



# 1. Group Structure and Operations

## 1.1 Policy and business overview

Mobile Telecommunication Services under a concession agreement in 1990, quickly distinguishing itself through high-quality services and nationwide network coverage. In 2015, AIS expanded into Fixed-Broadband Services with a 100% fiber-optic network, focusing on service quality and prompt problem resolution. In 2018, AIS acquired CS LoxInfo Public Company Limited, enabling the company to extend its Enterprise Services beyond telecommunications to include comprehensive digital technology and business solutions. With a commitment to delivering exceptional customer experience at every level, AIS has further expanded into Digital Services, including video content and digital financial services.

Currently, **AIS, as the leading digital technology service provider in Thailand**, is committed to delivering an exceptional experience through five key business areas:

1. Mobile Services: Offering 4G and 5G technologies under the brand “AIS”, providing monthly subscription services, prepaid services, and automatic international roaming, with network partners in over 240 destinations worldwide.
2. Fixed-Broadband Services: Under the brand “AIS 3BB Fibre 3”, AIS provides high-speed internet services to both residential customers and business enterprises.
3. Enterprise Services: Providing digital solutions for businesses under the brand “AIS Business”, covering enterprise network data connectivity (EDS), as well as other technology solutions such as Cloud, Data Centers, and ICT solutions for corporates ranging from large corporations to SMEs.
4. Mobile Device and Digital Lifestyle Product Sales: Selling mobile phones, accessories, and leading digital lifestyle products through various sales channels, including online platforms.
5. Digital Services: Providing new digital services that align with the evolving digital lifestyles of consumers, such as Entertainment and Content Services and Digital Financial Services.

### Operating Under Licenses Regulated by the NBTC

AIS started its business in 1990 under collaborative contract or concessionaires, AIS was granted the right to utilize state frequencies under the 25-year Built-Transfer-Operate (BTO) agreement. In 2010, the National Broadcasting and Telecommunications Commission (NBTC) was established as the government agency regulating broadcasting and telecommunication, and tasked to grant the spectrum licenses. The licensing scheme was a major turning point for the telecommunications industry in Thailand that helps support fair competition and developments of new technologies. Most businesses, particularly in the mobile and fixed-broadband services, operate under the regulation of the National Broadcast and Telecom Commission (NBTC), which is the regulatory authority formed in accordance with the Frequency Allocation Act 2010. AIS, through subsidiaries, was granted telecommunications business licenses, including 26 GHz, 2600, 2100, 1800, 900, and 700 MHz spectrum licenses with an average license life of 15 years. At the end of the spectrum license, NBTC will redistribute a spectrum license through an auction. AIS is obligated to pay the license fees, Universal Service Obligation (USO) fees, and numbering fees to the NBTC amounting to around 4% of core service revenue per year.

### Driving Business in Accordance with Sustainability Concept

As a digital technology service provider that operates and has played a vital role in driving Thai economy and providing opportunities for Thais through access to information connectivity, AIS has realized the importance of sustainable business operations which can bring a robust long-term growth withstanding the fast-changing global context. With this, AIS takes on leading the Thai society towards mutual growth with sustainability principle in the era of digital economy. To achieve the long-term sustainable business operations, AIS has established a sustainable development framework comprising three aspects: drive digital economy, promote digital inclusion, and act on climate with concern for all stakeholders to create economic, social, and environmental values as well as to support developments in every sector, enabling them to grow together sustainably.



## 1.1.1 Overview of the vision, objectives, goals and business strategies

### Vision

“To lead a sustainable Thai digital society through ecosystems and partnerships”

### Objectives

AIS has established its mission **"Empowering lives and businesses with trusted connectivity, digital innovations, and exceptional experiences."** to align with the rapid changes in Thailand's digital economy and society.

### Goals

With the corporate mission of **"Empowering lives and businesses with trusted connectivity, digital innovations, and exceptional experiences"**, AIS prioritizes enhancing its capabilities to drive revenue growth and deliver sustainable returns to all stakeholders. Simultaneously, the company focuses on improving operational efficiency and providing exceptional customer experiences through three key objectives:

1. Growing Core Businesses
2. Expanding Growth Engines & New Revenue Streams
3. Operational Excellence

### Business strategies

AIS has defined its strategic framework to support the achievement of its goals as follows:

**1. Growing Core Businesses:** AIS aims to enhance its capability to provide comprehensive and efficient customer services, creating superior experiences across its three core services:

- **Mobile:** Focuses on maintaining 5G network leadership to deliver high-quality services for both consumer and enterprise customers while encouraging 5G adoption alongside a range of value-added services to enhance the digital experience.
- **Fixed-Broadband:** Aims to sustain leadership in the broadband industry by expanding the subscriber base through a fiber optic network covering over 20 million households nationwide. The company delivers more than connectivity by introducing innovative products and services tailored to digital lifestyles, while enhancing operational efficiency through integration with 3BB.
- **Enterprise Services:** Committed to accelerating digital adoption for Thai corporates, AIS extends its offerings beyond basic telecommunication services. AIS develops high-quality data connectivity network alongside comprehensive digital technology solutions, strengthening its offerings through a strategic partnership model.

**2. Expanding Growth Engines & New Revenue Stream:** AIS sees opportunities to introduce new digital adjacencies that address evolving customer needs. By leveraging the customer base of over 50 million subscribers and various sales channels, the company aims to establish multiple long-term revenue streams. These include mobile device and digital lifestyle product sales, as well as digital services such as entertainment and content, digital financial services, and insurance.

**3. Operational Excellence:** AIS is committed to improving cost efficiency and delivering a superior customer experience by strengthening three key areas:

- **People:** Focuses on developing employees' skills, technological expertise, and leadership in the digital era to drive the organization growth and enhance competitiveness amidst rapid changes.
- **IT:** Aims to optimize IT systems by integrating new technologies, enhancing operational efficiency through automation, and ensuring fast and secure service delivery to support business growth.
- **Network:** Maintains leadership in network quality by continuously advancing its infrastructure. AIS enhances efficiency through autonomous network innovations to improve user experience and accommodate increasing data demand.



## 1.1.2 Material changes and developments

### Details regarding material changes and developments

Year	Material changes and developments
2567	<ul style="list-style-type: none"><li>• <b>Restructuring of Major Shareholders:</b> Intouch Holdings Public Company Limited and Gulf Energy Development Public Company Limited have announced a merger to restructure their shareholding. The objective is to simplify the shareholding structure and integrate the expertise and resources of both companies to enhance business expansion opportunities and generate sustainable returns for shareholders. This restructuring is not intended to acquire or change control of ADVANC in any way.</li><li>• <b>Issued Thailand's first Sustainability Bond in the telecommunications industry,</b> comprising five tranches offered to institutional and retail investors. The bond, rated AAA (tha), was fully subscribed, raising THB 25 billion. The proceeds will be used to refinance existing investments in sustainability-related projects, such as 5G network expansion and energy efficiency improvements.</li><li>• <b>Partnered with Oracle,</b> a global cloud infrastructure provider, to enhance AIS Cloud's capabilities to a Hyperscale Cloud level while ensuring compliance with Thailand's data residency regulations (Sovereign Cloud). This collaboration enables enterprise customers to seamlessly access hyperscale cloud services, accelerating their digital transformation.</li></ul>
2566	<ul style="list-style-type: none"><li>• Acquired Triple T Broadband Public Company Limited and a 19% stake in Jasmin Broadband Internet Infrastructure Fund (JASIF). The merger was completed on November 15, 2023, placing AIS as a leader in fixed broadband internet service with 4.7 million subscribers nationwide and the network access to over 13 million households.</li><li>• Transferred a 15-year license in the 700 MHz frequency band (2x5 MHz) from National Telecom Public Company Limited (NT) in October 2023. This license was granted since 2021 and shall expire on March 31, 2036. The 700 MHz will enable AIS expansion of the 5G network to efficiently cover suburban areas and in high-rise buildings, and to increase network capacity to accommodate the genuine growth of 5G usages.</li><li>• Entered into contractual agreements with National Telecom Public Company Limited (NT) for a network equipment rental on NT's 700 MHz spectrum to NT by constructing a total number of 13,500 base stations across the country. AWN, AIS' subsidiary, is also obliged to provide roaming service for NT for 13 years in exchange for the rental and roaming fees from NT as specified in the contract.</li><li>• Received Microsoft Best Partner of the Year 2023 award for the second consecutive year and was the only award recipient in Thailand. Microsoft presented the award to its world-class partners that successfully delivered distinguish innovative services based on Microsoft technologies to customers. The award was selected from Microsoft's 3,900 partners in over 100 countries across the world.</li><li>• Entered into a cooperative agreement with the Federation of Thai Industries with the goal to support the operations of small and medium-sized manufacturing enterprises to develop new capabilities, reduce operating cost, and enhance efficiency of production processes and machinery. This encompasses the areas of precision enhancement, analytics, measurements, and monitoring using IoT technology enhanced with AIS 5G Manufacturing Platform solutions on the Paragon Platform.</li></ul>



Year	Material changes and developments
2566	<ul style="list-style-type: none"><li>• Signed an MOU between AIS and PTTGC to jointly build model organizations committed to conducting business sustainably. The goals would be achieved through the intelligence network capabilities coupled with green technological solutions to tackle environmental issues in a holistic manner. This is to mutually grow the business sustainably along with sustaining the environment and society as good corporate citizens.</li><li>• Joined forces with Gulf and Singtel to push forward the construction of a 20MW-data Center in Samut Prakan under a joint venture company named GSA Data Center Co.,Ltd (GSA). The new data center is designed to use clean energy, efficiently managed energy, and feature a data storage system with the highest security to address the needs of corporate clients and cloud service providers both locally and overseas. It is scheduled to begin operating commercially in 2025.</li></ul>
2565	<ul style="list-style-type: none"><li>• Signed an MOU with NCS Telco+ to support digital transformation in Thailand. For its part, NCS supported AIS' digital transformation efforts through synergistic collaboration in such technologies as 5G, IoT, Cloud, and Cyber Security which complemented AIS' strengths as the leader in the country's digital infrastructure and enhanced the Company's capabilities to support organizations in Thailand to materialize their commitments toward digital transformation.</li><li>• Entered into a strategic collaboration agreement with ZTE to build an advanced 5G network through the A-Z Center to elevate the Company to an intelligent telecommunications organization. The objectives were to raise quality and deliver excellent service experience to customers. The agreement also aimed to develop innovations to put Thailand at the forefront of the digital economy through cooperation in three areas: 1) developing 5G innovations in infrastructure and solutions, 2) upgrading 5G network to an intelligent digital network through big data processing and AI, and 3) expanding 5G capabilities to elevate the industrial sector.</li><li>• Received Microsoft Best Partner of the Year 2022 award, presented by Microsoft to its world-class partners that successfully delivered class-above innovative services based on Microsoft technologies to customers. The award was selected from Microsoft's 3,900 partners in over 100 countries worldwide.</li><li>• Purchased shares in three startups from Intouch to enhance AIS' business potential in providing digital services to customers. This helped expand and consolidated AIS' core business in line with the Company's business direction to become a digital life service provider.</li><li>• Established a subsidiary, AIS DC Venture Co.,Ltd, and entered into a joint development agreement of a data center business with Gulf Energy Development Public Company (GULF) and Singapore Telecommunications Limited (Singtel) to keep pace with growth and accommodate the needs for digital infrastructure in Thailand.</li><li>• Joined hands with SCG and Huawei as well as incorporated the expertise of the two partners, Yutong and Waytous, to develop an unmanned system for logistics applications over an intelligent 5G network (private network) to operate electric engine trucks transporting raw materials to the factories in the SCG industrial estate in Saraburi according to the route planning. The move aligned with the efforts to develop future industry using digital technologies along with contributing to environmental sustainability.</li><li>• Launched AIS CloudX, an intelligent cloud ecosystem, that allows businesses to develop cloud infrastructure as well as applications and solutions requiring high-speed processing for mission critical tasks and those demanding low latency. The Company also teamed with VMware as Southeast Asia's first provider of a sovereign cloud service to ensure maximum security standards while reducing costs and complexity in system design. The service enables the business sector to achieve digital transformation in pursuit of potential enhancement and business agility and to cope with unpredictable changes that may arise.</li></ul>



