



**SYMPHONY**

**Opportunity Day**

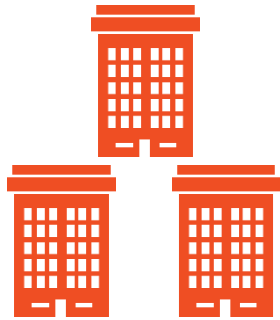
**2021 Year End Performance Review**

30<sup>th</sup> March 2022



- SYMC
- Financial Performance
- SYMC Key Focus & Outlook

# Who We Are



Malaysia-Cambodia-Thailand  
Submarine Cable System



Thailand-based  
Service Provider  
*with over 20 years  
of expertise  
in domestic  
fixed- line services  
and International  
Network  
Connectivity*

*Listed Company*  
in Thailand SET  
  
Have certified of  
*ISO/IEC 27001*  
and *CSA Star*  
*for Cloud Security*

Thailand's 1<sup>st</sup>  
and Only Private  
Company invested  
and owned  
*Submarine Cable  
and Cable  
Landing Station*

A part of  
TIME dotCom's  
VISION and  
Aspiration for  
ASEAN Expansion  
(46.8% owned by  
TIME)

# Our Services



CONNECTIVITY



INTERNET



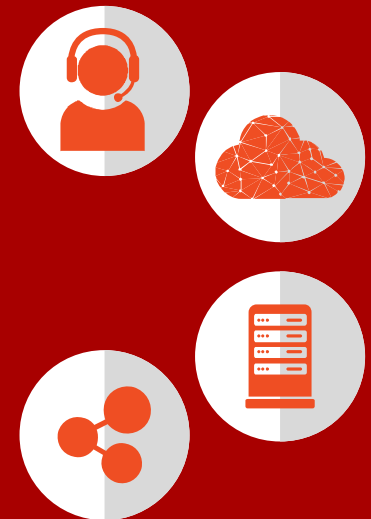
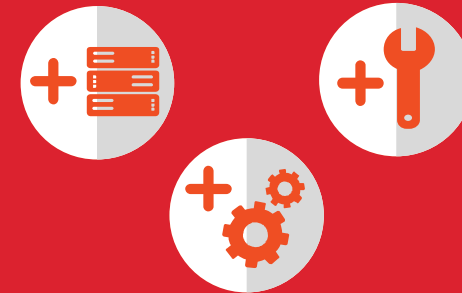
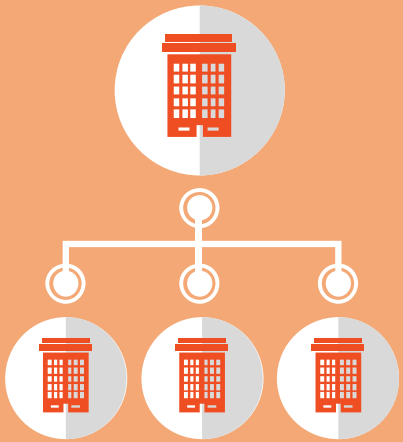
CLOUD SERVICE



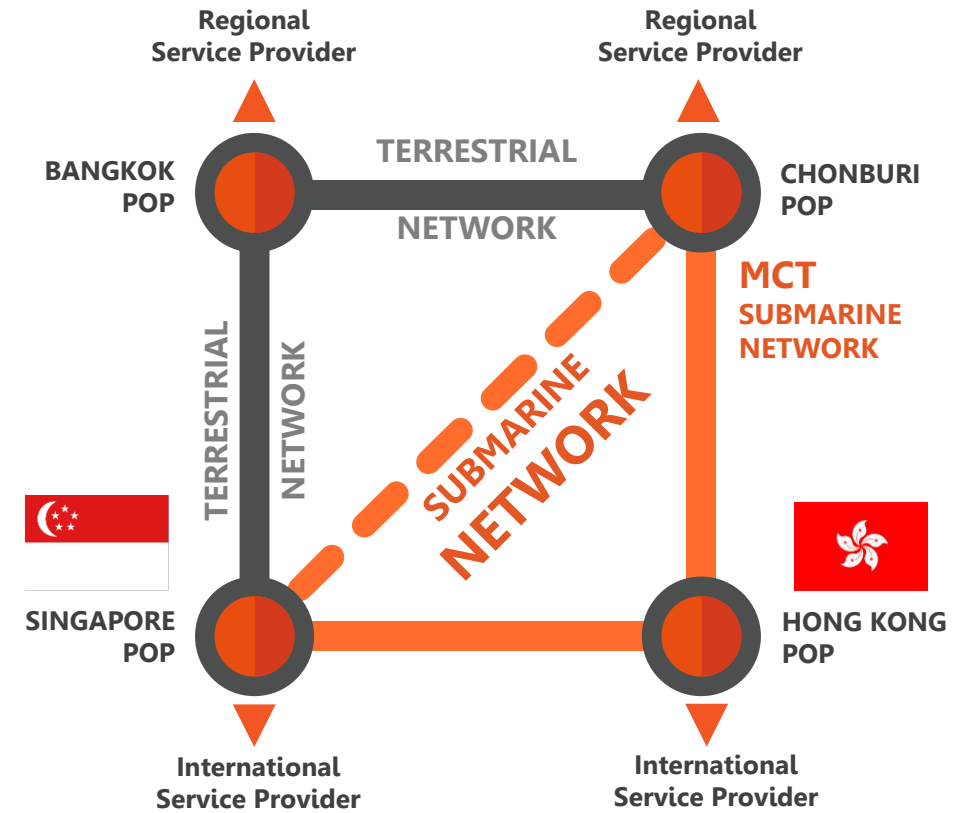
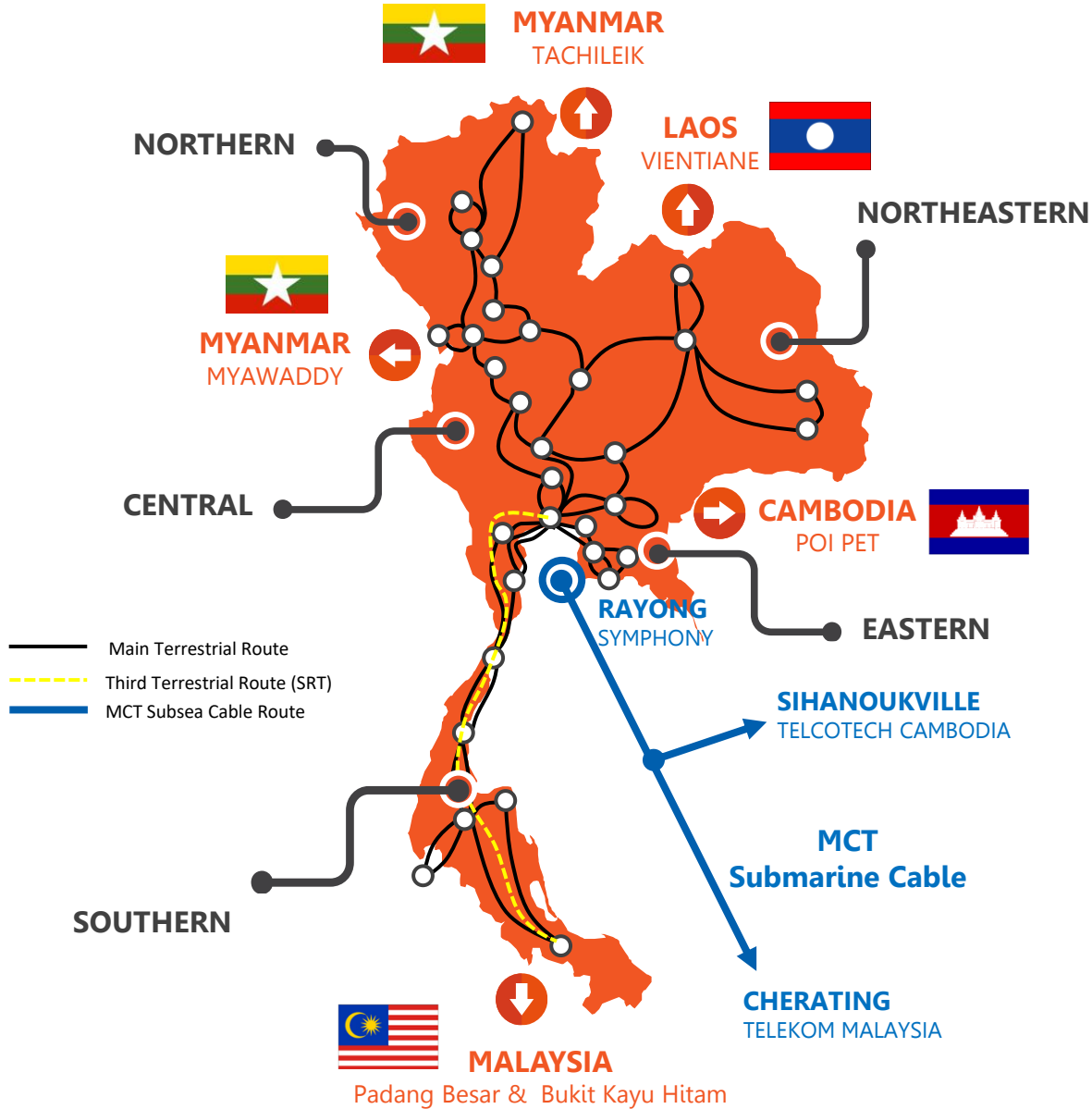
ICT SOLUTIONS



