



true

MEMBER OF
**Dow Jones
Sustainability Indices**
In Collaboration with RobecoSAM



FTSE4Good

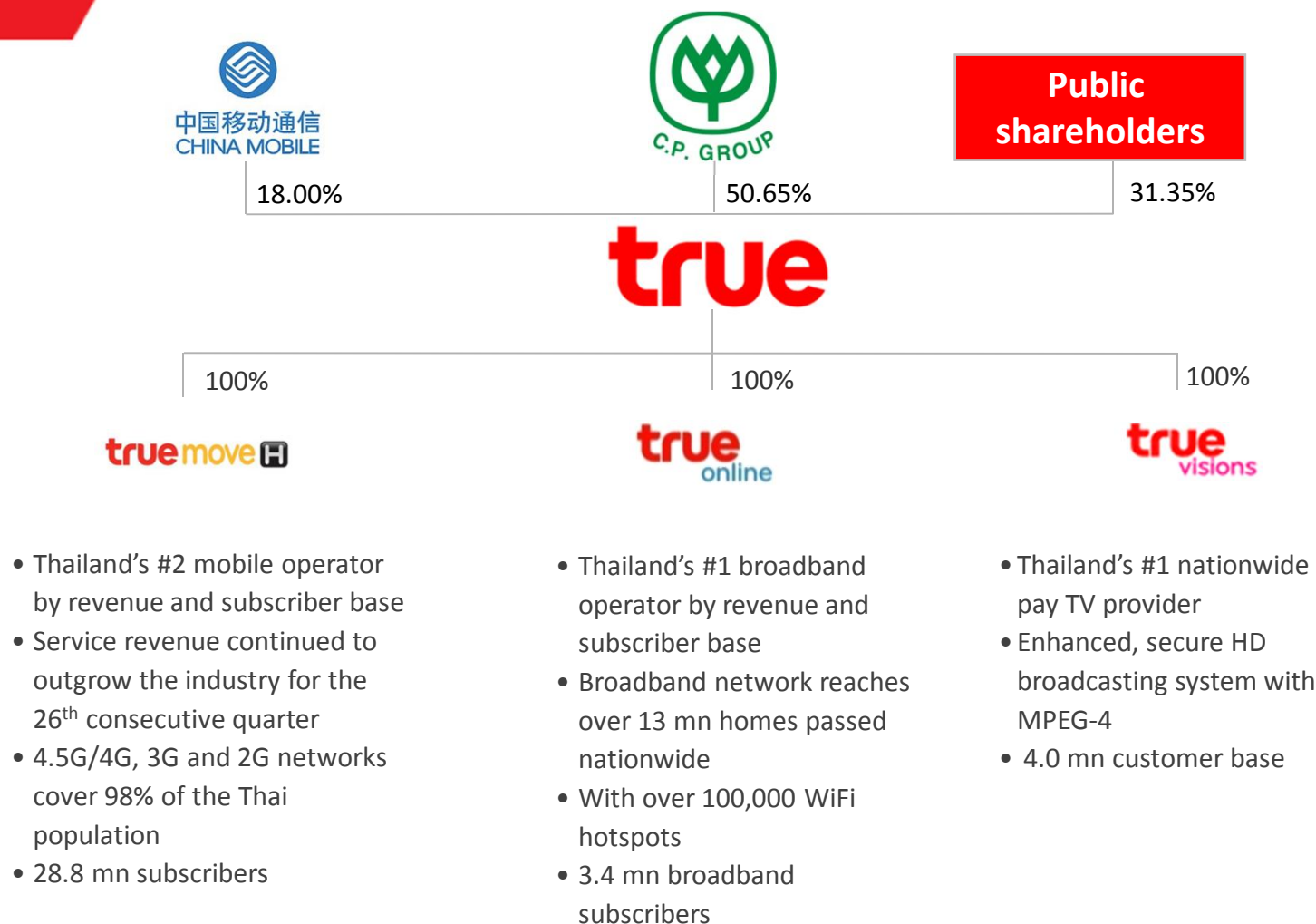


True Corporation Public Company Limited

true



True Group - Thailand's convergence and digital lifestyle leader

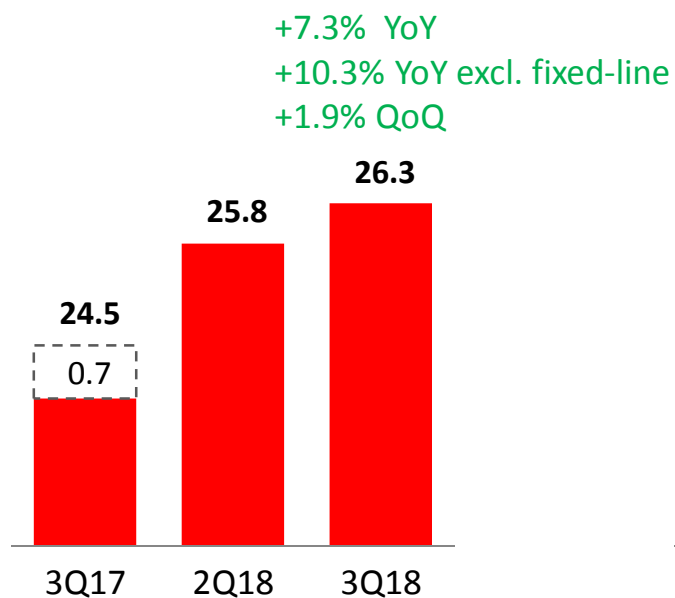




Bottom line firmly stepped into the positive zone

