



# **Analyst Meeting**

## **2Q2024**

19<sup>th</sup> August 2024



BUSINESS  
HIGHLIGHT

Business Highlight



# 2Q2024 EXECUTIVE HIGHLIGHTS

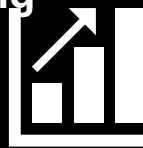


SYMPHONY

## Revenue continued its growth

**+5% YoY**

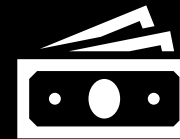
Total revenue growth compare with 2Q2023 normalized (excluded gain from AIMS) due to **more demand of connectivity services** and ICT Selling revenue.



## Net Profit growth

**+3% YoY**

Net Profit increased (excluded gain from AIMS) driven by **higher revenue** and more customer base.



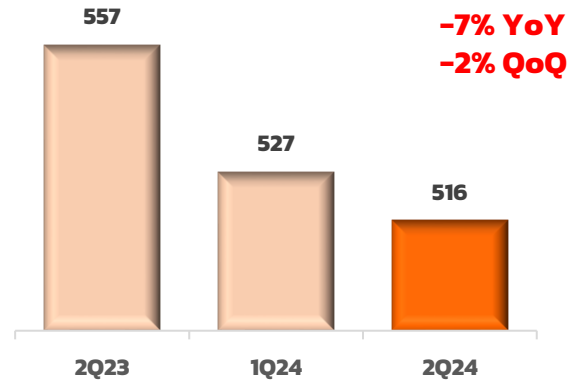
## Business Gained momentum

**Strong growth from domestic demand** with international segment slow down in this year but recovery global markets anticipated within the next year.



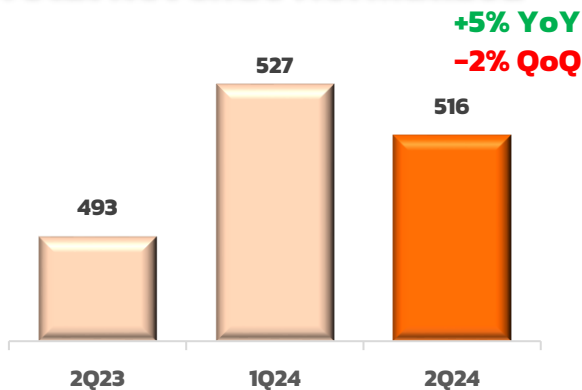
# 2Q2024 FINANCIAL

## Total Revenue

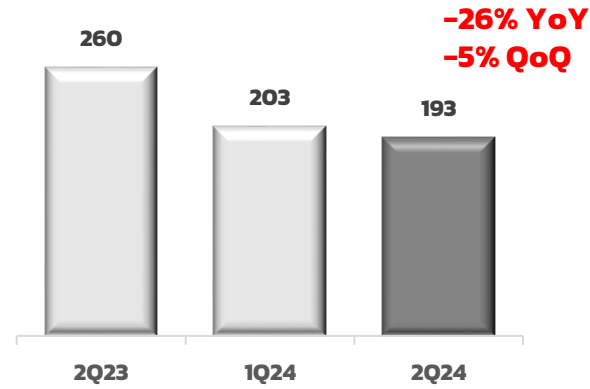


Normalised Revenue increased YoY compared with 2Q23 increased due to growth of connectivity services revenue.

