



2022 Financial Result

Advanced Info Service Plc.

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2022 Key Highlights



Revival in selective sectors from tourists but inflation remained a key concern



Leading 5G ecosystem with 5G adoption reached 6.8mn subscribers



Growth driven by strong products powered by strategic partnerships



4Q ARPU stabilization from uplift efforts and superior network quality



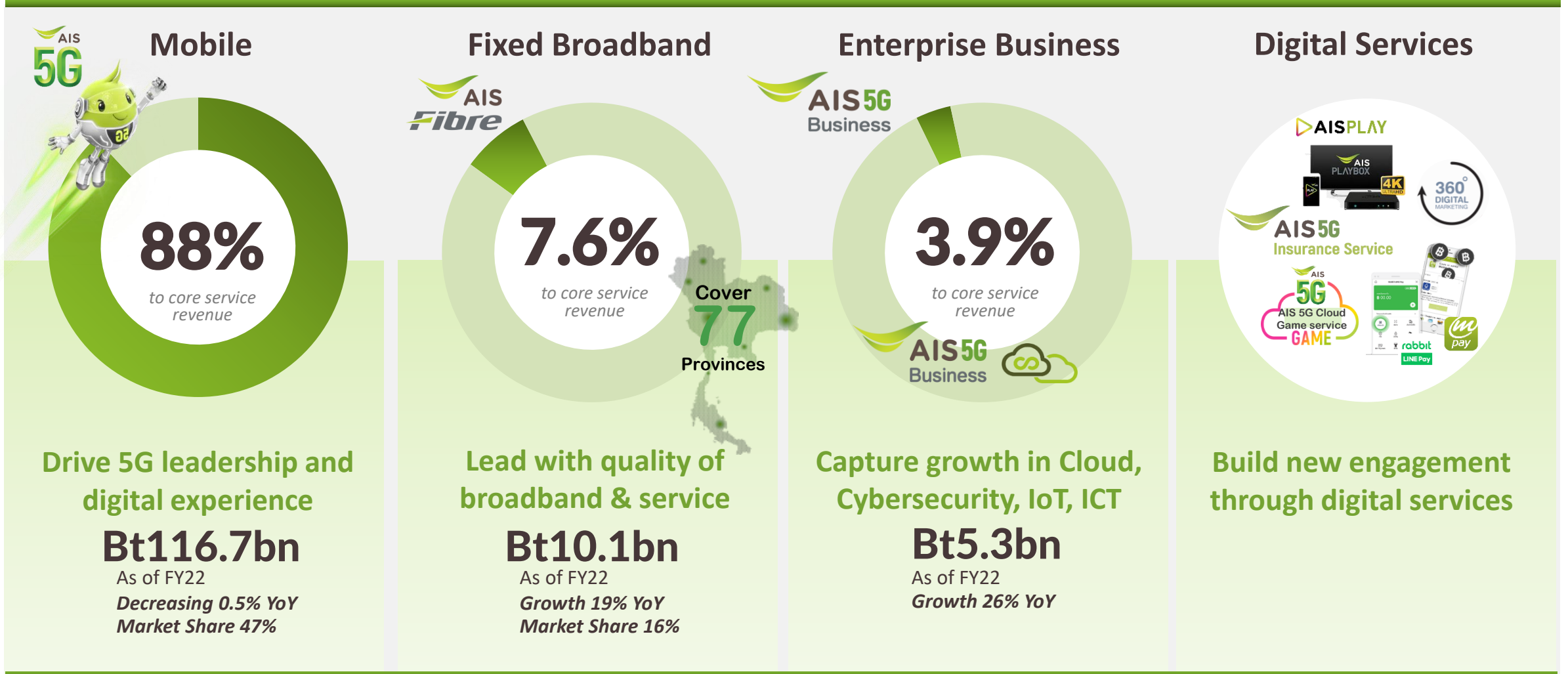
Expanded in underserved areas with superior service and network quality



Optimization of cost and process efficiency to soften utility cost impact

AIS: Drive toward becoming Cognitive Tech-Co

Cognitive Tech-Co : Deliver Distinctive Customer Experience



Mobile

88%
to core service revenue

Drive 5G leadership and digital experience

Bt116.7bn
As of FY22
Decreasing 0.5% YoY
Market Share 47%

Fixed Broadband

7.6%
to core service revenue

Cover 77 Provinces

Lead with quality of broadband & service

Bt10.1bn
As of FY22
Growth 19% YoY
Market Share 16%

Enterprise Business

3.9%
to core service revenue

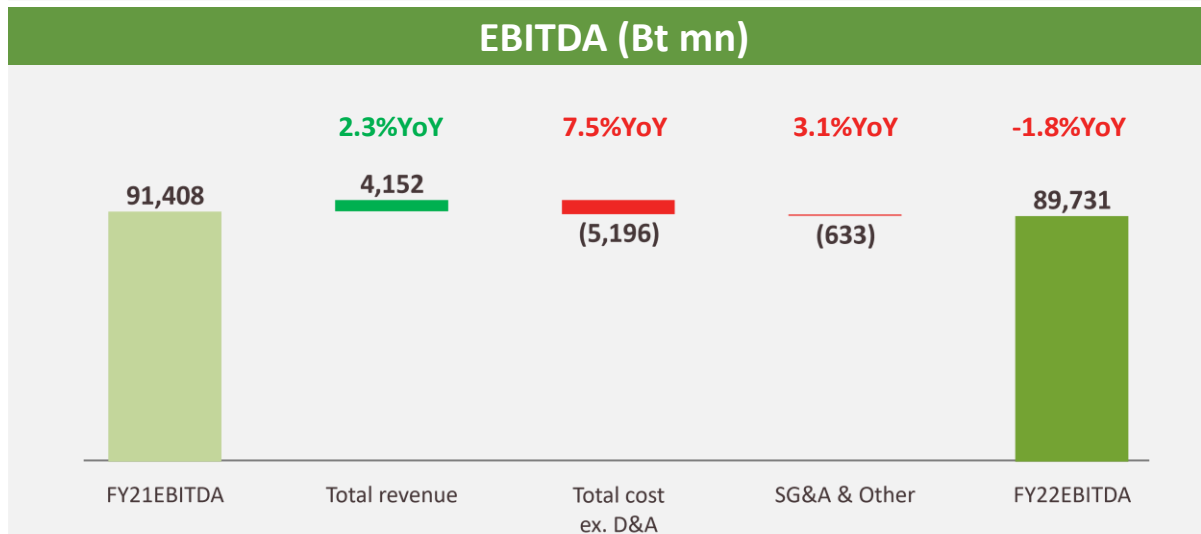
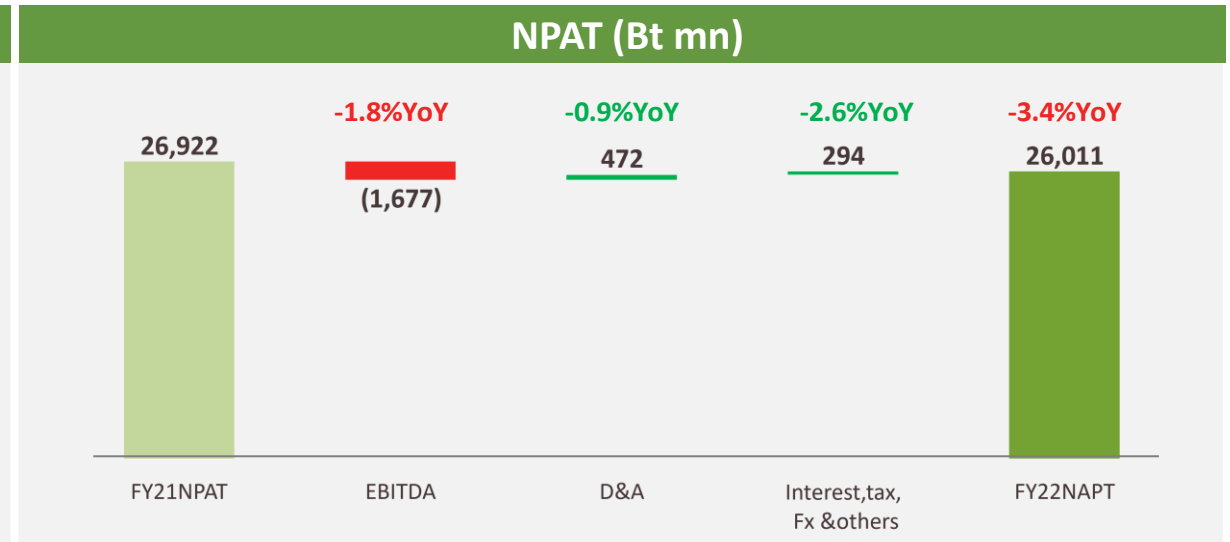
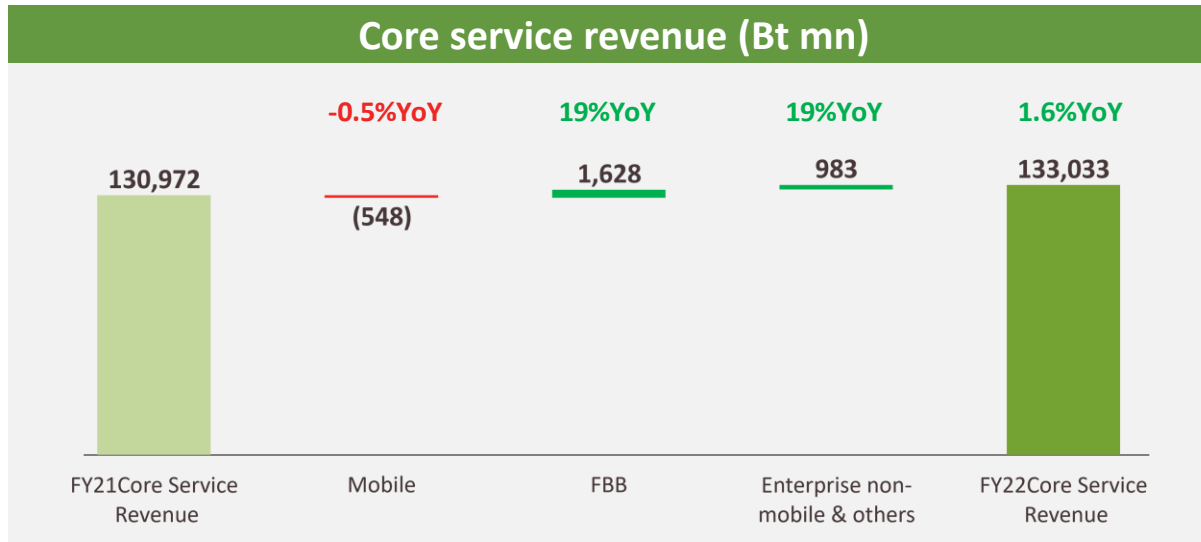
Capture growth in Cloud, Cybersecurity, IoT, ICT

