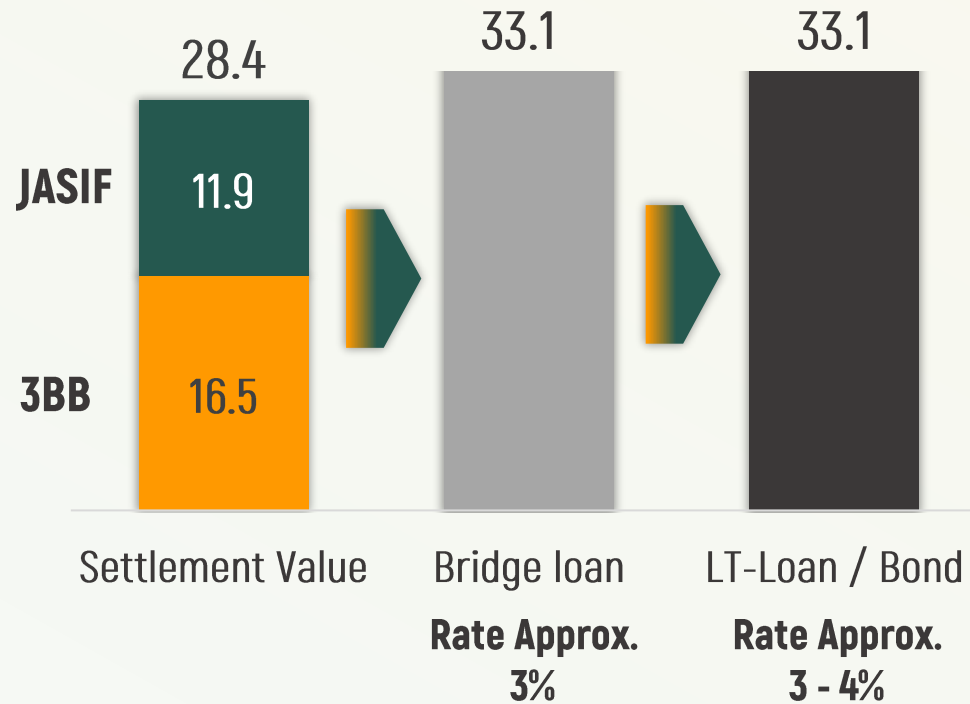
- Harmonized Brand

- Single online service platform
- Harmonized Channels

- Network & IT integration complete
- Single Operating System

FUNDING & LEVERAGE

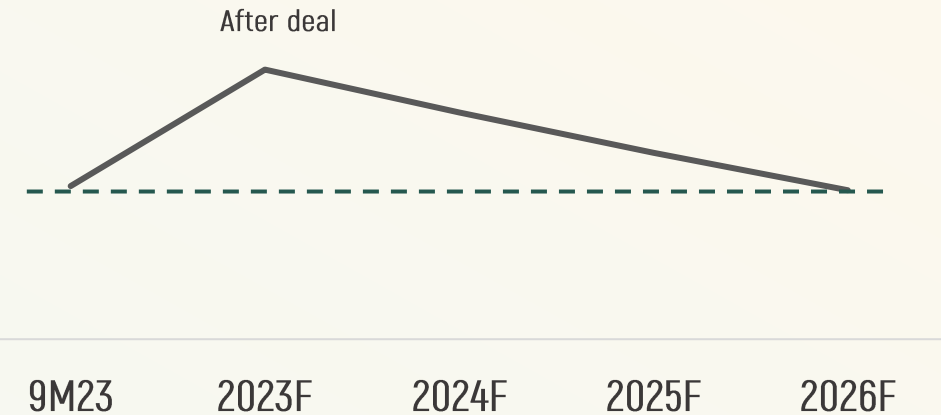
Funding (Bt bn)



