



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



18%



50%

Public shareholders

32%



- 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

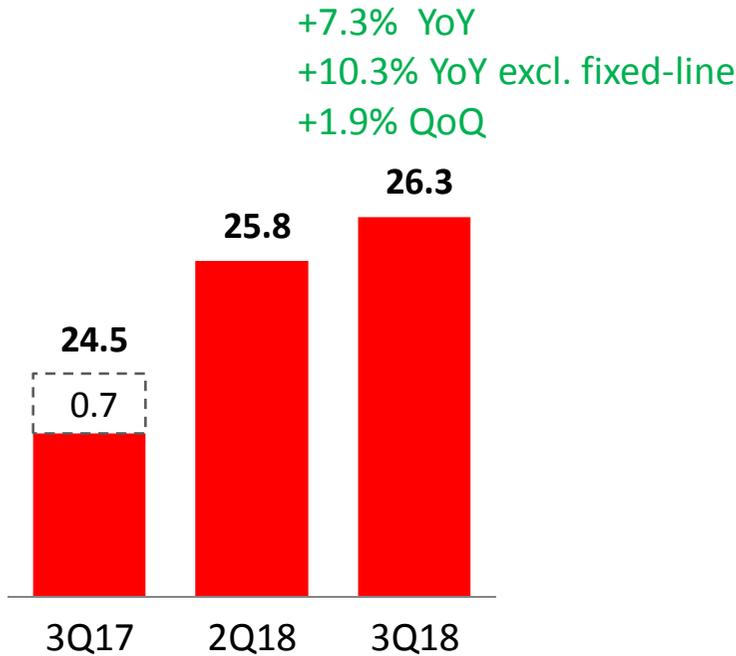
- Digital platform and gateway via TrueID, the most downloaded app in its category in 2018
- Digital loyalty program and privileges via TrueYou and TruePoint
- O2O digital platform
- Internet Of Things (IoT) offerings and solutions
- Analytics platform