DATA CENTER



# Our Network Connectivity



# Our Network in Thailand



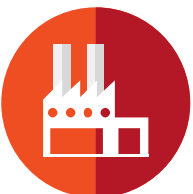
**25,000++ km.  
Fiber footprint**



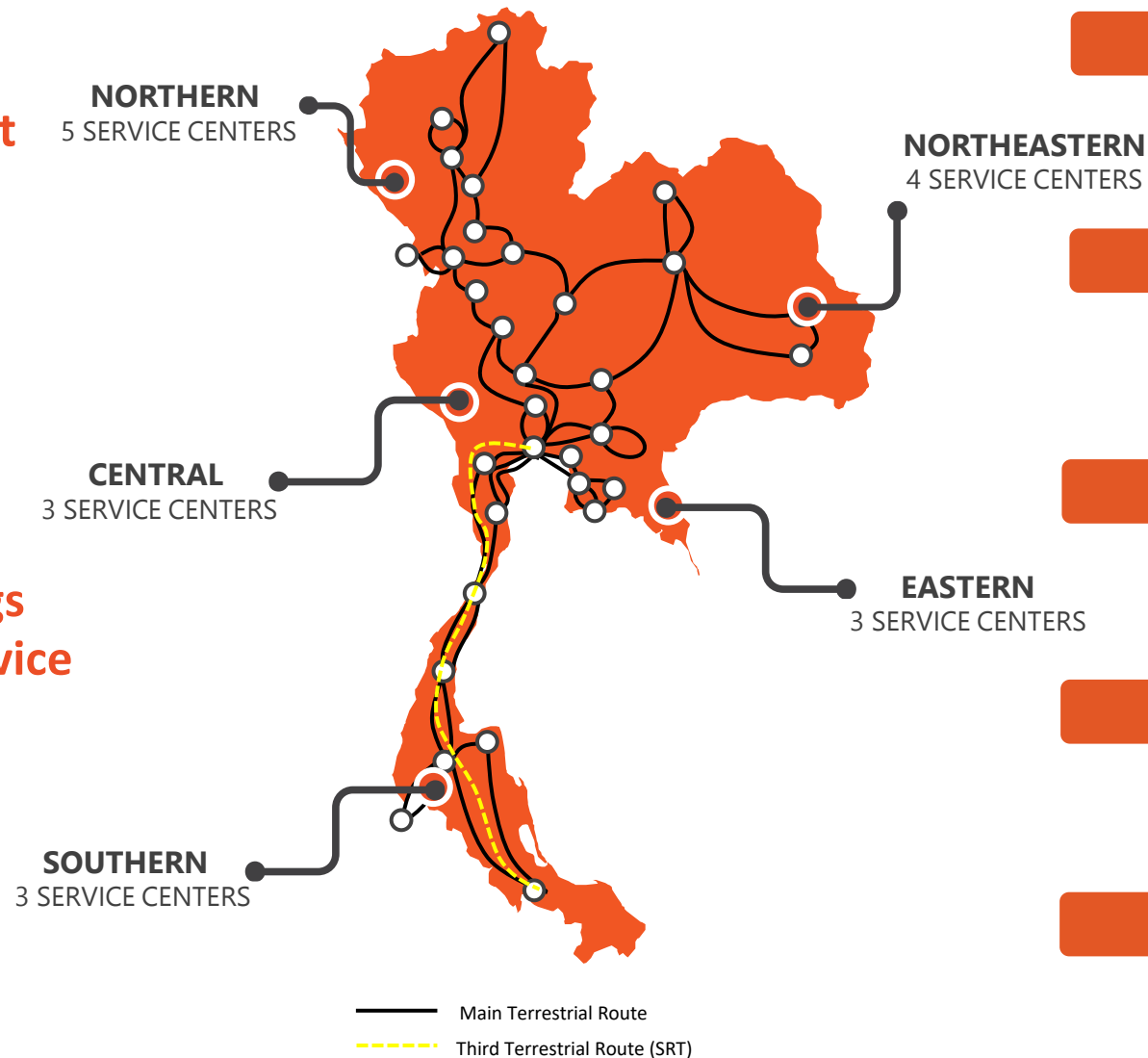
**50 Provinces  
coverage**



**259 Buildings  
Ready for service**



**53 Industrial  
Estates**



**Northern**

**11 Provinces**

**Northeastern**

**9 Provinces**

**Central**

**17 Provinces**

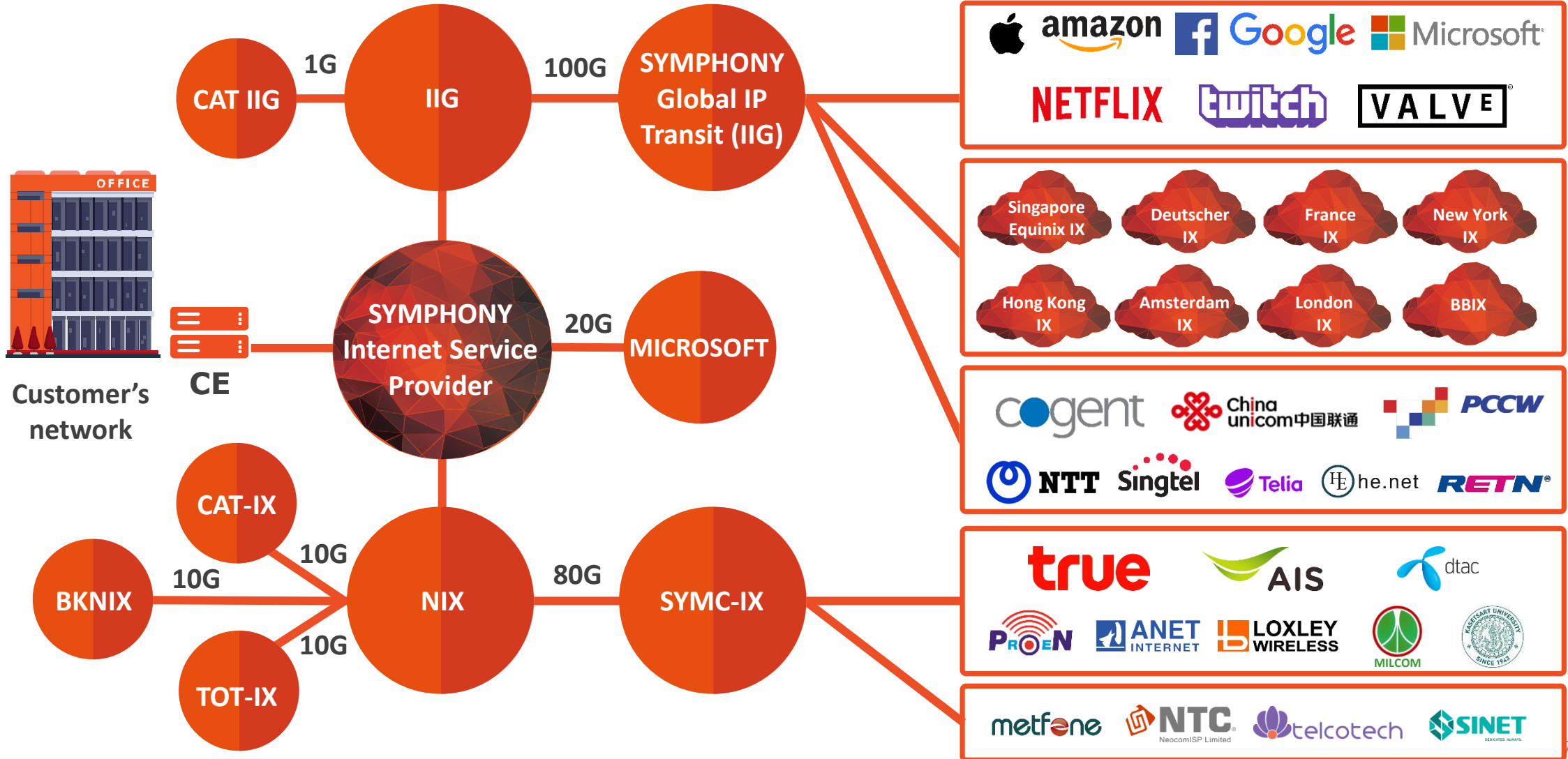
**Eastern**

**6 Provinces**

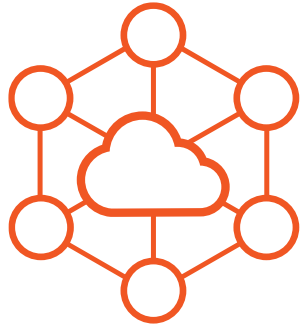