### 1.1.3 Spending of the raised fund to serve the objectives declared in the registration statement for securities offering

Is there an issuance of equity securities or debt securities? : Yes

#### Spending of the money obtained from each offering of equity or debt securities

List of spending of the money obtained from each offering of equity or debt securities			
Item 1			
Types of securities used for fundraising		Amount of funds raised	
Debentures of Advanced Info Service Public Company Limited No. 1/2021		6,500.00 Million Baht	
Spending objectives	Duration (approximate)	Amount of money as planned	Amount of spent money
1. For Capital Expenditures	Dec 2021	6,500.00	6,500.00
<b>Implementation according to objectives</b>  Achieve objectives  <b>Progress of fund utilization / reasons and measures taken in case the funds are not spent according to the objectives</b>  The Company has fully utilized the raised capital in accordance with the intended use of proceeds as disclosed in the Debt Securities Offering Memorandum.  <b>Related links</b>  -			
Item 2			
Types of securities used for fundraising		Amount of funds raised	
Debentures of Advanced Info Service Public Company Limited No. 1/2023		20,000.00 Million Baht	
Spending objectives	Duration (approximate)	Amount of money as planned	Amount of spent money
1. Repayment of loans of the Company and/or its subsidiaries.	May 2023	6,000.00	6,000.00
2. For Capital Expenditures	Dec 2023	8,000.00	8,000.00
3. For working capital	Dec 2023	6,000.00	6,000.00

**Implementation according to objectives**

Achieve objectives

**Progress of fund utilization / reasons and measures taken in case the funds are not spent according to the objectives**

On 26 June 2023, the Company announced a revision to the intended use of proceeds and a reallocation of funds under the specified objectives for the debentures issued by Advanced Info Service Public Company Limited, Series 1/2023. The details of these changes have been disclosed accordingly. The Company has fully utilized the raised capital in alignment with the intended use of proceeds as disclosed in the Debt Securities Offering Memorandum.

**Related links**

<https://www.set.or.th/th/market/news-and-alert/newsdetails?id=8224491&symbol=ADVANC>

**Item 3****Types of securities used for fundraising****Amount of funds raised**

Sustainability Debentures of Advanced Info Service  
Public Company Limited No. 1/2024

25,000.00 Million Baht

Spending objectives	Duration (approximate)	Amount of money as planned	Amount of spent money
1. Invest in projects related to environment, society and governance (ESG).	Dec 2024	25,000.00	25,000.00

**Implementation according to objectives**

Achieve objectives

**Progress of fund utilization / reasons and measures taken in case the funds are not spent according to the objectives**

The bond issuer will allocate the proceeds from this bond issuance to replace existing investments in sustainability-related projects. These projects include energy efficiency initiatives, such as the deployment of network infrastructure to expand 5G wireless connectivity. Additionally, the funding aims to enhance access to essential infrastructure for communities in remote areas or households in regions without prior connectivity. The Company has fully utilized the raised capital in accordance with the intended use of proceeds as disclosed in the Debt Securities Offering Memorandum.

**Related links**

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## Applicable laws (for companies that have previously disclosed information in the registration statement for offering of debt securities)

Under governing and interpretation of Thai law

### 1.1.4 The obligations to which the company has committed in the registration statement, including the compliance with such obligations or conditions in the following years

Are there any issued securities with obligations or : No  
conditions?



### 1.1.5 Company information

Company name	:	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED
Symbol	:	ADVANC
Address	:	AIS TOWER 1, 414 PHAHOLYOTHIN ROAD, PHAYA THAI
Province	:	Bangkok
Postcode	:	10400
Business	:	Operate telecommunication business including mobile network service, fixed broadband service, and digital services.
Registration number	:	0107535000265
Telephone	:	0-2029-5000
Website	:	www.ais.co.th
Email	:	investor@ais.co.th
<b>Total shares sold</b>		
Common stock	:	2,974,209,736
Preferred stock	:	0

## 1.2 Nature of Business

### 1.2.1 Revenue structure

The revenue structure of the company and its subsidiaries over the past three years is as follows:

#### Revenue structure by product line or business group

	2022	2023	2024
Total revenue from operations (thousand baht)	185,484,775.00	188,872,911.00	213,569,331.00
Mobile communication business revenue (thousand baht)	116,695,512.00	118,129,695.00	123,802,596.00
SIM and device sales revenue (thousand baht)	39,475,613.00	36,951,754.00	38,076,177.00
Fixed broadband business revenue (thousand baht)	10,064,102.00	13,620,544.00	29,440,893.00
Other services revenue (thousand baht)	6,273,768.00	6,819,221.00	9,119,610.00
Interconnection (IC) and equipment rental revenue (thousand baht)	12,975,780.00	13,351,697.00	13,130,055.00
Others (thousand baht)	N/A	N/A	0.00
Total revenue from operations (%)	100.00%	100.00%	100.00%
Mobile communication business revenue (%)	62.91%	62.54%	57.97%
SIM and device sales revenue (%)	21.28%	19.56%	17.83%
Fixed broadband business revenue (%)	5.43%	7.21%	13.79%
Other services revenue (%)	3.38%	3.61%	4.27%
Interconnection (IC) and equipment rental revenue (%)	7.00%	7.07%	6.15%
Others (%)	N/A	N/A	0.00%

#### By geographical area or market

	2022	2023	2024
Total revenue (thousand baht)	185,484,775.00	188,872,911.00	213,569,331.00
Domestic (thousand baht)	185,484,775.00	188,872,911.00	213,569,331.00
International (thousand baht)	0.00	0.00	0.00
Total revenue (%)	100.00%	100.00%	100.00%
Domestic (%)	100.00%	100.00%	100.00%
International (%)	0.00%	0.00%	0.00%



Other income as specified in the financial statements

	2022	2023	2024
Total other income (thousand baht)	531,675.00	687,530.00	335,650.00
Other income from operations (thousand baht)	0.00	0.00	0.00
Other income not from operations (thousand baht)	531,675.00	687,530.00	335,650.00

Share of profit of joint ventures and associates accounted for using equity method

	2022	2023	2024
Share of profit (thousand baht)	-36,220.00	168,161.00	1,051,867.00



## 1.2.2 Information on products and services

### 1.2.2.1 Product/service information and business innovation development

#### Mobile telecommunication services

AIS provides mobile telecommunication services for both voice calls and data usage via 4G and 5G networks, operating under telecommunications spectrum licenses with a total of 1,460 MHz spectrum bandwidth. This comprises low-band frequencies (700 MHz and 900 MHz) for long-range network coverage, mid-band frequencies (1800 MHz, 2100 MHz, and 2600 MHz) suitable for densely populated areas, and high-band frequencies (26 GHz) for industrial applications. AIS's network is distinguished by high-quality technology and extensive nationwide coverage. The 4G network serves over 98% of Thailand's population, while the 5G network covers more than 95%, including 99% of residents in Bangkok and the Eastern Economic Corridor (EEC).

AIS's mobile telecommunication services can be divided into three main categories, as follows:

Postpaid AIS provides postpaid mobile services where users receive a monthly bill based on the subscribed services. AIS postpaid services offer various packages, such as:

- 5G Max Experience Package: Allowing data usage on the 5G network.
- 5G Netflix Package: Mobile usage combined with Netflix streaming.
- 5G Seller Package: Additional services tailored for online sellers. Additionally,

AIS offers optional add-on services to enhance functionality and entertainment, which customers can choose to subscribe to. At the end of 2024, AIS has over 13 million postpaid subscribers.

Prepaid AIS provides prepaid mobile phone services under the brand "AIS 1-2-Call!", allowing users to top up their balance to purchase packages according to their needs without paying monthly fees. Both one-time and auto-renewal packages are available, including:

- Super Social Sim: allows users to use social media apps without consuming data allowance.
- The One Sim: allows users to access 5G data usage and voice calling services.

Additionally, AIS offers add-on packages, including daily, weekly, and 30-day internet plans, as well as bundles with video content services. At the end of 2024, AIS has 33 million prepaid subscribers.

International Roaming & International call AIS provides international mobile services covering both international voice calls and data roaming in over 240 countries, including 5G network roaming in over 90 countries. Users can choose the Ready2Fly, a roaming package for postpaid customers without changing their SIM card, or the Sim2Fly, a roaming SIM for prepaid customers. In addition, there is the Thailand Tourist SIM for foreign tourists traveling to Thailand and international direct dialing (IDD) services.

#### Diagram of Mobile telecommunication services



Postpaid service: 5G Seller Package



Prepaid service: The One Sim



International Roaming & International call: Sim2Fly

## Fixed Broadband Services

AIS provides high-speed fixed broadband services for both household and business customers, utilizing a 100% fiber optic network that covers over 20 million households nationwide. This enables AIS to deliver high-quality services efficiently. AIS's fixed broadband services emphasize rapid installation and problem resolution while offering a variety of innovative products and services, such as:

- Broadband24 package: Standard fixed broadband with speed starting at 300/300 Mbps.
- Entertainment package: Broadband service with home entertainment services.
- Home FibreLan package: innovative product with internet speeds of up to 1 Gbps for every room in the home.

In addition, AIS broadband offers supplementary packages such as Cloud IP Cameras (smart CCTV with cloud storage), AIS Playbox for entertainment, and AIS Mesh WiFi to expand the WiFi signal in customers' homes. Currently, AIS provides services under the brands 'AIS Fibre' and '3BB,' with a combined customer base of over 5 million subscribers.

