



Miscellaneous

* Asterisks denote mandatory information

Name of Announcer *	SINGTEL
Company Registration No.	199201624D
Announcement submitted on behalf of	SINGTEL
Announcement is submitted with respect to *	SINGTEL
Announcement is submitted by *	Chan Su Shan (Ms)
Designation *	Company Secretary
Date & Time of Broadcast	15-Mar-2013 07:46:13
Announcement No.	00018

>> Announcement Details

The details of the announcement start here ...

Announcement Title * SingTel Investor Day 2013 - AIS

Description

Attachments

SingTelInvestorDay2013-AIS.pdf

Total size = **1529K**
(2048K size limit recommended)

Close Window

Advanced Info Service SingTel Investor Day 2013

15 March 2013
Singapore



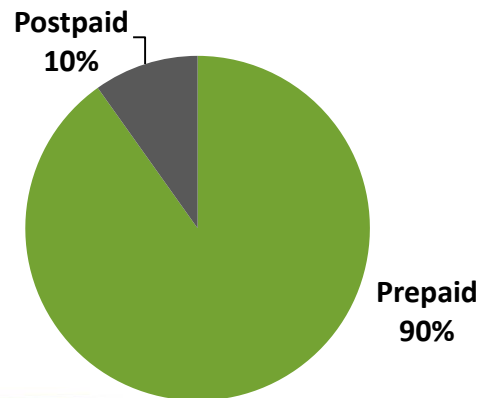
AIS at a glance



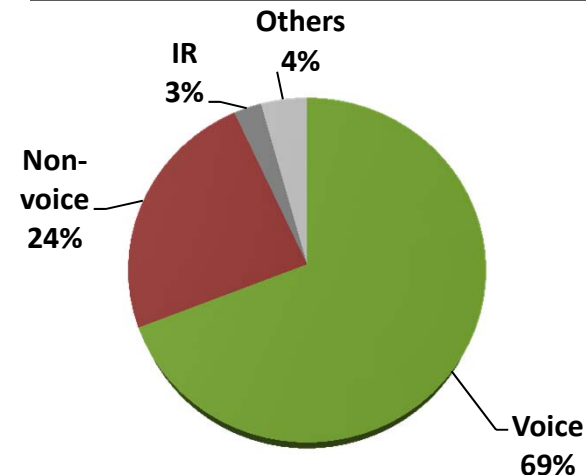
Quick introduction

- The largest Thai mobile operator with ~36 million subscribers (44% of subscriber market share or ~54% of market share in term of revenue)
- Owns a 15 years license to operate 2x15MHz bandwidth on 2.1GHz spectrum and expect to provide 3G-2.1GHz service within 1H13
- Currently operate 900MHz and 1800MHz under Built-Transfer-Operate contracts. (900Mhz expires in September 2015, 1800MHz expires in September 2013)
- Currently provides 2G service nationwide and limited 3G-900 MHz in Bangkok and major cities. In 2013, we will provide 3G-2.1GHz in every city throughout Thailand.

Breakdown of customers



Breakdown of Service Revenue



2012 Key Financial Highlights

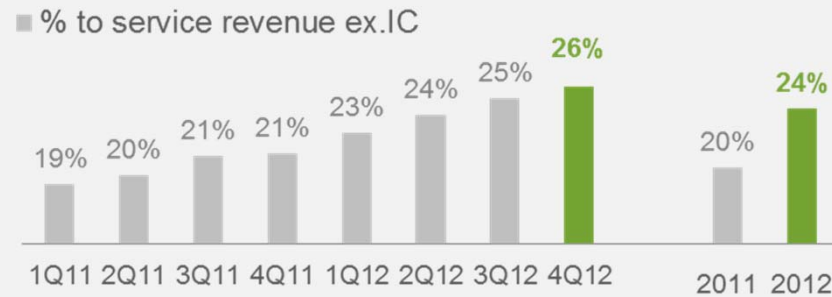


Financial Highlights (Bt million)	2011	2012	% yoy	FY12 Guidance
Service revenue ex. IC	97,911	108,355	▲ 11%	▲ 8-10%
Voice revenue	70,944	74,742	▲ 5.4%	NA
Non-voice revenue	19,736	26,197	▲ 33%	▲ 30%
Sales revenue	13,180	17,695	▲ 34%	▲ 20%+
Total revenue	126,437	141,568	▲ 12%	NA
EBITDA	56,623	61,436	▲ 8.5%	NA
EBITDA margin	44.8%	43.4%	▼ 140bps	44%
Capex	5,707	9,598	▲ 68%	8,000
EPS	7.48	11.73	▲ 57%	NA

