AIS

2Q24 FINANCIAL RESULT

Advanced Info Service Plc.

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BUSINESS HIGHLIGHTS

2Q24 growth led by genuine demand for connectivity

Cautious Thai economic recovery from tourists and consumption

Core growth in all businesses: Mobile, Broadband, Enterprise

Performance driven by focuses on quality, profitability, and operational efficiency

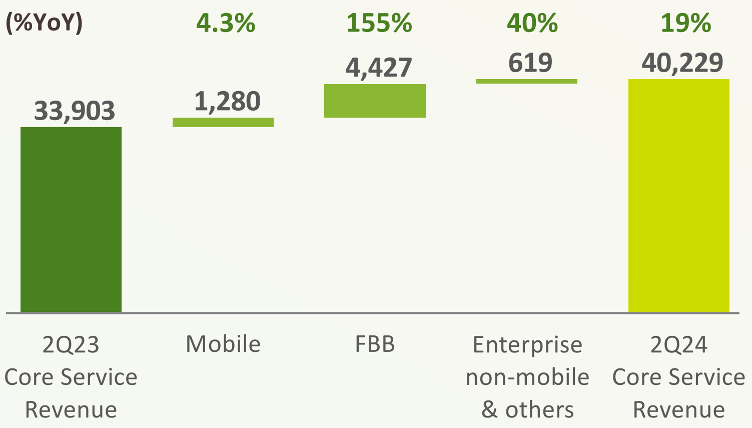
Mobile momentum driven by value-based offerings

Broadband growth from expanded high-quality subscribers and TTTBB consolidation

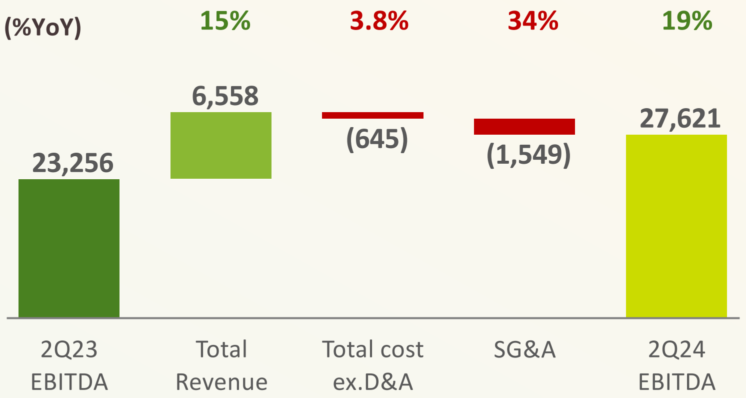
Enterprise continued benefiting from digital transformation despite economic headwinds

2Q24: Revenue base expansion towards quality profit delivery

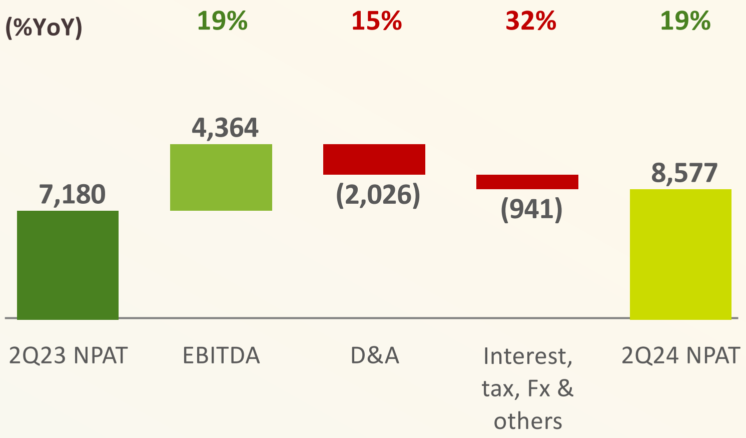
Core service revenue (Bt mn)



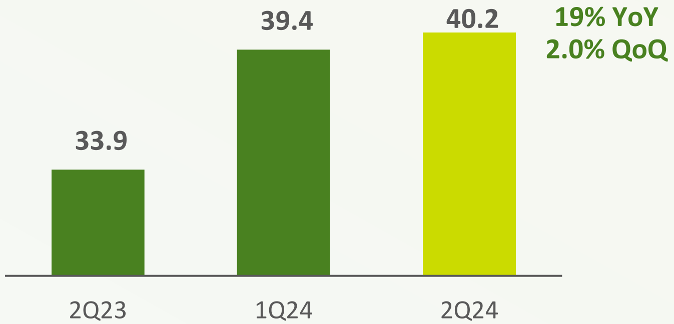
EBITDA (Bt mn)



NPAT (Bt mn)



Core service revenue (Bt bn)



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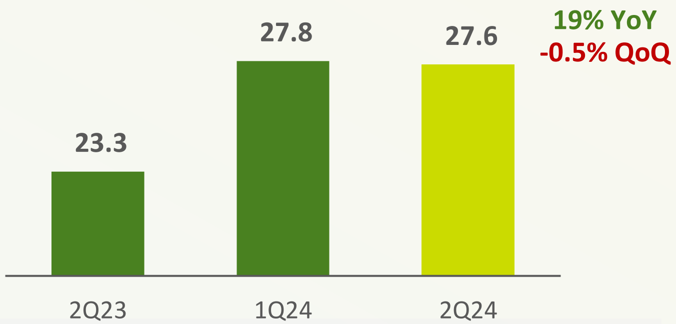
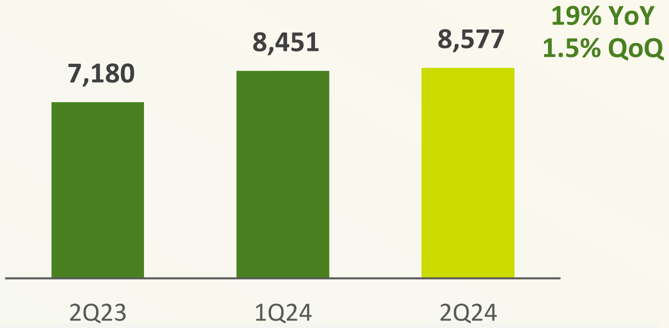


NPAT (Bt mn)



Core Service Revenue **increased YoY and QoQ** from TTTBB revenue recognition and organic business expansion along with the continual demand for connectivity of mobile and FBB.

