



Opportunity Day **Year 2023 Performance**

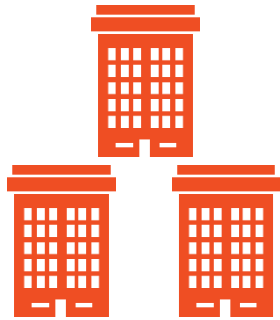
20th March 2024



SYMPHONY

- ❖ SYMC Background
- ❖ Our Services & Customers
- ❖ Our Infrastructure Footprint
- ❖ Financial Performance
- ❖ 2024 Guidance & 3Years Aspiration
- ❖ Q & A

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
ISO 22301
and CSA Star
for Cloud Security

Thailand's 1st
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)

Who We Are



Business

Fixed-line Telco

ICT Managed Services

Infra Asset

Terrestrial Fiber Network

International Network

Submarine Cable

Footprint

Nationwide Thailand

CLMVM Border

Singapore

Hong Kong

Services

Connectivity

Data Center

Cloud

Security & Cyber Security

Digital Solutions

Customers

Enterprise

ISP

Non-ISP Partner

Carriers

OTT/Cloud

International Standards



IS 752155 (ISO/IEC 27001:2013)



BCMS 786099 (ISO 22301:2019)



STAR 752232 (STAR Certification 2014)



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CONNECTIVITY



INTERNET



DATA CENTER



CLOUD SERVICE



SECURITY AND CYBERSECURITY SERVICE



ICT SOLUTION & MANAGED SERVICES



Direct Internet



Private Network



SI / Cloud / Partner



SYMC Customers



ISP / TELCO



DC / SD-WAN



International

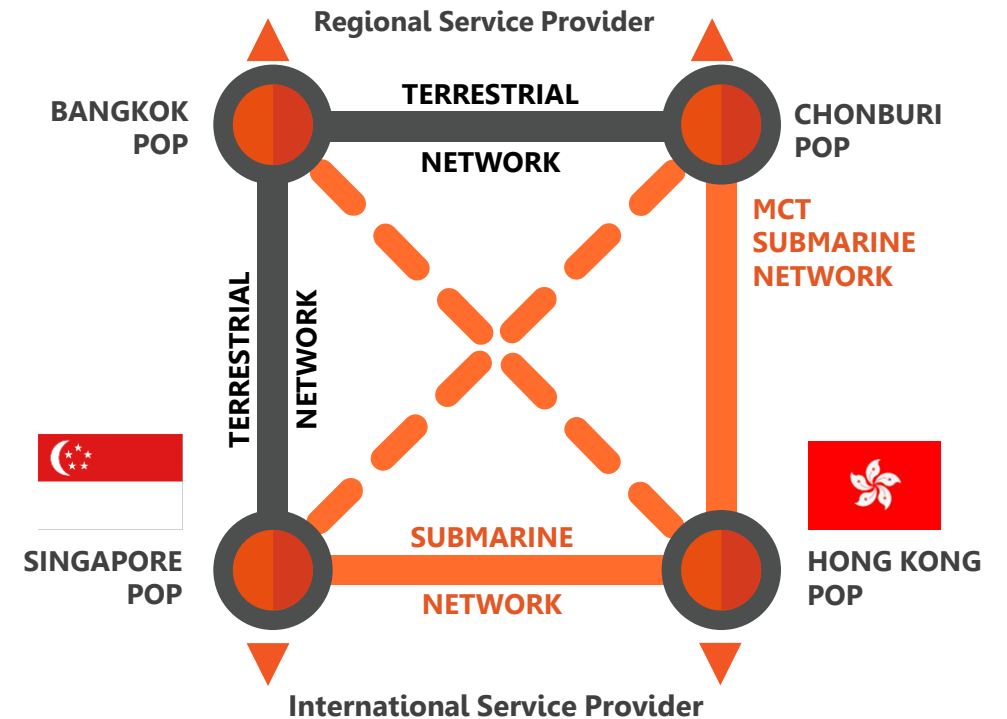
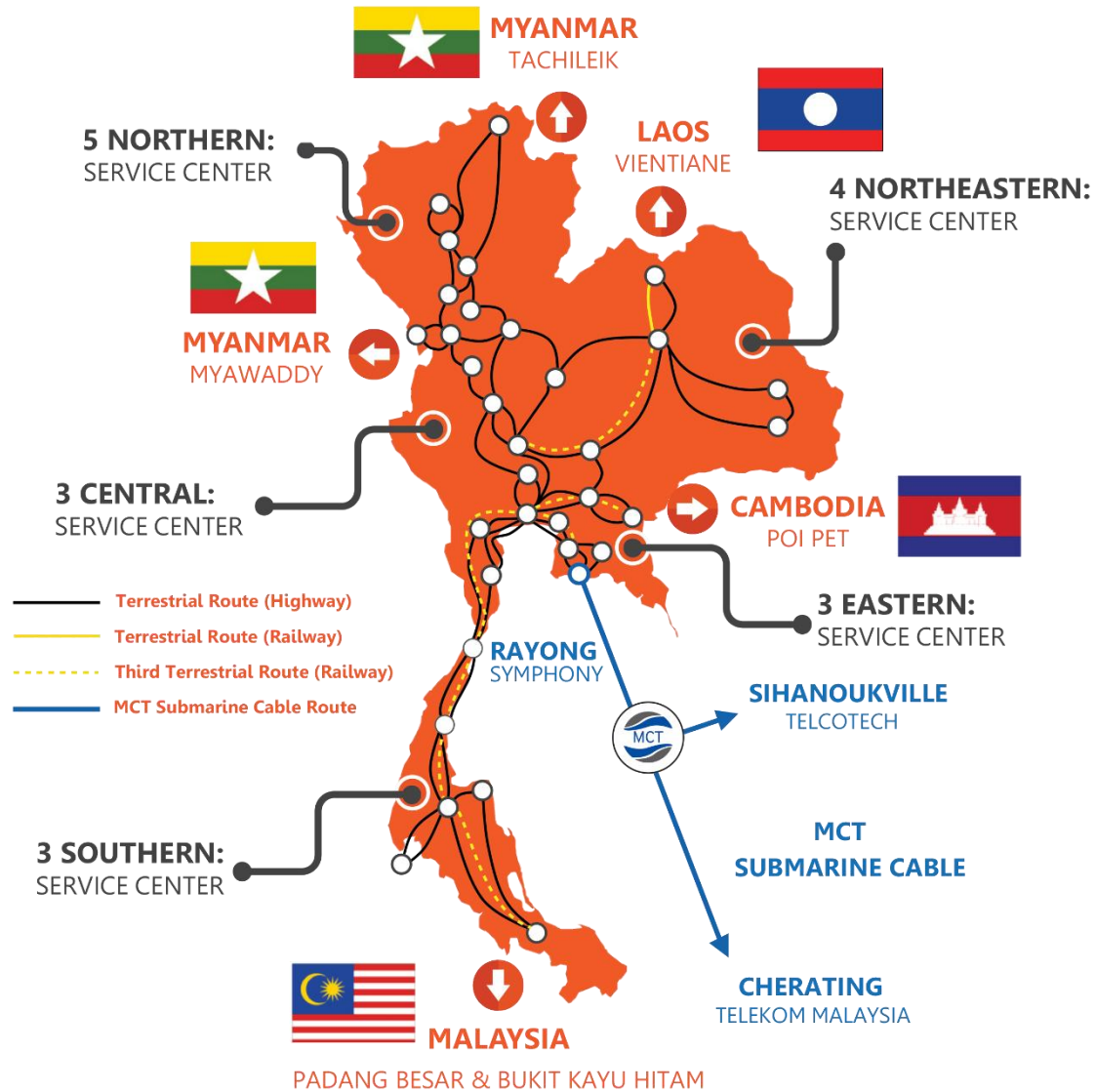