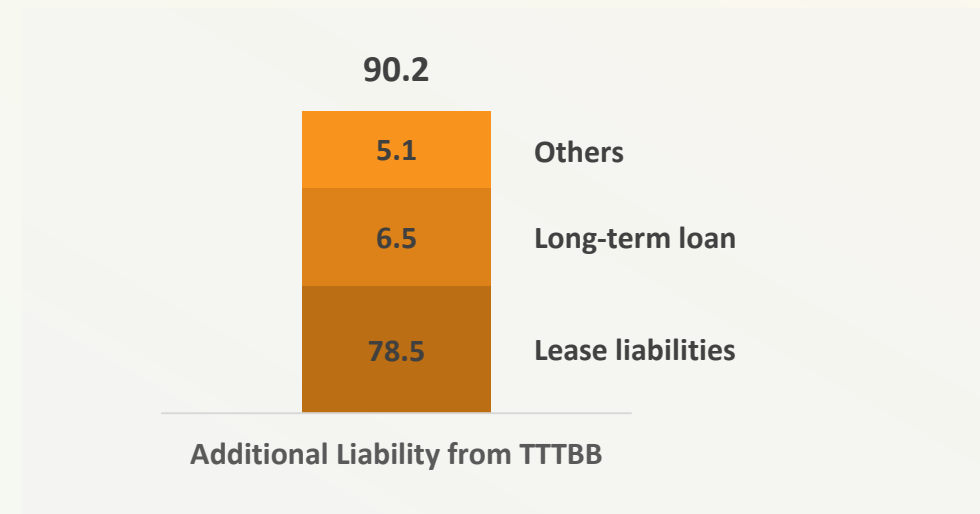
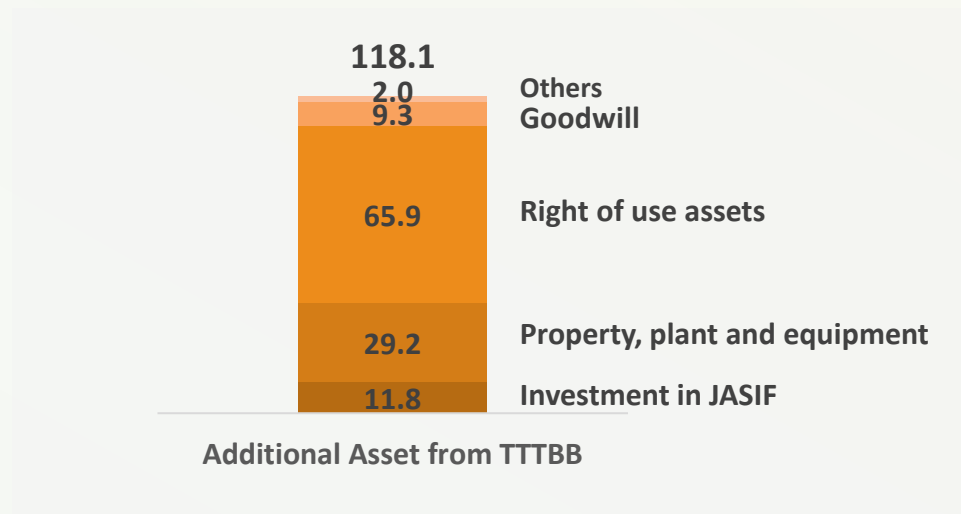
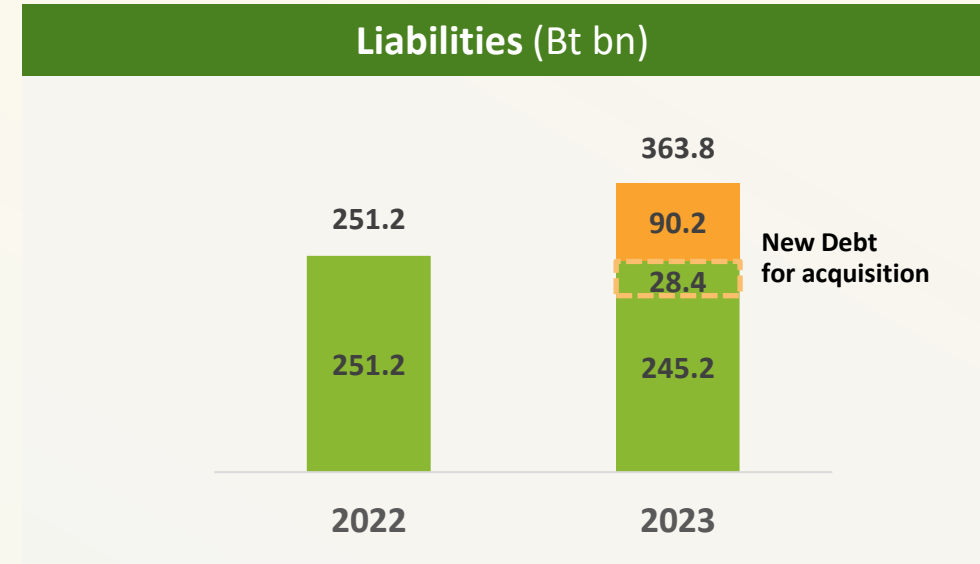
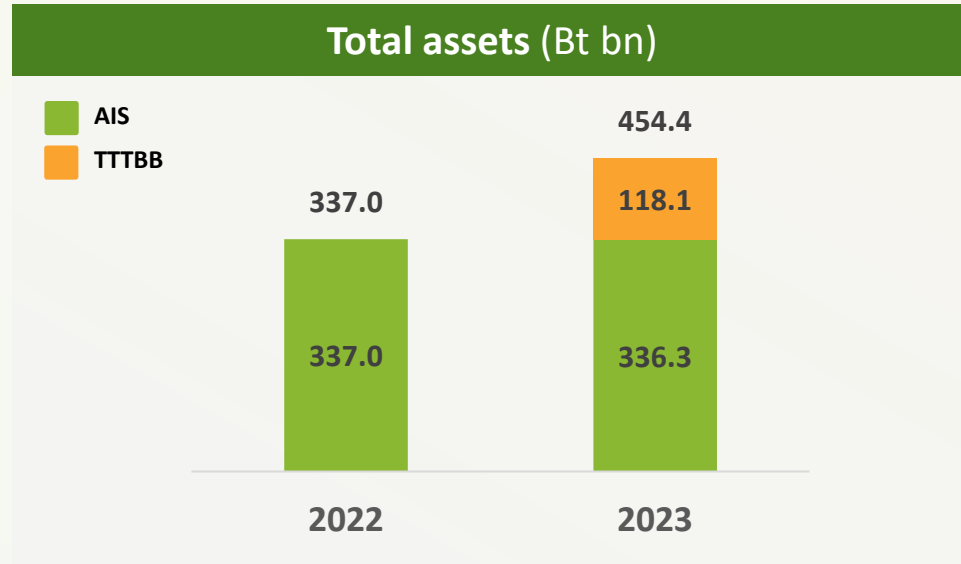
Financial Implication on Leverage

Net Debt to EBITDA **2.9x**

after deal closed, annualized from 46 days of 3BB EBITDA
then we expect to keep credit rating at investment grade.



Balance Sheet: Enlargement from acquisition impact



ASPIRATIONS

COMBINED FOR BETTER GROWTH

MAINTAIN
LONG TERM
EBITDA MARGIN

Approx. 50%

LONG TERM COMBINED
BROADBAND REVENUE
GROWTH

Approx. 5-8%



NEW SUB ARPU FROM
NEW AREAS

> Bt 500

Driving Long-term Sustainable Business Operation



2023 SUSTAINABILITY HIGHLIGHTS

DRIVE DIGITAL ECONOMY

4.1% of revenue generated from new digital service

CSA STAR
Certification in personal data protection standard

Enhancing cybersecurity system with the **Zero-trust Model**



AIS Academy provides training digital knowledge assessments for **1,141 Employees**

PROMOTE DIGITAL INCLUSION

Improving the socio-economic Condition **2.57 M People**

Expanded 5G coverage
Nearly 90% population

AUNJAI CYBER enhancing digital skill for **322,000 People**



Creating **Thailand Cyber Wellness Index** as a standard to build digital citizenship for Thais

ACT ON CLIMATE

Reducing GHG emission by **30,327 tCO₂e**



Installed and used alternative energy at **8,835 Base Stations**

Transforming operation into **Hub of E-Waste**
 With collaboration **190 organizations**
 Expanding drop point to **2,500 locations nationwide**