## Diagram of Fixed Broadband Services



Fixed Broadband Services: Broadband24 Package





Fixed Broadband Services: Entertainment Package



Fixed Broadband Services: SuperMesh WiFi Package

## Enterprise Services

AIS provides technology and digital solutions for corporate customers under the brand "AIS Business" to support Thai enterprises and SMEs in adopting technology into their operational processes. This enables a transition to digitalization, enhances competitiveness, and creates opportunities for sustainable growth. AIS's enterprise services encompass comprehensive digital infrastructure, digital solutions, and digital platforms, including the following key service categories:

### 5G for business

AIS delivers comprehensive 5G services to corporate clients, covering hardware, connectivity, platforms, and solutions tailored to support the digital transformative potential of 5G technology across industries. In aiding businesses through this digital era, AIS provides a diverse range of services, including 5G mobile broadband, 5G infrastructure and platforms such as 5G FWA (wireless broadband using 5G technology), network slicing, MEC, and private networks for business application development. Additionally, AIS offers 5G horizontal solutions involving AI, AR/VR, robotics, and video analytics, as well as the "AIS 5G Paragon Platform," an all-in-one 5G technology platform managing resources like 5G networks, edge computing, and cloud. This facilitates easy adaptation to budget constraints and usage patterns, fostering innovative 5G solutions and enhancing digital business processes.

### Corporate Connectivity Services and Cloud

AIS provides network connectivity services, including high-quality corporate internet, private data circuits, enterprise data services (EDS), and enterprise broadband (e-FBB). These services are supported by a team of engineers and 24/7 maintenance and troubleshooting. Additionally, AIS offers value-added services and end-to-end solutions to enhance network efficiency through advanced technologies such as SD-WAN, a network management technology that enables centralized control and monitoring of the entire network, as well as network security products and services to elevate cybersecurity and ensure secure data access and privacy. AIS also provides cloud services for the development and management of cloud data storage at the enterprise level, connecting via the internet and cloud systems. These services include both global cloud services such as Microsoft Azure, Amazon Web Services (AWS), Oracle Cloud, and Huawei Cloud, as well as domestic cloud services like AIS Cloud. AIS's connectivity services include data center services, which allow customers to lease storage, networking systems, and other supporting facilities within data centers. Furthermore, AIS is collaborating with GULF and Singtel to construct a data center project exceeding 20 MW in Samut Prakan Province. Operated under the joint venture company GSA Data Center, this facility will focus specifically on data center services and is planned to open in 2025.



### AI and Data analytics

AIS provides in-depth data analytics solutions to support decision-making and enhance marketing strategies for business organizations, including the analyticX service, which utilizes data from telecommunications networks to provide real-time data insights. This enables businesses to understand customer behavior, analyze competitors, and target specific geographic areas with easy-to-understand summary reports. Additionally, AIS offers a Digital Marketing Service that leverages both online and offline channels with advanced digital marketing tools to effectively create awareness and engage target customer groups.

### Digital Platforms and APIs

AIS provides digital platforms to support solution development and technology adoption within organizations, reducing technology development costs, particularly in communication. Key services include: 1) Messaging Service for delivering messages and multimedia to target audiences; 2) Business Communication for integrating Microsoft Teams with organizational phone systems via Operator Connect and Mobile PBX, along with chatbots, voice messaging, and call center solutions. Additionally, 3) the CPaaS Platform, which combines multiple communication services such as voice, messaging, and video calls into a single solution; and 4) Open API services, in collaboration with GSMA, leveraging telecommunications technology for fraud prevention and identity verification.

### Industrial transformation

AIS provides tailored solutions for target industries by integrating digital technologies into industrial operations. These solutions enhance automation, improve productivity and service efficiency, ensure safety, and reduce the risk of accidents. Currently, AIS focuses its digital solutions on six key target industries: 1) Transportation and Logistics, 2) Manufacturing, 3) Retail, 4) Property, 5) Public Services and Government, and 6) SMEs.

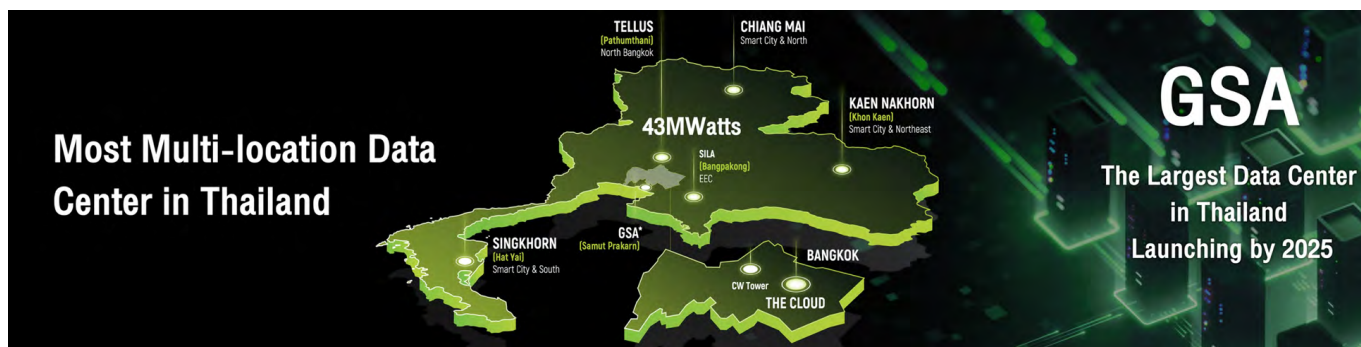
### Diagram of Enterprise Services



5G Private Network



Enterprise Data Services (EDS)



AIS Data Center service

### Mobile phone and Digital lifestyle product sales

AIS operates as a distributor of mobile phones from leading global mobile phone brands owners, including accessories and digital lifestyle products. Its key strength lies in its diverse distribution channels, ranging from AIS-operated stores to small and large-scale dealers, catering to customers across different segments in both Bangkok and provincial areas. Additionally, AIS sells products through online channels to provide a more comprehensive offering to its customers.

### Digital Services

AIS provides digital services to enhance the value of core businesses, strengthen customer relationships, and create new revenue opportunities. The integration of digital services positions AIS as an Integrated Service Provider that aligns with consumers' digital behaviors. AIS's digital services cover three main areas: video platforms and content, mobile financial transactions, and gaming platforms.

#### Entertainment and Content services

AIS provides entertainment services by offering a variety of content that customers can choose to watch according to their preferences. The services cover television, video, and other entertainment options such as movies, music, sports, karaoke, and e-sports. These are available through the AIS PLAY app on devices, as well as through the AIS PLAYBOX for fixed broadband users via AIS Fiber and 3BB. AIS also offers OTT (over-the-top) services in collaboration with business partners, including leading global and domestic streaming service providers such as Netflix, HBO Max, Disney+ Hotstar, and VIU. Additionally, AIS provides news, documentaries, and global sports events, available in both live streaming and Video On-Demand formats.

AIS offers gaming entertainment services through Game On, a gaming platform that allows players to top up game credits, purchase game cards, and register for e-sports competitions. Additionally, AIS provides AIS Cloud Gaming, which brings PC and console games to mobile devices, enabling players to play games without limitations through weekly and monthly subscription plans. For more details, visit the website: <https://www.ais.th/consumers/entertainment>

#### Digital financial services and Insurance

AIS offers mobile financial transaction platforms (Mobile Money) to corporate customers through mPAY, providing a comprehensive payment platform with various payment channels. This enables businesses to access an electronic wallet for receiving payments for goods and services from customers without the need to invest in systems or obtain operating licenses themselves.

AIS also provides insurance brokerage services under the brand name "AIS Insurance Service," operated by Advance Digital Distribution Co., Ltd. This service allows consumers to conveniently, safely, and easily purchase insurance products. Currently, AIS offers a wide range of insurance products, including travel insurance (both domestic and international), accident insurance, health insurance, car insurance, and life and health insurance. The service is designed to provide convenience by allowing customers to purchase insurance products via mobile phones and make payments through prepaid options, monthly billing, credit/debit cards, or wallet services. Additionally, the insurance plans are priced to suit the purchasing power of various customer groups, making it easier for customers to access insurance products.



Diagram of Digital Services



Digital Services (Entertainment and Content): AIS Play Ultimate Package



Digital Service On-Top: AIS Playbox



Insurance Brokerage Services: AIS Insurance Service

Research and development policy in various areas, and details regarding innovation development in processes, products and/or services, or business models.

Research and development (R&D) policy : No

R&D expenses in the past 3 years

	2022	2023	2024
R&D expenses in the past 3 years (Million Baht)	N/A	N/A	N/A



## 1.2.2.2 Marketing policies of the major products or services during the preceding year

### Marketing Strategy

AIS implements a marketing strategy to deliver the best experience and enhance value for customers through four key pillars:

- **Experience as a Product:** Offering a diverse range of products and creating positive customer experiences to enhance satisfaction and brand loyalty.
- **Value-based Pricing:** Creating value for products and services by offering a variety of prices and packages to effectively meet customers' spending behaviors.
- **Brand Loyalty Led Promotion:** Presenting lifestyle products through bundled sales to enhance value offerings, developing the Next Best Offer as proactive marketing tool, and providing after-sales service and customer care through special privileges (points & privileges) to foster long-term brand loyalty.
- **Everywhere Channel:** Distribution channels across both online and offline channels to ensure broad accessibility and alignment with customer service usage behaviors.

AIS applies 'Customer 360,' a comprehensive data analysis approach, to gain insights into customer behavior, interests, and profiles. This data is used to develop products and services (Next Best Offer: NBO) that effectively meet the individual needs of each customer. The approach spans the entire customer journey—Attract, Manage, and Maintain—with the goal of encouraging customers to purchase additional products or services, increasing revenue, and building strong relationships.

### Customer Relationship Management

AIS focuses on managing customer relationships to become an integral part of customers' digital lifestyles. By leveraging innovation and technology, AIS aims to deliver a seamless and personalized experience. Additionally, the company collaborates with business partners to introduce new products and services that enhance value and create a differentiated digital experience. AIS offers various loyalty programs and service channels to elevate the customer experience, including:

#### myAIS: The All-in-One Application for AIS Customers

myAIS is a mobile application, which developed to provide comprehensive customer care. Customers can conveniently check usage details, subscribe to packages, pay bills, and tracking problem-solving requests. The app has also expanded to fixed-broadband customers, enabling package subscriptions, value-added services subscription, and problem-solving requests within a single platform. Moreover, myAIS integrates reward redemptions and online shopping via AIS Online Store. Currently, over 10 million subscribers actively use the app each month, with transaction volumes steadily increasing.

#### Exclusive Benefits through “AIS Privileges & AIS Points”

To enhance product and service value, AIS has developed a loyalty program using a points-based system called AIS Points. Customers earn points through service usage and various activities, such as bill payments and mobile device purchases at AIS Shop, AIS Telewiz, AIS Buddy Exclusive, and AIS Online Store. Additionally, AIS Points can be transferred from partner programs. As of now 24.7 million numbers have enrolled in the AIS Points program and over 53 million rewards have been redeemed through 30,000+ leading partner stores, including Krungthai Bank's Tung Nern merchants participating in the Point Pay program.

#### AIS Serenade: A Premium Privilege Program

AIS Serenade is an exclusive customer care program offering premium privileges to high-spending and long-term AIS customers. It provides a wide range of benefits, including dining, shopping, entertainment, health & wellness, and travel perks to strengthen long-term customer relationships. In 2024, AIS launched the "AIS Serenade 20th Anniversary" campaign to introduce even more personalized benefits. Currently, AIS Serenade serves over 6 million customers. Customer satisfaction measurement AIS evaluates customer satisfaction through various channels, such as phone surveys, retail shops, and external agencies. The evaluation covers service quality at AIS service centers, authorized dealer stores, and transactions through automated kiosks, as well as the customer referral rate. This data is used to continuously improve service quality across all channels, enabling AIS to achieve a customer satisfaction target of 93% for 2024.





