



SYMPHONY

Q2/2026
ANALYST MEETING

20th AUGUST 2026

WE FAST
YOU FIRST

AGENDA

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EXECUTIVE HIGHLIGHT

Q2/2026

REVENUE

 **596.2 MB**

+11.7% YoY | +8.4% QoQ

Revenue growth was primarily driven by domestic enterprise and international services and progressive revenue recognition from contracts secured in prior periods.

NET PROFIT

 **60.0 MB**

+49.6% YoY | +40.9% QoQ

Net profit increased significantly both QoQ and YoY, driven by higher service income, FX gains, lower SG&A expenses, and improved operating efficiency, resulting in margin expansion.

MOMENTUM

 **Growth accelerated**

Q2/2026 saw continued momentum, with stronger sales, improved profitability, and a solid financial position, positioning the Company well for sustainable growth throughout the remainder of 2026.

TOTAL REVENUE

Million Baht (MB)

596.2 MB

Q2/2026



Total Revenue

1,146.2 MB

1H/2026

Q2/2026, total revenue **596.2 MB**, showing growth on both YoY and QoQ, driven by sustained enterprise connectivity demand and recovery in international business.

1H/2026, total revenue reached **1,146.2 MB**, supported by growth in domestic and international connectivity services.

Other income from an FX gain of 9.8 MB, compared to an FX loss of 3.6 MB in H1/2025.



53%

Enterprise revenue



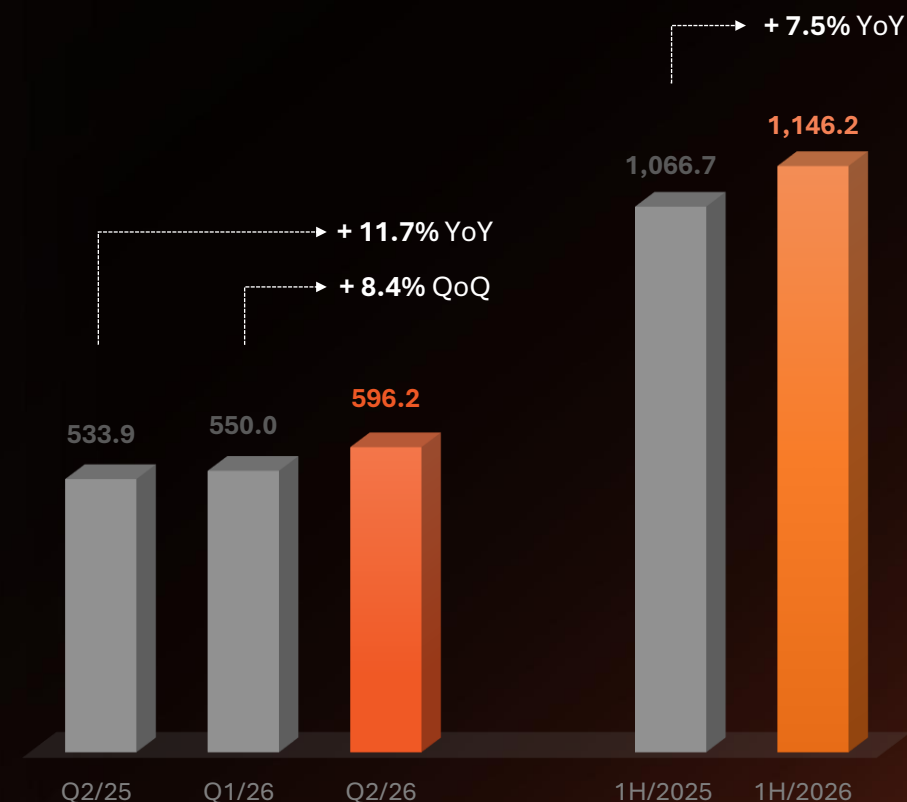
35%

International revenue



12%

Wholesales revenue



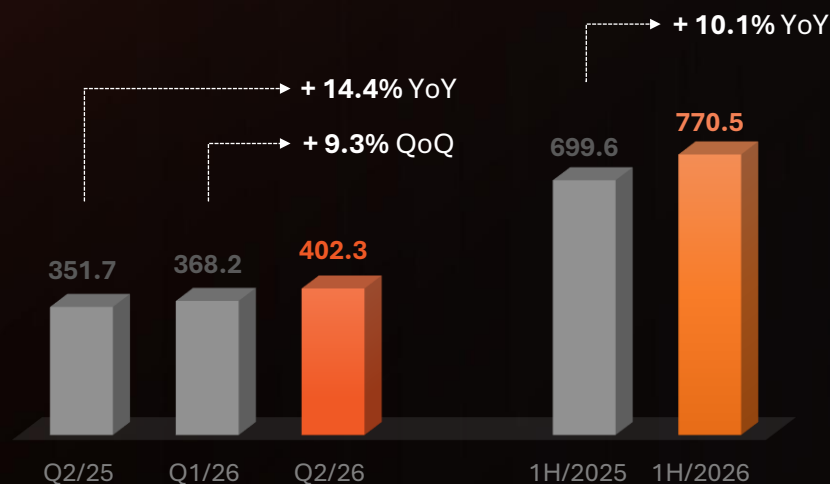
OPERATING COST & EXPENSES

Million Baht (MB)

Operating costs remained well controlled, with COSS growth reflecting higher revenue, while SG&A efficiency improved.



