



SYMPHONY

ANALYST MEETING OPERATING RESULT

Q2/2025

28 June 2025



AGENDA

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EXECUTIVE HIGHLIGHT 1H/2025



REVENUE

+2.3% YoY

1H/2025 Total revenue grew YoY driven by increased demand for domestic connectivity services and ICT Sales.



NET PROFIT

-32.0% YoY

Net Profit declined due to higher operating costs and one-time expenses and also higher net FX Loss impact (FX loss in 1H-2025 but FX gain in 1H-2024) and higher depreciation.

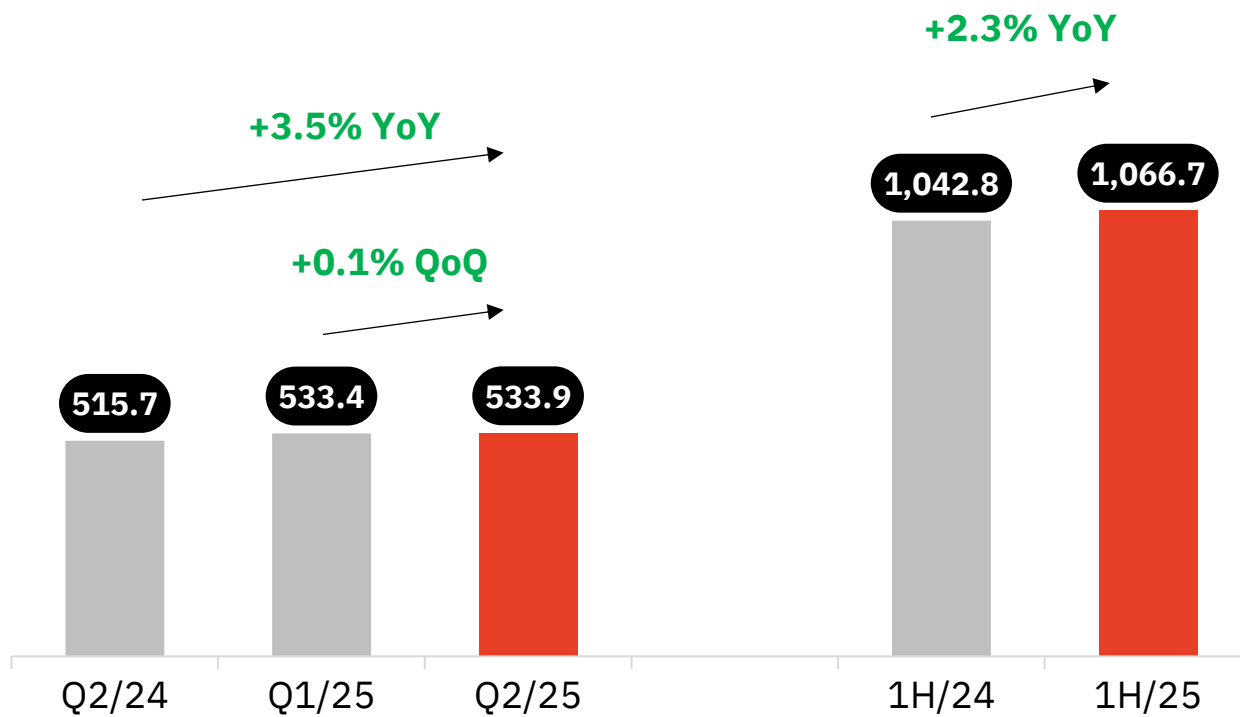


CONTINUED GROWTH

Strong domestic business continue to hold our business growth amid slower demand from International business and expected to rise back in 2H/2025

(Unit: THB mn)