## Distribution and Sales Channels

AIS distribution channels are categorized into 5 main types as follows:

### 1. Shop & Service Center

- **AIS Shop:** The service centers operated by AIS under the name "AIS Shop," along with selected high-potential distributors operating as "AIS Shop By Partner," total 228 locations strategically positioned in densely populated urban areas. AIS Shop prioritizes maintaining the superior brand image of AIS products and services by offering the most comprehensive range of products, services, and after-sales support among all distribution channels.
- **3BB Shop:** Offers a comprehensive range of 3BB home broadband services, including service subscriptions, promotions, bill payments, complaint handling, and scheduling after-sales appointments. The shops also coordinate service delivery through a team of experienced broadband technicians covering all areas of Thailand, with a special focus on provincial regions.

**2. Distributors** - AIS cooperates with a variety of distributors to serve a wide range of customer groups across the country. AIS' distributors are categorized into two types:

- **AIS Telewiz** is a highly competent distributor with over 337 locations in urban areas and shopping malls, operating under the AIS Telewiz brand.
- **AIS Buddy** serves district and sub-district areas through more than 979 branches.

AIS also distributes its products and services through other retail shops and modern trade retailers such as JAYMART Group, TG Fone Group, and Central Retail, as well as retail distributors both online and offline, who sell AIS products and services.

**3. Wholesaler** – AIS has appointed Advance Distribution Partnership (ADP) wholesalers across regions nationwide. The ADPs facilitate the efficient distribution of products, such as SIM cards and mobile phones, to more than 17,800 retailers throughout the country.

**4. Direct Sales and Telesales** – Focusing on uplifting high-potential customers, this channel makes product offerings faster and more efficient while providing a direct approach to target groups, such as sales booths or activities in targeted areas. Additionally, AIS is developing a telesales channel for direct product and service sales to customers via the Call Center.

**5. Online Channel** – The channel is dedicated to promoting customer self-service through the AIS website, AIS Online Store, myAIS application, kiosks, Chat and Shop, Social Commerce, and E-Marketplace. MyAIS has been upgraded to provide greater convenience as a one-stop application which offers the same range of services as an AIS Shop, while the AI assistant, Aunjai, provides personalized end-to-end support 24 hours a day. Additionally, myAIS application offers retail SIM cards and facilitates applications for AIS Fibre home internet, providing a convenient channel for existing customers to access further AIS services.

## The industry competition during the preceding year

### Industry Competition in 2024 and Outlook for 2025

#### • Industry Competition in 2024

#### Mobile Industry Focused on Quality-Based Competition Amidst Cautious Growth in Thailand's Economy

In 2024, Thailand's economy continued to be driven by tourism and private consumption, recovering from government stimulus measures. However, the export sector faced pressure due to weak global demand and geopolitical tensions. The Thai mobile industry, consisting of two major operators and one state enterprise (National Telecom Public Company Limited or NT), saw industry revenue grow by 4% YoY, reaching THB 300 billion. This growth was fueled by rising data consumption demand, with operators prioritizing service quality and expanding 5G coverage, which now reaches over 95% of the population. Additionally, 5G users now account for 25% of total mobile subscribers. Operators are also diversifying their offerings by introducing bundled service packages, such as content, entertainment, video streaming services, and daily add-on packages, to better cater to consumer demand. The continued recovery in tourism-related usage has also contributed to the industry's total subscriber growth, which has increased to 96 million, representing 145% of Thailand's population. Driven by dedicated focus on quality products and services, 5G subscriber migration, and increasing add-on services,

AIS reported a 2.0% growth in ARPU and an increase of 2.6% in subscribers. Its mobile revenue also grew by over 4.8%, outpacing the industry average. At the end of 2024, AIS held a 48% market share by subscribers and a 49% market share by revenue. (Note: Data excludes NT subscribers and revenue.)



### Fixed-Broadband industry continues to expand with subscribers growth in new areas

At the end of 2024, the fixed-broadband industry's value reached THB 60 billion, reflecting a 2% YoY growth. This growth was driven by urbanization in Thailand, which increased the demand for digital connectivity in households. Market competition remained stable as operators focused on providing high-quality services and innovative value-added packages. The number of fixed-broadband subscribers in Thailand rose to 10.6 million, marking a 2.5% increase from the end of 2023, resulting in a broadband penetration rate of 36% across Thailand's 29 million households, while industry ARPU increased by 6% YoY align with stable competition and focusing on delivering digital add-on services.

In 2024, AIS focused on its integration with Triple T Broadband Public Company Limited (TTTBB) following the completion of acquisition in late 2023. The emphasis has been on improving operational efficiency, offering a diverse range of packages to provide added value for customers of both companies, and delivering comprehensive packages that include high-quality home internet and entertainment content. By the end of 2024, AIS reported over 5.0 million fixed-broadband subscribers, growing by 267,000 households, or 5.6% YoY, with a revenue growth of 116% YoY. The market share by subscribers and revenue stood at 47% and 46%, respectively.

### Technology and digital services are playing an increasingly important role in Thai businesses

The technology and digital services industry for enterprise customers grew by over 10%, reaching a market value of THB 160 billion, reflecting rising organizational demand for digital solutions despite limited economic recovery. High-demand services include data connectivity, cloud, data centers, IoT, and AI. These services present opportunities for telecommunications service providers to expand through existing enterprise customer bases and partnerships with global technology firms to offer more comprehensive digital services to enterprise customers.

AIS has emphasized enterprise services, placing a strong focus on connectivity infrastructure services, such as EDS, 5G for business, cloud, and data centers. It has also developed tailored solutions to support end-to-end digital integration for businesses. This strategy resulted in over 22% revenue growth in AIS's enterprise non-mobile business compared to 2023.

#### • Industry Competition outlook in 2025

### Mobile Business Growth Driven by Data Demand and Quality Focus

Thailand's economic outlook for 2025 is projected to grow modestly at a similar rate to 2024. The Office of the National Economic and Social Development Council (NESDC) forecasts Thailand's GDP growth for 2025 to range between 2.3% and 3.3%<sup>3</sup>, driven by increased government expenditure, domestic demand expansion, and the recovery of the tourism sector to pre-COVID-19 levels, despite risks from household debt and the global economic slowdown due to geopolitical tensions. The mobile industry is anticipated to benefit from higher data consumption demand and government stimulus campaigns, boosting domestic spending. The recovery of the tourism sector is also expected to positively impact international usage and roaming services, contributing to revenue growth in the mobile industry. Competition in the coming year is expected to remain stable, with operators continuing to prioritize high-quality services to meet the growing digital needs of consumers. Additionally, operators will focus on offering diverse benefits to provide value and enhance the user experience.

The mobile business outlook for AIS in 2025 remains focused on driving revenue growth by delivering high-quality products and services that cater to a wide range of use cases. AIS aims to enhance the user's experience with high-quality 5G network technology and focuses on offering packages tailored to specific customer segments.

3 Thailand's Economic Conditions in Q3 2024 and Outlook for 2024–2025, Monday, November 18, 2024, at 9:30 AM, Office of the National Economic and Social Development Council

### Fixed-Broadband industry expected to grow driven by customer demand for new products and services

The fixed-broadband industry in Thailand continues to show growth potential as Thai society transitions toward a digital society. The household penetration rate for fixed broadband remains low, at approximately 35%, reflecting opportunities for growth through service expansion into new areas. Competition in 2025 is expected to remain stable, with operators focusing on offering high-quality packages and diverse services, such as broadband bundled with video content, special high-speed packages for gamers, and IoT smart home solutions. These offerings aim to meet the digital needs of consumers, contributing to a significant increase in the number of subscribers and the overall value of the broadband market.



AIS aims to grow its fixed-broadband business by leveraging access to a customer base of over 5.0 million households, enabling the company to offer new products and value-added services that align with customers' digital needs. Additionally, the integrated network, which covers over 20 million households, allows for an opportunity to expand the customer base into new areas, creating opportunities for revenue growth.

#### **Digital technology adoption in businesses to continue growing from both domestic and international demand**

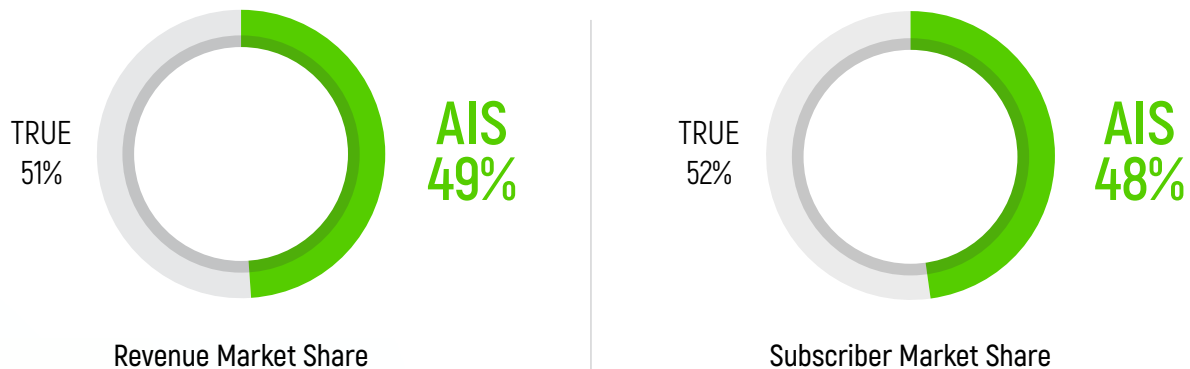
Digital technology has become increasingly important as Thai businesses integrate it into their operations to enhance competitiveness and improve efficiency. Additionally, global technology providers have expanded their investments in Thailand under Thai regulatory oversight, which has accelerated the demand for digital infrastructure products and services, such as connectivity networks, cloud storage, and data centers. This growing demand presents opportunities to introduce new technologies to enterprise customers in the future.

AIS sees continuous growth opportunities for its enterprise customer services business in 2025 and remains committed to offering products and solutions that drive digital transformation in the business sector, enhance competitiveness, and increase cost flexibility. The focus is on providing connectivity infrastructure services, such as high-quality connectivity network technology, cloud services through partnerships with global partners, and data center services, to meet the growing demand for digital solutions. The company also provides digital platforms and solutions tailored to meet diverse business needs, fostering mutual growth between AIS and its enterprise clients.



