



SYMPHONY

**Analyst Meeting
3Q2021**

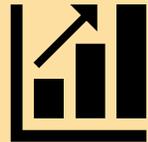
30th November 2021



- **3Q2021 Financial Performance**
- **Corporate Highlights**
- **2021 Outlook**

Revenue continued its growth, both YoY and QoQ

Strong revenue growth due to growing demand from both Domestic and International connectivity segments



Net Profit Growth QoQ and YoY >100%

Net Profit growth >100% QoQ and YoY, due to higher revenue growth, other income along with stable cost management



Note: this include share of loss on associate (approx. 9 MB) in Q3-21

Litigation Updates

The Company won USO litigation case with NBTC at Supreme Court



Reversed provision of **39.7MB** (recorded as Other Income) and Profit After Tax increased by **31.7MB**

Focus on Business Resilience as the Nation Recovers



Easing of lockdown and country re-opening will bring brighter hope of businesses to resume back and recovery stage

Network Availability & Stability Focus to enhance customers' experience and quality of service

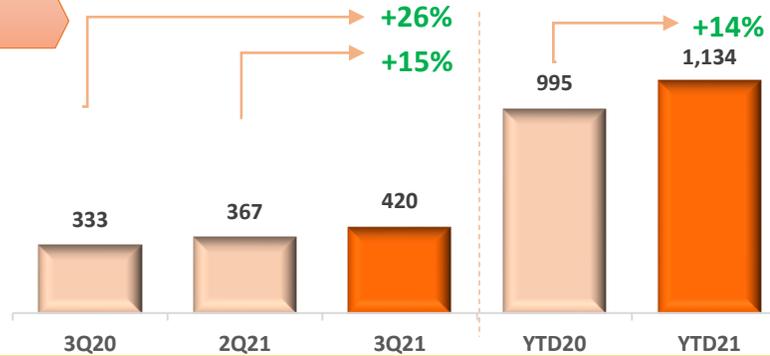


3Q2021 & 9M2021 FINANCIAL PERFORMANCE



Unit : Million Baht

Revenue



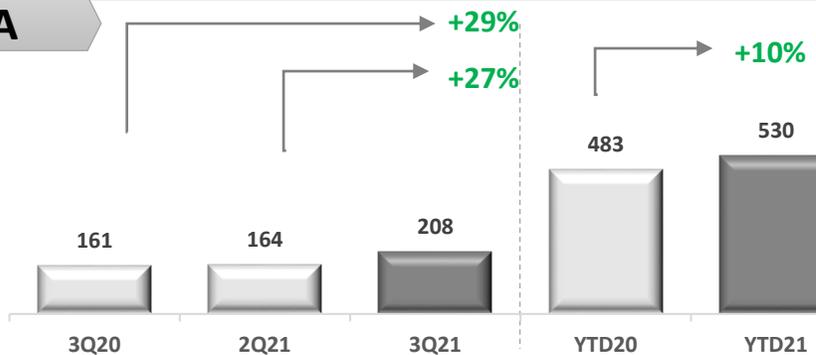
3Q2021

Revenue double digit growth QoQ and YoY due to high demand connectivity for both domestic Enterprise and international segment, and also one-off adjustment of USO provision

9M2021

Revenue increased contributed by new sales growth since 4Q2020 until 3Q2021

EBITDA



3Q2021

EBITDA growth 29% YoY with positive margin, driven by continued revenue growth together with cost management

9M2021

Higher than last year 10% due to higher connection cost to support network and customers in line with higher revenue growth

Net Profit



3Q2021

Growth more than 100% due to higher revenue plus Other Income and lower financing cost