SYMPHONY

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Our Network Connectivity



Our Network in Thailand



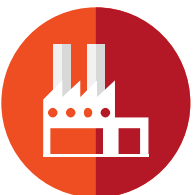
25,400++ km.
Fiber footprint



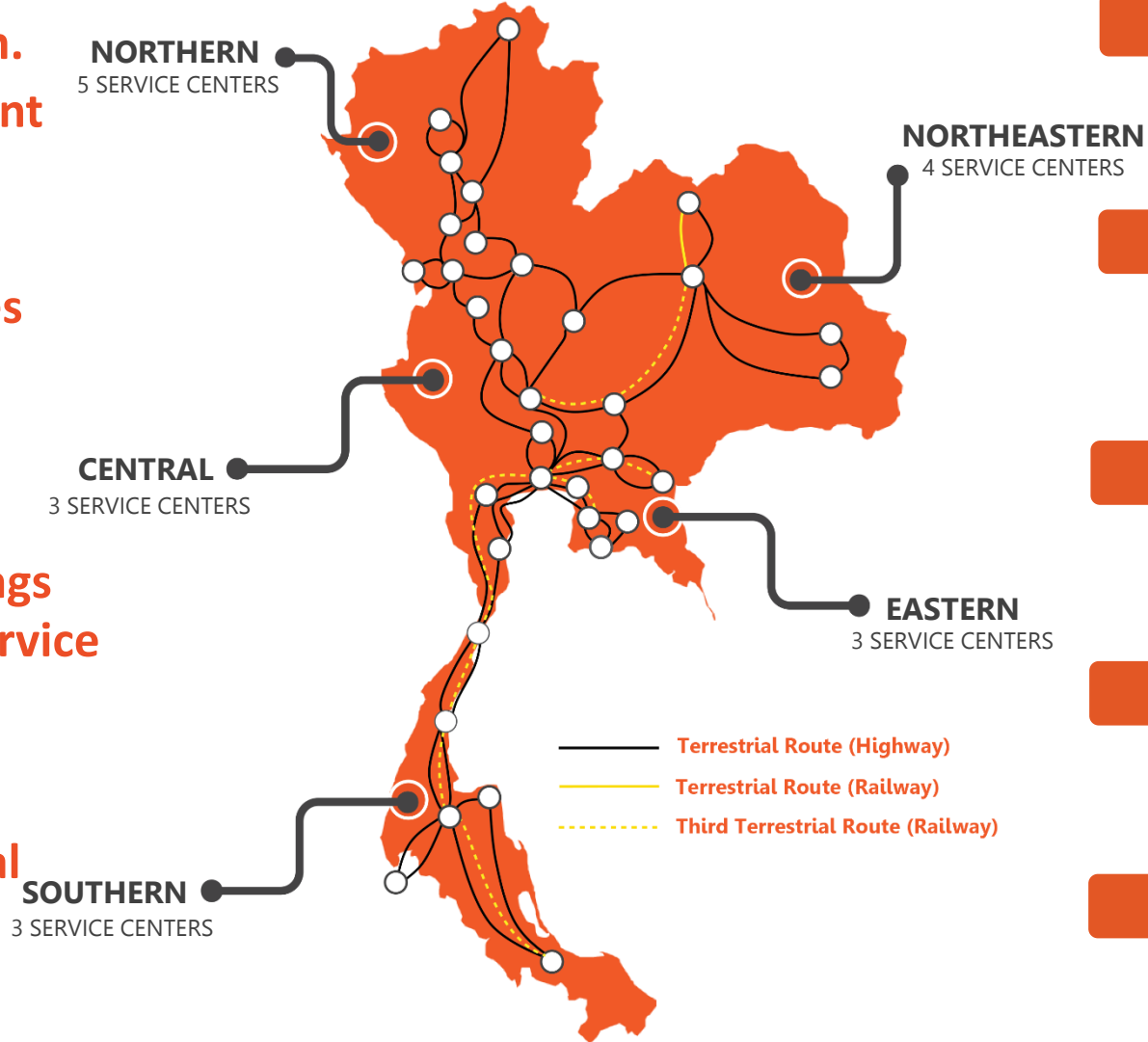
50 Provinces
coverage



297 Buildings
Ready for service



101 Industrial
Estates



Northern

11 Provinces

Northeastern

9 Provinces

Central

17 Provinces

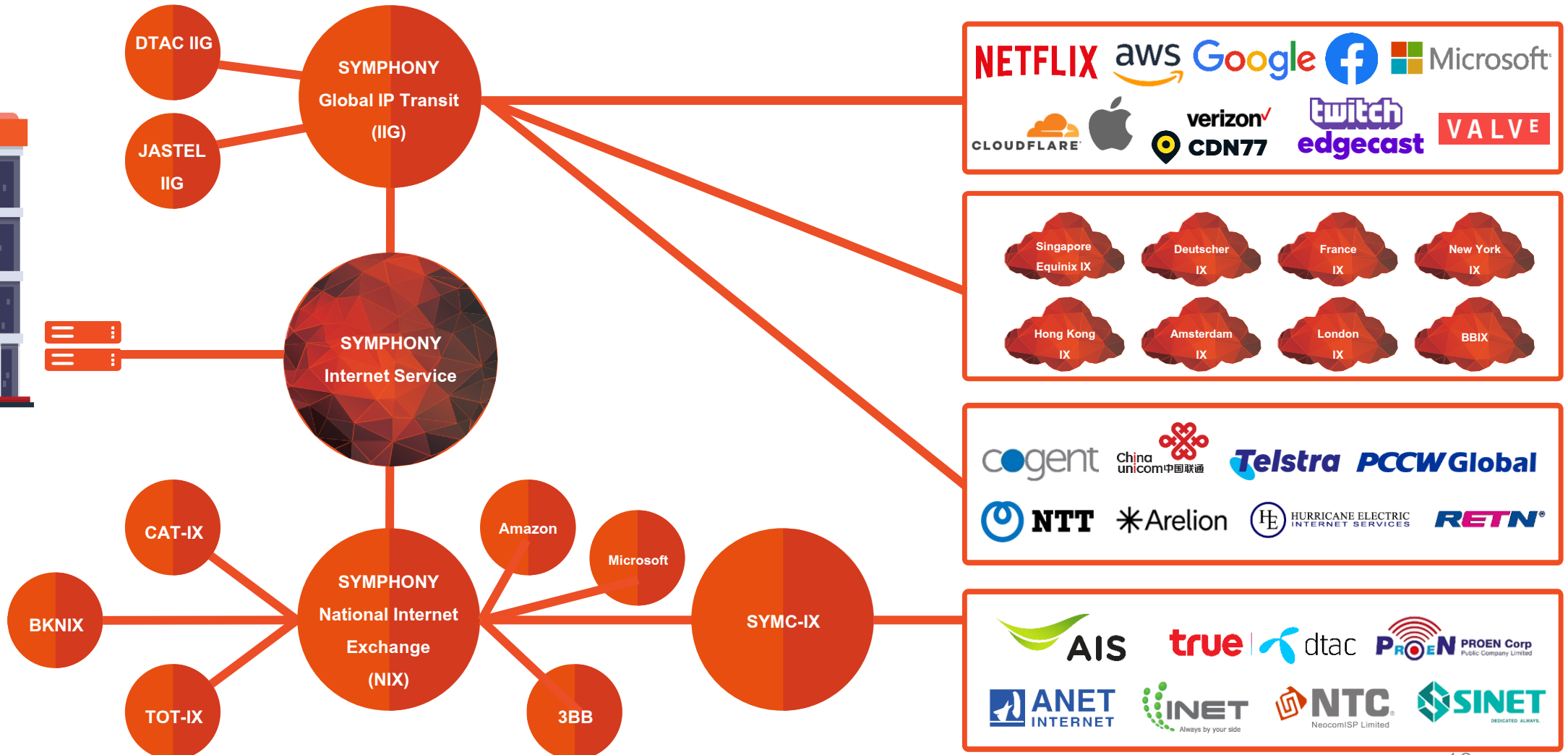
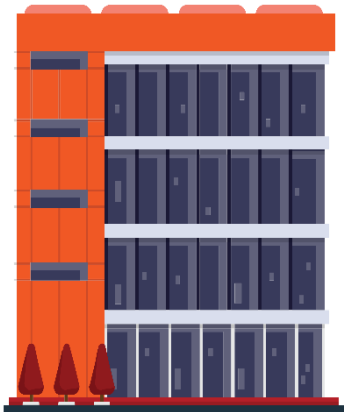
Eastern

6 Provinces

Southern

7 Provinces

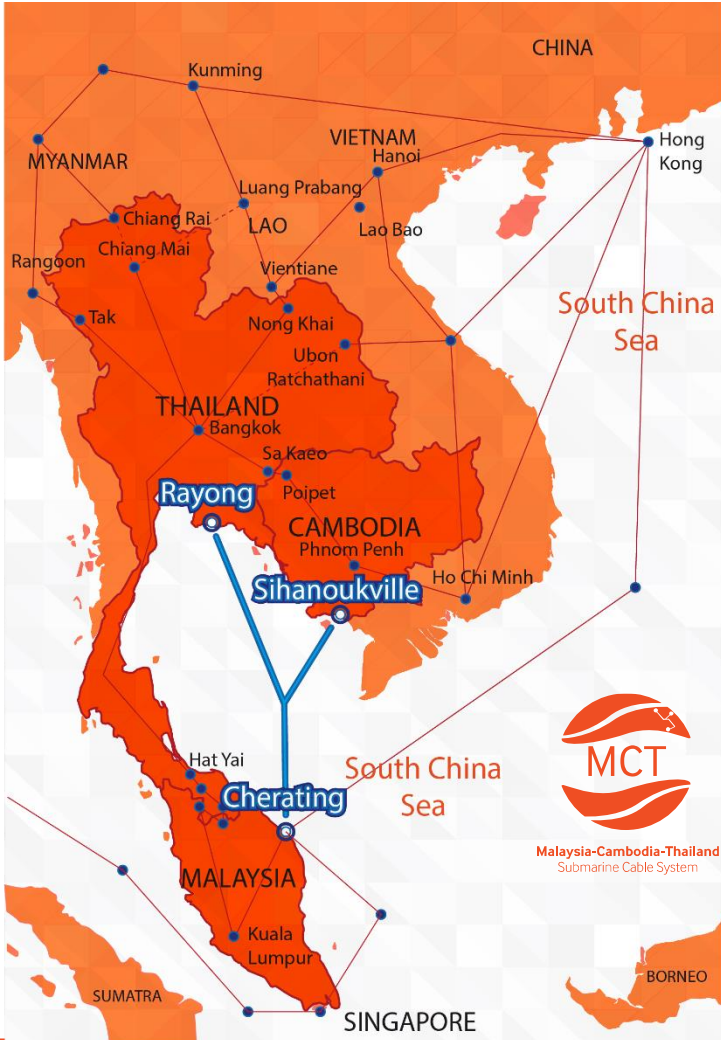
Internet Service Connectivity






MCT Submarine Cable System



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



- Owner :  SYMPHONY  
- Cable Length : 1,300 km.
- Route Capacity : 10 Tbps. per route
System Capacity : 30 Tbps. (3 directional routes)
- Link to : Intra Asia (Singapore, Hongkong)
: Europe (France, UK)
: USA (Trans-Pacific)

Moalee Cable Landing Station



Built on a great location next to Mae Rampoeng Beach, Rayong, MOALEE Cable Landing Station, with approximately 2 rais (2,000 Square Meters) equipped with a great system and support, including power supply, security, monitoring, multiple cable routes plus neutral and opened access for another 3 more submarine cable systems as efficient interconnection hub.



