



FY24 OPPORTUNITY DAY

Advanced Info Services plc.



MSCI
ESG RATINGS



Rated



MORNINGSTAR SUSTAINALYTICS



FTSE4Good



WSIS+20 FORUM
HIGH-LEVEL EVENT 2024



FY24 Core business expansion aligned with economic recovery

Growing values with economy



Thai economy grew from government stimulus and tourism



Enlarged **shareholders returns** in line with growing performance

Strong core businesses growth with profitability focus



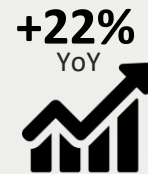
Mobile Revenue growth

Mobile growth on strong network quality and data consumption

5 million **FBB** boosted from scale, net adds, and value-added services

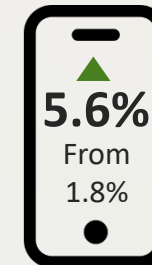


FBB Subscribers



Enterprise Revenue growth

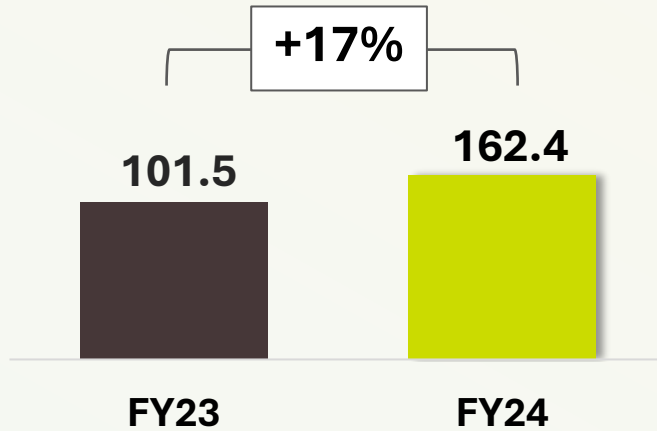
Enterprise surged with increased demand for connectivity and cloud



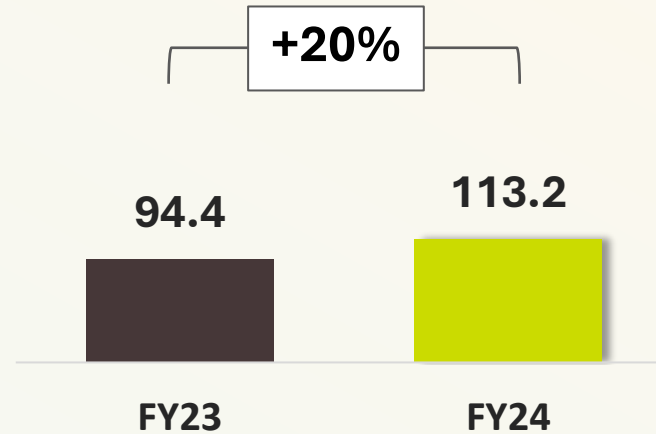
Improved **Sales Margin** backed by subsidy optimization efforts

FY24 Performance Beat on positive economic recovery

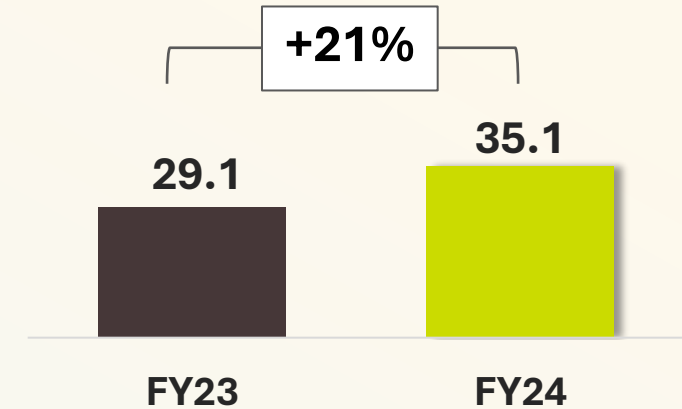
Core Service Revenue (THB Bn)



EBITDA (THB Bn)



Net Profit (THB Bn)



+13-15% Guidance

+14-16% Guidance

CAPEX 25-26 bn

EBITDA Margin

53%

ROIC

12%

Net Debt
to EBITDA

2.2x

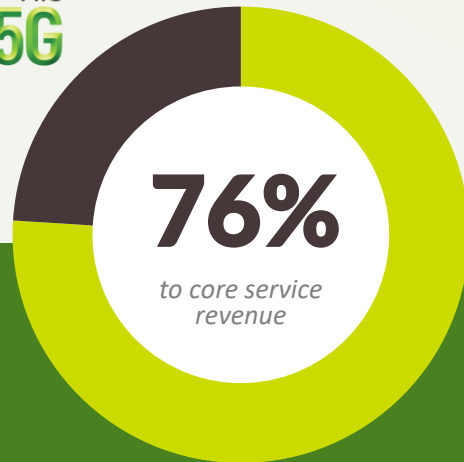
Average
Cost of Borrowing

3.2%

AIS: Towards becoming Cognitive Tech-Co

Unleash Excellence in Digital Customer Experience

Mobile



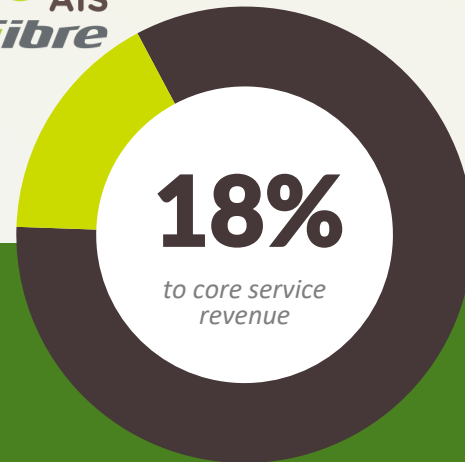
Offering values
& 5G monetization

Bt123.8bn

As of FY24

Growth 4.8% YoY

Fixed Broadband



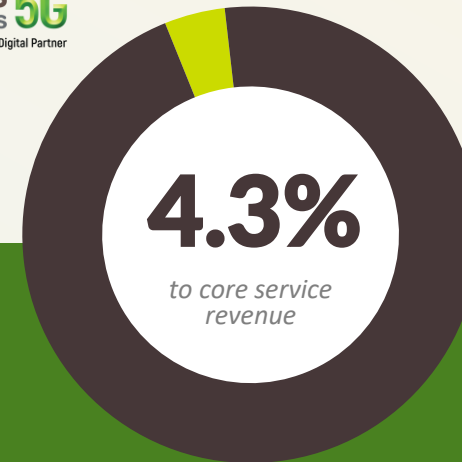
High-quality subs
acquisition

Bt29.4bn

As of FY24

Growth 116% YoY

Enterprise non-mobile Business



Providing end-to-end
solutions for industry

Bt7.0bn

As of FY24

Growth 22% YoY

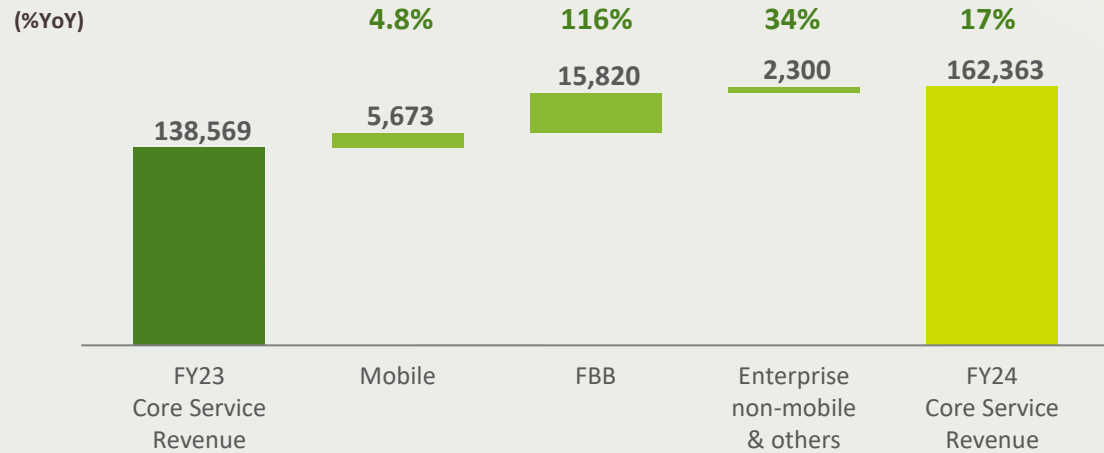
Digital Services



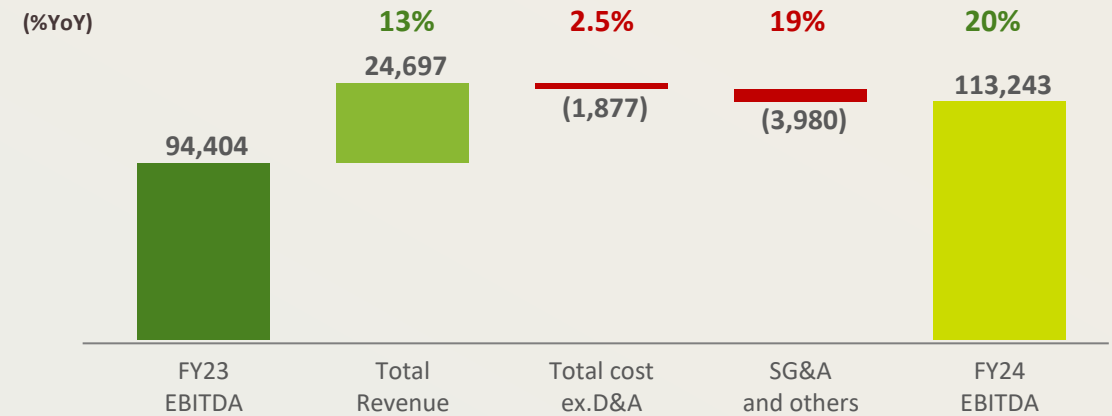
Building digital
adjacencies to engage
customers

FY24: Growth driven from scale and organic business expansion

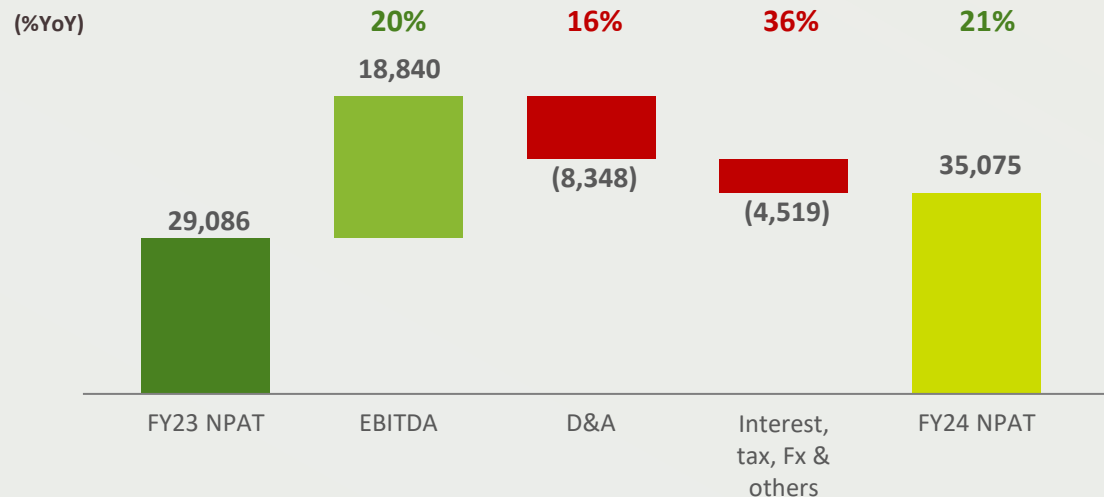
Core service revenue (Bt mn)



EBITDA (Bt mn)