**Southern**

**7 Provinces**

# Internet Service Connectivity



# International Network Connectivity



## International MPLS (Layer 2)

- High speed and robust network on MPLS technology
- Suited to enterprise
- International branches connectivity



## IPLC and VPN

- International connectivity
- Private network
- Virtual private network

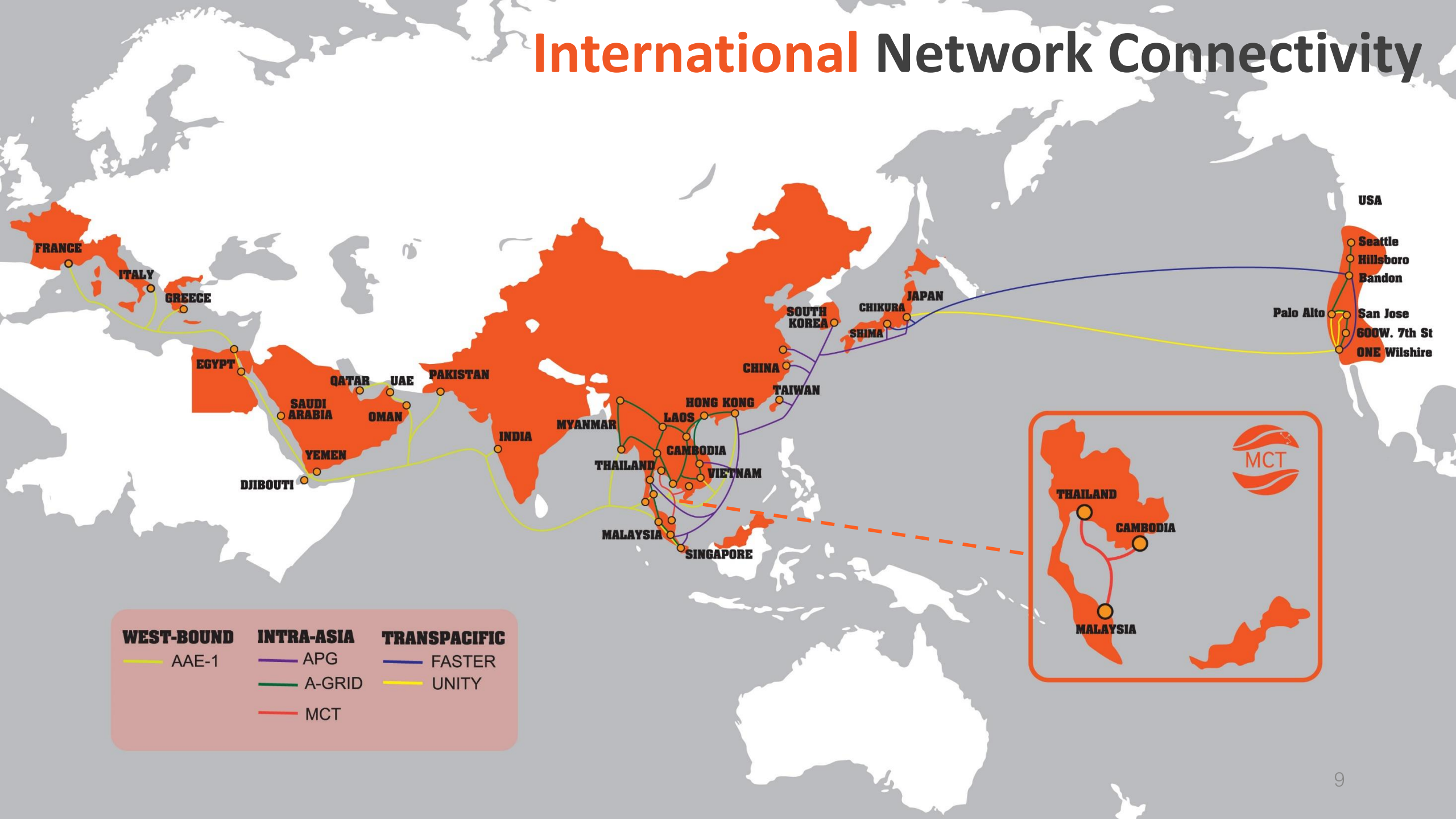


## Submarine Cable

- AAE-1 (West-Bound)
- APG (Intra-Asia)
- MCT (Intra-Asia)
- FASTER (Transpacific)
- UNITY (Transpacific)