Bt5.3bn
As of FY22
Growth 26% YoY

Digital Services

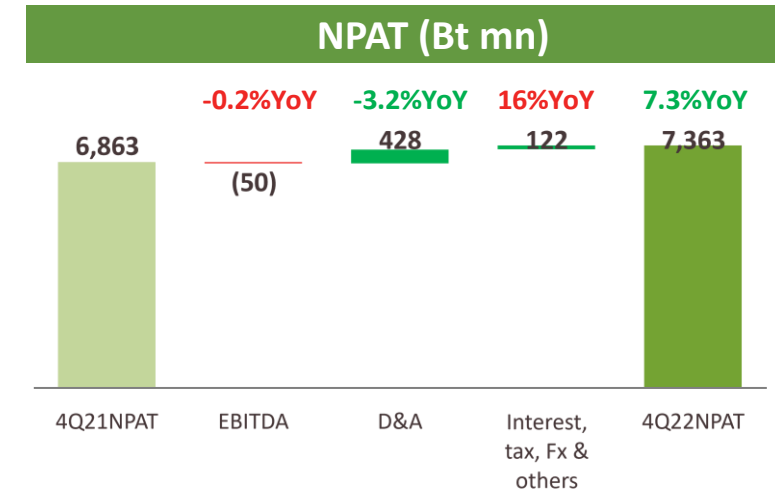
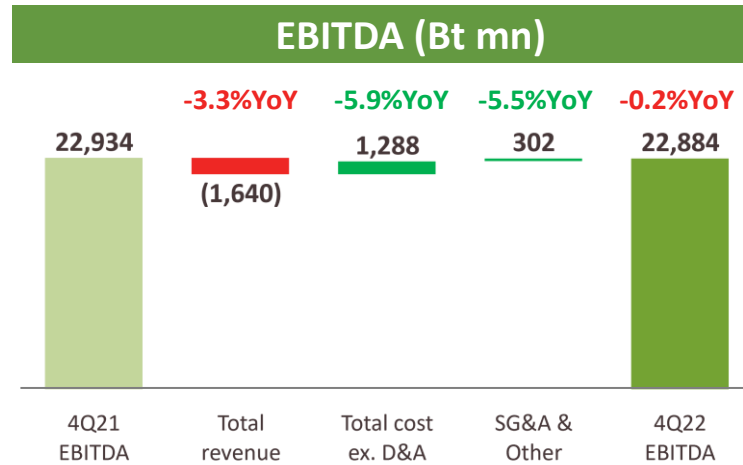
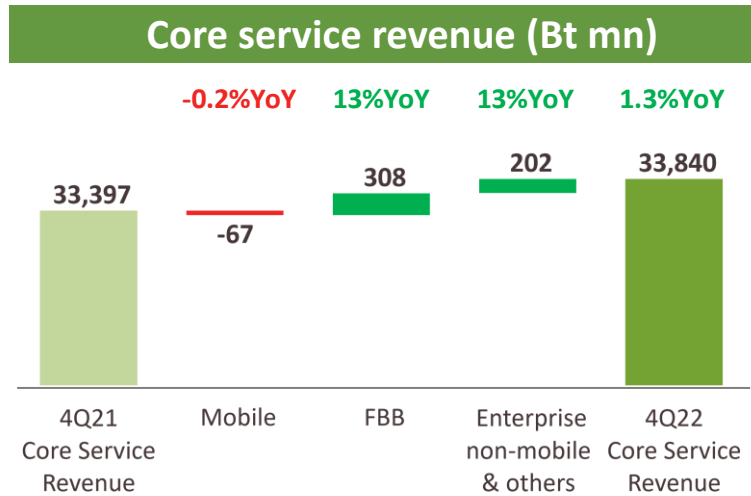
Build new engagement through digital services

FY22 Performance: growth in non-mobile businesses offset by the rising cost

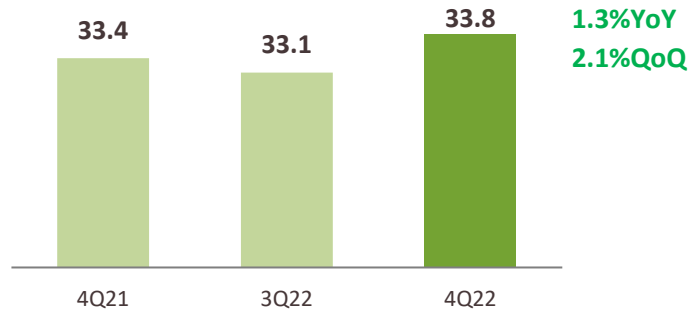


- **Core Service Revenue** increased **1.6% YoY** driven by strong growth in both fixed-broadband and enterprise businesses.
- **EBITDA** decreased **-1.8% YoY**, due to lower operating profit with rising utility cost and resumed marketing spending.
- **NPAT** declined **-3.4% YoY** from the challenging cost environment and one-time other income that occurred in the previous year.

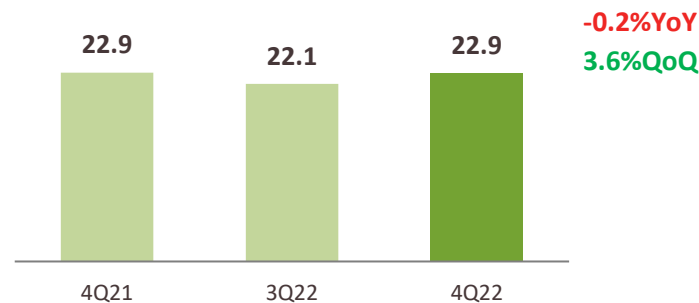
4Q22 Performance: high-season and cost control delivering the growth



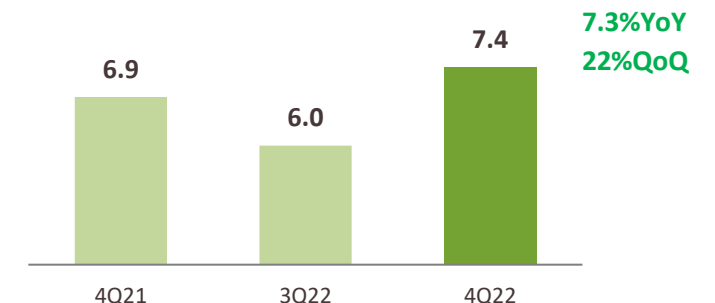
Core service revenue (Bt bn)



EBITDA (Bt bn)



NPAT (Bt bn)



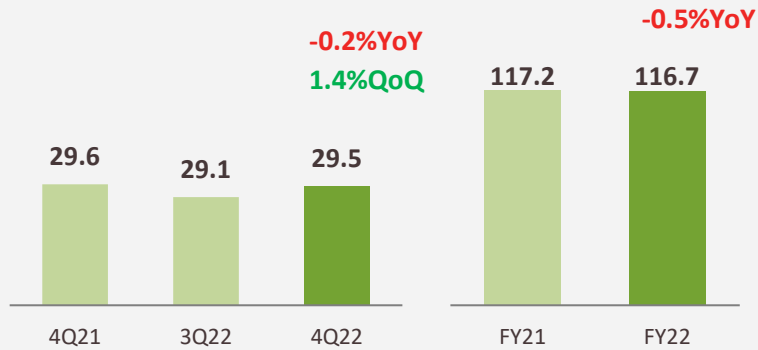
Core service revenue improved from strong growth in non-mobile businesses (FBB and Enterprise business).