9M2021

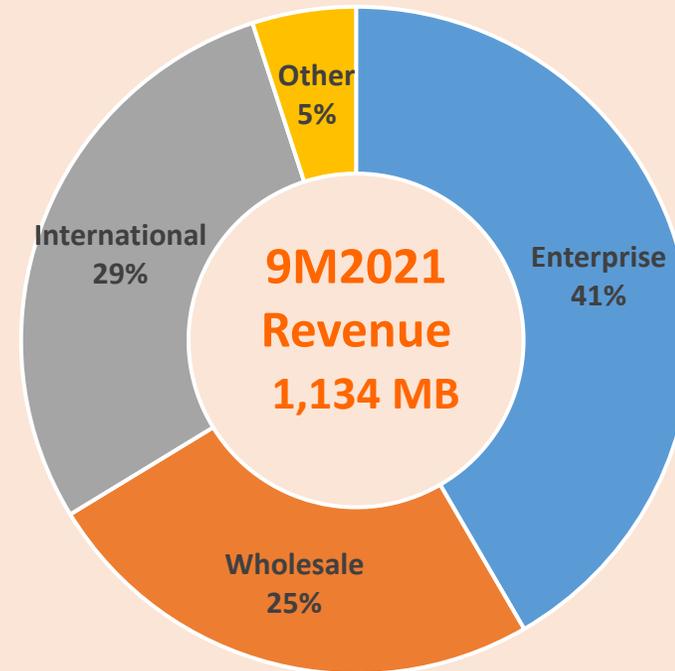
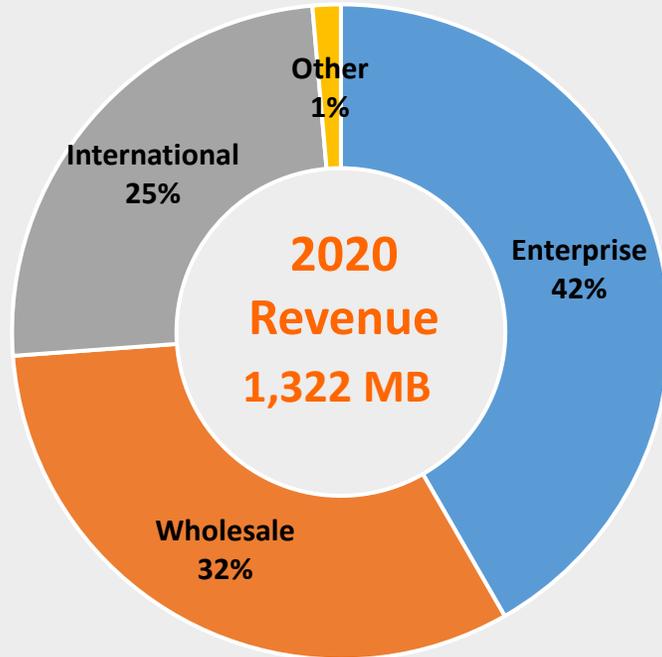
Included share of loss 25MB of ADCTH in 9M2021 (9H2020: none), due to first year of business operations.



REVENUE PERFORMANCE



SYMPHONY



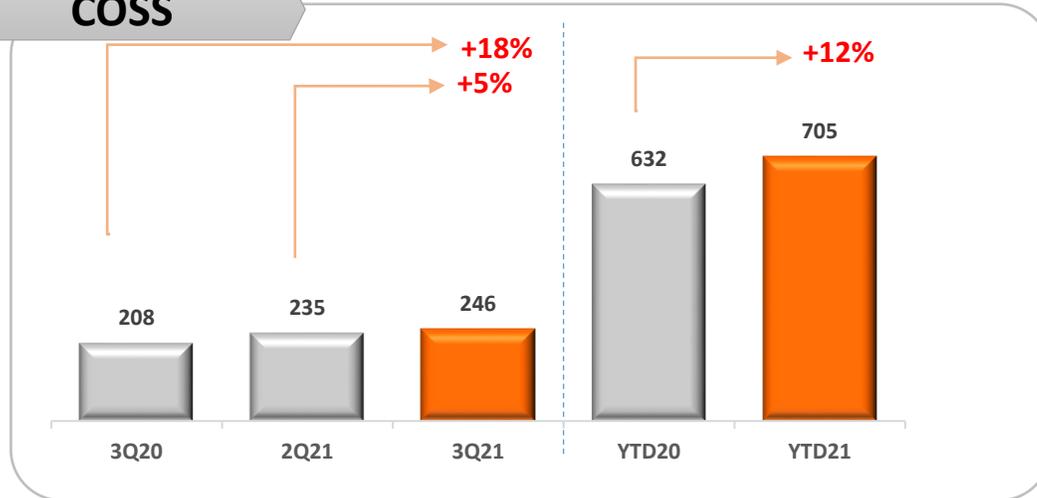
Revenue growth continued mainly from **Enterprise and International** segments, which are the **key driver** of the business focus; **Wholesale** segment declining as a result of competitive and change in market landscape