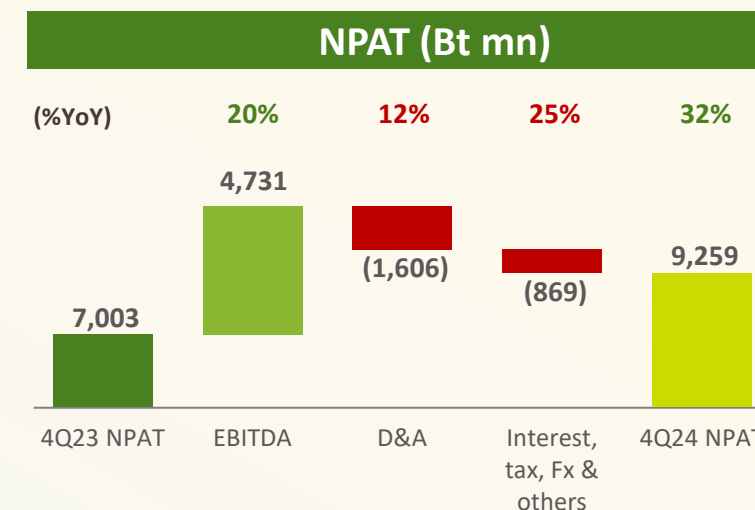
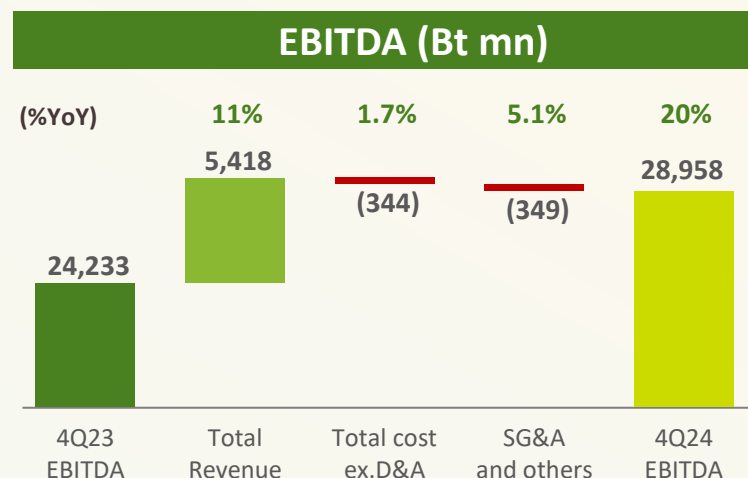
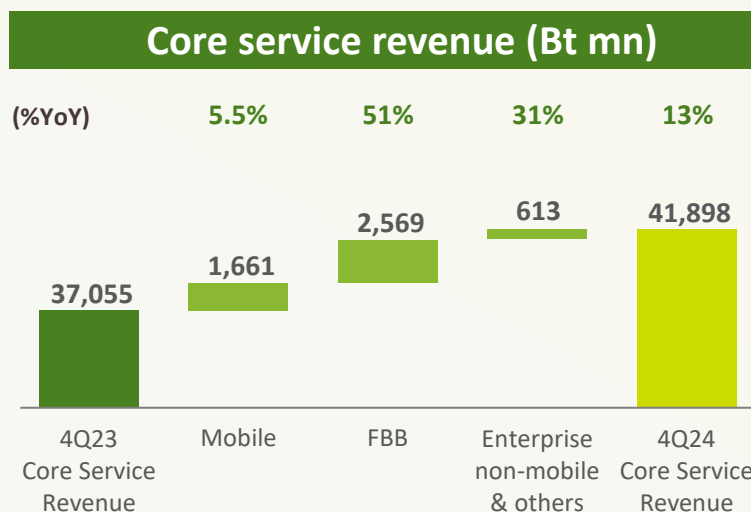


NPAT (Bt mn)

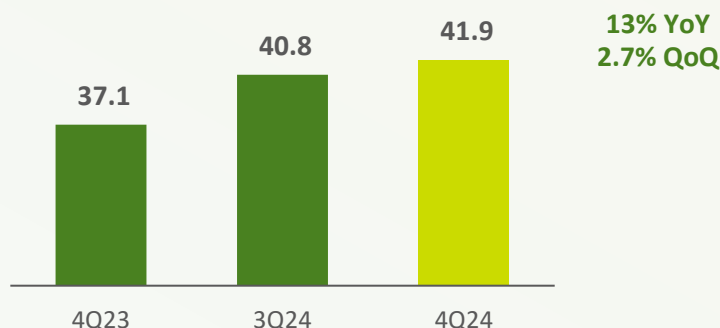


- **Core Service Revenue increased 17% YoY** driven by the consolidation of TTTBB revenue, organic growth in fixed broadband, a recovery trend in mobile, and the expansion of enterprise non-mobile business.
- **EBITDA improved 20% YoY**, following an increase in core service revenue, positive contribution from TTTBB consolidation, and share of profit from 3BBIF.
- **NPAT showed 21% growth YoY** driven by solid operating performance, along with continued cost optimization.

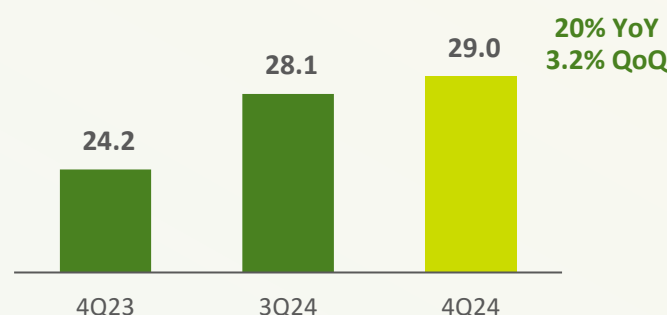
4Q24: Momentum sustained from revenue to profitability



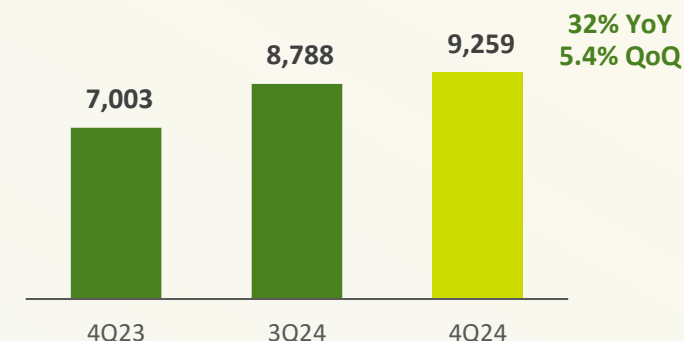
Core service revenue (Bt bn)



EBITDA (Bt bn)



NPAT (Bt mn)



Core Service Revenue increased YoY mainly from the full quarter recognition of TTTBB revenue compared to 46 days in 4Q23, along with organic growth across all businesses.

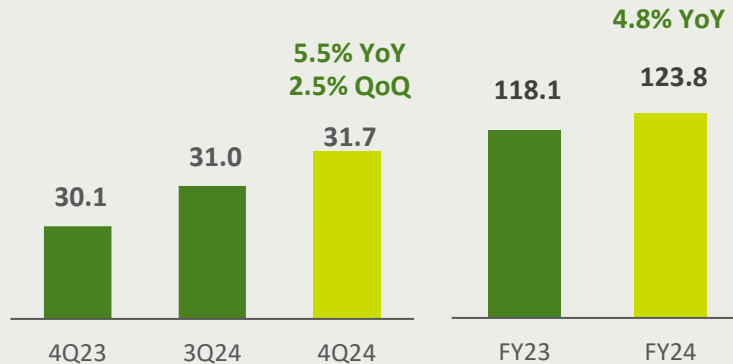
EBITDA improved YoY due to increased core service revenue, TTTBB contribution, profit sharing from 3BBIF and the focus on profitability.

EBITDA Margin at 51.0% higher YoY due to revenue growth and improved device sales margin.

NPAT improved YoY from solid operating performance and continued cost optimization.

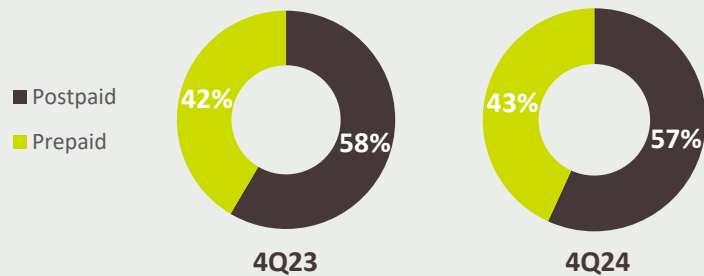
Mobile: Demand-led growth supported by superior network quality

Mobile revenue (Bt bn)



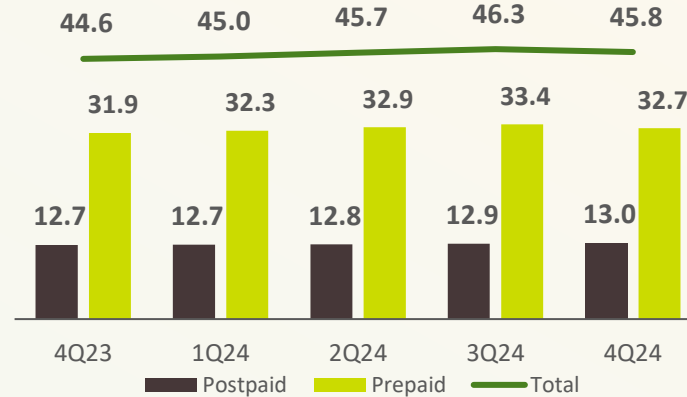
- Driven by leading network quality, data consumption, and a recovery in tourist-related usage.

% Mobile Revenue Contribution

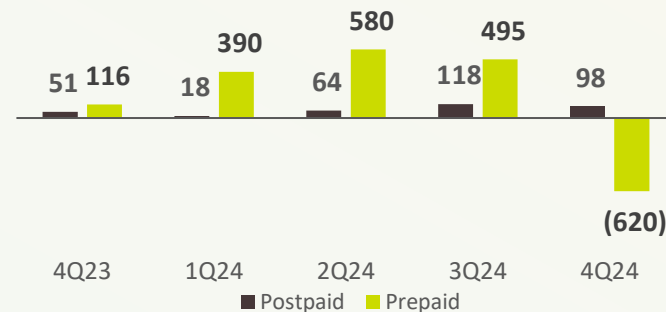


- Prepaid mix improved from subs growth and ARPU improvements.

Total subscriber (mn)

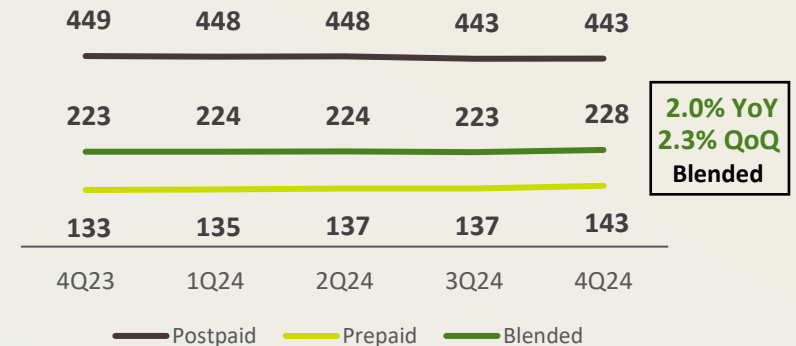


Net additional subscriber ('000)



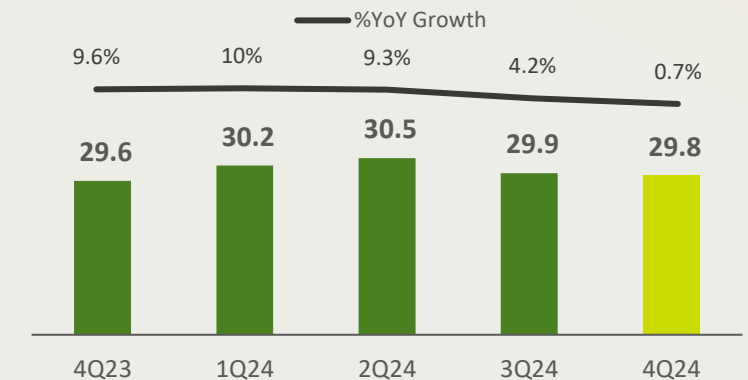
- Reported a net loss from prepaid tourist sim re-definition.

Mobile ARPU (Bt/sub/month)



- ARPU benefited from package restructuring, value-added services, and a recovery in the tourist segment.