Bottom line firmly stepped into the positive zone

Service revenue

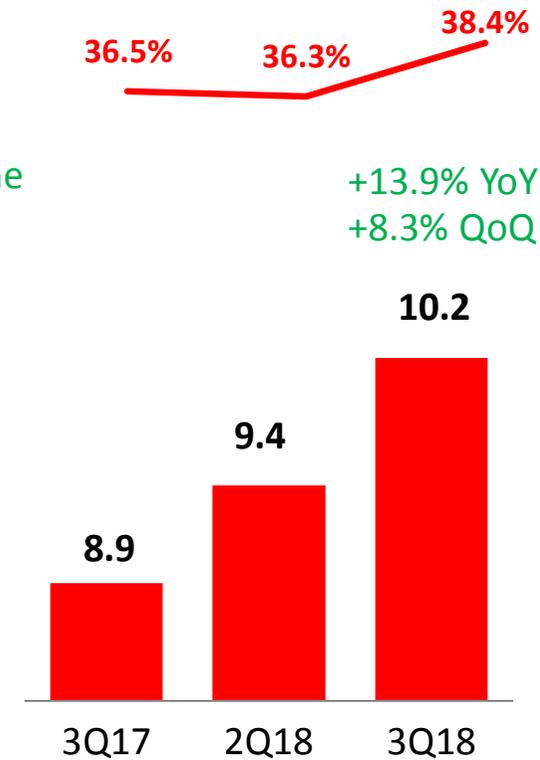
Unit: Bt bn



fixed-line concession revenue

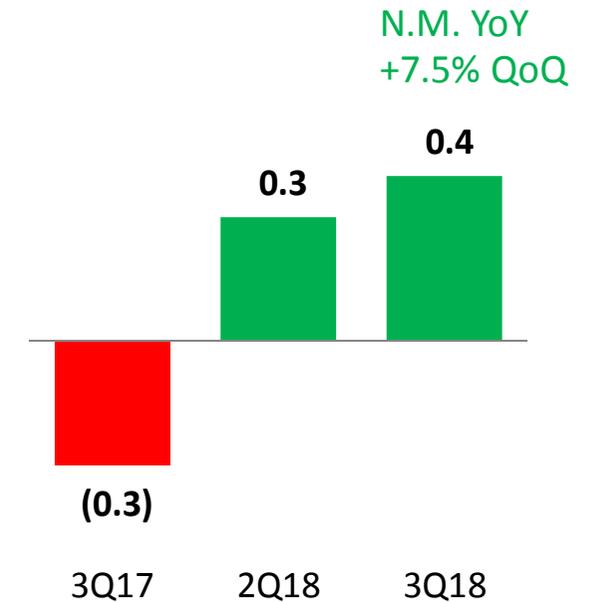
EBITDA and margin

excl. DIF impact



EBITDA Margin excl. DIF impact

Core earnings



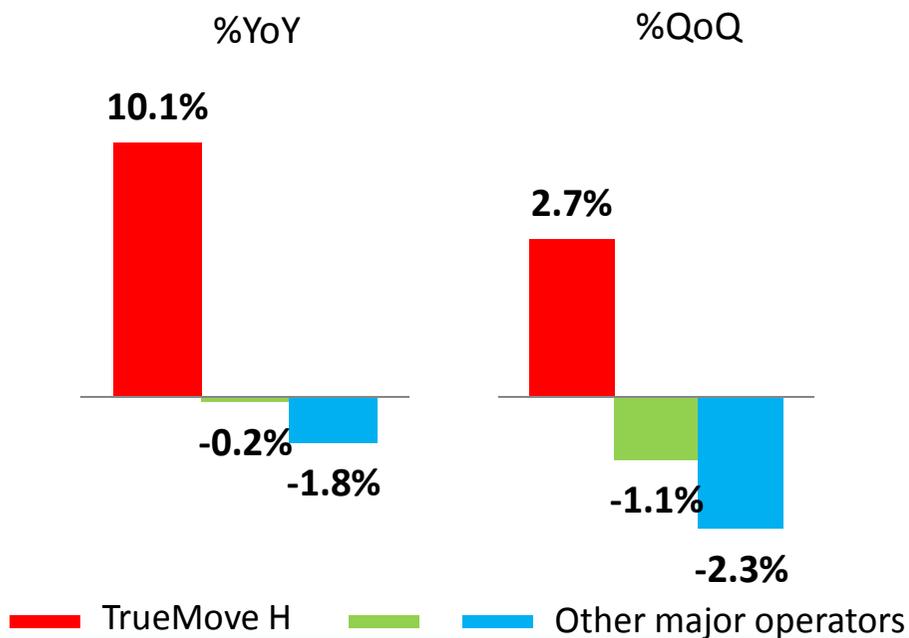
Remark: DIF impact refers to gain and related expenses from asset sale to DIF in Nov'17 and May'18



