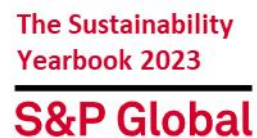




3Q24 INVESTOR PRESENTATION

Advanced Info Services plc.





Lower interest rate trend

Boost economic recovery and investments



Continuing tourism recovery

Key growth engine for local economy



Clearer economic direction

Government stability and budget spending



Stable competitive environment

Both Mobile and Broadband



Ongoing government stimulus

Further boost consumption in all consumer segments

An aerial view of a city skyline at sunset, with a river in the foreground and numerous skyscrapers in the background. The sky is a mix of orange, yellow, and blue.

**RESILIENT
GROWTH
WITH
THAILAND
ECONOMIC
STABILITY**

RESULTS BEAT CENTERED ON OPERATIONAL SUCCESSES

CORE OPERATIONAL SUCCESSES

Maintain core business growth from value-based offering



Improving Handset margin from subsidy optimization



Continue cost efficiency & optimization program



Strengthen core foundation & Maintain network leadership



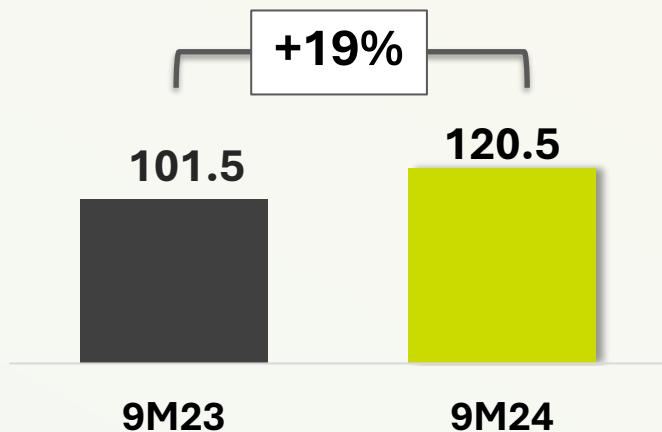
Maintain quality of network & services to reduce impact from flood



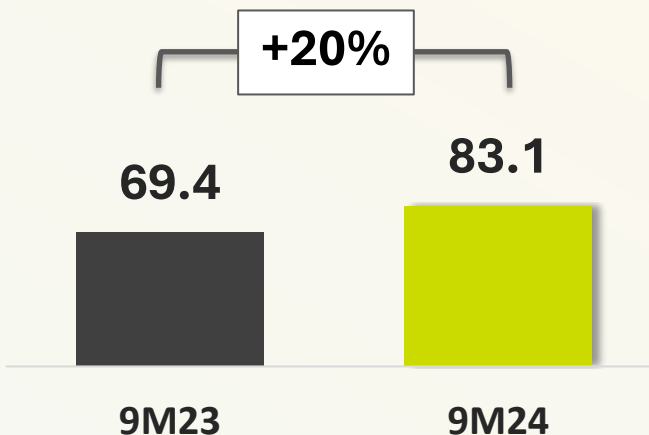
9M24 Growing stronger than expected despite challenging business landscape

Resilient result benefited from stabilized economy and profit focus

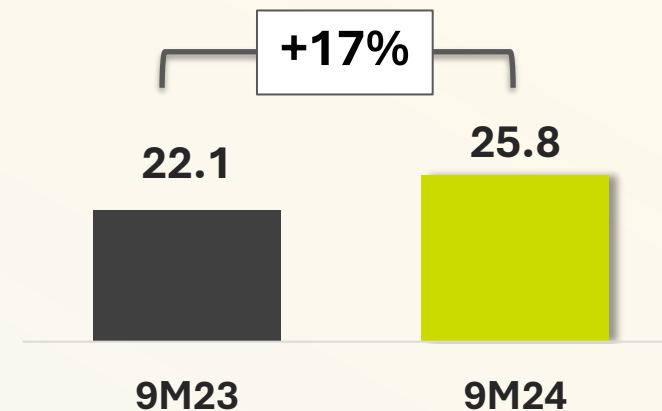
Core Service Revenue (THB Bn)



EBITDA (THB Bn)



Net Profit (THB Bn)



+13-15% Guidance

+14-16% Guidance

CAPEX 25-26 bn
Guidance

EBITDA Margin

53%

ROIC

11%

Net Debt
to EBITDA

2.4x

Average
Cost of Borrowing

3.2%

GROWTH FOCUS WITH QUALITY & NEW SERVICES AS DIFFERENTIATION

Mobile

5G Monetization
Maintain Quality & Services
Capturing customer
data demand

Broadband

Quality Acquisition
with expanded coverage
Enhanced ARPU
with upsells on top
3BB Integration

Enterprise

Grow Digital Infra
Accelerate Digital
Capabilities
GSA Data Center

Digital Services

Virtual Bank
Service & Platform
Aggregator
Ecosystem of Points &
Privilege

Strengthen core foundation and operational efficiency for profitability

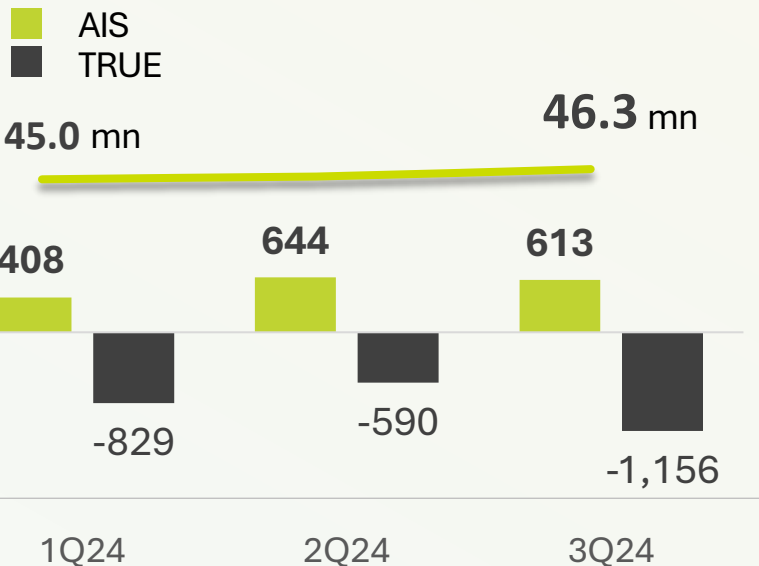


MOBILE: QUALITY FOCUS VIA STABILISED COMPETITIVE ENVIRONMENT



Constant subs gain with superior services and network

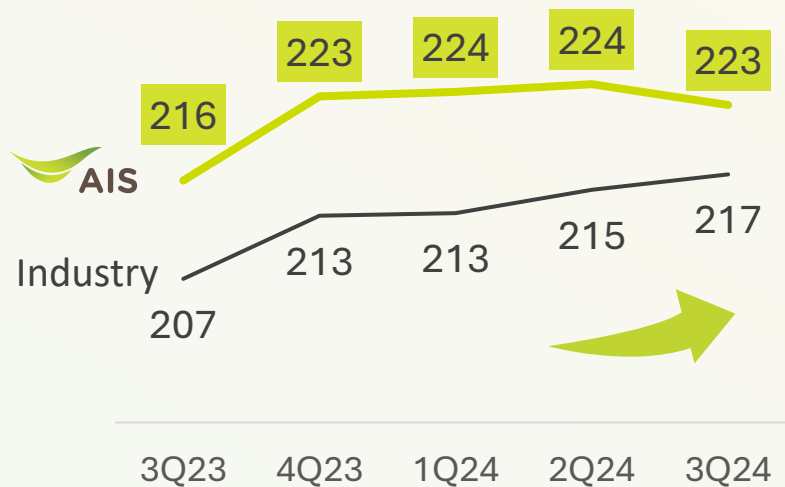
Mobile Subs base and Net addition



- Strong subs growth from both domestic and tourist demands with quality focus.
- Continue improving churns with customer loyalty program.

Stabilized ARPU amid low season in 3Q

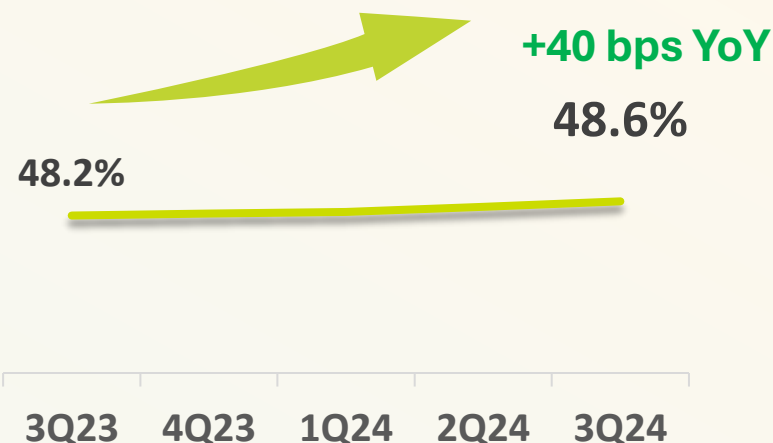
Mobile Blended ARPU (THB/subs/month)



- Daily top up growth for 4 quarters.
- Quality subs acquisition through enhanced commission scheme.
- Boosted ARPU with cross-sell adjacencies service.

Gradual increment in revenue market share

% Mobile Revenue Market share



- Revenue market share gained +40 bps from 3Q23.
- 4 consecutive quarters of mobile revenue growth QoQ.

PREPAID: higher value through new digital demand and product bundling

สำหรับลูกค้าเปิดเบอร์ใหม่ หรือย้ายค่ายเบอร์เดิม

ใหม่! แพลตฟอร์มสุดคุ้ม
YouTube และ TikTok

350 บาท | 30 วัน
สมัครกด *777*9324#

เปิด 20GB
เร็ว 10Mbps
เล่นได้ทุกแอป

เน็ตเล่นไม่จำกัด

โทรฟรี
ทุกเครือข่าย
100 นาที

ระยะเวลาสิทธิ 8 ส.ค. 2567 - 31 ส.ค. 2567

Enjoy hit movies and series
With on top **Entertain MAX** package

Activate a new SIM or move to AIS

Entertainment package

HBO GO + **PLAY FAMILY** + **10 GB*** data allowance for access to content*

209 Baht**

*The data allowance is used for the content from this package only. **Direct debit payment for the bill occurs on a 30-day basis for a term of 12 months.

POSTPAID: capturing targeted segments based on customers behaviors

Boost Your Sales on TikTok LIVE
For Smoother Experience

AIS 5G TikTok Shop package starting **749.-/month**

Free! TikTok Shop coupon

For new and port-in customers

Free Calls 79 business contacts

Free! Net for Social apps

Get 2 classes free!
✓ VDO editing techniques
✓ Turning your Livestreams into income
(Value 5,000.-)

749.-/month

*Terms and conditions apply

25 Jun 24 - 31 Aug 24

NEW Postpaid Package
5G Max Talk

Talk Style
1,000 mins talk seamless business conversation
Start **699.-/month**

Postpaid Package
5G Max Professionals

Work Like a Pro
Enhance efficiency of work with Microsoft 365
With Package 5G Call & Net
Start **699.-/month**

NEW Postpaid Package
5G Social Unlimited

Social
Enjoy popular apps with full services, no internet fees
Start **699.-/month**



MOBILE: CAPTURING BOTH DOMESTIC AND TOURIST DEMAND



Personalized on top package: 5G network slicing

Capturing the ongoing recovery of tourism industry

5G Boost Mode

Live Mode

Game Mode

AIS 5G LIVING NETWORK

SIM2Fly 5G

Experience 5G speeds with AIS and global partners

Ready2Fly

Get You Connected, Anywhere

Experience 5G speeds with AIS and global partners

Data up to **75 GB** Starting from **99 Baht**

Free! Travel Insurance

Subscribe Now! Click

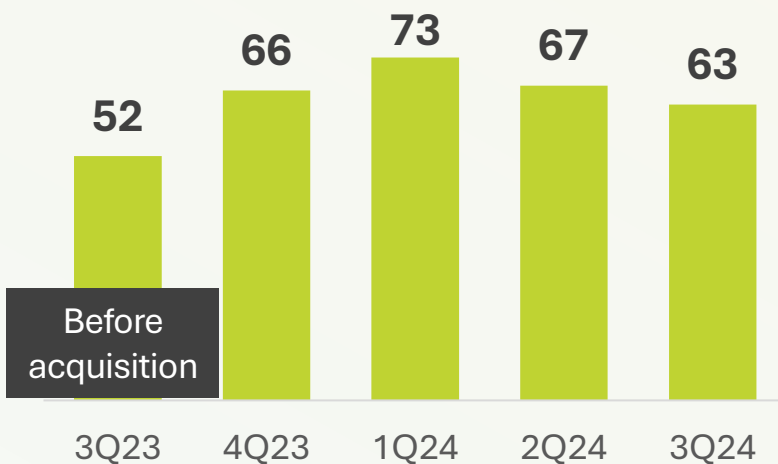
Available for both Prepaid and Postpaid customers

my AIS

AIS 5G INTERNATIONAL SERVICE

Subs growth with combined footprint and improved churn

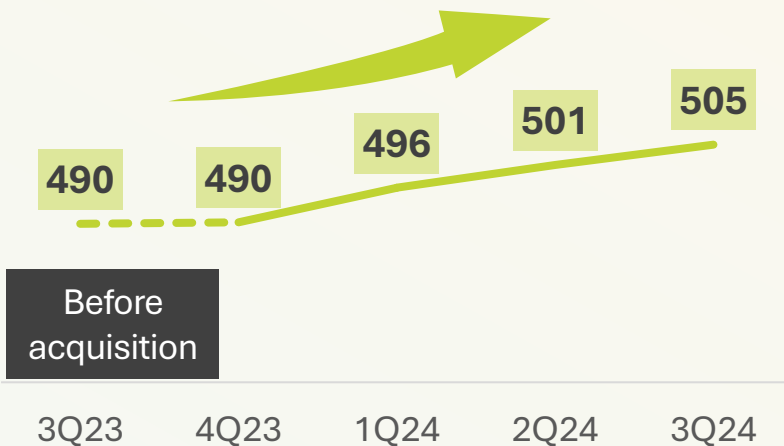
FBB Net addition ('000 subs)



- Quality subs focus with maintain level of gross new subs despite rainy season.
- Efficient churn management at around 1.0%

ARPU rose with differentiated products and cross-sell

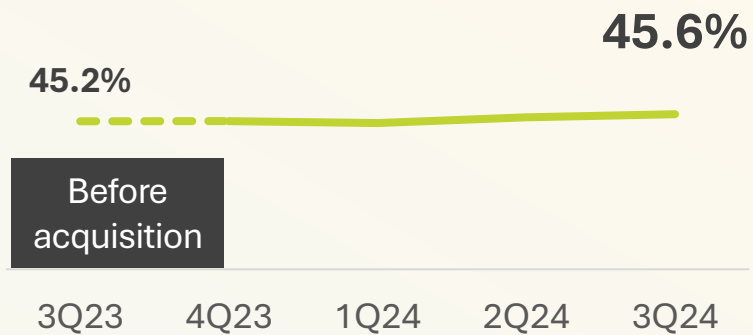
FBB ARPU (THB/subs/month)



- ARPU continued constructive growth with rising demand for connectivity.
- 80% of new subs come with >500 THB package.