Data Consumption

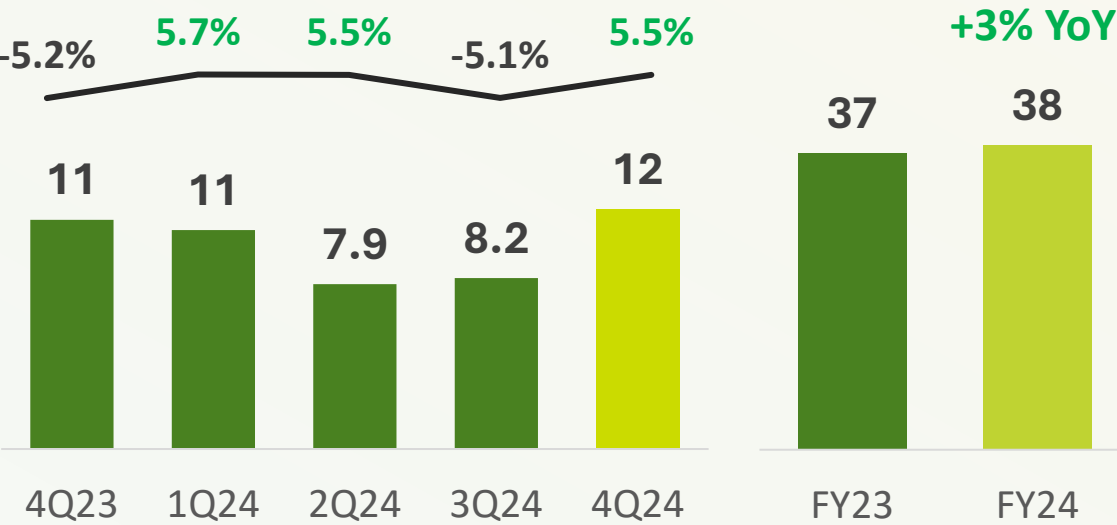


*Note: VOU excludes data from MMS sending from 3Q24 onwards

Sales Revenue: Margin improved with profitability focus

Sales revenue growth with economic recovery

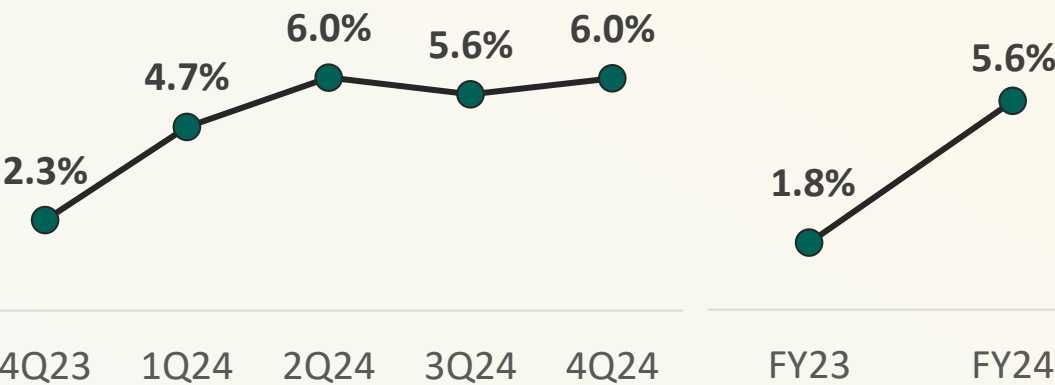
YoY Growth



- Sales revenue growing 3% YoY, showing strong demand for handset devices boosted by additional cross-sell such as insurance and accessories

% Sales margin continued improving from profit focus and cost optimization

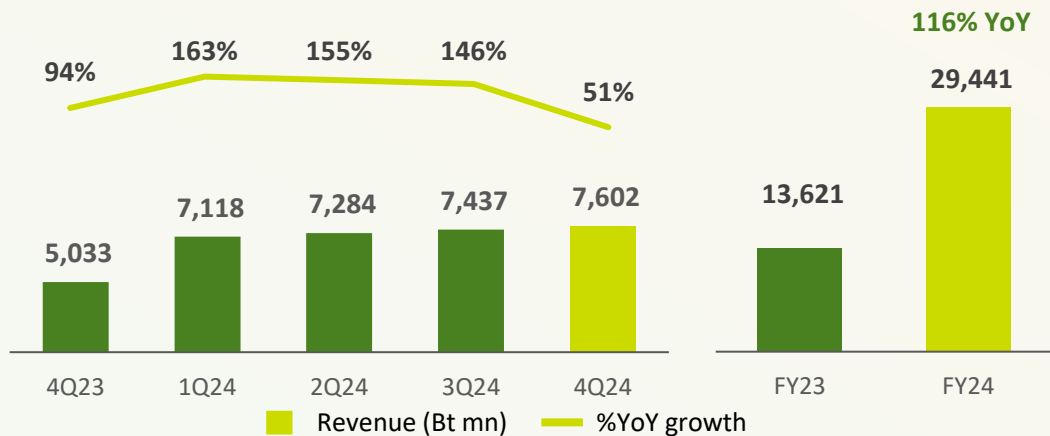
% Sales Margin



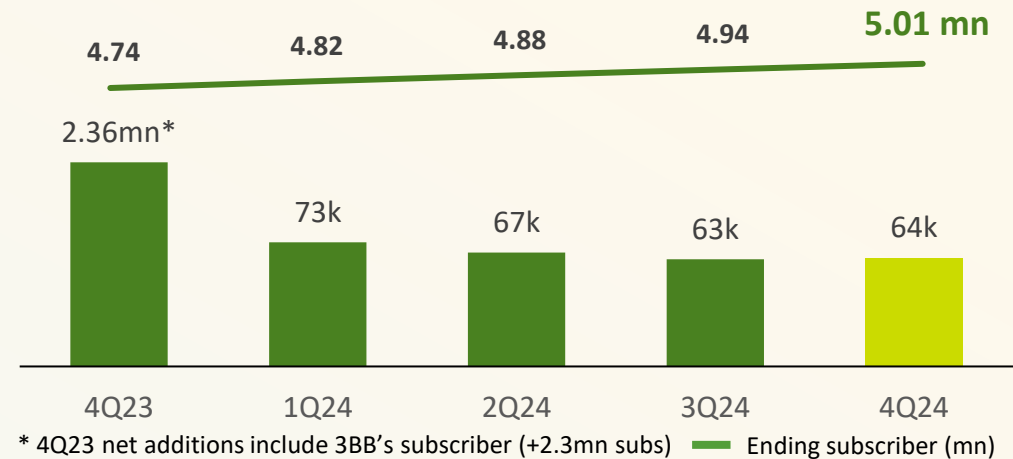
- Sales margin continued to improve from profit focus and subsidy optimization.

Home Broadband: Driven by quality acquisition and ARPU uplift AIS

Revenue boosted by subs growth and TTTBB contribution

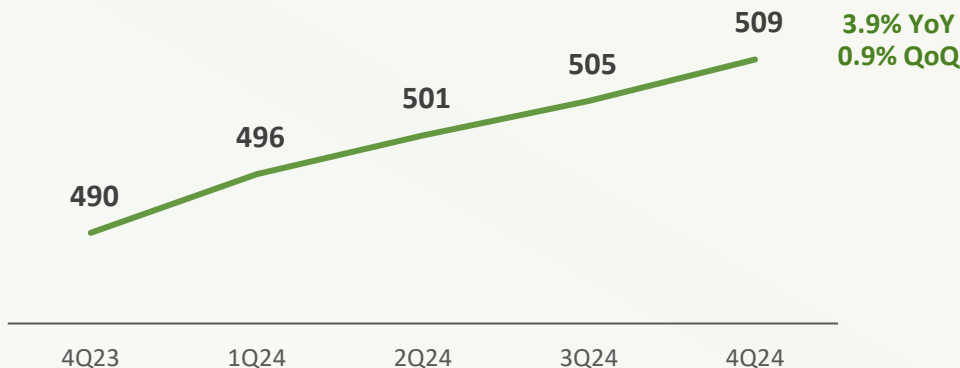


Subscribers acquisition with quality focus



ARPU uplift from value-added and add-on packages

FBB ARPU (Baht per month)



Enhancing customer value with innovations

SMART SOUNDBAR Powered by **AIS 3G FIBRE3**

#EverySoundMatters
An intelligent soundbar with the Android TV operating system.
The world-class sound system and ultimate entertainment

max Ultimate **KARAOKE**

Only 350 Baht /Month*

*Terms and conditions apply. *The contract term is 24 months. (After 24 months, the speaker becomes the customer's property.)

Maintaining superior network quality

Driving 5G adoption with quality



12.0 mn

5G Subscribers
In 4Q24



10-15%

5G ARPU uplift

Improved value through 5G adoption

5G network coverage

Over 95%

Nationwide
Population
coverage

>99%

BKK

>96%

EEC



Broadband coverage

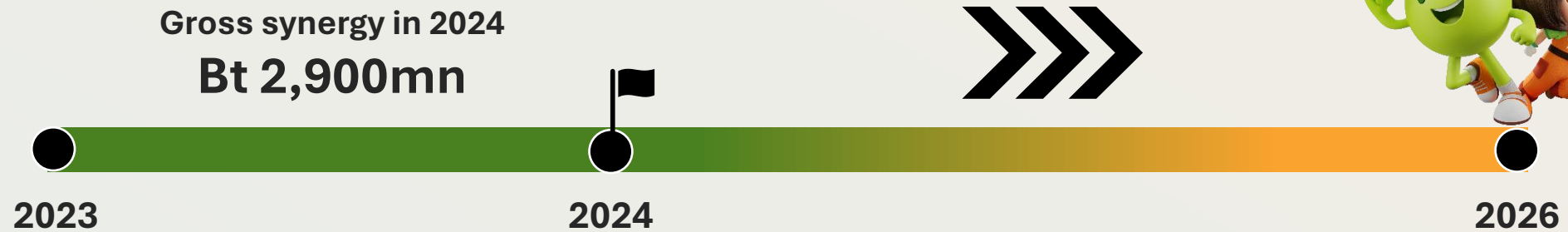
20 mn



Household
coverage

Over-achieved synergy target through accelerated efforts

Towards one operation



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.

CAPEX

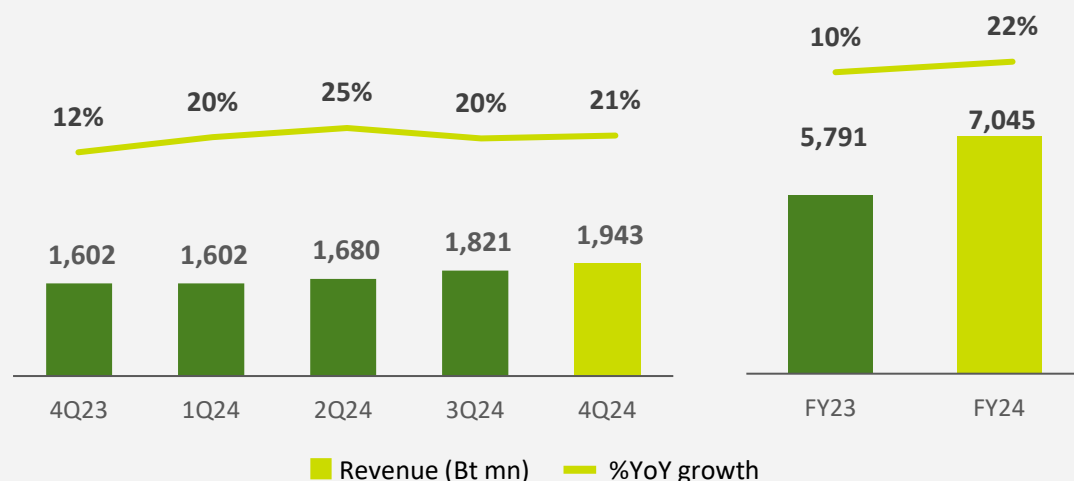
- Utilize 3BB wider network footprint

REVENUE

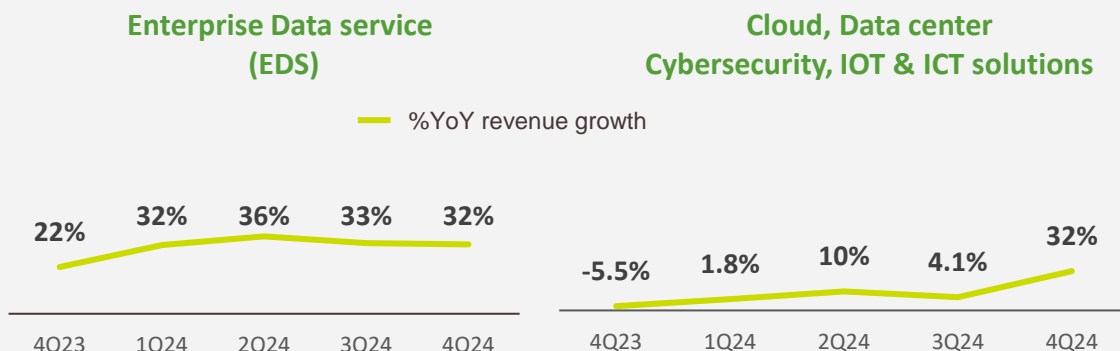
- Uplifted with higher value package
- Cross-sell AIS mobile
- Upsell content