EBITDA stayed flat YoY from increased revenue and cost optimization in SG&A offset by rising utility cost. **QoQ increased** from high seasonality in mobile revenue while cost was well under control.

NPAT increased YoY and QoQ due to a net gain from foreign exchange.

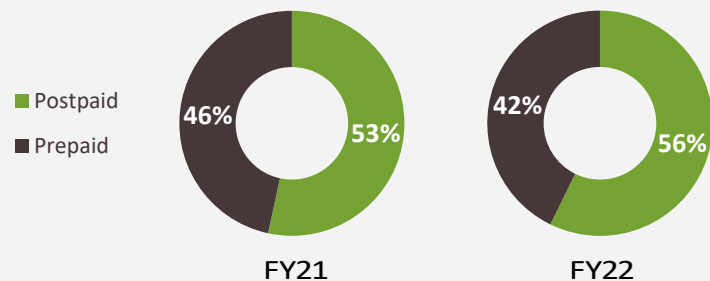
Mobile: Revenue is sustained with focus on profitability to uplift ARPU

Mobile revenue (Bt bn)



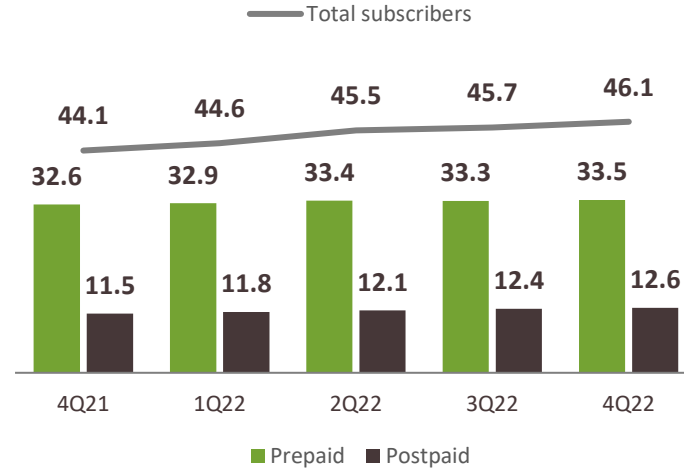
- 4Q22 revenue increase QoQ from seasonality trend and higher IR/IDD revenue following the return of the tourism sector.

% Mobile Revenue Contribution

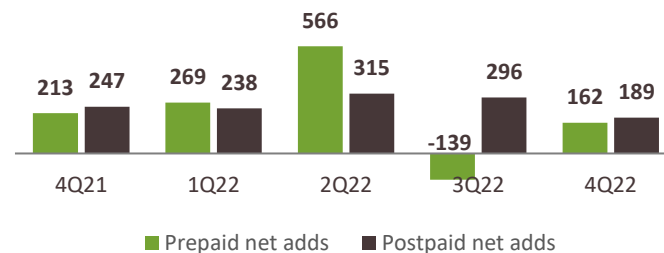


- Rising postpaid mix driven by 5G adoption and customer conversion to postpaid.
- Price restructuring plan in Q4 to capture customers that provide profitable revenue.

Total subscriber (mn)

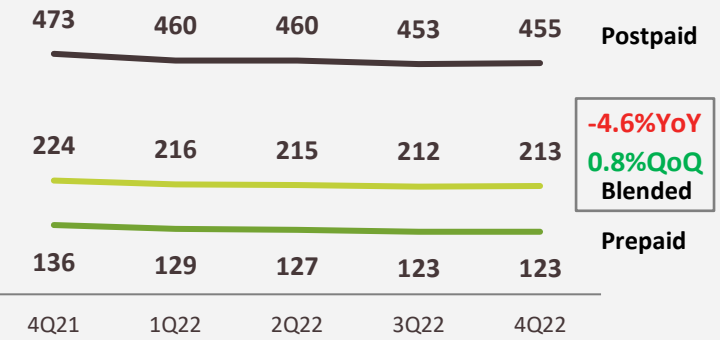


Net additional subscriber ('000)



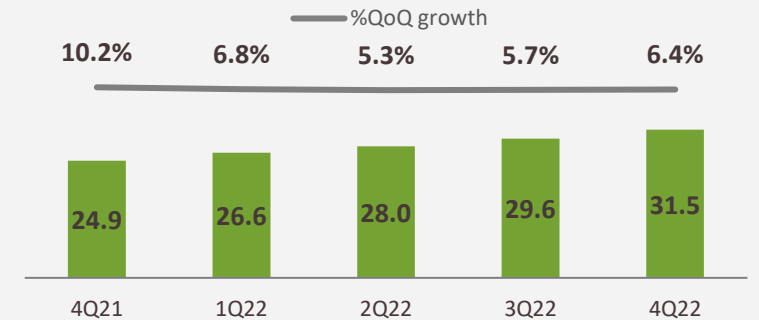
- Positive momentum to grow subscriber base driven by pre-to-post migration and new subscriber acquisition.
- AIS sustained 47% of subscriber market share.

Mobile ARPU (Bt/sub/month)



- ARPU sustained from seasonality and 5G adoption amid competition pressure.

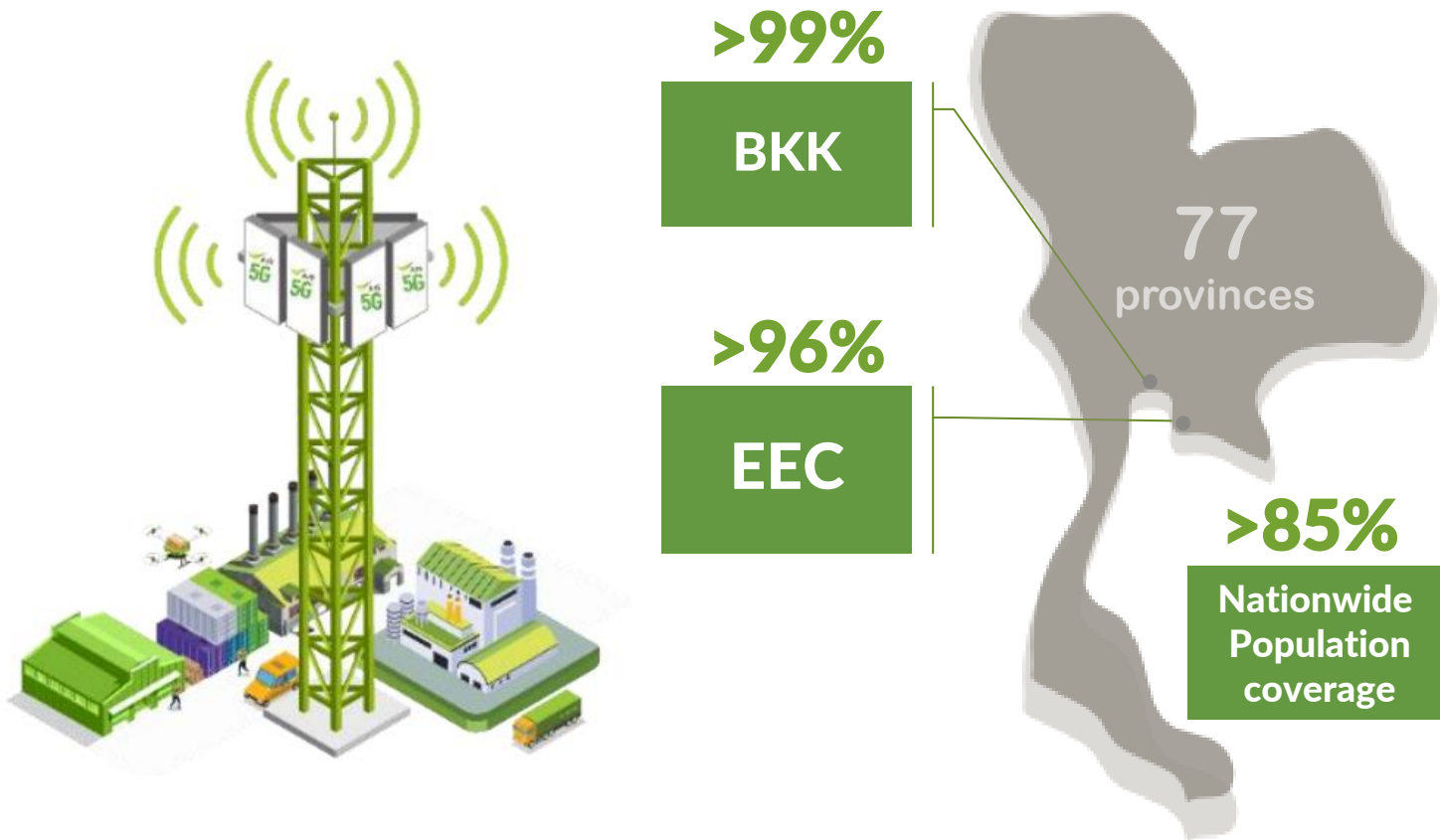
Data Consumption



- Data consumption continues to increase with resumed normal activities driven by real customer demand and higher 5G adoption.