Growth momentum and quality service led market share gain

% FBB Revenue market share



- AIS continuously gaining revenue market share.

UPSELL: targeted higher service level with higher value

**SMART-AI
GAMER
PACKAGE**

Maximize your home internet experience
with an intelligent WiFi perfectly meets every kind of needs for usage.

Start from **799** Baht/month

Special Promotion!

Super MESH WiFi

Hi-Speed
Coverage in every area
Seamless WiFi connectivity

Public IPv4
Value 200 Baht

Special Price
799 Baht

Maximum Speed
1 Gbps / 500 Mbps

AX5400
WiFi 6 Router
(2 devices)

24 month contract 5 Sep 2024 - 31 Oct 2024

CROSS-SELL: new digital adjacencies

The benefits of the Cloud IP Camera On-top service from AIS 3BB FIBRE3.

- It is a data center facility that provides secure data storage.
- Recordings for instant playbacks available anywhere, anytime
- Minimizing your workload of data storage and maintenance
- Certified, highly secure equipment
- 24-hour assistance by our professional team
- Easy wireless set-up

Cloud IP Camera On-top service for 99 Baht/month*

New! AIS PLAYBOX Add-on Package

+129 Baht /Month /Point*

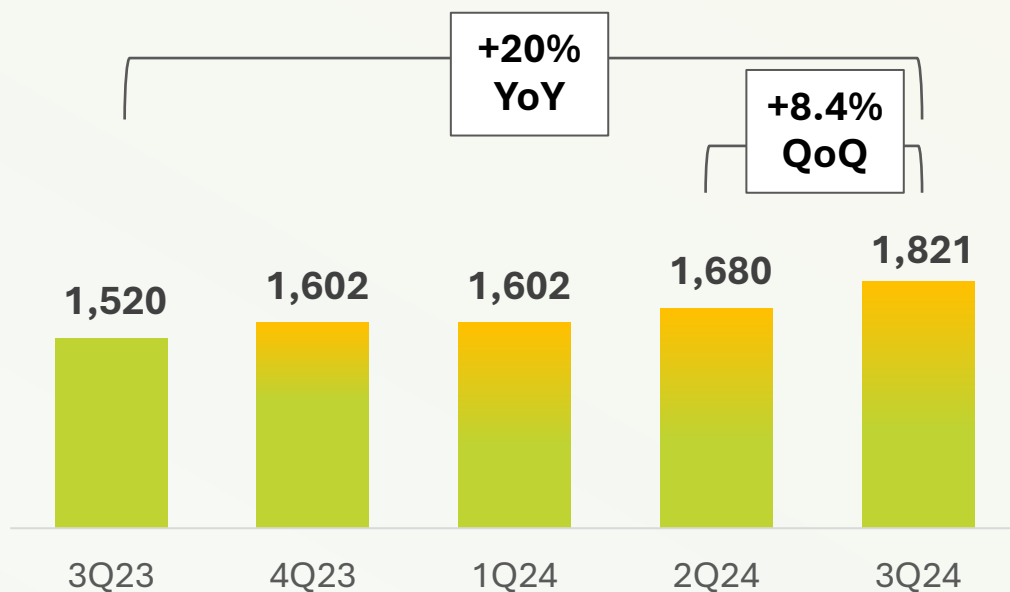
Full of Ultimate Entertainment at

PLAY FAMILY + viu PREMIUM

3BB SPORTS 1 CN CARTOONITO niko 29 NEWS Global Tracker

REVENUE RECOVERED FROM RESUMED BUDGET SPENDING AND DIGITAL DEMAND

Enterprise (non-mobile) Revenue (Bt mn)



Focus on core connectivity
Businesses i.e., EDS, Cloud, Data
center and 5G.



Partnership to create growth
opportunity and digital ecosystem.



Improve economic environment and
government budget spending in 2H24.

ENTERPRISE ALIGNMENT TOWARDS PROFITABILITY

KEY ENTERPRISE PRODUCTS AND SERVICES

5G Ecosystem



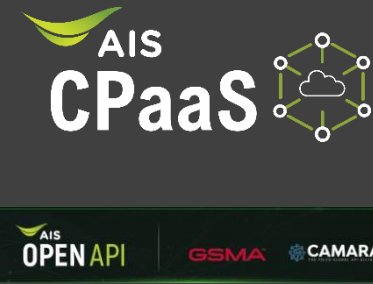
Intelligent Network & Cloud



AI and Data Analytics



Digital Platform & APIs



Industry Transformation



Manufacturing
Transportation & Logistics
Property & Retail
Public Sector
SME

SUSTAINABLE TRACK RECORD FOR ALL STAKEHOLDERS



Recorded consistent performance delivery

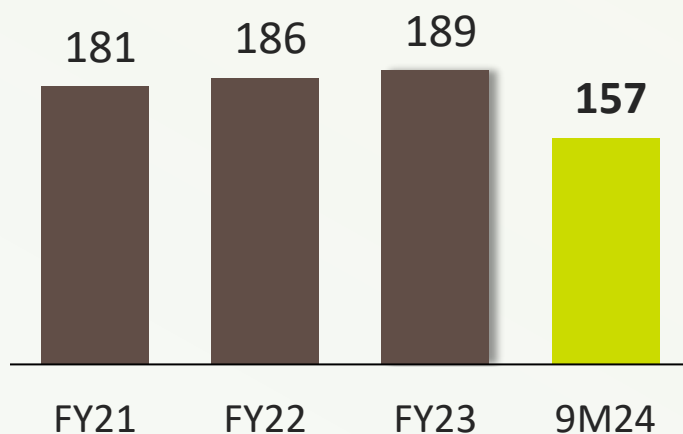
Continual momentum in
business expansion

Delivering strong margin
amid cost pressure

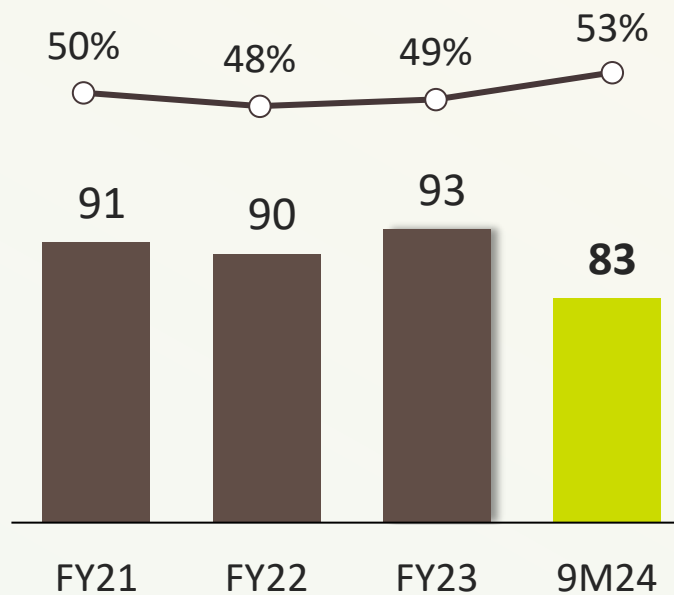
Bottom line growth with
recovery trajectory

TOTAL REVENUE

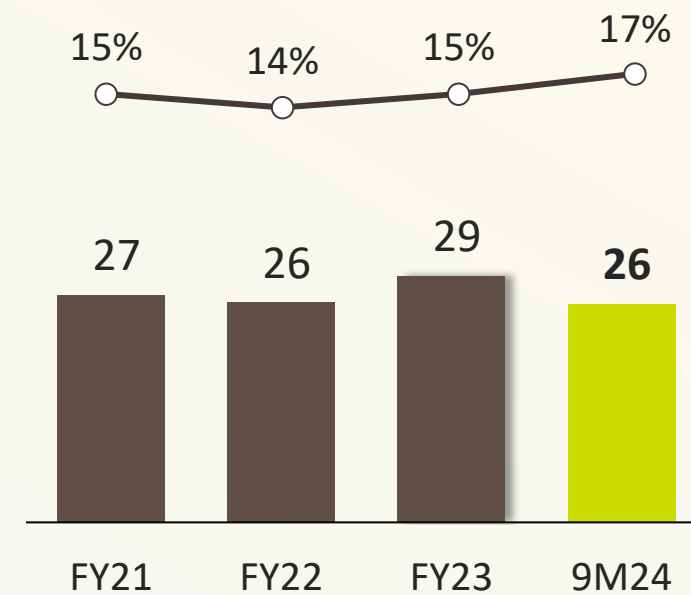
3Y CAGR: 3% p.a.



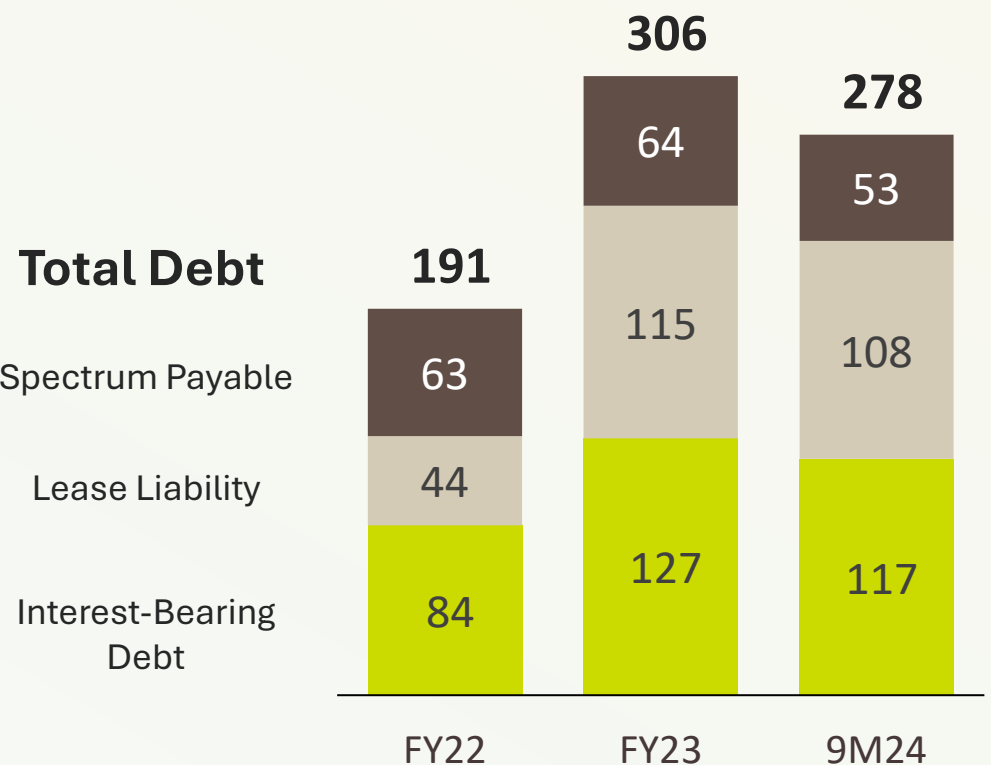
EBITDA & Margin



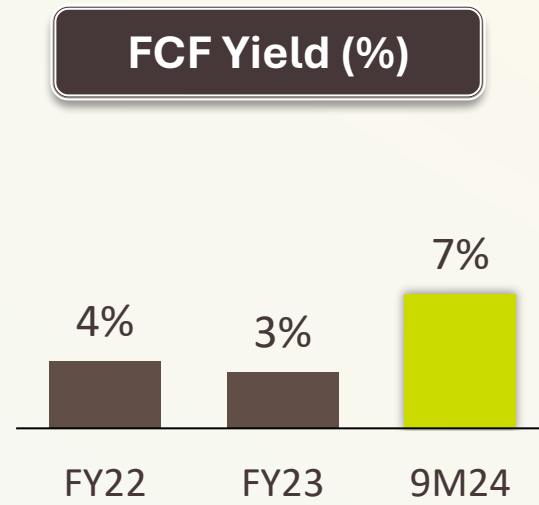
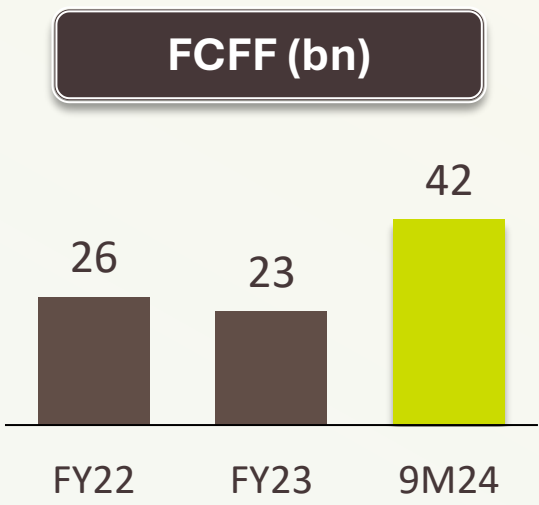
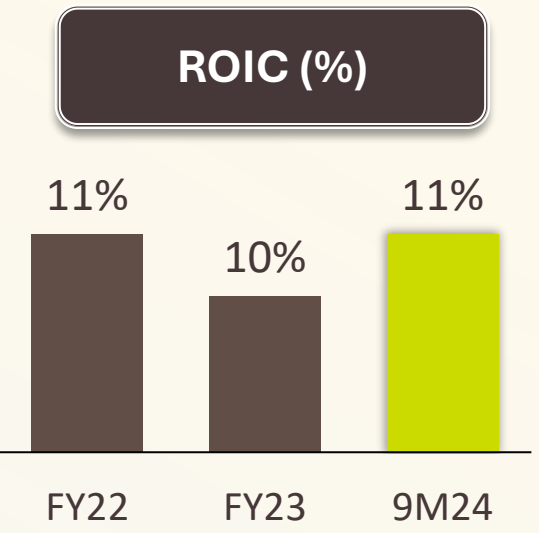
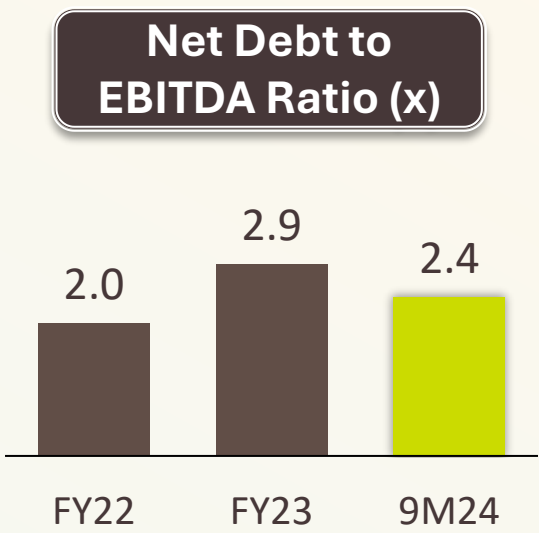
NET PROFIT & Margin