# International Network Connectivity

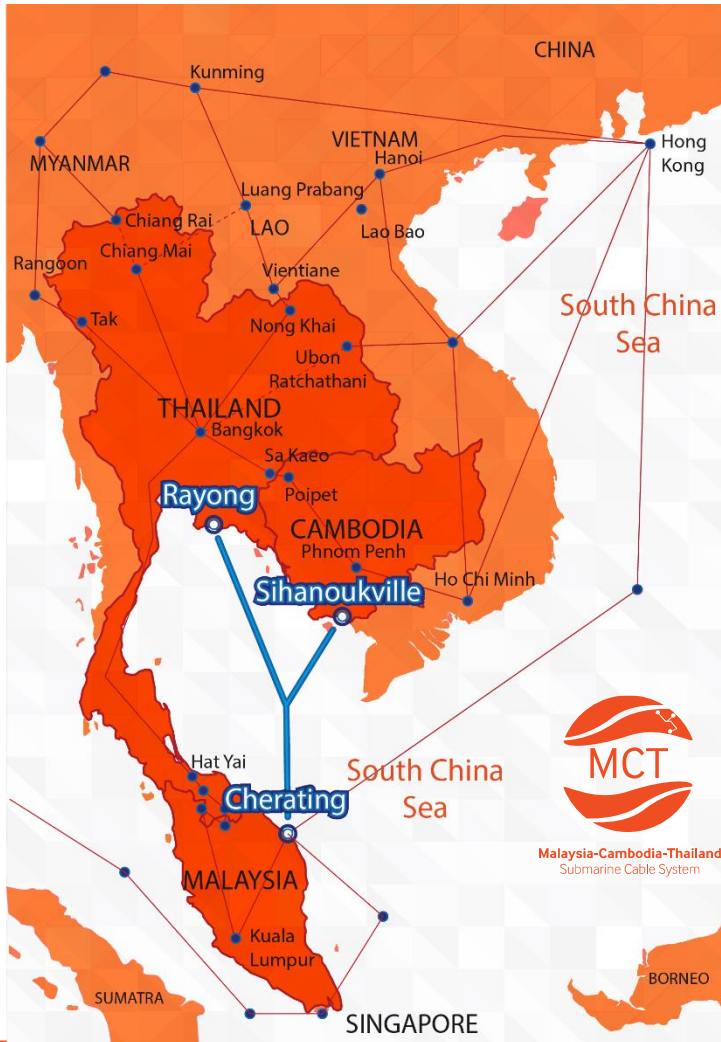


WEST-BOUND	INTRA-ASIA	TRANSPACIFIC
AAE-1	APG	FASTER
	A-GRID	UNITY
	MCT	

# MCT Submarine Cable System



Collaboration of Telekom Malaysia, Telcotech and Symphony on the MCT Submarine Cable has created the 1<sup>st</sup> private own Submarine Cable connecting between Malaysia, Cambodia and Thailand.



Owner :  SYMPHONY  

Cable Length : 1,300 km.

Capacity : Up to 30 Tbps.

Link to : Intra Asia (Singapore, Hongkong)  
: Europe (France, UK)  
: USA (Trans-Pacific)

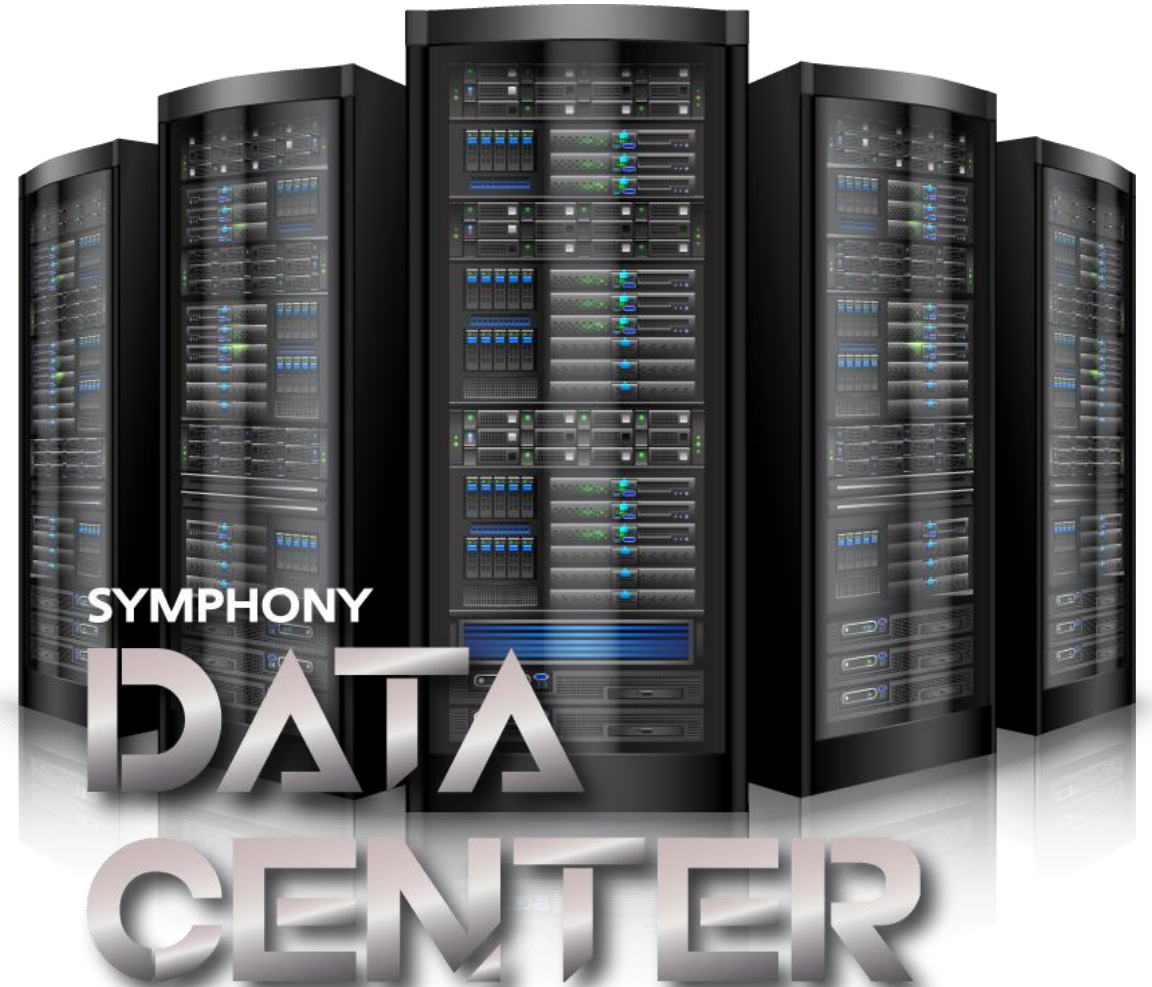
# SYMPHONY DATA CENTER SERVICE

@AIMS Bangkok - CBD Location



**AIMS@Bangkok** is a carrier-neutral data center, located in the CBD of Bangkok.

With more than 30 years of experience in data center for businesses around the world and provide interconnected data centers in Southeast Asia and being the connection point for local and international ISPs and content providers in this region.