## Total Revenue Normalized

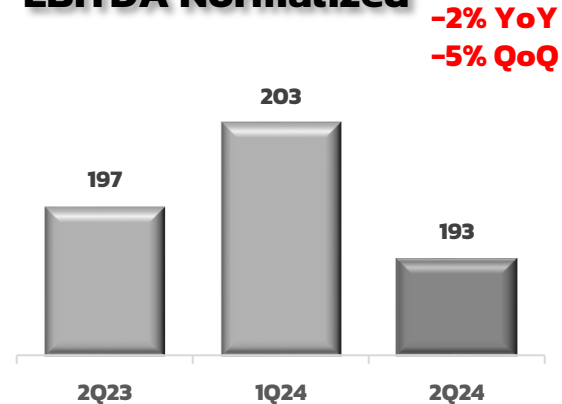


## EBITDA

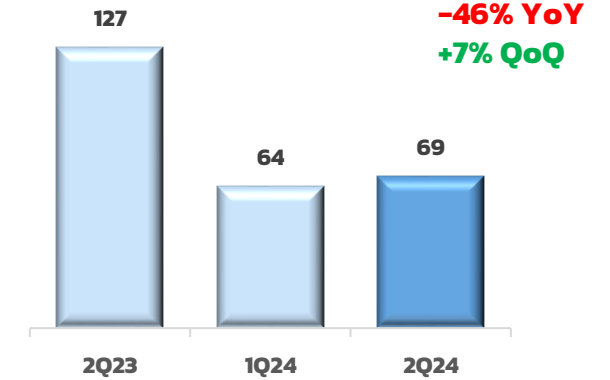


EBITDA decreased compared to 2Q23 and 1Q24 due to higher costs and SG&A expenses. Additionally, 1Q24 and 2Q24 benefited from higher foreign exchange gains.

## EBITDA Normalized

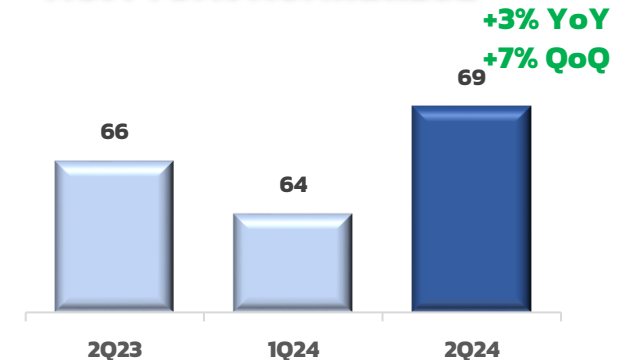


## Net Profit



Net Profit decreased compared with 2Q23 decreased due to one-time gain on the sale of the investment in the associate

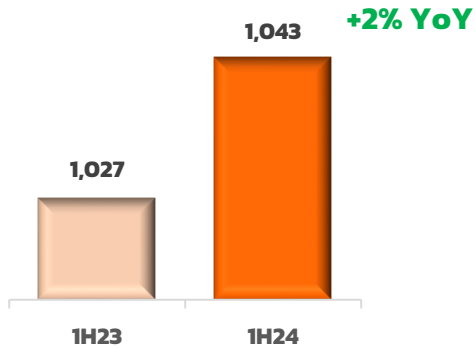
## Net Profit Normalized



# 1H2024 FINANCIAL

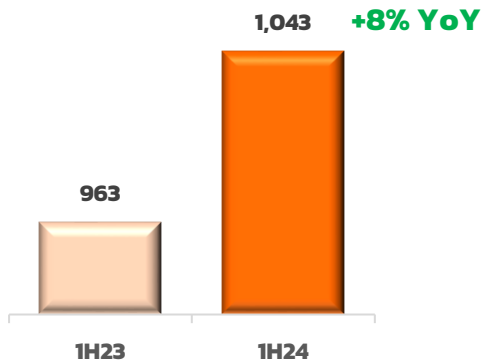


## Total Revenue

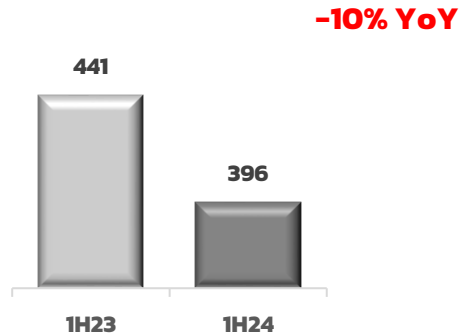


Service Revenue increased compared with 1H23 increased due to growth of connectivity services revenue.

## Total Revenue Normalized

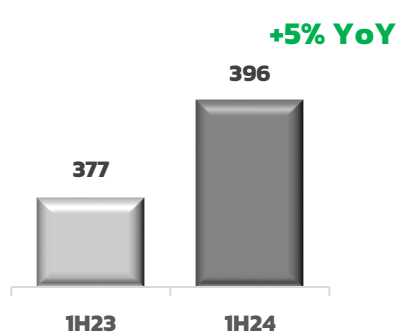


## EBITDA

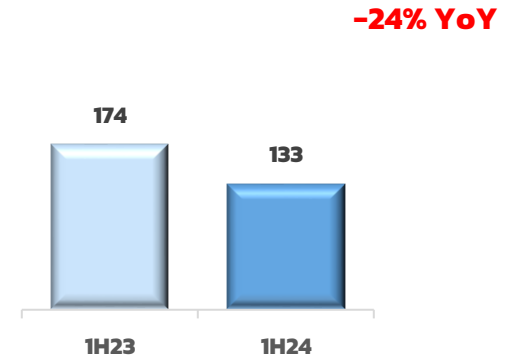


EBITDA decreased compared with 1H23 due to higher revenue included one-time gain and higher cost. Normalized EBITDA increased 5%

