



true

MEMBER OF
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Sustainability Indices**
In Collaboration with RobecoSAM



FTSE4Good



True Corporation Public Company Limited

true



True Group - Thailand's convergence and digital lifestyle leader



- Thailand's #2 mobile operator by revenue and subscriber base
- Service revenue continued to outgrow the industry for the 26th consecutive quarter
- 4.5G/4G, 3G and 2G networks cover 98% of the Thai population
- 28.8 mn subscribers

- Thailand's #1 broadband operator by revenue and subscriber base
- Broadband network reaches over 13 mn homes passed nationwide
- With over 100,000 WiFi hotspots
- 3.4 mn broadband subscribers

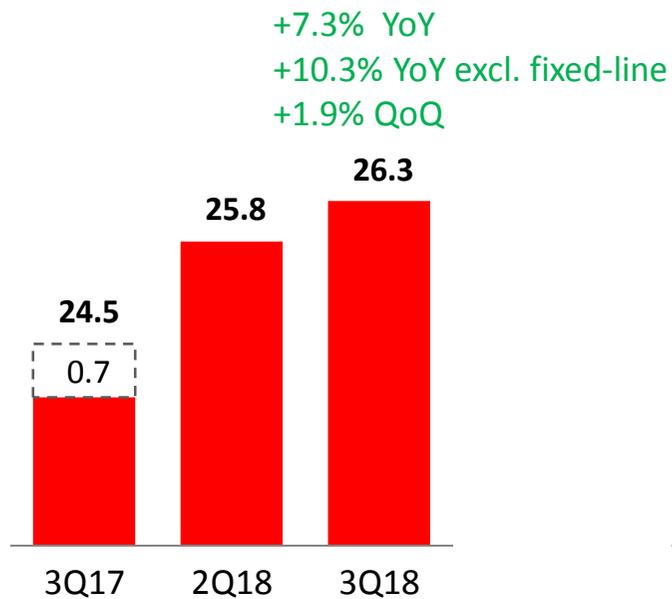
- Thailand's #1 nationwide pay TV provider
- Enhanced, secure HD broadcasting system with MPEG-4
- 4.0 mn customer base