THRIVING IN A GREENER AND INCLUSIVE DIGITAL WORLD



Drive Digital Economy

Enable people and businesses to grow
in the digital economy



Promote Digital Inclusion

Build inclusive and responsible digital
access in our products & services

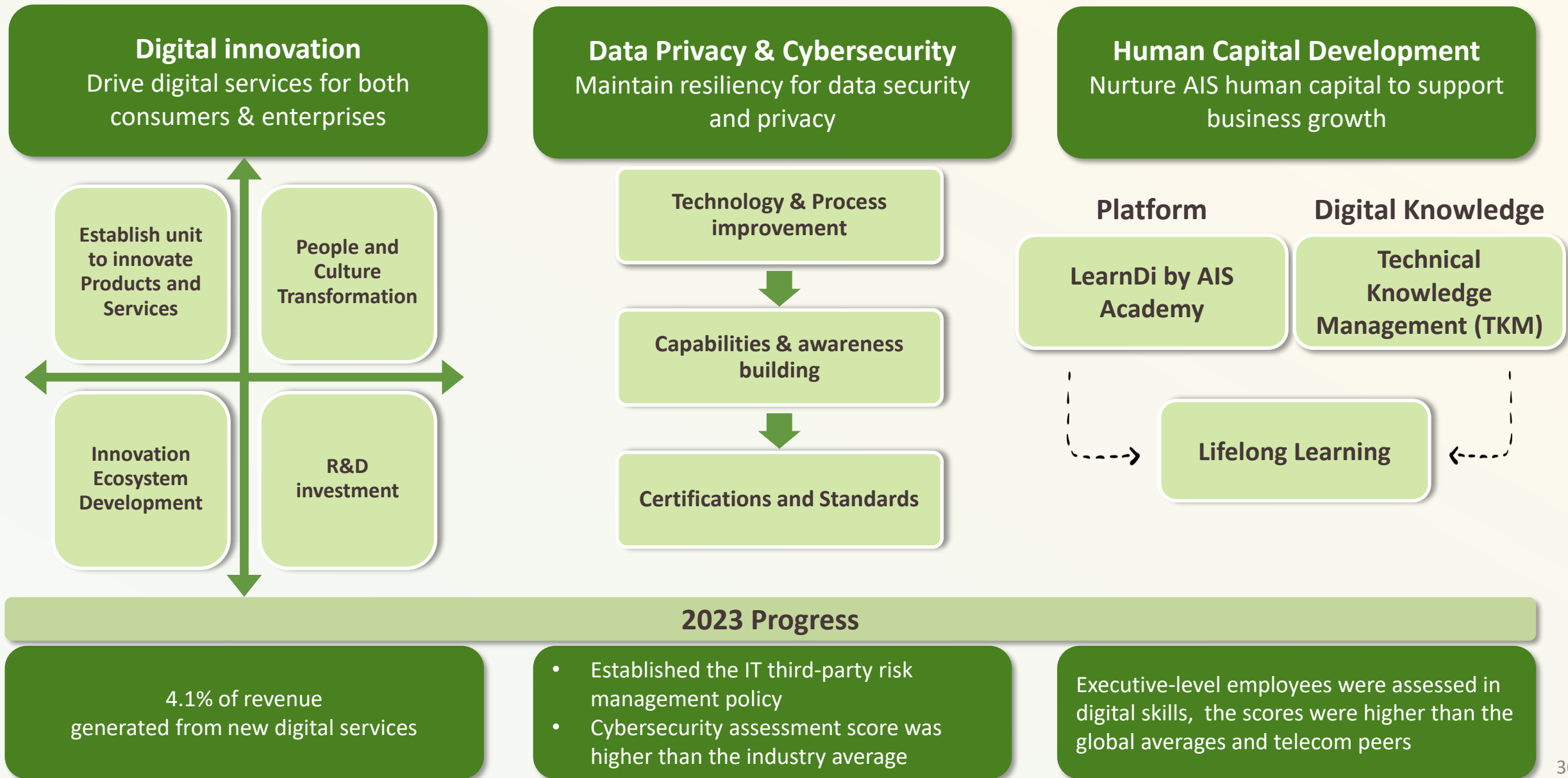


Act on Climate

Shape a greener future of life for
consumers and society

1

Drive Digital Economy: Enable people and businesses to grow in the digital economy



Promote Digital Inclusion: Build inclusive and responsible digital access

Social inclusion

Enriching Thai people's knowledge of total 2.57 million people in 2023



Digital wellness

Empower digital citizenship by providing digital solutions and tools in total 0.51 million people



Act on climate: shape a greener future of life for consumers and society

Climate actions

Manage our own network, operation and supply chain to be light to the environment

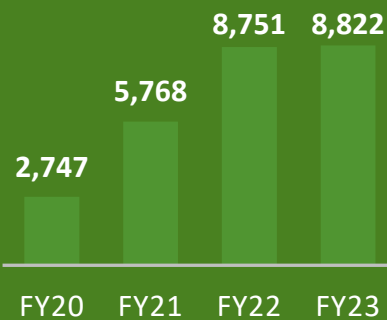
Energy Efficiency

Renewable energy

Smart Solutions

13,951
tCO₂e

16,376
tCO₂e



No. of base stations with solar cell



Machine Monitoring by IoT



Smart Transportation & Logistics

- Adopt AI in processing and analyzing network utilization
- Adopt power saving features in planning

Waste Management

Promote proper waste disposal



Waste separation at office building



Transformed the Thais Say No to E-Waste project into AIS HUB of E-Waste



Raising awareness



Non-recyclable E-waste from network operation

0%

E-waste collected from customers

140,467* pcs.

Accumulated >600,000 pcs.



An affirmation of our determination towards sustainable business

Global Level



In 2023, AIS received a rating of AA in the MSCI ESG Ratings Assessment



Dow Jones Sustainability Indices 2023, member of DJSI World



Top 5% S&P Global ESG Score 2023



In 2023, AIS received an ESG Risk Rating from Sustainalytics.
Copyright ©2023 Sustainalytics.
All rights reserved.



FTSE4Good
FTSE 4 Good Index Series
9th Consecutive Years



Top five ranking in Technology of WSIS Prizes 2023



E-Waste+ project being top 10 finalists in the Planet category for the SDG Digital GameChangers Award, by ITU and UNDP



SL25 Honoree of 2023 in leveraging EdTech for inclusion and digital literacy in Thailand

National Level



ESG rating of AAA from the Stock Exchange of Thailand



Commended Sustainability Awards, Sustainability Excellence by the Stock Exchange of Thailand and Money and Banking Magazine



ESG100 for 9th consecutive years by Thaipat Institute

Disclosure Standards



Global Reporting Initiative



Sustainability Accounting Standards Board



Carbon Disclosure Project



Task Force on Climate-Related Financial Disclosures



IR website: <https://investor.ais.co.th>

Email: investor@ais.co.th

Tel: +662 029 5000

Sustainability website: <https://sustainability.ais.co.th>

Email: AISsustainability@ais.co.th

Some statements made in this material are forward-looking statements with the relevant assumptions, which are subject to various risks and uncertainties. These include statements with respect to our corporate plans, strategies and beliefs and other statements that are not historical facts. These statements can be identified by the use of forward-looking terminology such as “may”, “will”, “expect”, “anticipate”, “intend”, “estimate”, “continue” “plan” or other similar words.