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

Double digit revenue growth from EDS and TTTBB contributions

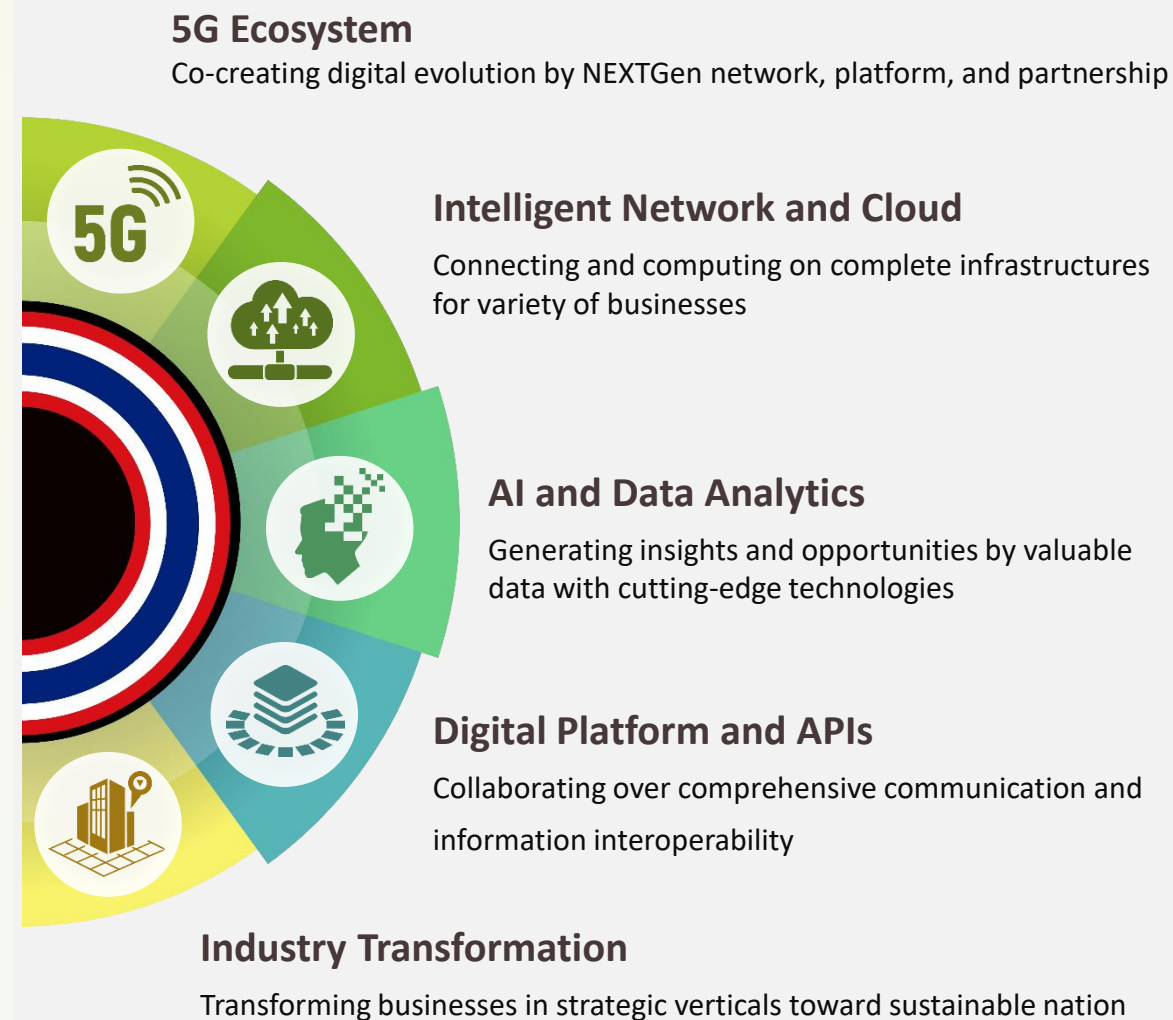


Revenue growth continued with digital transformation demand



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

Enterprise key strategic products



2025 STRATEGY



VISION

“To lead a sustainable Thai digital society through ecosystems and partnerships”

“ขับเคลื่อนสังคมไทย
สู่สังคมดิจิทัลอย่างยั่งยืน
ร่วมกับพันธมิตรทางธุรกิจ”

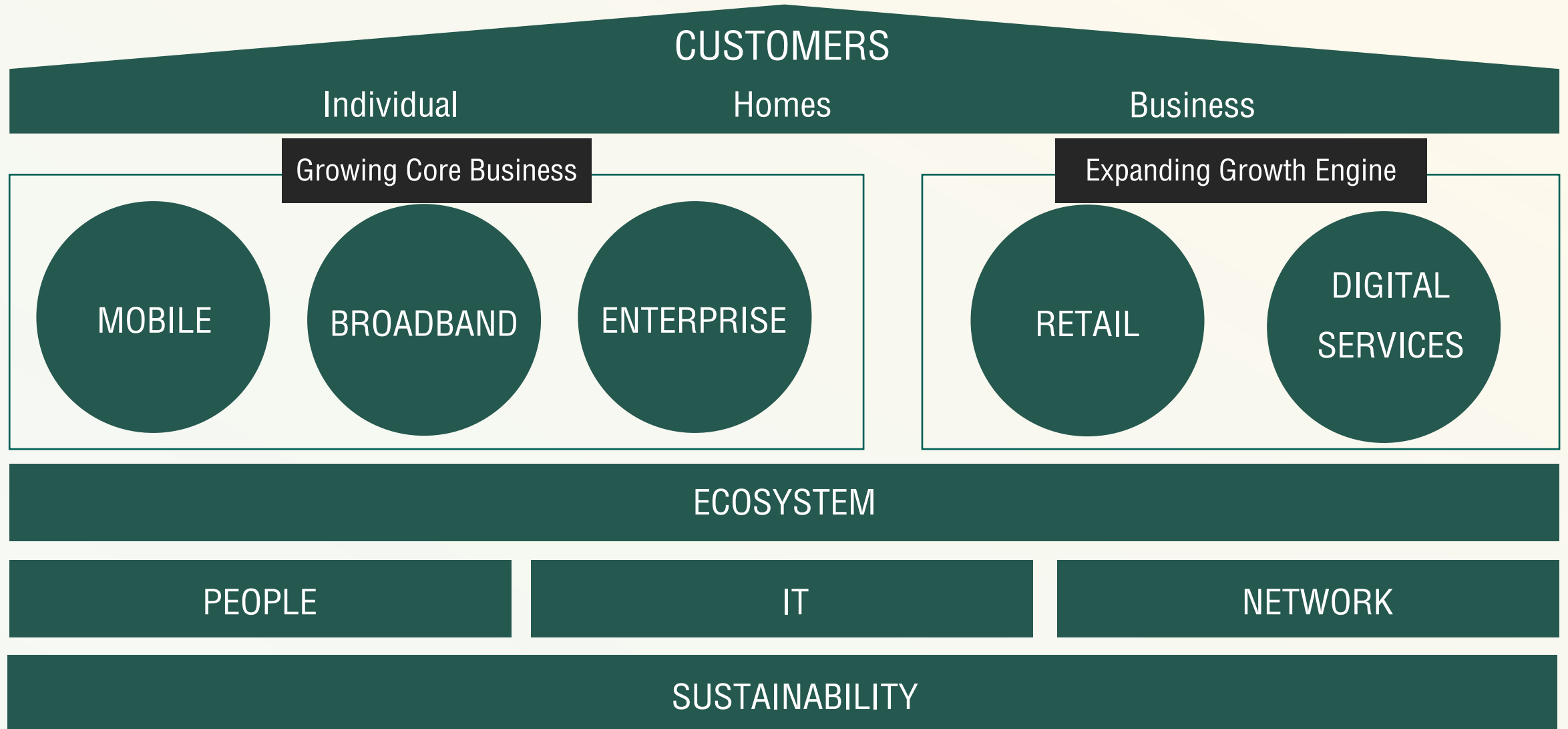
THE COGNITIVE TECH-CO

MISSION

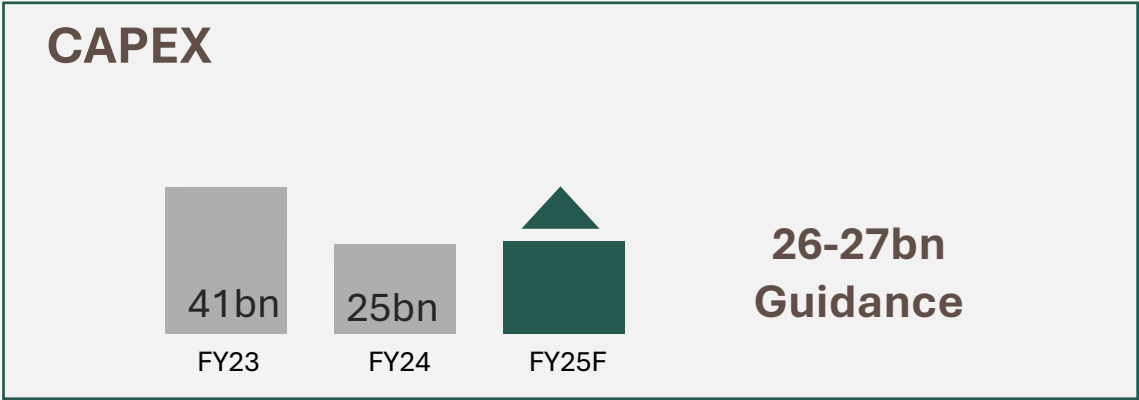
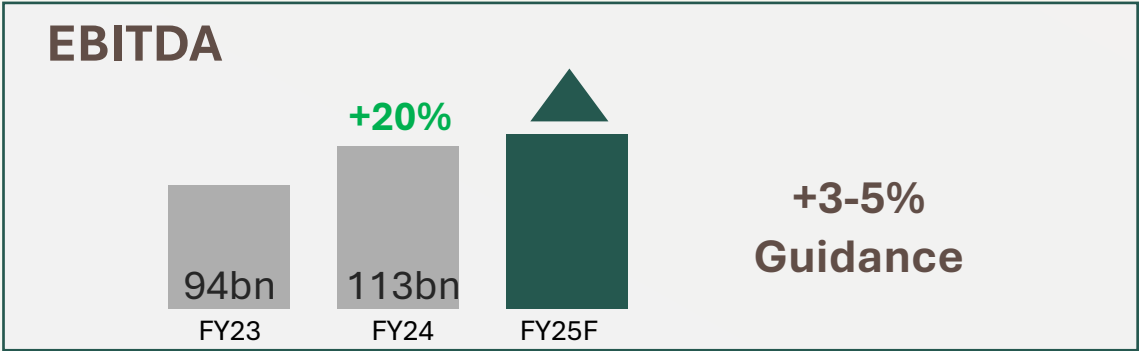
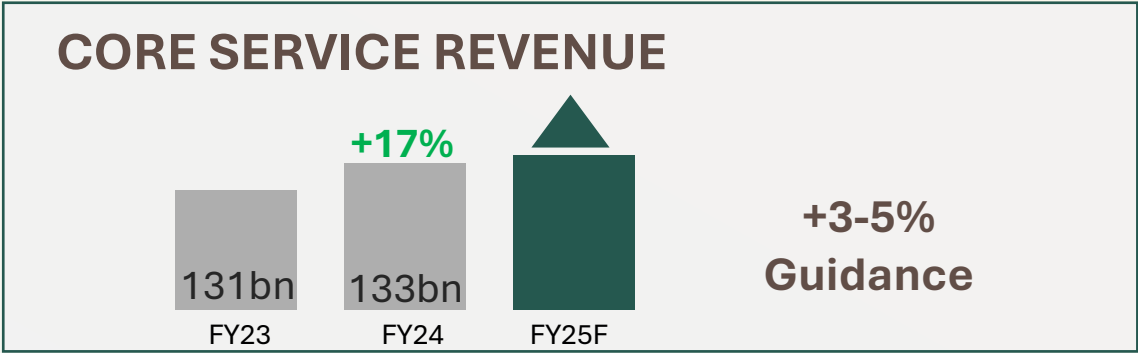
“Empowering lives and businesses with trusted connectivity, digital innovations, and exceptional experiences”

“เติมเต็มการใช้ชีวิตและธุรกิจด้วยความเชื่อมั่น
ในโครงข่ายดิจิทัลล้ำสมัยและ
ประสบการณ์เหนือระดับ”

COGNITIVE TECH-CO



2025 Financial Guidance



Growing with economic expansion and value focus

Driven by profitable revenue growth, device margin, and synergy from 3BB

Invest to ensure network quality leadership and modernization to uplift competitive edge



MOBILE: UPSELL & CROSS-SELL ON VALUE-ADDED SERVICES



PREPAID: Cross selling with OTT and Entertainment services

AIS 5G

On Top Package **Entertain MAX**
Best value for 3 famous apps
with the internet to watch hit series at a great price.

