

True Corporation Public Company Limited

Disclaimer: This presentation contains statements about expected future events and financial results that are forward-looking and subject to risks and uncertainties. For these statements, we claim the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Discussion of factors that may affect future results is contained in our recent filings with the Securities and Exchange Commission.

true

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Dow Jones
Sustainability Indices
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FTSE4Good

THSI
THAILAND
SUSTAINABILITY
INVESTMENT 2018



18.00%



49.99%

Public
shareholders

32.01%

true

truemove 

- Thailand's #2 mobile operator by revenue and subscriber base
- 4.5G/4G, 3G and 2G networks cover 98% of the Thai population
- Industry's highest YoY service revenue growth and net adds
- 29.8 mn subscribers

true
online

- Thailand's #1 broadband operator by revenue and subscriber base
- Broadband network reaches over 15 mn homes passed nationwide
- With over 100,000 WiFi hotspots
- 3.6 mn broadband subscribers

true
visions

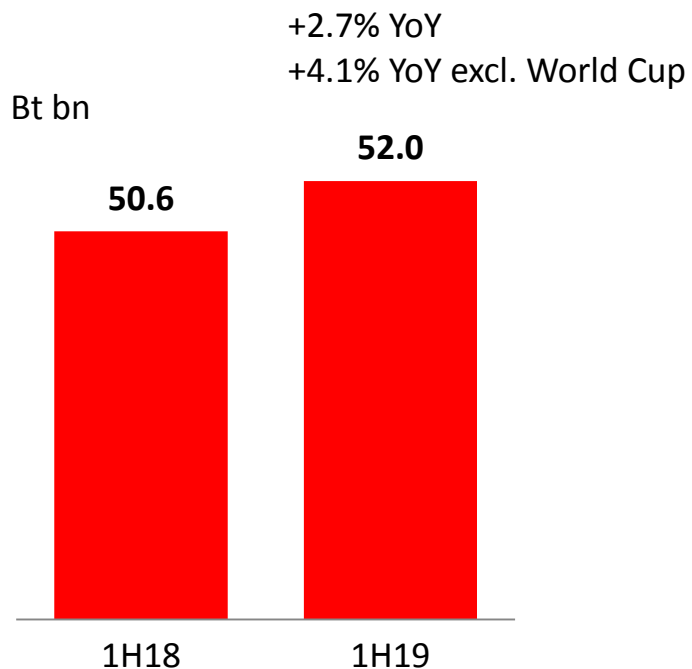
- Thailand's #1 nationwide pay TV provider
- Enhanced, secure HD broadcasting system with MPEG-4
- 4.0 mn customer base

true
digital

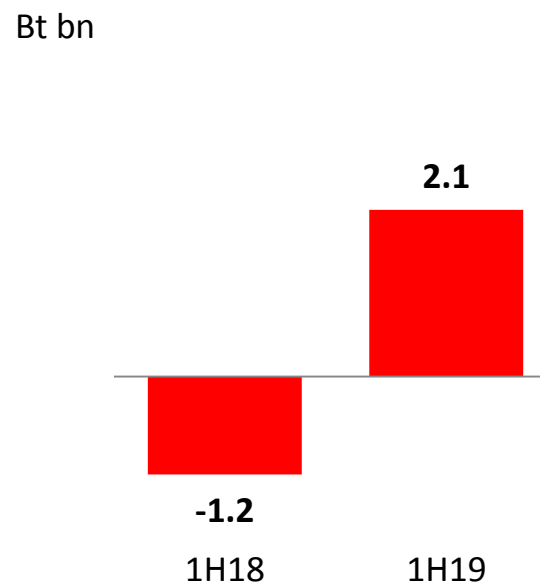
- Digital platform and gateway via TrueID, the leading platform with expanding monthly active users to 19 mn
- Digital loyalty program and privileges via TrueYou and TruePoint
- O2O digital platform
- Internet Of Things (IoT) offerings and solutions
- Analytics platform

- Enhancing core business performance driving **higher profit** to Bt 2.1 bn
- Aggressive **cost and productivity measures** are in progress keeping True Group on track for continued profit in 2019 as guided
- **TrueMove H** outperformed peers as targeted campaigns and sales channels became more effective
- **TrueOnline** added value via upgraded speed, 1 Gbps and convergence offerings to grow high-quality subscriber base
- **TrueVisions'** content is utilized across various channels of True Group particularly OTT and digital platform "TrueID" and "TrueID TV"
- The Group's **digital businesses**, comprising digital media and O2O platforms, IoT, and Analytics offerings, present strong growth opportunities
- **Litigation** risks reduced by over Bt 151 bn following recent rulings on Access Charge and Interconnection Charge as well as settlement with CAT last year