Service revenue

Unit: Bt bn



[---] fixed-line concession revenue

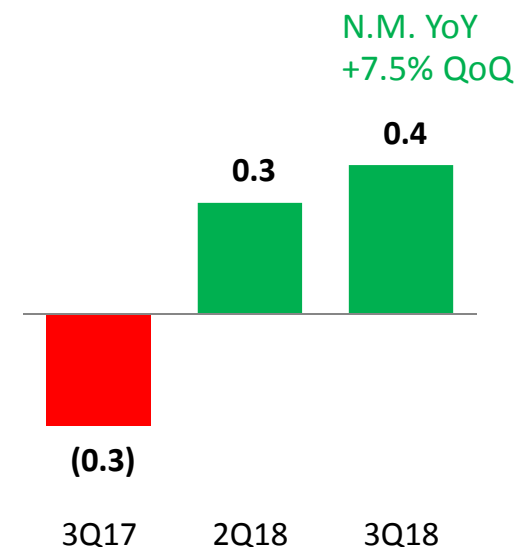
EBITDA and margin

excl. DIF impact



— EBITDA Margin excl. DIF impact

Core earnings



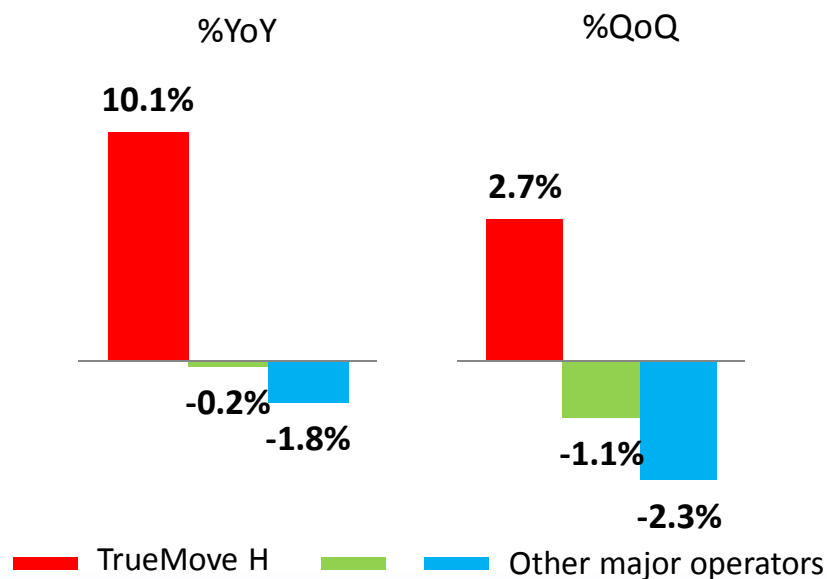
Remark: DIF impact refers to gain and related expenses from asset sale to DIF in Nov'17 and May'18