190 KM from Bangkok	170 KM from BKK Airport	FULL Backhaul Protection	2 Electrical Power Sources
10+ Meters above MSL	50 KM from UTP Airport	24x7 NOC & Onsite Engineer	450 Meters to BMH

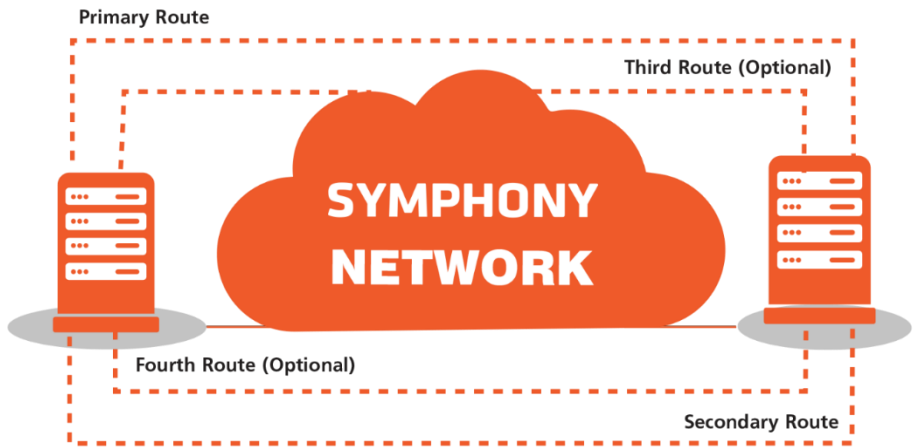
SYMPHONY INTERCONNECTION

SERVICE TO BANGKOK DATA CENTERS



Connecting to all the leading Data Centers in Thailand, with our **ROBUST HIGH-SPEED FIBER NETWORK** which is Fast, Stable and Trusted Performance for your business

- ▶ Data Center and Disaster Recovery site
- ▶ POP/Region/Zone/Edge Network for **OTT** and **Cloud Service Providers**



SERVICE

- Dark Fiber
- DWDM Service
- SDH/EOS Service
- SDN-MPLS Service

BENEFITS

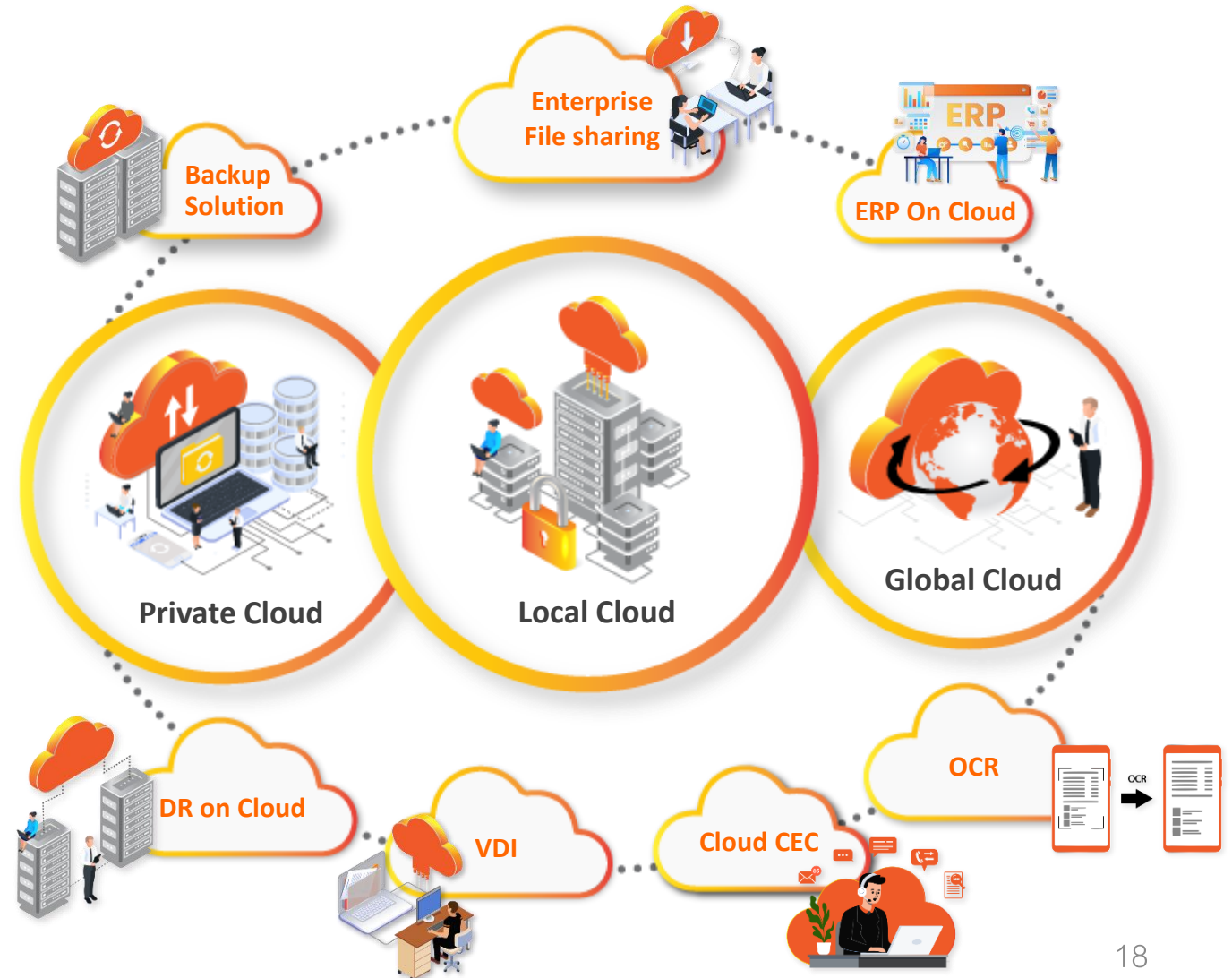
- Low Latency via Direct Route Optical Fiber Cable
- ≤ 50ms Switching Time for DWDM Protected Solution
- Committed SLA 99.90% (Minimum)