The statements are based on our management’s assumptions and beliefs in light of the information currently available to us. These assumptions involve risks and uncertainties which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Please note that the company and executives/staff do not control and cannot guarantee the relevance, timeliness, or accuracy of these statements.

Appendix



Financial Highlights

Bt mn	4Q22	3Q23	4Q23	%YoY	%QoQ	FY22	FY23	%YoY
Mobile revenue	29,524	29,311	30,065	1.8%	2.6%	116,696	118,130	1.2%
FBB revenue	2,598	3,021	5,033	94%	66.6%	10,064	13,621	35%
Other revenues	1,718	1,748	1,957	14%	12%	6,274	6,819	8.7%
Core service revenue	33,840	34,080	37,055	9.5%	8.7%	133,033	138,569	4.2%
IC and NT partnership	3,373	3,313	3,371	-0.1%	1.7%	12,976	13,352	2.9%
Service revenue	37,213	37,393	40,426	8.6%	8.1%	146,009	151,921	4.0%
SIM and device sales	11,485	8,675	10,892	-5%	26%	39,476	36,952	-6.4%
Total revenue	48,699	46,069	51,318	5.4%	11.4%	185,485	188,873	1.8%
Cost of service	22,046	21,789	23,036	4.5%	5.7%	87,076	89,110	2.3%
SG&A	5,492	4,957	7,402	35%	49%	22,353	22,840	2.2%
EBITDA	22,892	23,610	23,945	4.6%	1.4%	89,711	93,371	4.1%
EBIT	9,766	10,830	10,733	10%	-0.9%	36,829	41,225	12%
NPAT	7,363	8,146	7,003	-4.9%	-14.0%	26,011	29,086	12%
Sales margin	1.2%	1.8%	2.3%			1.0%	1.8%	
EBITDA margin	47.0%	51.2%	46.7%			48.4%	49.4%	
EBIT margin	20.1%	23.5%	20.9%			19.9%	21.8%	
NPAT margin	15.1%	17.7%	13.6%			14.0%	15.4%	

**Note:*

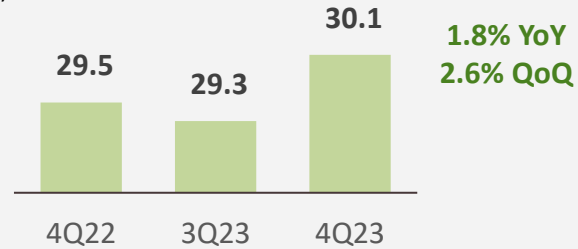
- Consolidated financial statement, including TTTBB's and JASIF's results for 46 days since 16 Nov 23.
- EBITDA (restated)

4Q23 & FY23 Revenue Breakdown

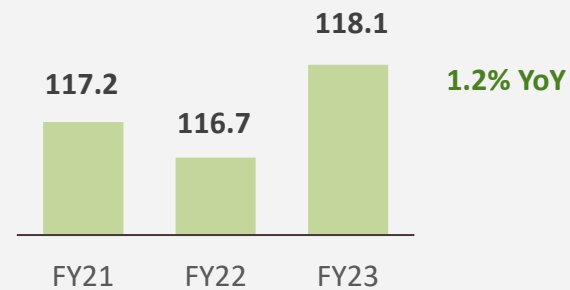
Excl. 3BB

Mobile revenue

(Bt bn)



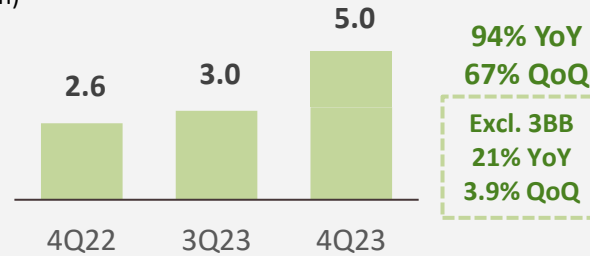
- Improved by 1.8% YoY and 2.6% QoQ, with seasonal variations driven by tourism and festivities, increasing purchasing power in the hospitality sector, and high-quality acquisition.



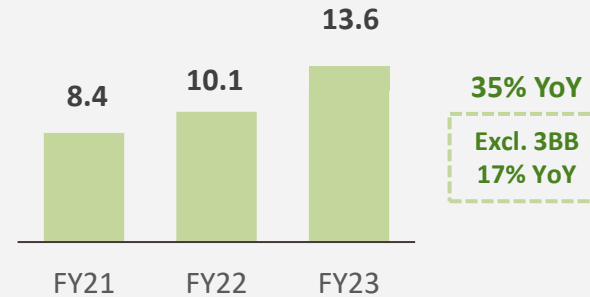
- FY23 growth 1.2% YoY due to a focus on providing quality and superior experience to the customer and profitability in product offerings, boosted by the overall economic recovery.

Fixed broadband revenue

(Bt bn)



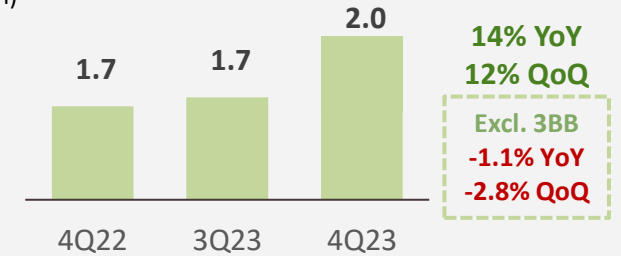
- 94% YoY and 67% QoQ, largely reflecting the consolidation of TTTBB's revenue and the increasing number of new subscribers with high-value packages that also positively impacted the ARPU.



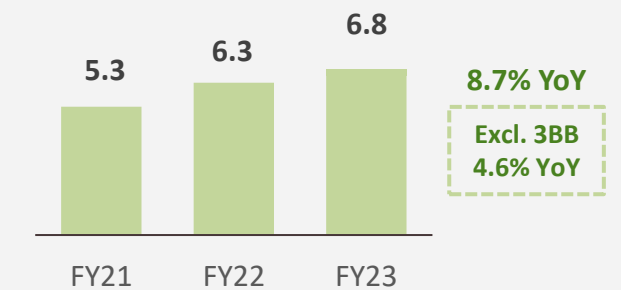
- Excluding TTTBB, 17% YoY growth driven by quality customer acquisitions in the suburban areas through the introduction of attractive value packages aiming to uplift new customer ARPU while introducing convergence products to cross-sell and upsell to existing customers.