COST OF SERVICES & SALES and OPERATING COST



Unit : Million Baht

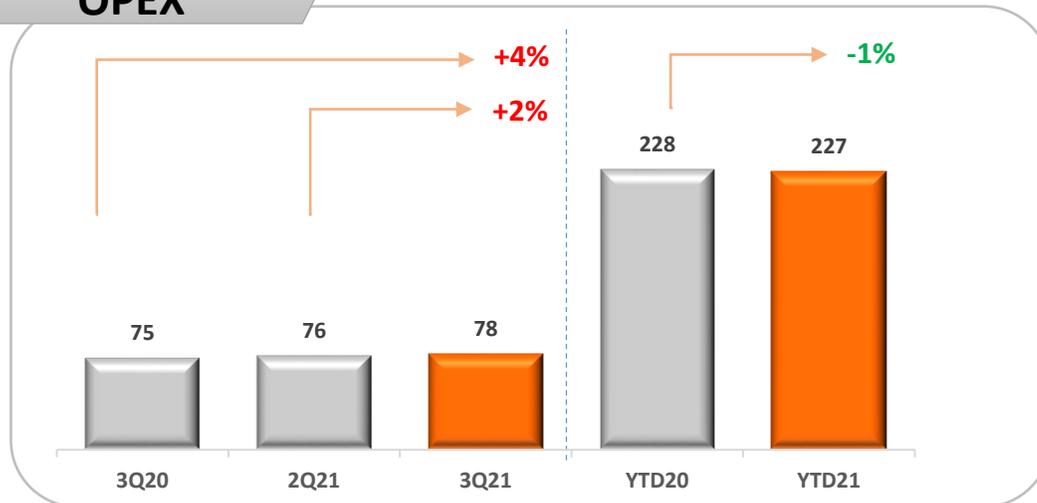
COSS



3Q2021 Cost increased due to higher from 3rd party cable rental on domestic and international segment to support higher connectivity demand and cost of sale to support ICT new sale growth

9M2021 More connection fee incurred to support network improvement and new customers' acquisition

OPEX



3Q2021 Higher due to normal increasing employee expenses and depreciation

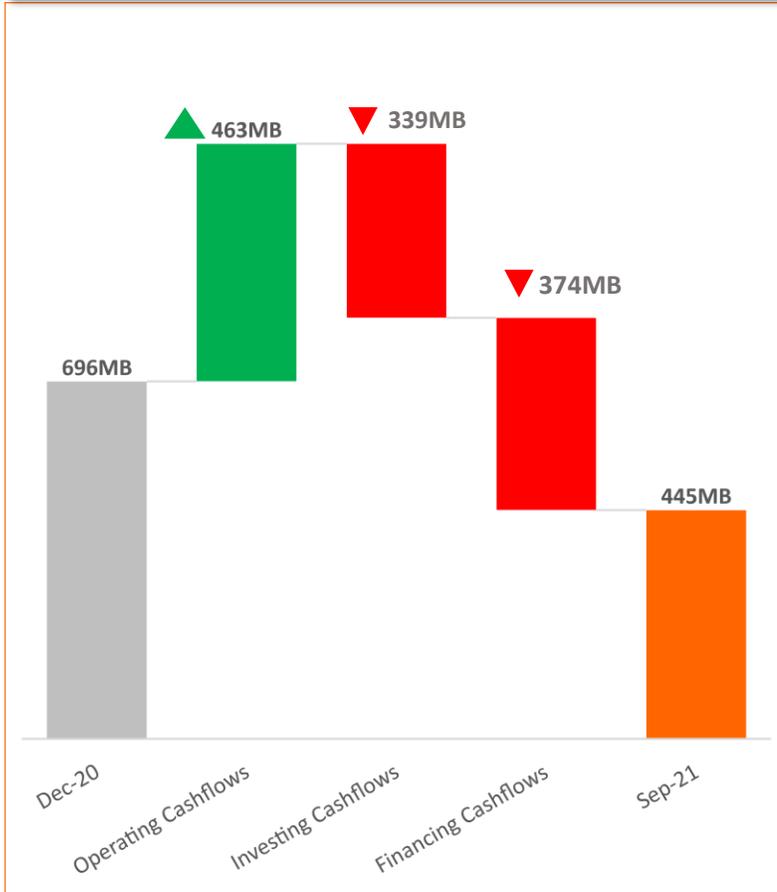
9M2021 OPEX lower YoY due to lower depreciation and Amortization