Driving 5G leadership with subscribers surged to 6.8mn beyond year-end target

Enhance 5G network leadership



Drive 5G adoption with value uplift

 **6.8mn**

4Q22 Subscribers
Beyond year-end Target

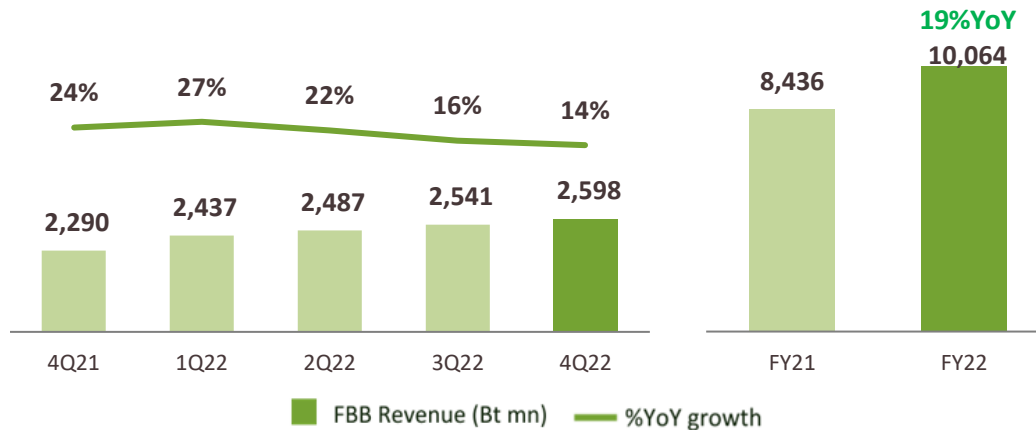
 **10-15%**

5G ARPU uplift

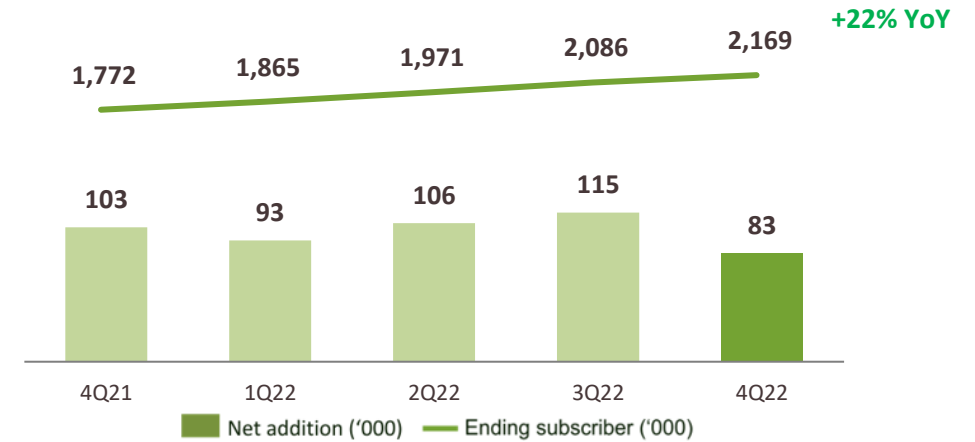
Improved value through 5G adoption

Home Broadband: Continuing growth from network & service quality

Delivered strong double-digit revenue growth

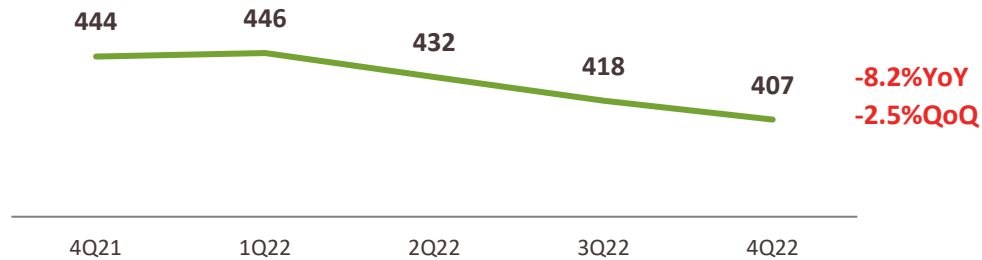


Maintained high subs growth and gaining market share



ARPU declined from lower entry price driven by competition

FBB ARPU (Baht per month)



Superior quality with FMC to expand in underserved areas

AIS Fibre MESH WiFi
Change and dead zone To your favourite zone

- No more dead spots.
- Powerful WiFi signals in every corner.
- Easy wireless installation.

Tel. 1175

First mesh Wi-Fi in Thailand that automatically tracks all devices in the area for seamless connection and full coverage with no WiFi dead zone

New! AIS PLAYBOX Add-on Package

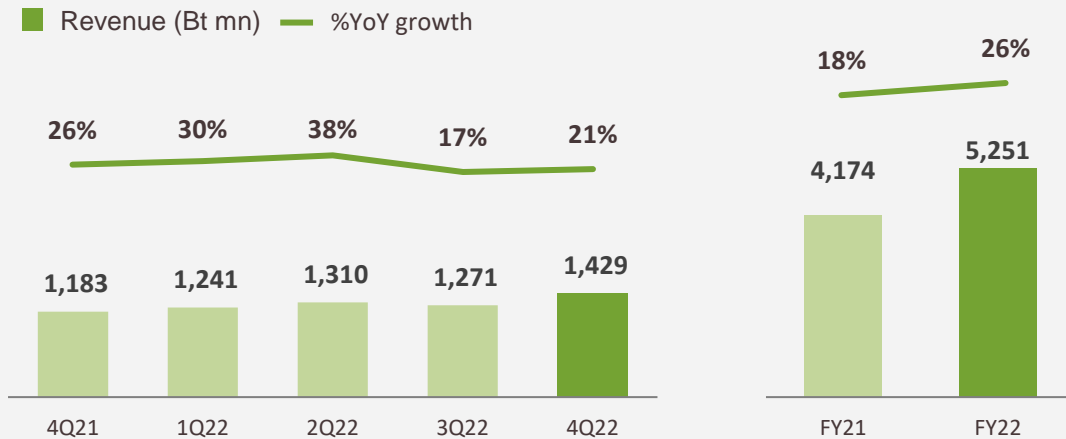
Full of Ultimate Entertainment at

PLAY FAMILY + viu PREMIUM

Create value-added service with convergence strategy and premium entertainment content from various partners

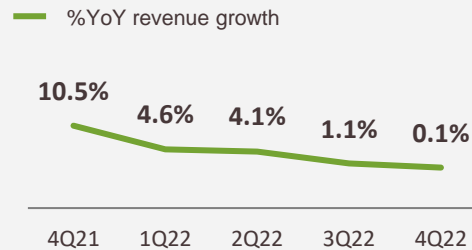
Enterprise: Cloud services as a growth engine along with demand for 5G services

Enterprise non-mobile revenue continued growing double-digit

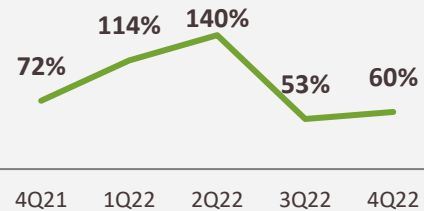


Cloud and ICT solutions are the key growth engine

Enterprise Data service (EDS)*



Cloud, Data center Cybersecurity, IOT & ICT solutions*



* Reclassification of CCIID revenue since 2Q22

AIS Cloud

AIS 5G NEXTGen PLATFORM

Cloud x 5G Connectivity x Convergence

Strategic Partnership

Microsoft 2022 Microsoft Thailand Partner of the Year

FORTINET 2022 Fortinet MSSP Partner of the Year

vmware CLOUD VERIFIED SOVEREIGN CLOUD The 1st VMware Sovereign Cloud Certified in Southeast Asia ensure cloud sovereignty protection

