



Symphony

Communication Public Company Limited

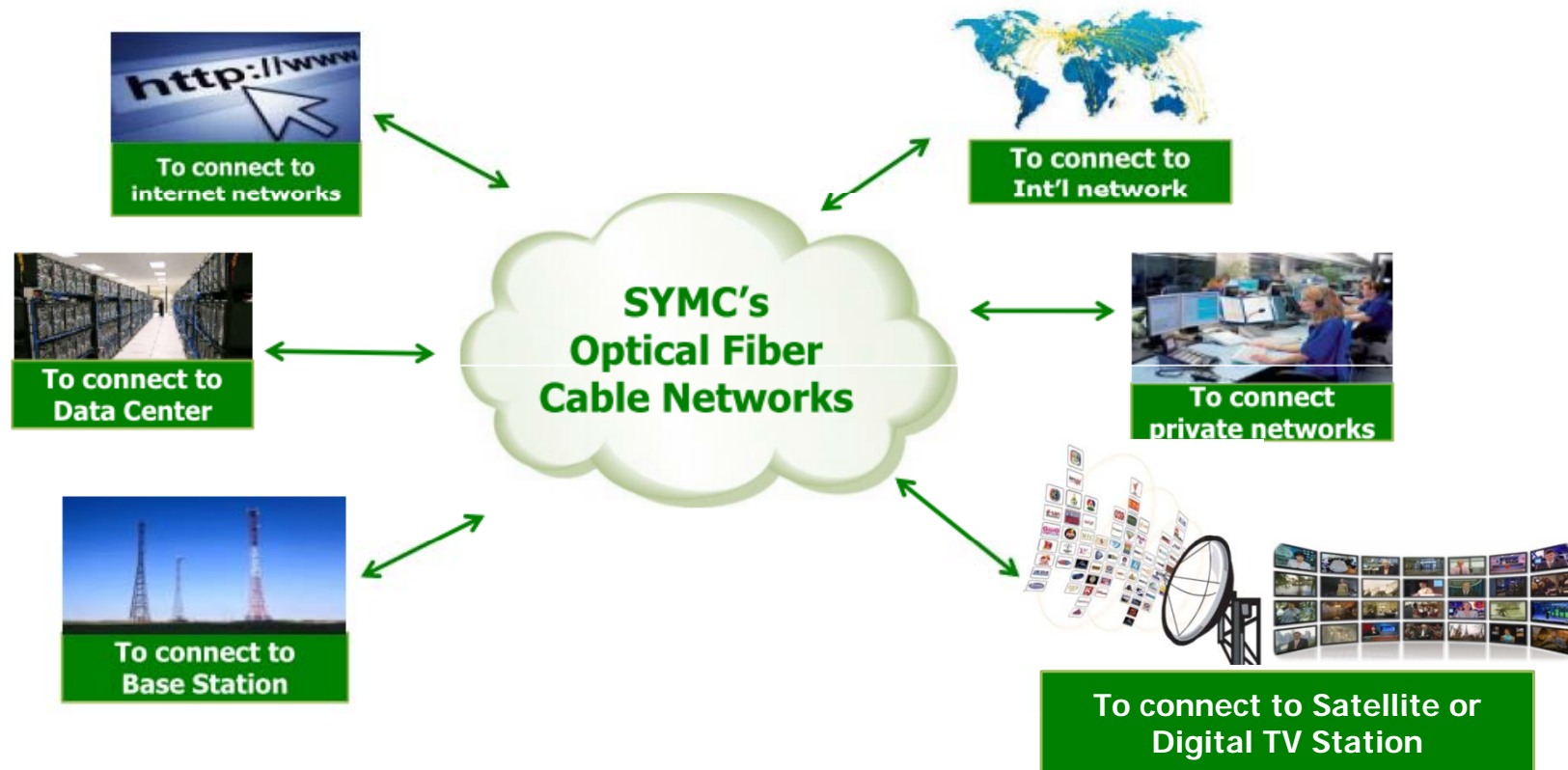
Symphony Communication Plc.
*The Neutral Premium International
Telecom Network Provider*

Thailand Focus 2012, Bangkok
August 29-31, 2012

*Excellent
Experience*

Our Business :

“Neutral Premium International Telecom Network Provider”



“Optical Fiber Cable Network is INFRASTRUCTURE of all kinds of telecommunications & Digital Broadcast Service”



Example of Symphony's Business Partners & Customers

Internet Access						
Digital Broadcast						
Private Network						
International Carrier, IPLC						
Data Center Access Network						
Mobile Operator						



Reference

Customers



SUMITOMO MITSUI BANKING CORPORATION



JPMORGAN CHASE & Co.



CREDIT SUISSE



BNP PARIBAS



Bank of Tokyo-Mitsubishi UFJ



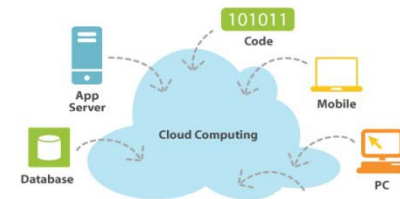
NOMURA



Growth Prospect

Growth
Prospect

- ✓ **Wider coverage : we are expanding**
 - International Leased Circuit
 - Private Network
- ✓ **Increasing demand for connectivity**
 - Higher bandwidth need
 - Data Center, Cloud Computing
 - Data usage booming