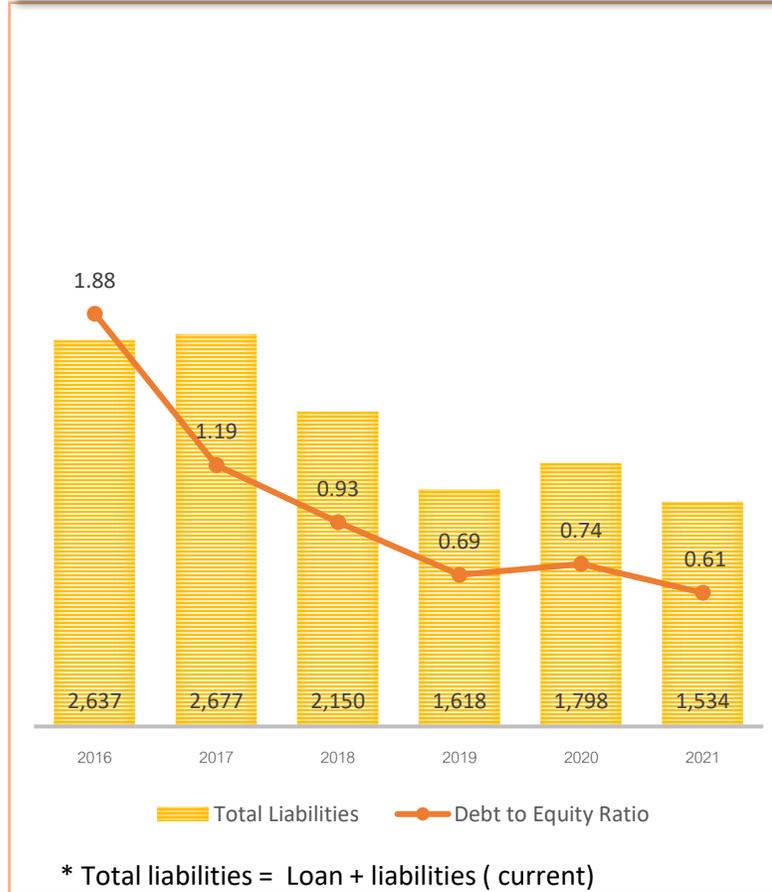
FINANCIAL POSITION



Cash Flow Management



Debt Maturity Profile



- Operating cash flow **healthy** to support working capital, investment and loan obligations.
- **Investing** 339 MB which includes normal operation capex and also to enhancement company network
- **DE Ratio** continue decrease due to continue loan repayment obligations. Lower financial cost.



SYMPHONY



SYMPHONY

- 3Q2021 Financial Performance
- Corporate Highlights
- 2021 Outlook



bsi. 

Certificate of Registration

INFORMATION SECURITY MANAGEMENT SYSTEM - ISO/IEC 27001:2013

This is to certify that:

SYMPHONY Symphony Communication Public Company Limited
123 Suntowers Building B,
35th - 37th Floor,
Vibhavadee Rangsit Road,
Chomphon, Chatuchak,
Bangkok
10900
Thailand

Holds Certificate Number: **IS 752155**
and operates an Information Security Management System which complies with the requirements of ISO/IEC 27001:2013 for the following scope:

The Information Security Management System applied to Data center, Disaster Recovery Operation Center, and Moalee Cable Landing Station, including related Infrastructure, Network Service provisioning, Network operation center for Network Connectivity Services, Internet Services, Private Cloud (IaaS) and Security Services, which are operated by Symphony Communication Public Company Limited. This is in accordance with Statement of Applicability V0 dated 03 July 2021.

For and on behalf of BSI: 
Chris Cheung, Head of Compliance & Risk - Asia Pacific

Original Registration Date: 2021-08-06 Effective Date: 2021-08-06
Latest Revision Date: 2021-08-06 Expiry Date: 2024-08-05

Page: 1 of 2

...making excellence a habit™

This certificate was issued electronically and remains the property of BSI and is bound by the conditions of contract. An electronic certificate can be authenticated [online](#).
Printed copies can be validated at www.bsi-global.com/ClientDirectory or telephone +44(0) 2944889892.
Further clarifications regarding the scope of this certificate and the applicability of ISO/IEC 27001:2013 requirements may be obtained by consulting the organisation. This certificate is valid only if provided original copies are in complete set.
Information and Contact: BSI, Kitemark Court, Davy Avenue, Knowlton, Milton Keynes MK3 8PP. Tel: +44 345 080 9000
BSI Assurance UK Limited, registered in England under number 2985321 at 389 Chiswick High Road, London W4 4AL, UK.
A Member of the BSI Group of Companies.