Cloud Service

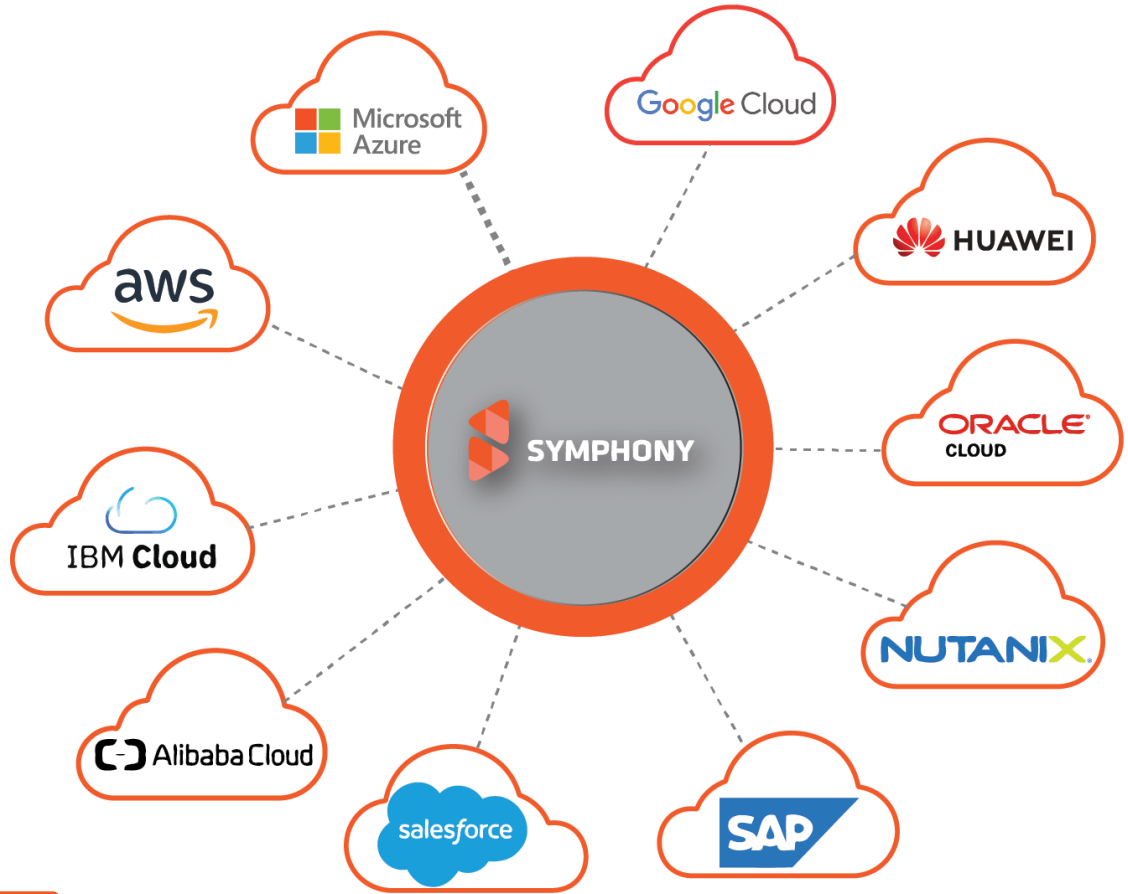


Our SYMPHONY Cloud and Network Services gives you convenience and confidence on your digital journey

SYMPHONY
CLOUD
Convenient Anywhere Anytime



Cloud Direct Connect Service



Key service features



Secure, Private, High Performance



Direct connection to extensive ecosystem



Networking SLA 99.9 %



Rapid Provisioning



Multi-Cloud Connectivity



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FY2023 EXECUTIVE HIGHLIGHTS



Revenue reaching high of 2 billion baht, attributable to increased sales and reduced service cancellations



Highest Net Profit and margin improvement from 10% to 13%



The international segment is growing since OTT and Hyperscaler markets in Thailand are dynamic and evolving



Strong balance sheet & Healthy cash flow position (Over last 6 years)



Financial growth & Profitability ratio increased
Leverage/Debt ratio improved



Highest dividend payment over last 7 years
(0.1459 baht per share)

↑ 19%

Revenue Growth (YoY)

18%

EBITDA Growth (YoY)

↑ 63%

Net Profit Growth (YoY)

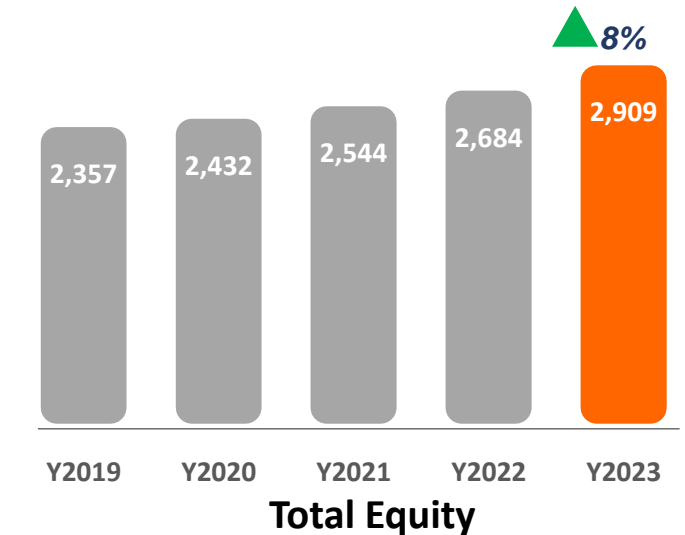
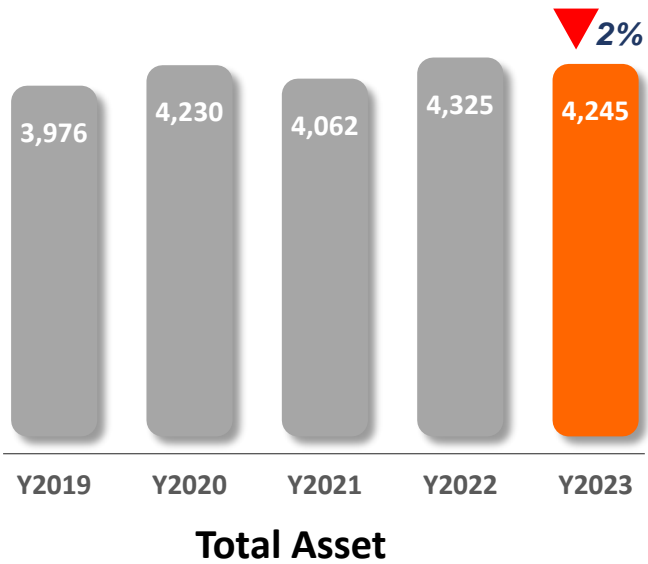
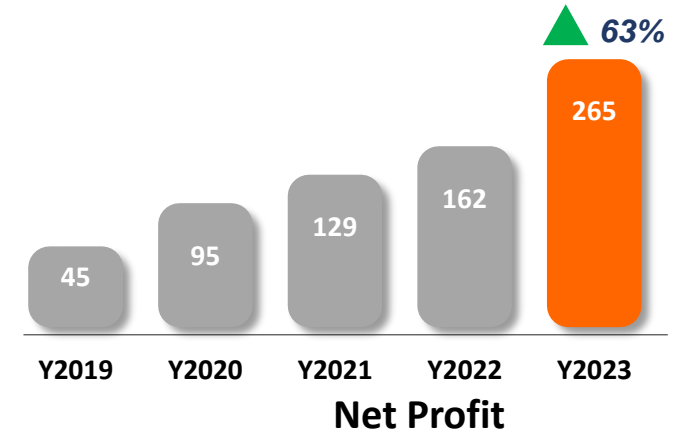
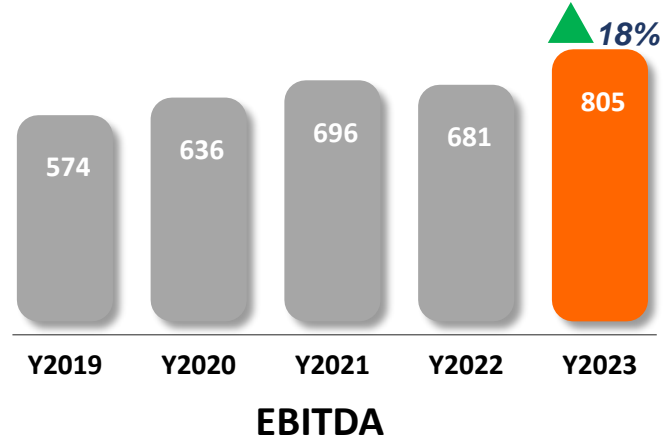
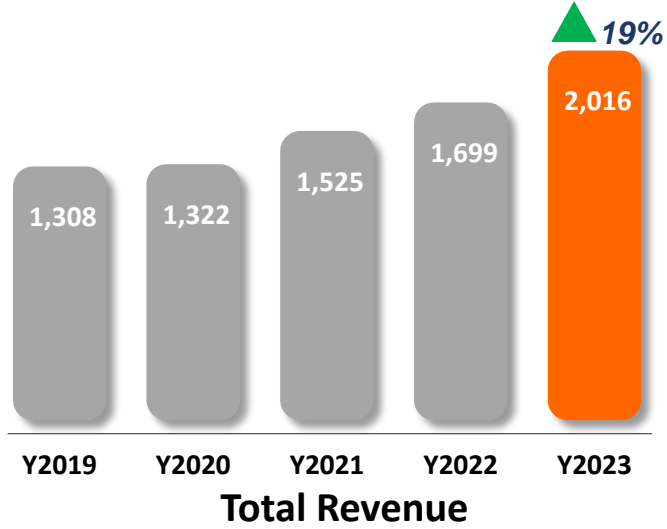