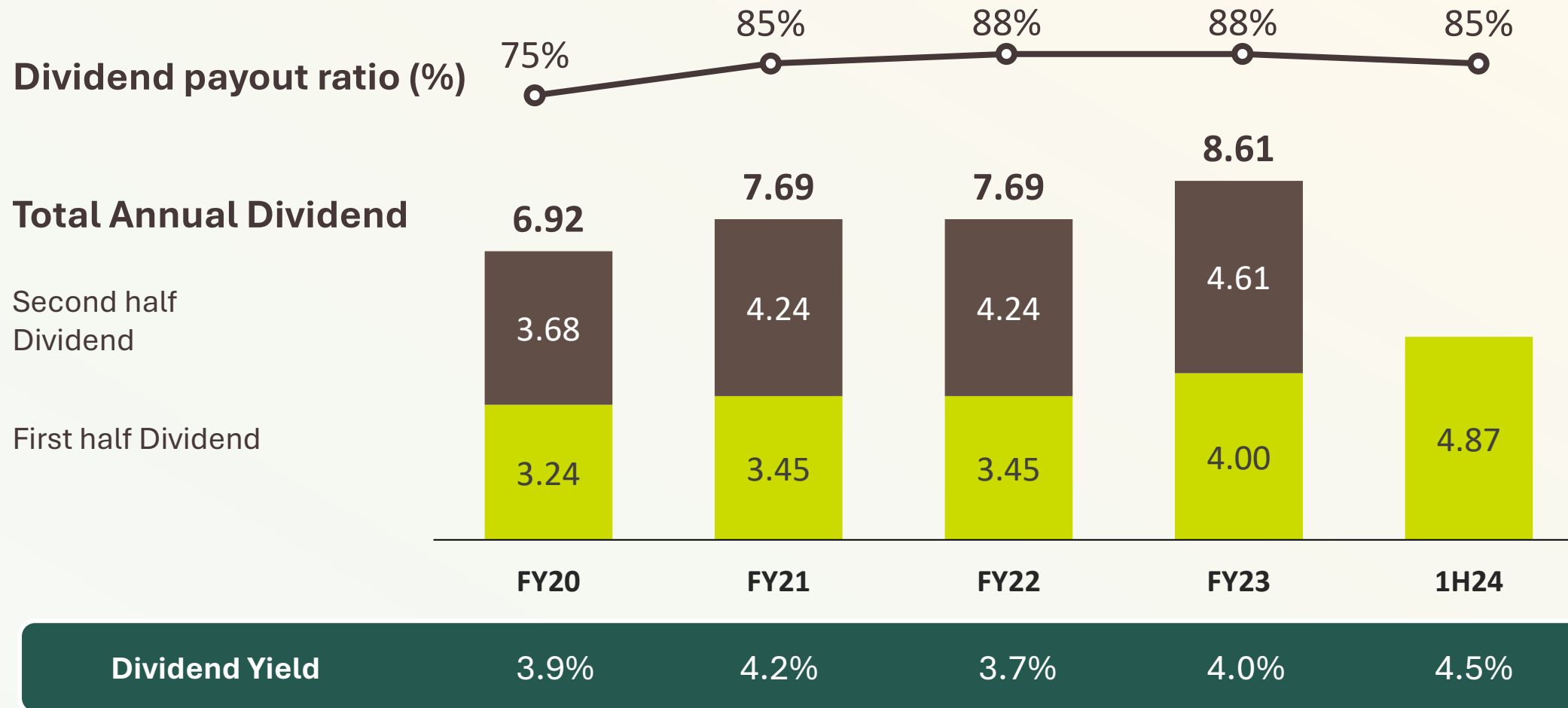
Efficient capital management and healthy leverage



Debt Profile (bn)



Sustained and growing shareholder return



EFFICIENT CAPITAL ALLOCATION FOR VALUE CREATION

1 CAPITAL REINVESTMENT

CAPEX AND SPECTRUM
INVESTMENT TO SUSTAIN
NETWORK LEADERSHIP
AND EBITDA MARGIN > 50%

CAPEX APPROX. 15% OF CAPEX
TO REVENUE
(excluding spectrum CAPEX)

2 CAPITAL STRUCTURE

LEVERAGE BELOW 2.5X
*(Debt / EBITDA , inclusive of lease liability
& spectrum)*

MAINTAINING DIVERSIFIED DEBT
PORTFOLIO WITH FOCUS
REALLOCATION TO ESG AND
RETAIL

3 CAPITAL RETURN

GROWTH IN DPS FROM
EPS GROWTH
24 YEARS CONSECUTIVE DIVIDEND PAID

BALANCING ALL SHAREHOLDERS'
RETURNS
IN LINE WITH PROFITABILITY

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

TOWARDS A GREENER AND INCLUSIVE DIGITAL WORLD

Corporate governance

AIS Business Sustainability Strategy



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

Key Updates



On-going solar panel installation 8.8k base station done in FY23, additional 4.5k planned in FY24



Gearing towards setting SBTi Target including Scope 3 Target within FY24



Strengthened transparency of Internal Control for Connected Transaction & Material Transaction in line with SEC and SET requirements

Sustainability Highlights: *1185# “Aunjai Report End of Scammer” AIS



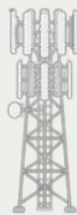
Focus areas to secure network & protect customers

1. Support and collaborate with the police and government agencies to monitor and block suspicious numbers.
2. Develop tools that empower customers to protect their usage, such as the AIS Spam Report Center (1185).
3. Build digital usage skills through the Aunjai Cyber projects to raise awareness on cyber threats and scams.



Dial *1185#

Within 5 minutes after a suspicious number calling



AIS Receives Notification



Number Screening



Sent Report to Police to Investigate



If Identified as a Scam Number



The number is blocked by AIS and other networks



Police Action

Police proceed with a deeper investigation, leading to the arrest and prosecution.

Sustainability Highlights:

Sustainability Financing Initiative

In 3Q24, AIS committed to driving positive change through our sustainable financing initiatives. By integrating Environmental, Social, and Governance criteria into our financial strategies



In 3Q24, AIS started green funding initiatives, including a Green Bond and Green Loan, aimed at supporting sustainability-related projects, such as the expansion of 5G network in upcountry areas.

For further detail regarding Sustainable Finance please visit : investor.ais.co.th/sustainable_finance

USE OF PROCEED



Use for Eligible green and Eligible social projects
For example: Energy efficiency, Data Center,
Investment in basic infrastructure.

PROCESS OF PROJECT EVALUATION & SELECTION



Established Sustainable Finance Working
Group and Responsibilities.

MANAGEMENT OF PROCEEDS



The proceeds will be deposited in AIS' general
account and managed by Finance Department
and will be tracking AIS treasury accounting
system.

REPORTING



Publish Sustainable Finance Framework,
allocation report and impact report on AIS's
website.

SUSTAINABILITY FINANCING FRAMEWORK

Sustainability Finance Framework: Use of Proceeds

The proceeds of the Sustainability Debentures of up to THB 25,000 million will be used to refinance and/or finance AIS' Green and Social Projects.



Up to
66%

Network Modernization/Transformation

Up to
34%

**Access for All through an Affordable
Basic Infrastructure**

“Thrive in a greener and inclusive digital world”



Drive Digital Economy

Enable people and businesses to grow in the digital economy

- Expand 5G connectivity to support economic growth
- Drive digital services to both consumers & enterprise
- Maintain resiliency for data security and privacy
- Enhance human capital capabilities to support business transformation



Promote Digital Inclusion

Build inclusive and responsible digital access in our products & services

- Provide inclusive digital access to promote social & economic wellbeing
- Support consumers to be digitally responsible and promote livelihood



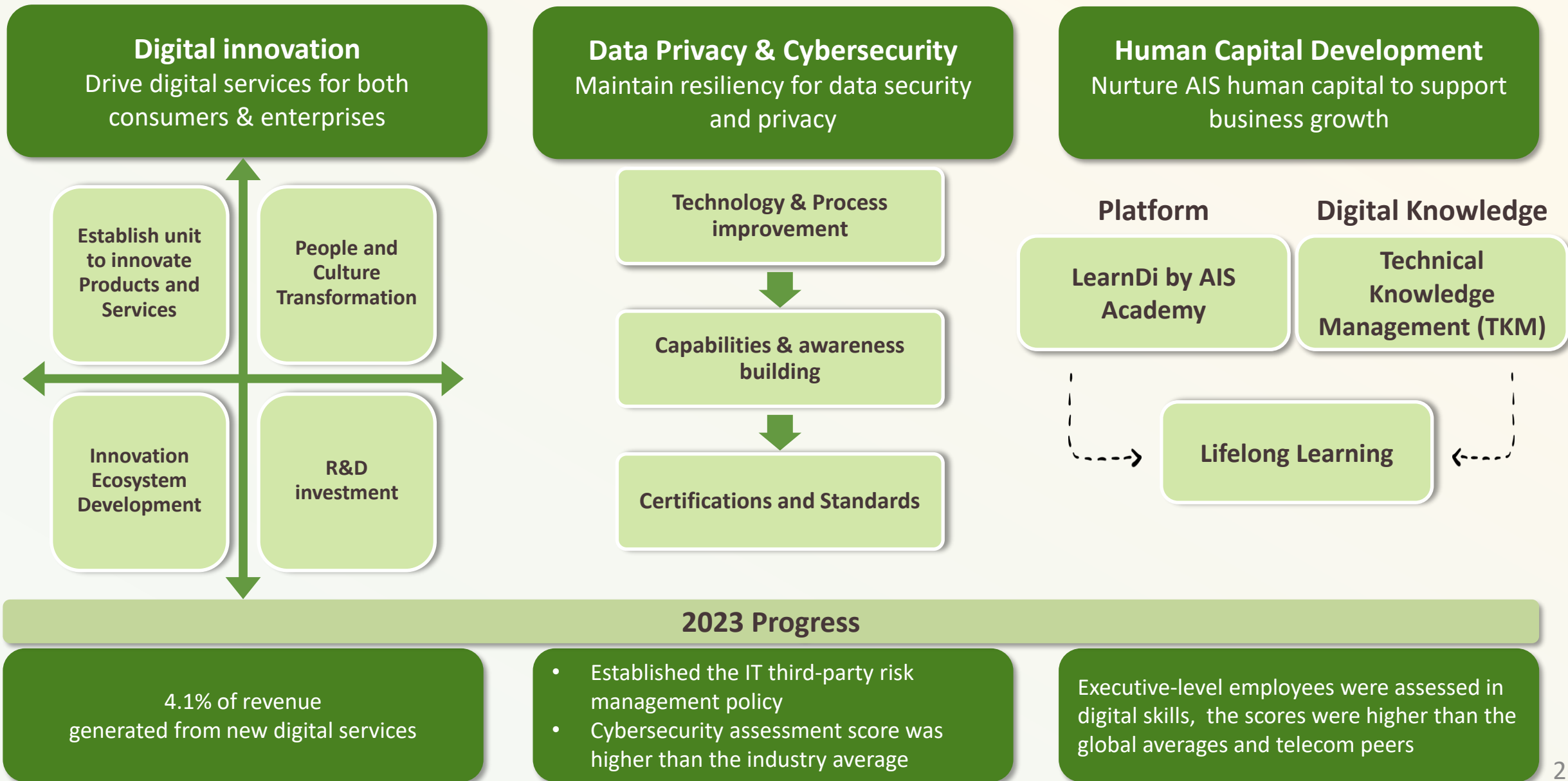
Act on Climate

Shape a greener future of life for consumers and society

- Manage our own network and operation to be light to the environment
- Support our customers and supply chain to reduce environmental footprint

1

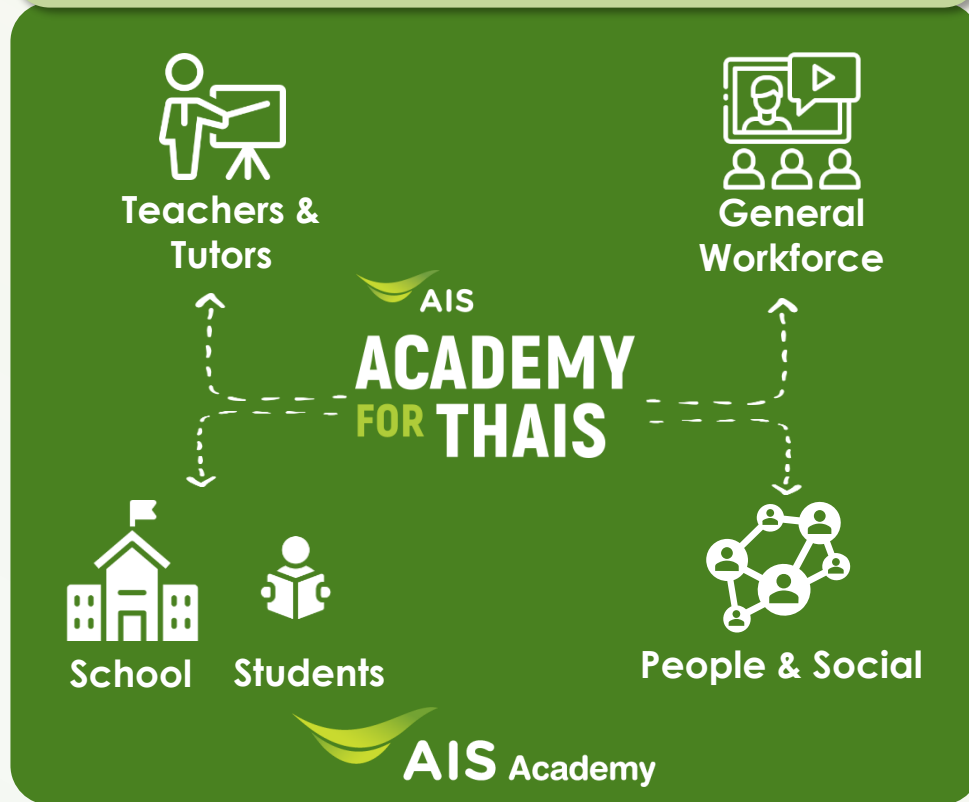
Drive Digital Economy: Enable people and businesses to grow in the digital economy



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

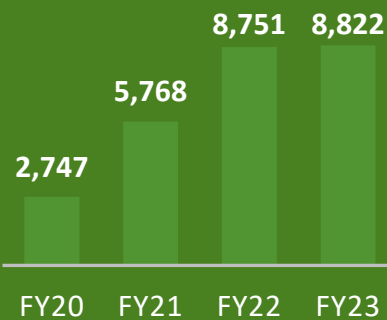
Energy Efficiency

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

ADDITIONAL INFORMATION



Financial Result 3Q24



3Q24 Sustain business growth aligned with economic stability



Thai economy grew modestly from government stimulus and tourist arrivals



Flood impact in Sep-Oct and cautious outlook on consumer sentiment



Resilient performance with operational efficiency and profitability focus



Mobile momentum grew healthily with increased data consumption



FBB as a growth engine with scale, quality acquisition, and value-added services



Enterprise rose on economic certainty and connectivity demand for digital transformation

Flooding impact- Prudently manage to ensure service continuity



2024 Thai flood situation



13 Provinces

In Northern and North-Eastern of Thailand since Aug-24

>200K Households

Were impacted during flooding

~30 bn(0.2% of GDP)

Estimated impact to Thai GDP from FY24 flood*

AIS Actions

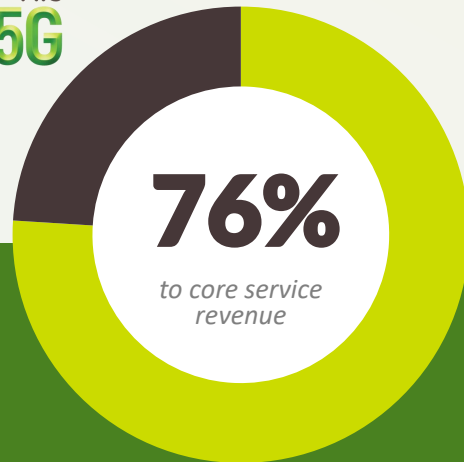
- ✓ Minimal impact to network as AIS proactively conducts risk management and raised base stations and electricity generators above potential flood level to avoid damage to AIS network.
- ✓ Closely monitor situation to maintain network quality.
- ✓ Extend payment period to flood-impacted customers.
- ✓ Actively supporting communities by providing essential supplies.