Cost of Services and Sales (COSS)



- KEY DRIVERS**
- Higher network depreciation,
 - Higher Network connection expenses, and
 - Employee-related costs increase, primarily reflecting higher revenue.



Service Expenses & Admin. Expenses (SG&A)



- KEY DRIVERS**
- Marketing expense decrease,
 - R&M equipment decline, and
 - Doubtful debt recognition in Q2/2025

PROFITABILITY

Million Baht (MB), FX Adjusted

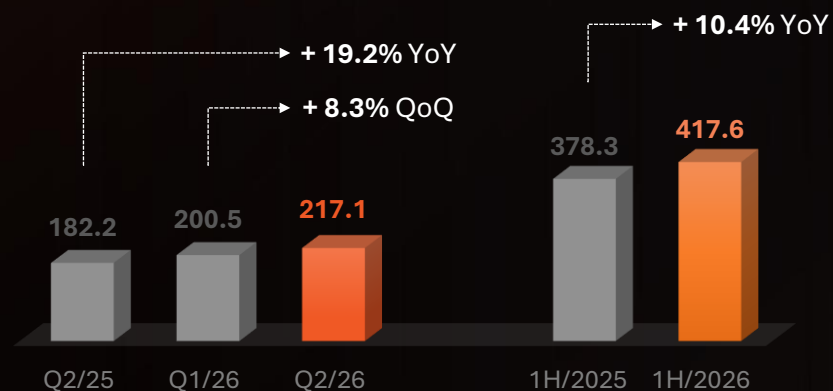
Profitability strengthened, driven by higher service income, improved SG&A efficiency and FX gain.

217.1 MB
Q2/2026



417.6 MB
1H/2026

- KEY DRIVERS**
- Higher service income,
 - Reduced SG&A expenses, and
 - FX gain



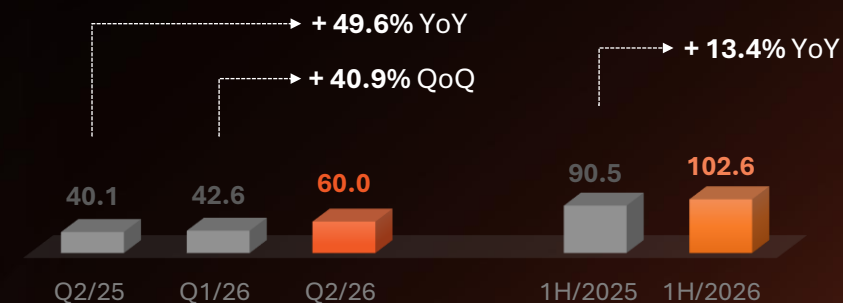
FX Gain(Loss)	Q2/25	Q1/26	Q2/26	1H/2025	1H/2026
	(4.1)	6.5	3.3	(3.6)	9.8

60.0 MB
Q2/2026



102.6 MB
1H/2026

- KEY DRIVERS**
- Rising revenue trend



FX Gain(Loss)	Q2/25	Q1/26	Q2/26	1H/2025	1H/2026
	(4.1)	6.5	3.3	(3.6)	9.8

FINANCIAL POSITION

Financial position remained stable, with balanced balance sheet growth and stable leverage.



BALANCE SHEET SUMMARY

Million Baht (MB)

ASSETS

4,991 MB

+ 1.6% QoQ

DEBT

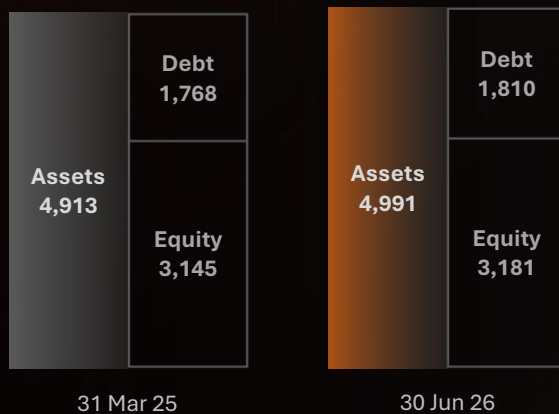
1,810 MB

+ 2.4% QoQ

EQUITY

3,181 MB

+ 1.1% QoQ



LEVERAGE PROFILE

Times (x)