Bottom line firmly stepped into the positive zone

Service revenue

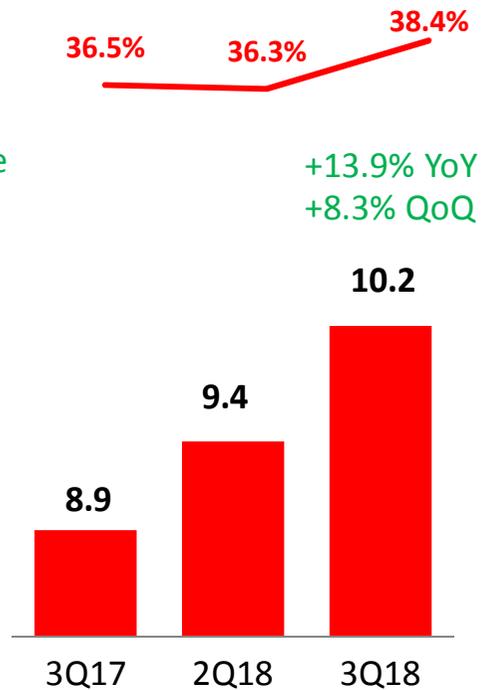
Unit: Bt bn



▭ fixed-line concession revenue

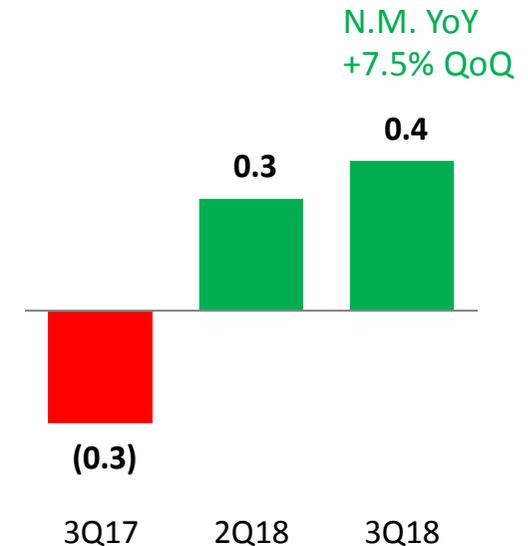
EBITDA and margin

excl. DIF impact



— EBITDA Margin excl. DIF impact

Core earnings



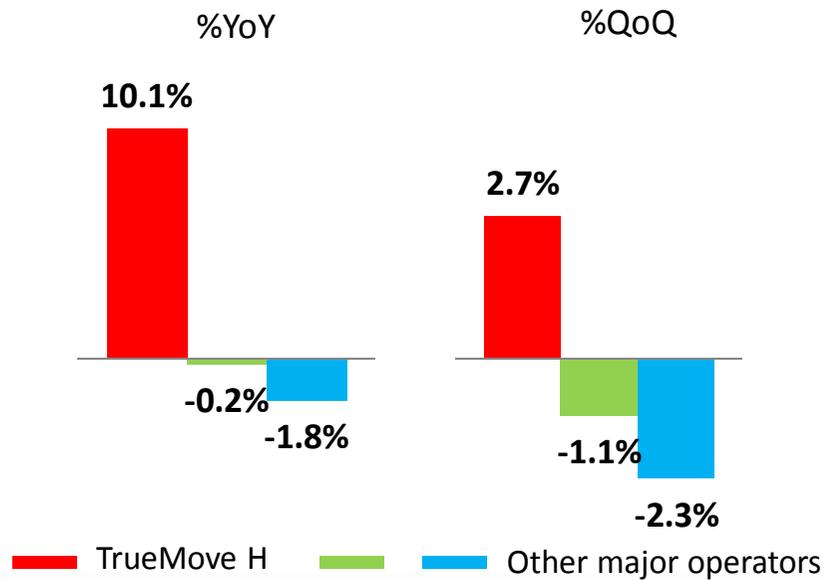
Remark: DIF impact refers to gain and related expenses from asset sale to DIF in Nov'17 and May'18



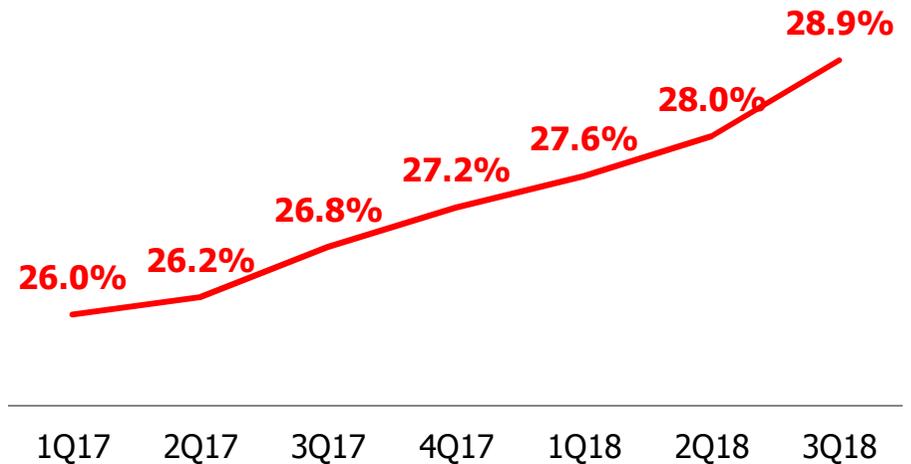
TrueMove H: Highest market share gain

- TrueMove H was a strong Q3 performer with service revenue growth of 10.1% YoY, 2.7% QoQ to Baht 18.9 bn in 3Q18
- Its value market share increased to 28.9%, the highest quarterly market share gain in 6 quarters