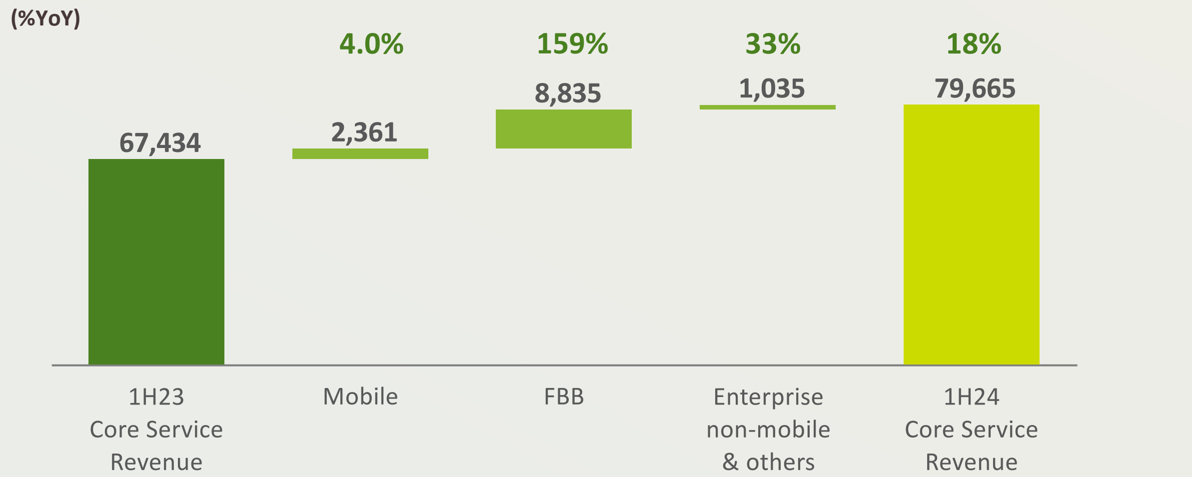
EBITDA **improved YoY** from business growth and TTTBB positive EBITDA contribution and **decreased QoQ** from higher SG&A.

EBITDA Margin improved to 54% from higher device sales margin.

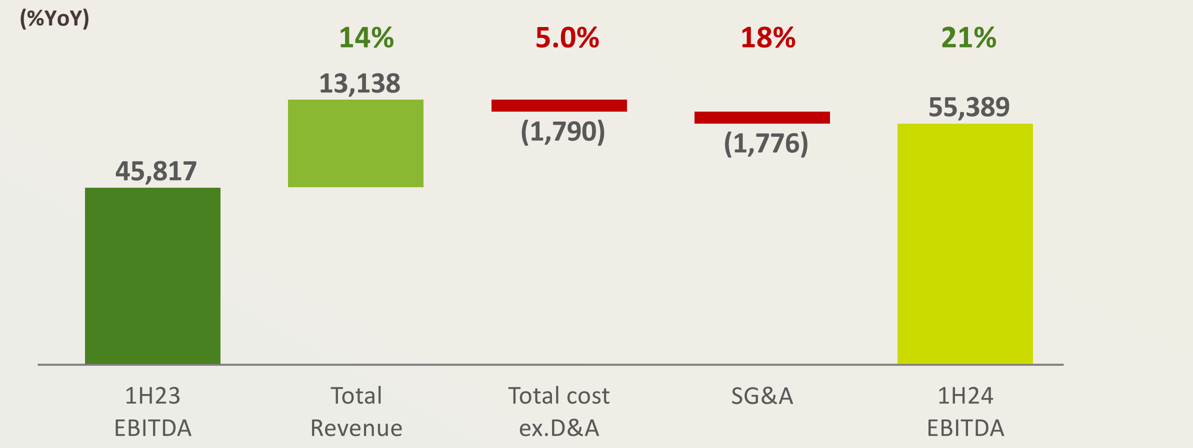
NPAT **improved YoY and QoQ** with better operating performance.

1H24: Top-line expansion contributed to strong profit delivery

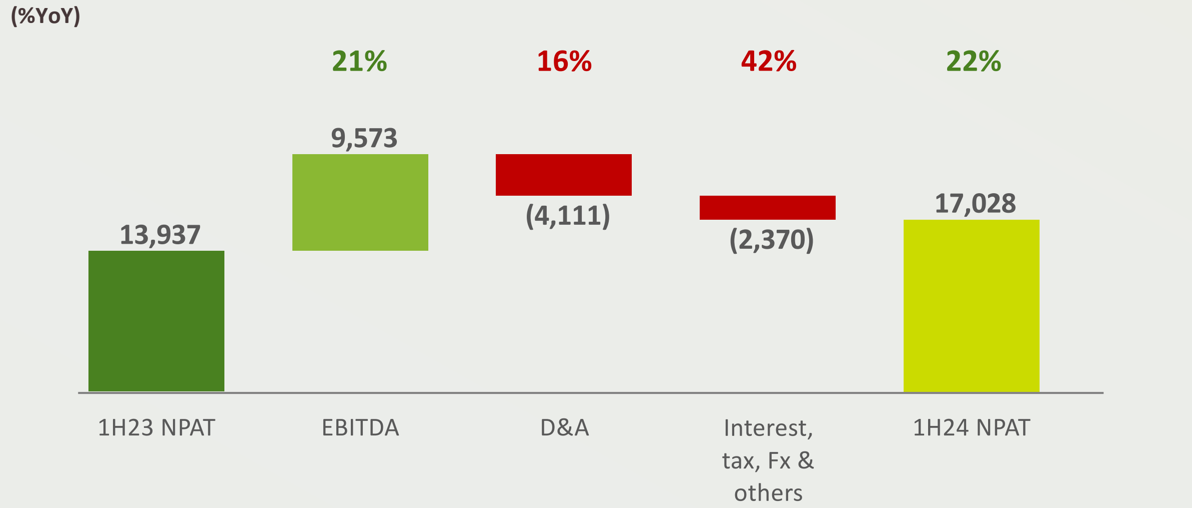
Core service revenue (Bt mn)



EBITDA (Bt mn)



NPAT (Bt mn)

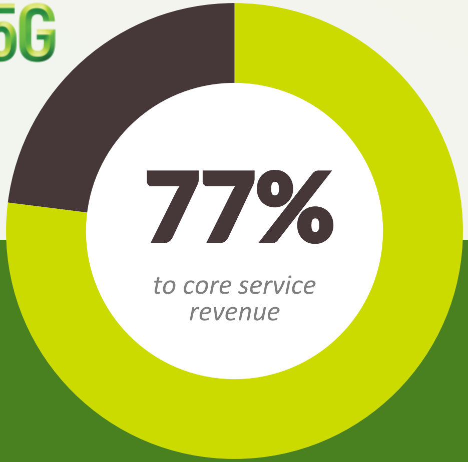


- **Core Service Revenue increased 18% YoY** driven by the recovery in mobile revenue and the contribution from TTTBB in the fixed broadband and enterprise segments.
- **EBITDA improved 21% YoY**, following an increase of core service revenue, contribution from TTTBB, and operational efficiencies.
- **NPAT showed 22% growth YoY** driven by strong operating performance, improved net sales margin, and profit sharing from 3BBIF.