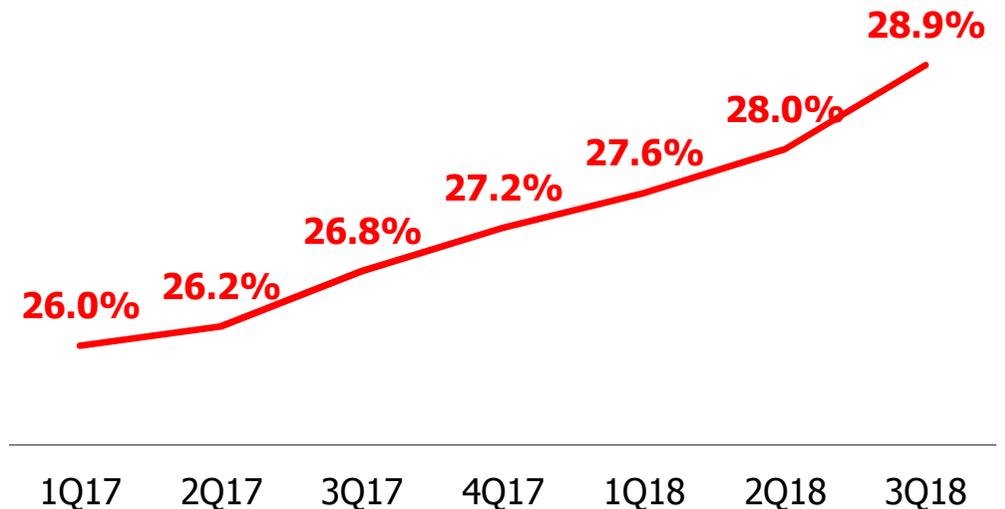
TrueMove H: Highest market share gain

- 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



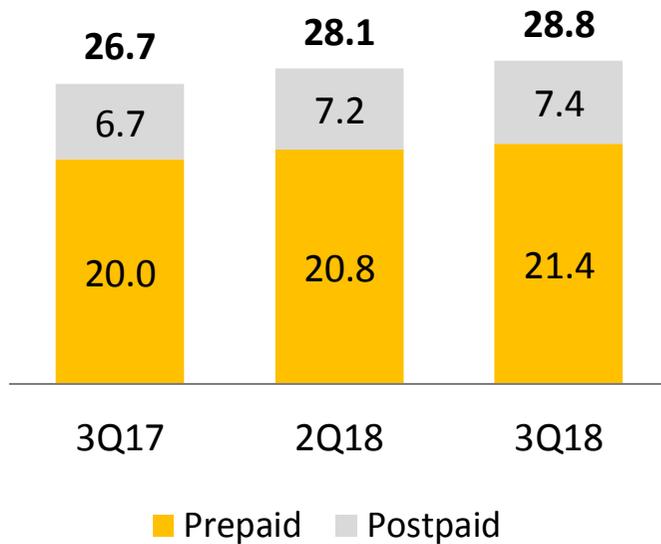


TrueMove H: Highest net addition

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

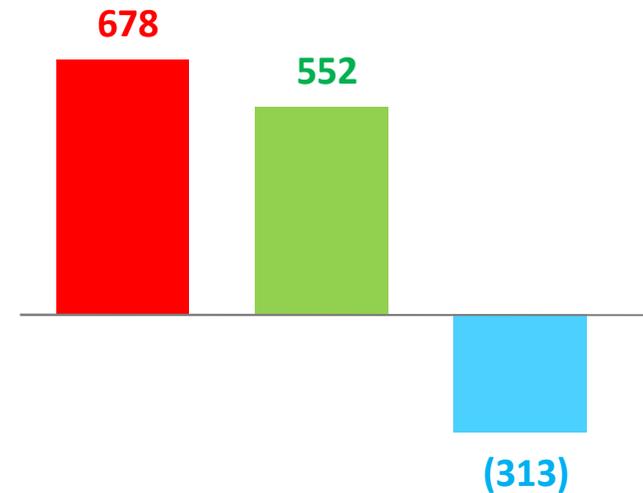
TrueMove H's subscriber

'mn sub



3Q18 Industry's net adds

'000 sub



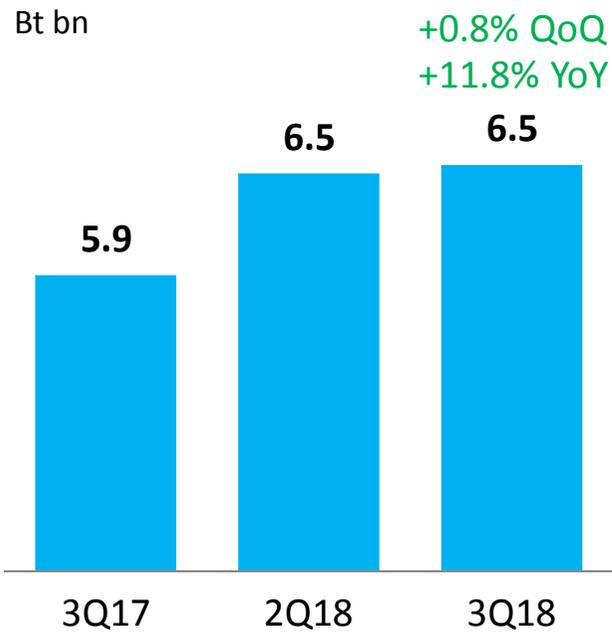
— TrueMove H — Other major operators



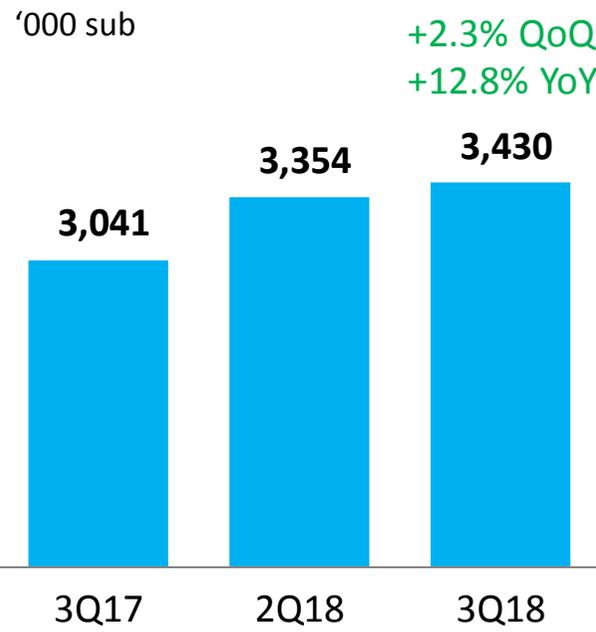
TrueOnline: Broadband internet grew in a double-digit rate YoY