5-YEARS FINANCIAL HIGHLIGHTS



SYMPHONY



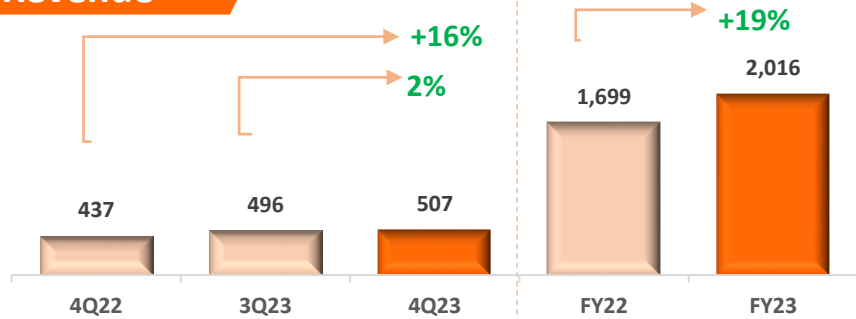


4Q2023 FINANCIAL PERFORMANCE



Unit : Million Baht

Revenue



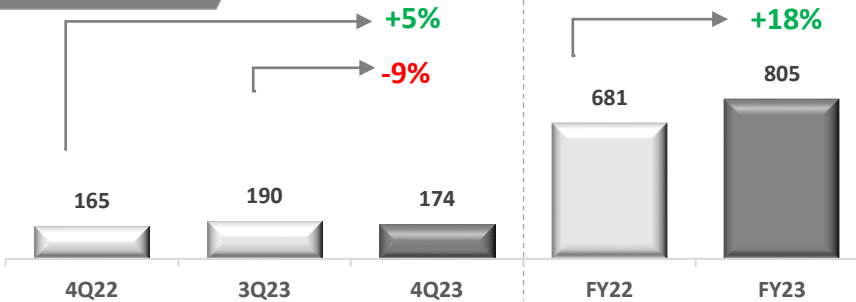
4Q2023

Increased compared with Q4 last year due to growth of connectivity services revenue also compare with Q3/23 revenue growth due to new customer base.

FY2023

Closed year with **highest revenue** reflecting its continued solid business growth mainly driven by **strong sales demand** especially from international connectivity services and effective churn protection strategies.

EBITDA



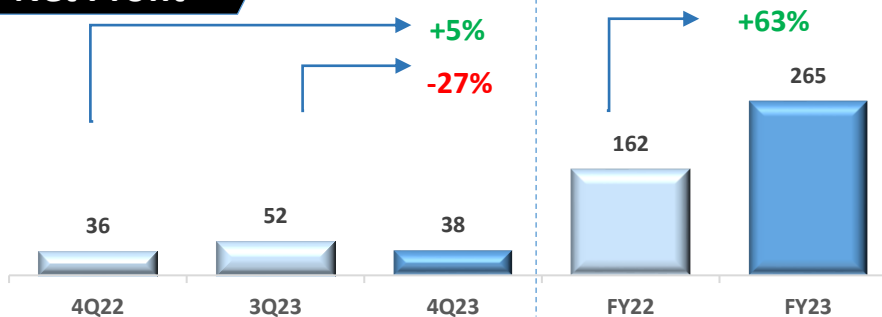
4Q2023

Increased compared with last year due to growth of connectivity services revenue. Even though decreased from last quarter due to last quarter gain on fx rate but loss in Q4.

FY2023

Continue growing 18% due to growth of revenue services and other income increased.

Net Profit



4Q2023

Strong growth of connectivity services revenue but lower than last quarter due to loss of fx rate 13.9 Million baht.

FY2023

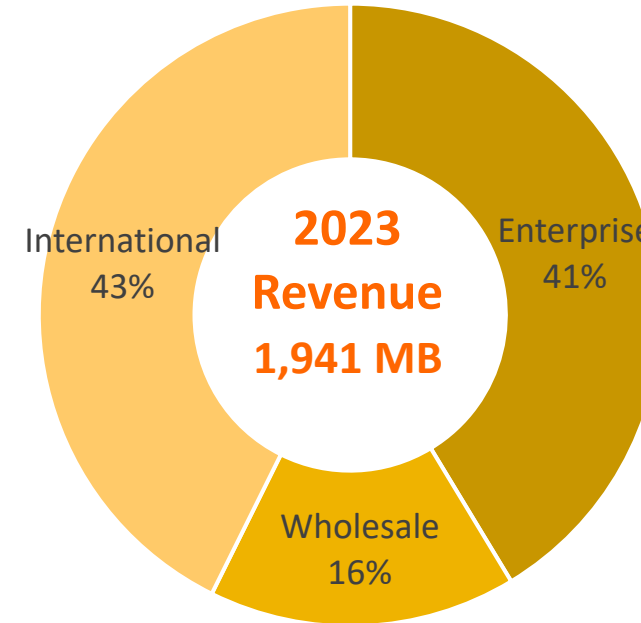
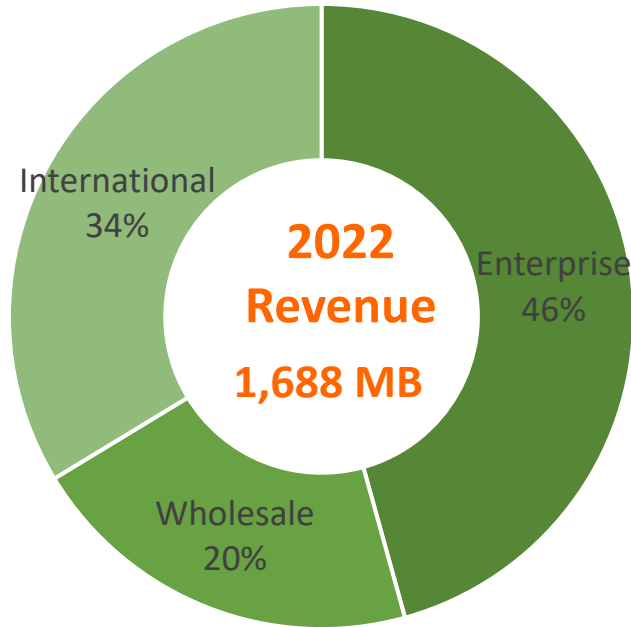
Highest net profit achieved by maximizing revenue, leveraging gains from investment associate sales, and effectively managing costs, resulting in a robust profit margin. Normalized NP reached 204MB, marking a 26% growth