TOTAL REVENUE



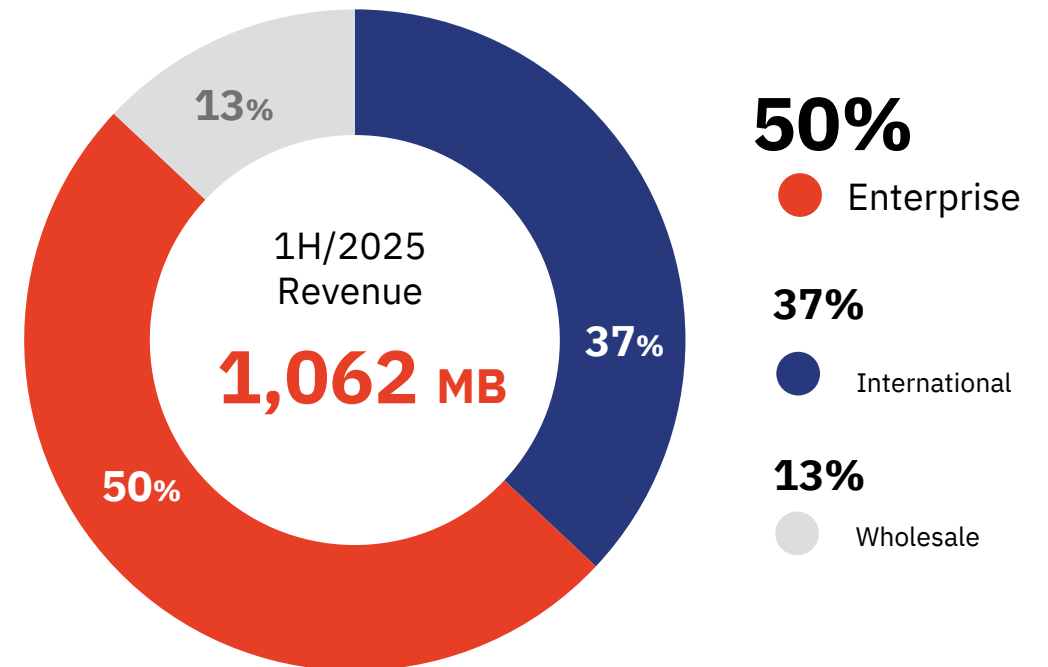
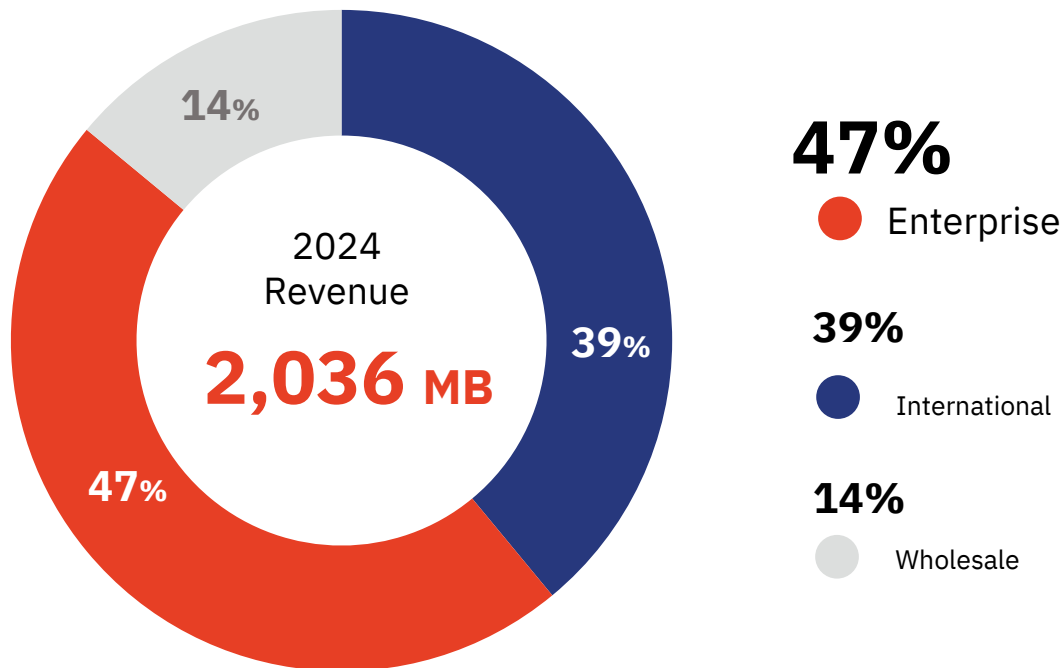
Q2/2025 Total Revenue

- **QoQ increase**, from higher sales of connectivity services to domestic and international clients.
- **YoY growth** mainly due to higher revenue from International and Domestic.

