



SYMPHONY

Analyst Meeting

1Q2021

27th May 2021



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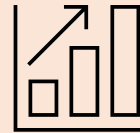
- 1Q2021 Financial Performance
- 2021 Outlook

1Q2021 FINANCIAL HIGHLIGHT



Revenue Growth both YoY and QoQ

revenue increased due to more demand connectivity both domestic and international amid covid-19.



Cost Increased for support new customers

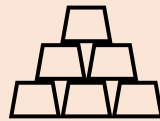
Cost increased due to connectivity to support new customer.



Net Profit increase QoQ, decrease YoY

QoQ performance still good growth 27%

YoY decreased due to 1Q2021 included share of loss from ADCTH 8MB which start business in 3Q2020 and decreasing of gain exchange rate



Covid-19 impact both positive and negative

There are more demand connectivity from domestic and international meanwhile some business especially hotel and tourism temporary closed or requesting waiver/ suspension.





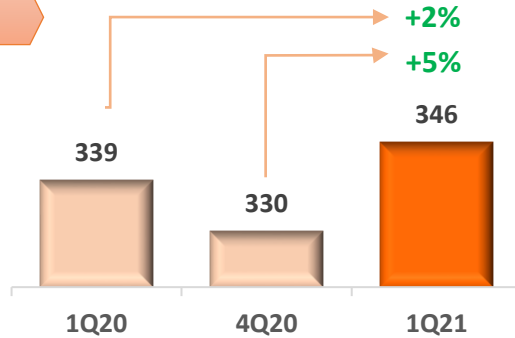
1Q2021 FINANCIAL PERFORMANCE



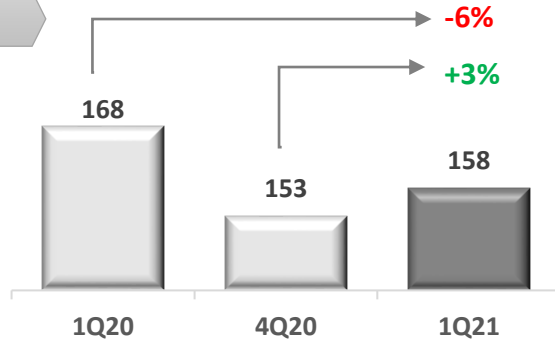
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Unit : Million Baht

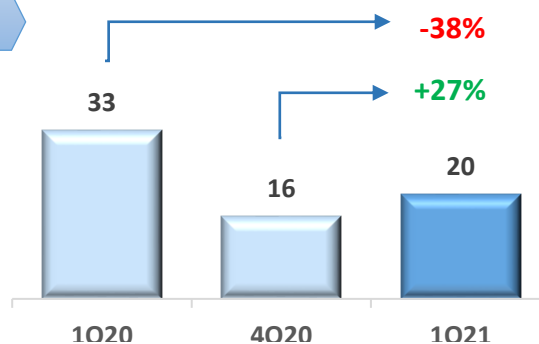
Revenue



EBITDA



Net Profit



1Q2021

Revenue increase YoY and QoQ due to higher service income since last year increasing on new sales especially international section .

1Q2021

EBITDA decrease 6% YoY due to higher cost of connection to support network expansion and enhancement. moreover, 1Q2020 has gain 15MB from exchange rate but 1Q2021 has gain 5MB. QoQ growth 3% due higher revenue.