Enterprise and Other revenues

(Bt bn)



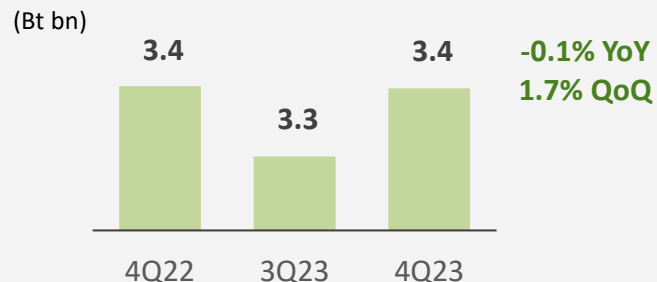
- Rose by 14% YoY and 12% QoQ driven by consolidation of TTTBB's non-fixed broadband revenue. Excluding TTTBB's contribution, the Enterprise's organic revenue dropped -1.1% YoY and -2.8% QoQ from those quarters with sizable projects.



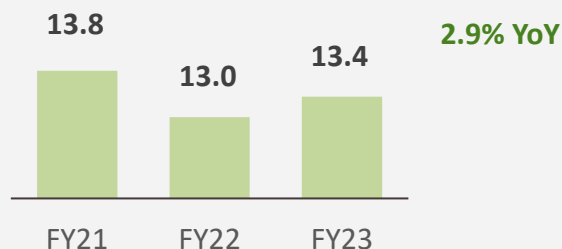
- Increasing 4.6% excluding TTTBB fueled by the robust performance of Enterprise Data Services (EDS) and Cloud services in alignment with the prevailing digitalization trend.

4Q23 & FY23 Revenue Breakdown

IC and NT Partnership

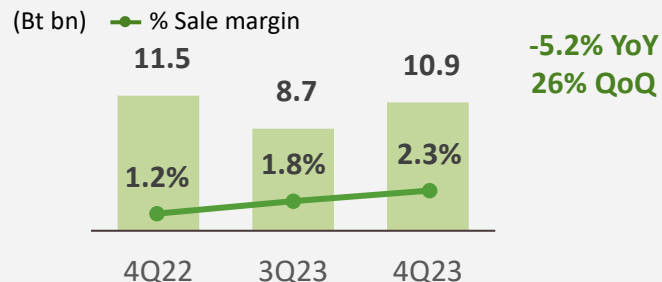


- Revenue flat YoY from increasing NT partnership revenue offset by lower IC rate, increased 1.7% QoQ mainly from higher revenue NT partnership.

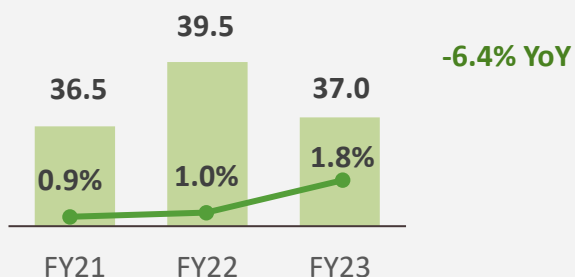


- 2.9% increase from higher traffic usage with NT, despite a lower interconnection rate.

Net sale & margin

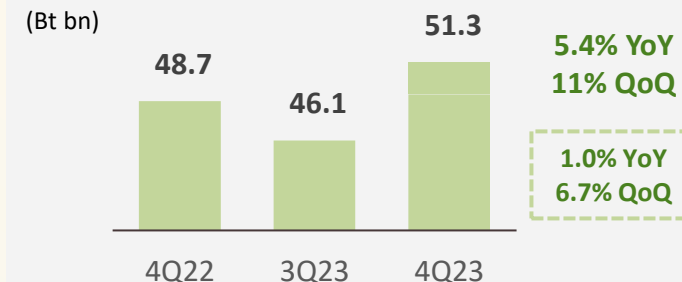


- 26% QoQ growth due to selling the iPhone 15 that coming in late 3Q23 while dropped -5.2% YoY due to customer spending delayed significant for the government tax campaign 2024.

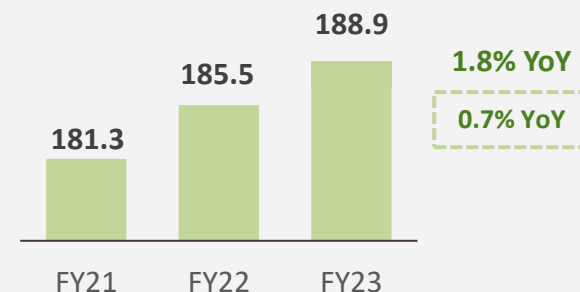


- 6.4% YoY decrease, caused by diminished sales volume, during the mid-year period when no new flagship phones were launched, a decrease in bundled packages with subsidized handset sales and the government tax campaign delayed significant customer demand in the last quarter of the year.

Total Revenue



- Increased 5.4% YoY and 11% QoQ driven by core service revenue, especially on fixed broadband revenue from the consolidation.

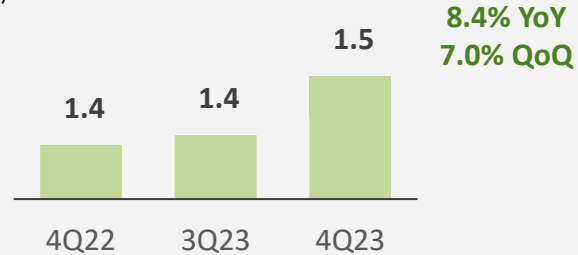


- Increased 1.8% YoY by improved service revenue from the consolidation of TTTBB, organic growth in broadband service, a revival of mobile service, and a strong momentum in enterprise business, partially offset by reduced device sales revenue. Excluding TTTBB impact, total revenue increased 0.7% from lower device sales.