- ✓ **Upside for : Digital TV, 3G**

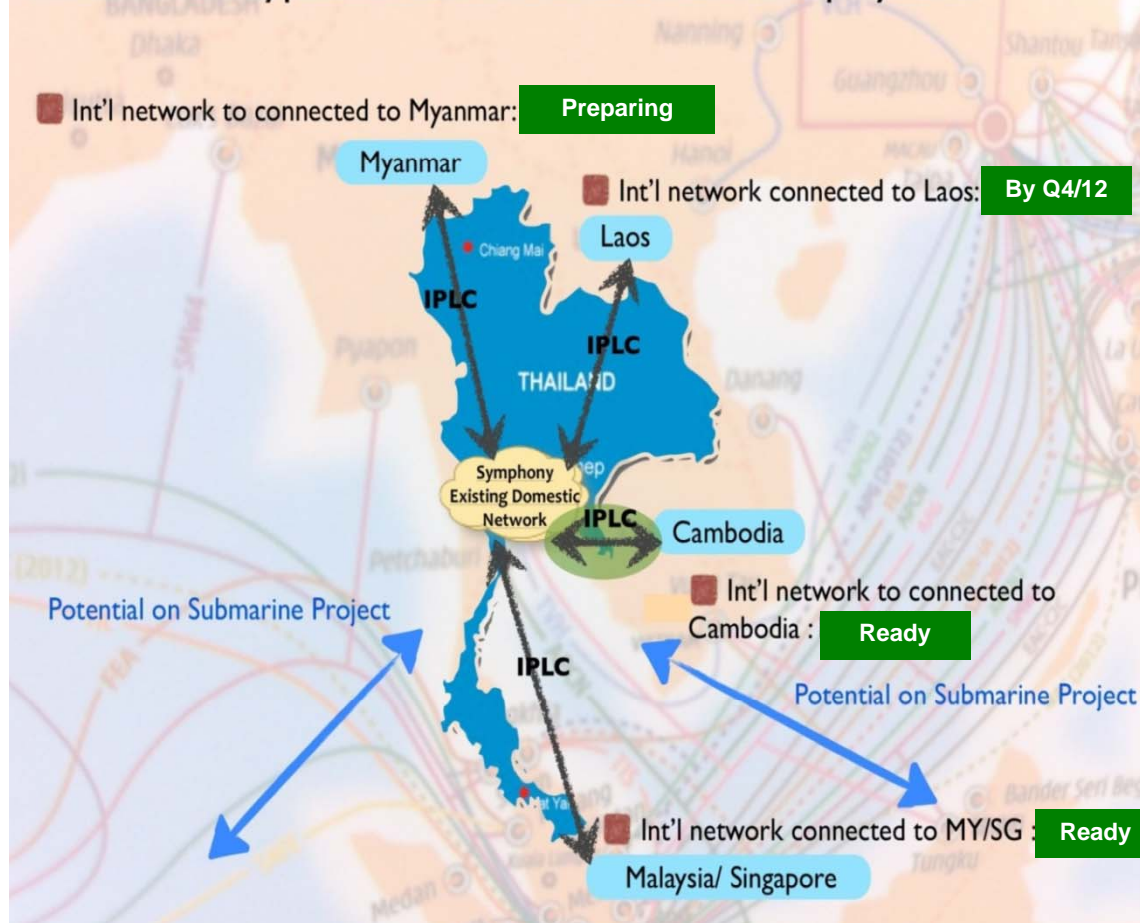


- ✓ **Emerging demand from regional trade & investment**
 - Development of AEC in 2015
 - Great Mekong Sub-region



IPLC Service Launch

IPLC License Type 3 - International Network Deployment



Business Opportunities

- To serve emerging demand from the development of regional trade and investment
 - AEC
 - Great Mekong Sub-region Corridors
- To serve growing telecom markets
- No market incumbent

Progress

- Connection to Cambodia
 - Service launched since Apr 12
- Connection to Malaysia
 - Service launched since May 12
- Connection to Lao
 - To be ready for service by Q4/12
- Connection to Myanmar
 - Preparing

Go Digital Thailand

The Development of Digital TV

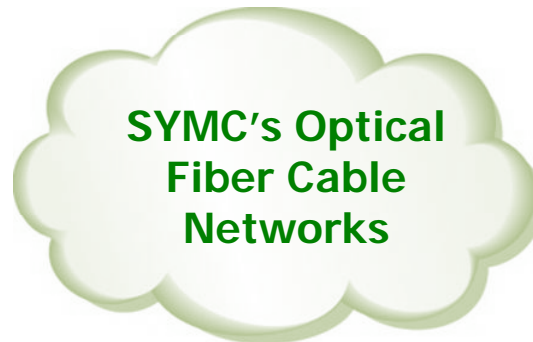
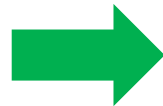


NBTC's Plan to switch from Analog to Digital

- Oct 2012 Ready to grant Digital TV license for public use
- 2013 Ready to grant Digital TV license for commercial use
- 2015 Start to switch-off Analog Broadcasting

Business
Opportunity

Content Providers



Digital TV Station

The increase in Number of Content Providers / Broadcasting Channels / TV programs will drive demand of communication connectivity between content providers and Digital TV stations



Vision and Mission

Vision

"With Innovation, Competency, Integrity and Happiness of our People, Symphony's heart is always strong and lively"

Mission

"To provide the Neutral and High-Reliable Telecommunication and Information Technology Infrastructure Service to local and international market with fairness, efficiency, integrity and ethic of our happy people. We will grow with our customers and create sustainable returns to stakeholders."