## EBITDA Normalized

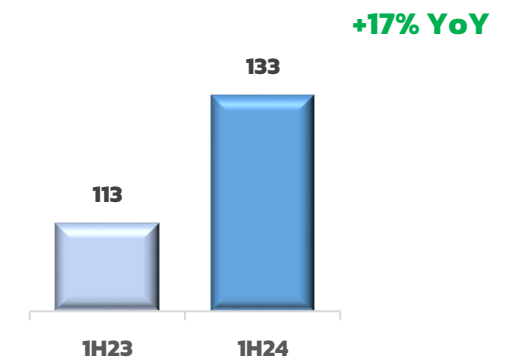


## Net Profit



Net Profit decreased compared with 1H23 decreased due to one-time gain on the sale of the investment in the associate. If excluded, NP growth 17%

## Net Profit Normalized

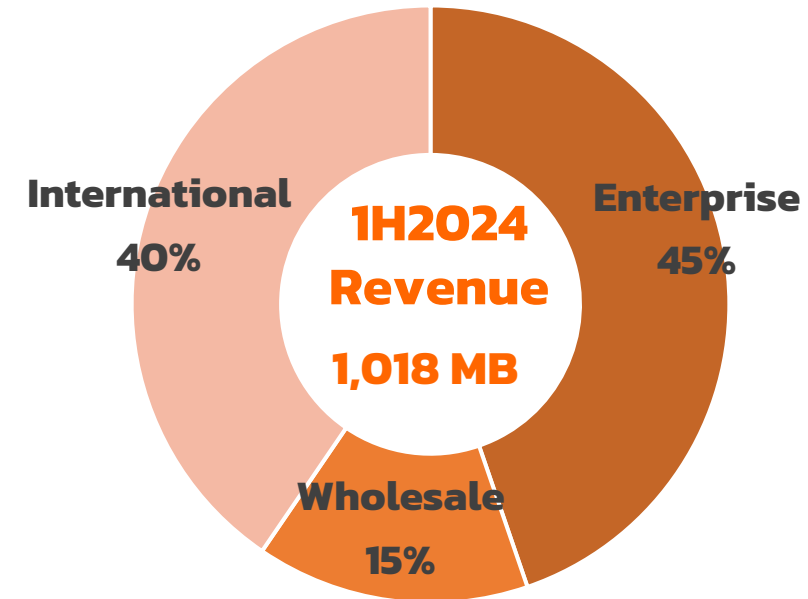
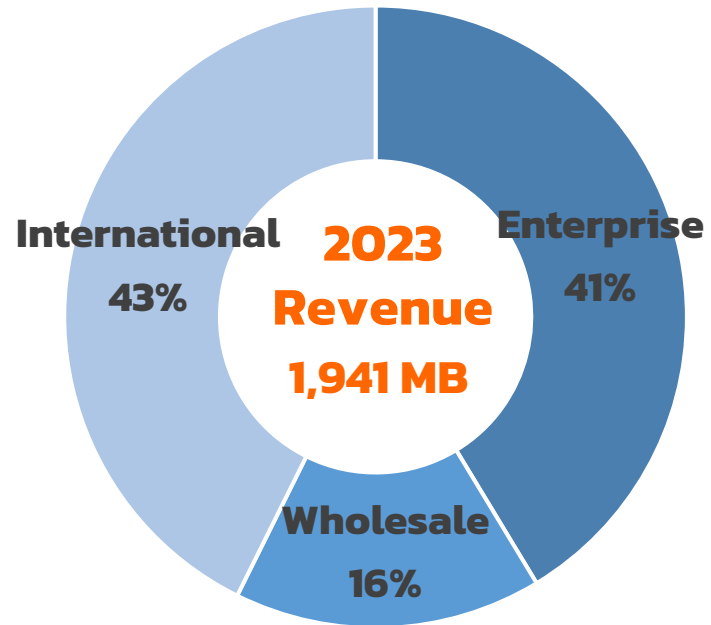