AIS: Towards becoming Cognitive Tech-Co

Unleash Excellence in Digital Customer Experience

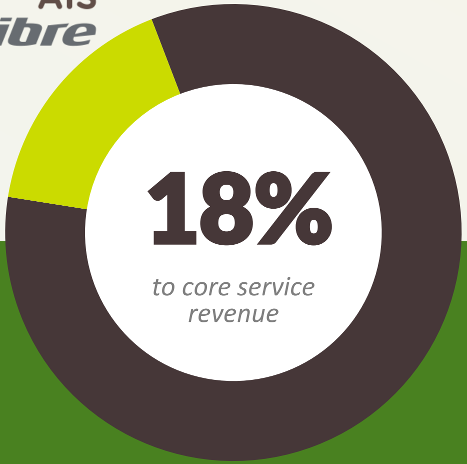
Mobile



Offering higher value & 5G monetization

Bt61.1bn
As of 1H24
Growth 4.0% YoY

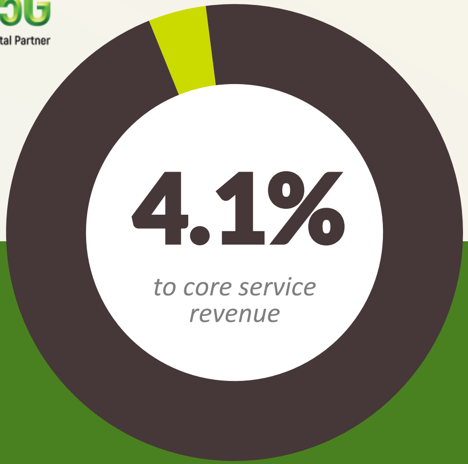
Fixed Broadband



Focusing on high-quality subs acquisition

Bt14.4bn
As of 1H24
Growth 159% YoY

Enterprise non-mobile Business



Providing end-to-end solutions for industry

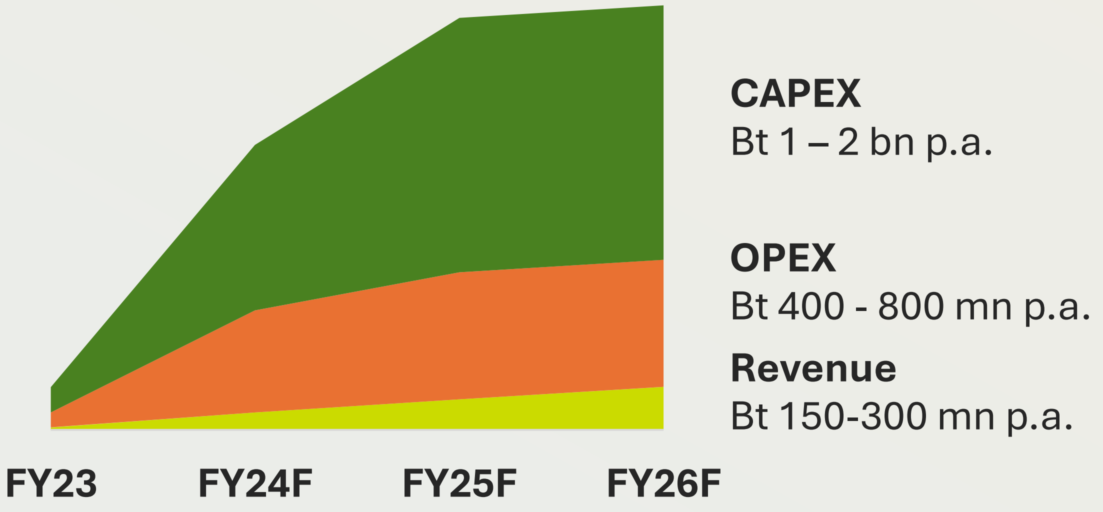
Bt3.3bn
As of 1H24
Growth 23% YoY

Digital Services

Building digital adjacencies to engage customers

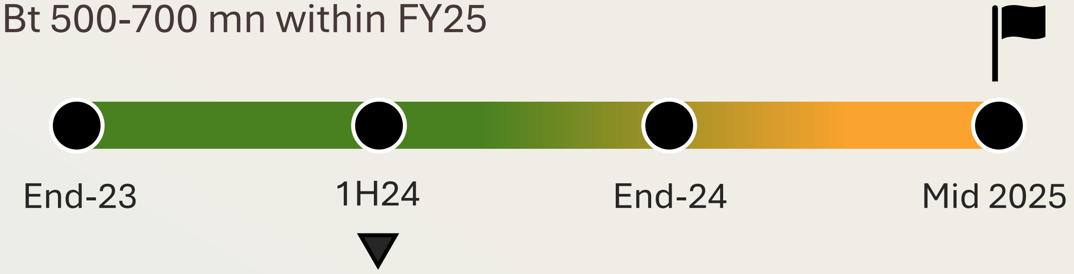
Driving Synergies through optimization and efficiency

GROSS SYNERGY vs. BASE LINE FY22



2024 SYNERGY REALIZATION – ON PLAN

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



Gross synergy: **Bt 1,460mn**
Integration cost: **Bt 125mn**

CAPEX

- Utilize 3BB wider network footprint

REVENUE

- Uplifted with higher value package
- Cross-sell AIS mobile
- Upsell content

OPEX

- Channel optimization executed in phases to protect revenue and ensure service quality, start utilizing TTTBB shop for device sales.
- Co-utilizing technical and instalment teams.
- Churn improvement from enhanced value proposition to the customers, resulting in saving write-off equipment expenses.
- Completed transmission optimization, resulting in lower network cost.
- Completed content cost optimization with IPTV.

FY24 Guidance: maintained with a cautious stance for 2H24

	Guidance	Rationale

Core service revenue	Around 13-15%	• Taking cautious view for the upcoming low seasonality in 3Q24 and uncertainty in the economic outlook which includes revised Thai GDP, rising household debt, and sluggish consumer sentiment in the low-income segment. Efforts will be made to continue the momentum from 1H24.
		• **Growth from inorganic** TTTBB consolidation and **Organic** performance driven by value focus offerings.
		    • **Mobile**: sustain network quality, personalization and uplift value proposition
		    • **Broadband**: leverage on combined coverage, innovative product offerings, and superior service quality to offer more than broadband
		    • **Enterprise**: Focused profitable growth leveraging connectivity and digitization through differentiated platforms