3Q18 Industry's mobile service revenue growth



TrueMove H's value market share

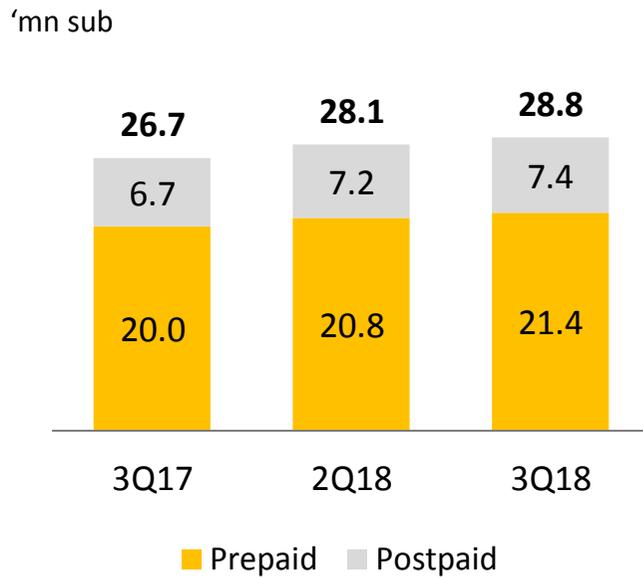




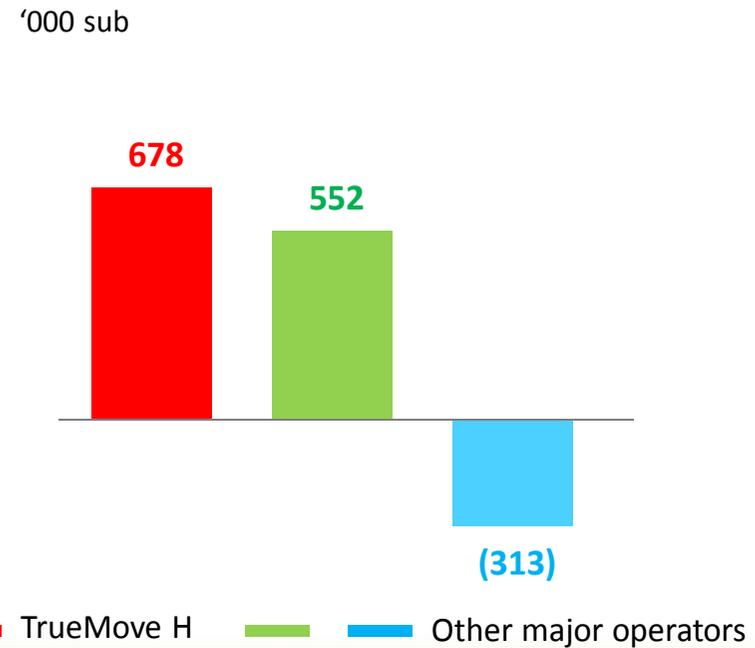
TrueMove H: Highest net addition

- TrueMove H's subscriber acquisition remained strong expanding its total subscriber base to 28.8 mn

TrueMove H's subscriber



3Q18 Industry's net adds

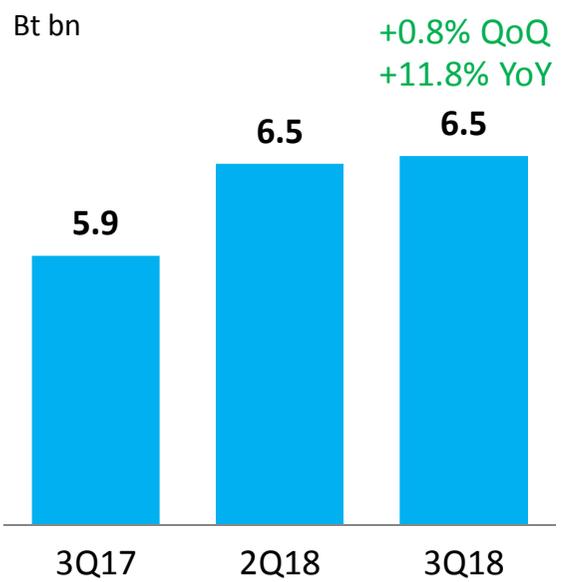




TrueOnline: Broadband internet grew in a double-digit rate YoY

➤ Value-driven offerings capitalizing on True Group’s extensive fiber network and comprehensive products drove broadband revenue up 11.8% to Baht 6.5 bn in 3Q18