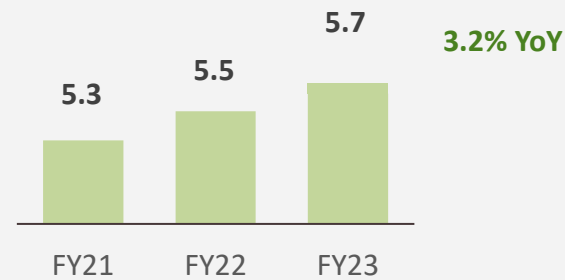
4Q23 & FY23 Cost Breakdown

Regulatory

(Bt bn)



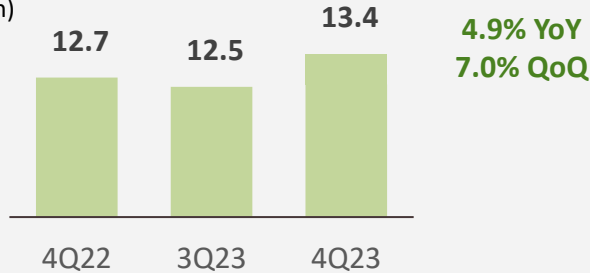
- 8.4% YoY and 7.0% QoQ growth related with increasing core service revenue.



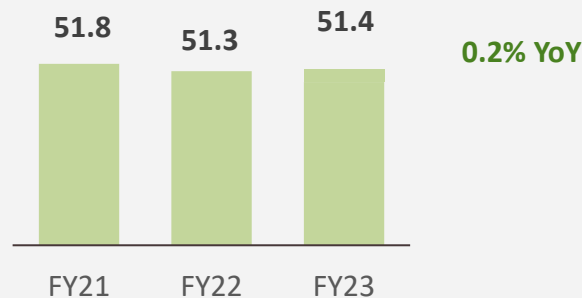
- Increasing 3.2% YoY, in line with an increase in core service revenue. The regulatory fee as a percentage of core service revenue remained flat around 4.1%.

Depreciation & Amortization

(Bt bn)



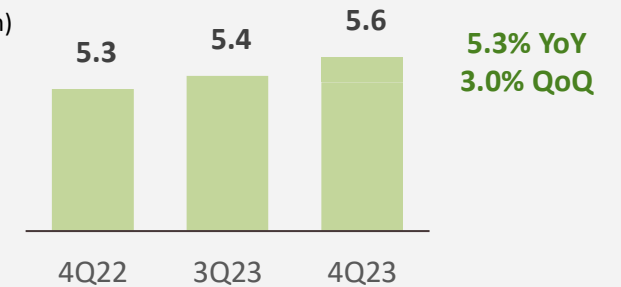
- Increased 4.9% YoY and 7.0% QoQ came largely from TTTBB's assets, while the impact from the new 700MHz spectrum offset with fully depreciated assets in the quarter.



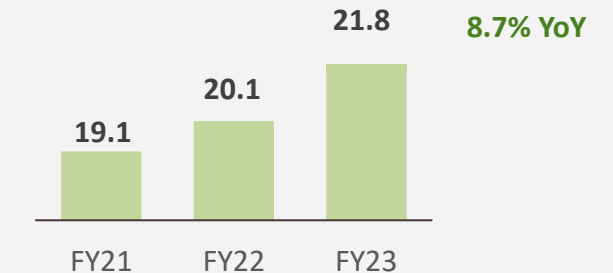
- Relatively flat at 0.2% YoY due to the fully depreciated network equipment, offset by the depreciation of new assets, including the 700MHz spectrum, and the Right of Use resulting from the consolidation of TTTBB.

Network OPEX and NT partnership

(Bt bn)



- Rose 5.3% YoY and 3.0% QoQ from TTTBB cable-related expenses, while AIS operational transmission and equipment costs were offset by a lower FT rate.

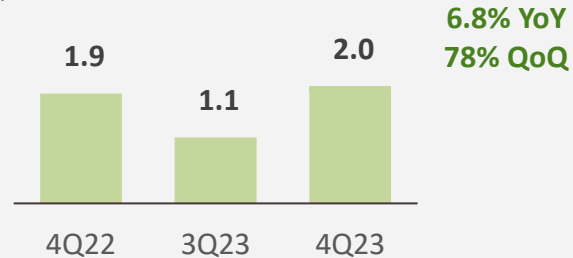


- Increased by 8.7% YoY mainly due to increased network electricity cost from a low base of FT rate in the previous year. In addition, the higher NT partnership costs are associated with the NT partnership revenue.

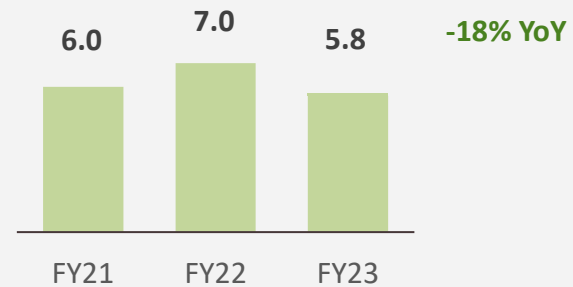
4Q23 & FY23 Cost Breakdown

Marketing expense

(Bt bn)



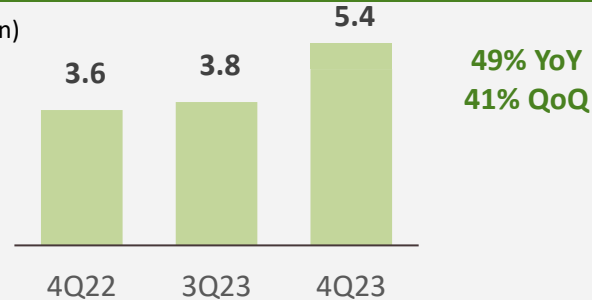
- Increased 6.8% YoY from consolidating of TTTBB expense and 78% QoQ related with higher marketing activities during high season were in 3Q23 was strict control.



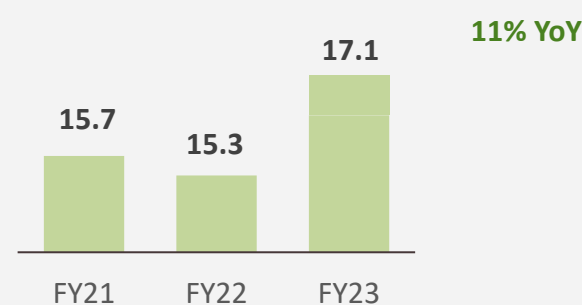
- Decreasing -18% YoY from the high base last year after the country reopened post-COVID-19 and cost controls in advertising expenses.