# DATA CENTER

@AIMS Bangkok : **Technical Specification**



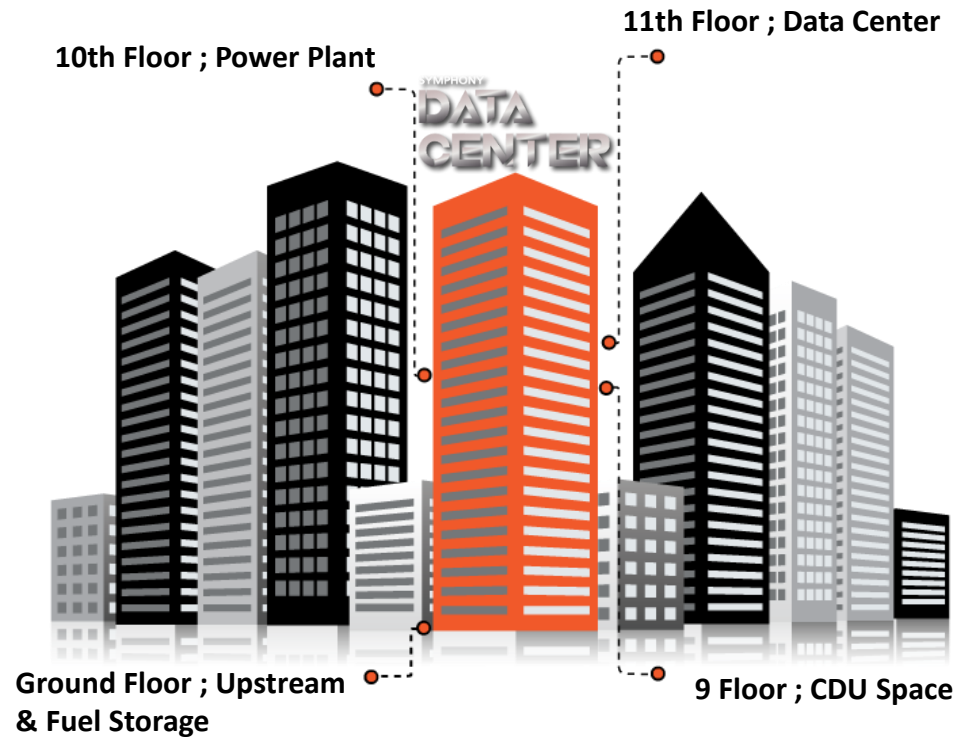
**Total whitespace**  
510 m<sup>2</sup> (5,500 ft<sup>2</sup>)



**Power System**  
IT power : 1 MW  
Generator : Configured with block redundancy to N+1  
Fuel tanks : 24 hours  
UPS : Configured as 2N



**Environment**  
Power : Incoming 24KV from MEA to 2N step-down transformers  
Cooling system : N+2 configuration and equipped with an automatic change-over controller



**Address :**  
44 North Sathorn Road, Silom, Bangrak, Bangkok 10500



**Security**  
24/7 on-site staffed security authentication  
access with multi-layered security controls



**Connectivity**  
Carrier-neutral : Choice of local and global network  
Connectivity providers  
Telehousing : Available



**Certifications**  
ISO/IEC 27001:2013  
Information Security Management System  
Payment Card Industry Data Security Standard (PCI DSS)

# DATA CENTER



## @AIMS Bangkok : Advantages

### Strategically located in the central business district (CBD) of Bangkok

- Close to public and telecommunication infrastructure
- Flood-Free zone ensures protection from the threat of floods

### Reference site of the Bangkok Neutral Internet Exchange (BKNIX)

- Carrier-neutral facility offers customers the freedom to select their connectivity provider of choice
- Offers direct peering for lower latency and reliable connectivity

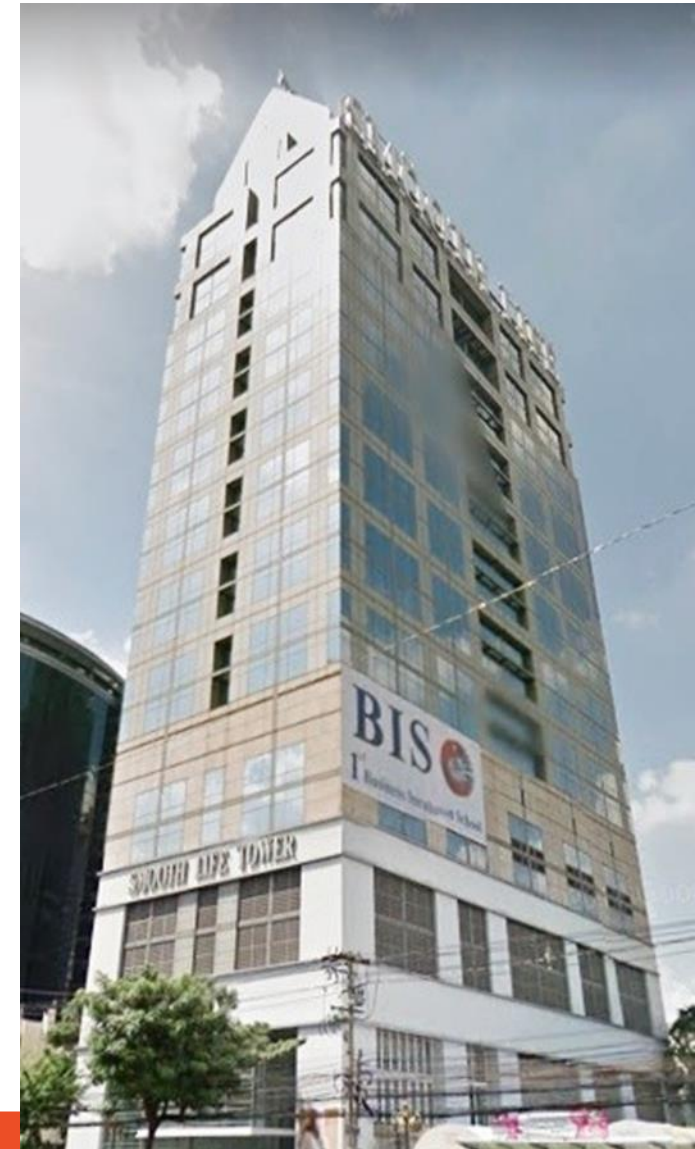


### Interconnected with other AIMS data centers across Southeast Asia

### Connects Southeast Asia to the world via an extensive international subsea and terrestrial networks

### Highly connected and interconnected

- Enjoy access to the highly diverse AIMS ecosystem established nearly 30 years ago
- Leverage off the international subsea and terrestrial network to connect quickly and more reliably to the rest of the world from Bangkok





## IS 752155 (ISO/IEC 27001:2013)

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 PLC. This is in accordance with Statement of Applicability V.0 dated 3 July 2021.c



## STAR 752232 (STAR Certification 2014)

The provision and operation for Private Cloud (IaaS). This is in accordance with CCM Statement of Applicability V.0 and association with ISO/IEC 27001:2013 certificate IS 752155.



“The Thai Chamber of  
Commerce Business Ethics  
Standard Awards 2021”

we are an organization that has ethics, honesty, fairness, transparency and have social responsibility as well as aiming to create benefits for the public with good governance principles which lead to strength corporate sustainability.



“Has been announced and certified as a member of the council of Thai Collective Action Coalition Against Corruption (CAC)”

The company has been assessed as a company with good governance practices with code of conduct and business ethics with anti-corruption policies and guidelines to grow our business steadily and sustainably.





# 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 2<sup>nd</sup> consecutive years





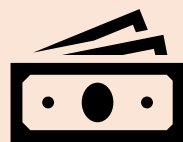
- SYMC
- **Financial Performance**
- SYMC Key Focus & Outlook

# 4Q2021 & 2021 HIGHLIGHT



## Revenue continued its growth **+15% YoY**

Strong performance with topline revenue hit double-digit growth vs last year



## Cost increased in line with revenue upside **+14% YoY**

Cost increased due to connectivity to support new customer and cost of sale to support ICT new sale growth



## Net Profit Growth **+35% YoY**

FY2021 Net Profit growth comparing with last year due to higher revenue growth, other income along with stable cost management



*Note: this include share of loss on associate (approx. 35 MB)*

## Expanding Growth Opportunities



Higher usage demand from domestic enterprises shifting to WFH policy and capture influx of demand for international connectivity from OTT (over-the-top) providers, regional telco carriers and technology/content providers in Thailand or neighboring ASEAN countries

