



SYMPHONY

Analyst Meeting

1Q2022

14th June 2022



1Q2022 Financial Performance



Corporate Highlights



2022 Outlook



Q & A



1Q2022 EXECUTIVE HIGHLIGHTS



SYMPHONY

Revenue continued its growth

+17% YoY

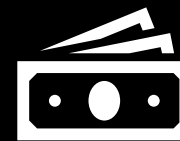
Double-digit growth on revenue by increasing customer base and high sales ICT solution



Net Profit growth

+44% YoY

Quarter performance remain strong with **double-digit growth** on Net profit



International Business Gained momentum

Strong demand for international **connectivity** across the region including **OTT and Cloud Service Providers and Hyperscale DC** expansion in TH





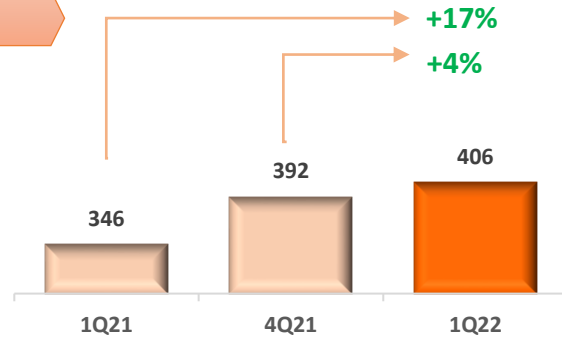
1Q2022 FINANCIAL PERFORMANCE



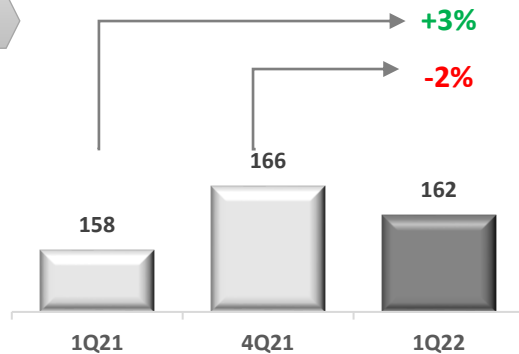
SYMPHONY

Unit : Million Baht

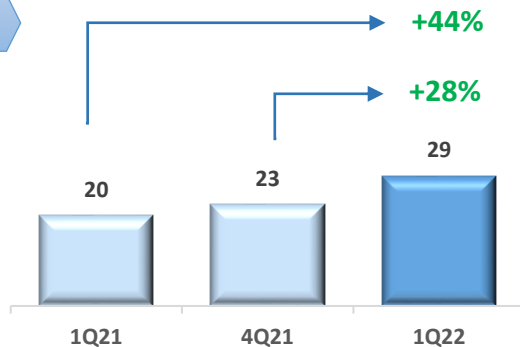
Revenue



EBITDA



Net Profit



1Q2022

Revenue increase YoY and QoQ both Services Revenue (Domestic & International) and ICT Solution service

1Q2022

EBITDA decrease 2% QoQ due to higher cost of connection to support network expansion and enhancement. Meanwhile compare YoY growth 3% due to higher revenue.

1Q2022

Double digit growth with higher revenue and well financial cost management.