* Estimation from Thai Chamber of Commerce, 28 Sep24

AIS: Towards becoming Cognitive Tech-Co

Unleash Excellence in Digital Customer Experience

Mobile



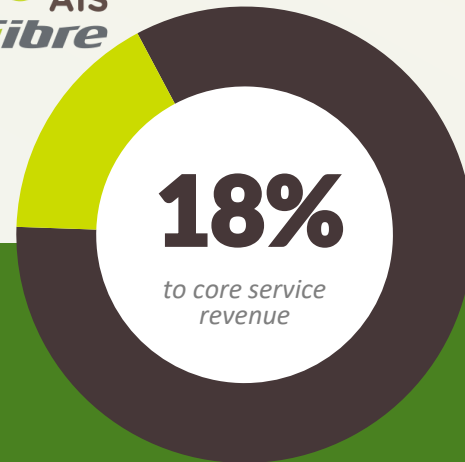
Offering higher value
& 5G monetization

Bt92.1bn

As of 9M24

Growth 4.6% YoY

Fixed Broadband



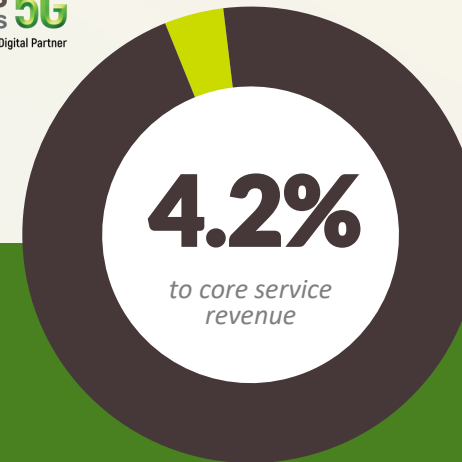
Focusing on high-
quality subs acquisition

Bt21.8bn

As of 9M24

Growth 154% YoY

Enterprise non-mobile Business



Providing end-to-end
solutions for industry

Bt5.1bn

As of 9M24

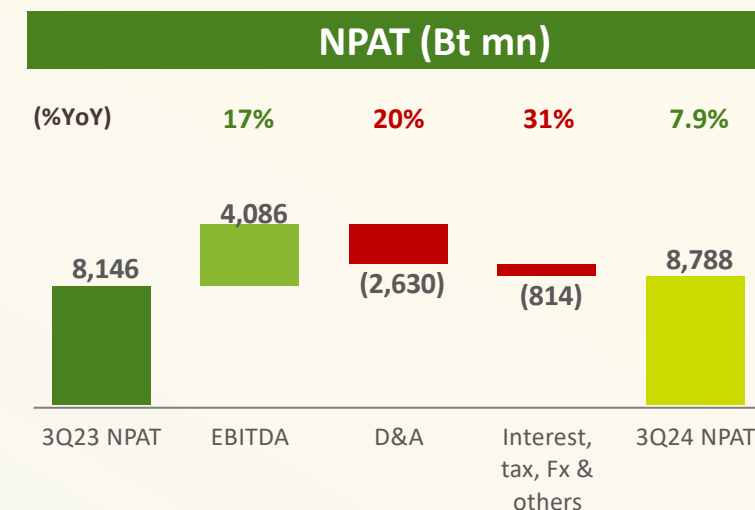
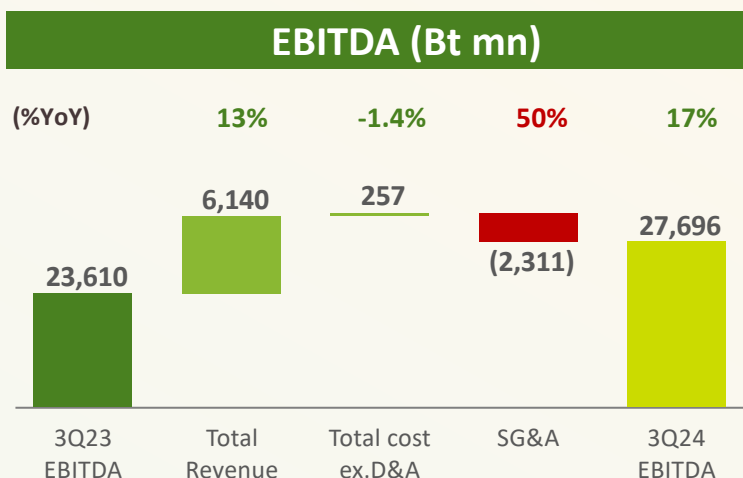
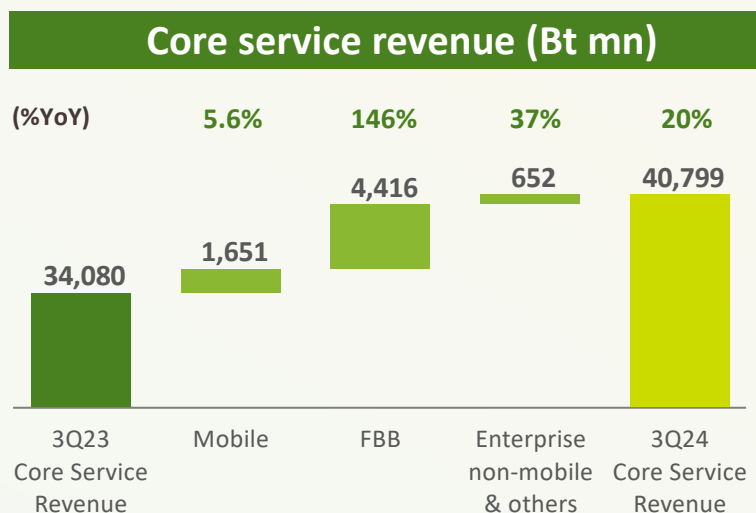
Growth 35% YoY

Digital Services

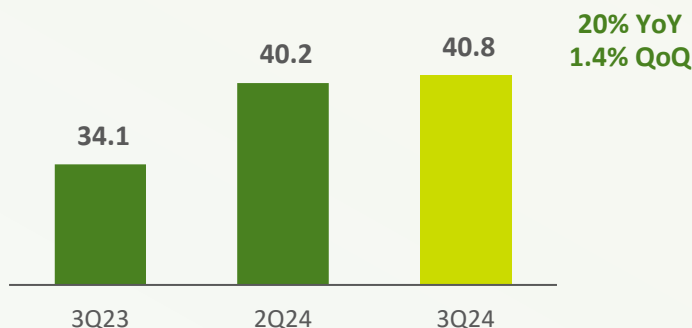


Building digital
adjacencies to engage
customers

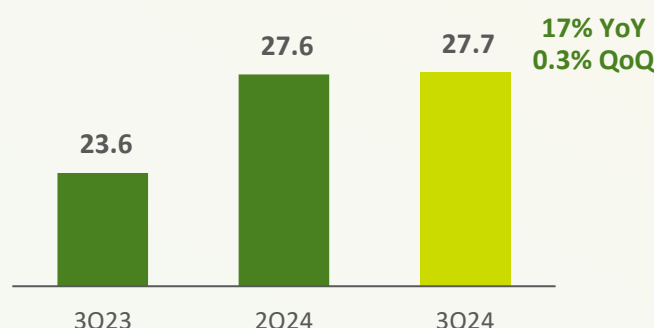
3Q24: Resilient result with operational efficiency and profitability focus



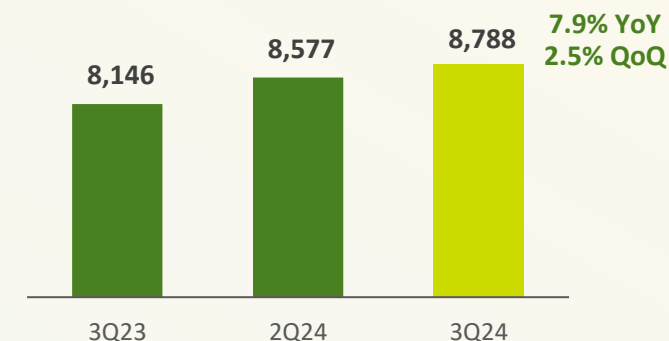
Core service revenue (Bt bn)



EBITDA (Bt bn)



NPAT (Bt mn)



Core Service Revenue increased YoY mainly from TTTBB revenue recognition **and increased QoQ** from fixed broadband organic expansion and growth in enterprise non-mobile business.

EBITDA improved YoY due to increased core service revenue and TTTBB contribution but remained **flat QoQ** due to higher SG&A expense.

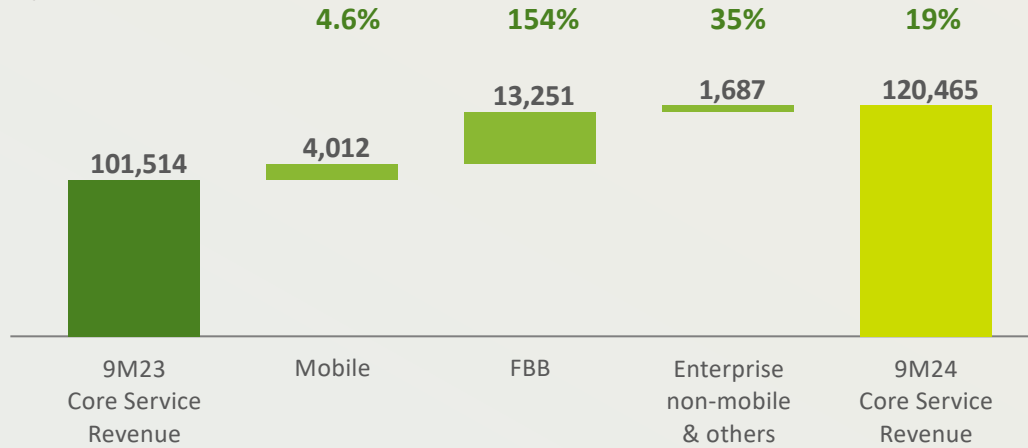
EBITDA Margin at 53% higher YoY from cost optimization and enhanced device margin.

NPAT improved YoY from improved operating performance, while **increased QoQ** benefited from FX gain.

9M24: Robust expansion from scale and organic business growth

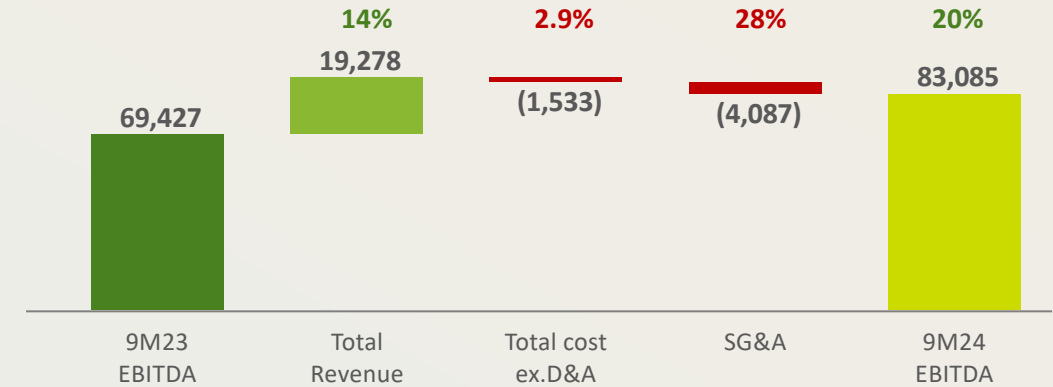
Core service revenue (Bt mn)

(%YoY)



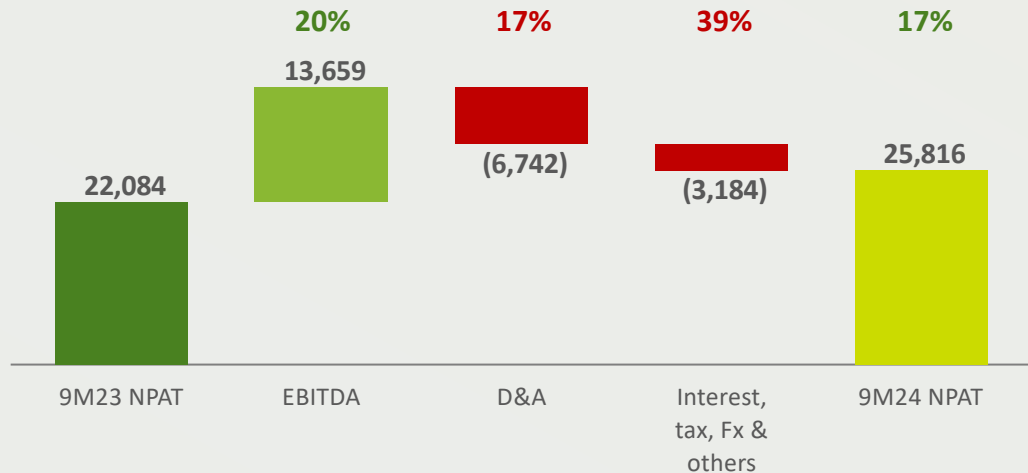
EBITDA (Bt mn)

(%YoY)



NPAT (Bt mn)

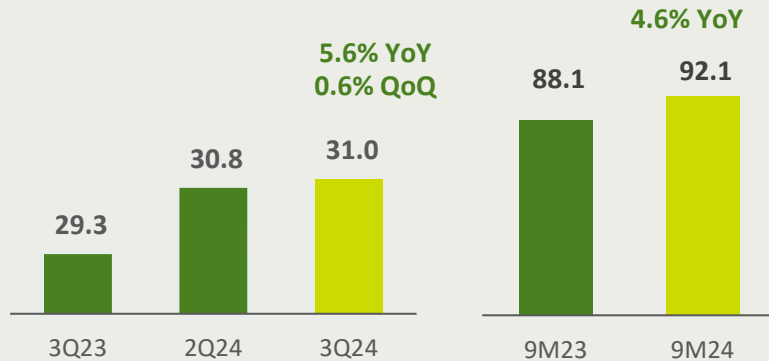
(%YoY)



- **Core Service Revenue** increased **19% YoY** driven by TTTBB consolidation, along with the ongoing recovery in mobile and organic growth in fixed broadband services.
- **EBITDA** improved **20% YoY**, following an increase of core service revenue, contribution from TTTBB, offset by higher SG&A.
- **NPAT** showed **17% growth YoY** driven by operating performance and profit sharing from 3BBIF.