1Q2021

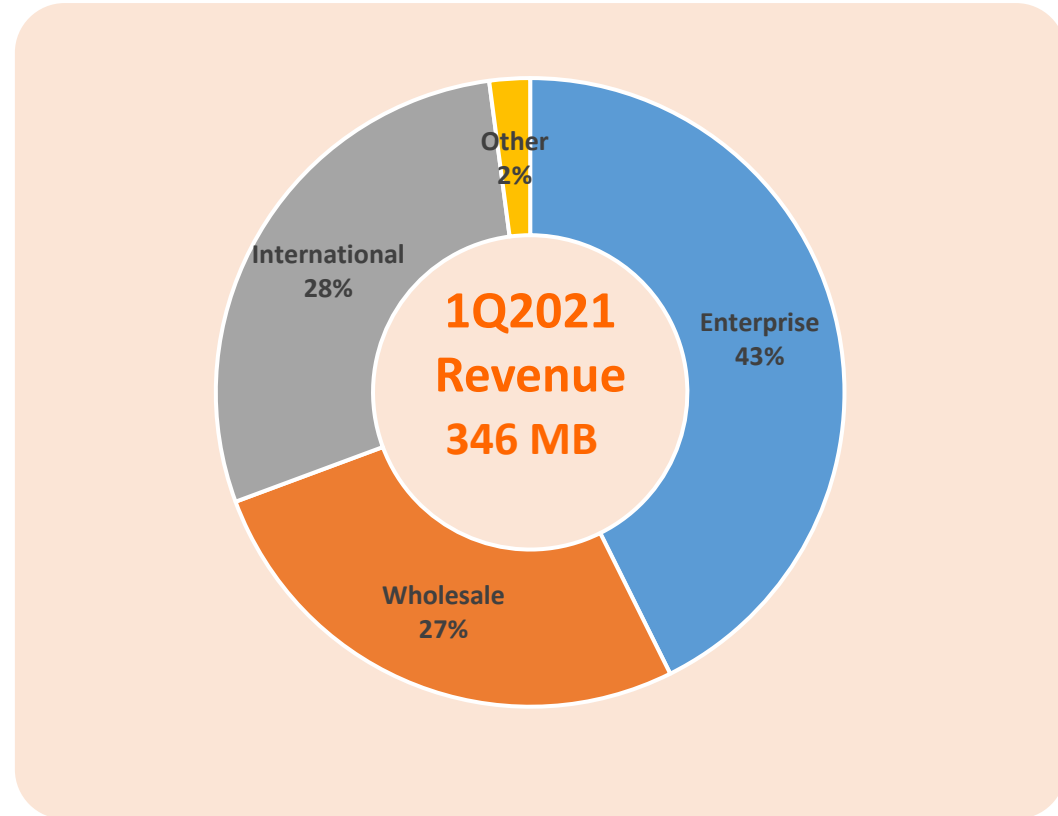
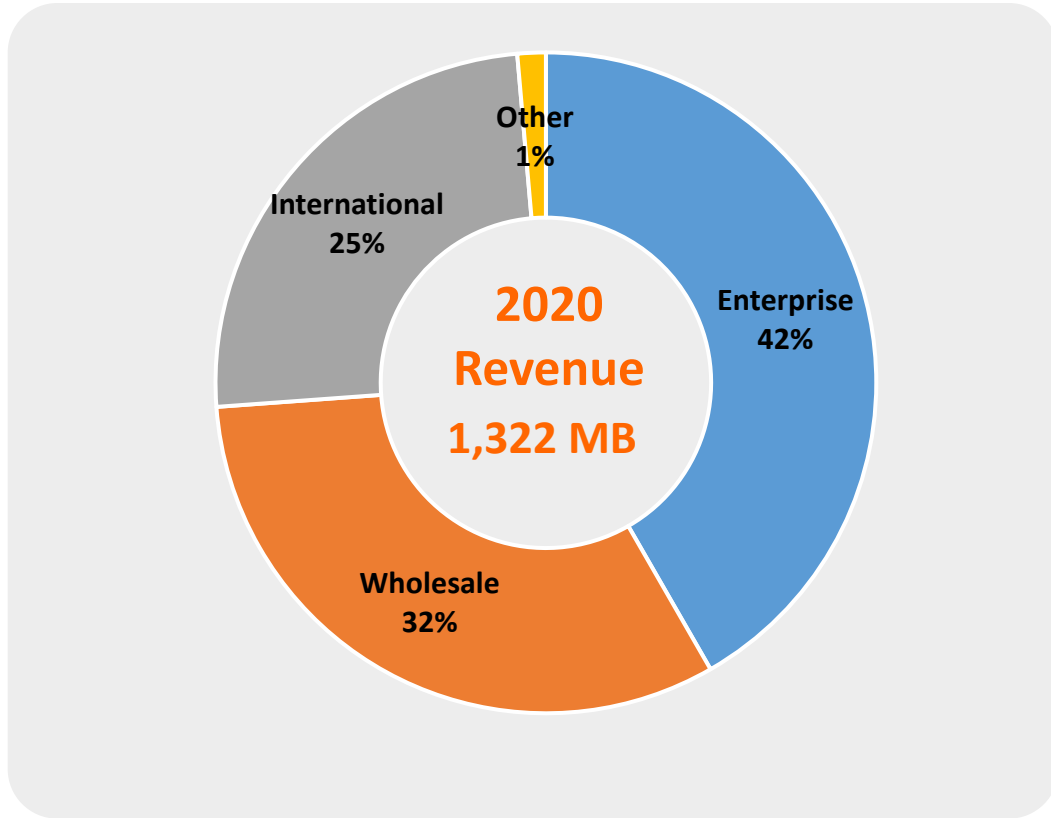
Included share of loss 8MB of ADCTH which is operate business since 3Q2020. Also, lower YoY due to higher forex gain in 1Q2020 and higher connection fee (to serve last mile customers and network traffic backbone for usage demand)