179 + 5GB net* Baht/Month**

279 + Unlimited net* Baht/Month**

*The data allowance is limited 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.

iQIYI GELBOYS

viu The Witch

WeTV Guardians of the Dafeng

Elevate your entertainment experience

Enjoy countless contents
with ad-free YouTube

Subscribe now
YouTube Premium

exclusively at only **139** Baht/month (first 3 months),
for AIS customers and 199 Baht/month afterwards.

Press ***656*9#**

Click

POSTPAID: Bundle high value service to capture digital behavior

All Premium Entertainment in One Package

5G MAX PLD Y ULTIMATE

Internet speed!
60 GB
80 GB
Unlimited internet

With calls to all networks

Monthly package start **1,299.- / month**

New AIS customer, switch to AIS or change from prepaid to postpaid

N max Disney+ hotstar iQIYI WeTV

The Best Package of the Year

PLD Y ULTIMATE

Get all the popular apps
in one package!

Only **999** Baht/month
(Normally 1,199 B. / Ex. VAT)

PRESS ***678*99#**

iQIYI Disney+ hotstar N max WeTV

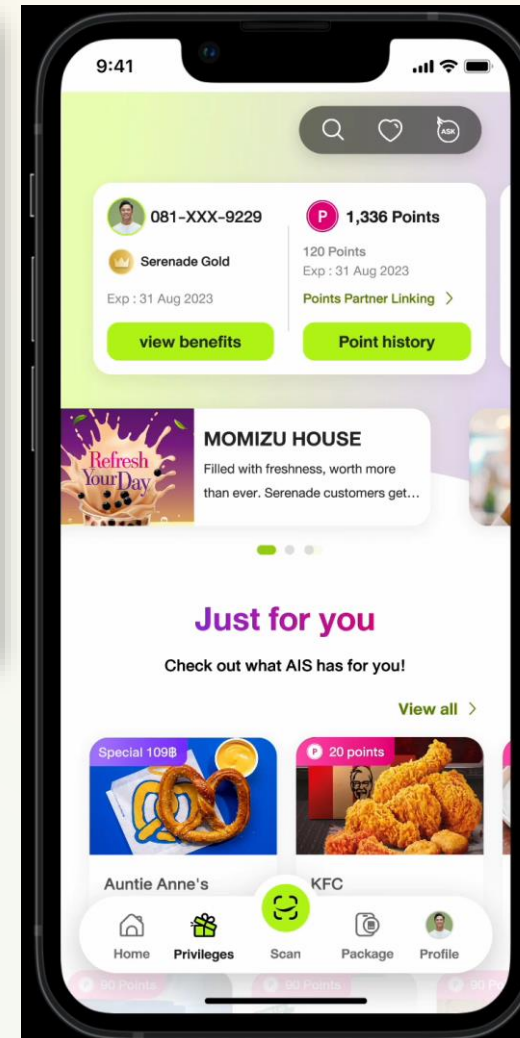


MOBILE: ENHANCE PERSONALIZED OFFERING WITH PLATFORM CAPABILITY



Personalized on top package: 5G network slicing

Enhanced touchpoint to offer personalize services



myAIS

All in one Application
for AIS Customer



UPSELL: targeted value-added services with higher value for customers



HOME FibreLAN
1Gbps Every Room
IIISV ทั่วประเทศ



AIS 3BB FIBRE3
SUPER FAST Internet
for Your Super Flow Lifestyle
Max Speed Start From
1Gbps 799 Baht/Month
*24 Month Contract
Unleash Your Life at Full Speed



SuperMESH WiFi PACKAGE
Start from
699 Baht/month
Speed start at
1 Gbps / 500 Mbps



NEW ENTERTAINMENT PACKAGE
Powerful home internet
Extensive **Content**
Internet package with ultimate entertainment
Start from
699 Baht/month
500 Mbps/500 Mbps

CROSS-SELL: Uplift Connectivity Experience

AIS Fibre MESH WiFi

Max speed internet in every area for a home happiness

- ✓ maximize your WiFi connectivity, filling in every area
- ✓ no more dead spots
- ✓ Easy wireless setup by AIS Fibre Team

+100 Baht/month/point



AIS FIBRE3 MESH WiFi

Change any dead zone To your favourite zone

- ✓ No more dead spots.
- ✓ Powerful WiFi signals in every corner.
- ✓ Easy wireless installation

1175

CROSS-SELL: Smart Home and Entertainment

Powered by
AIS 3BB
FIBRE3

#EverySoundMatters

An intelligent soundbar with the Android TV operating system. The world-class sound system and ultimate entertainment

max Ultimate **KARAOKE**



Dolby VISION Dolby ATMOS THX

350 Baht/month for 2 years

New! AIS PLAYBOX Add-on Package

+129 Baht /Month /Point*

Full of Ultimate Entertainment at

PLAY FAMILY + viU PREMIUM



3BB SPORTS 1 CN CARTOON NITO nicks nicks 29 Global Trek

5G Ecosystem for Business Transformation

Devices | Connectivity | Platforms | Ecosystem



5G Smart Green Mining



5G Smart Factory



5G Energy Management



5G Remote Forklift



5G MEC Interactive Live



5G Autonomous Drone



5G Smart Factory



5G Active Cockpit



5G Active Cockpit



5G Smart Terminal

Thailand 1st Commercial Dedicated 5G Private Network



Midea – 5G Connected Factory

- 5G Dedicated Private Network
- 5G AGV
- 5G AI Inspection / Operating Room
- 5G Robotic Arm

ENTERPRISE ALIGNMENT TOWARDS PROFITABILITY

KEY ENTERPRISE PRODUCTS AND SERVICES

5G Ecosystem



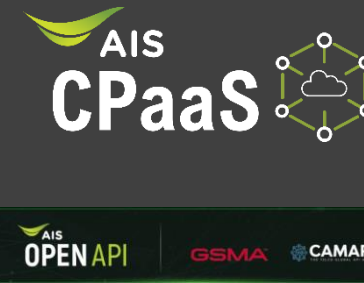
Intelligent Network & Cloud



AI and Data Analytics



Digital Platform & APIs



Industry Transformation



Manufacturing
Transportation & Logistics
Property & Retail
Public Sector
SME

CAPITAL ALLOCATION FOR SUSTAINABLE RETURN



Core Business Investment

- CAPEX < 15% of Revenue
 - Business Growth 85%
 - Modernization & Integration 15%
- Spectrum to maintain leadership



Digital Investments

- THB 3-5bn over 3 years
- Virtual Bank
- Data Center and Cloud business



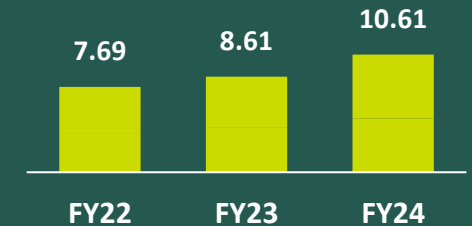
Strong Capital Structure

- Leverage below 2.5X
- Maintaining diversified debt portfolio focusing ESG and Retail



Shareholders' Return

- Growth in DPS from EPS Growth
- Sustainable Dividend Payout for 25 years



Efficient capital management and healthy leverage

Net Debt to EBITDA Ratio (x)

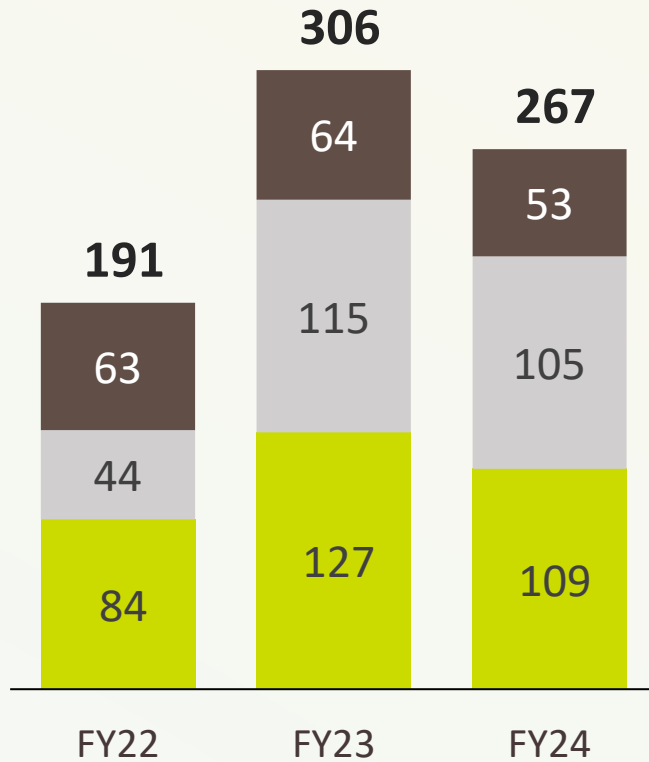


Total Debt

Spectrum Payable

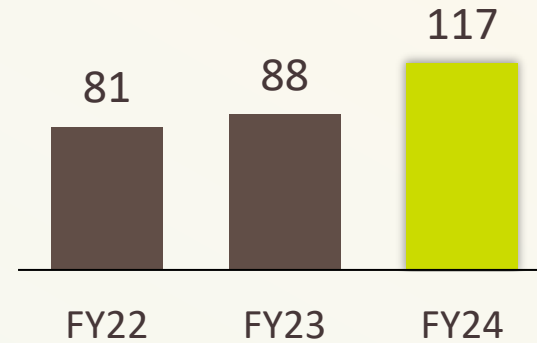
Lease Liability

Interest-Bearing Debt

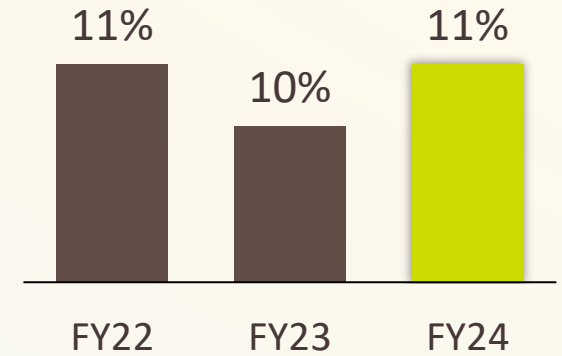


Debt Profile (bn)

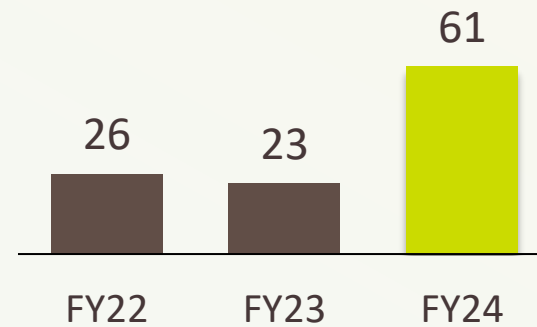
OCF (bn)



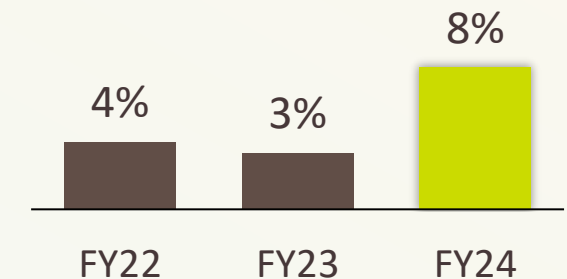
ROIC (%)