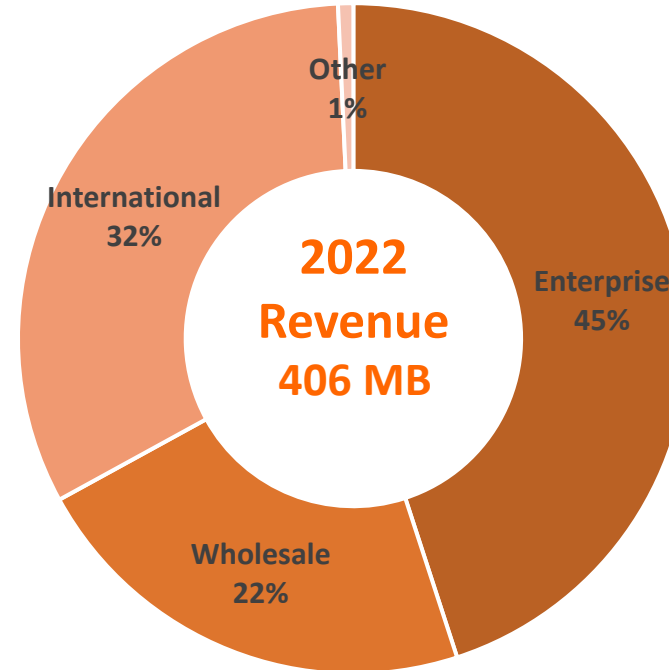
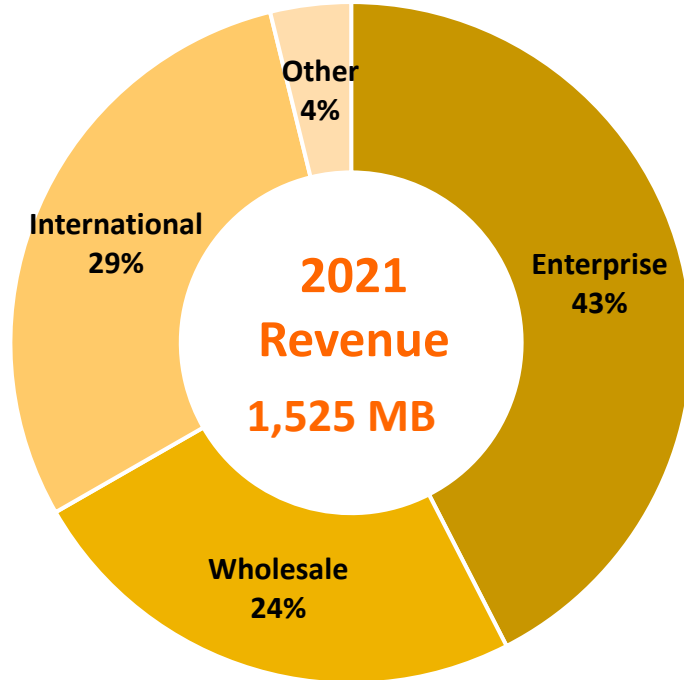
Share of loss from associate decreased from 9MTHB in 4Q2021 to 6MTHB



REVENUE CONTRIBUTION



SYMPHONY



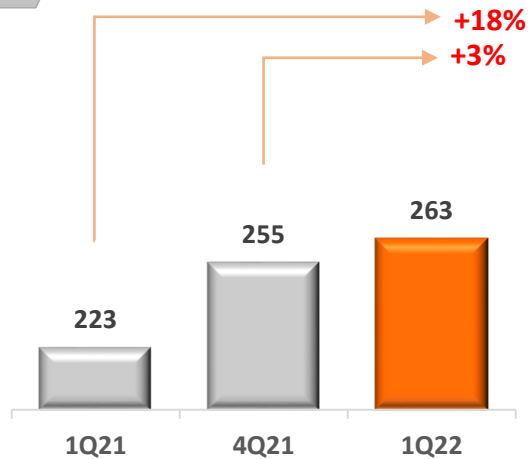
2022 Revenue growth continued mainly from **Enterprise and International** segments, which are the **key growth driver** of the business focus; **Wholesale** segment declining as a result of competitive and change in market landscape

COST OF SERVICES & SALES and OPERATING COST



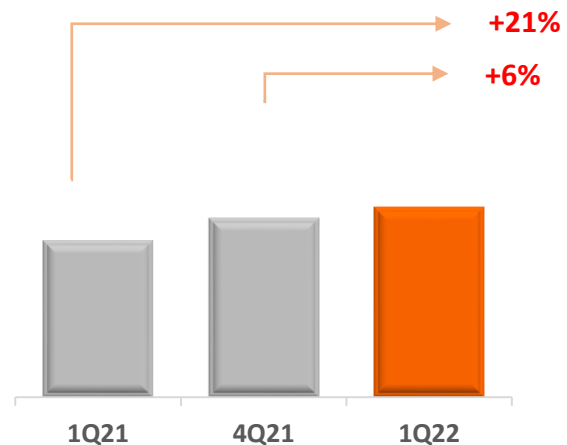
Unit : Million Baht

COSS



1Q2022 Cost increased due to higher from cable rental on domestic and international segment to support new customers.

OPEX



1Q2022 OPEX growth due to normal salary increase and Marketing expense due to lower marketing expense last year cause of COVID-19 situation.