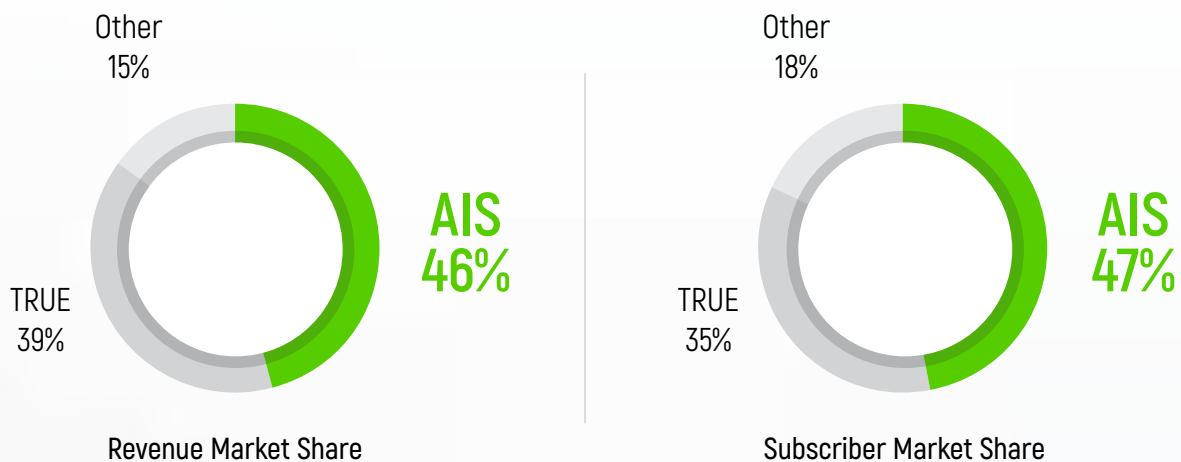
## Diagram of the industry competition during the preceding year

### Mobile



Mobile Industry & Competition: Market Share FY24

### Fixed-Broadband



FBB Industry & Competition: Market Share FY24

### 1.2.2.3 Procurement of products or services

AIS has established a procurement policy to ensure transparent and in accordance with the organization's business ethics. The policy encompasses key aspects such as privacy, operational transparency, equitable supplier selection, and endorsing ethically compliant suppliers. Furthermore, AIS has implemented the concept of Green Procurement to create mechanisms for efficient use of energy resources, reduce greenhouse gas emissions, minimize waste and pollution, eliminate hazardous chemicals, and manage waste sustainably.

### The company's production capacity

	Production capacity	Total utilization (Percent)
Fixed Broadband Coverage (million homepass )	20.00	25.00



## Production Capacity and Infrastructure Development

### Mobile Telecommunication Services

In the telecommunications business, production capacity involves developing infrastructure and networks to meet both current and future customer demand. This can be categorized into:

- **Network Coverage:** Ensuring service availability across various areas, including communities, tourist destinations, remote regions, and emerging economic zones. Currently, AIS's 4G network covers 98% of Thailand's population, while its 5G network reaches over 95%. The company continues to invest in expanding coverage to support new activity areas.
- **Network Capacity:** Enhancing capacity to accommodate increasing customer demand. AIS strategically invests in high-usage areas and dynamically adjusts capacity based on location and time-specific needs. This includes expanding capacity during peak usage periods and in high-density event areas. The company proactively forecasts future demand and invests accordingly.
- **Network Speed:** Beyond extensive coverage and capacity, AIS prioritizes service quality by ensuring high network speeds. The company continuously invests to support growing data traffic and user demand, delivering an optimal connectivity experience. Currently, AIS's 5G network supports speeds of up to 1 gigabit per second (Gbps), enabling seamless high-speed data transmission for advanced applications.

### Fixed Broadband Services

Production capacity in fixed broadband refers to the number of households that can be served. AIS currently covers over 20 million households across 77 provinces, representing 68% of households in Thailand. The company continues to invest in expanding coverage to new communities and activity areas, including residential developments, condominiums, and tourist destinations, ensuring high-quality services for all customer segments.

## Acquisition of raw materials or provision of service

### Spectrum

Currently, AIS operates its mobile business with a total spectrum of 1,460 MHz (2x80 MHz on FDD technology and 1,300 MHz on TDD technology). 1,430 MHz of spectrum licenses are granted by the NBTC. Another 2x15 MHz on 2100 MHz band comes under the partnership agreement between the NT and Advanced Wireless Network Co., Ltd. (AWN). Details for the spectrum licenses are provided under the topic "Assets used in operations"

### Network equipment procurement

AIS adheres to a "Multi-Vendor Policy" to diversify network equipment procurement, reducing reliance on a single supplier. This approach enables AIS and its partners to align technology and service development while mitigating supply risks and ensuring timely equipment delivery. To select equipment vendors, AIS has dedicated committees that evaluate various factors, including investment and operational costs, technical capabilities, and manufacturers' technology roadmaps. This ensures the company's long-term adaptability to technological advancements. AIS primarily uses network equipment from leading telecom manufacturers such as Huawei and ZTE, while also sourcing other network components from suppliers like Nokia, Cisco, Juniper, and Baicell.

### Procurement for mobile handsets, accessories for home internet, digital lifestyle devices, and other devices

AIS offers a diverse range of mobile phones across various price points and quality levels to meet the needs of different customer segments. The selection primarily includes popular market brands such as Apple, Vivo, Oppo, Samsung, Realme, Huawei, and Xiaomi. In addition, AIS provides advanced home internet equipment to enhance service quality, including AI-powered smart routers for optimized WiFi management, Mesh WiFi systems for better coverage in weak signal areas, and Cloud PCs. The company also offers a wide range of IT and digital lifestyle products, such as tablets, accessories, IoT devices, and gaming equipment, catering to the increasing demand for digital services and evolving consumer behaviors.

To ensure accessibility, AIS collaborates with leading manufacturers and financial partners to offer a variety of products, particularly 5G-compatible devices at affordable prices. This initiative enables customers to seamlessly experience AIS's 5G network with maximum efficiency.



## Proportion of domestic and overseas procurement

Countries	Name of raw material	Value (Baht)
Thailand	-	0.00

### 1.2.2.4 Assets used in business undertaking

The total assets used in operation of AIS business can be divided into three main groups:

- 1) Fixed assets such as network equipment, service shops, office building, and land
- 2) License to operate telecommunication service such as spectrum license and other licenses to operate telecommunication business
- 3) Commercial Agreement such as agreement with NT and 3BB Internet Infrastructure Fund (3BBIF)

### Core permanent assets

AIS and its subsidiaries operate in the telecommunications and digital services business. Their key fixed assets for service provision include telecommunications network equipment, buildings and land, and customer service offices. As of December 31, 2024, the key fixed assets of significance are as follows:

#### The appraisal price of core permanent assets

List of assets	Book value / Appraised value	Ownership	Obligations	Additional details
Computer, Tools and equipment for providing telecommunication services	118,339.00	Ownership	None	Unit: million baht  Estimated Useful Life (years): 3-20
Land, Building and Building improvement	2,651.00	Ownership	None	Unit: million baht  Estimated Useful Life (years): 3 - 10
Network under construction and installation for rendering telecommunication and fixed broadband se	5,657.00	Ownership	None	Unit: million baht
Furniture, Office equipment, and Vehicles	352.00	Ownership	None	Unit: million baht



## Core intangible assets

### License to operate telecommunication service

AIS and its subsidiaries currently provide mobile services for 2G, 3G, 4G, and 5G, as well as other telecommunications services under operating licenses granted by the National Broadcasting and Telecommunications Commission (NBTC). The scope and conditions of these licenses comply with NBTC regulations. *(Details are presented in the summary table of key telecommunication service licenses)*

Additionally, the Group, including its subsidiaries, joint ventures, and associates, has obtained licenses to operate electronic money (e-money) services and provide electronic payment services. These licenses enable the company to conduct mobile financial transactions (Mobile Money), including prepaid card sales and electronic wallets (e-wallets).

### Right-of-use assets

AIS and its subsidiaries have entered into commercial agreements and financial lease contracts essential for business operations, which are recognized as right-of-use assets. *(Details are presented in the summary table of significant commercial agreements)*

### Other intangible assets

Including software license used for business operations and others.

The details of significant intangible assets used in operations are as of 31 December 2024 as follows:

### The appraisal price of core intangible assets

List of assets	Types	Book value / Appraised value	Additional details
Right of Use	Commercial Agreement	90,711.00	Unit: million baht  Estimated Useful Life (years): 1 -15
License to operate telecommunication service	Spectrum License	108,057.00	Unit: million baht  Estimated Useful Life (years): 3-12
Other intangible assets	Software License and Other	24,830.00	Unit: million baht





## Summary of Key Telecommunication Service License granted by NBTC

Spectrum license	License Fee	Grant date	Grant Period	Expiration
The right to use 2.1 GHz spectrum <ul style="list-style-type: none"> <li>Bandwidth of 2x15MHz</li> <li>Provide telecommunication network covering at least 50% of population within 2 years and at least 80% of population within 4 years</li> </ul>		7 Dec 2012	15 years	6 Dec 2027
The right to use 900 MHz spectrum <ul style="list-style-type: none"> <li>Bandwidth of 2x10MHz</li> <li>Provide telecommunication network covering at least 50% of population within 4 years and at least 80% of population within 8 years</li> </ul>		1 Jul 2016	15 years	30 Jun 2031
The right to use 1800 MHz spectrum <ul style="list-style-type: none"> <li>Bandwidth of 2x15MHz</li> <li>Provide telecommunication network covering at least 40% of population within 4 years and at least 50% of population within 8 years</li> </ul>		26 Nov 2015	18 years	15 Sep 2033
The right to use 1800 MHz spectrum <ul style="list-style-type: none"> <li>Bandwidth of 2x5 MHz</li> <li>Provide telecommunication network covering at least 40% of population within 4 years and at least 50% of population within 8 years</li> </ul>		24 Sep 2018	15 years	15 Sep 2033
The right to use 2600MHz spectrum <ul style="list-style-type: none"> <li>Bandwidth of 100 MHz</li> <li>Provide telecommunication network coverage on major economic zone of Thailand as follows; (1) At least 50% geographical coverage of the Eastern Economic Corridor (EEC) area within 1 year, (2) At least 50% population coverage of key cities area including Bangkok Metro area, Chiang Mai, Nakorn Ratchasima, Khonkaen, Songkla and Phuket within 4 years from license granted date.</li> <li>Provide network based on IMT-2020 (5G) technology of at least 50% geographical coverage of the Eastern Economic Corridor area within 1 year to receive special conditions applied for extended payment term in which 2nd – 7th installment starts in year 5 - year 10</li> </ul>	Pay for the license within the time period as specified by the NBTC.	21 Feb 2020	15 years	20 Feb 2035
The right to use 700MHz spectrum <ul style="list-style-type: none"> <li>Bandwidth of 2x10 MHz</li> </ul>	provide telecommunications network service with the minimum capacity of 20% of its networks to the Mobile Virtual Network Operator (MVNO)	15 Jan 2021	15 years	14 Jan 2036
The right to use 26GHz spectrum <ul style="list-style-type: none"> <li>Bandwidth of 1200 MHz</li> </ul>		18 Feb 2021	15 years	17 Jan 2036
The right to use 700MHz spectrum <ul style="list-style-type: none"> <li>Bandwidth of 2x5 MHz</li> </ul>		1 Apr 2021	15 years	31 Mar 2036
The right to use 700MHz spectrum <ul style="list-style-type: none"> <li>Bandwidth of 2x5 MHz</li> <li>Provide telecommunications network service with the minimum capacity of 20% of its networks to the Mobile Virtual Network Operator (MVNO)</li> </ul>		23 Aug 2023*	12 years 7 months	31 Mar 2036