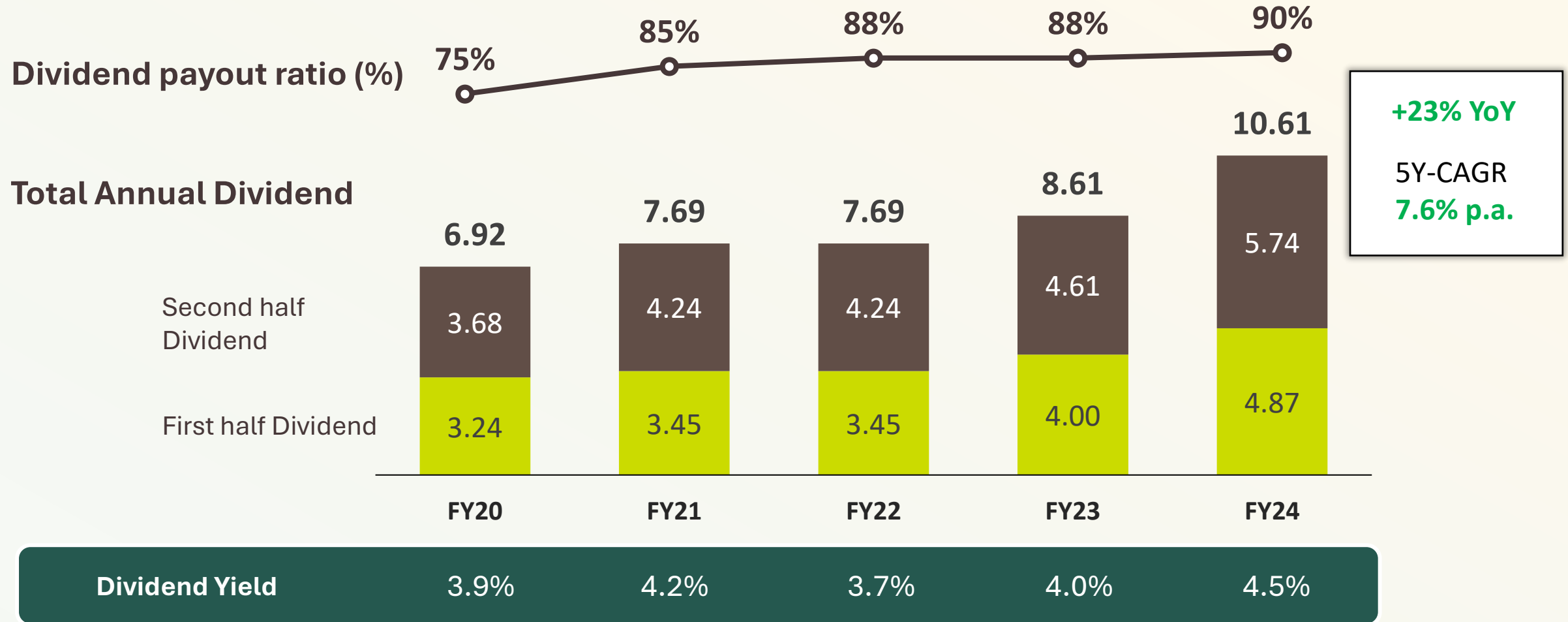
FCFF (bn)



FCF Yield (%)



Sustained and growing shareholder return



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

FIGHTING SCAM **PROTECTING** OUR CUSTOMER

NETWORK FIREWALL

REPORTING CHANNEL

IDENTITY VERIFICATION

DETECTING UNAUTHORIZED
EQUIPMENT



Proactive protection by
detecting suspicious
profile & usage



Fast and convenient customer
reporting system to screen and
block suspicious numbers



Comply with regulator on
personal identification



Observe abnormal network
disruption and collaborate with
cyber police to identify
scammer

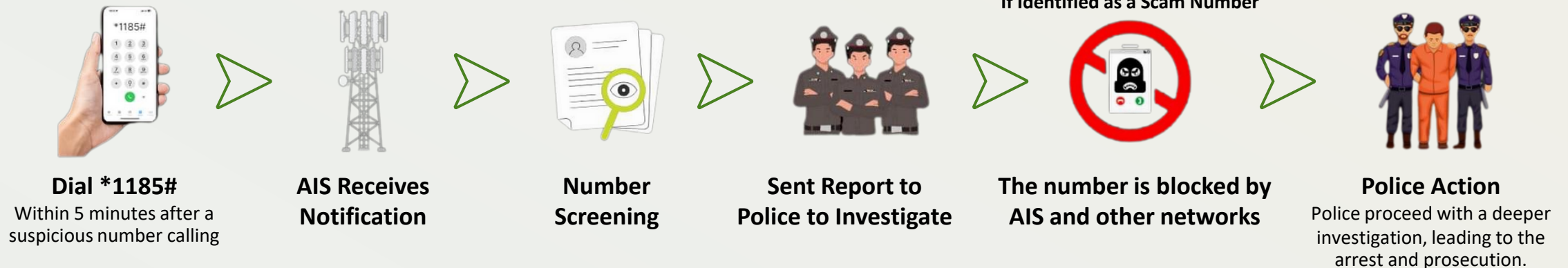
Sustainability Highlights: *1185# “Aunjai Report End of Scammer”



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.

If Identified as a Scam Number



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

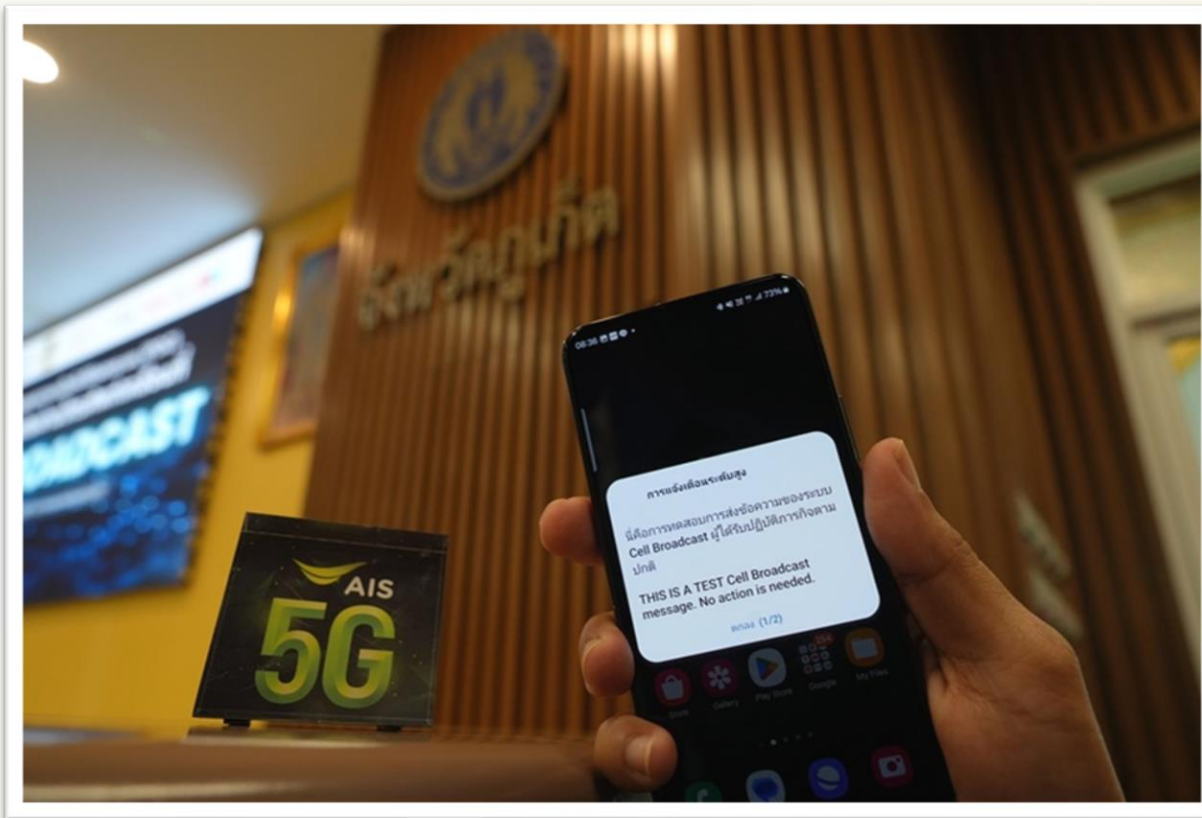


In 3Q24, AIS started green funding initiatives, including a Green Bond and Green Loan, aimed at supporting sustainability-related projects, such as the expansion of 5G network in upcountry areas.

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

Sustainability Highlights: Cell Broadcast Service

In 4Q24, AIS implemented a Cell Broadcast Service for emergency alerts. This tool enhances emergency response efficiency, positively impacting economic confidence, tourism, and national safety.



In 4Q24, AIS collaborated with National Broadcasting and Telecommunications Commission (NBTC) to implement a Cell Broadcast Service for emergency alerts. The system targets specific areas affected by crises, connecting with the government's command center.

For further detail regarding Cell Broadcast Service please visit : investor.ais.co.th/cell_broadcast

Driving Long-term Sustainable Business Operation



2024 SUSTAINABILITY HIGHLIGHTS



DRIVE DIGITAL ECONOMY

Digital Product & Services

3.8% of revenue generated from new digital service

Cybersec & Data Privacy



CSA STAR
Certification in
personal data
protection standard

Enhancing cybersecurity
system with the

Zero-trust Model



Digital Skills

AIS Academy provides training
digital knowledge assessments
for **61% of Employees**

PROMOTE DIGITAL INCLUSION

Social inclusion

Improving the socio-economic
Condition **3.46 M People**

Expanded 5G coverage
More than 95% population

Digital wellness

AUNJAI CYBER
enhancing digital skill
for **403,700 People**



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

ACT ON CLIMATE

Emission

Reducing GHG emission
by **42,108 tCO₂e**



Installed and used alternative
energy at **13,414 Sites**

Waste

Transforming operation into
Hub of E-Waste

With collaboration

235 organizations

Expanding drop point to **2,700
locations nationwide**



1

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

Digital Products and Services

Drive digital services for both consumers & enterprises



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



2024 Progress

3.8% of revenue generated from new digital services

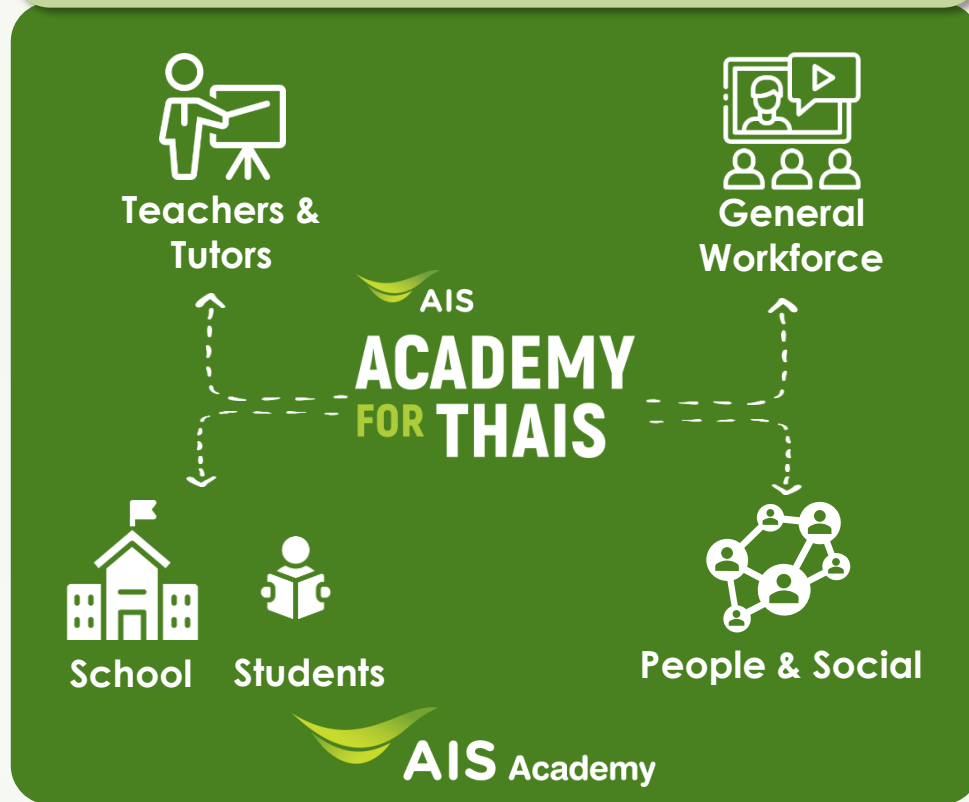
Assessed risks and monitored performance of third-party service providers with access to the Company's critical data and computer system

AIS Academy provides training to enhance the digital skills and capabilities of employees, covering of 61%

Promote Digital Inclusion: Build inclusive and responsible digital access

Social inclusion

Enriching Thai people's knowledge of total 3.46 million people in 2024



Digital wellness

Empower digital citizenship by providing digital solutions and tools in total 0.79 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



Waste Management

Promote proper waste disposal



Waste separation at office building



Expanding collaboration with public and private sector partners to strengthen its role as HUB of E-Waste



Raising awareness



Non-recyclable E-waste from network operation

0%

E-waste collected from customers

163,396* pcs.