## REVENUE MIX CONTRIBUTION



SYMPHONY



\* Excluded other income

**2024** Revenue mix dynamics in year 2024 witnessed a **notable shift**, with a significant contribution from **domestic enterprises** slightly surpassing that of the **international segment**. There is a discernible upward trend in both domestic enterprise and international sectors. Conversely, the **wholesale** segment is anticipated to experience a **decline**, yet it remains a valuable component for the company.

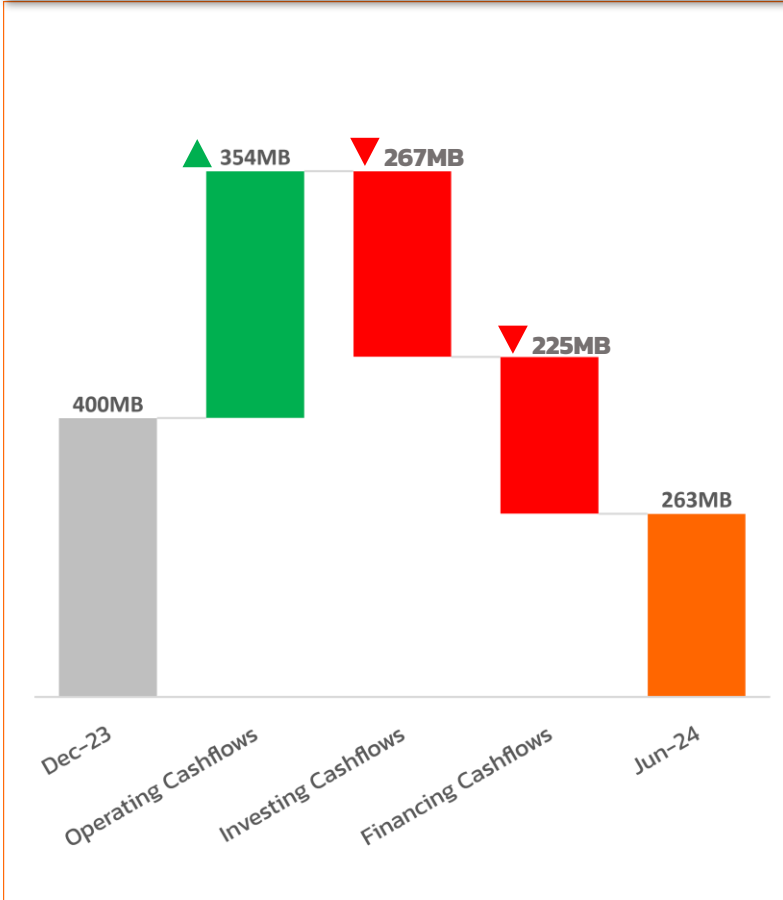


# FINANCIAL POSITION

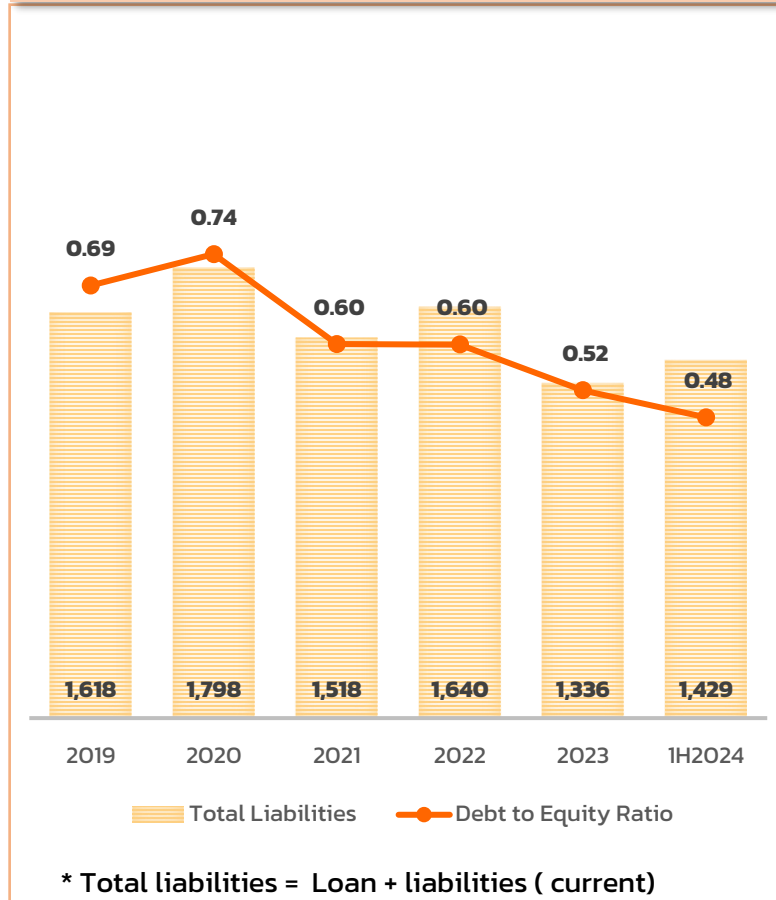


# SYMPHONY

## Cash Flow Management



## Debt Maturity Profile



- **Operating** cash flow in 1H2024 surged to 354 million, marking a significant increase compared to the previous period.
- **Investing 267 MB** to support new customers and enhance projects, with a specific focus on DWDM technology to strengthen and upgrade network infrastructure, including the installation of additional fiber optics.
- **The DE Ratio** decreased from 2023, indicating improved financial discipline and suggesting a more balanced debt-to-equity structure within the company.



# FINANCIAL RATIOS



SYMPHONY

RATIOS	2022	2023	1H2024
Revenue Growth	11.4%	18.7%	1.6%
Net Profit Growth	26.0%	63.3%	-23.6% (+17.3*) * Normalized
Net Profit Margin	9.6%	13.1%	11.0%
Return On Asset	3.9%	6.2%	6.2%
Return On Equity	6.0%	9.5%	9.0%
Debt to Equity	0.61	0.46	0.48
Debt to EBITDA	2.41	1.66	1.80
Debt Service Coverage	1.76	2.34	2.45



OUTLOOK  
&  
GUIDANCE