Admin & Others

(Bt bn)



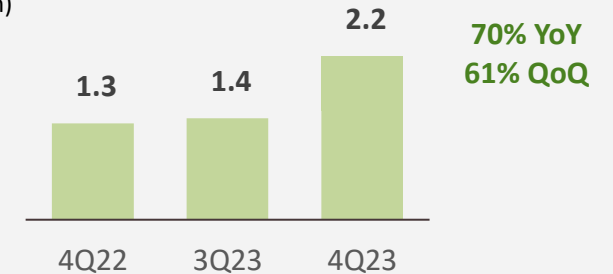
- Increased 49% YoY and 41% QoQ from staff-related expenses and obsolete asset provision.



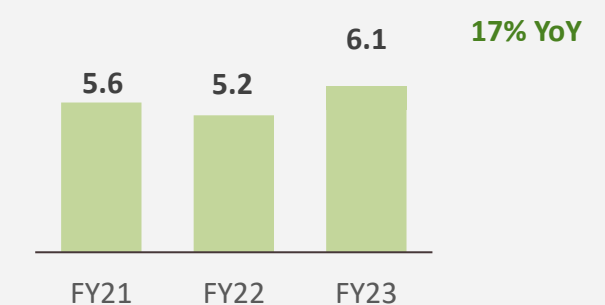
- Increasing 11% YoY driven by higher employee-related costs and from the inclusion of expenses related to TTTBB acquisition. The increment also include asset provision expense occurred in 4Q23.

Finance cost

(Bt bn)

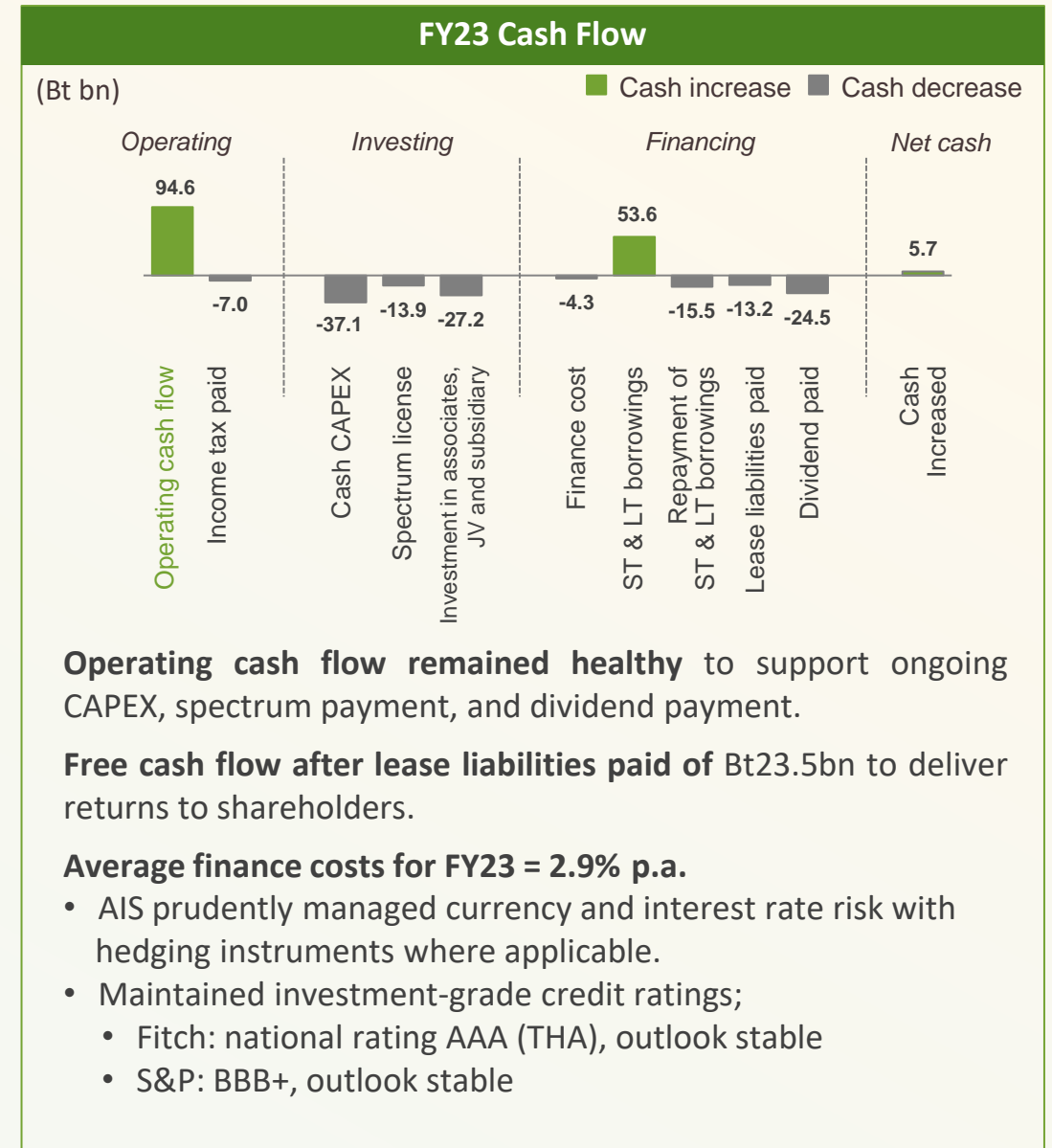
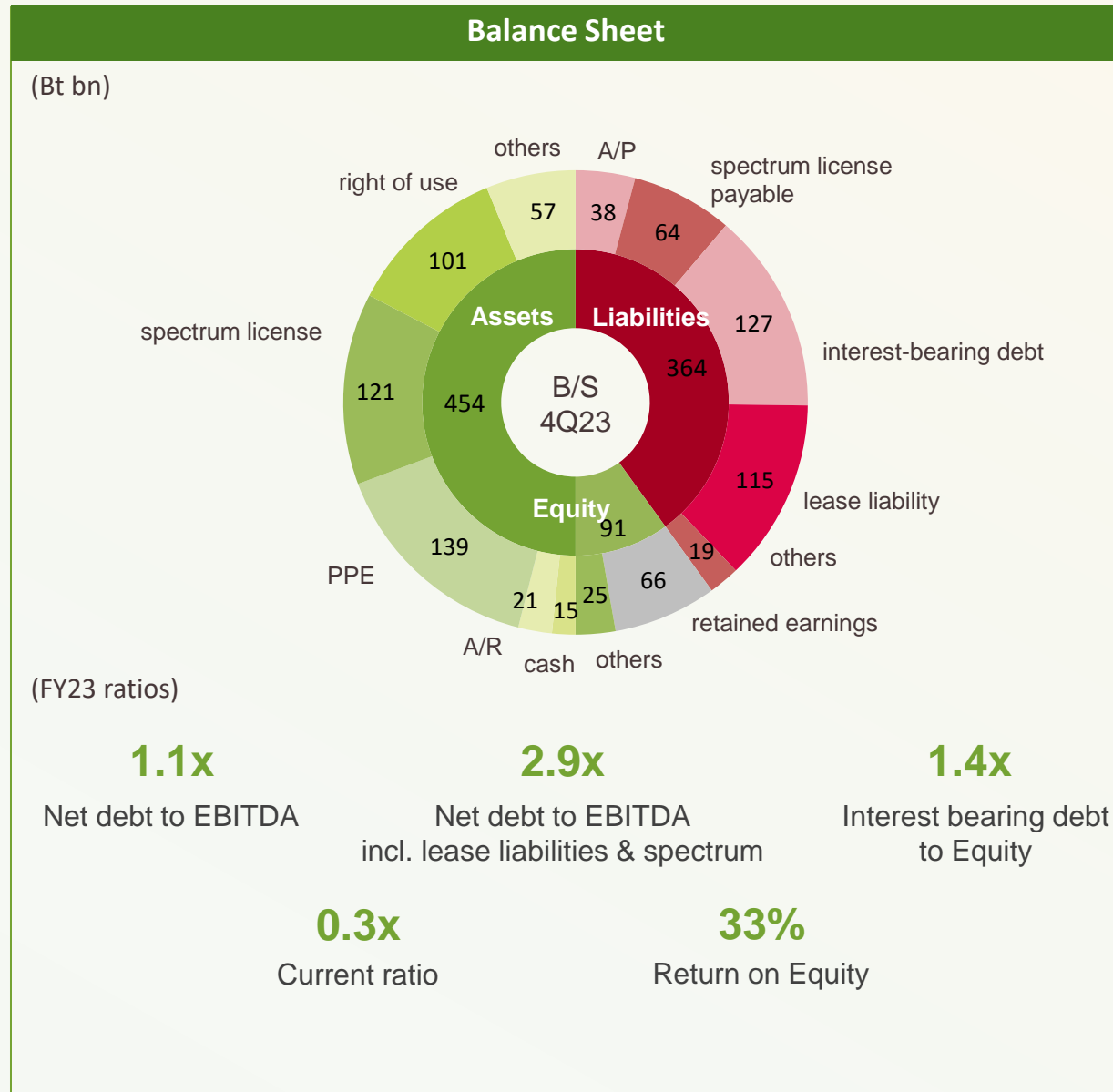