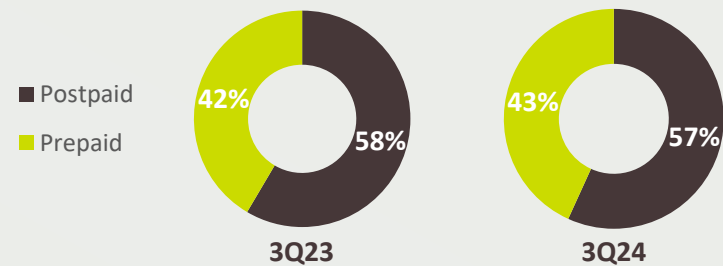
Mobile: Momentum continued from tourists and personalized offerings

Mobile revenue (Bt bn)



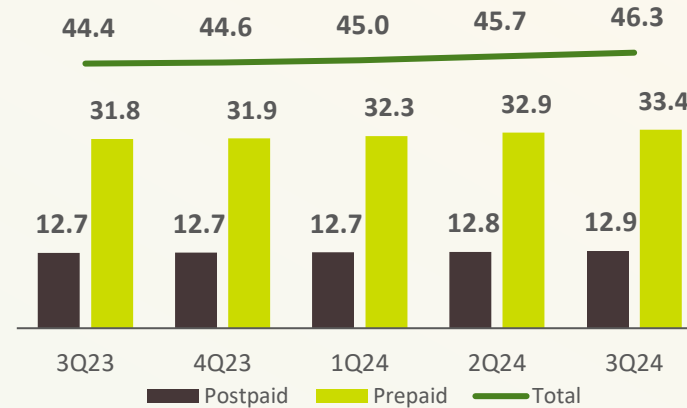
- Growth from quality subscriber acquisition, Increasing consumer consumption, and add-on packages.

% Mobile Revenue Contribution

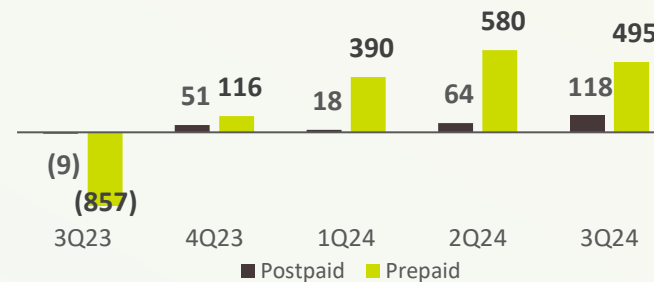


- Prepaid mix improved from subs growth and ARPU improvements.

Total subscriber (mn)

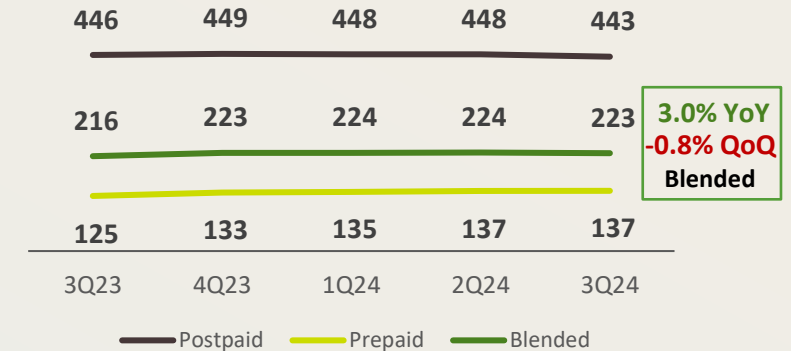


Net additional subscriber ('000)



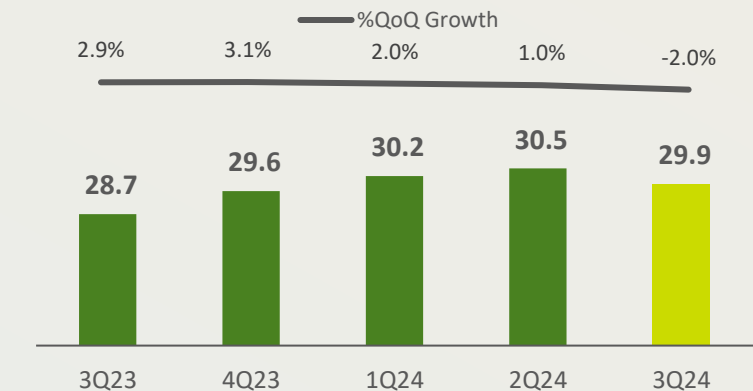
- Boosted by government stimulus and increase in consumer multiple-device behavior.

Mobile ARPU (Bt/sub/month)



- Lower ARPU impacted from seasonality.
- However, overall mobile revenue continued showing growth.

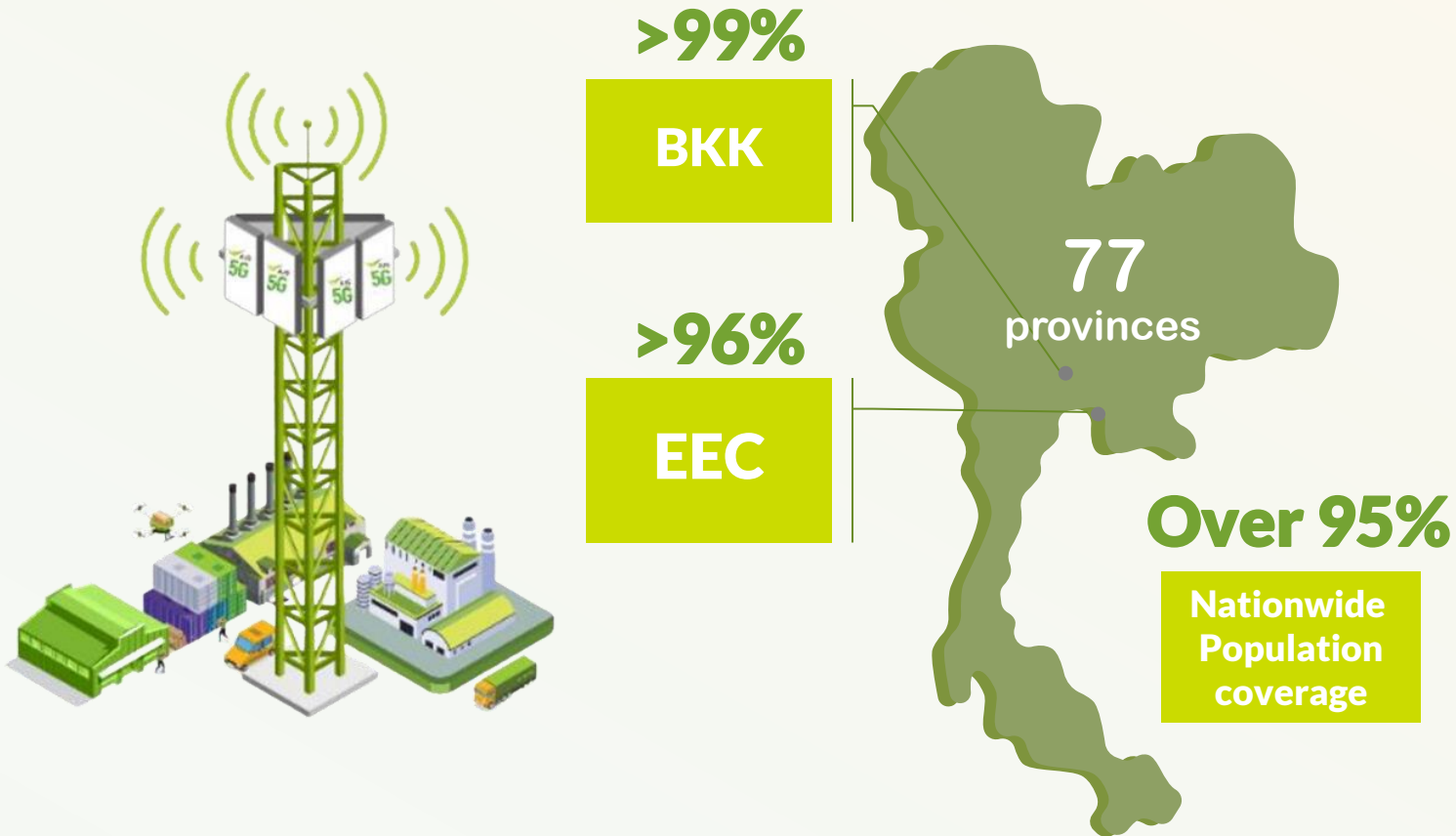
Data Consumption




*Note: VOU excludes data from MMS sending from 3Q24 onwards

Maintaining superior network quality and boost 5G subs base


5G network coverage



Driving 5G adoption with quality



11.5 mn
5G Subscribers
In 3Q24

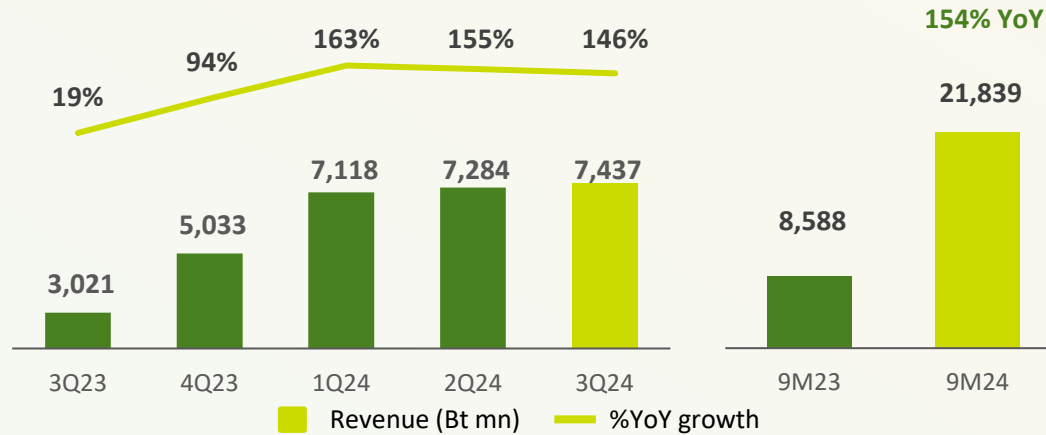


10-15%
5G ARPU uplift

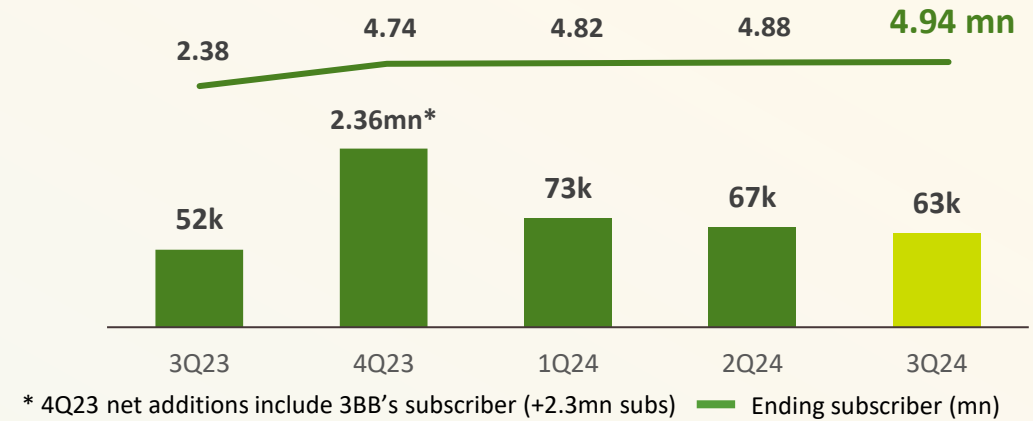
Improved value through 5G adoption

Home Broadband: growth continued from quality acquisition and add-ons AIS

Revenue boosted by subs growth and TTBb contribution

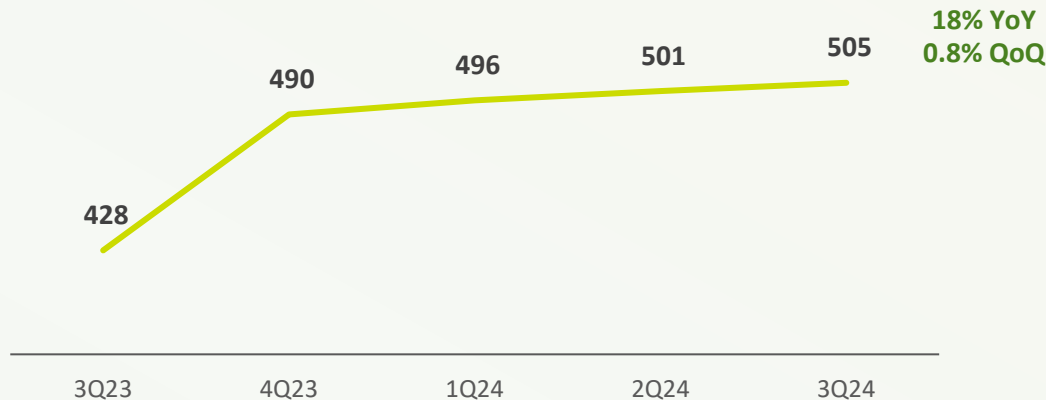


Subscribers acquisition with quality focus



ARPU uplift from value-added and add-on packages

FBB ARPU (Baht per month)

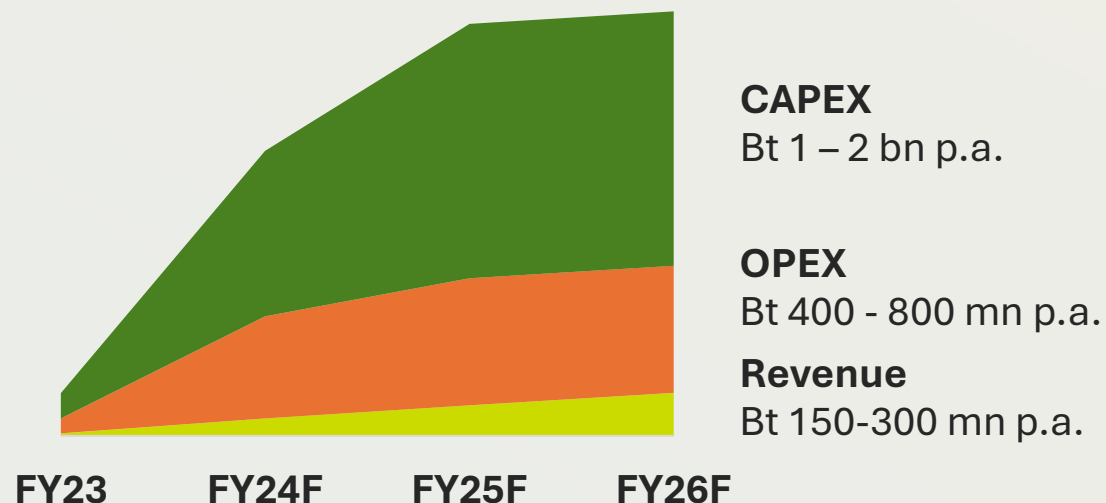


Expanding more innovative benefits to serve customers

More Coverage
For **AIS 3BB FIBRE3** customers
**Register to use
3BB WiFi for free**
*All service point | 30 Apr 24 - 31 Dec 24