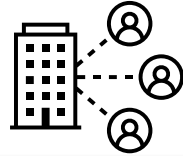
Outlook & Guidance

# 2024 OUTLOOK & PRIORITIES



## Economic

- The Thai economy continues to face challenges, largely due to political uncertainty, which may deter foreign investment. Economic stability and the strength of the currency are key factors with interest rates expected to decline, market liquidity should improve. However, in the telco industry, there is still a positive outlook for growth, though it may be modest in 2024.



## Domestic Market

- Focus on organic growth with plans on network and services expansion to support our customers across sectors for greater demand on connectivity and value-added services offering
- The domestic market is growing, with increasing demand from Cloud, security across all sectors. This presents an opportunity for the company to expand its customer base in these areas.



## International Market

- the influx of global data center setups in Thailand (2025–2026) signals a positive trajectory for the Thai economy, presenting opportunities for the company to provide essential infrastructure services to both these setups and their clientele.
- Slow down demand in 2024 and potential churn due to cost concern (scale down, layoff)
- Potential growing demand from Indo-China market.



**SYMPHONY**



## Financial Focus

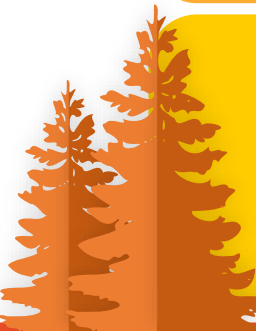
- Maintain cashflow to be healthy and sustainability
- Plan and prioritize CAPEX to align with cash flow projections and business objectives.
- Focus on cost optimisation and reduction.