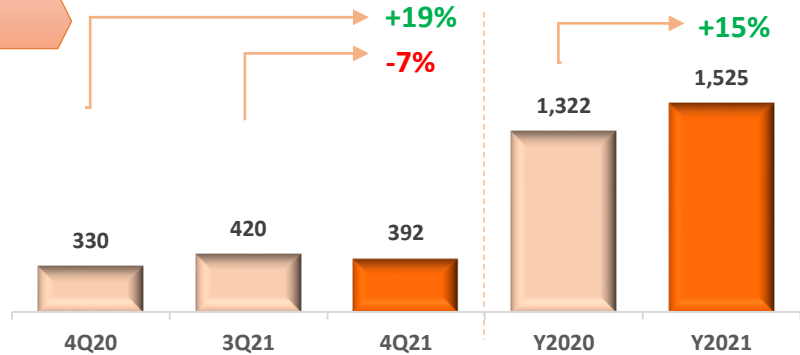


# 4Q2021 & FY2021 FINANCIAL PERFORMANCE



Unit : Million Baht

## Revenue



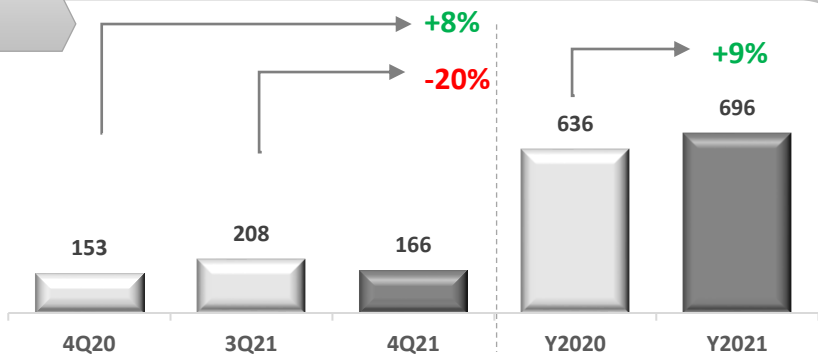
### 4Q2021

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

### FY2021

Revenue increased contributed by International (OTT and Myanmar market) and Enterprise segment (Government and bank sectors)

## EBITDA



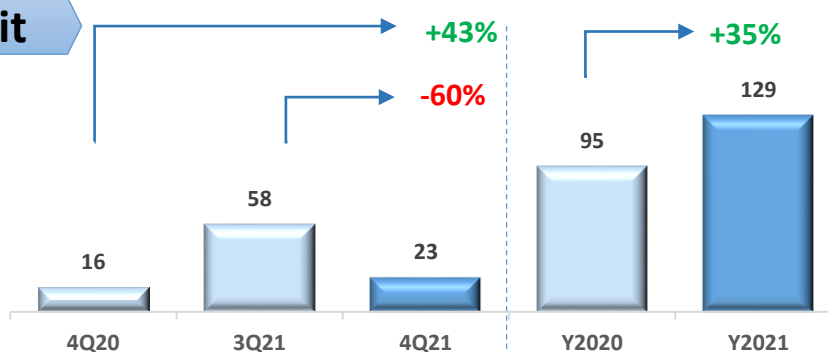
### 4Q2021

EBITDA growth 8% YoY with positive margin, driven by continued revenue growth together with cost management but decreased 20% QoQ due to one-off adjustment of USO provision

### FY2021

Growth 9% due to higher connection cost to support network and customers in line with higher revenue growth

## Net Profit



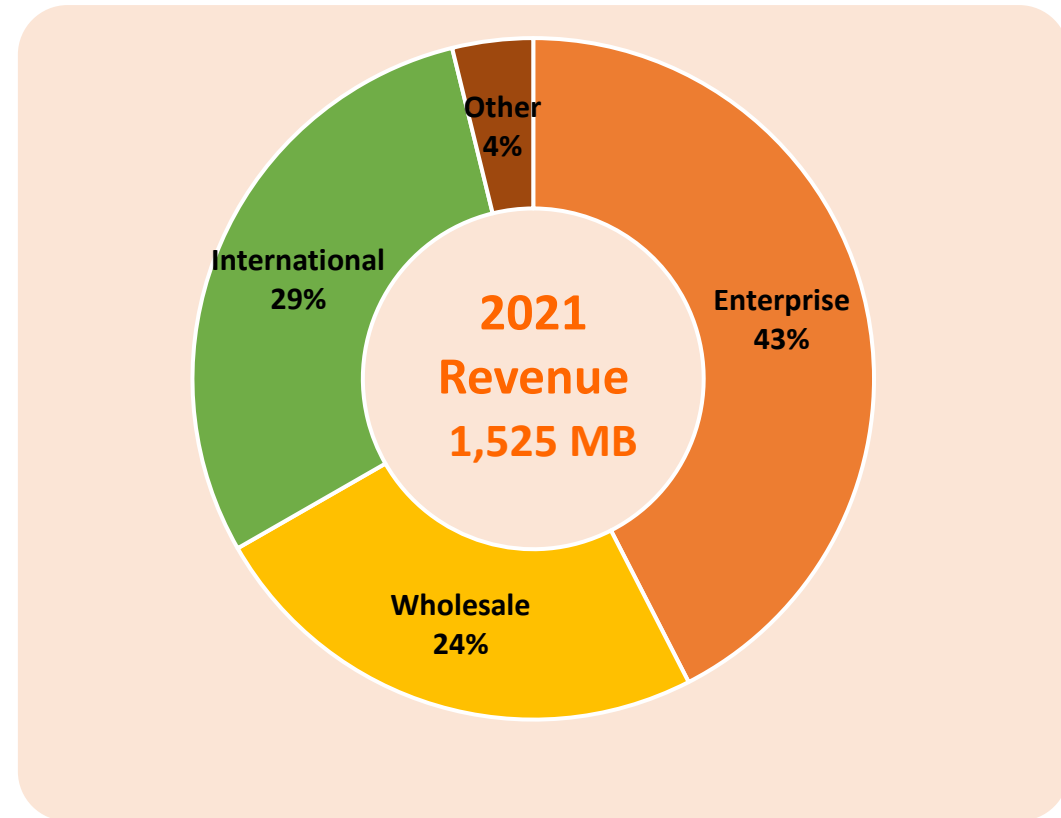
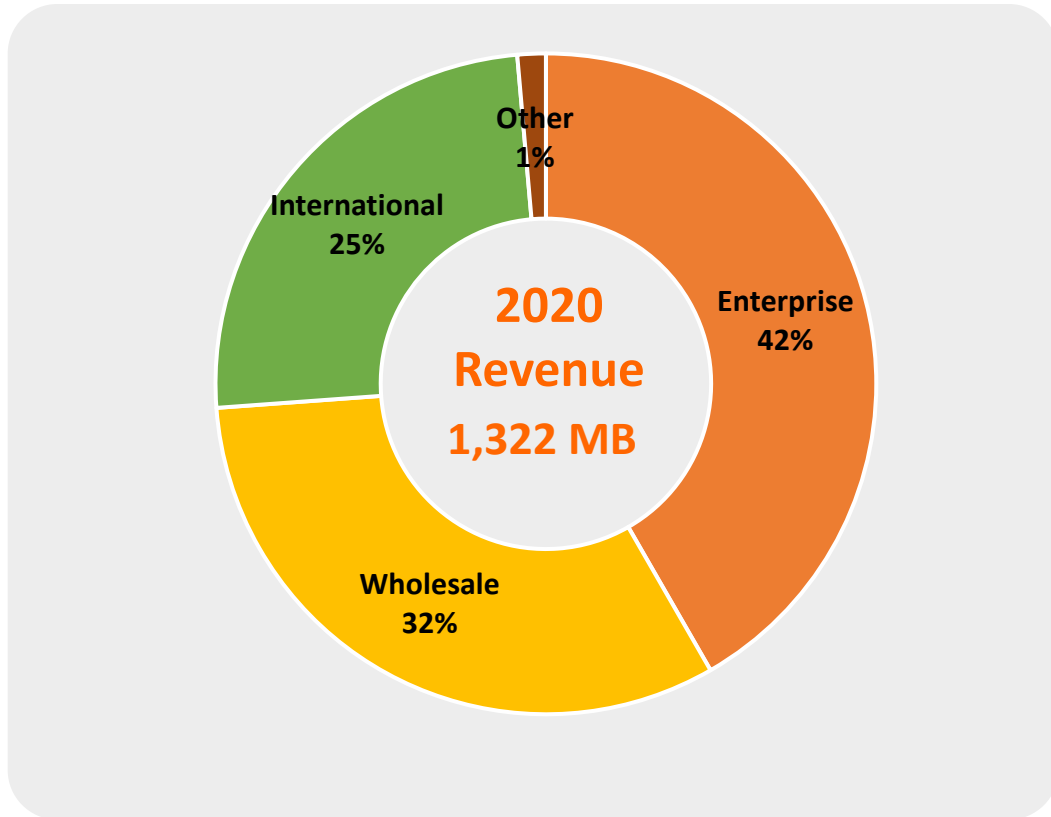
### 4Q2021