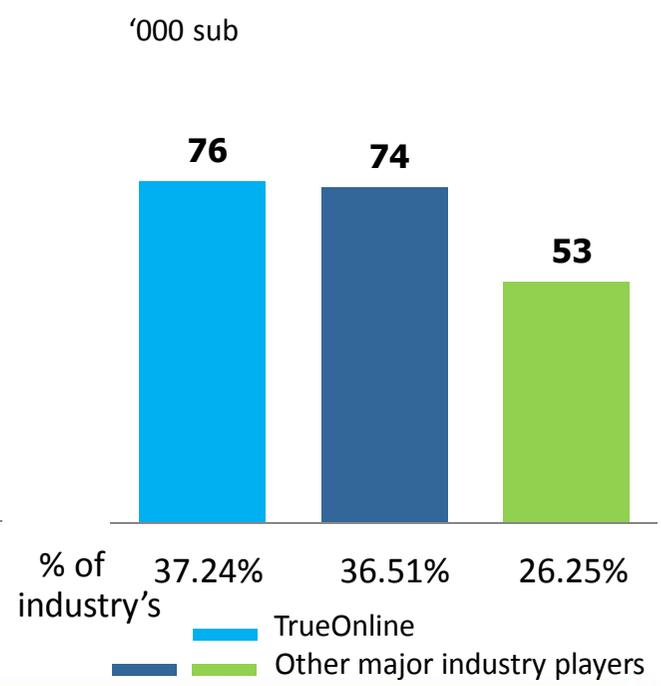
Broadband internet revenue



Broadband subscribers



3Q18 Industry’s net adds

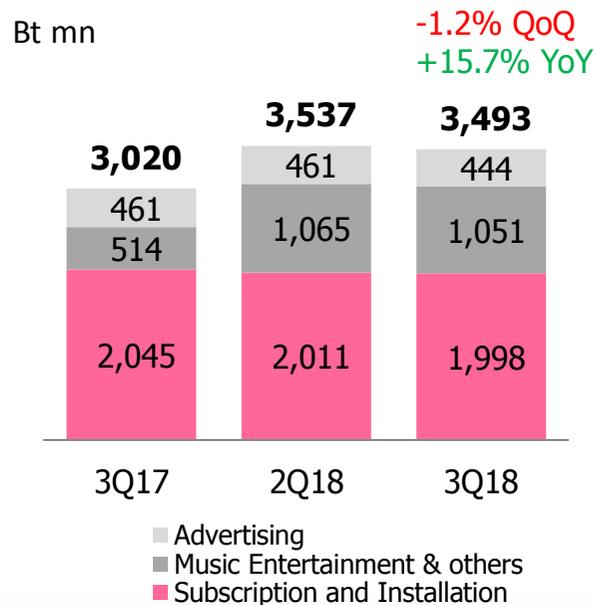




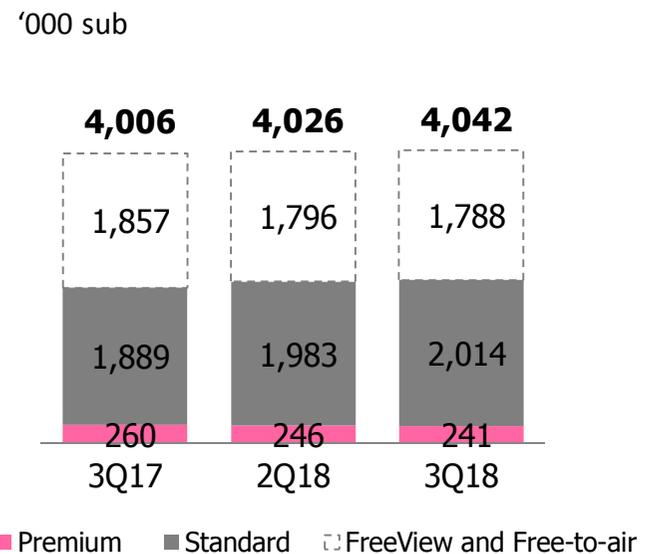
Competitive bundled offerings drove paying subscriber growth

- Service revenue was Bt 3.5 bn, growing 15.7% YoY mainly on the 2018 FIFA World Cup broadcasting while softening 1.2% from Q2 which included revenue from major events
- Comprehensive range of quality content and the Group's bundled propositions boosted TrueVisions' paying subscribers up to 2.3 mn

TrueVisions' Service Revenue



TrueVisions' Customers





- One stop for all key digital services
 - Myriad of contents
 - Seamless e-payment with QR code
 - Attractive privileges easiest to use
- New-record highs resulting from the World Cup campaign
 - The most downloaded app among competitors since Jan'18
 - User base up 40-50% during World Cup and up another 15% from the peak during World Cup



Digital platform & offerings lay solid foundation to accelerate growth

- True Group's comprehensive range of digital and innovative offerings will be key growth driver in the Thailand 4.0 era

key driver

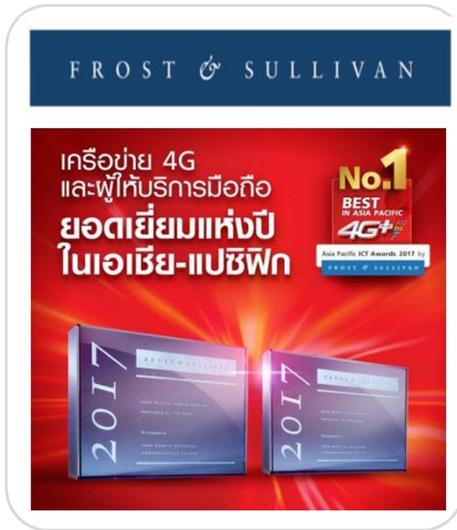
CONTENT PRIVILEGE PARTNER NETWORK





Leading service provider guaranteed by prestige awards

2018 Asia Pacific ICT awards
Telecom Service & Mobile Service
Provider of the year



Thailand's No. 1 Mobile Network
Performance 1H18



World Branding Awards 2018
TrueOnline among world's top voted
brands of the year





True's sustainability received international recognitions

- True received a number of international recognitions in sustainable development, reflecting its strength and continuous commitment to corporate sustainability
 - 2 Consecutive Years of DJSI & FTSE4Good Membership
 - Rank 1st in the world's Telecommunications industry category of DJSI (Industry Leader)





2018 Group Key Strategies

- Best network and customer experience
- Strengthening sales channels
- Value-for-money convergence propositions
- Disruptive digital offerings and privileges
- Cost control and productivity initiatives
- Synergy with strategic partners
- Digital and innovative organization
- Sustainability and CSR



THANK YOU