\* The date the NBTC approved the transfer of license from NT

Table summary of key telecommunication service license





## Commercial Agreement

### Commercial Agreement with NT

#### 1. Roaming Agreement

Company	Significant terms and condition	Benefit	Agreement Period	Expiration
AWN	NT provide roaming service on NT's 2100 MHz spectrum to AWN with terms and conditions as specified in the agreement.	Pay the monthly roaming fee to NT at the rate per subscriber as specified in the agreement	7 years 5 months	3 Aug 2025

#### 2. Telecommunication Equipment Rental Agreement

Company	Significant terms and condition	Benefit	Agreement Period	Expiration
SBN	Provide equipment rental to NT, which allows NT to provide mobile service on NT's 2100 MHz spectrum	Receive rental revenue from NT which is subjected to the rate and usage as specified in the agreement	7 years 5 months	3 Aug 2025

#### 3. Telecommunication Tower Rental Agreement (TOT)

Company	Significant terms and condition	Benefit	Agreement Period	Expiration
AWN	AWN rents the telecommunication towers from NT while NT agrees to use the space and maintenance services from AWN	Pay a usage base fee with an estimated total net value for 10-year period of approximately 28 billion Baht.	10 years	31 Dec 2028

#### 4. Telecommunication Tower Rental Agreement (CAT)

Company	Significant terms and condition	Benefit	Agreement Period	Expiration
AWN	AWN rents the telecommunication equipment tower from NT while NT agreed to use the space and maintenance services from AWN	Pay the monthly fees for tower rental and other related services	5 years	15 Sep 2025

#### 5. Telecommunication Equipment Rental Agreement

Company	Significant terms and condition	Benefit	Agreement Period	Expiration
AWN	Provide equipment rental to NT, which allows NT to provide mobile service on NT's 700 MHz spectrum	AWN receives rental revenue from NT as specified in the agreement	12 years 7 months	31 Mar 2036

#### 6. Roaming Agreement

Company	Significant terms and condition	Benefit	Agreement Period	Expiration
AWN	AWN provides a network rental on NT's 700 MHz spectrum to NT with terms and conditions as specified in the agreement	AWN receives roaming fee from NT as specified in the agreement	12 years 7 months	31 Mar 2036

### Commercial Agreement with 3BBIF

#### 7. Optical Fiber Cables Rental Agreement

Company	Significant terms and condition	Benefit	Agreement Period	Expiration
TTTBB	Lease the optical fiber cables with 3BBIF for 80% of all the optical fiber assets sold by TTTBB and delivering to 3BBIF	Pay the monthly fees for optical fiber cable rental and other related services	23 years	31 Dec 2038

Table summary of key commercial agreement



## Investment policy in the subsidiaries and associated companies

Investment policy in the subsidiaries and associated : Yes  
companies

ALS invests in subsidiaries and other companies for the purpose of supporting our main business or operating other related services which is beneficial to our business. ALS has appointed directors and executives as our representative in those companies for the purpose of shareholder's benefit and value maximization.

### 1.2.2.5 Under-construction projects

Under-construction projects : No

#### Details of under-construction projects

Total projects : N/A

Values of total ongoing projects : N/A

Realized value : N/A

Unrealized value of remaining projects : N/A

Additional details : -

## 1.3 Shareholding structure

### 1.3.1 Shareholding structure of the group of companies

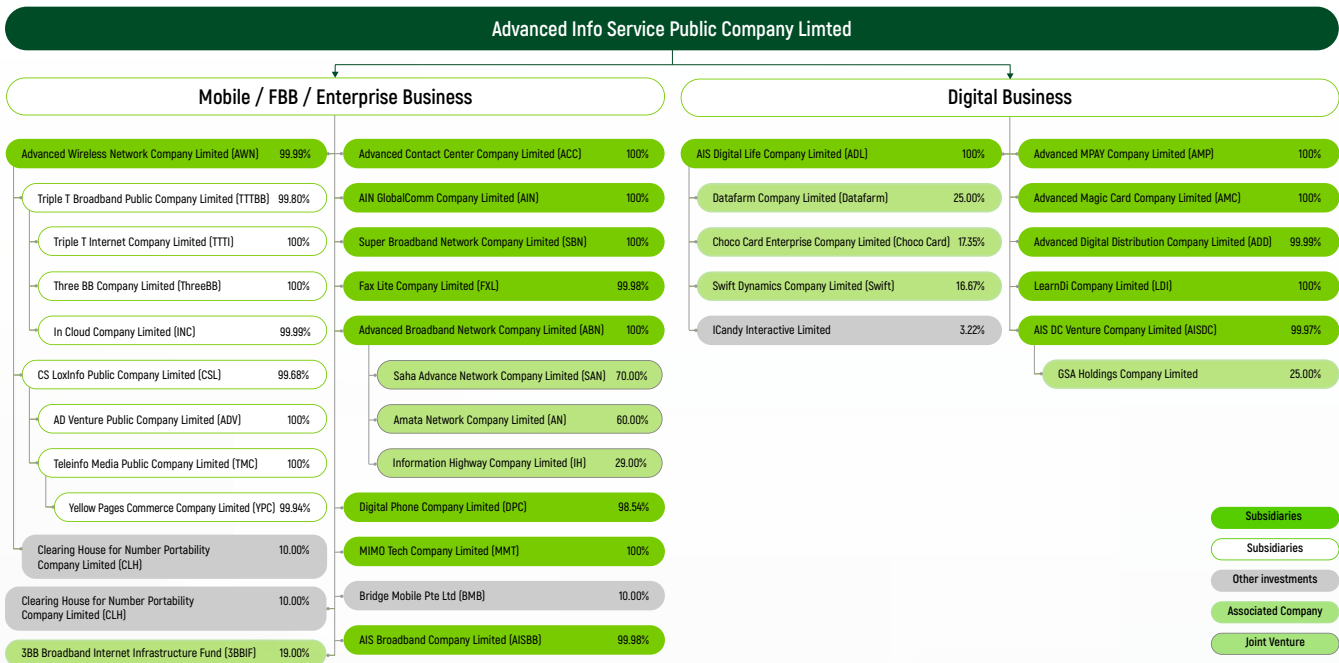
#### Policy on operational organization within the group of companies

AIS group's operations are structured to ensure that each entity functions efficiently, aligns with the overall corporate strategy, and minimizes redundancy in management and execution.

#### Shareholding diagram of the group of companies

Investment structure of AIS group as of 31 December 2024 is as follows:

#### Shareholding diagram



#### Subsidiaries

Company name	Juristic person who holds shares of the company	Shareholding proportion (%)	Voting right proportion (%)
Advanced Wireless Network Company Limited (AWN)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	100.00%	100.00%
Digital Phone Company Limited (DPC)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	98.54%	98.54%
Advanced mPAY Company Limited (AMP)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	100.00%	100.00%
Super Broadband Network Company Limited (SBN)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	100.00%	100.00%
Advanced Contact Center Company Limited (ACC)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	100.00%	100.00%
Advanced Digital Distribution Company Limited (ADD)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	99.99%	99.99%



Company name	Juristic person who holds shares of the company	Shareholding proportion (%)	Voting right proportion (%)
Advanced Magic Card Company Limited (AMC)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	100.00%	100.00%
Teleinfo Media Public Company Limited (TMC)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	0.00%	0.00%
	CS LoxInfo Public Company Limited (CSL)	100.00%	100.00%
CS LoxInfo Public Company Limited (CSL)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	0.00%	0.00%
	Advanced Wireless Network Company Limited (AWN)	99.68%	99.68%
AIN GlobalComm Company Limited (AIN)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	100.00%	100.00%
Advanced Broadband Network Company Limited (ABN)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	100.00%	100.00%
AIS Digital Life Company Limited (ADL)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	100.00%	100.00%
MIMO Tech Company Limited (MMT)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	100.00%	100.00%
AIS Digital Life Company Limited (ADL)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	100.00%	100.00%
Fax Lite Company Limited (FXL)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	99.98%	99.98%
Yellow Pages Commerce Company Limited (YPC)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	0.00%	0.00%
	Teleinfo Media Public Company Limited (TMC)	99.94%	99.94%
LearnDi Company Limited (LDI)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	100.00%	100.00%
AIS DC Venture Company Limited (AISDC)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	99.97%	99.97%
AIS Broadband Company Limited (AISBB)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	99.97%	99.97%
Triple T Broadband Public Company Limited (TTTBB)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	0.00%	0.00%
	Advanced Wireless Network Company Limited (AWN)	99.80%	99.80%



Company name	Juristic person who holds shares of the company	Shareholding proportion (%)	Voting right proportion (%)
Triple T Internet Company Limited (TTTI)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	0.00%	0.00%
	Triple T Broadband Public Company Limited (TTTBB)	100.00%	100.00%
In Cloud Company Limited (INC)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	0.00%	0.00%
	Triple T Broadband Public Company Limited (TTTBB)	99.99%	99.99%
Three BB Company Limited (ThreeBB)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	0.00%	0.00%
	Triple T Broadband Public Company Limited (TTTBB)	100.00%	100.00%

## Associated companies

Company name	Juristic person who holds shares of the company	Shareholding proportion (%)	Voting right proportion (%)
Information Highway Co.,Ltd. (IH)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	0.00%	0.00%
	Advanced Broadband Network Company Limited (ABN)	29.00%	29.00%
Choco Card Enterprise Co., Ltd.	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	0.00%	0.00%
	AIS Digital Life Company Limited (ADL)	17.35%	17.35%
Datafarm Co., Ltd.	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	0.00%	0.00%
	AIS Digital Life Company Limited (ADL)	25.00%	25.00%
Swift Dynamics Co., Ltd.	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	0.00%	0.00%
	AIS Digital Life Company Limited (ADL)	16.67%	16.67%
GSA Holdings Company Limited	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	0.00%	0.00%
	AIS DC Venture Company Limited (AISDC)	25.00%	25.00%
3BB Internet Infrastructure Fund (3BBIF)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	19.00%	19.00%



## Joint venture companies

Company name	Juristic person who holds shares of the company	Shareholding proportion (%)	Voting right proportion (%)
Amata Network Co., Ltd. (AN)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	0.00%	0.00%
	Advanced Broadband Network Company Limited (ABN)	60.00%	60.00%
Saha Advance Network Co., Ltd. (SAN)	ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED	0.00%	0.00%
	Advanced Broadband Network Company Limited (ABN)	70.00%	70.00%