Accumulated >760,000 pcs.

An Affirmation of Our Determination Towards Sustainable Business

Global Level



FTSE 4 Good Index Series 10th Consecutive Years



FTSE4Good

In 2024, AIS received a rating of AA in the MSCI ESG Rating Assessment



In 2024, AIS received an ESG Risk Rating from Sustainalytics. Copyright ©2024 Sustainalytics. All rights reserved.



Winner of WSIS Prizes 2024 in the category of Action Lines C7 E-Environment by ITU and UNDP



- 3 Global Awards from HR Asia 2024
- Best Companies to Work for in Asia 2024
 - HR Asia DEI Award
 - HR Asia Sustainable Workplace Award

National Level



ESG rating of AA or 89 out of 100 points from the Stock Exchange of Thailand



ESG100 for 10th consecutive years by Thaipat Institute



“Excellence”, based on Corporate Governance Report of Thai Listed Companies by Thai Institute of Directors Association



AIS received Creative Social Impact in Creativity Equality Award from Creative Economy Agency (Public Organization)



AIS received the Gold-Level Recognition for the Zero Workplace Accident Campaign from the Institute for Occupational Safety, Health, and Work Environment Promotion (Public Organization)

Disclosure Standards



Global Reporting Initiative



Sustainability Accounting Standards Board



Carbon Disclosure Project



Task Force on Climate-Related Financial Disclosures

Appendix



Financial Highlights

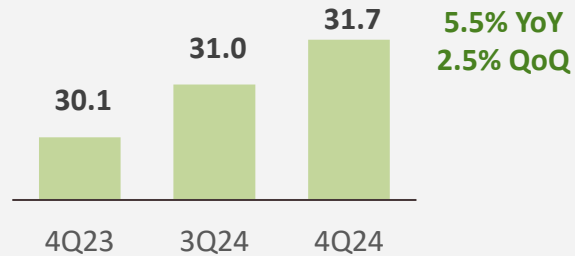
Bt mn	4Q23	3Q24	4Q24	%YoY	%QoQ	FY23	FY24	%YoY
Mobile revenue	30,065	30,962	31,726	5.5%	2.5%	118,130	123,803	4.8%
FBB revenue	5,033	7,437	7,602	51%	2.2%	13,621	29,441	116%
Other revenues	1,957	2,399	2,571	31%	7.1%	6,819	9,120	34%
Core service revenue	37,055	40,799	41,898	13%	2.7%	138,569	162,363	17%
IC and NT partnership	3,371	3,177	3,351	-0.6%	5.5%	13,352	13,130	-1.7%
Service revenue	40,426	43,977	45,250	12%	2.9%	151,921	175,493	16%
SIM and device sales	10,892	8,232	11,486	5.5%	40%	36,952	38,076	3.0%
Total revenue	51,318	52,209	56,736	11%	8.7%	188,873	213,569	13%
Cost of service	23,036	24,849	24,800	7.7%	-0.2%	89,110	99,434	12%
SG&A	7,438	7,365	7,962	7.0%	8.1%	22,978	27,791	21%
EBITDA	24,233	28,058	28,958	20%	3.2%	94,404	113,243	20%
EBIT	10,205	12,221	13,176	29%	7.8%	40,508	50,384	24%
NPAT	7,003	8,788	9,259	32%	5.4%	29,086	35,075	21%
Sales margin	2.3%	5.6%	6.0%			1.8%	5.6%	
EBITDA margin	47.2%	53.7%	51.0%			50.0%	53.0%	
Operative profit margin	19.9%	23.4%	23.2%			21.4%	23.6%	
NPAT margin	13.6%	16.8%	16.3%			15.4%	16.4%	

*EBITDA definition is revised to include other income, finance income, and share of profit. Hence, the previous reported numbers have been restated with the new definition.

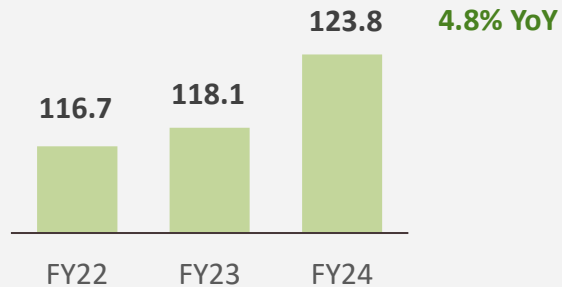
4Q24 & FY24 Revenue Breakdown

Mobile Revenue

(Bt bn)



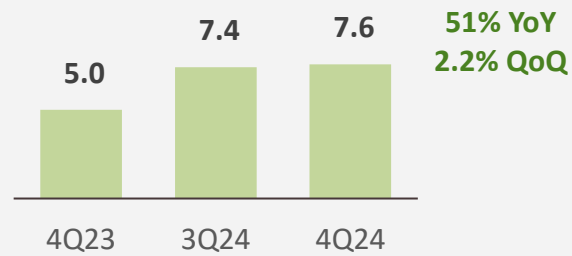
- Continued growth momentum, aligned with data demand and recovery in the tourist segment both inbound and outbound.



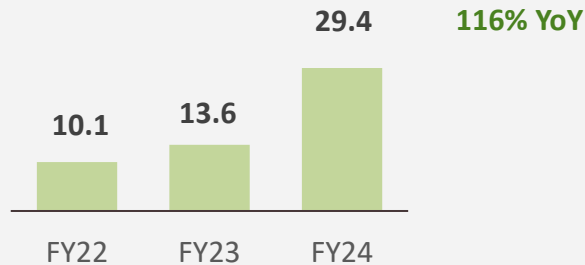
- Increasing by 4.8% YoY driven by ARPU improvements through cross-selling and upselling value-added services, boosted by higher domestic and international tourism.

Fixed broadband Revenue

(Bt bn)



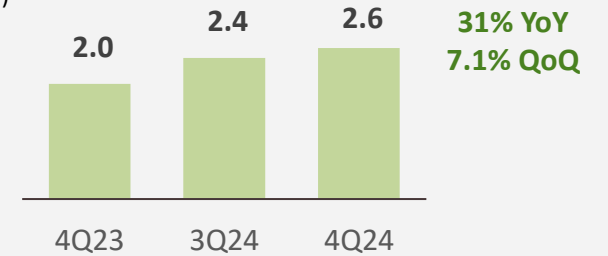
- Consolidation of TTTBB's revenue.
- Continued expanding high-quality subscriber base and higher ARPU from new subscribers.



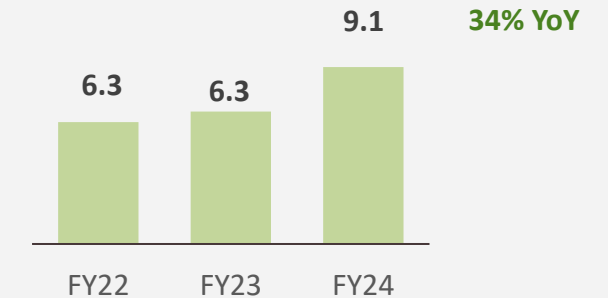
- Increasing 116% YoY from the consolidation of TTTBB revenue, organic growth through upselling higher-value services to existing subscribers and acquiring new subscribers with higher ARPU via bundled packages.

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.

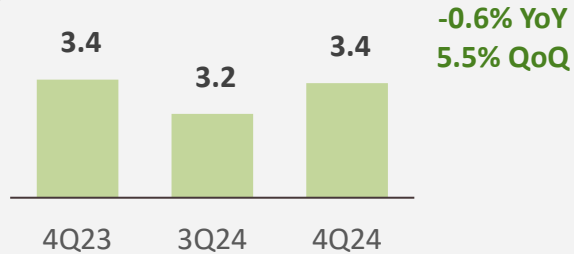


- Increasing 34% YoY led by core connectivity services, including enterprise data services (EDS) and cloud products, along with TTTBB revenue consolidation. Other revenue increased due to a roaming agreement with NT.

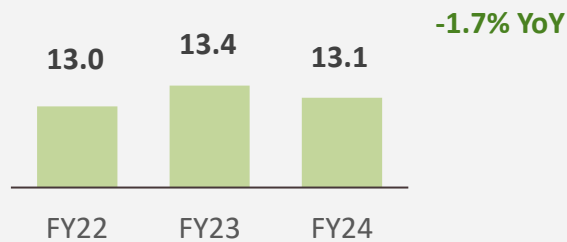
4Q24 & FY24 Revenue Breakdown

IC and NT Partnership

(Bt bn)



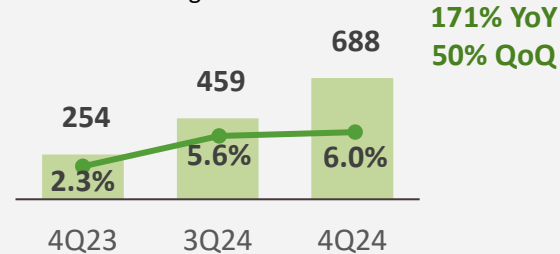
- Higher NT partnership revenue due to higher network traffic with NT.



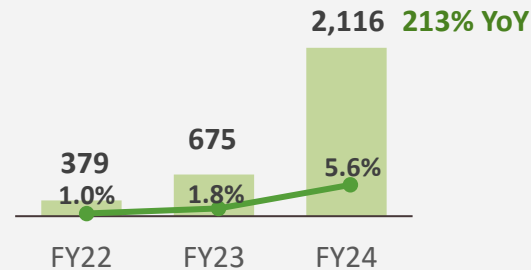
- Decreasing -1.7% YoY due to lower interconnection rate and lower network traffic with NT.

Net Sales & Margin

(Bt mn) — % Sale margin



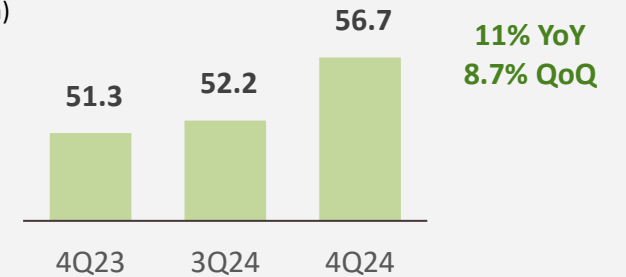
- Continued growth momentum due to government stimulus and the new iPhone16 launch.



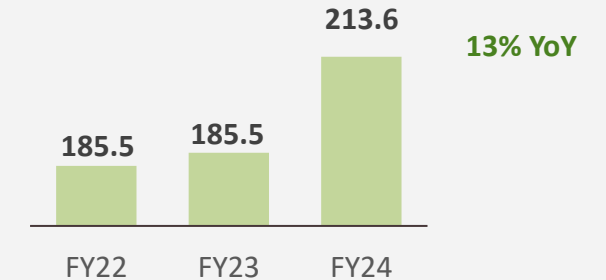
- Increasing 213% YoY with sales margin significantly increased from 1.8% in FY23 to 5.6% in FY24 due to handset subsidy optimization.

Total Revenue

(Bt bn)



- Revenue growth in all core business with TTTBB consolidation and higher device sales.

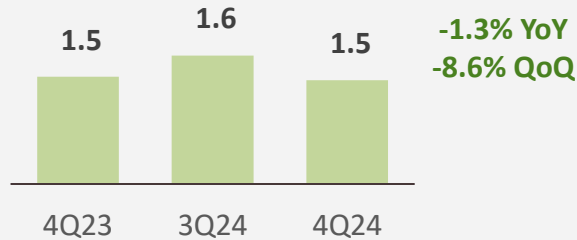


- Increasing 13% YoY due to the consolidation of TTTBB's revenue, continued growth of mobile and FBB businesses, along with higher device sales revenue.