# 2024 GUIDANCE



<b>REVENUE</b>	<b>Low Double-Digit Growth</b>	<ul style="list-style-type: none"><li>Maintaining revenue growth and expanding customer base through connectivity and digital services, including cloud, security, and digital solutions, is a top priority, alongside crucial churn protection strategies for retaining existing clientele.</li></ul>
<b>EBITDA</b>	<b>Low to Mid single-digit growth with sustainable margin</b>	<ul style="list-style-type: none"><li>Managing rising costs from global economic factors like increased electricity expenses and cable-related organizational costs by optimizing fiber rentals to reduce financial impacts..</li></ul>
<b>NET PROFIT</b>	<b>Low - Mid Double-digit growth</b>	<ul style="list-style-type: none"><li>The priority is maintaining margins by optimizing costs throughout operations, ensuring profitability while effectively managing expenses.</li></ul>
<b>CAPEX</b>	<b>Capex Spending estimate 20 - 25% of revenue</b>	<ul style="list-style-type: none"><li>Prioritize improving network quality, enhancing coverage, and expanding access to attract new customers.</li><li>Improve service and solution offerings for the enterprise segment.</li></ul>





Q&A

Q&A



APPENDIX

Appendix



# FINANCIAL 2Q2024



**SYMPHONY**

Unit : Million Baht	Amount			Change		Amount		Change
	Q2/23	Q1/24	Q2/24	(%) QoQ	(%) YoY	6M23	6M24	(%) YoY
<b>Revenue</b>								
Service revenue	482.2	506.9	511.2	0.8%	6.0%	948.7	1,018.0	7.3%
Other income	74.7	20.3	4.6	-77.4%	-93.9%	78.0	24.8	-68.2%
<b>Total Revenue</b>	<b>557.0</b>	<b>527.1</b>	<b>515.7</b>	<b>-2.2%</b>	<b>-7.4%</b>	<b>1,026.7</b>	<b>1,042.8</b>	<b>1.6%</b>
Costs of Services and Sales (excl. D&A)	(215.1)	(227.4)	(235.7)	3.6%	9.6%	(422.1)	(463.1)	9.7%
Depreciation & Amortization (D&A)	(99.3)	(99.8)	(94.4)	-5.4%	-4.9%	(196.1)	(194.2)	-0.9%
<b>Total Cost of Services and Sales</b>	<b>(314.4)</b>	<b>(327.2)</b>	<b>(330.1)</b>	<b>0.9%</b>	<b>5.0%</b>	<b>(618.1)</b>	<b>(657.3)</b>	<b>6.3%</b>
Service & Administrative Expenses (excl. D&A)	(81.5)	(96.3)	(87.5)	-9.1%	7.4%	(163.8)	(183.9)	12.3%
Depreciation & Amortization (D&A)	(14.1)	(13.1)	(13.7)	4.7%	-2.8%	(28.1)	(26.8)	-4.6%
<b>Total Service &amp; Administrative Expenses</b>	<b>(95.6)</b>	<b>(109.4)</b>	<b>(101.2)</b>	<b>-7.5%</b>	<b>5.9%</b>	<b>(191.8)</b>	<b>(210.7)</b>	<b>9.8%</b>
<b>Operating Profit / ( Loss)</b>	<b>146.9</b>	<b>90.5</b>	<b>84.4</b>	<b>-6.7%</b>	<b>-42.6%</b>	<b>216.7</b>	<b>174.9</b>	<b>-19.3%</b>
Financial Cost	(9.2)	(8.0)	(7.8)	-2.3%	-15.5%	(18.7)	(15.7)	-16.1%
Income Tax Expenses	(10.5)	(18.3)	(7.8)	-57.3%	-25.7%	(23.8)	(26.1)	9.8%
<b>Net Profit/(Loss) for the period</b>	<b>127.3</b>	<b>64.2</b>	<b>68.8</b>	<b>7.1%</b>	<b>-45.9%</b>	<b>174.2</b>	<b>133.1</b>	<b>-23.6%</b>
<i>Net Profit/(Loss) Margin</i>	<i>22.8%</i>	<i>12.2%</i>	<i>13.3%</i>			<i>17.0%</i>	<i>12.8%</i>	
One-off items (after tax)	(60.8)	0.0	0.0	0.0%	100.0%	(60.8)	0.0	100.0%
<b>Normalized Net Profit/(Loss) for the period</b>	<b>66.5</b>	<b>64.2</b>	<b>68.8</b>	<b>7.1%</b>	<b>3.5%</b>	<b>113.4</b>	<b>133.1</b>	<b>17.3%</b>
<i>Normalized Net Profit/(Loss) Margin</i>	<i>13.5%</i>	<i>12.2%</i>	<i>13.3%</i>			<i>11.8%</i>	<i>12.8%</i>	

# Symphony Communication Public Company Limited Investor Relations



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