Driving Synergies through optimization and efficiency

GROSS SYNERGY vs. BASE LINE FY22



CAPEX

- Utilize 3BB wider network footprint

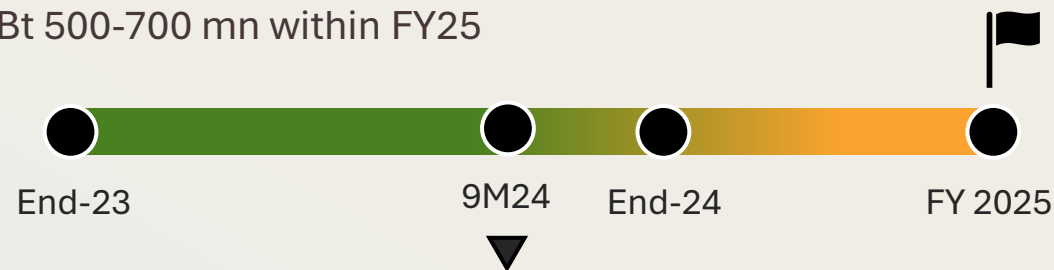
REVENUE

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

2024 SYNERGY REALIZATION – ON PLAN

Total Integration Cost (OPEX & CAPEX)

Bt 500-700 mn within FY25



Gross synergy: Bt 2,200mn

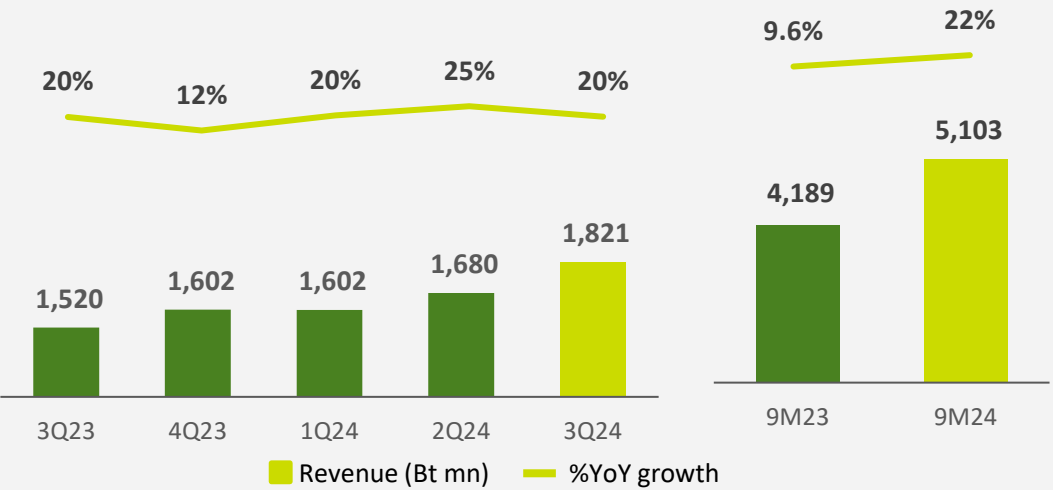
Integration cost: Bt 266mn

OPEX

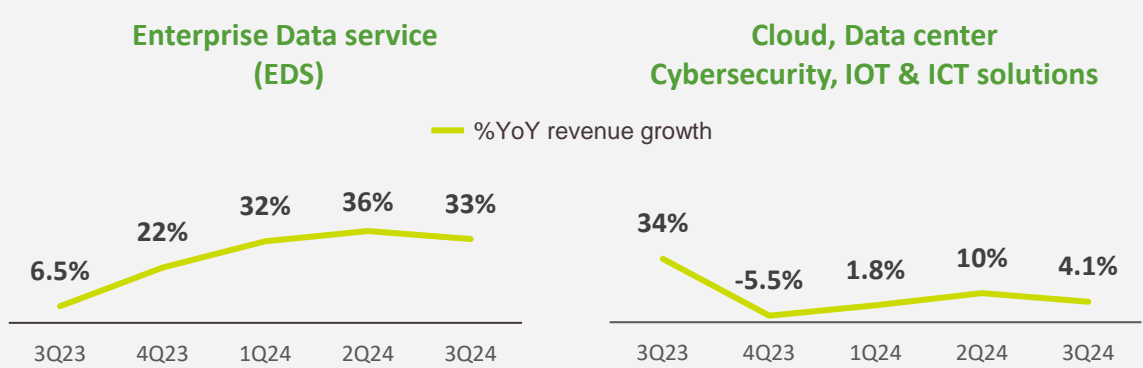
- Channel optimization executed in phases to protect revenue and ensure service quality, start utilizing TTTBB shop for device sales.
- Co-utilizing technical and instalment teams.
- Churn improvement from enhanced value proposition to the customers, resulting in saving write-off equipment expenses.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

Enterprise non-mobile: Driven by demand for connectivity and cloud

Double digit revenue growth from EDS and TTTBB contributions

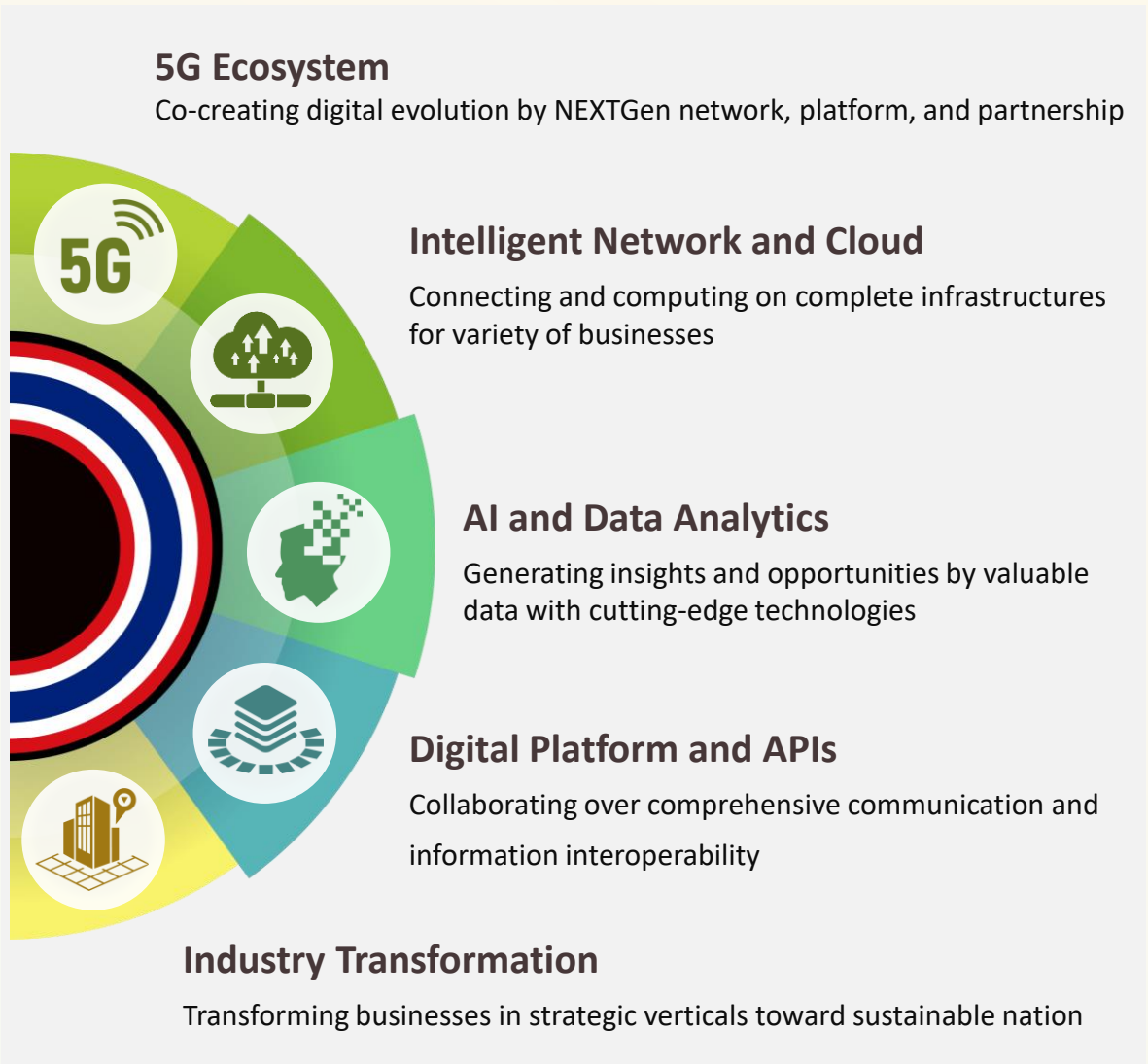


Revenue growth continued with digital transformation demand



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

Enterprise key strategic products



FY24 Guidance: 9M24 performance exceeded expectations

	Guidance	Rationale
Core service revenue	Around 13-15%	<ul style="list-style-type: none"> 9M24 performance exceeded expectations, benefiting from increased economic certainty in 3Q24. The low season's impact was mitigated by economic stimulus and a steady influx of tourists. Growth from inorganic TTTBB consolidation and Organic performance driven by value focus offerings. <ul style="list-style-type: none"> 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%	<ul style="list-style-type: none"> 9M24 EBITDA performance benefited from increased economic certainty. Ongoing cost optimization & TTTBB synergies acceleration. Enhance IT processes & systems, autonomous network, data analytics, and people capability
CAPEX (exclude spectrum)	Approx. Bt25-26bn	<ul style="list-style-type: none"> Leverage TTTBB's network for home broadband expansion Ensure profitable investment to sustain quality and efficient investment 60% mobile, 28% Broadband enterprise & others 12%

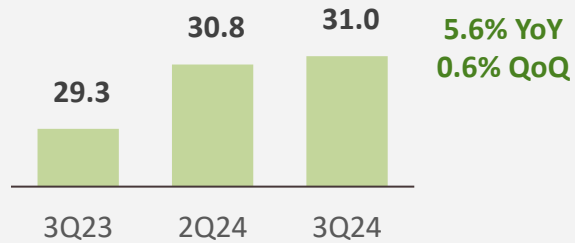
Financial Highlights

Bt mn	3Q23	2Q24	3Q24	%YoY	%QoQ	9M23	9M24	%YoY
Mobile revenue	29,311	30,775	30,962	5.6%	0.6%	88,064	92,077	4.6%
FBB revenue	3,021	7,284	7,437	146%	2.1%	8,588	21,839	154%
Other revenues	1,748	2,170	2,399	37%	11%	4,862	6,549	35%
Core service revenue	34,080	40,229	40,799	20%	1.4%	101,514	120,465	19%
IC and NT								
partnership	3,313	3,235	3,177	-4.1%	-1.8%	9,981	9,779	-2.0%
Service revenue	37,393	43,464	43,977	18%	1.2%	111,495	130,243	17%
SIM and device sales	8,675	7,868	8,232	-5.1%	4.6%	26,060	26,591	2.0%
Total revenue	46,069	51,332	52,209	13%	1.7%	137,555	156,834	14%
Cost of service	21,789	24,904	24,849	14%	-0.2%	66,074	74,635	13%
SG&A	4,993	6,574	7,365	48%	12%	15,540	19,829	28%
EBITDA	23,610	27,621	27,696	17%	0.3%	69,427	83,085	20%
EBIT	10,770	12,458	12,221	13%	-1.9%	30,302	37,208	23%
NPAT	8,146	8,577	8,788	7.9%	2.5%	22,084	25,816	17%
Sales margin	1.8%	6.0%	5.6%			1.6%	5.4%	
EBITDA margin	51.2%	53.8%	53.0%			50.5%	53.0%	
EBIT margin	23.4%	24.3%	23.4%			22.0%	23.7%	
NPAT margin	17.7%	16.7%	16.8%			16.1%	16.5%	

3Q24 Revenue Breakdown

Mobile Revenue

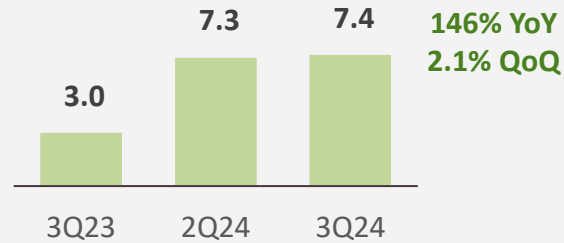
(Bt bn)



- Growing quality subscribers which increased the revenue and sustained the ARPU.
- Boosted by government stimulus.

Fixed Broadband Revenue

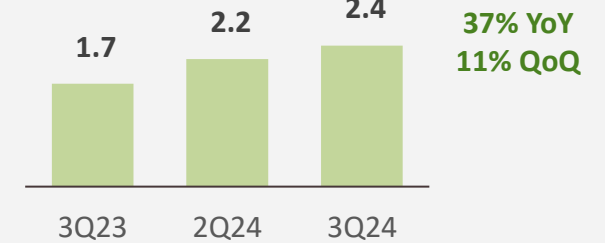
(Bt bn)



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

Enterprise and Other Revenues

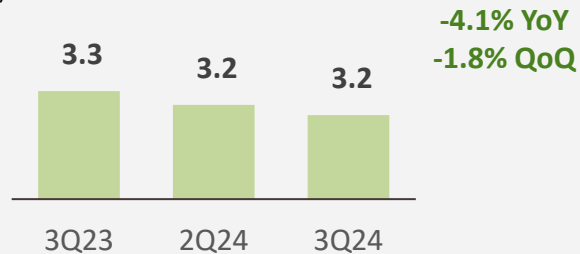
(Bt bn)



- Continual demand in EDS and cloud services from digital transformation trend.
- Consolidation of TTTBB's revenue.
- Higher other revenue related to the NT 700MHz agreement.

IC and NT Partnership

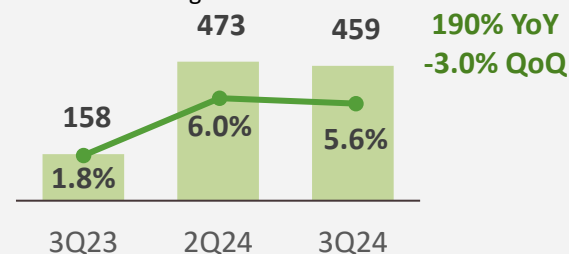
(Bt bn)



- Lower NT partnership revenue due to lower network traffic with NT.

Net Sales & Margin

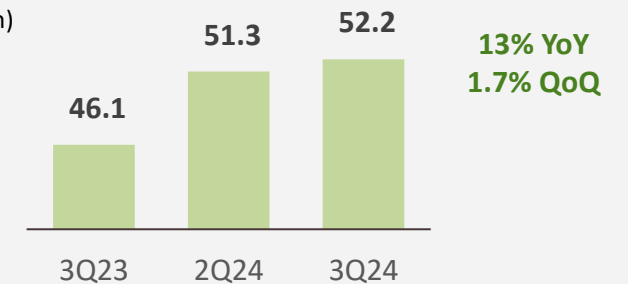
(Bt mn) — % Sale margin



- Lower sales margin due to higher mix of lower-margin handsets.

Total Revenue

(Bt bn)

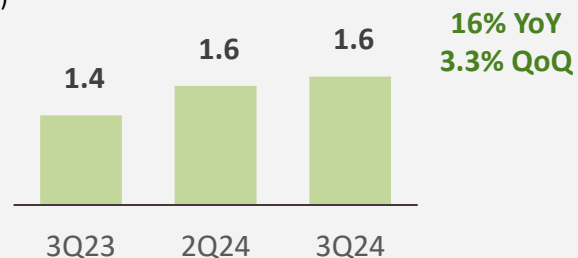


- Revenue growth in all core business with TTTBB consolidation offset by lower device sales.