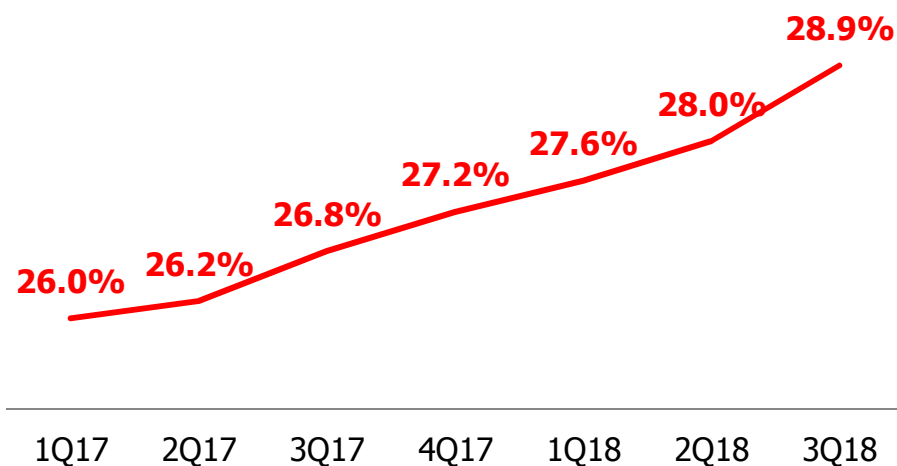
TrueMove H: Highest market share gain

- 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



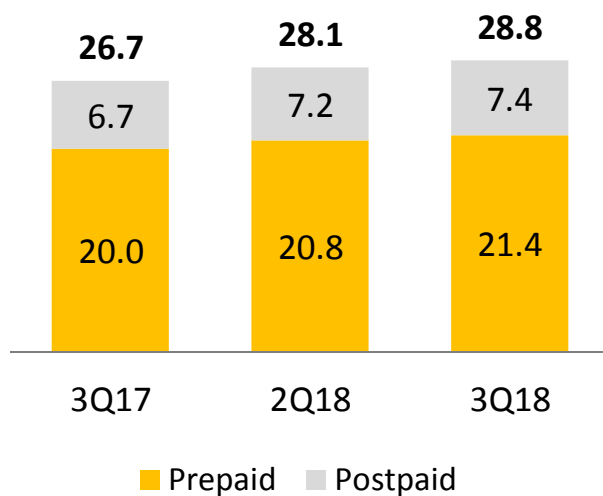


TrueMove H: Highest net addition

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

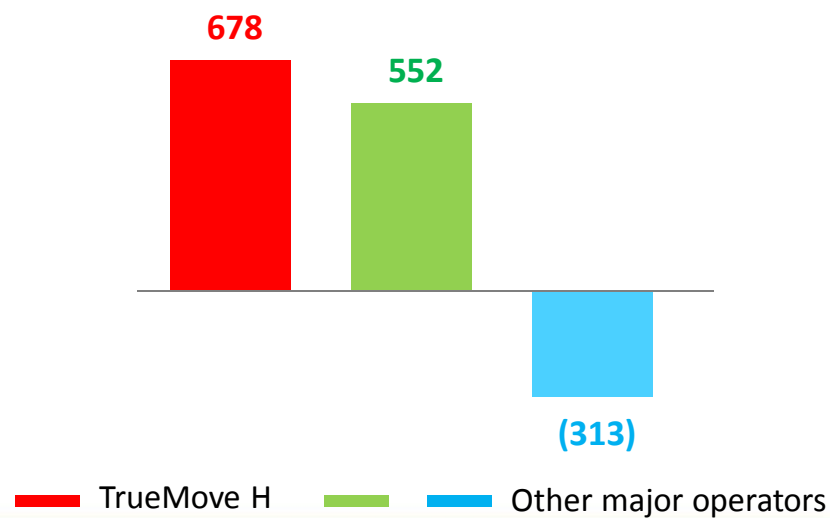
TrueMove H's subscriber

'mn sub



3Q18 Industry's net adds

'000 sub

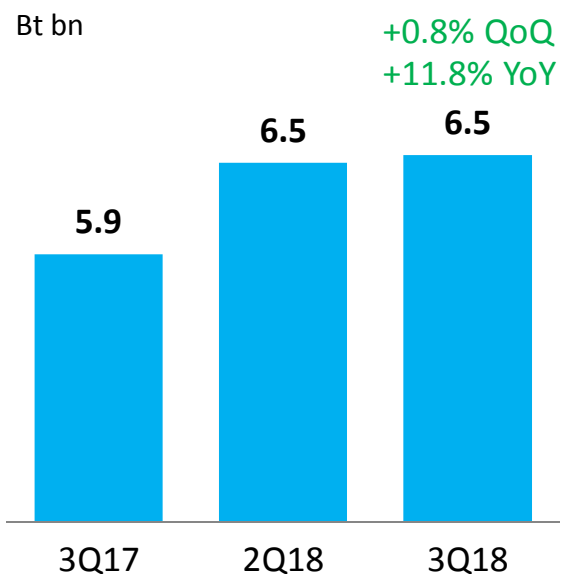




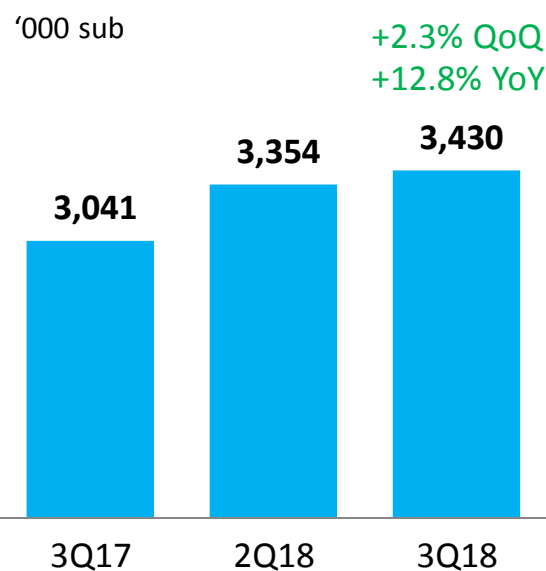
TrueOnline: Broadband internet grew in a double-digit rate YoY