DEBT TO EQUITY (D/E)

0.57x

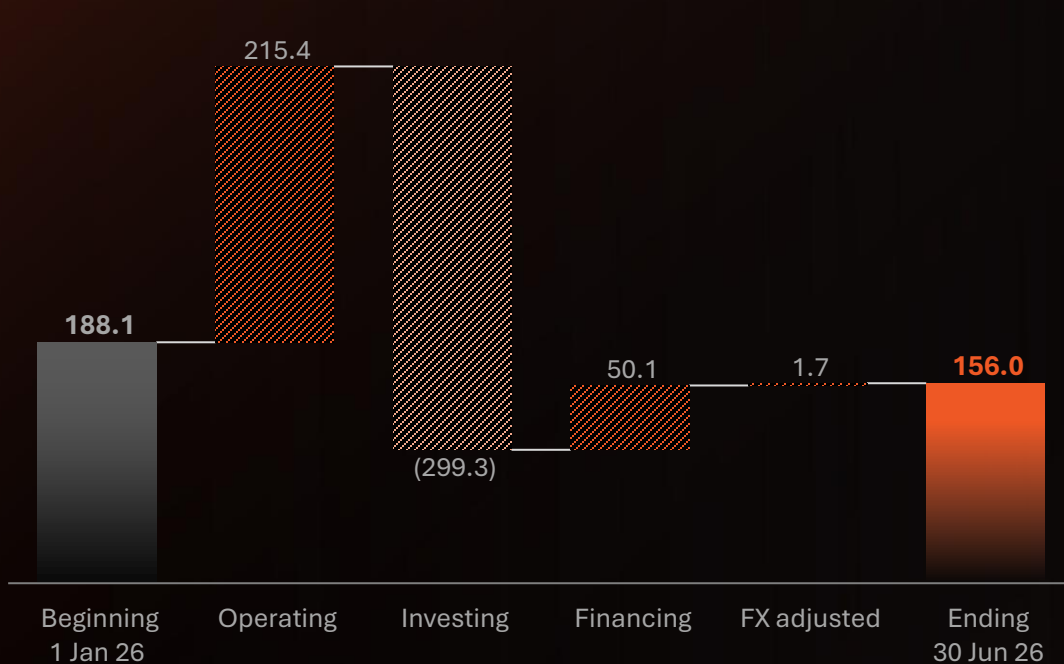
INTEREST-BEARING DEBT TO EQUITY (IBD/E)

0.34x



CASH FLOW MANAGEMENT

1H/2026 | Million Baht (MB)



Net Cash from Operating Activities 215.4MB

Supported by operating cash inflows, net of tax.

Net Cash Used in Investing Activities 299.3MB

Primarily related to purchases of network equipment and fiber optics.

Net Cash from Financing Activities 50.1MB

Key activities included:

- Drawdowns of long-term borrowings
- Lease liability payments
- Interest payments

Ending cash and cash equivalents stood at 156.0MB

From positive operating and financing cash flows.

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BUSINESS UPDATE

Q2/2026



SYMPHONY x depa –
Thailand Digital Catalog

Expanding access to
digital solutions and
enterprise opportunities



Bitdefender Partner
Conference 2026

Strengthening
cybersecurity partnerships
and solution capabilities



SYMPHONY Join BKNIX
Peering Forum & ThaiNOG
Day 2026

Strengthening peering
ecosystem and network
connectivity capabilities



Submarine Cable Crisis &
Thailand's Internet
Security Strategy

Strengthening industry
engagement on network
resilience



SYMPHONY Joins
CommunicAsia 2026

Strengthening regional
connectivity positioning
and technology
partnerships



SYMPHONY was honored
to be part of BKNIX Peering
Forum 2026

Exchanged insights and
perspectives, shaping the
region's digital ecosystem

BUSINESS UPDATE

Q2/2026



Digital Infrastructure Forum for Global Cooperation (DIFGC)

Strengthening global connectivity ecosystem and industry collaboration



SYMPHONY at Wavelengths APAC 2026

Expanding international connectivity partnerships and industry engagement



NBTC Headquarters Site Visit

Strengthening stakeholder engagement and institutional relationships



SYMPHONY Join AWS Summit Bangkok 2026

Enhancing cloud capabilities and enterprise technology partnerships



Cybersecurity Awareness Training for Nopparat Rajathanee Hospital

Strengthening customer cybersecurity awareness and trust



Smart Business Expo 2026

Expanding customer reach and promoting digital solutions to businesses

BUSINESS UPDATE

Q2/2026

SYMPHONY Upgrades MCT Submarine Cable System



EMPOWERING THAILAND'S DIGITAL FUTURE
WITH WORLD-CLASS SUBMARINE CABLE INFRASTRUCTURE

MOALEE CABLE LANDING STATION
RAYONG PROVINCE, THAILAND
Strategically located in the heart of Thailand's Eastern Economic Corridor (EEC)