REVENUE STRUCTURE



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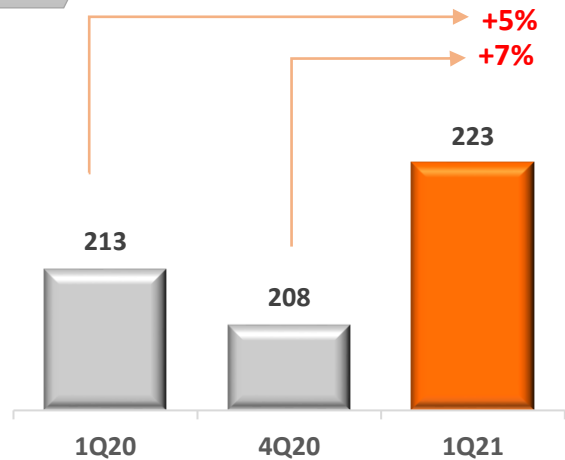
Revenue from **Enterprise and International** section **growth** from last year which offset with decreasing of Wholesale section.

COST OF SERVICES & SALES and OPERATING COST



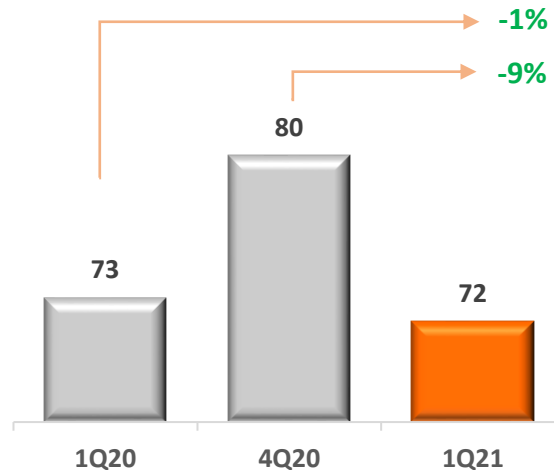
Unit : Million Baht

COSS



1Q2021 Cost increased due to higher from cable rental on domestic and international segment to support higher connectivity demand during WFH and increasing traffic demand from Myanmar situation, higher repair maintenance fiber network/sites and higher employee expense.

OPEX



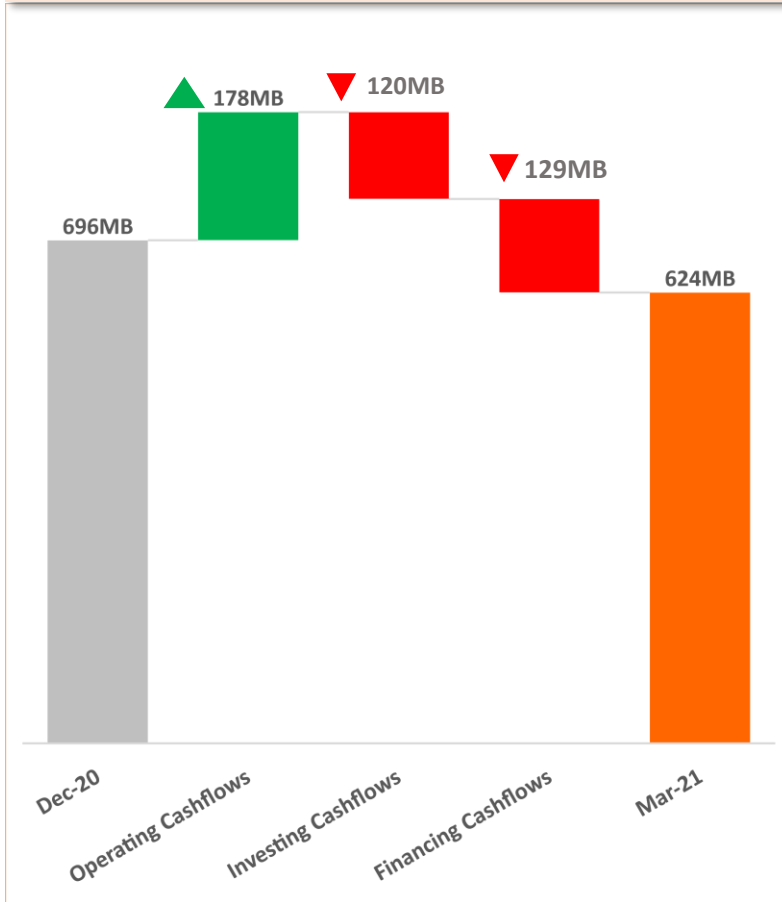
1Q2021 lower on Sales & Marketing cost, Lower other staff cost and other service & admin cost due to covid-19 thus less activities.