Our Recognition & CG

- ❑ Nominated to be among the finalists of MEF's Asia Pacific Service Provider of the year for four consecutive years



- ❑ Rated **"Very Good"** Corporate Governance Rating by IOD and SET



- ❑ Rated **"Excellent"** Annual General Meeting of Shareholders by Thai Investor Association

Our Proven Track Record

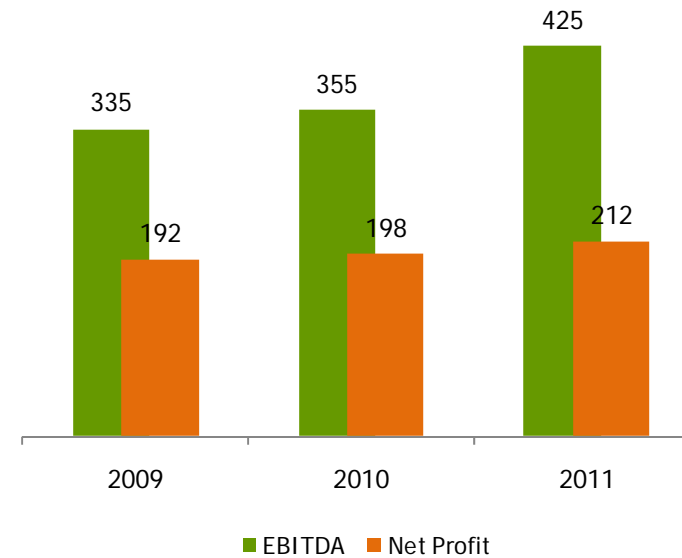
Unit : Million Baht

Strong Revenue Growth



- ✓ Increasing demand
- ✓ Expanding Coverage
- ✓ Penetrating new markets

Strong Margin

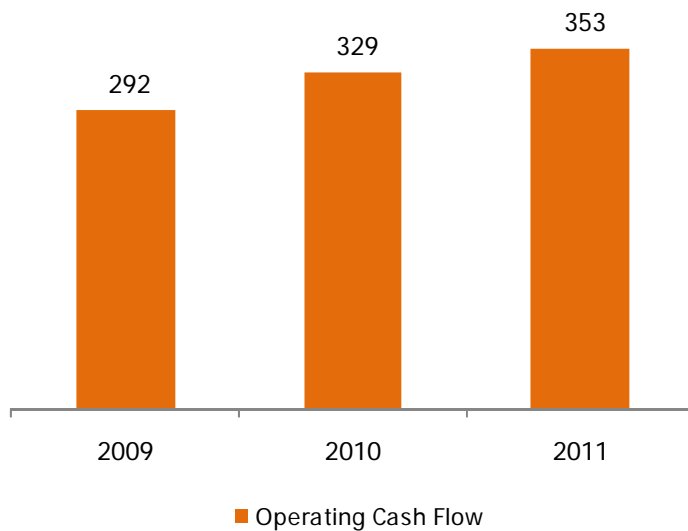


- ✓ Efficient asset utilization
- ✓ Right investment decision
- ✓ Cost control

Strong Financial

Unit : Million Baht

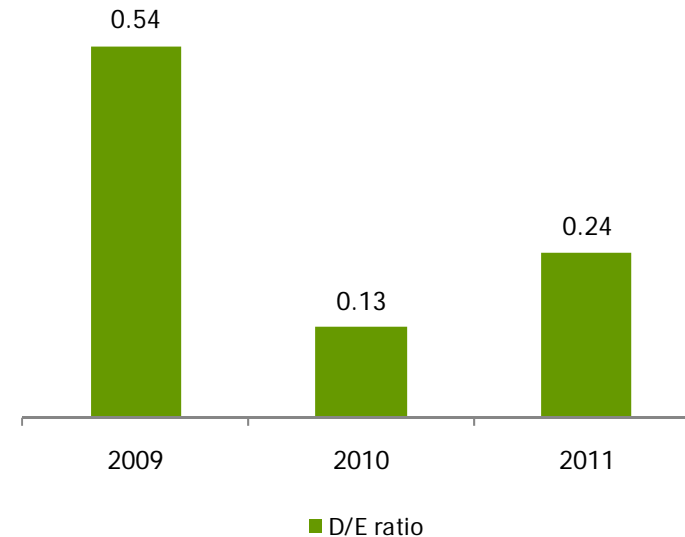
Strong Operating Cash Flow



- ✓ Service fee billed monthly
- ✓ Recurring revenue

Unit : times

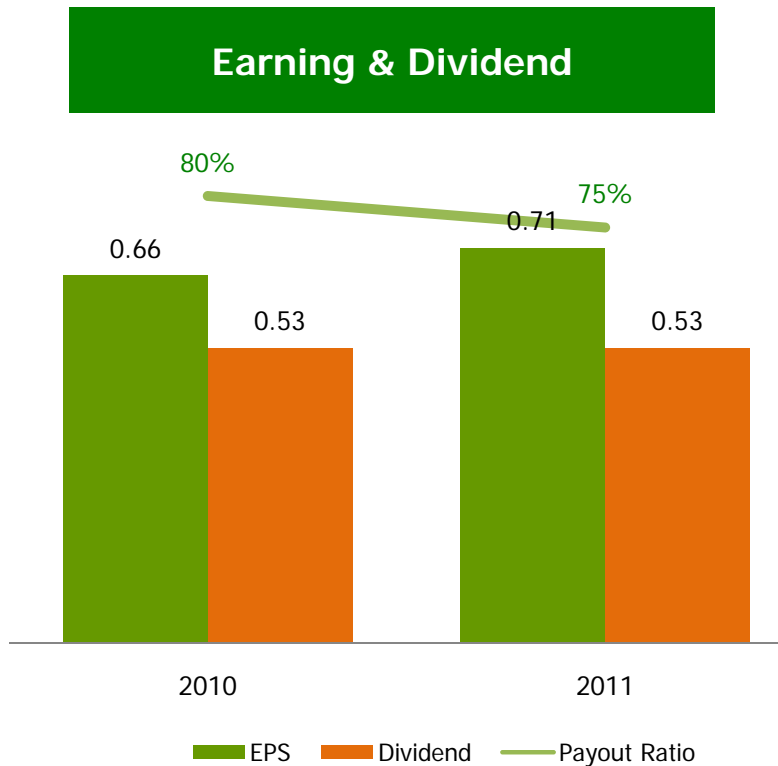
Strong Balance Sheet



- ✓ Low gearing
- ✓ Most of liabilities are non-interest bearing

Dividend History

Unit : Baht/share



Note : 1H12 interim dividend at 0.15 Baht/share paid on 5 September 2012

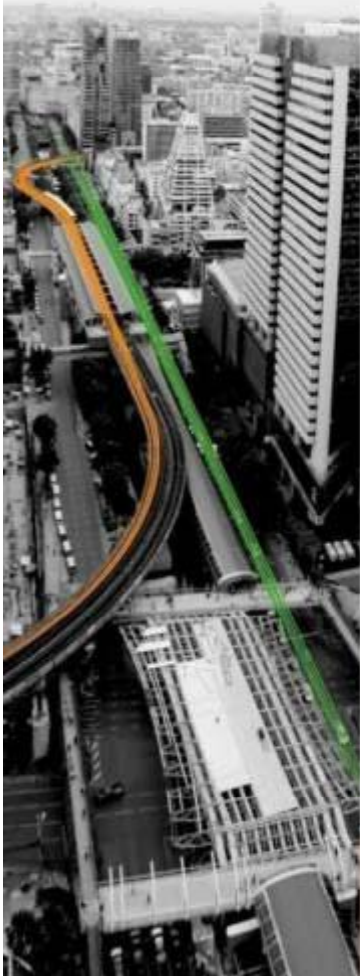
Dividend Policy

- Payout at least 40% of net profit after deducting of all reserves
- Based on the Company performance business plan, liquidity and other necessity





*Excellent
Experience*



Thank You

Symphony Communication Plc.

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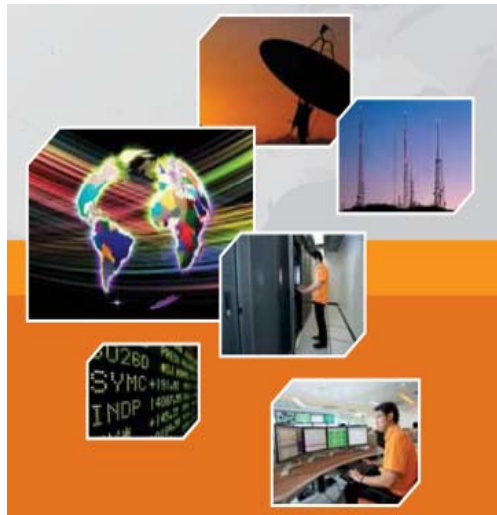
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Appendix

Unit : Million Baht / % change	2Q2012	1Q2012	2Q2011	Change % QoQ	Change % YoY	1H2012	1H2011	Change % YoY
Revenue								
Lease line service income	188.43	186.48	161.42	1.0%	16.7%	374.91	314.14	19.3%
Revenue from sales of network equipment	1.86	1.76	1.05	6.0%	77.1%	3.62	3.10	16.6%
Management and maintenance income -network	8.06	7.87	7.50	2.4%	7.5%	15.93	15.00	6.2%
Other Income	2.77	3.69	3.24	-25.0%	-14.6%	6.46	6.52	-0.9%
Total Revenue	201.12	199.80	173.21	0.7%	16.1%	400.92	338.76	18.3%