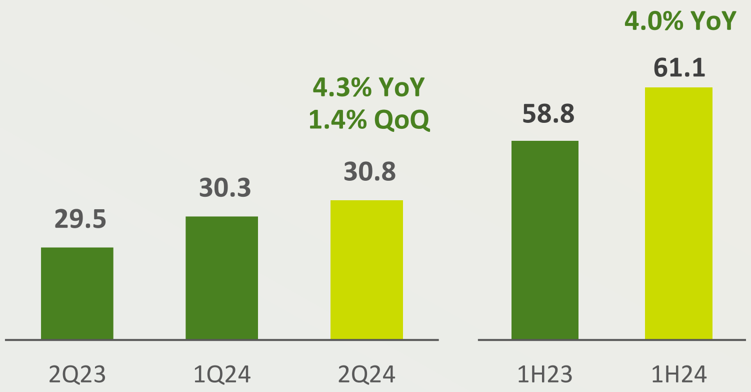
EBITDA	Around 14-16%	• The budget underspent in 1H24 is expected to rise in 2H24 to sustain leadership. • Ongoing cost optimization & TTTBB synergies acceleration. • Enhance IT processes & systems, autonomous network, data analytics, and people capability
CAPEX (exclude spectrum)	Approx. Bt25-26bn	• Leverage TTTBB's network for home broadband expansion • Ensure profitable investment to sustain quality and efficient investment • 60% mobile, 28% Broadband enterprise & others 12%

BUSINESS PERFORMANCE

Mobile: Continuing Momentum from Tourist and Personalized Offerings

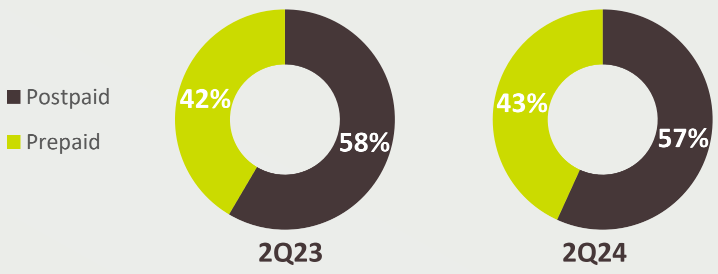
AIS

Mobile revenue (Bt bn)



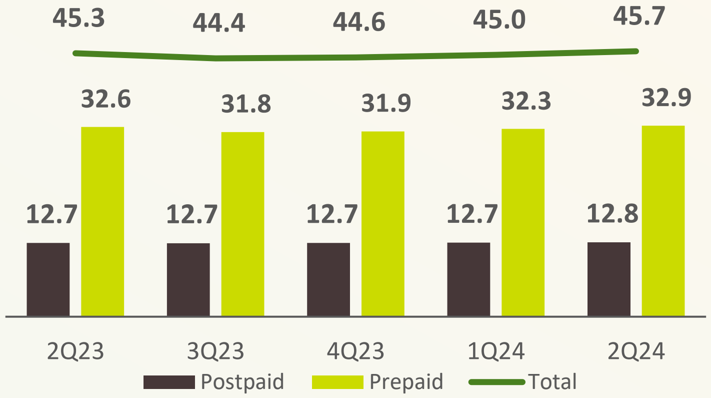
- Growth on both domestic and tourist segment.
- Personalized cross-sell and upsell services.

% Mobile Revenue Contribution

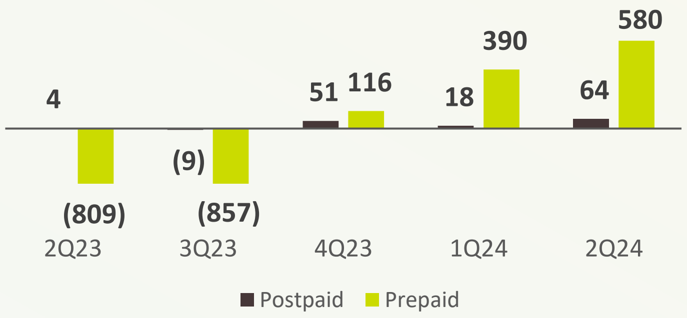


- Prepaid mix improved from subs growth and ARPU improvements.

Total subscriber (mn)

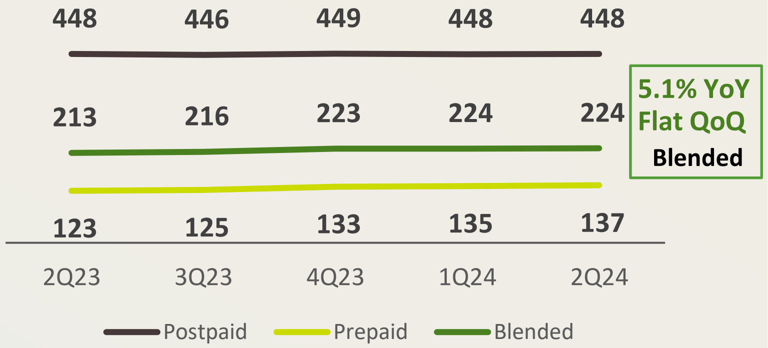


Net additional subscriber ('000)



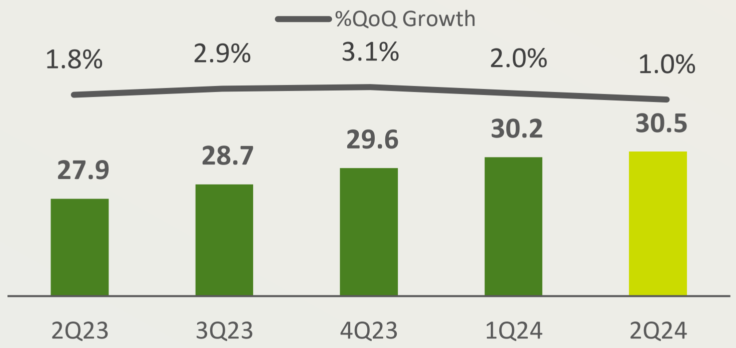
- Growth mainly from prepaid segment with quality domestic customers and tourists.

Mobile ARPU (Bt/sub/month)



- Personalized upsell to match the rising demand in data usage.
- Postpaid ARPU pressured by IoT SIMs.