Commercialization of product and platform to real use cases



5G Smart Autonomous Vehicles Solution for Sustainable Industrial Advancement



SOMBOON ADVANCE TECHNOLOGY

Smart Manufacturing with 5G Smart Solution

FY23 Guidance (excluding 3BB impact)

	Guidance	Rationale
Core service revenue	Around 3-5%	<ul style="list-style-type: none"> • Mobile business focusing on profitable market share through superior 5G experience in quality and coverage, value-based differentiation of partnership privileges ecosystems, and personalized real-time offering. • Fixed broadband maintains the growth momentum focusing on mid-to-high-end segments and underserved areas led by quality acquisition and services. • Enterprise non-mobile to deliver double-digit growth leading by 5G and smart solutions to grow CCIID products with flagship 5GNextGen Platform and CloudX in focused industries.
EBITDA	Mid-single digit growth	<ul style="list-style-type: none"> • Focus on profitability and higher efficiency through process optimization and lower cost to serve by enhancing autonomous network and IT process & systems. • Optimal capital allocation to ensure market leadership and deliver distinctive customer experiences.
CAPEX *exclude spectrum	Bt27-30bn (depending on foreign exchange rate)	<ul style="list-style-type: none"> • Sustain 5G leadership and network quality management. • Expand AIS Fibre coverage to capture untapped demand. • Enhance our enterprise business and digital services with high growth potential. • Network optimization through reducing low-value traffic, shifting traffic towards 5G while ensuring sufficient network deployment.



**Driving Long-term
Sustainable Business Operation**

THRIVE IN A GREENER AND INCLUSIVE DIGITAL WORLD



Drive Digital Economy

Enable people and businesses to grow in the digital economy

Promote Digital Inclusion

Build inclusive and responsible digital access in our products & services

Climate Actions

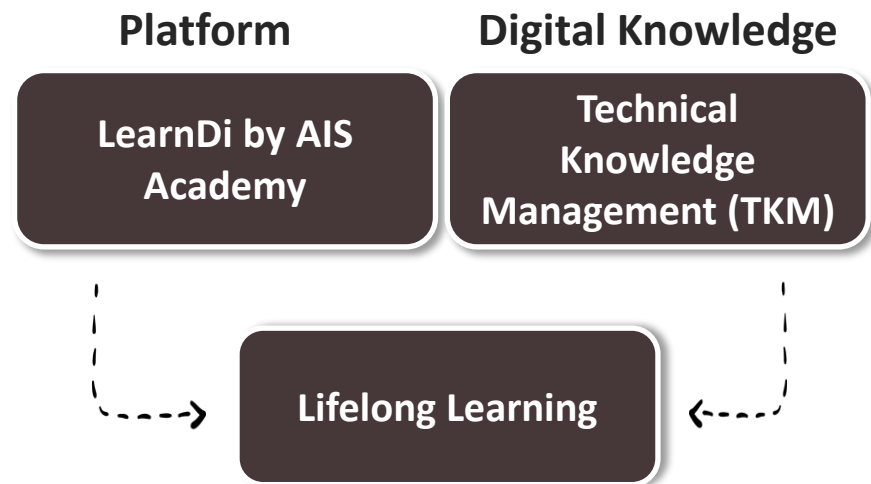
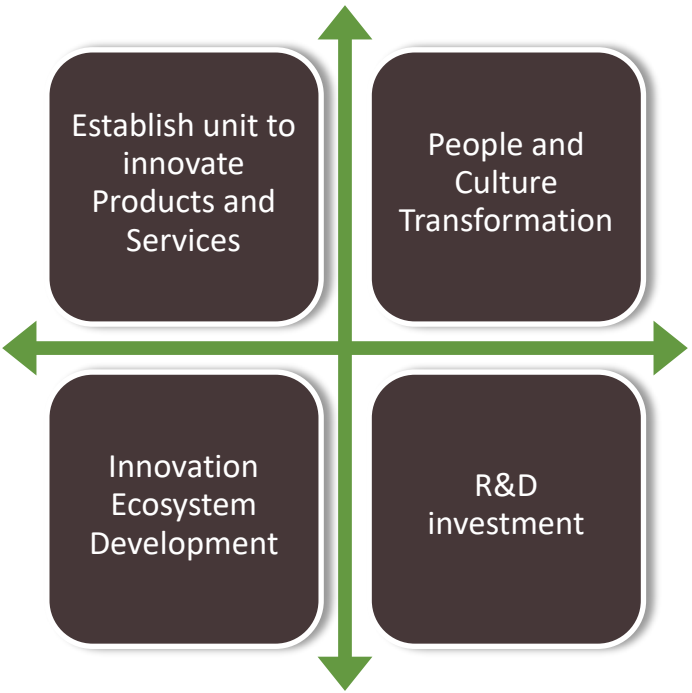
Shape a greener future of life for consumers and society

1 Drive Digital Economy: Enable people and businesses to grow in the digital economy

Digital innovation
Drive digital services for both consumers & enterprises

Data Privacy & Cybersecurity
Maintain resiliency for data security and privacy

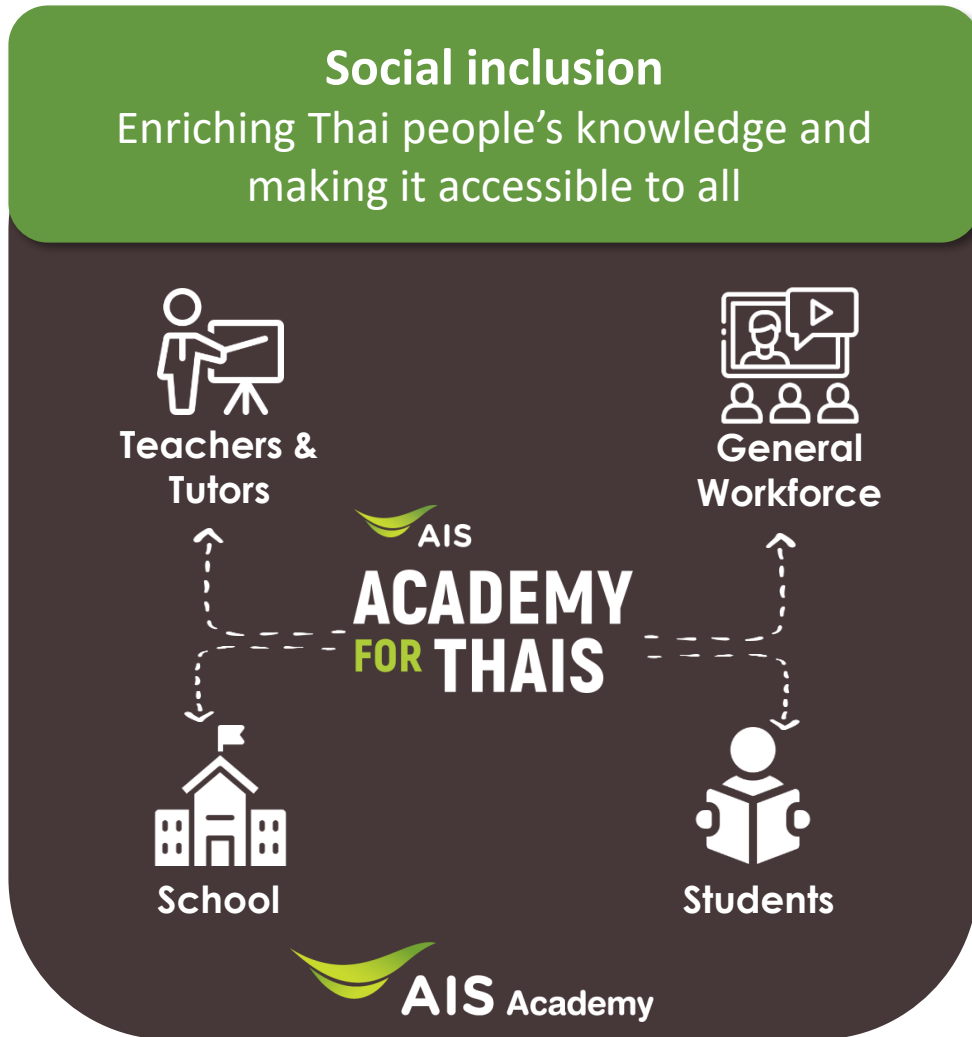
Human Capital Development
Nurture AIS human capital to support business growth