AI **CLOUD** **OTT** **DATA CENTERS**

- HIGH CAPACITY**
30+ Tbps
- ADVANCED TECHNOLOGY**
Coherent Optics
Latest Generation
- RELIABLE & SECURE**
Diverse Routing
Protected Network
- FUTURE READY**
Scalable Infrastructure
AI & Cloud Ready
- SUSTAINABLE**
Energy Efficient
Lower Environmental Impact

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Mr. Supornchai Chotputtikul
Executive Vice President, Regulatory Affairs Division
and Submarine Cable & Special Project Division
SYMPHONY COMMUNICATION PUBLIC COMPANY LIMITED

Our decision to adopt Nokia technology is not only about increasing network capacity, but also about strengthening our network capabilities and elevating our standards of **reliability and security** to better serve our global customers.

Mr. Teerapun Piyaosotsan
Head of Product Development Division
SYMPHONY COMMUNICATION PUBLIC COMPANY LIMITED

We are committed to developing an **international connectivity network** that supports the growth of **AI, OTT, cloud services, and global digital platforms** enabling our enterprise customers to seamlessly connect to the world's leading networks.

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SYMPHONY upgraded its international submarine cable infrastructure with **Nokia's PSE-6 Coherent Optics**, increasing network capacity to **over 30 Tbps** per fiber pair.

Beyond increasing network capacity, the new technology also strengthens network security, improves network management efficiency and enables real-time network performance monitoring.

BUSINESS UPDATE

Q2/2026

Related Party Transaction

1,792.7 MB
Transaction Value

57%
Of Net Assets
(as of 31 Mar 2026)

Established a long-term managed connectivity arrangement with TGCTH

Transaction Overview

Under the transaction, the Company as a wholesale telecommunications network service provider regulated by NBTC, will provide **Managed Connectivity Services** to TGCTH, a licensed reseller of telecommunications services.

SYMC
Provider

**Managed Connectivity
Services**

TGCTH
Reseller

Related Party Information

The transaction constitutes a related party transaction under Notification of the Capital Market Supervisory Board No. TorJor. 46/2025

Common major shareholder:
TIME dotCom Berhad
Which holds shares indirectly in both companies

3 Agreements Governing the Transaction

Master IRU
Agreement

Master
Operations &
Maintenance
Agreement

Equipment Leasing
& Bandwidth
Services
Agreement

Shareholder Approval

The transaction was **approved** by the Extraordinary General Meeting of Shareholder No. 1/2026 on 17 Aug 2026

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2026 OUTLOOK & PRIORITIES

we will continue to prioritize the four key factors that are essential to driving our business forward.



Enterprise Growth Push & Customer Value Expansion

SYMC will deepen its enterprise portfolio with high-performance connectivity, cloud integration, and cybersecurity services to accelerate digital transformation for domestic and international clients.

Fueling Demand for OTT & Hyperscalers Segments

Leveraging Thailand's position as a digital hub, SYMC will expand partnerships and capacity to serve hyperscalers and OTT platforms through robust terrestrial and submarine cable systems.



Expansion into Regional Cross-Border Network Infrastructure

Pushing for cross-border infrastructure expansion to serve and support future demand from regional carriers and telco operators tapping into TH as digital connectivity hub

Driving Sustainable Growth

Political uncertainty and Thailand-Cambodia tensions remain under close watch. Direct impact is limited, and SYMC continues to prioritize operational resilience and risk mitigation.



2026 GUIDANCE

Resilient Growth Underpinned by Cautious Optimism

REVENUE

Low to Mid Double-Digit Growth

Key drivers :

- Continued demand for domestic enterprise connectivity
- Rising data traffic from regional OTTs and hyperscalers expanding into Thailand.

Risk factors :

- Global and domestic economic uncertainty
- Cautious enterprise spending environment

EBITDA & NET PROFIT

EBITDA :
Low Double-Digit Growth

NET PROFIT :
High Double-Digit Growth

Key Considerations:

- Ongoing depreciation impact from prior investments
- FX volatility
- Gradual increase in operating costs

CAPEX

Estimate 25-30% of Revenue

Focus Areas :

- Network expansion for hyperscaler & data-center connectivity
- Enhancement of domestic backbone and route diversity
- Strengthening infrastructure to support Thailand's role as a regional digital hub

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