3Q24 Cost and Expense Breakdown

Regulatory

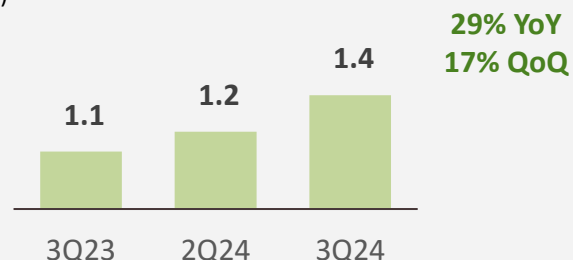
(Bt bn)



- Growth in line with core service revenue.
- The regulatory fee as a percentage of core service revenue was at 4.0%.

Marketing expense

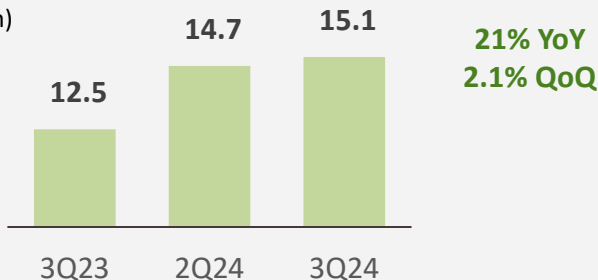
(Bt bn)



- Increasing from marketing campaigns during the launch of the new iPhone 16 and the points privilege program.
- The marketing expense was at 2.8% of total revenue.

Depreciation & Amortization

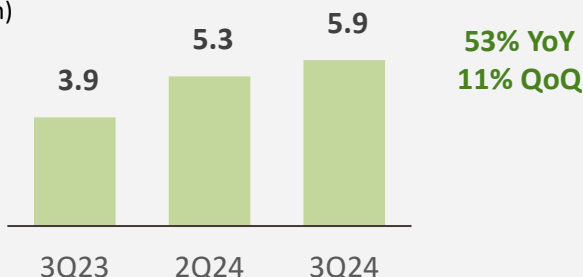
(Bt bn)



- Growth YoY due to consolidation of right-of-use assets from TTTBB's acquisition.
- QoQ increased from on going 5G investments.

Admin & Others

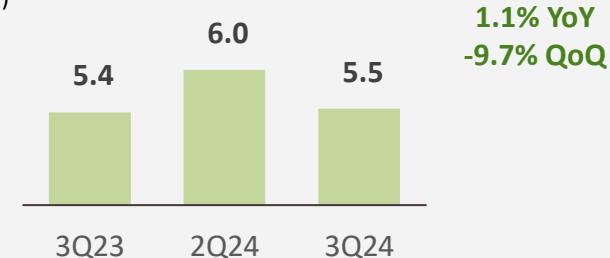
(Bt bn)



- Due to higher staff costs related to accrued performance-based staff cost and admin expenses following TTTBB acquisition.
- The provision for bad debts as a percentage of postpaid and broadband revenue was at 2.1%.

Network OPEX and NT partnership

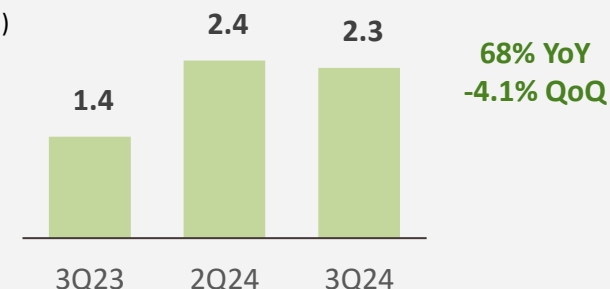
(Bt bn)



- Decreasing QoQ due to lower NT partnership costs in line with lower NT-related revenue, and lower maintenance cost.

Finance cost

(Bt bn)

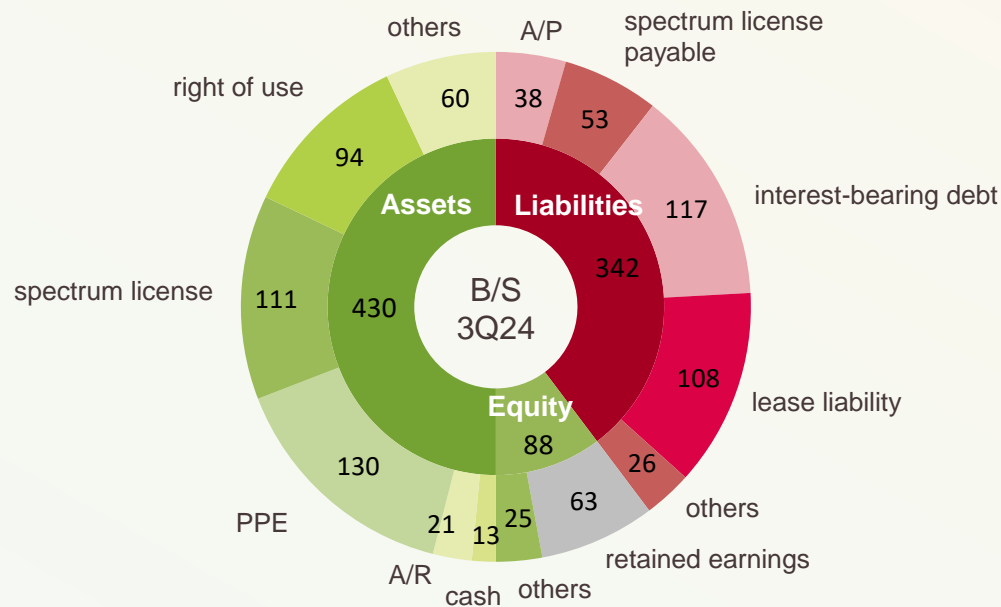


- Following higher interest-bearing debt from TTTBB acquisition and recognition of interest from 3BBIF right-of-use asset.

Healthy balance sheet and cash flow to support investment

Balance Sheet

(Bt bn)



(9M24 ratios)

0.9x

Net debt to EBITDA

2.4x

Net debt to EBITDA
incl. lease liabilities & spectrum

1.3x

Interest bearing debt
to Equity

0.3x

Current ratio

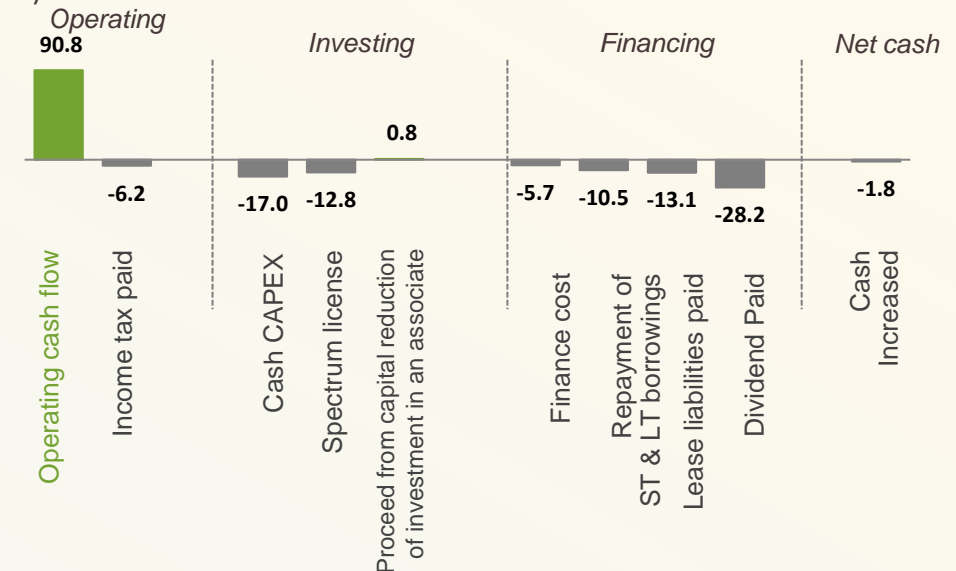
38%

Return on Equity

9M24 Cash Flow

(Bt bn)

■ Cash increase ■ Cash decrease



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

Free cash flow after lease liabilities paid of Bt41.8bn with high ability to provide returns to shareholder.

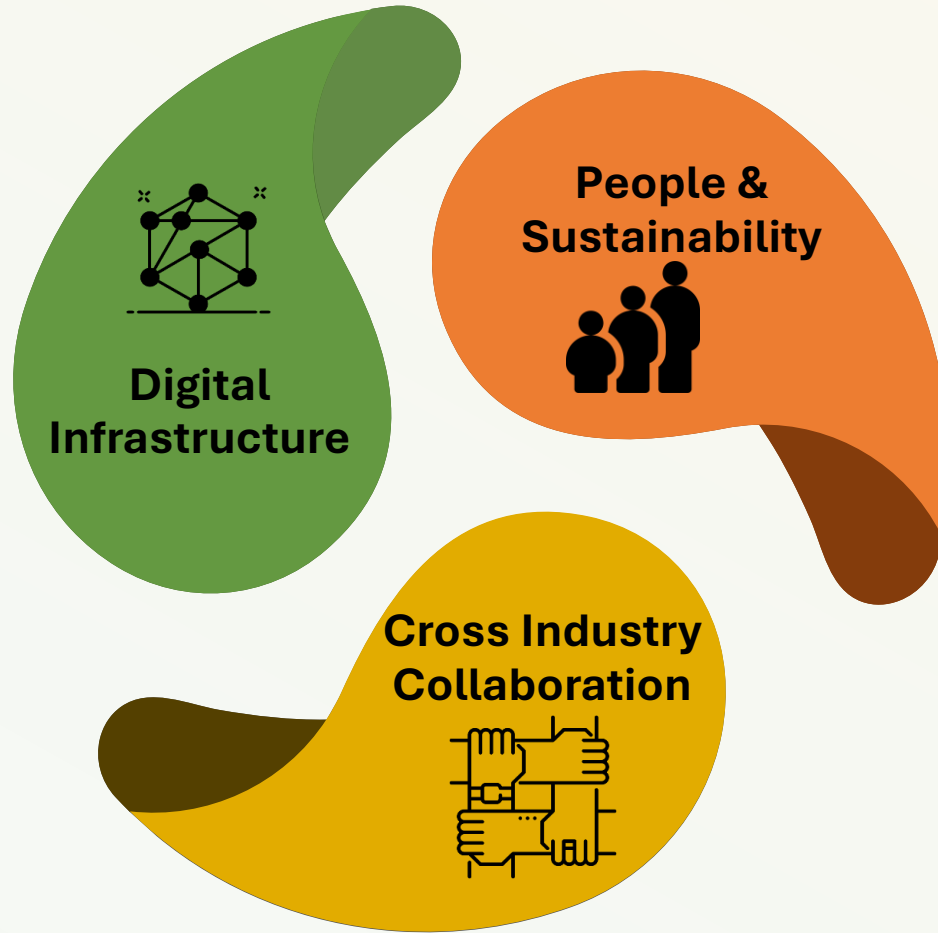
Average finance costs for 9M24 = 3.2% p.a.