1H/2025 Total Revenue growth was due to higher sales demand but offset by lower FX impact (gain in 1H2024)

REVENUE MIXED

Well balance of operating revenue from sales and services mixed by client type:
International , domestic enterprise and wholesales

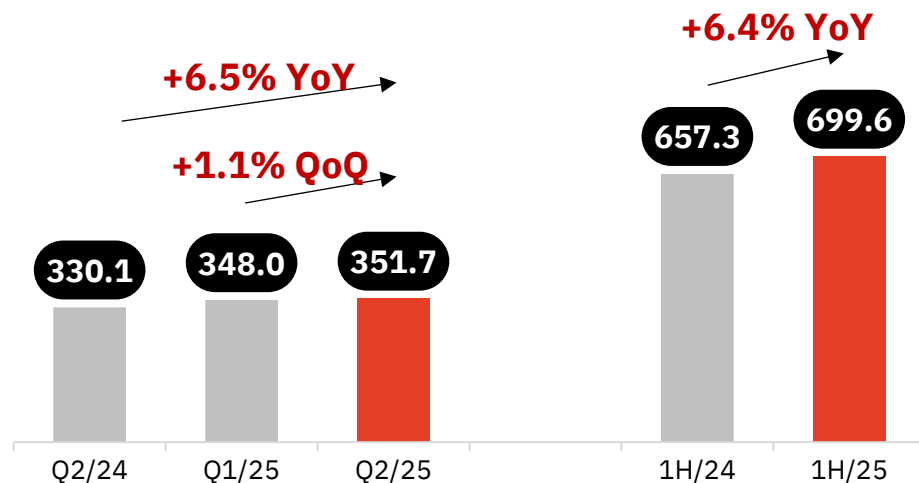


Revenue mix in 1H2025 showed a modest shift from the previous year, with domestic enterprise contribution rising from 47% to 50%, further widening its lead over the international segment, which slightly declined from 39% to 37%. While both segments continue to grow in absolute terms, domestic growth outpaced international. The wholesale segment slightly decline at 13%, despite expectations of a downward trend, and continues to play a supportive role in the overall revenue structure.

(Unit: THB mn)

Operating Cost and Expenses

Cost of services and sales (COSS)

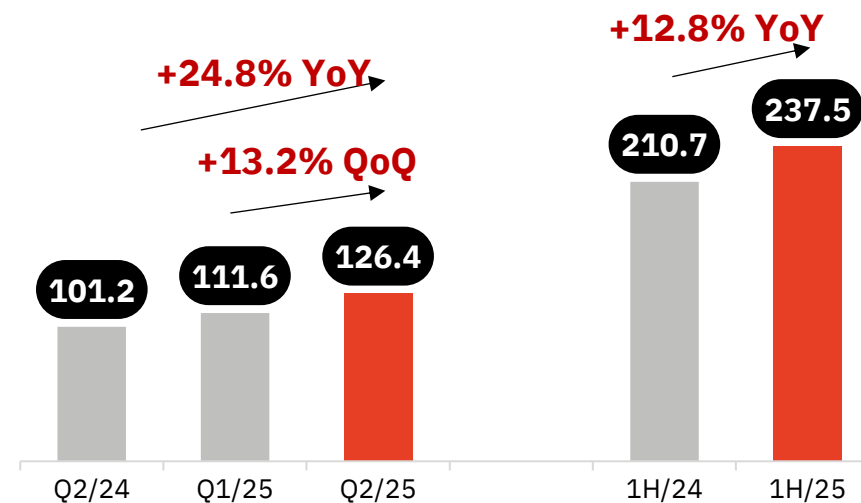


Overall, COSS rose in line with the growth in operating revenue

3M period, YoY mainly from higher cost in third-party leased line rentals, cloud connection cost, cost for ICT equipment sales and higher depreciation on comparative period.

6M period, YoY driven by network connection expenses for domestic / international services and cloud connectivity, employee-related costs, and other expenses supporting ICT sales solution and higher depreciation.