Expenses								
Cost of services and sales	75.24	74.08	57.00	1.6%	32.0%	149.32	109.93	35.8%
Gross Profit	123.11	122.03	112.97	0.9%	9.0%	245.14	222.31	10.3%
<i>Gross Profit Margin</i>	<i>62.1%</i>	<i>62.2%</i>	<i>66.5%</i>			<i>62.1%</i>	<i>66.9%</i>	
Service expenses	8.68	10.22	5.86	-15.1%	48.0%	18.90	12.97	45.8%
Administrative expenses	34.01	34.22	30.54	-0.6%	11.4%	68.23	58.40	16.8%
EBIT	83.18	81.28	79.81	2.3%	4.2%	164.46	157.47	4.4%
Depreciation & Amortization	41.56	38.17	27.82	8.9%	49.4%	79.73	52.50	51.9%
EBITDA	124.74	119.45	107.63	4.4%	15.9%	244.19	209.96	16.3%
<i>EBITDA Margin</i>	<i>62.0%</i>	<i>59.8%</i>	<i>62.1%</i>			<i>61.9%</i>	<i>63.2%</i>	
Finance cost	0.08	0.06	0.06	38.3%	39.4%	0.13	0.08	59.2%
Income before tax	83.10	81.22	79.75	2.3%	4.2%	164.33	157.38	4.4%
Corporate Income Tax	19.14	19.34	24.12	-1.0%	-20.7%	38.47	47.60	-19.2%
Net Income	63.96	61.88	55.63	3.4%	15.0%	125.86	109.78	14.6%
<i>Net Profit Margin</i>	<i>31.8%</i>	<i>31.0%</i>	<i>32.1%</i>			<i>31.4%</i>	<i>32.4%</i>	
Unit : Million Baht / % change								
	2Q2012	1Q2012	2Q2011	Change % QoQ	Change % YoY	1H2012	1H2011	Change % YoY
Access Network	16.95	19.31	18.65	-12.3%	-9.1%	36.26	34.82	4.1%
Broadcast	16.74	14.00	6.47	19.6%	158.5%	30.74	10.55	191.3%
International Leased Circuit	18.12	20.00	17.50	-9.4%	3.6%	38.13	35.41	7.7%
Internet Access	91.86	90.49	86.68	1.5%	6.0%	182.35	168.40	8.3%
Private Network	41.57	37.24	29.12	11.6%	42.8%	78.81	59.19	33.2%
Others	3.19	5.44	3.00	-41.3%	6.4%	8.63	5.76	49.8%
Grand Total	188.43	186.48	161.42	1.0%	16.7%	374.91	314.14	19.3%

Company Profile



Symphony Communication Public Company Limited (**SYMC TB**) is Thailand's neutral premium telecom network service provider, licensed by Thailand's National Broadcasting and Telecommunications Commission (NBTC). SYMC is the first licensee of the Telecommunication Network Service Type II with the license period of 15 years (2006-2021).