2 Promote Digital Inclusion: Build inclusive and responsible digital access

Social inclusion

Enriching Thai people's knowledge and making it accessible to all



Digital wellness

Empower digital citizenship by providing digital solutions and tools

สายด่วน 1185



AIS Secure Net



Cyber Wellness Index



Aunjai Cyber Syllabus

3 Act on climate: shape a greener future of life for consumers and society

Climate actions

Manage our own network and operation to be light to the environment

Energy Efficiency

▶


Renewable energy

▶

Smart Solutions


▼ **13,414** tCO2e

▼ **12,094** tCO2e

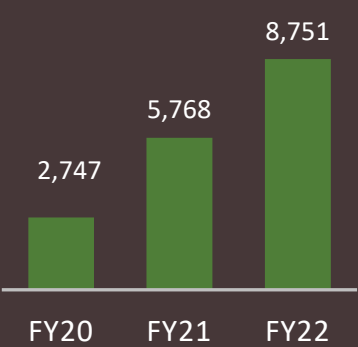


Machine Monitoring by IoT

- Upgrade network equipment
- Use big data to manage network



Facility Monitoring by IoT sensors



Fiscal Year	No. of base stations with solar cell
FY20	2,747
FY21	5,768
FY22	8,751

Waste Management

Promote proper waste disposal



Waste separation at office building



Drop-off with postman campaign



Raising awareness



Non-recyclable E-waste from network operation

0%

E-waste collected from customers

237,880 pieces*

*Data as of Dec 2022

Sustainability Awards & Disclosure Standard

Disclosure Standard



ESG Index & Rating



Member of
Dow Jones Sustainability Indices

Powered by the S&P Global CSA



FTSE4Good



Sustainability Awards



IDC Future Enterprise Awards



SET AWARDS 2022 Sustainability Excellence Highly Commended



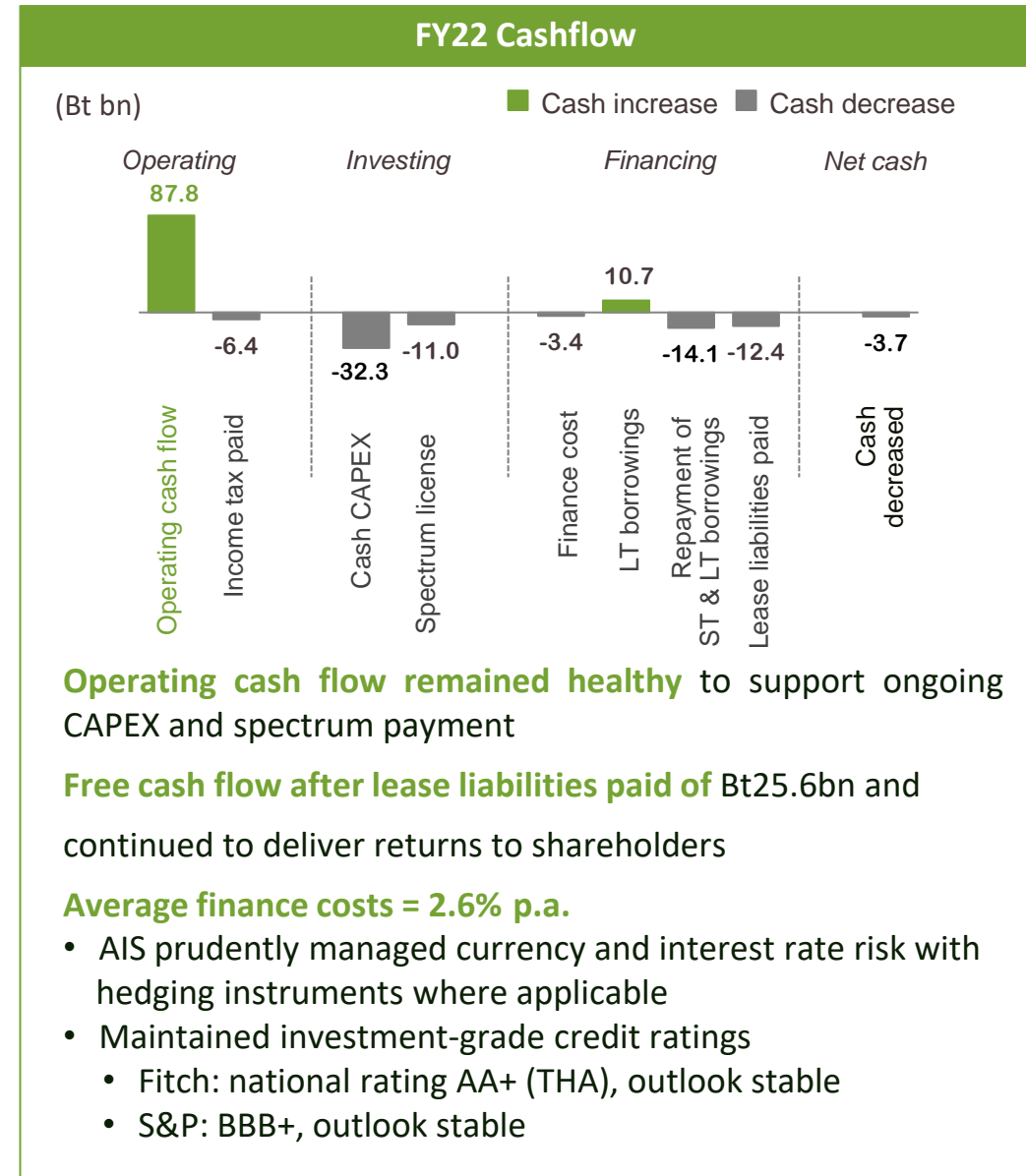
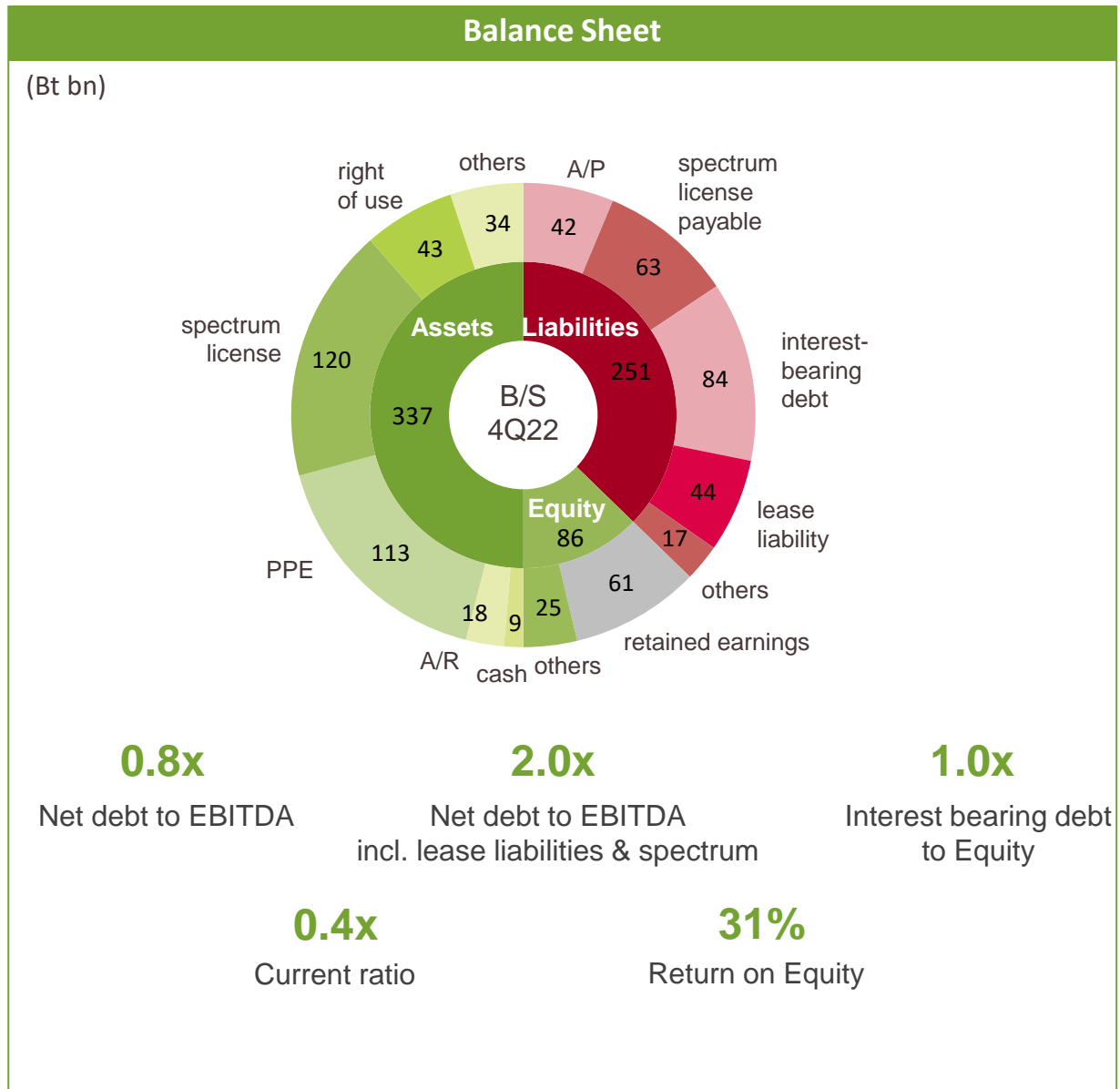