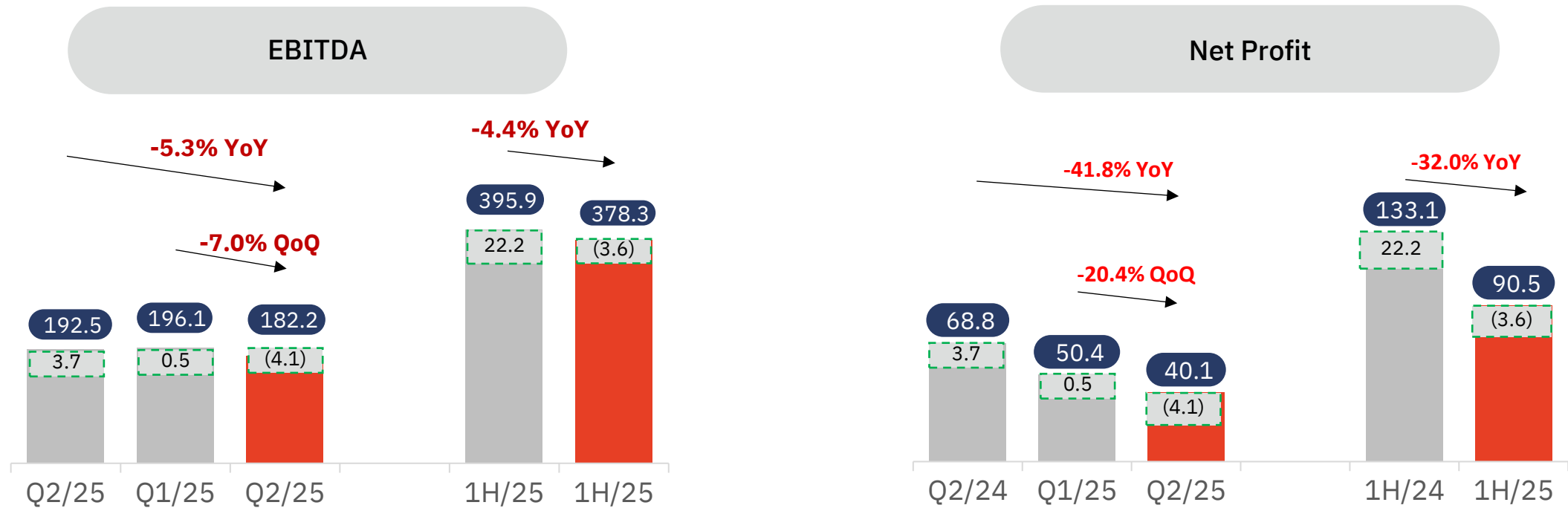
Service exp. & Admin. (SG&A)



3M period, SG&A rose YoY from higher employee-related costs, FX loss, and one-time expenses from marketing activities and professional fees. For QoQ rose from the one-time expenses as mentioned above.

6M period, SG&A rose from higher marketing and employee-related costs, FX losses, provisions for doubtful accounts, professional fees, and costs related to asset disposals

PROFITABILITY



FX Gain (Loss)

3M period YoY and QoQ lower mainly from higher cost and FX loss in Q2/25

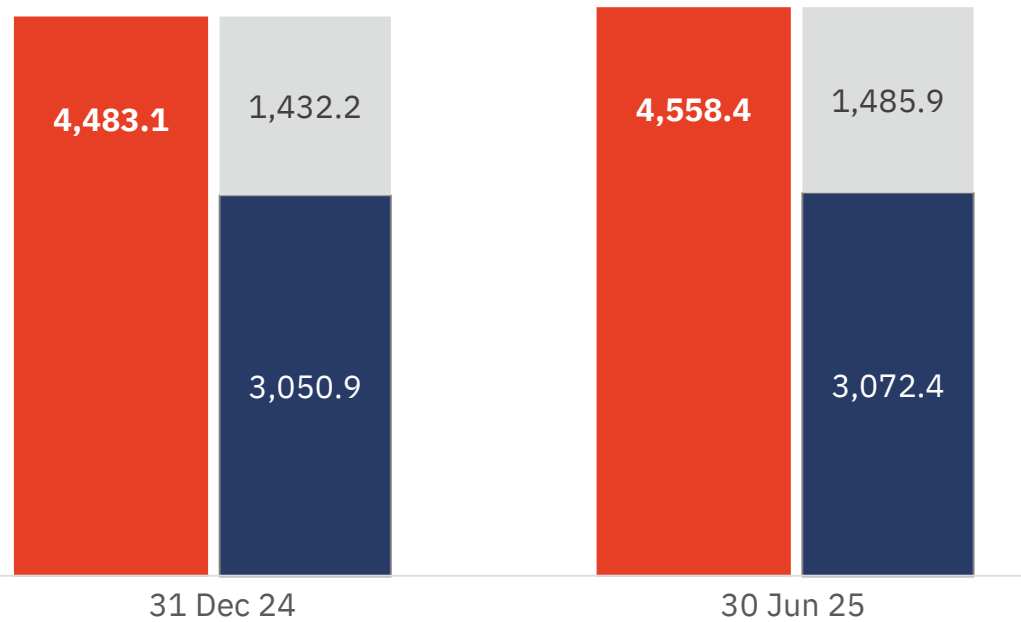
6M period: EBITDA decline due to higher cost, SG&A expenses and a reduction in foreign exchange (FX) gains. If excluded FX gain/loss, 1H/25 EBITDA increased 2%

3M period decline YoY due to higher cost and SG&A expenses.