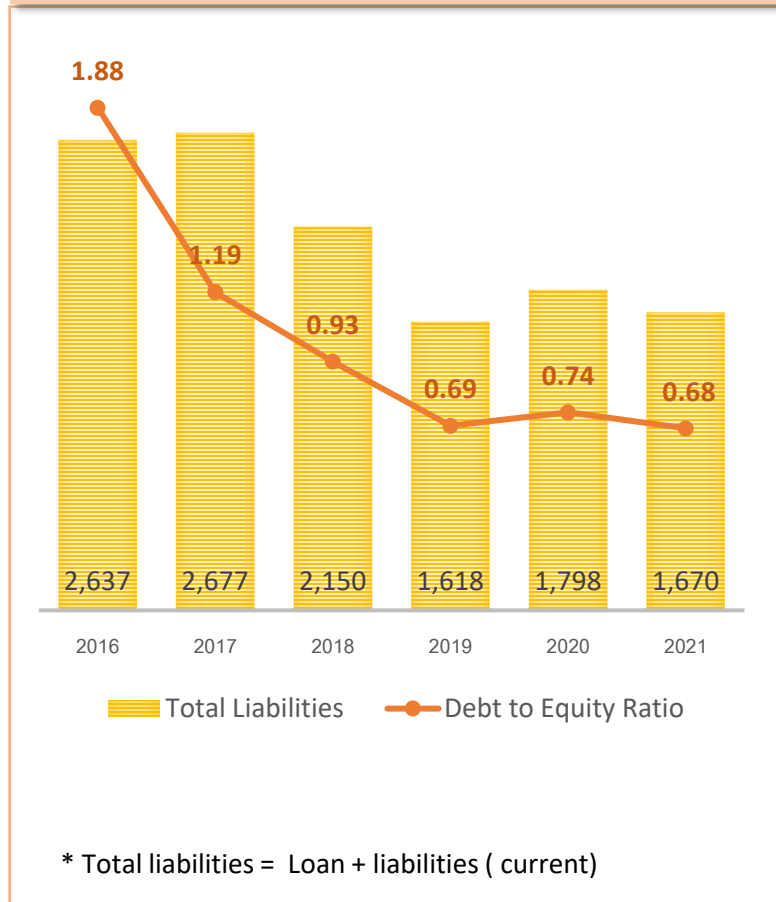
FINANCIAL POSITION



Cash Flow Management



Debt Maturity Profile



- Operating cash flow remained **positive and stable** to support working capital, future investment and loan obligations.
- **Continued** loan repayment obligations. Lower financial cost.
- **Investing** 120 MB which includes normal operation capex and also to strengthen our network backbone (on Northern and Eastern) for stability and protection routes.



- 4Q2020 Financial Performance
- **2021 Outlook**



2021 OUTLOOK



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Economic & COVID-19

- COVID-19 epidemic will continue to affect businesses in the second quarter. However, recovery in the second half 2021 and foresee the pandemic will hasten the adoption of digitalization across all business and operation model.



Domestic Market

- Secured 2 large bank branches connectivity, expected to completed by Q3
- Focus on value-added services demand (e.g. cloud, security and eServices)
- Explore into government projects spending as potential demand offset to lower SMEs/corporates spending.



International Market

- Key driver growth especially from CLMV demand for huge connectivity demand
- Secured and delivered large traffic connectivity (in 100G capacity) for Myanmar providers as political coup situation continued



Cash Conserve & Capex Spending

- Capex spending expects to increase about 30% of revenue to improve and strengthen network expansion and enhancement
- Cable organize and Underground is underway and ongoing, but expect to be delayed to current COVID-19 situation

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A complex network diagram consisting of numerous small grey nodes connected by thin grey lines, forming a dense, circular web. The nodes are arranged in concentric layers, with the most connections in the inner layers. The overall shape is roughly circular, with the text 'THANK YOU' centered in the middle.

THANK YOU