With its determination to become leading international telecom network service provider, in 2011, SYMC obtained new telecom business licenses from NBTC as follows : International Private Leased Circuit (IPLC) License and IP - Virtual Private Network (IP-VPN) License Type III (2011-2026); International Internet Gateway (IIG) License and National Internet Exchange (NIX) License Type II (2011-2016); and also the permission to adopt Wi-Fi technology in addition to the existing license Type II.

These licenses extend SYMC's scope of services to better serve the increasing demand in international connectivity, both inbound and outbound especially the demand arising from trade and investment corporation among neighboring countries such as Myanmar, Cambodia, Malaysia and Laos.



Company Profile (Continue)

Neutral and High Reliability



SYMC strategically positions itself as **“Neutral Premium Telecom Network Service Provider”** (Network Service Provider Only), thus the Company forms strong partnership with several telecom partners and adheres to “Neutrality” which means SYMC treats all telecom partners with fairness and focus on providing excellent network service without competing with the partners’ business. SYMC has also expanded customer base to corporate customers i.e. multi-national corporations, local large and medium enterprises including private and public organizations. SYMC focuses on service quality and service customization to meet various requirements from customers. SYMC also gives emphasis to after sale services to all customers and keeps up high quality standard of service to retain its customer base by offering high reliability service that guarantees the reliability with Service Level Agreement (SLA) at 99.9% and the 24/7 helpdesk.



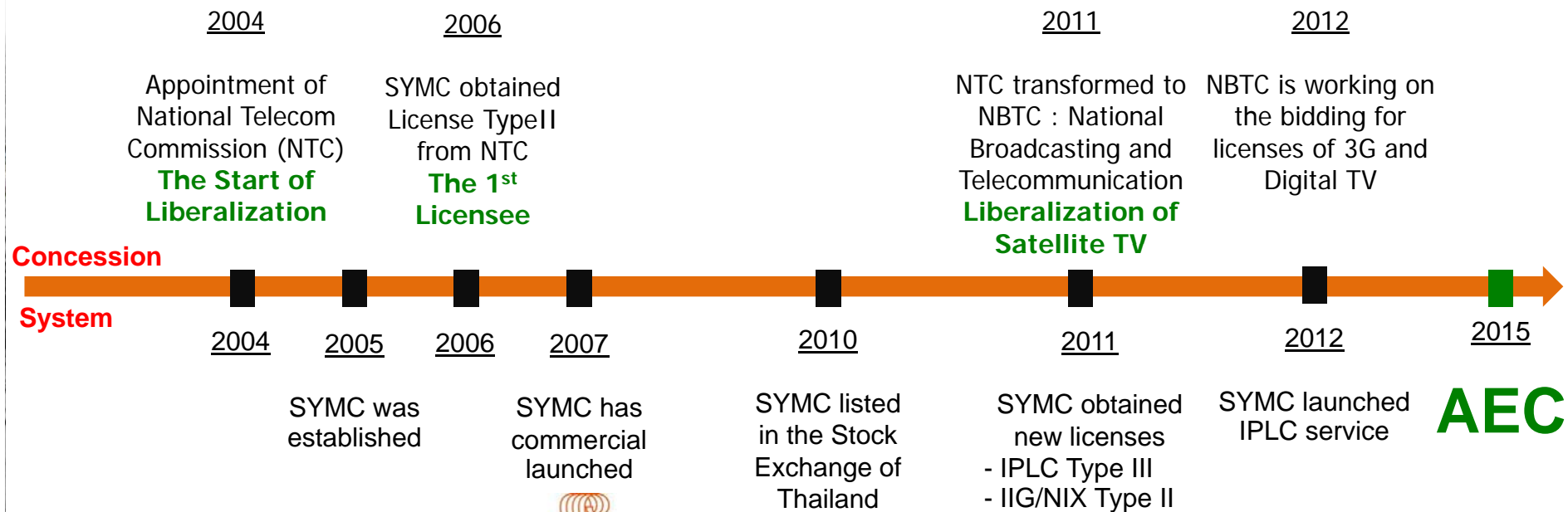
SYMC was also a primary member of “Metro Ethernet Forum” (MEF) in Thailand. MEF is association of world leading Telecommunication Service Providers that shape up the standards of technology trend relevant to “Carrier Ethernet”. Moreover, SYMC achieved both MEF 14 and MEF9 certifications that verified quality of service. SYMC’s recognition in the Telecom industry includes the nomination for the finalists of “Metro Ethernet Forum Asia Pacific Carrier Ethernet Service Provider of the Year” award 4 consecutive years since 2007 which reflects SYMC’s recognition in the world-class arena and puts us on par with international counterparts.

Good Corporate Governance



Listed in the Stock Exchange of Thailand since November 2010, SYMC achieved the “Very Good” Corporate Governance Rating in the Corporate Governance Report of Thai Listed Companies 2011, which was surveyed and assessed by the Thai Institute of Directors Association (IOD), the Securities and Exchange Commission, and the Stock Exchange of Thailand.