Data Consumption

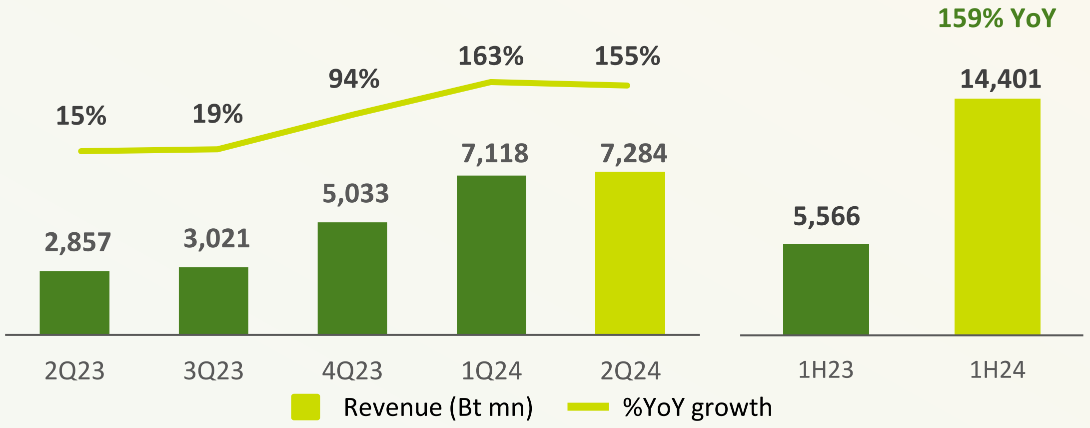


- Rising from streaming demand and 5G adoption

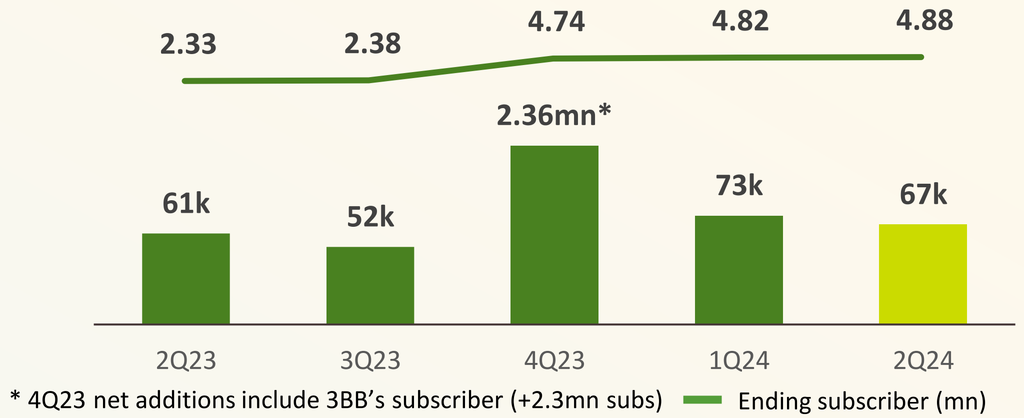
*Note: there has been a change in definition of VOU's calculation since 2022

Home Broadband: New sub acquisition and upselling boost revenue

Revenue boosted by subs growth and TTTBB contribution

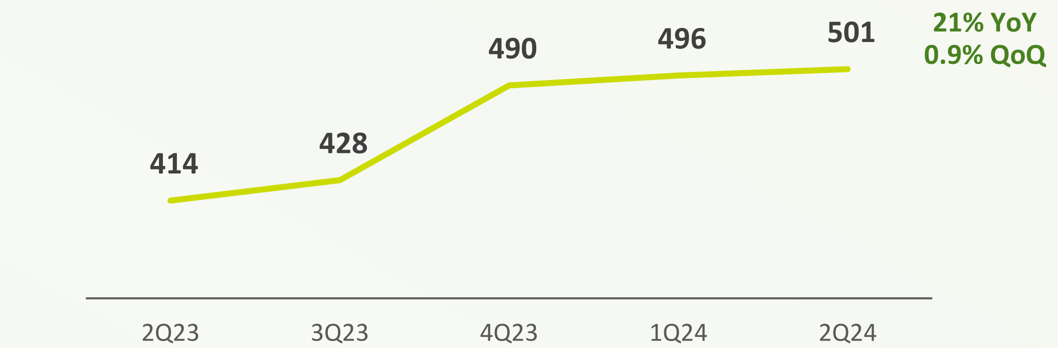


Subscribers acquisition continued with quality focus



ARPU rose with upsells and personalized packages

FBB ARPU (Baht per month)



Enhanced touchpoint for seamless customer services

Maintaining superior network quality and boost 5G subs base

5G network coverage

>99%

BKK

>96%

EEC

Over 95%

Nationwide Population coverage

Driving 5G adoption with quality

10.6 mn

5G Subscribers
In 2Q24

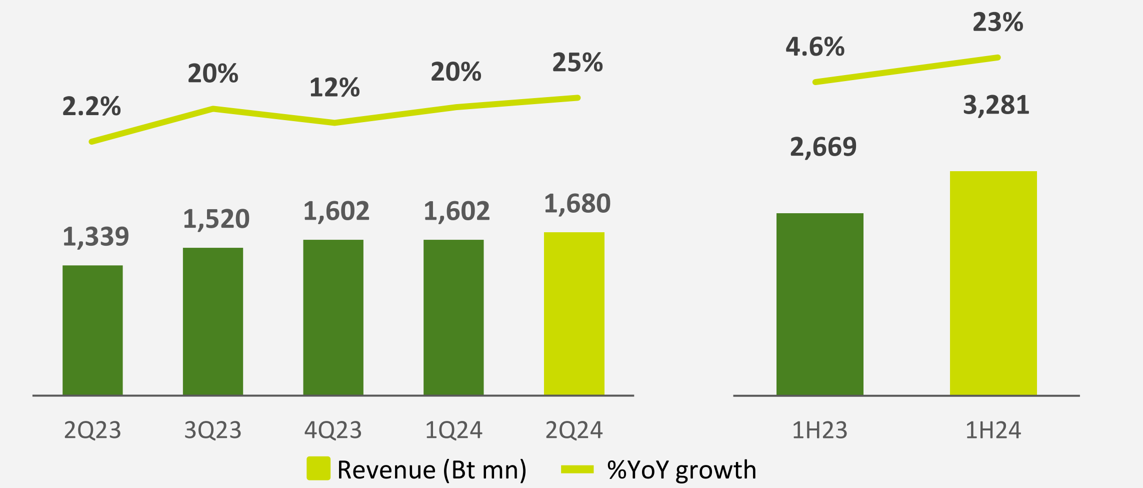
10-15%

5G ARPU uplift

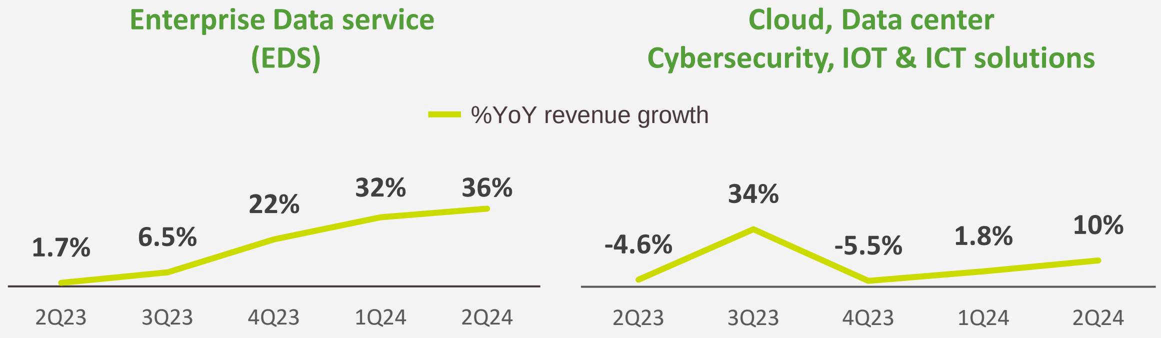
Improved value through 5G adoption

Enterprise non-mobile: Continue growing with digital transformation demand

Revenue double-digit growth from EDS and TTTBB contributions



Growth propelled by continual demands in EDS and Cloud



* %YoY revenue growth include 3BB's revenue since 4Q23

Enterprise key strategic products

5G Ecosystem
Co-creating digital evolution by NEXTGen network, platform, and partnership