Growth 43% YoY due to higher revenue, EBITDA and lower financing cost

### FY2021

Included share of loss 34.7MB of ADCTH (FY2020: 8MB), due to start business operations in Aug-20.

# REVENUE CONTRIBUTION



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

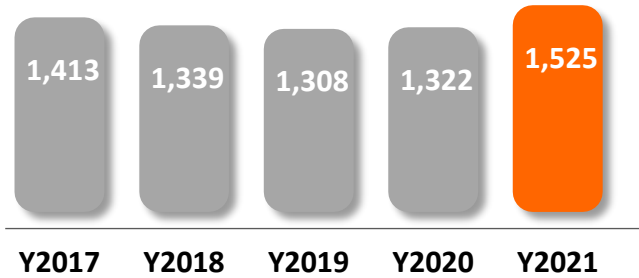


# 5-YEARS FINANCIAL HIGHLIGHTS

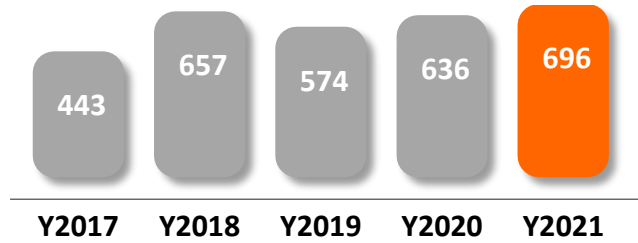


**SYMPHONY**

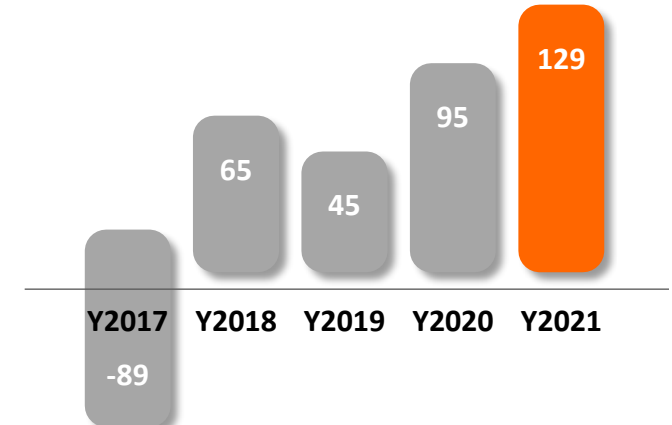
**Total Revenue**



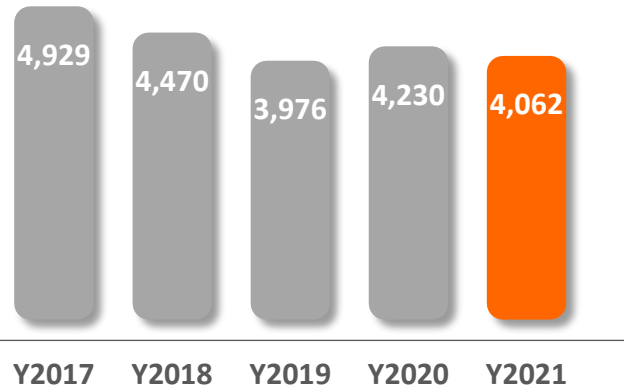
**EBITDA**



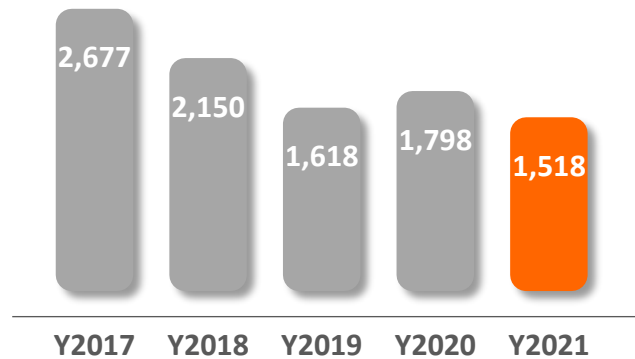
**Net Profit**



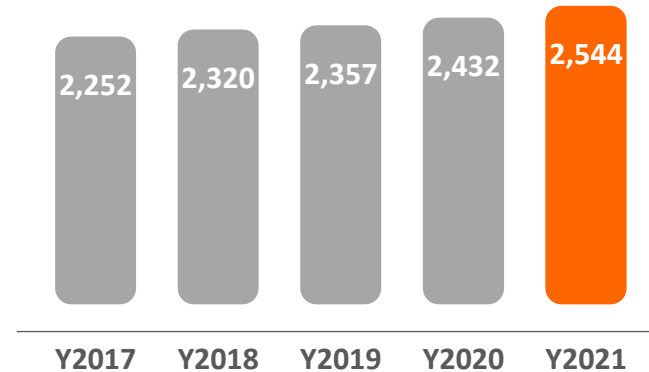
**Total Asset**



**Total Liabilities**



**Total Equity**



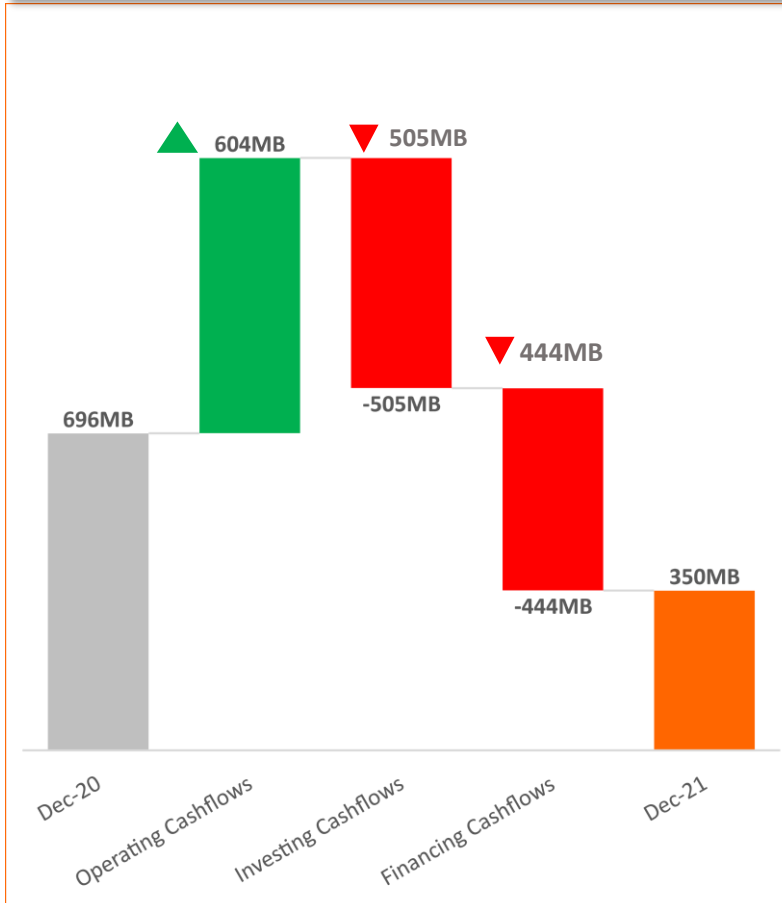


# FINANCIAL POSITION

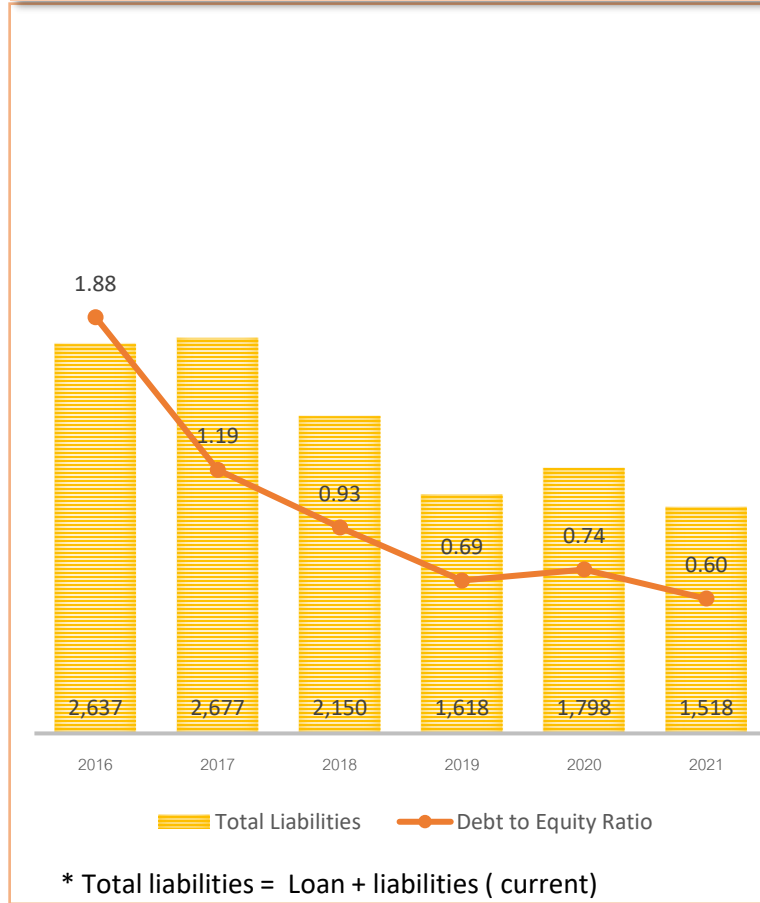


**SYMPHONY**

## Cash Flow Management



## Debt Maturity Profile



- Operating cash flow **healthy** to support working capital, investment and loan obligations.
- **Investing** 505 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.

# FINANCIAL RATIO



Item	Unit	Financial Statement As of				
		31-Dec-17	31-Dec-18	31-Dec-19	31-Dec-20	31-Dec-21
<b>Liquidity Ratios</b>						
Current Ratio	Times	1.70	0.94	1.32	1.31	0.85
Quick Ratio	Times	1.68	0.94	1.31	1.30	0.84
<b>Profitability Ratio</b>						
Gross Profit Margin	Percent	36.3%	34.6%	32.9%	35.6%	34.6%
EBITDA Margin	Percent	31.4%	49.7%	44.4%	48.8%	47.4%
Operating Profit Margin	Percent	-2.0%	13.4%	10.2%	14.1%	17.5%
Core Net profit Margin	Percent	-6.3%	4.9%	3.5%	7.9%	11.1%
Reported Net Profit Margin	Percent	-6.3%	4.9%	3.5%	7.3%	8.8%
Return on Assets	Percent	-1.8%	1.4%	1.1%	2.3%	4.0%
Return on Fixed Assets	Percent	-2.5%	2.0%	1.5%	3.3%	4.2%
Return on Equity	Percent	-3.7%	3.1%	1.9%	4.0%	6.4%
<b>Leverage Ratio</b>						
Debt to Equity	Times	1.19	0.93	0.69	0.74	0.60
Debt to EBITDA	Times	6.05	3.27	2.82	2.83	2.18
Debt Service Coverage Ratio	Times	1.87	1.46	0.55	1.50	1.55
<b>Growth Ratio</b>						
Total revenue Growth	Percent	1.8%	-5.2%	-2.3%	1.0%	15.4%
Core revenue Growth	Percent	1.9%	-6.1%	-2.2%	0.9%	12.6%
Core Net Profit Growth	Percent	-189.2%	-173.5%	-31.0%	130.9%	58.2%
Reported Net Profit Growth	Percent	-189.2%	-173.5%	-31.0%	113.0%	35.1%

✓ Strong Balance Sheet & Disciplined Growth

✓ Improved & Solid Financial position over 5 years





## FY2021 DIVIDEND



SYMPHONY