Major events

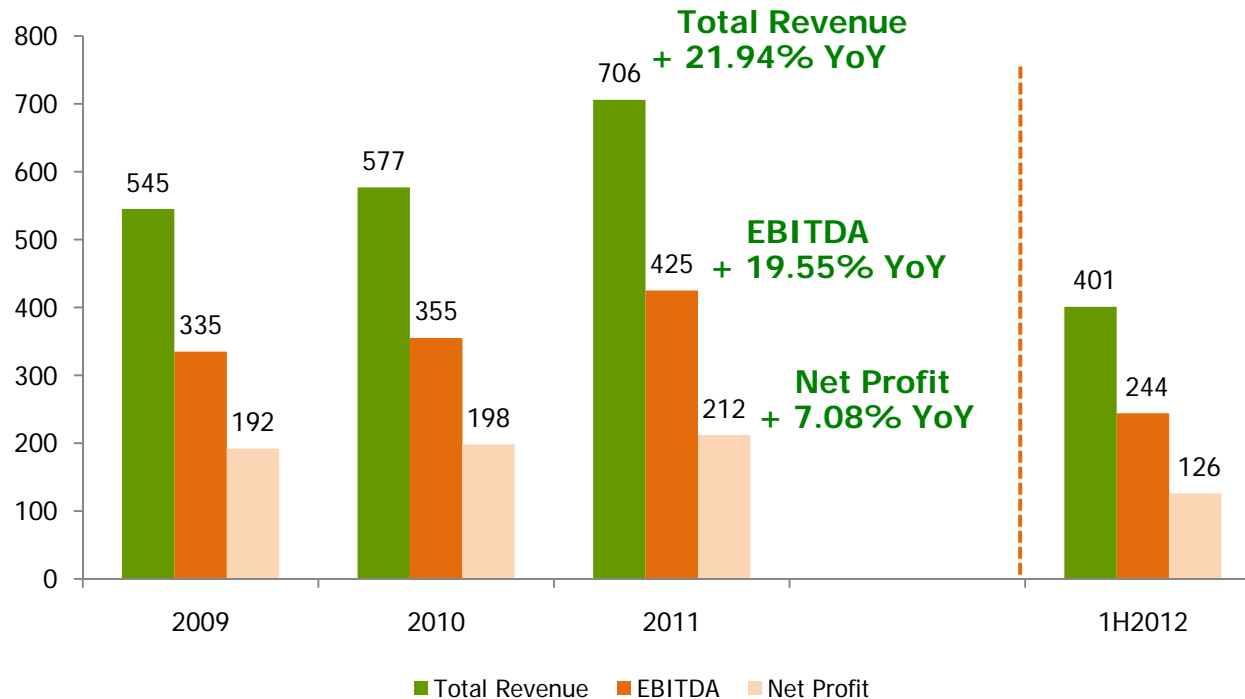


ตลาดหลักทรัพย์แห่งประเทศไทย
The Stock Exchange of Thailand



Operating Performance

Unit : Million Baht



- Strong revenue growth
- Expanding service coverage
- Penetrating new markets e.g. Digital Broadcast, Cloud Computing, Data Center etc.

- Launched IPLC service in 2Q2012, start generating revenue from IPLC in 3Q2012

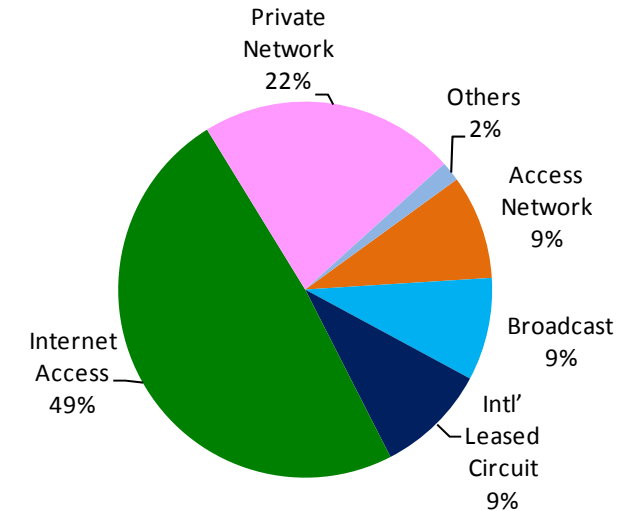
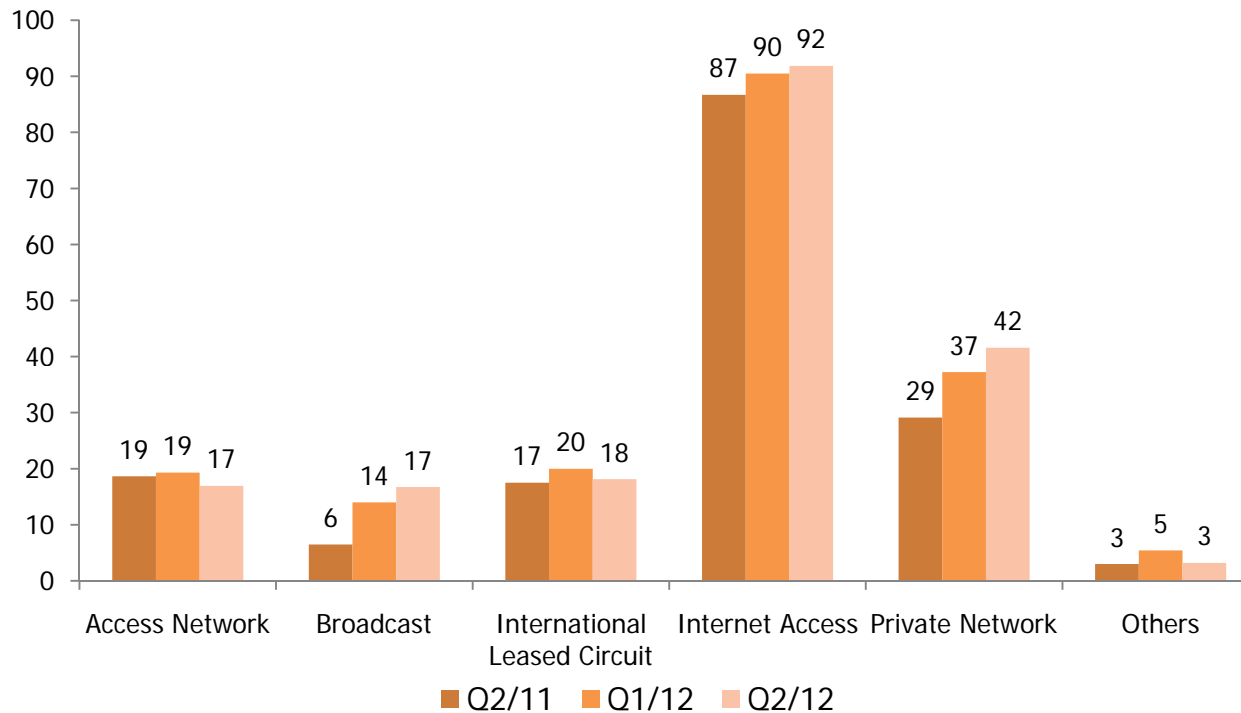
	2009	2010	2011	1H2012
ROA	39.6%	15.8%	15.5%	18.3%
ROE	47.9%	17.8%	19.1%	22.4%
Debt to Equity Ratio	0.32 x	0.13 x	0.24 x	0.23 x