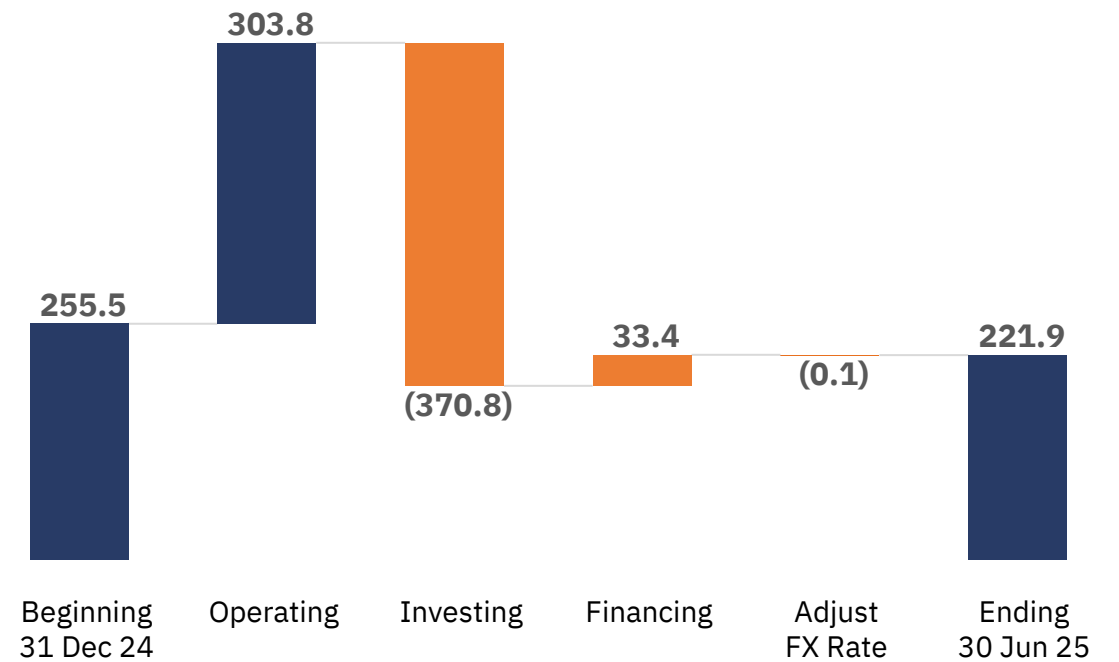
6M period: Net Profit decline YoY due to higher cost and SG&A expenses, as mentioned previously and higher depreciation.

STRONG FINANCIAL POSITION AND CASH FLOW

Financial Position (THB mn)



Cash Flow Management H1/2025

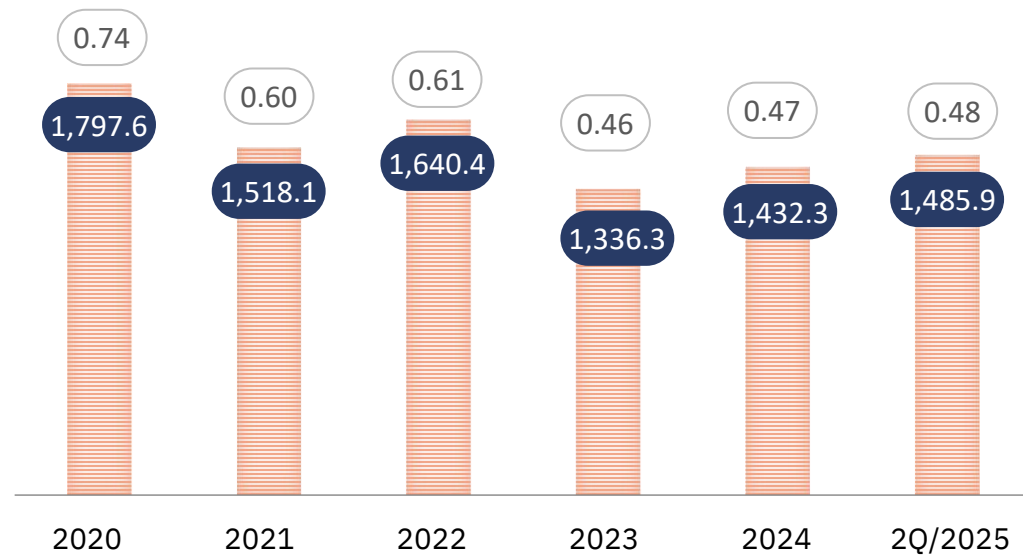


■ Asset
 ■ Equity
 ■ Liabilities

(Unit: THB mn)