REVENUE MIX CONTRIBUTION



SYMPHONY



* Excluded other income

2023 **International** segment drives **revenue** growth primarily due to increased demand for global connectivity services and local demand for cloud, ICT services for ETP. Meanwhile, the **Wholesale** segment's contribution is **reduced** due to competitive pressures and pricing challenges in the market.

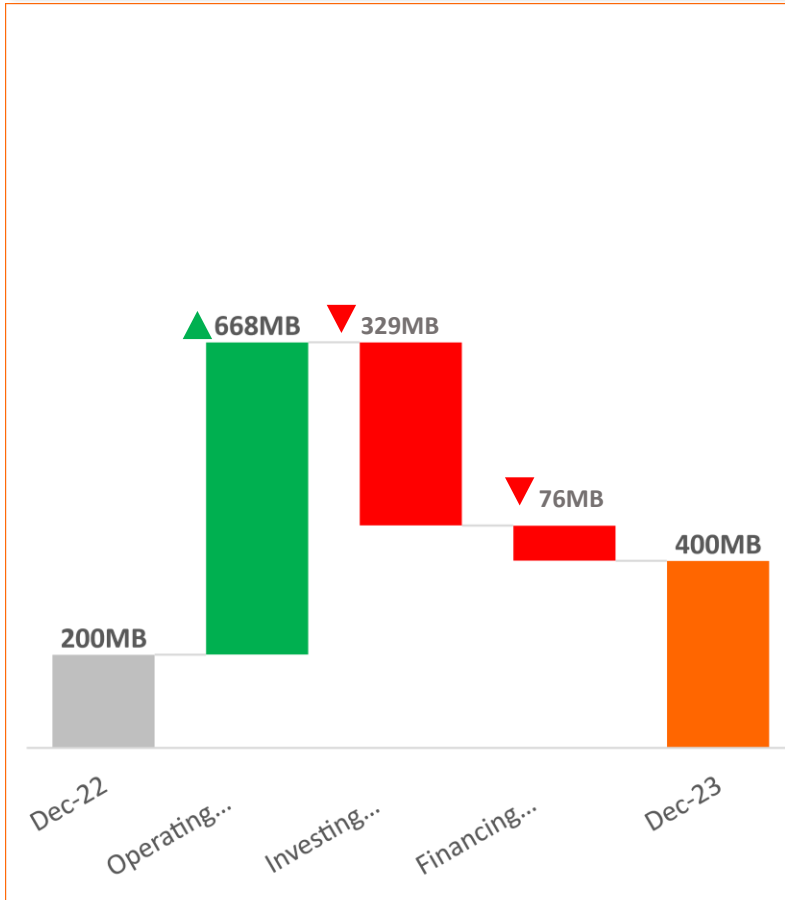


FINANCIAL POSITION

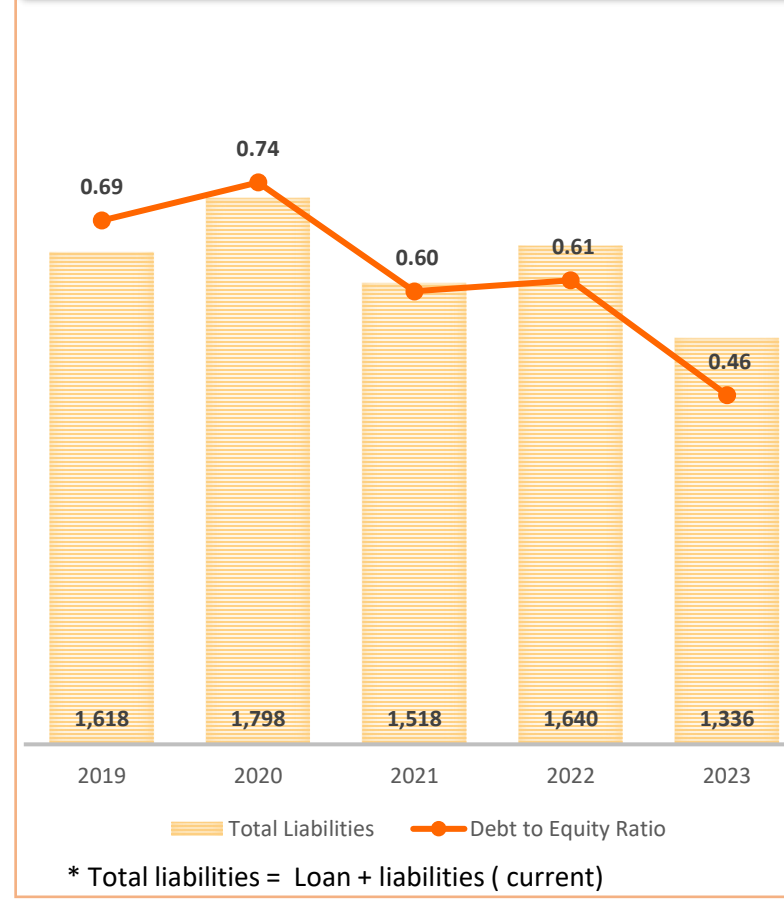


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Cash Flow Management



Debt Maturity Profile



- **Operating** cash flow in 2023 surged to 668 million, marking a significant increase compared to the previous period.
- **Investing** 329 MB to enhance the third route project, specifically focusing on DWDM technology to strengthen and upgrade the network infrastructure, including the installation of additional fiber optics.
- **DE Ratio** Decreased from year 2022, reflecting improved financial discipline and suggesting a more balanced debt structure compared to equity within the company.