- 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

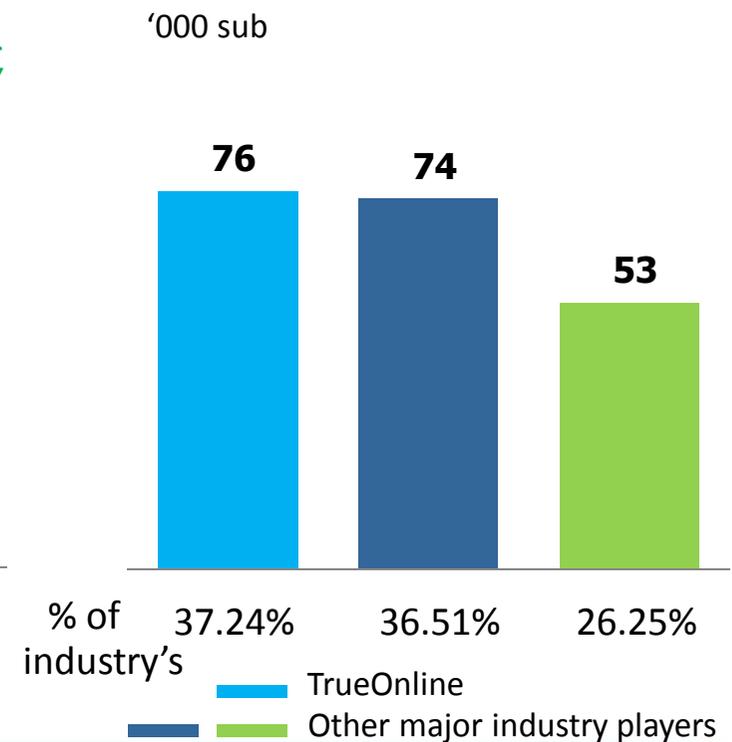
Broadband internet revenue



Broadband subscribers



3Q18 Industry's net adds

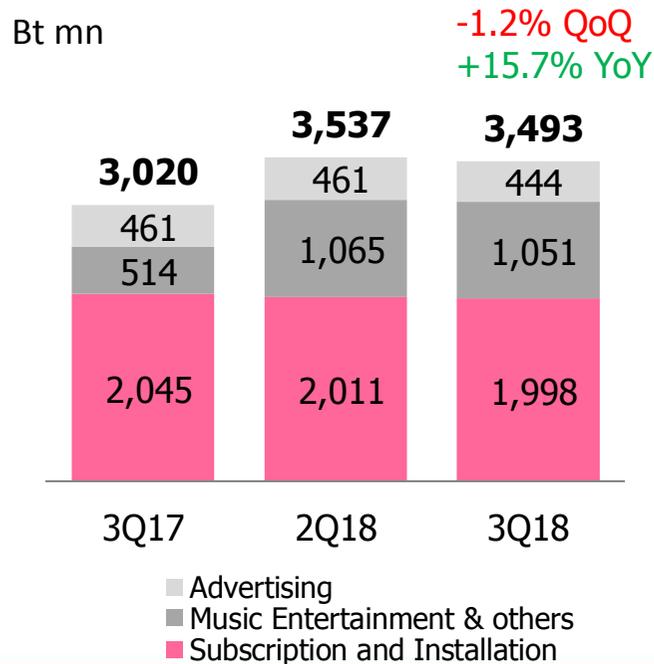




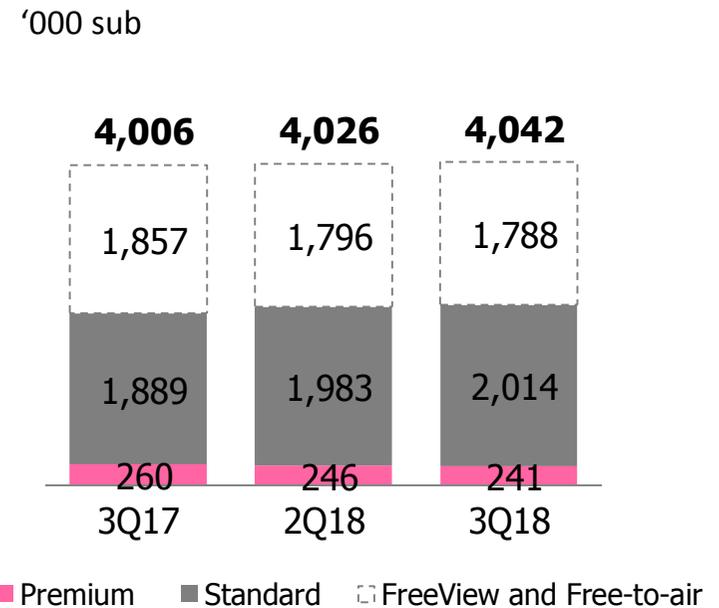
Competitive bundled offerings drove paying subscriber growth

- 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

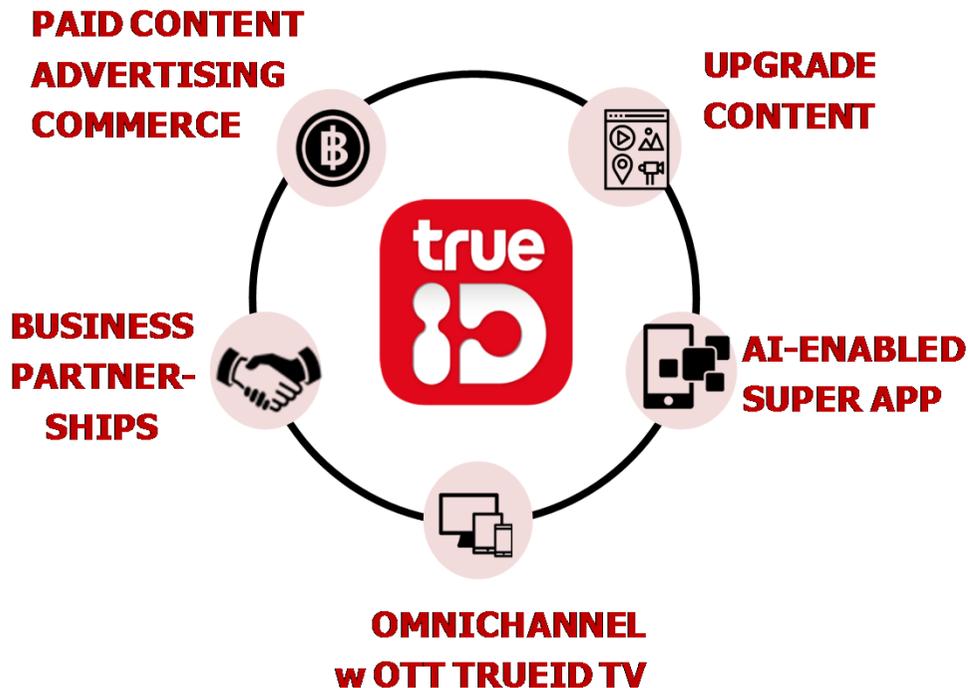


TrueVisions' Customers





TrueID: The real value creation in coming of digital era



- One stop for all key digital services
 - Myriad of quality 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 in its category in 2018
 - 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





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.



- 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