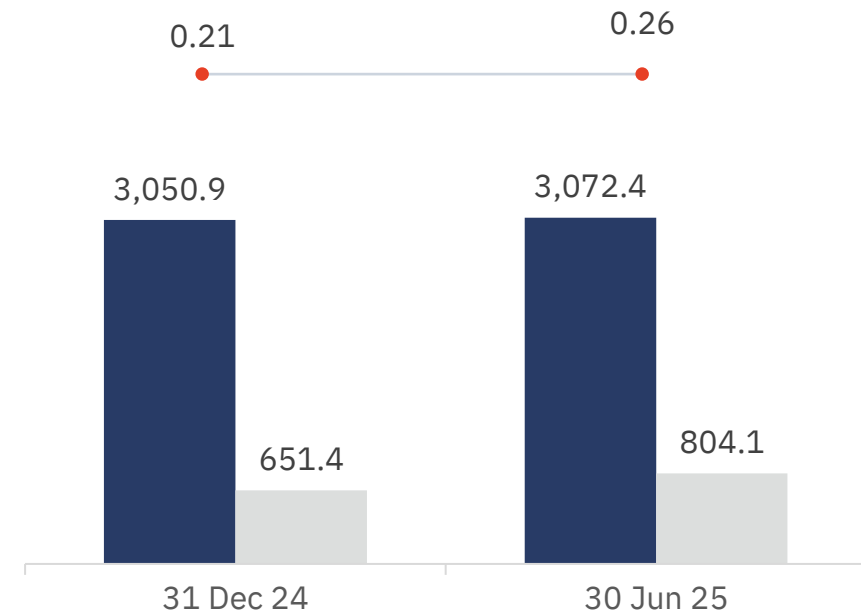
DEBT MATURITY PROFILE & INTEREST-BEARING DEBT TO EQUITY

Debt Maturity Profile



Total Liabilities D/E Ratio (times)

Interest Bearing Debt To Equity (IBD/E) (Times)



Equity (THB mn) IBD (THB mn) IBD/E (Times)

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2025 OUTLOOK & Priorities



Strengthening Enterprise Solutions

SYMC will continue expanding its portfolio of enterprise services, focusing on high-performance connectivity, cloud integration, and cybersecurity solutions. These offerings are designed to support digital transformation across industries, enabling secure, scalable, and efficient operations for both domestic and international clients.



Capitalizing on Regional Growth

Thailand's strategic location and rising digital infrastructure demand present significant opportunities. SYMC is well-positioned to support global Hyperscalers and OTT platforms through its robust terrestrial and submarine cable systems, reinforcing Thailand's role as a regional digital hub.



Enhancing network Infrastructure

The company is actively investing in infrastructure upgrades to support growing demand for domestic leased lines, cloud connectivity, and international gateway services. These enhancements will improve service reliability and performance, particularly for enterprise and hyperscaler clients.



Political instability and Thailand-Cambodia crisis

The outlook for H2/2025 remains cautious amid ongoing political instability and the Thailand-Cambodia crisis, which have added pressure to an already softening economic landscape. Structural challenges in the manufacturing sector, intensifying competition. While the Company has seen minor, localized commercial impact, the affected revenue is not material. We continue to monitor the situation closely and remain focused on ensuring operational stability and resilience.

2025 Guidance



REVENUE

Low to mid single digit growth

Key drivers : Continued demand for domestic enterprise connectivity and ICT services. Recovery in international segment expected in 2H/2025 and Expansion of cloud and cybersecurity solutions for enterprise clients

Risk factors : Macroeconomic slowdown affecting private consumption and enterprise IT budgets

EBITDA & NET PROFIT

Flat to low single-digit YoY growth

EBITDA Margin Outlook: Sustainable margin in the range of 34–36%

NET PROFIT Flat to low single –digit YoY growth

Risk factors:

- Higher operating cost and expenses
- Higher depreciation from capitalized assets and network expansion
- Potential revenue churn from connectivity while Thai-Cambodia border
- FX impact due to strengthening Thai baht vs US dollar

CAPEX

Capex Spending estimate
20 - 25% of revenue

Focus Areas:

- Strategic network expansion to support enterprise and hyperscaler demand
- Service innovation in cloud, cybersecurity, and managed services
- Digital transformation of internal systems and customer experience platforms

Q&A





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