Intelligent Network and Cloud
Connecting and computing on complete infrastructures for variety of businesses

AI and Data Analytics
Generating insights and opportunities by valuable data with cutting-edge technologies

Digital Platform and APIs
Collaborating over comprehensive communication and information interoperability

Industry Transformation
Transforming businesses in strategic verticals toward sustainable nation

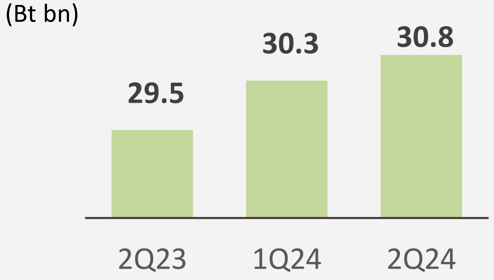
Appendix

Financial Highlights

Bt mn	2Q23	1Q24	2Q24	%YoY	%QoQ	1H23	1H24	%YoY
Mobile revenue	29,495	30,339	30,775	4.3%	1.4%	58,753	61,114	4.0%
FBB revenue	2,857	7,118	7,284	155%	2.3%	5,566	14,401	159%
Other revenues	1,551	1,980	2,170	40%	9.6%	3,115	4,150	33%
Core service revenue	33,903	39,437	40,229	19%	2.0%	67,434	79,665	18%
IC and NT partnership	3,413	3,366	3,235	-5.2%	-3.9%	6,668	6,601	-1.0%
Service revenue	37,315	42,803	43,464	16%	1.5%	74,102	86,267	16%
SIM and device sales	7,459	10,490	7,868	5.5%	-25%	17,385	18,358	5.6%
Total revenue	44,774	53,293	51,332	15%	-3.7%	91,487	104,625	14%
Cost of service	22,334	24,881	24,904	12%	0.1%	44,285	49,786	12%
SG&A	4,947	5,890	6,574	33%	12%	10,548	12,464	18%
EBITDA	23,256	27,769	27,621	19%	-0.5%	45,817	55,389	21%
EBIT	10,123	12,529	12,458	23%	-0.6%	19,533	24,987	28%
NPAT	7,180	8,451	8,577	19%	1.5%	13,937	17,028	22%
Sales margin	1.2%	4.7%	6.0%			1.5%	5.3%	
EBITDA margin	51.9%	52.1%	53.8%			50.1%	52.9%	
EBIT margin	22.6%	23.5%	24.3%			21.4%	23.9%	
NPAT margin	16.0%	15.9%	16.7%			15.2%	16.3%	

2Q24 Revenue Breakdown

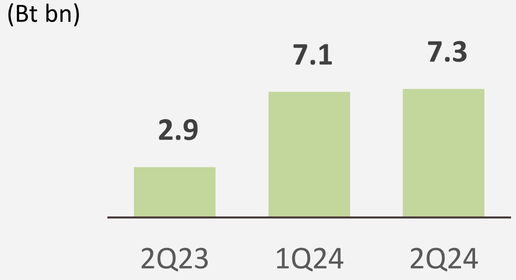
Mobile Revenue



4.3% YoY
1.4% QoQ

- Improved consumer sentiment and increased data consumption.
- Benefit from serving the demand in prepaid segment with personalized cross-sell and upsell services.

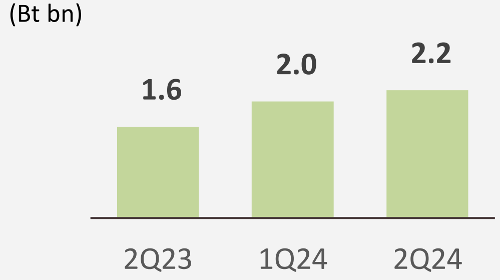
Fixed Broadband Revenue



155% YoY
2.3% QoQ

- Consolidation of TTTBB's revenue.
- Expanded high-quality subscriber base and higher ARPU from new subscribers.

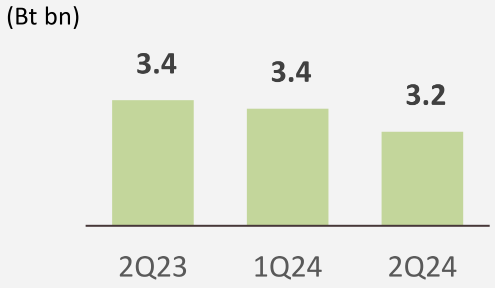
Enterprise and Other Revenues



40% YoY
9.6% QoQ

- Continual demand in EDS and cloud services from strong digital transformation.

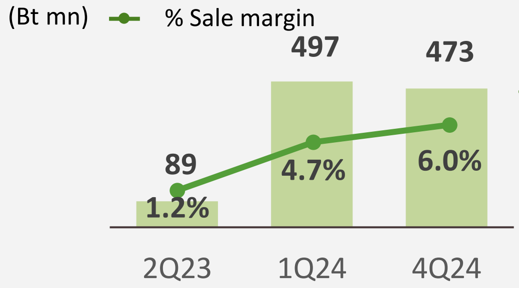
IC and NT Partnership



-5.2% YoY
-3.9% QoQ

- Lower interconnection rate and lower network traffic with NT.

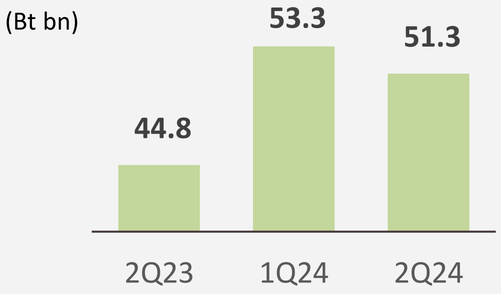
Net Sales & Margin



434% YoY
-4.8% QoQ

- Subsidy optimization and more sales portion from higher margins handsets.

Total Revenue

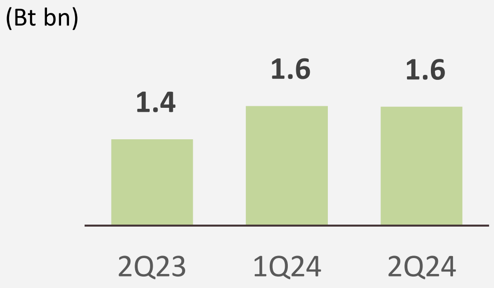


15% YoY
-3.7% QoQ

- Increased YoY due to growth in all core businesses and TTTBB consolidation.
- Decreased QoQ following lower device sales from seasonality compared to 1Q24.