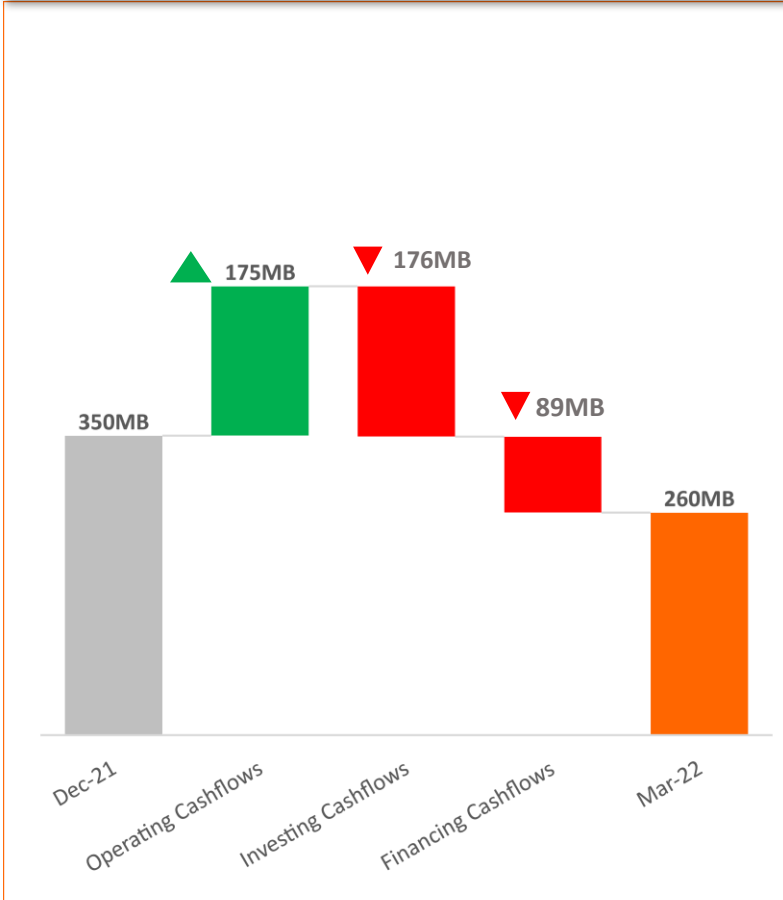


FINANCIAL POSITION



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Cash Flow Management



Debt Maturity Profile



- Operating cash flow decrease but still **healthy** to support working capital, investment and loan obligations.
- **Investing** 176 MB which includes new MPLS project.
- **DE Ratio** continue decrease due to continue loan repayment obligations. Lower financial cost.



FINANCIAL RATIOS



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| RATIOS | 2020 | 2021 | 1Q2022 |
|-----------------------|------|------|--------|
| Return On Asset | 2.3% | 4.0% | 3.9% |
| Return On Equity | 4.0% | 6.4% | 6.2% |
| Debt to Equity | 0.74 | 0.60 | 0.57 |
| Debt to EBITDA | 2.83 | 2.18 | 1.63 |
| Debt Service Coverage | 1.50 | 1.55 | 1.68 |
| Revenue Growth | 1% | 15% | 17% |
| Net Profit Growth | 113% | 35% | 44% |



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SYMPHONY – HUAWEI
sign MOU for cloud
collaboration to accelerate
cloud adoption and digital
transformation for
Thailand market

SYMPHONY signed an academic cooperation MOU with The Faculty of Engineering King Mongkut's university of technology north Bangkok





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2022 OUTLOOK & PRIORITIES



SYMPHONY



Economic & COVID-19

- Statistic of infected COVID-19 decrease. Government plan to more relax on restriction in Jun. Expect economic will be positive and return to near-normal situation toward the end of 2022



Domestic Market

- Good opportunity on tourism and hotel industry due to relaxation plan from the government on international travel restriction
- High demand from ICT bundled solution + connectivity + security service



International Market

- Opportunity on Global and OTT/ Cloud with aggressive expansion in Thailand (especially in hyperscale DC)
- Continue to focus on cross-border connectivity opportunities particularly in CLMV region
- Expecting to continue growth trend with positive business sentiment along increasing prospect from connectivity, DC and cloud demands.



Financial Focus

- Continue CAPEX investment on new MPLS system and strategic expansion.
- Maintain sufficient cash position to support working capital, investment and loan obligations.

THANK YOU



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