Appendix

Financial Highlights

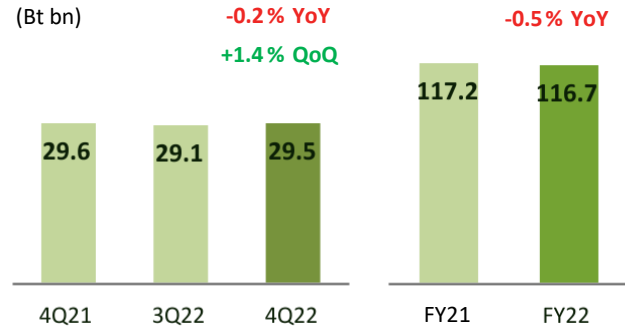
Bt mn	4Q21	3Q22	4Q22	%YoY	%QoQ	FY21	FY22	%YoY
Mobile revenue	29,591	29,107	29,524	-0.2%	1.4%	117,244	116,696	-0.5%
FBB revenue	2,290	2,541	2,598	13%	2.3%	8,436	10,064	19%
Other revenues	1,515	1,481	1,718	13%	16%	5,291	6,274	19%
Core service revenue	33,397	33,130	33,840	1.3%	2.1%	130,972	133,033	1.6%
IC and NT partnership	3,374	3,171	3,373	0.0%	6.4%	13,820	12,976	-6.1%
Service revenue	36,771	36,301	37,213	1.2%	2.5%	144,791	146,009	0.8%
SIM and device sales	13,568	9,934	11,485	-15%	16%	36,542	39,476	8.0%
Total revenue	50,338	46,234	48,699	-3.3%	5.3%	181,333	185,485	2.3%
Cost of service	21,664	21,863	22,046	1.8%	0.8%	85,238	87,075	2.2%
SG&A	5,821	5,633	5,492	-5.6%	-2.5%	21,700	22,353	3.0%
EBITDA	22,934	22,091	22,884	-0.2%	3.6%	91,408	89,731	-1.8%
EBIT	9,388	8,869	9,766	4.0%	10%	38,034	36,829	-3.2%
NPAT	6,863	6,032	7,363	7.3%	22%	26,922	26,011	-3.4%
Sales margin	0.8%	1.0%	1.2%			0.9%	1.0%	
EBITDA margin	45.6%	47.8%	47.0%			50.4%	48.4%	
EBIT margin	18.6%	19.2%	20.1%			21.0%	19.9%	
NPAT margin	13.6%	13.0%	15.1%			14.8%	14.0%	

Healthy Balance sheet and cashflow to support investment



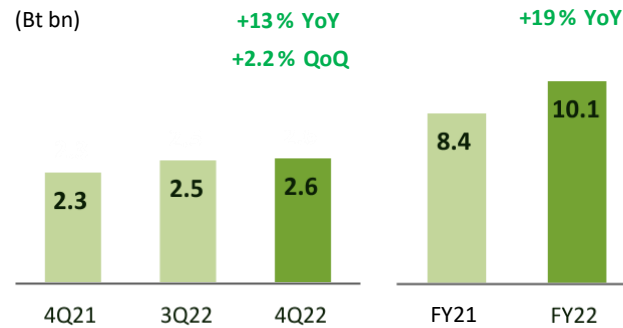
4Q22 & FY22 Revenue Breakdown

Mobile revenue



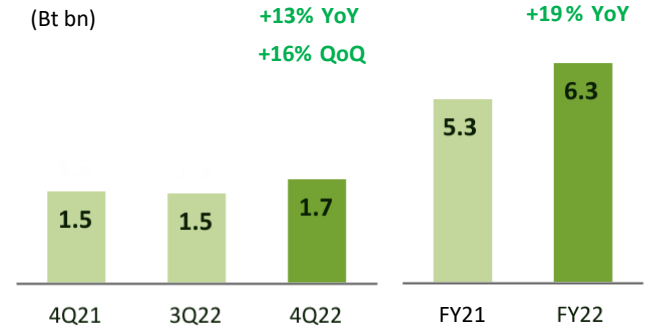
- Intense competition and rising cautious consumer spending caused heightened pressure in mobile business.

Fixed broadband revenue



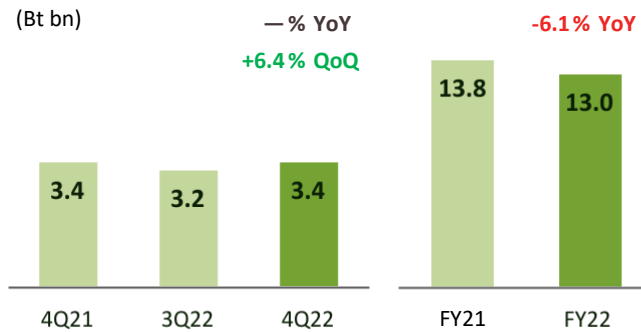
- Growth from subscriber expansion reaching 2.2mn offset by lower ARPU due to low-price package offerings in the market.

Enterprise and Other revenues



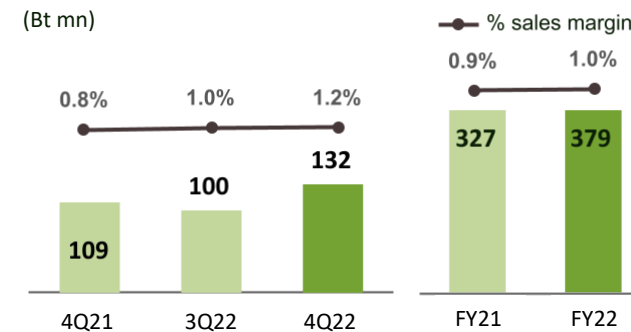
- Digital transformation drove enterprise business, especially from Cloud and ICT solutions.

IC and NT partnership



- Dropped YoY from lower IC rate together with lower network traffic with NT.

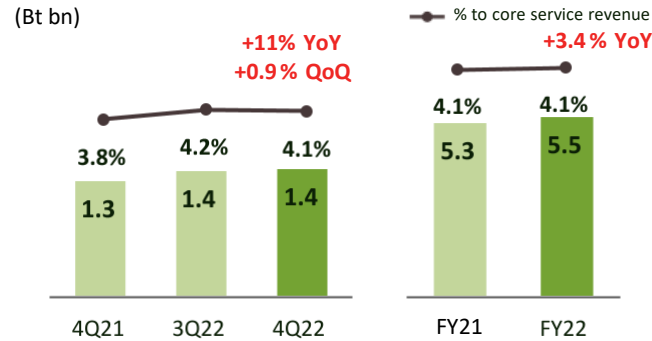
Net Sales & margin



- QoQ with higher sale volume from newly launched Apple products.
- Sales margin slightly improved YoY due to higher mix of high-margin handsets.

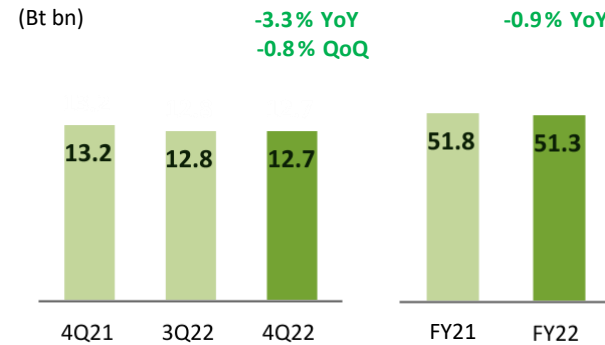
4Q22 & FY22 Cost Breakdown

Regulatory fee



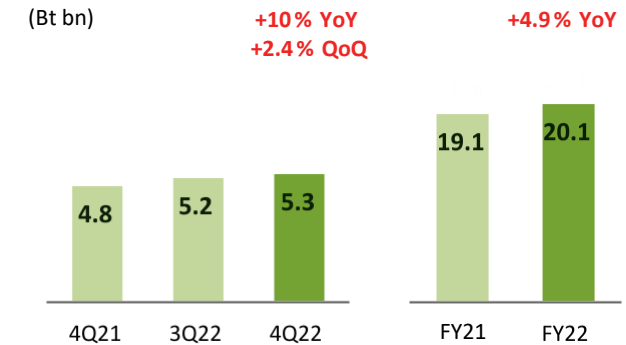
- Regulatory fee increased YoY following the growth of core service revenue, the ratio is maintained at 4.1%.