- 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

COMPANY BACKGROUND

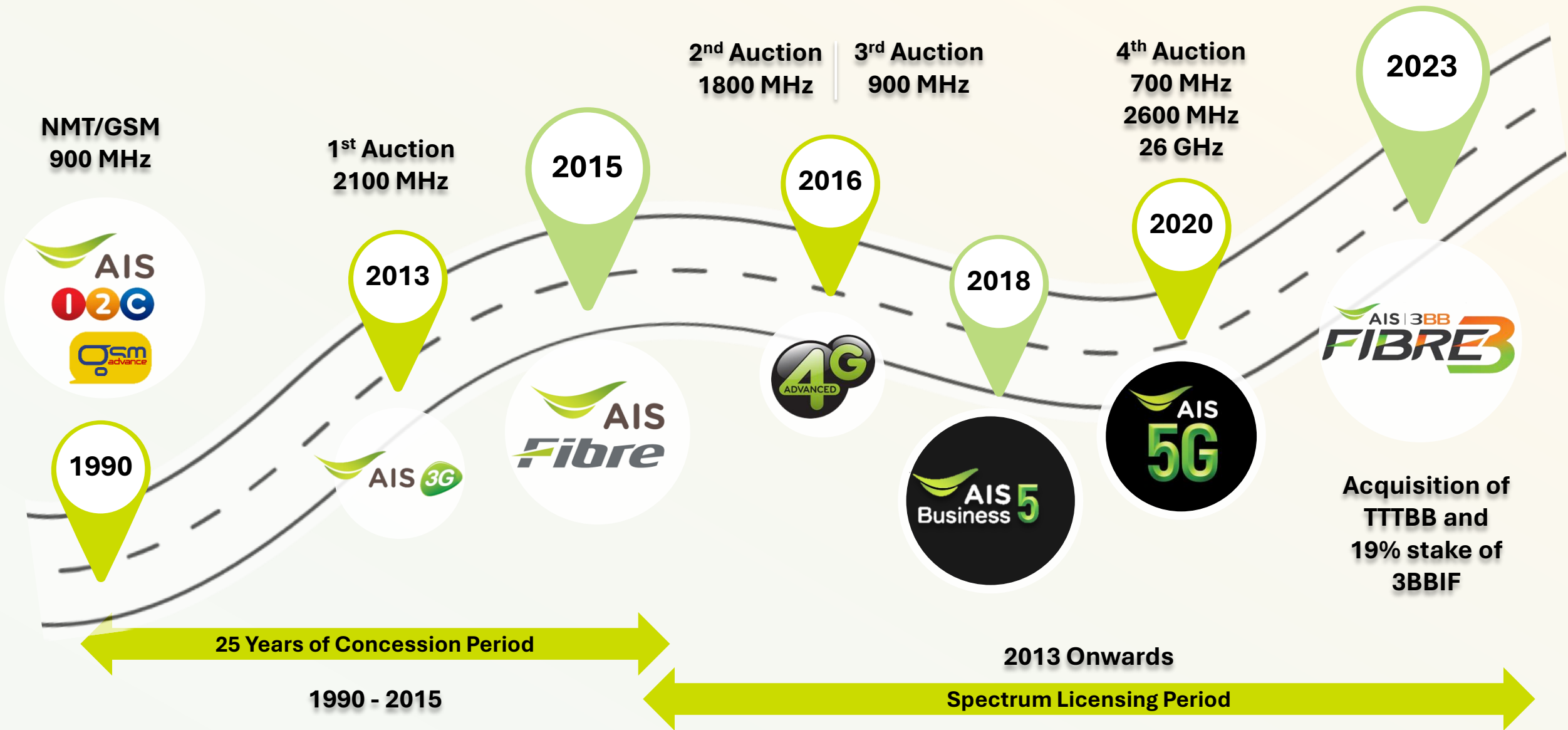


AIS: Operating principle through collaborative growth



 **AIS**
ECOSYSTEM
ECONOMY

AIS GROWTH THROUGH 34 YEARS



OVER 50MN CUSTOMERS THROUGH BEST NETWORK QUALITY



Digital Infrastructure

5G Coverage
> 95% of population

3G/4G Coverage
> 98% of population

Fiber Homepass
13.3 million households

Data Center
**11 Locations with
4,500 rack capacity**

Customer Base



Mobile Subscribers
46.3 million



FBB Subscribers
4.9 million



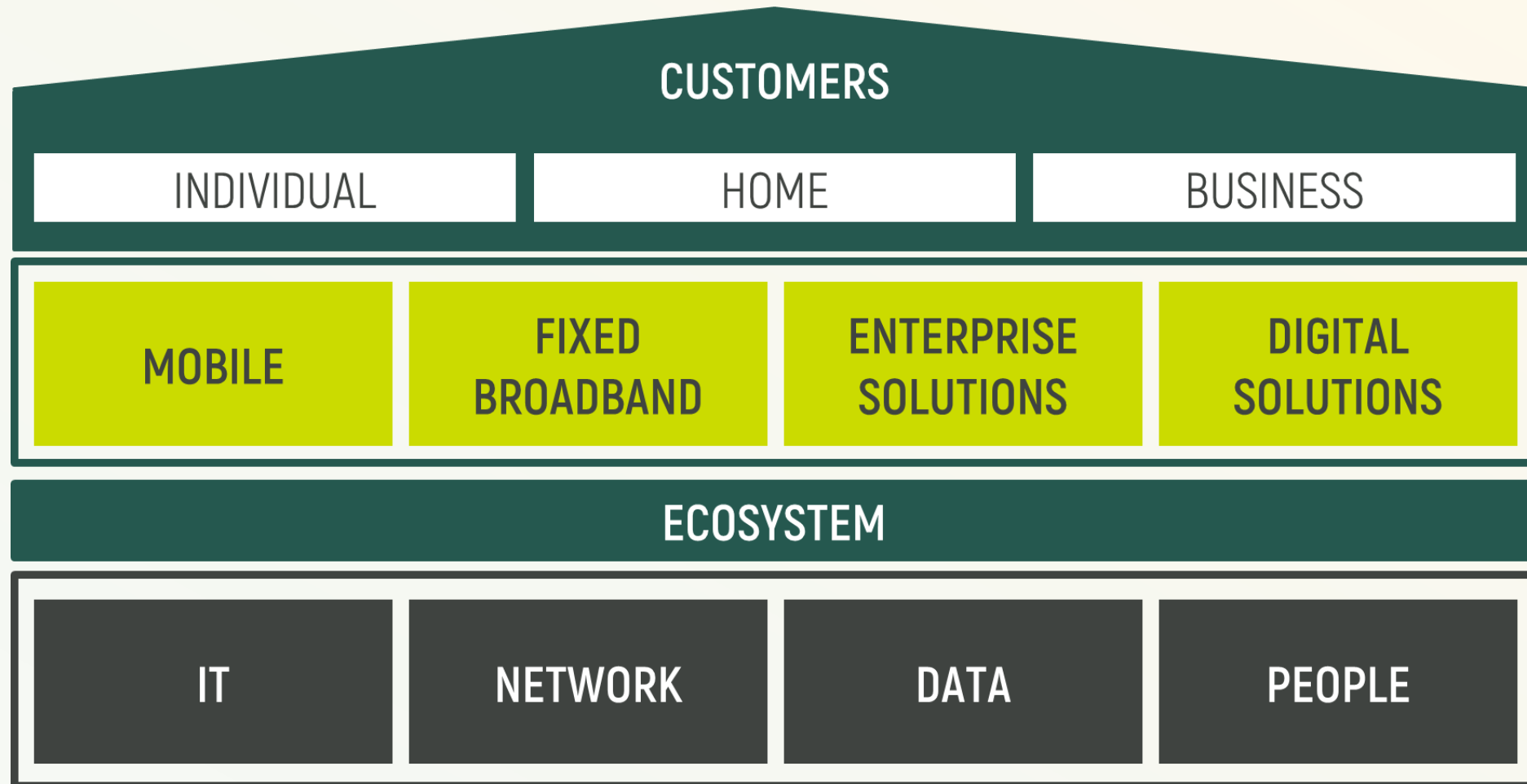
Enterprise Customer
**With focus in
4 core industries**

Partner & Ecosystem



Point Platform connect
>30K Stores nationwide

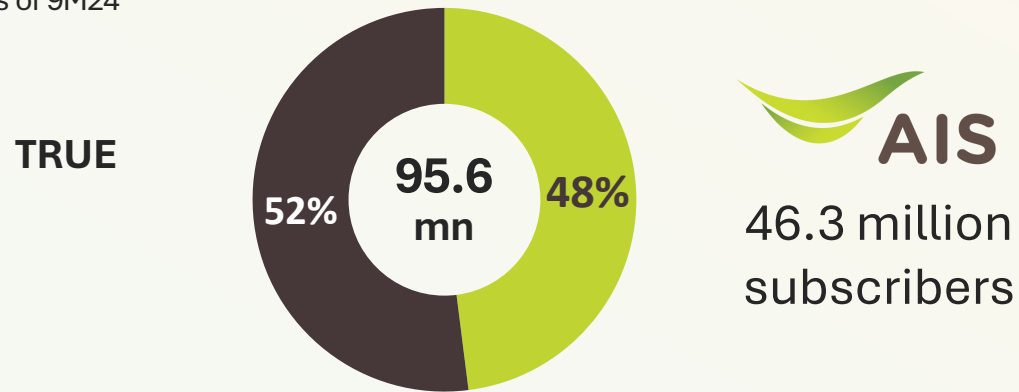
AIS: Towards becoming Admired Cognitive Tech-Co with customer as a core supported by strong foundation



Mobile: Leading with quality portfolio

Mobile industry subscribers

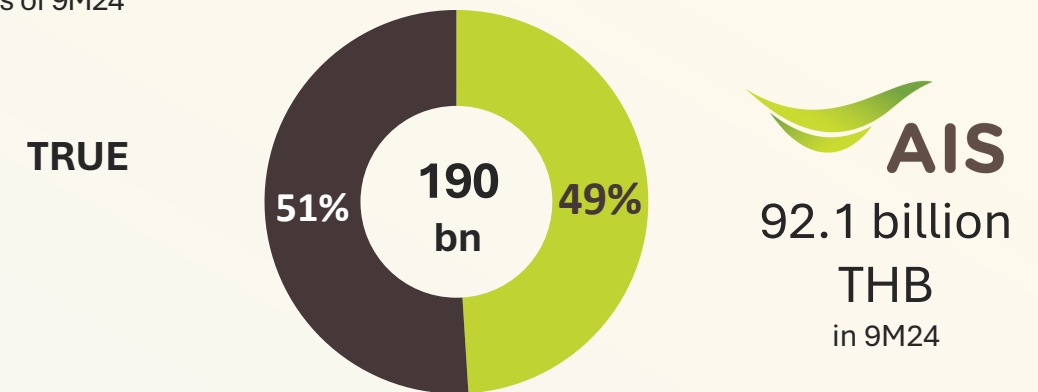
as of 9M24



AIS Subscribers Mixed (Postpaid : Prepaid) : **30% : 70%**

Mobile industry revenue

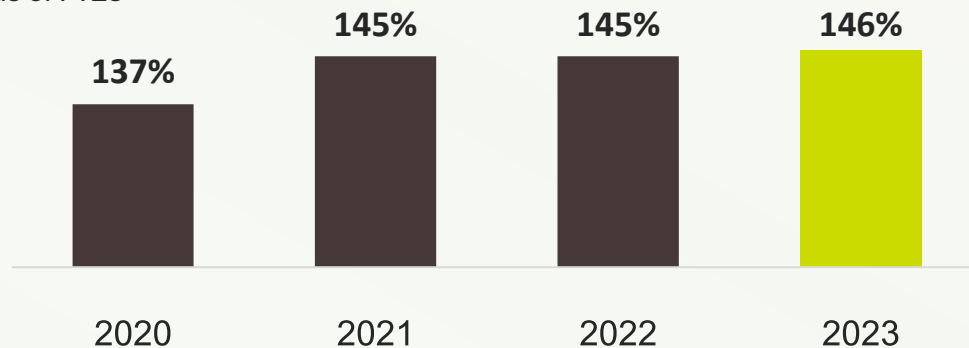
as of 9M24



AIS Revenue Mixed (Postpaid : Prepaid) : **54% : 46%**

Mobile Thailand penetration rate

as of FY23



Mobile industry ARPU

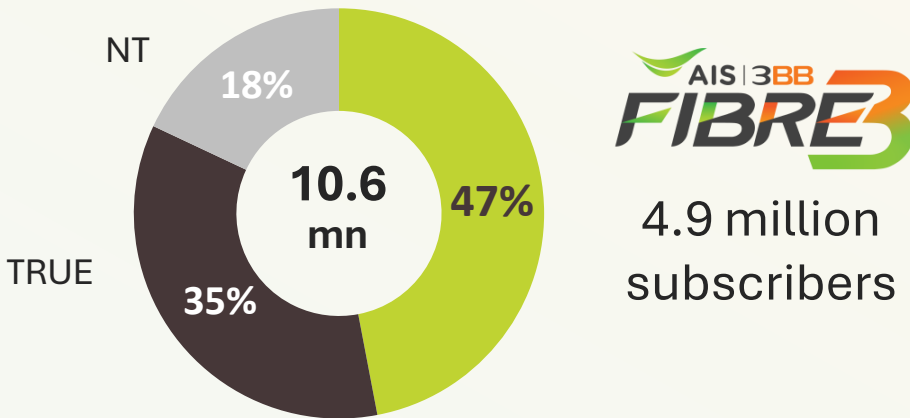
as of 3Q24



Broadband: Growth in coverage and scale

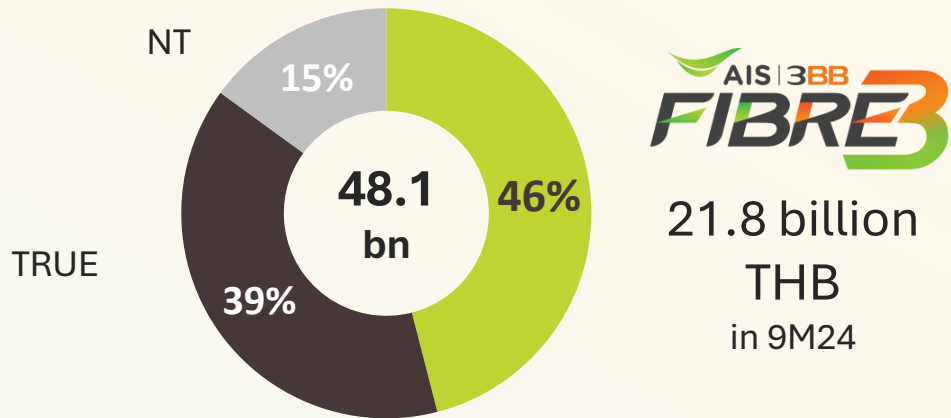
FBB industry subscribers market share

as of 9M24



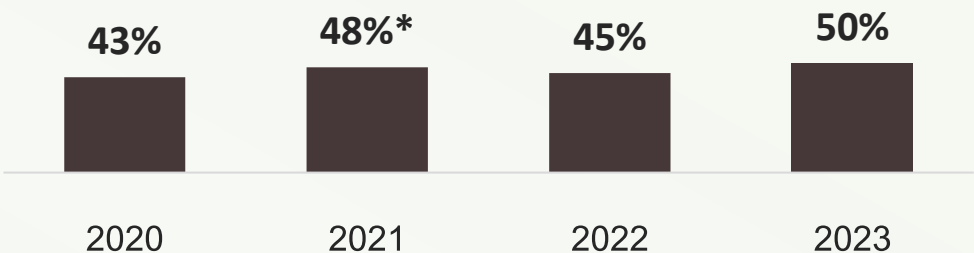
FBB industry revenue market share

as of 9M24



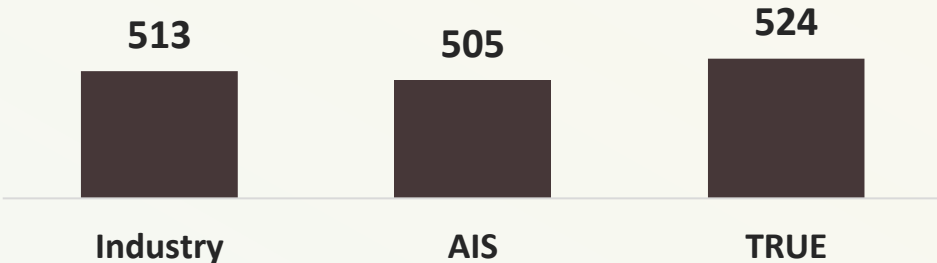
FBB Thailand penetration rate

as of FY23



FBB industry ARPU

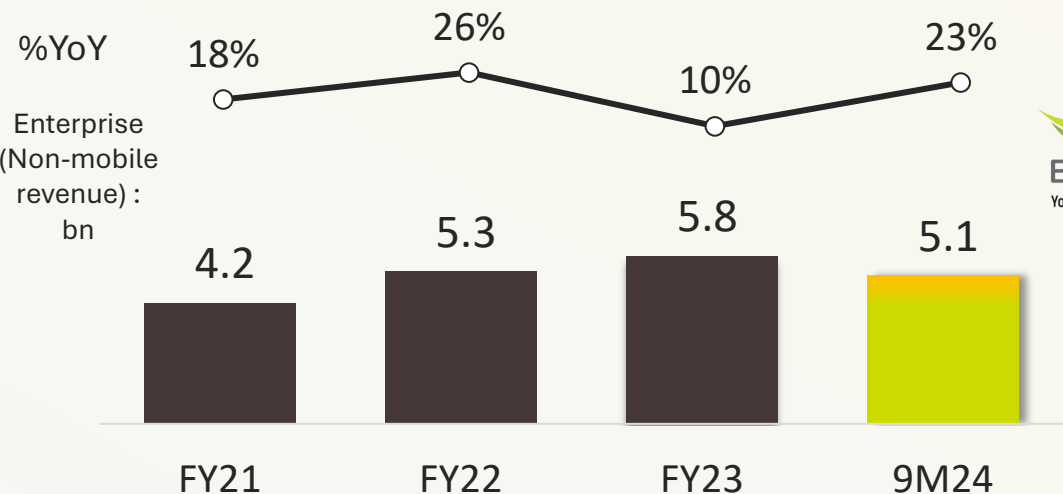
as of 3Q24



* Before TRUE revised their FBB subs

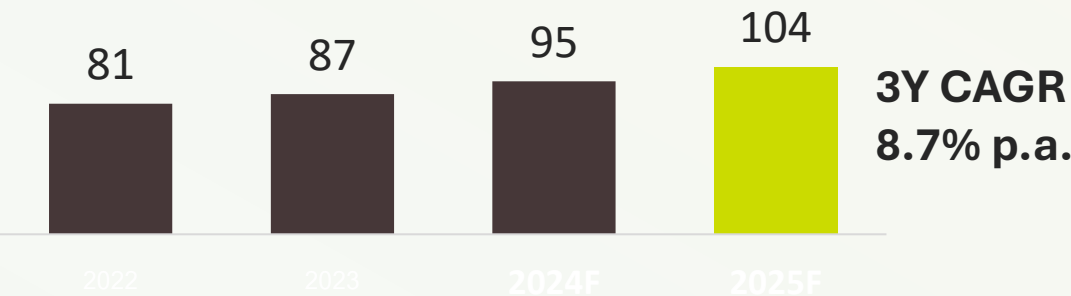
Enterprise: Widening product portfolio & capabilities

Stable growth from connectivity services



Addressable market opportunity (bn)*

Thailand ICT Market forecast from IDC and Global Data



*Including TTTBB's enterprise revenue

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



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.