FINANCIAL RATIO



Financial Ratio	Unit	Financial Statement As of						
		31-Dec-17	31-Dec-18	31-Dec-19	31-Dec-20	31-Dec-21	31-Dec-22	31-Dec-23
Liquidity Ratios								
Current Ratio	Times	1.70	0.94	1.32	1.31	0.85	0.76	1.04
Quick Ratio	Times	1.68	0.94	1.31	1.30	0.84	0.75	1.03
Profitability Ratio								
Gross Profit Margin	Percent	36.3%	34.6%	32.9%	35.6%	34.6%	36.1%	34.8%
EBITDA Margin	Percent	31.4%	49.7%	44.4%	48.8%	47.4%	40.1%	39.9%
Operating Profit Margin	Percent	-2.0%	13.4%	10.2%	14.1%	17.5%	14.7%	17.4%
Core Net profit Margin	Percent	-6.3%	4.9%	3.5%	7.9%	11.1%	10.0%	10.4%
Reported Net Profit Margin	Percent	-6.3%	4.9%	3.5%	7.3%	8.8%	9.6%	13.1%
Return on Assets	Percent	-1.8%	1.4%	1.1%	2.3%	3.1%	3.9%	6.2%
Return on Fixed Assets	Percent	-2.5%	2.0%	1.5%	3.3%	4.2%	4.9%	8.1%
Return on Equity	Percent	-3.7%	3.1%	1.9%	4.0%	5.2%	6.2%	9.1%
Leverage Ratio								
Debt to Equity	Times	1.19	0.93	0.69	0.74	0.60	0.61	0.46
Debt to EBITDA	Times	6.05	3.27	2.82	2.83	2.18	2.41	1.66
Debt Service Coverage Ratio	Times	1.87	1.46	0.55	1.50	1.55	1.76	2.34
Growth Ratio								
Total revenue Growth	Percent	1.8%	-5.2%	-2.3%	1.0%	15.4%	11.4%	18.7%
Core revenue Growth	Percent	1.9%	-6.1%	-2.2%	0.9%	12.6%	15.1%	14.9%
Core Net Profit Growth	Percent	-189.2%	-173.5%	-31.0%	130.9%	58.2%	3.1%	21.1%
Reported Net Profit Growth	Percent	-189.2%	-173.5%	-31.0%	113.0%	35.1%	26.0%	63.3%

✓ Strong Balance Sheet & Disciplined Growth

✓ Improved & Solid Financial position over 5 years



DIVIDEND PAYMENT

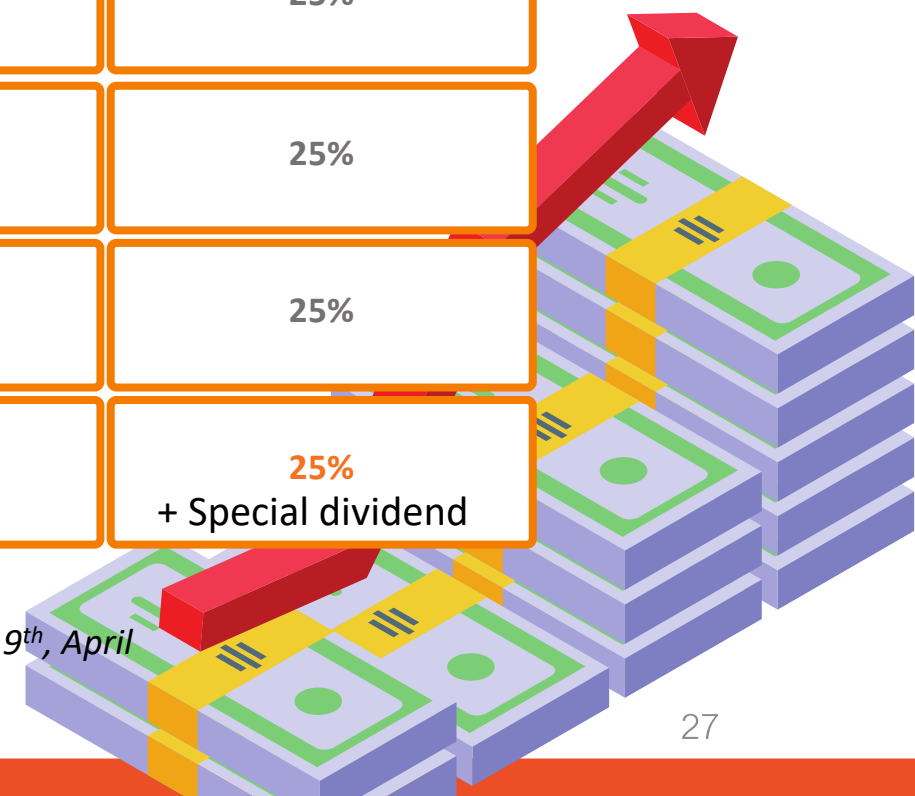


SYMPHONY

Year	Core Net Profit (THB)	Dividend Paid (THB)	Dividend Per Share	Payment Ratio
2019	44,710,271	9,106,753	0.0210	20%
2020	95,055,786	23,851,019	0.0550	25%
2021	128,664,067	32,524,117	0.0750	25%
2022	162,081,206	40,546,732	0.0935	25%
2023	203,867,017 *	63,270,248	0.1459	25% + Special dividend

Remark : 1. *Net profit year2023 excluded AIMSTH =60.76MB

2. Payment date for dividend will be 16 May 2024, after getting shareholders approval in AGM 19th, April





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2024 GUIDANCE



SYMPHONY

REVENUE	Low to Mid Double-Digit Growth	<ul style="list-style-type: none">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.
EBITDA	Low to Mid single-digit growth with sustainable margin	<ul style="list-style-type: none">Managing rising costs from global economic factors like increased electricity expenses and cable-related organizational costs by optimizing fiber rentals to reduce financial impacts..
NET PROFIT	Mid Double-digit growth	<ul style="list-style-type: none">The priority is maintaining margins by optimizing costs throughout operations, ensuring profitability while effectively managing expenses.
CAPEX	Capex Spending estimate 20-25% of revenue	<ul style="list-style-type: none">Prioritize improving network quality, enhancing coverage, and expanding access to attract new customers.Improve service and solution offerings for the enterprise segment.



3 Years

Aspiration



No.1 Preferred Fixed
Line Telco ISP in
Thailand

Market leader in
connectivity
infrastructure services

Accelerate growth on
Cloud & Security
services to Enterprises

Leading player in
international
connectivity, serving
global carriers, OTT,
Cloud Hyperscalers,
Content providers

Continue investing on
digital infrastructure,
product innovation and
system resources

Focus on service
mindset towards
Excellence DNA and
Services Differentiator

Q & A



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A complex network diagram consisting of numerous small grey 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