2Q24 Cost and Expense Breakdown

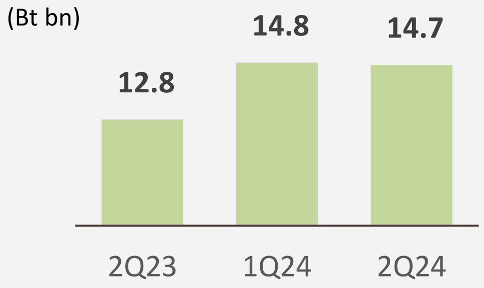
Regulatory



15% YoY
-0.3% QoQ

- Growth in line with core service revenue.
- The regulatory fee as a percentage of core service revenue was at 3.9%.

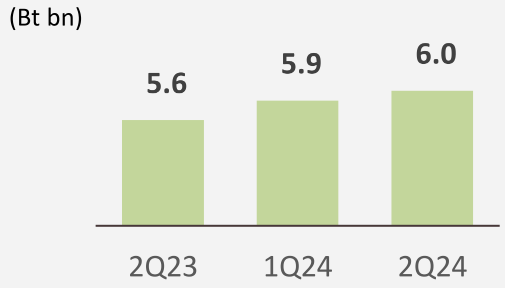
Depreciation & Amortization



15% YoY
-0.5% QoQ

- Growth YoY due to consolidation of right-of-use assets from TTTBB's acquisition.
- QoQ decreased from fully depreciated 3G assets and an impact of ROU discount rate adjustment for 3BBIF right-of-use assets in 1Q24.

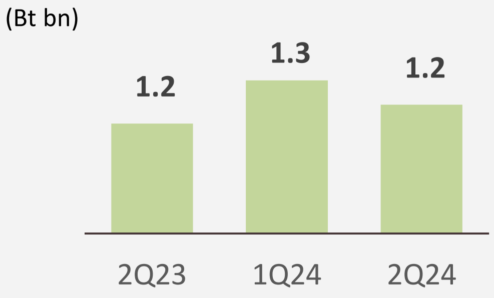
Network OPEX and NT partnership



7.9% YoY
2.5% QoQ

- Increasing from TTTBB's cost contribution and from higher network utilization.

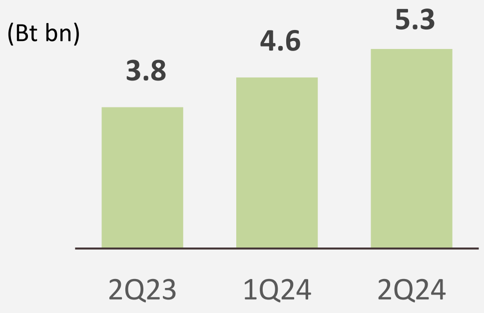
Marketing expense



5.5% YoY
-6.3% QoQ

- Decreasing QoQ from lower marketing activities.
- The marketing expense was at 2.4% of total revenue.

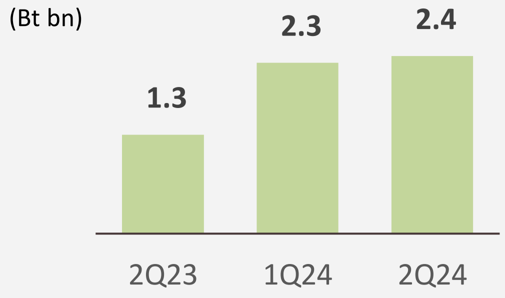
Admin & Others



41% YoY
17% QoQ

- Increased YoY in staff costs and admin expenses following TTTBB's acquisition.
- Increased QoQ due to accrued performance-based staff cost and provision for obsolete equipment.

Finance cost



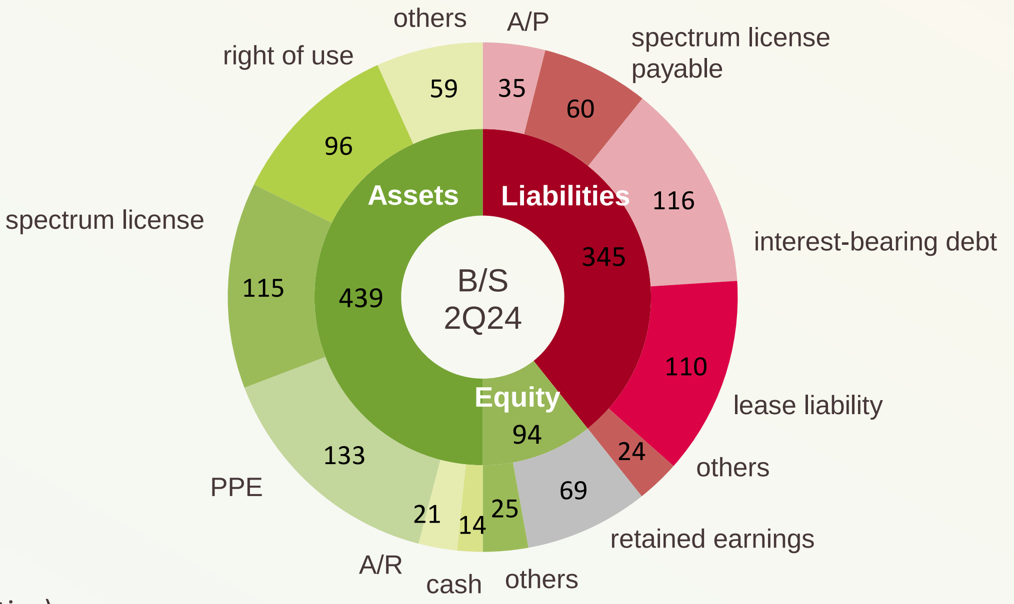
79% YoY
3.9% QoQ

- Following higher interest-bearing debt from TTTBB acquisition and recognition of interest from 3BBIF right-of-use asset.