- 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

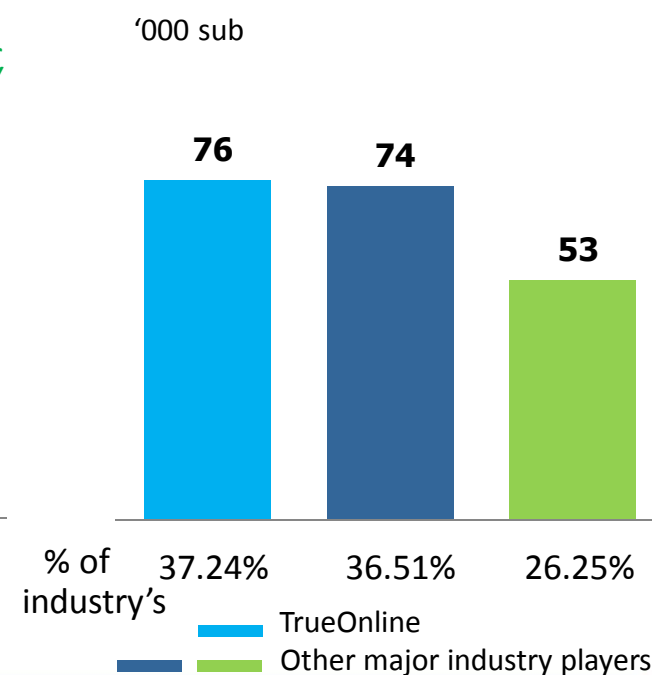
Broadband internet revenue



Broadband subscribers



3Q18 Industry's net adds

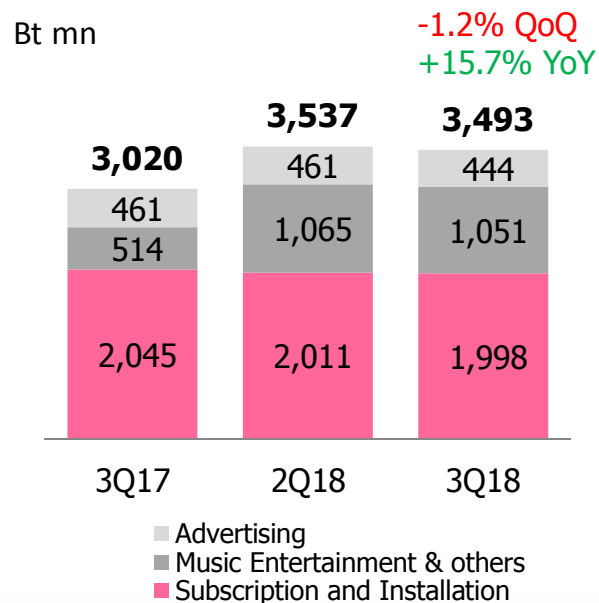




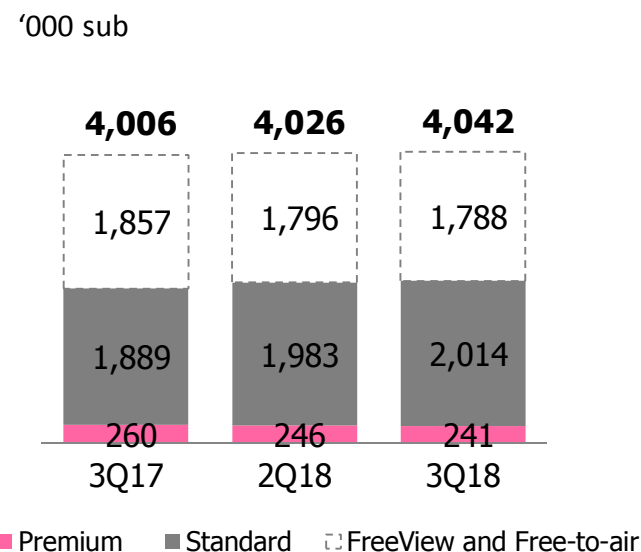
Competitive bundled offerings drove paying subscriber growth

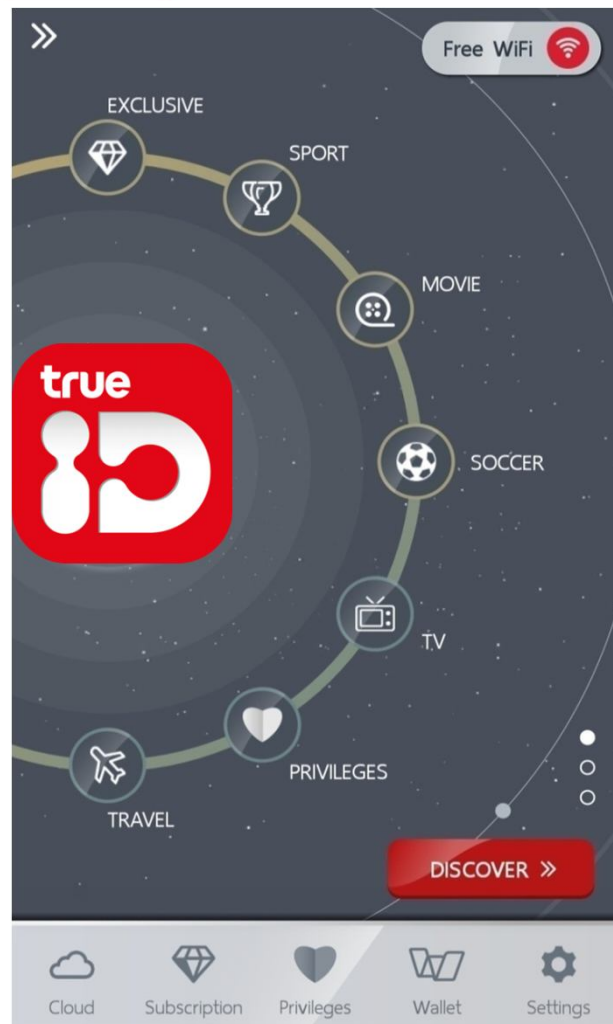
- Service revenue was Bt 3.5 bn, growing 15.7% YoY mainly on the 2018 FIFA World Cup broadcasting while softening 1.2% from Q2 which included revenue from major events
- Comprehensive range of quality content and the Group's bundled propositions boosted TrueVisions' paying subscribers up to 2.3 mn

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

- 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)

2 Consecutive Years of Sustainability Excellence

True has been selected as a member of **Dow Jones Sustainability Index 2018** and **FTSE4Good Index Series, 2018**.

As the only Thai telecommunications company to be recognized as the industry's global leader on sustainability, True's ongoing commitment is to enhance the quality of life and bring sustainable happiness to the Thai people.

The banner features a photograph of two young girls in yellow dresses sitting on a wooden crate in a grassy field, interacting with a small white robot. A red wireframe butterfly is superimposed over the scene. In the bottom right corner, there are two logos: "MEMBER OF Dow Jones Sustainability Indices In Collaboration with RobecoSAM" and "FTSE4Good".



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