Note : SYMC has listed in SET since 26 Nov 2010

Service revenue : By application type

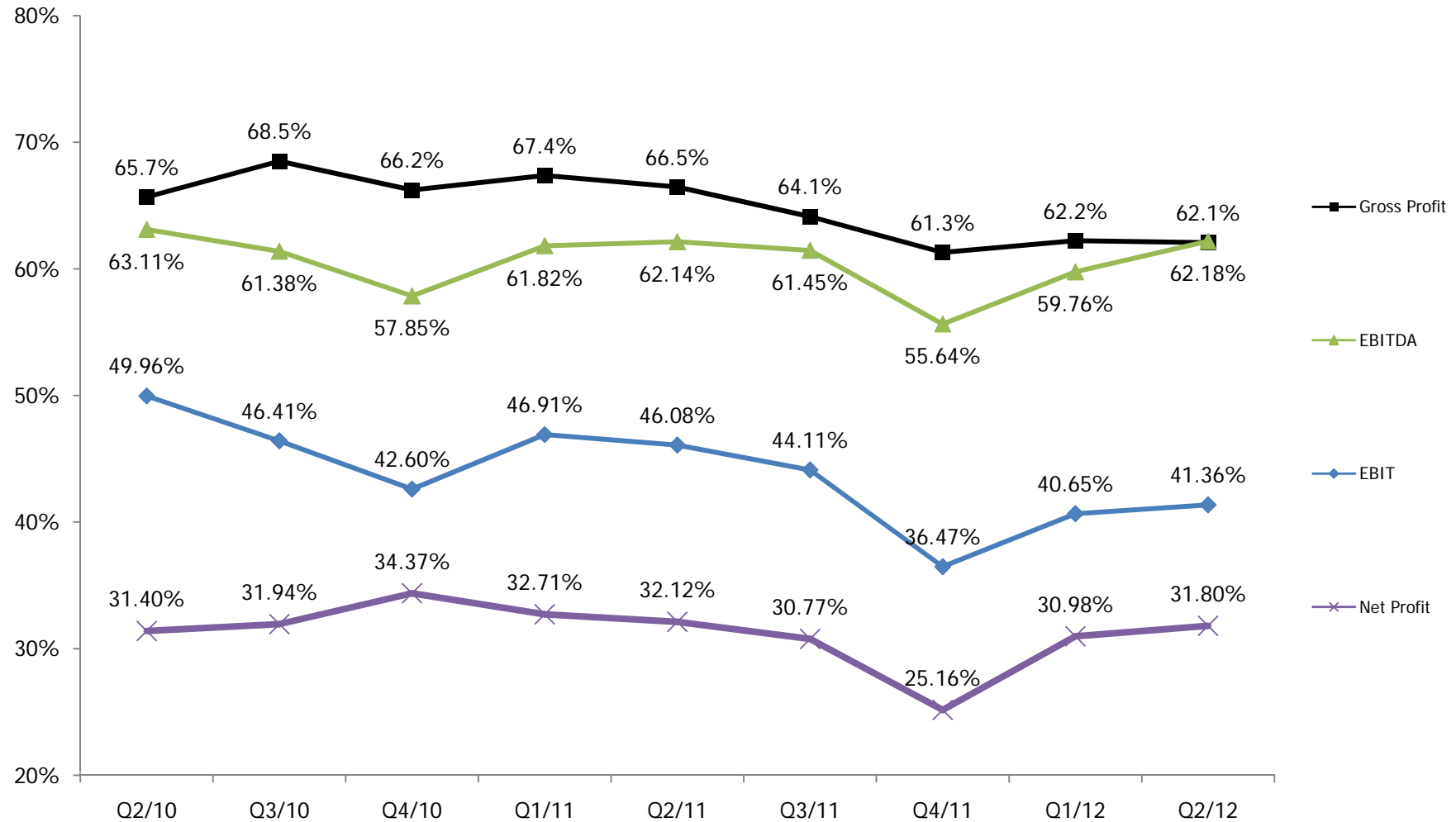
Revenue Contribution : 2Q2012

Million Baht



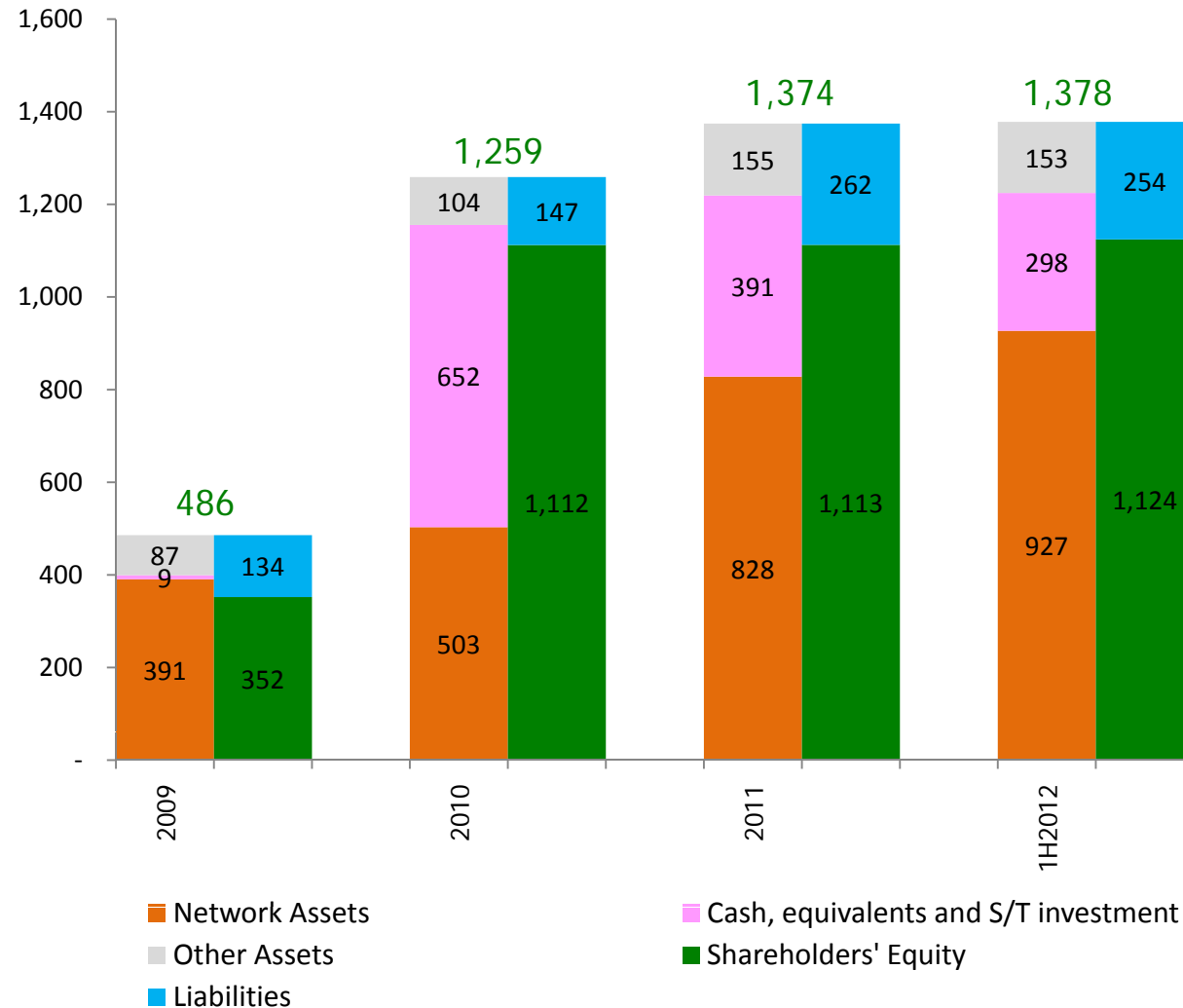
Application Type	Amount (MB)			Change (MB)		Change (%)	
	Q2/11	Q1/12	Q2/12	YoY	QoQ	YoY	QoQ
Access Network	18.65	19.31	16.95	-1.70	-2.37	-9.1%	-12.3%
Broadcast	6.47	14.00	16.74	10.26	2.74	158.5%	19.6%
International Leased Circuit	17.50	20.00	18.12	0.63	-1.88	3.6%	-9.4%
Internet Access	86.68	90.49	91.86	5.18	1.38	6.0%	1.5%
Private Network	29.12	37.24	41.57	12.45	4.33	42.8%	11.6%
Others	3.00	5.44	3.19	0.19	-2.25	6.4%	-41.3%
Grand Total	161.42	186.48	188.43	27.01	1.95	16.7%	1.0%

Strong Profit Margin



Balance Sheet

Million Baht



- High Liquidity
- Expanding network coverage
- Strong financial position
 - Debt to Asset = 0.18x
 - Debt to Equity = 0.23x
- Most of liabilities are non-interest bearing
- Capability to expand : Cash & equivalents 298 MB plus unused credit line 160 MB

Note : IPO in November 2010

Cash Flow Summary

Million Baht	2009	2010	2011	1H2012
Beginning Cash & Cash equivalent and Short-term investment	54.60	8.57	652.46	391.32
Cashflow from operating activities	292.37	269.48	353.38	203.26
Cashflow from investing activities •Exclude short-term investment in financial instruments	-165.58	-187.47	-410.49	-182.61
Cashflow from financing activities	-172.82	561.89	-204.03	-114.15
Ending Cash & Cash equivalent and Short-term investment	8.57	652.47	391.32	297.82