## Company that holds 10% or more of the total shares sold

Name and the location of the head office	Type of business	Type of shares	The number of shares	The number of shares sold
Advanced Wireless Network Company Limited (AWN) 414 Phaholyothin Road, Samsen Nai, Phayathai, Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	Service provider of cellular telephone network, distributor of handsets and international telephone service, network operator, telecommunication service operator and internet	Common shares	13,500,000	13,500,000
Digital Phone Company Limited (DPC) 414 Phaholyothin Road, Samsen Nai, Phayathai Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	Ceased mobile phone operation	Common shares	91,386,636	91,386,636
Advanced mPAY Company Limited (AMP) 414 Phaholyothin Road, Samsen Nai, Phayathai Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	Service provider of electronic payment and cash card	Common shares	30,000,000	30,000,000
Super Broadband Network Company Limited (SBN) 414 Phaholyothin Road, Samsen Nai, Phayathai Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	Network operator and telecom service operator, including as service provider of broadcasting network and television broadcasting service several channels	Common shares	3,000,000	3,000,000
Advanced Contact Center Company Limited (ACC) 414 Phaholyothin Road, Samsen Nai, Phayathai Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	Service provider of call center	Common shares	27,200,000	27,200,000



Name and the location of the head office	Type of business	Type of shares	The number of shares	The number of shares sold
Advanced Digital Distribution Company Limited (ADD) 414 Phaholyothin Road, Samsen Nai, Phayathai Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	Service provider of insurance broker	Common shares	50,000	50,000
Advanced Magic Card Company Limited (AMC) 414 Phaholyothin Road, Samsen Nai, Phayathai Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	Service provider of electronic payment network	Common shares	25,000,000	25,000,000
Teleinfo Media Public Company Limited (TMC) 414 Phaholyothin Road, Samsen Nai, Phayathai Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	Service provider of the online advertising and being the outsourced contact center	Common shares	15,650,000	15,650,000
Jasmine Broadband Internet Infrastructure Fund (JASIF) 175 Sathorn City Tower, 7,21,26 Floor, South Sathorn Road, Tungmahamek, Sathorn Bangkok 10120 Telephone : (66) 2674 6488 Facsimile number : -	Infrastructure business fund	Common shares	8,000,000,000	7,784,515,238
Information Highway Co.,Ltd. (IH) 414 Phaholyothin Road, Samsen Nai, Phayathai Nonthaburi 11130 Telephone : (66) 2100 2100 Facsimile number : (66) 2100 2121	Service provider of transmission network	Common shares	500,000	500,000
Choco Card Enterprise Co., Ltd. 2150/4 Sukhumvit Road Bangjak Phra Khanong Bangkok 10260 Telephone : (66) 2331 8728 Facsimile number : -	Develop a customer relationship management system	Common shares	73,700	73,700
Datafarm Co., Ltd. CP Tower 2, Level 21, 1 Radchadapisek Road, Dindaeng, Dindaeng Bangkok 10400 Telephone : (66) 2009 3434 Facsimile number : -	Service provider of information system security	Common shares	66,700	66,700
Swift Dynamics Co., Ltd. 637/1, Level 5 Prompan 1 Building, 5th Floor, Ladprao Road, Jomphol, Jatujark Bangkok 10900 Telephone : (66) 2004 7841 Facsimile number : -	Service provider of IoT technology	Common shares	36,000	36,000



Name and the location of the head office	Type of business	Type of shares	The number of shares	The number of shares sold
GSA Holdings Company Limited 87, M. Thai tower All season place, Floor 11, Witthayu, Lumpini, Pathum wan Bangkok 10330 Telephone : (66) 2080 4499 Facsimile number : -	Data Centre business	Common shares	15,750,000	6,940,000
3BB Internet Infrastructure Fund (3BBIF) 175 Sathorn City Tower, 7,21,26 Floor, South Sathorn Road, Tungmahamek, Sathorn Bangkok 10120 Telephone : (66) 2674 6488 Facsimile number : (66) 2679 5996	Infrastructure business fund	Common shares	8,000,000,000	7,784,515,238
Amata Network Co., Ltd. (AN) 702/2 Moo 1, Klongtamru, Muang Chonburi 20000 Telephone : (66) 2029 5055 Facsimile number : (66) 2029 5019	Service provider of infrastructure developer of fibre optic network	Common shares	1,000,000	1,000,000
Saha Advance Network Co., Ltd. (SAN) 414 Phaholyothin Road, Samsen Nai, Phayathai Bangkok 10400 Telephone : (66) 2029 5055 Facsimile number : (66) 2029 5019	Service provider of telecom infrastructure network in Sahapat-group Industrial Park	Common shares	300,000	300,000
CS LoxInfo Public Company Limited (CSL) 414 Phaholyothin Road, Samsen Nai, Phayathai Bangkok 10400 Telephone : (66) 2263 8000 Facsimile number : (66) 2263 8132	Service provider of internet data center services, internet and satellite uplink-downlink services for domestic and international communications and distribute internet equipment.	Common shares	594,510,000	594,510,000
AIN GlobalComm Company Limited (AIN) 414 Phaholyothin Road, Samsen Nai, Phayathai, Bangkok Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	Service provider of international telephone service/gateway	Common shares	2,000,000	2,000,000
Advanced Broadband Network Company Limited (ABN) 414 Phaholyothin Road, Samsen Nai, Phayathai Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	As a holding company	Common shares	1,000,000	1,000,000
AIS Digital Life Company Limited (ADL) 414 Phaholyothin Road, Samsen Nai, Phayathai Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	Service provider of digital platform	Common shares	500,000	500,000





Name and the location of the head office	Type of business	Type of shares	The number of shares	The number of shares sold
MIMO Tech Company Limited (MMT) 1291/1 Phaholyothin Road, Phayathai, Phayathai Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	Developer of IT systems service provider of content aggregator and outsourcing service for billing and collection	Common shares	500,000	500,000
AIS Digital Life Company Limited (ADL) 414 Phaholyothin Road, Samsen Nai, Phayathai Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	Service provider of digital platform	Common shares	1,074,813	1,074,813
Fax Lite Company Limited (FXL) 1291/1 Phaholyothin Road, Phayathai, Phayathai Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	Service provider of operation in space, land and building services, and related facilities	Common shares	10,000	10,000
Yellow Pages Commerce Company Limited (YPC) 1126/2 Vanit Bldg.2, New Phetchaburi Road, Makkasan, Ratchathewi Bangkok 10400 Telephone : (66) 2262 8888 Facsimile number : (66) 2262 8823	Service provider of online advertising business	Common shares	10,000	10,000
LearnDi Company Limited (LDI) 414 Phaholyothin Road, Samsen Nai, Phayathai Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	Service provider of training	Common shares	100,000	100,000
AIS DC Venture Company Limited (AISDC) 414 Phaholyothin Road, Samsen Nai, Phayathai Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	As a holding company	Common shares	10,000	10,000
AIS Broadband Company Limited (AISBB) 414 Phaholyothin Road, Samsen Nai, Phayathai Bangkok 10400 Telephone : (66) 2029 5000 Facsimile number : (66) 2029 5019	As a holding company	Common shares	10,000	10,000



Name and the location of the head office	Type of business	Type of shares	The number of shares	The number of shares sold
Triple T Broadband Public Company Limited (TTTBB) 200 Moo 4 Chaengwattana Rd., Pakkret District Nonthaburi Telephone : (66) 2100 2100 Facsimile number : (66) 2100 2121	Service provider of telecommunications services, fixed-line services and data communication network services, internet data center services, internet and distribute internet equipment	Common shares	9,250,000,000	7,539,242,315
Triple T Internet Company Limited (TTTI) 200 Moo 4 Chaengwattana Rd., Pakkret District Nonthaburi 11120 Telephone : (66) 2100 2100 Facsimile number : (66) 2100 2121	Internet service provider	Common shares	10,000,000	10,000,000
In Cloud Company Limited (INC) 200 Moo 4 Chaengwattana Rd., Pakkret District Nonthaburi 11120 Telephone : (66) 2100 2100 Facsimile number : (66) 2100 2121	Software development, distribution and service	Common shares	100,000	100,000
Three BB Company Limited (ThreeBB) 200 Moo 4 Chaengwattana Rd., Pakkret District Nonthaburi 11120 Telephone : (66) 2100 2100 Facsimile number : (66) 2100 2121	Online Domain Name provider	Common shares	5,200,000	5,200,000

### 1.3.2 Shareholding by a person with a potential conflict of interest holding exceeding 10 percent of the voting shares in a subsidiary or associated company

Does the company have a person with potential : No  
conflicts of interest holding shares in a subsidiary or  
associated company?

### 1.3.3 Relationship with major shareholders' business

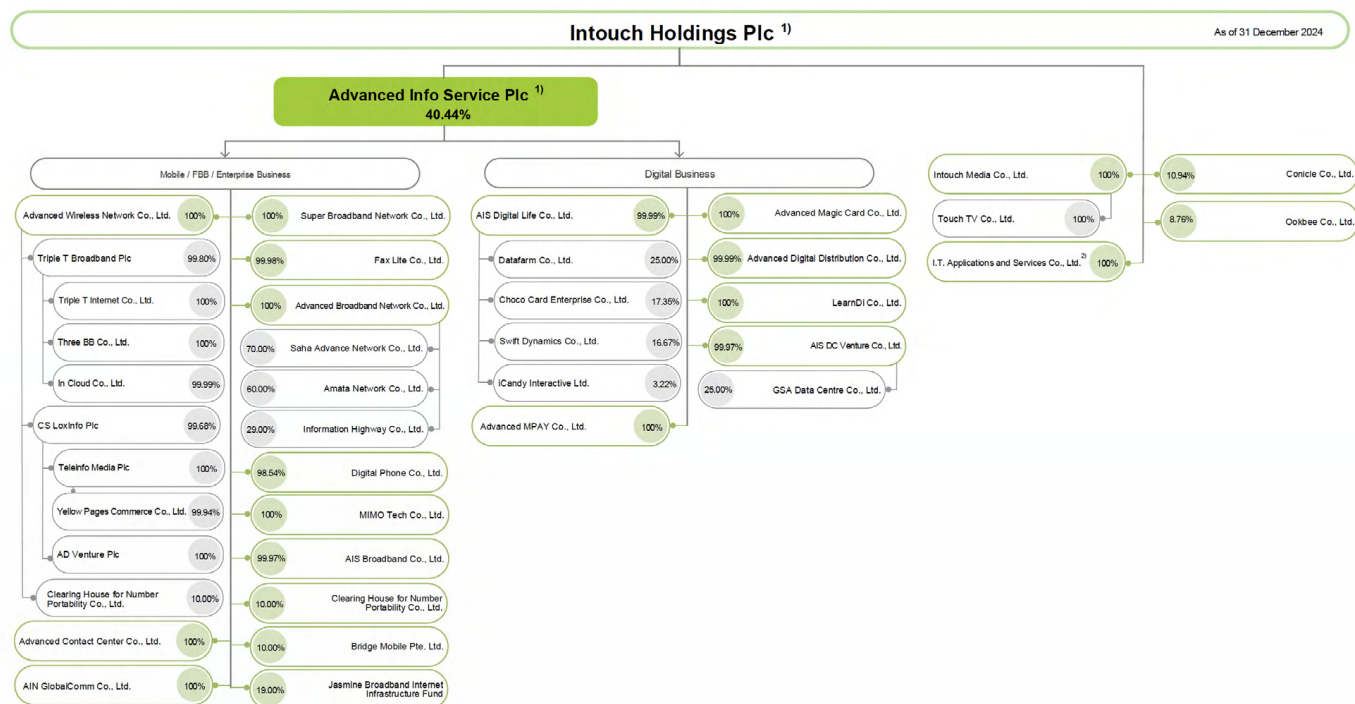
Does the company have a relationship with a business : Yes  
group of a major shareholder?