IS 752155 (ISO/IEC 27001:2013)
The information Security Management System applied to Data center, Disaster Recovery Operation Center, and Moalee Cable Landing Station



bsi. 

Certificate of Registration

CLOUD SECURITY MANAGEMENT SYSTEM - CSA STAR CERTIFICATION 2014

This is to certify that:

SYMPHONY Symphony Communication Public Company Limited
123 Suntowers Building B,
35th - 37th Floor,
Vibhavadee Rangsit Road,
Chomphon, Chatuchak,
Bangkok
10900
Thailand

Holds Certificate Number: **STAR 752232**
and operates a Cloud Security Management System which complies with the requirements of CSA STAR CERTIFICATION 2014 for the following scope:

The provision and operation for Private Cloud (IaaS). This is accordance with CCM Statement of Applicability V0 and association with ISO/IEC 27001:2013 certificate IS 752155.

For and on behalf of BSI: 
Chris Cheung, Head of Compliance & Risk - Asia Pacific

Original Registration Date: 2021-08-22 Effective Date: 2021-08-22
Latest Revision Date: 2021-08-22 Expiry Date: 2024-08-05

Page: 1 of 1

...making excellence a habit™

This certificate was issued electronically and remains the property of BSI and is bound by the conditions of contract. An electronic certificate can be authenticated [online](#).
Printed copies can be validated at www.bsi-global.com/ClientDirectory or telephone +44(0) 2944889892.
Further clarifications regarding the scope of this certificate and the applicability of STAR Certification 2014 requirements may be obtained by consulting the organisation. This certificate is valid only if provided original copies are in complete set.
BSI Group (Thailand) Co., Ltd. 127/29 Pongthorn Towers, 24th Floor, Naresue Road, Chongnonnue, Yannawa, Bangkok 10120, Thailand.
A Member of the BSI Group of Companies.

STAR 752232 (STAR Certification 2014)
The provision and operation for Private Cloud (IaaS).



SYMPHONY



SYMPHONY

The Company achieved the good corporate governance assessment result at the **“Excellent”** recognition level (5 stars) from the “Corporate Governance Report of Thai Listed Companies Project (CGR)” conducted by the Thai Institute of Directors Association (IOD) for 2nd consecutive years





SYMPHONY



SYMPHONY

- 3Q2021 Financial Performance
- Corporate Highlights
- **2021 Outlook**



2021 OUTLOOK



SYMPHONY



Economic & COVID-19

- economy situation will begin to recover following the re-opening of the country and the further relaxation of government measures.
- Expect that all businesses and government sectors to gain back to normal towards the beginning year 2022
- Continue to monitor risks which may impact telco sector



Domestic Market

- expands enterprise solutions offerings to wide range of customers base with growing demand for data connectivity usage and digitalization focus
- Exploring cloud & security solutions for vertical segments



International Market

- Growing demand and opportunities from big OTT and content providers to establish footprint in TH
- Continue to focus on cross-border connectivity opportunities particularly in CLMV region



CAPEX and Cash Flow

- Strong financial position with cash balance and debt ratio remain healthy and stable to support investment and normal operation
- Capex likely to increase as part of organic and long-term strategic expansion

Q&A

Symphony Communication Public Company Limited Investor Relations



Tel: [+66 2 101-1111 # 36305](tel:+662101111136305)



email: ir@symphony.net.th
alexloh@symphony.net.th
thareerat.w@symphony.net.th



Website: <https://www.symphony.net.th/>



A complex network diagram consisting of numerous small grey circular nodes connected by thin, light grey lines. The nodes are arranged in a roughly circular pattern, with many lines crisscrossing between them, creating a dense web of connections. The overall appearance is that of a large-scale network or data structure. In the center of this network, the words "THANK YOU" are written in a bold, sans-serif font. "THANK" is in orange, and "YOU" is in black.

THANK YOU