Healthy balance sheet and cash flow to support investment

Balance Sheet

(Bt bn)



(1H24 ratios)

0.9x
Net debt to EBITDA

2.5x
Net debt to EBITDA incl. lease liabilities & spectrum

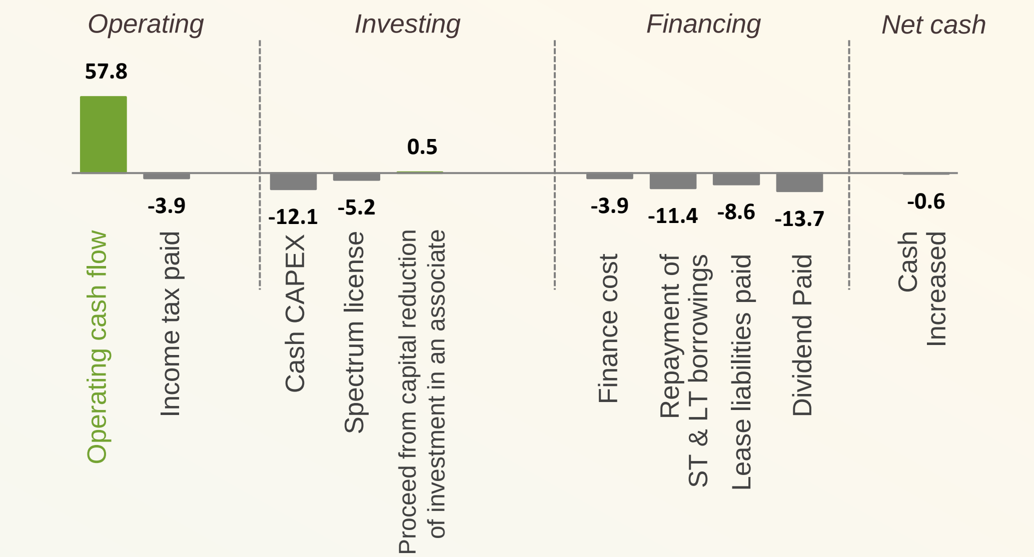
1.2x
Interest bearing debt to Equity

0.3x
Current ratio

37%
Return on Equity

6M24 Cash Flow

(Bt bn)



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

Free cash flow after lease liabilities paid of Bt27.9bn with high ability to provide returns to shareholder.

Average finance costs for 6M24 = 3.3% p.a.

- Manage currency and interest rate risks with hedging instruments where applicable.
- Maintain investment-grade credit ratings;
  - Fitch: national rating AAA (THA), Rating Watch On
  - S&P: BBB+, outlook stable

Driving Long-term Sustainable Business Operation

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

Sustainability Highlights:

Green Energy Green Network for THAIs

Initiative to elevate the quality of life for Thai people by expansion of digital infrastructure to maximize coverage and support efficient communication.

Piloted installation of 2 solar-powered base stations together with solar panel to create digital network access for underserved areas in Tak province.

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

Digital innovation
Drive digital services for both consumers & enterprises

- Establish unit to innovate Products and Services
- People and Culture Transformation
- Innovation Ecosystem Development
- R&D investment

Data Privacy & Cybersecurity
Maintain resiliency for data security and privacy

- Technology & Process improvement
- Capabilities & awareness building
- Certifications and Standards

Human Capital Development
Nurture AIS human capital to support business growth

Platform: LearnDi by AIS Academy

Digital Knowledge: Technical Knowledge Management (TKM)

Lifelong Learning

2023 Progress

4.1% of revenue generated from new digital services

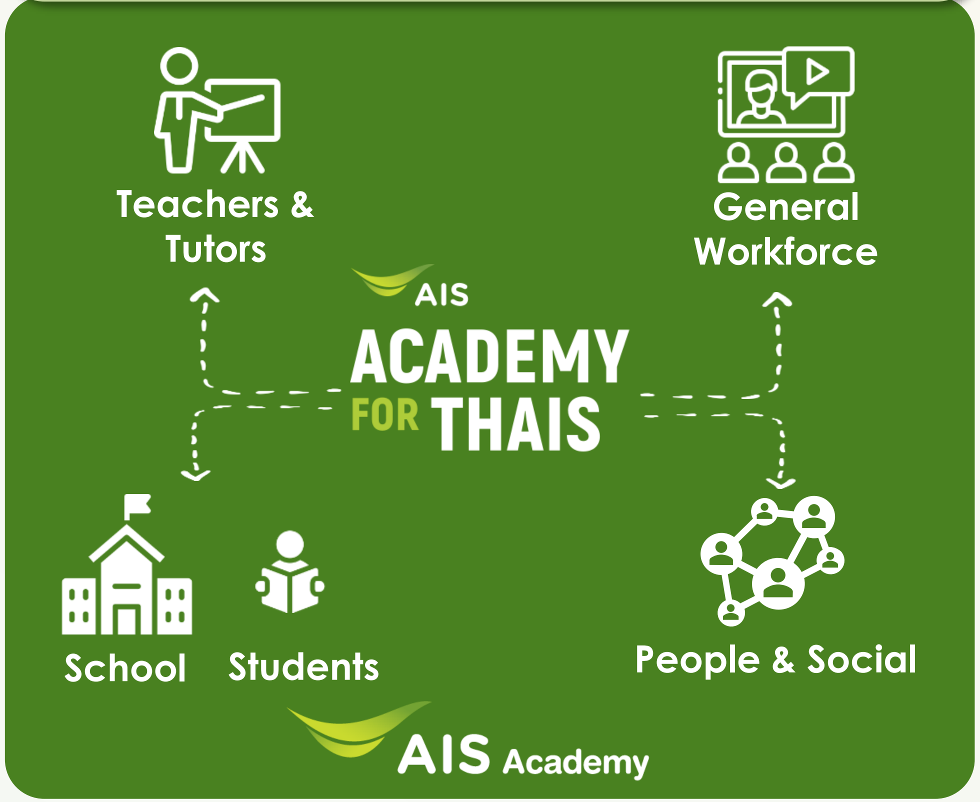
- Established the IT third-party risk management policy
- Cybersecurity assessment score was higher than the industry average

Executive-level employees were assessed in digital skills, the scores were higher than the global averages and telecom peers

2 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

Hotline 1185

AIS Secure Net

AIS Fibre Secure Net

Thailand Cyber Wellness Index

AUNJAI CYBER Syllabus

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

Climate actions

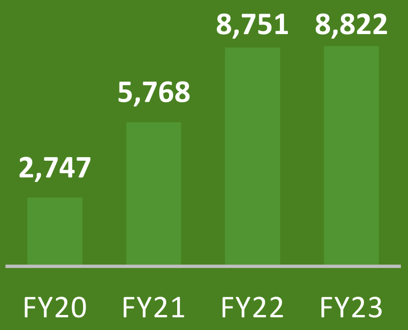
Manage our own network, operation and supply chain to be light to the environment

Energy Efficiency ▶ Renewable energy ▶ Smart Solutions

▼ 13,951 tCO2e

▼ 16,376 tCO2e

Machine Monitoring by IoT



No. of base stations with solar cell

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.

*Data as of 1 Jan - 31 Dec 2023

An affirmation of our determination towards sustainable business

Global Level

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

FTSE 4 Good Index Series
9th Consecutive Years

Dow Jones Sustainability Indices 2023, member of DJSI World

Top five ranking in Technology of WSIS Prizes 2023

Top 5%
S&P Global ESG Score 2023

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

In 2023, AIS received an ESG Risk Rating from Sustainalytics.

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