D&A



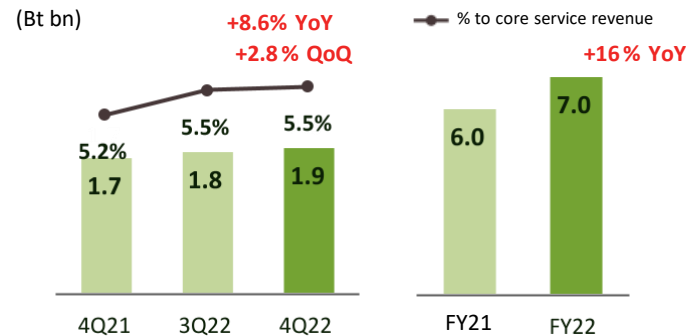
- D&A slightly decreased YoY due to the fully depreciated of some 3G network equipment despite continuing invest in 5G network.

Network OPEX and NT partnership



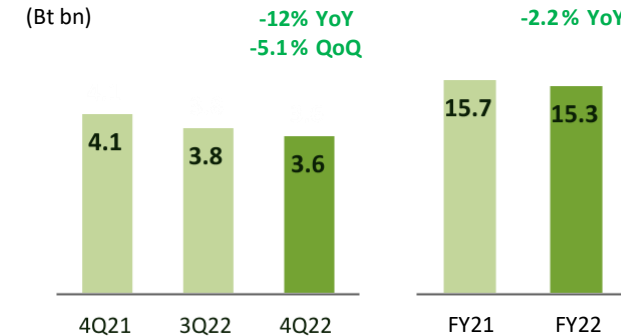
- Network OPEX increased YoY following the rising electricity price but lower network traffic with NT.

Marketing expense



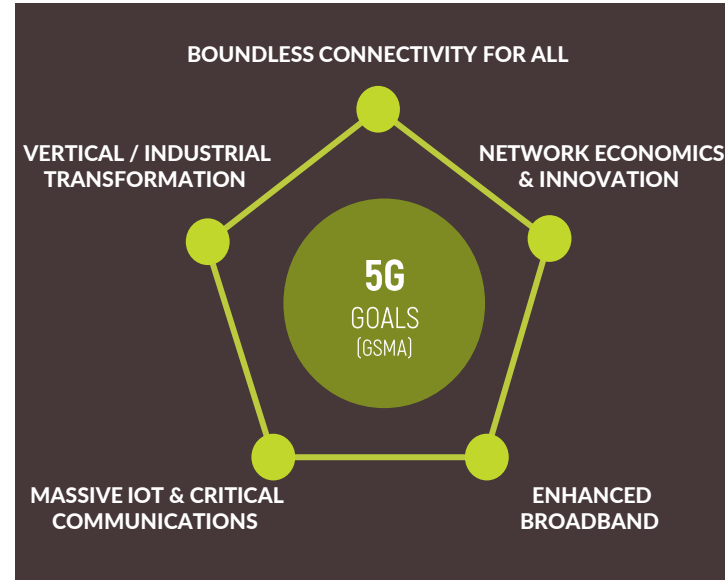
- Marketing increased YoY from resumed advertisements and handset subsidy campaigns post COVID-19 lockdowns which reflected in last year's low base.

Admin & others



- Admin expense decreased YoY, mainly from cost control initiatives and lower staff-related expenses. There was one-time item booked in Q4 resulted in a lower expense QoQ.

AIS 5G : Merging consumers and businesses now and beyond



The LARGEST COVERAGE with the best network quality

> 85% Nationwide Coverage (26K Sites - 5G Base Station)

Largest Coverage in EEC

>96% EEC Area

The COMMERCIAL 5G Network Platform for Business

Cloud x 5G Connectivity x Convergence

AIS Cloud

AIS 5G NEXTGen PLATFORM

The MOST BANDWIDTH to serve all customers' needs

- High Band**: 26 GHz, 1200 MHz
- Mid Band**: 2600 MHz, 100 MHz
- Low Band**: 700 MHz, 30 MHz

MID BAND

LOW BAND

mmW

Mobile 5G and FBB official packages launched

5G MAX SPEED ใหม่

เน็ต 5G เต็มสปีด เร็ว 1Gbps
สนุกกับช่องทางดัง ซีรีส์เด็ด ข่าว การ์ตูน กีฬาครบครัน รวมมูลค่ากว่า 2,500 บาท

ค่าบริการรายเดือน (บาท)	5G 4G 3G เร็วสูงสุด 1000 Mbps	โทร ทุกเครือข่าย (นาที)	AIS SUPER WiFi	สนุกไม่อั้น กับความบันเทิงระดับโลก				
				PLAY Family PLDY FAMILY	Disney+ Hotstar Disney+ hotstar	Piarn	AR Service 5G	VR Service 5G
1,999	ไม่จำกัด	800	ไม่จำกัด	12 เดือน	12 เดือน	6 เดือน รับสิทธิ์กด *248*6#	12 เดือน	12 เดือน
1,699		600						
1,599		550						
1,499		500						
1,399		450						
1,199	350	300	6 เดือน	6 เดือน	6 เดือน	6 เดือน		
899	80 GB	300						
699	60 GB	300						
แนะนำ 599	50 GB	250						
499	40 GB	250						
399	20 GB	100						

AIS Fibre 4 POWER SPECIAL II

ครบ คุ่ม ในแพ็คเกจเดียว

พิเศษสุด ทั้งเน็ตบ้าน, เน็ตมือถือ และความเร็ว

สุดคุ้ม **599*** บาท
*เฉพาะลูกค้าเอไอเอส

เน็ตบ้าน เร็วกว่า

1000/500 Mbps

+

เน็ตมือถือ แรงต่อเนื่อง

AIS 4G MAX Speed

15GB

+

AIS SUPER WiFi

ไม่จำกัด

5G

Vertical Industry

Use Cases

- ▶ Manufacturing
- ▶ Transportation and Logistics Industry
- ▶ Building and Property
- ▶ Retails



Smart Factory



Assistant Robot



Remote Controlling



Logistics Drone



Self Driving Vehicle



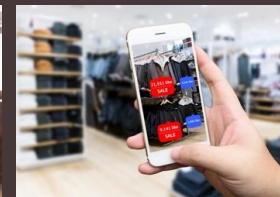
Automated Warehouse



Remote Surgery



eHealth



Smart Retail



AR / VR



VDO Analytics



Digital Signage



Smart Environment



Smart Energy



Smart Meter



Smart Building



Public Safety



Traffic Control

One-stop Platform to Manage 5G, Edge Compute and Cloud for Your Digital Transformation



FAST & EASY

Shorter Deployment Time from 4-6 Months to Day or Week

- Node Creation & App Deployment in real-time
- Deploy your 5G Applications to regional footprint at once
- Pick & Choose available applications from Marketplace



MANAGE AT ONE-STOP

Lower Latency from Second to Millisecond, Multiple Choices of Edge & Cloud

- Integrating Edge Computing with a Hybrid Cloud
- Multi Edge Computing Location in Thailand



READY FOR SCALE-UP

Save Investment Cost for 20 - 50%

- No Hardware Investment
- Simply Start with Small Scale

Enhance Cloud Integration

Ready in Q1-2023



Azure Stack Edge
Azure ExpressRoute



AWS Direct Connect

Many applications are developed on the AIS 5G NEXTGen Platform



Digital Twin Visualization



IoT Data Platform



Smart AGV



AI Video Analytics



VR Training



Autonomous Vehicle



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Sustainability website: <https://sustainability.ais.co.th>

Email: AISsustainability@ais.co.th

Some statements made in this material are forward-looking statements with the relevant assumptions, which are subject to various risks and uncertainties. These include statements with respect to our corporate plans, strategies and beliefs and other statements that are not historical facts. These statements can be identified by the use of forward-looking terminology such as “may”, “will”, “expect”, “anticipate”, “intend”, “estimate”, “continue” “plan” or other similar words.

The statements are based on our management’s assumptions and beliefs in light of the information currently available to us. These assumptions involve risks and uncertainties which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Please note that the company and executives/staff do not control and cannot guarantee the relevance, timeliness, or accuracy of these statements.