- Increased 70% YoY and 61% QoQ from higher debt funding for acquisition purposes and consolidating TTTBB finance cost.



- Increasing 17% YoY mainly from acquisition funding. The average cost of borrowing was 2.9% in FY23.

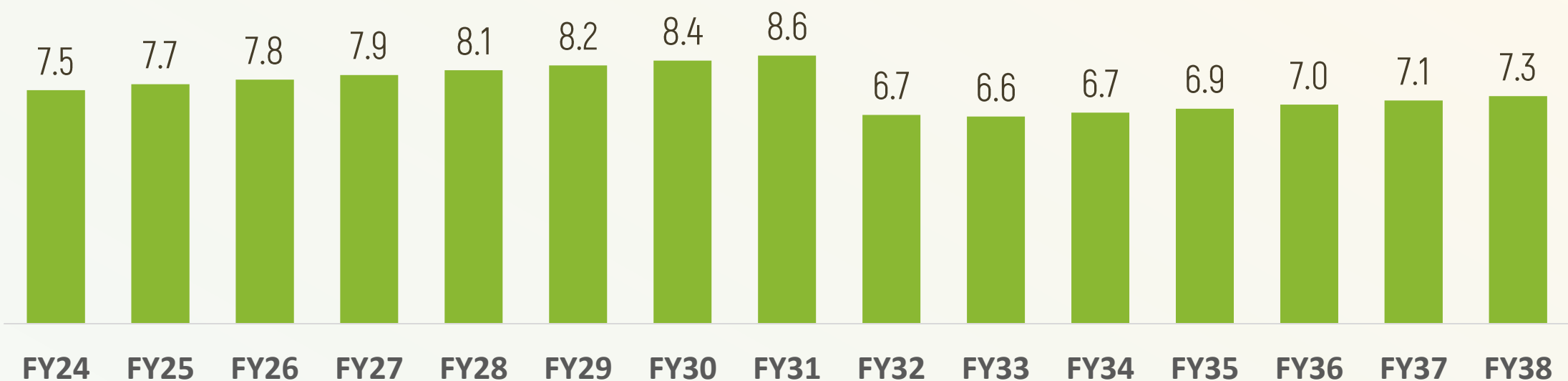
Healthy balance sheet and cash flow to support investment



3BB CONTRACTUAL OBLIGATION WITH JASIF

- 3BB has main lease agreement of 1.34 million core km of OFCs with JASIF for its broadband operations.
- In JASIF EGM in August 2023, the unitholders voted to cancel the rental assurance, while extended the main lease agreement until 2038.
- The rental rate was 455 THB/core km/month in 2023 and will increase aligned with announced CPI but is cap at 3%.
- The rental rate of 2032 will come down to 402.37 THB/core km/month per the extended contract from 2032 to 2038.

ESTIMATED JASIF PAYMENT SCHEDULE* (Bt bn) – CASH BASIS



*Assumption rental rate will assume from CPI at 2.6% for FY25, then 1.9% until end of contract.

Source: Appraisal report of fair value of OFCs for 3Q23, valuation date 30 September 2023 , issued 6 November 2023, by C.I.T appraisal Co., Ltd.,



IR website: <https://investor.ais.co.th>

Email: investor@ais.co.th

Tel: +662 029 5000

Sustainability website: <https://sustainability.ais.co.th>

Email: AISsustainability@ais.co.th

Some statements made in this material are forward-looking statements with the relevant assumptions, which are subject to various risks and uncertainties. These include statements with respect to our corporate plans, strategies and beliefs and other statements that are not historical facts. These statements can be identified by the use of forward-looking terminology such as “may”, “will”, “expect”, “anticipate”, “intend”, “estimate”, “continue” “plan” or other similar words.

The statements are based on our management’s assumptions and beliefs in light of the information currently available to us. These assumptions involve risks and uncertainties which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Please note that the company and executives/staff do not control and cannot guarantee the relevance, timeliness, or accuracy of these statements.