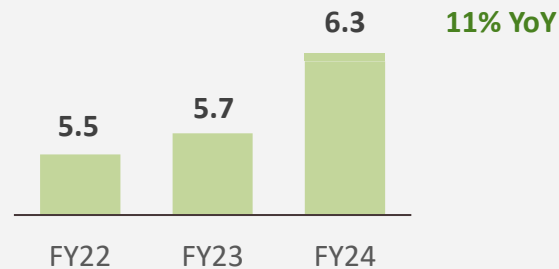
4Q24 & FY24 Cost and Expense Breakdown

Regulatory

(Bt bn)



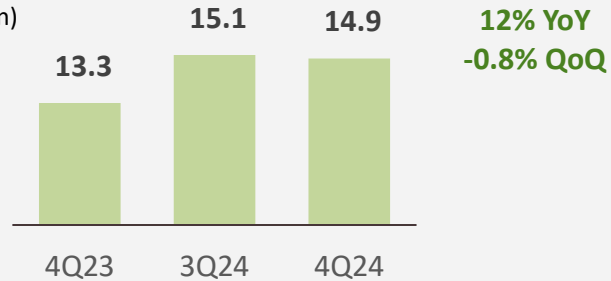
- Decreasing QoQ due to deduction fees from USO projects.
- The regulatory fee as a percentage of core service revenue was at 3.6%.



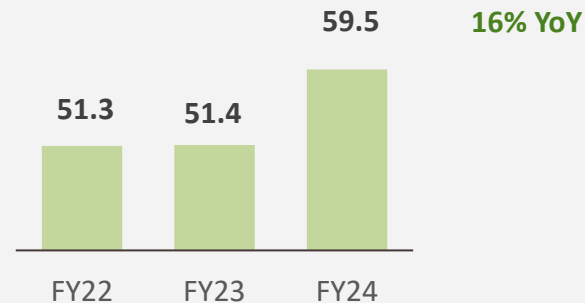
- Increasing 10% YoY, in line with an increase in core service revenue. The regulatory fee as a percentage of core service revenue was 3.9%.

Depreciation & Amortization

(Bt bn)



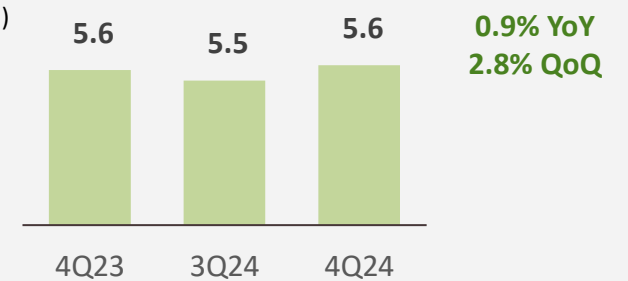
- Growth YoY due to consolidation of right-of-use assets from TTTBB's acquisition.
- Decreasing -0.8% QoQ from lower right-of-use asset.



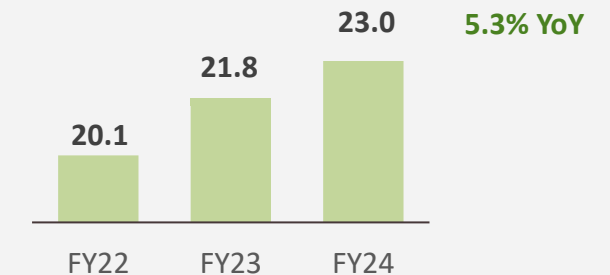
- Increasing 16% YoY due to consolidation of right-of-use assets from TTTBB's acquisition, ongoing 5G network expansion, and acquisition of 700MHz from NT.

Network OPEX and NT partnership

(Bt bn)



- Increasing 0.9% YoY due to higher utility cost offset by lower cost of NT partnership

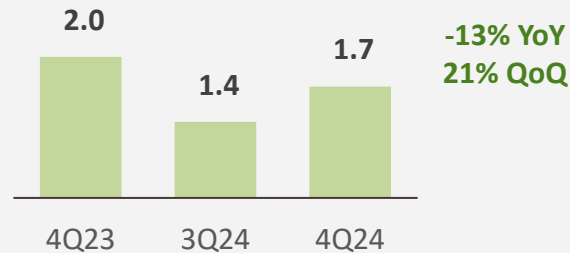


- Increasing 5.3% YoY from TTTBB associated costs offset with cost efficiency measures.

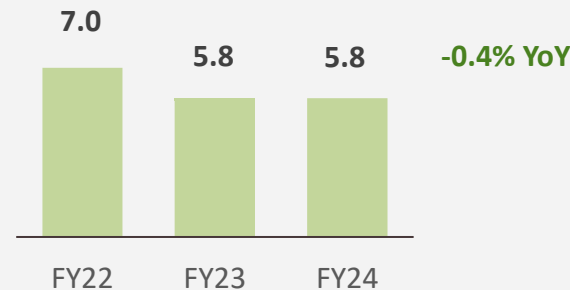
4Q24 & FY24 Cost and Expense Breakdown

Marketing expense

(Bt bn)



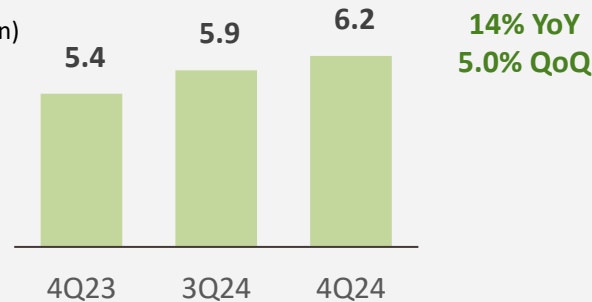
- Increased by 21% QoQ driven by seasonal marketing efforts.
- The marketing expense was at 3.1% of total revenue.



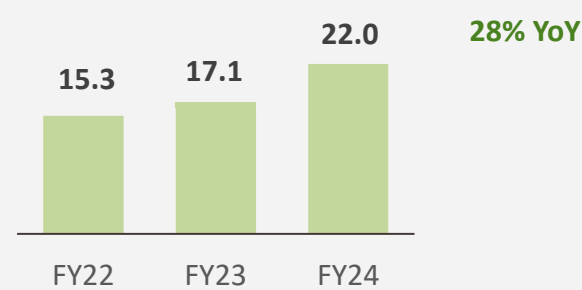
- In absolute term, decreasing -0.4% YoY from continuous cost optimization. The marketing expense was at 2.7% of total revenue, lower from FY23 at 3.1%.

Admin & Others

(Bt bn)



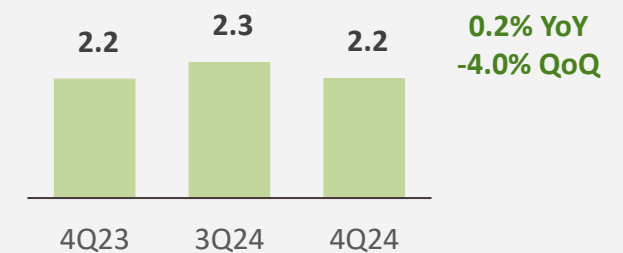
- Increased by 5.0% QoQ due to 1bn provision for obsolete equipment, offset by lower staff costs.
- The provision for bad debts as a percentage of postpaid and broadband revenue was at 1.7%.



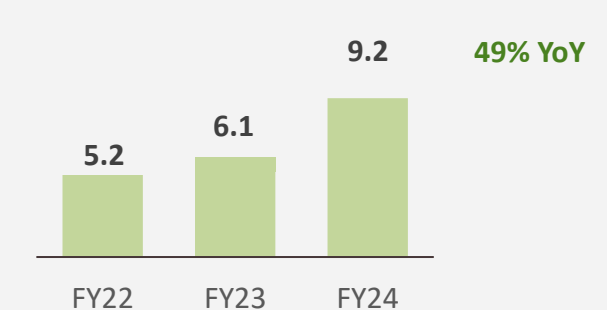
- Increasing 28% YoY due to increased performance-based staff cost, impact from TTTBB consolidation and provision for obsolete asset.

Finance cost

(Bt bn)



- Decreased by 4.0% QoQ following partial debt repayment and a reduction in the average cost of borrowing in line with the downward trend in interest rates.

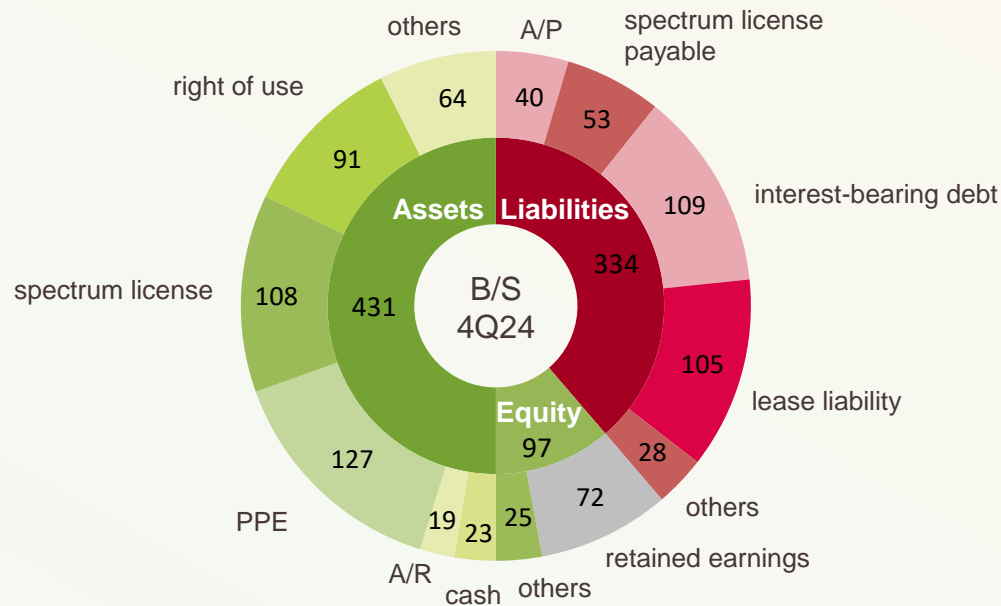


- Increasing 49% YoY, due to higher interest from TTTBB acquisition loan and deferred interest from 3BBIF right-of-use asset.
- The average cost of borrowing was at 3.2% in FY24.

Healthy balance sheet and cash flow to support investment

Balance Sheet

(Bt bn)



(FY24 ratios)

0.8x

Net debt to EBITDA

2.2x

Net debt to EBITDA
incl. lease liabilities & spectrum

1.1x

Interest bearing debt
to Equity

0.5x

Current ratio

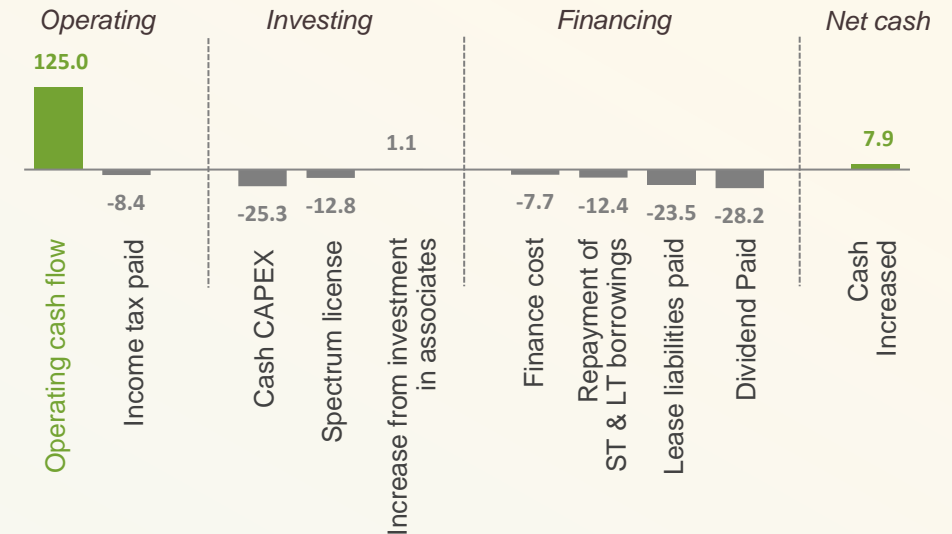
37%

Return on Equity

FY24 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 Bt55.1bn with high ability to provide returns to shareholder.

Average finance costs for FY24 = 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)
 - S&P: BBB+, outlook stable



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.