The major shareholders of AIS are Intouch Holdings Plc. and Singtel Strategic Investments Pte. Ltd. Intouch Holdings Plc. operates its business by investing in the telecommunications, media, technology (TMT), and digital business through which it acts as a holding company. Singtel Strategic Investments Pte. Ltd. is a global telecommunications investor. Both major shareholders maintain their respective roles in setting policy and directions for AIS through the Board of Directors.

Singtel has a long-standing experience in telecommunications and has been active in many markets, especially in Asia, which has helped broaden AIS' perspective and stay abreast of the key industry movement globally. Several businesses within Singtel also present opportunities for mutual support with AIS, particularly in the digital services for consumers and corporate clients such as collaboration to develop solutions for enterprise or ecosystem platforms for 5G and IoT. These services require cooperation at the regional level and thus allow for mutual strengthening and the expansion of customer bases and other business developments.

Intouch Holdings Plc. is a holding company that focuses on investments to help support AIS sustainable growth. This also includes seeking new investment opportunities for AIS to invest as appropriate. In addition, GULF Energy Development Pcl., the major shareholder of Intouch Holdings, holds the experience and expertise in energy and infrastructure businesses that will enhance the further business

## Diagram of the business structure of major shareholders



Remarks :  
<sup>1)</sup> Listed Company on the Stock Exchange of Thailand  
<sup>2)</sup> Currently not in operation  
<sup>3)</sup> INTUCH has a stake of 52.92% in ITV, which ceased operations and is in the process of liquidation.

## 1.3.4 Shareholders

### List of major shareholders

Group/List of major shareholders	Number of shares (shares)	% of shares
1. บริษัท อินทัช โฮลดิ้งส์ จำกัด (มหาชน)	1,202,712,000	40.44
2. SINGTEL STRATEGIC INVESTMENTS PTE LTD.	693,359,000	23.31
3. Thai NVDR Company Limited	197,926,299	6.65
4. สำนักงานประกันสังคม	63,806,900	2.15
5. CITIBANK NOMINEES SINGAPORE PTE LTD-A/C GIC C	63,770,400	2.14
6. SOUTH EAST ASIA UK (TYPE C) NOMINEES LIMITED	54,232,516	1.82
7. STATE STREET EUROPE LIMITED	47,095,973	1.58
8. STATE STREET BANK AND TRUST COMPANY	34,443,323	1.16
9. THE BANK OF NEW YORK MELLON	21,401,912	0.72
10. กองทุนรวม วายุภักษ์หนึ่ง	17,800,000	0.60



Remark : <sup>(1)</sup>Intouch Holdings Public Company Limited's major shareholders are Gulf Energy Development Public Company Limited, which holds a 47.37%, and Singtel Global Investment Pte Ltd, which holds a 24.99%.

## Major shareholders' agreement

Does the company have major shareholders' : No

# 1.4 Amounts of registered capital and paid-up capital

## 1.4.1 Registered capital and paid-up capital

### Registered capital and paid-up capital

Registered capital (Million Baht) :	4,997.45
Paid-up capital (Million Baht) :	2,974.20
Common shares (number of shares) :	2,974,209,736
Value of common shares (per share) (baht) :	1.00

### Has the company listed in other stock exchange?

Has the company listed in other stock exchange? : No

## 1.4.2 Other types of share whose rights or terms differ from those of ordinary share

Other types of share whose rights or terms differ from those of : No  
ordinary share

## 1.4.3 Shareholding by Thai NVDR Company Limited (NVDR)

Are shares held by Thai NVDR Company Limited (NVDR)? : Yes

Number of shares (Share) :	197,926,299
Calculated as a percentage (%) :	6.65

## The impacts on the voting rights of the shareholders



## 1.5 Issuance of other securities

### 1.5.1 Convertible securities

Convertible securities : No

### 1.5.2 Debt securities

As of 31 December 2024, the Company and subsidiaries have a total of 14 outstanding debentures under the Advanced Info Service Public Company Limited and Advanced Wireless Network Limited Company. The debentures are traded on Thai Bond Market Association with terms between 3 to 10 years, which will due between 2026 to 2034. The debenture's fix annual interest rate ranges between 1.58% to 3.70% and the outstanding amount is 67,680 million Baht. The debentures of the Advanced Info Service Public Company Limited and Advanced Wireless Network Limited Company's credit rating have been raised to AAA(thai) from Fitch Ratings indicating high quality investment with very high credit quality and very low credit risk. Details of the outstanding debentures are as follows:

Debt securities : Yes

#### Debenture

Item 1	
Debenture name	DEBENTURES OF ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED NO. 1/2564 TRANCHE 3 (ADVANC315A)
Debenture type	Senior Debenture
Maturity (year)	10 years
Maturity date	7 May 2031
Interest rate (% per annum)	2.69
Outstanding debenture (million baht)	3,000,000,000
Additional details	-
Item 2	
Debenture name	DEBENTURES OF ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED NO. 1/2564 TRANCHE 2 (ADVANC285A)
Debenture type	Senior Debenture
Maturity (year)	7 years
Maturity date	7 May 2028
Interest rate (% per annum)	2.14
Outstanding debenture (million baht)	2,500,000,000
Additional details	-

**Item 3**

Debenture name	DEBENTURES OF ADVANCED INFO SERVICE PUBLIC COMPANY LIMITED NO. 1/2564 TRANCHE 1 (ADVANC265A)
Debenture type	Senior Debenture
Maturity (year)	5 years
Maturity date	7 May 2026
Interest rate (% per annum)	1.58
Outstanding debenture (million baht)	1,000,000,000
Additional details	-

**Item 4**

Debenture name	The Bonds of Advanced Info Service Public Company Limited No. 1/2566 Series 4 (ADVANC335A)
Debenture type	Senior Debenture
Maturity (year)	10 years
Maturity date	12 May 2033
Interest rate (% per annum)	3.7
Outstanding debenture (million baht)	3,000,000,000
Additional details	-

**Item 5**

Debenture name	The Bonds of Advanced Info Service Public Company Limited No. 1/2566 Series 3 (ADVANC305A)
Debenture type	Senior Debenture
Maturity (year)	7 years
Maturity date	12 May 2030
Interest rate (% per annum)	3.4
Outstanding debenture (million baht)	3,000,000,000
Additional details	-

**Item 6**

Debenture name	The Bonds of Advanced Info Service Public Company Limited No. 1/2566 Series 2 (ADVANC285B)
Debenture type	Senior Debenture
Maturity (year)	5 years
Maturity date	12 May 2028
Interest rate (% per annum)	3.15
Outstanding debenture (million baht)	7,000,000,000
Additional details	-

**Item 7**

Debenture name	The Bonds of Advanced Info Service Public Company Limited No. 1/2566 Series 1 (ADVANC265B)
Debenture type	Senior Debenture
Maturity (year)	3 years
Maturity date	12 May 2026
Interest rate (% per annum)	2.71
Outstanding debenture (million baht)	7,000,000,000
Additional details	-

**Item 8**

Debenture name	THE SUSTAINABILITY BONDS OF ADVANCED INFO SERVICE PCL. NO. 1/2567 SERIES 5 (ADVANC34NA)
Debenture type	Senior Debenture
Maturity (year)	10 years
Maturity date	13 November 2034
Interest rate (% per annum)	3.22
Outstanding debenture (million baht)	7,000,000,000
Additional details	-

**Item 9**

Debenture name	THE SUSTAINABILITY BONDS OF ADVANCED INFO SERVICE PCL. NO. 1/2567 SERIES 4 (ADVANC29NA)
Debenture type	Senior Debenture
Maturity (year)	5 years
Maturity date	13 November 2029
Interest rate (% per annum)	2.76
Outstanding debenture (million baht)	9,190,000,000
Additional details	-

**Item 10**

Debenture name	THE SUSTAINABILITY BONDS OF ADVANCED INFO SERVICE PCL. NO. 1/2567 SERIES 3 (ADVANC27NA)
Debenture type	Senior Debenture
Maturity (year)	3 years
Maturity date	13 November 2027
Interest rate (% per annum)	2.54
Outstanding debenture (million baht)	2,000,000,000
Additional details	-

**Item 11**

Debenture name	THE SUSTAINABILITY BONDS OF ADVANCED INFO SERVICE PCL. NO. 1/2567 SERIES 2 (ADVANC31NA)
Debenture type	Senior Debenture
Maturity (year)	7 years
Maturity date	13 November 2031
Interest rate (% per annum)	2.92
Outstanding debenture (million baht)	4,500,000,000
Additional details	-



**Item 12**

Debenture name	THE SUSTAINABILITY BONDS OF ADVANCED INFO SERVICE PCL. NO. 1/2567 SERIES 1 (ADVANC28NA)
Debenture type	Senior Debenture
Maturity (year)	4 years
Maturity date	13 November 2028
Interest rate (% per annum)	2.74
Outstanding debenture (million baht)	2,310,000,000
Additional details	-

**Item 13**

Debenture name	DEBENTURES OF ADVANCED WIRELESS NETWORK COMPANY LIMITED NO. 1/2559 SERIES 2 (AWN265A)
Debenture type	Senior Debenture
Maturity (year)	10 years
Maturity date	11 May 2026
Interest rate (% per annum)	2.78
Outstanding debenture (million baht)	7,180,000,000
Additional details	-

**Item 14**

Debenture name	DEBENTURES OF ADVANCED WIRELESS NETWORK COMPANY LIMITED NO. 1/2560 (AWN27NA)
Debenture type	Senior Debenture
Maturity (year)	10 years
Maturity date	30 November 2027
Interest rate (% per annum)	3.35
Outstanding debenture (million baht)	9,000,000,000
Additional details	-



## 1.6 Dividend payment policy

### The dividend policy of the company

The Company aims to pay dividend at least 70% of consolidated net profit twice a year. The first of which shall be paid as interim as a result of operation during the first half of the year as approved by the Board of Directors and will be reported to the next general meeting of shareholders whereas the remaining thereof as annual payment which shall be approved by shareholders' meeting as a result of operation in the second half year. As regards each subsidiary, dividend payment shall be based upon its operating results, financial conditions and other material factors.

In all cases, dividend payment shall be depending on cash flow, investment plan including any other future obligations of the Company and/or subsidiaries. Such dividend shall not exceed the retained earnings of the Company financial statements nor adversely affect the Company and subsidiaries ongoing operations.

### The dividend policy of subsidiaries

The dividend payment of a subsidiary will be considered based on its performance, financial status, and other key factors of such subsidiary.

### Historical dividend payment information

	2020	2021	2022	2023	2024
Net profit per share (baht : share)	9.23	9.05	8.75	9.78	11.79
Dividend per share (baht : share)	6.92	7.69	7.69	8.61	10.61
Ratio of stock dividend payment (existing share : stock dividend)	0	0	0	0	0
Value of stock dividend per share (baht : share)	0	0	0	0	0
Total dividend payment (baht : share)	6.92	7.69	7.69	8.61	10.61
Dividend payout ratio compared to net profit (%)	75	85	88	88	90