Service Revenue

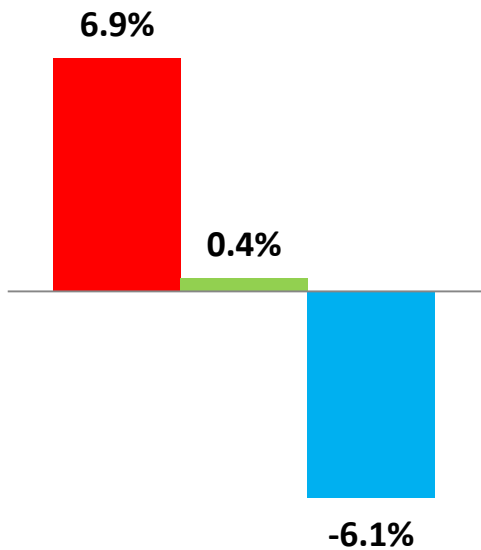


Profit excl. extra items

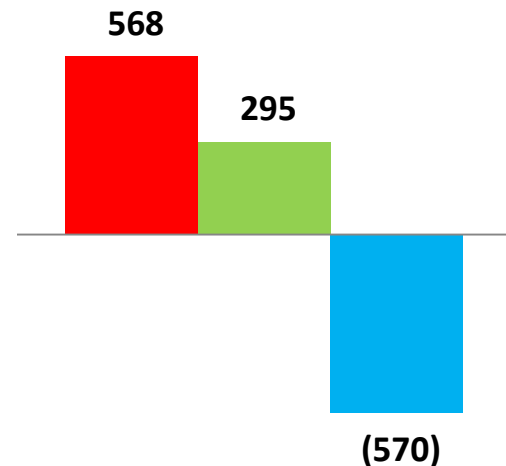


- TrueMove H once again outshined its peers with the highest net adds and service revenue growth of 6.9% YoY

1H19 Industry's cellular service revenue growth YoY



1H19 Industry's net adds



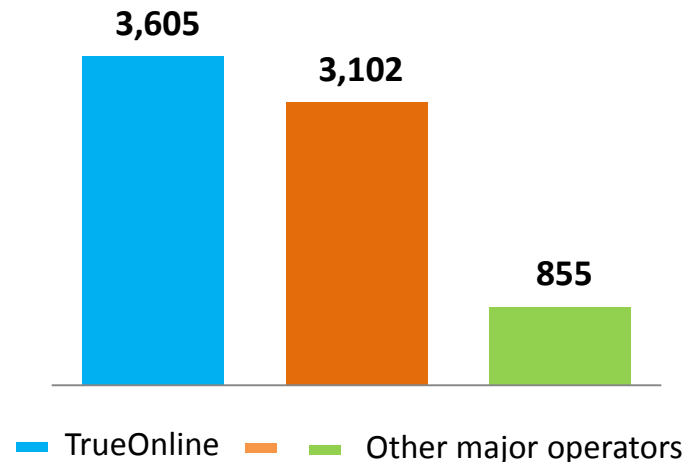
TrueMove H Other major operators

- 1 Gbps, speed upgrades and convergence propositions drove broadband subscribers up 7.5% YoY to 3.6 mn
- The recent launch of the True Gigatex Fiber campaign received strong market responses expecting to boost revenue growth momentum and high-tier subscription



Industry's broadband subscribers

'000 sub

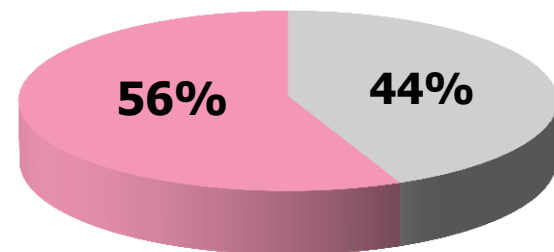


- TrueVisions' extensive range of quality international and local content is utilized across True Group's multiple platforms and remains key for convergence strategy
- Exclusive broadcasting rights of the EPL on all platforms expands growth potential from content subscription, sublicensing and advertising



TrueVisions' Customers

Total sub = 4 mn



■ Free-to-air box ■ Premium and standard packages



#1 **digital media platform** and **gateway** to our broader digital ecosystem



#1 **digital loyalty program** in Thailand attracting most users with "Deal of the day"; TruePoint to become national currency; Point Exchange Platform



#1 **O2O digital platform** measured by quality of merchants & communities



#1 Most advanced **Analytics platform** driving value for True Group



#1 leading **IoT Solutions Provider** creating new avenue of growth for True



#1 **Digital & Analytics academy** with "adult learning" upskilling & reskilling program for True Group workforce to remain relevant in digital age

Grow True into a **regional champion** leveraging our digital platforms

Digital Media



19 M
Monthly
Active Users

- **TrueID** monthly active user (MAU) grew 27% QoQ to 19 million MAU
- **TrueID TV** well received with customers with 61 NPS score
- **English Premier League** will be available to everyone on all platforms: Mobile Web, Mobile App and TV

Privileges



26,000
TruePoint & Privilege
Partners

- Over 26,000 TruePoint and privilege partners for True customers to enjoy benefits
- Received 3 awards at the Loyalty and Engagement Award 2019 in Singapore

Digital Solutions



193 K
Active
IoT Connections

- IoT Digital Business Solution grew active connections base to 193 K (14% QoQ)
- Variety of solutions for enterprise customer segments

- 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.



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THANK YOU

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