The Board of Directors resolved to the 2022 Annual General Meeting of Shareholders Year 2022, which will be held on April 22, 2022, to consider and approve the **dividend payment at the rate of 0.075 baht per share** to ordinary shareholders of the 433,654,887 ordinary shares, or a **total of Baht 32.5 million** based on the operating results for the 2021.





- SYMC
- Financial Performance
- SYMC Key Focus & Outlook

# SYMC KEY FOCUS



1. Embed **Reliable Network** and Services as **Trusted Brand**



Infrastructure

2. Ensure **Quality** of Connectivity and Service as **Satisfied**

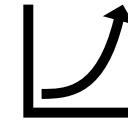


ISO

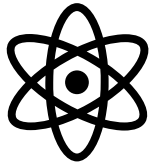


Customer Centric  
(Assured SLA & 24/7 support)

3. Expand Market Presence with **Strong Coverage**



Expansion



Coverage

4. Elevate **Value-added Services** and Solution as Required



Security



ICT Solution

5. Endeavor Relentlessly to Serve **Digital World**



Cloud service



Data Center

6. Operate a Business Based on **Good Governance** and Corporate Citizenship Principles



Good Governance



# 2022 OUTLOOK & PRIORITIES



## 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 return to near-normal situation toward the end of 2022



## Domestic Market

- Continue expanding enterprise segment with to capture growing demand for data connectivity usage and digitalization focus
- Focus on new Cloud Services and Security related solution, on-top of Connectivity Services
- New SDN MPLS network progressively deployed in Q1



## International Market

- Focus on increasing demand and opportunities from big OTT, Cloud and Content providers to establish footprint in TH and regional ASEAN
- Continue to focus on cross-border connectivity opportunities particularly in CLMV region



## Financial Focus

- Continue to optimise balance sheet management to increase efficiency
- Maintain sufficient cash position to support working capital, investment and loan obligations
- Continue capex investing on network enhancement & strategic expansion

# Q & A



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

# Symphony Communication Public Company Limited Investor Relations



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



email: [ir@symphony.net.th](mailto:ir@symphony.net.th)  
[alexloh@symphony.net.th](mailto:alexloh@symphony.net.th)  
[thareerat.w@symphony.net.th](mailto:thareerat.w@symphony.net.th)



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





**THANK YOU**