The year of mobile data



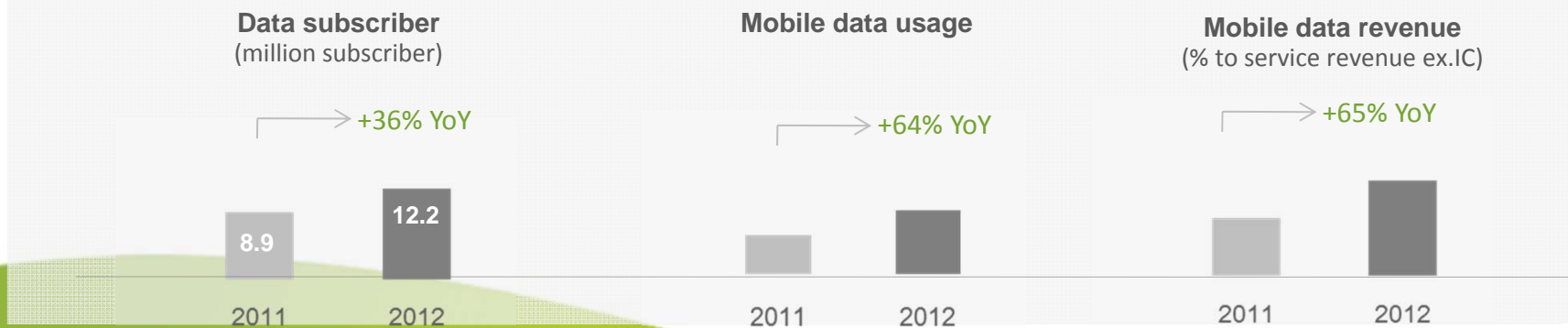
Non-voice revenue



*Non-voice services = SMS+Ringback tone+Enterprise+Mobile data+others

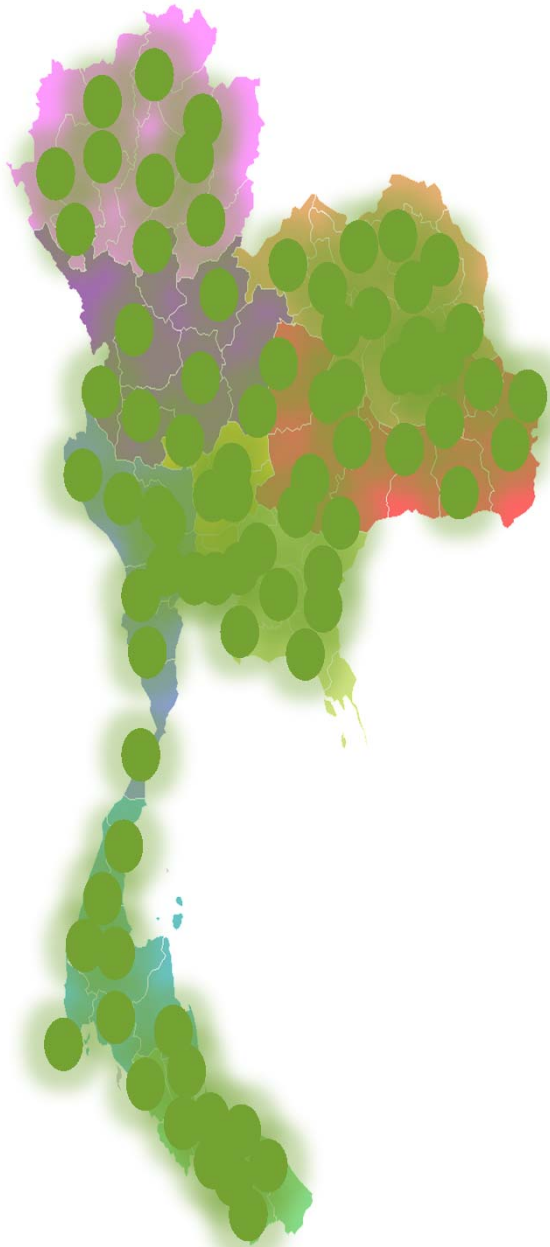
- Healthy mobile data growth supported by smart device and social networking popularity.
- 34% of AIS customers used mobile internet
- 3G subscribers reached 4.5mn and accounted for 13% of total subscribers.
- 17% of subscribers were using smart devices compared to 12% in 2011

Data growth indicators



3G-2.1GHz Investment & Strategy

Being the best 3G network

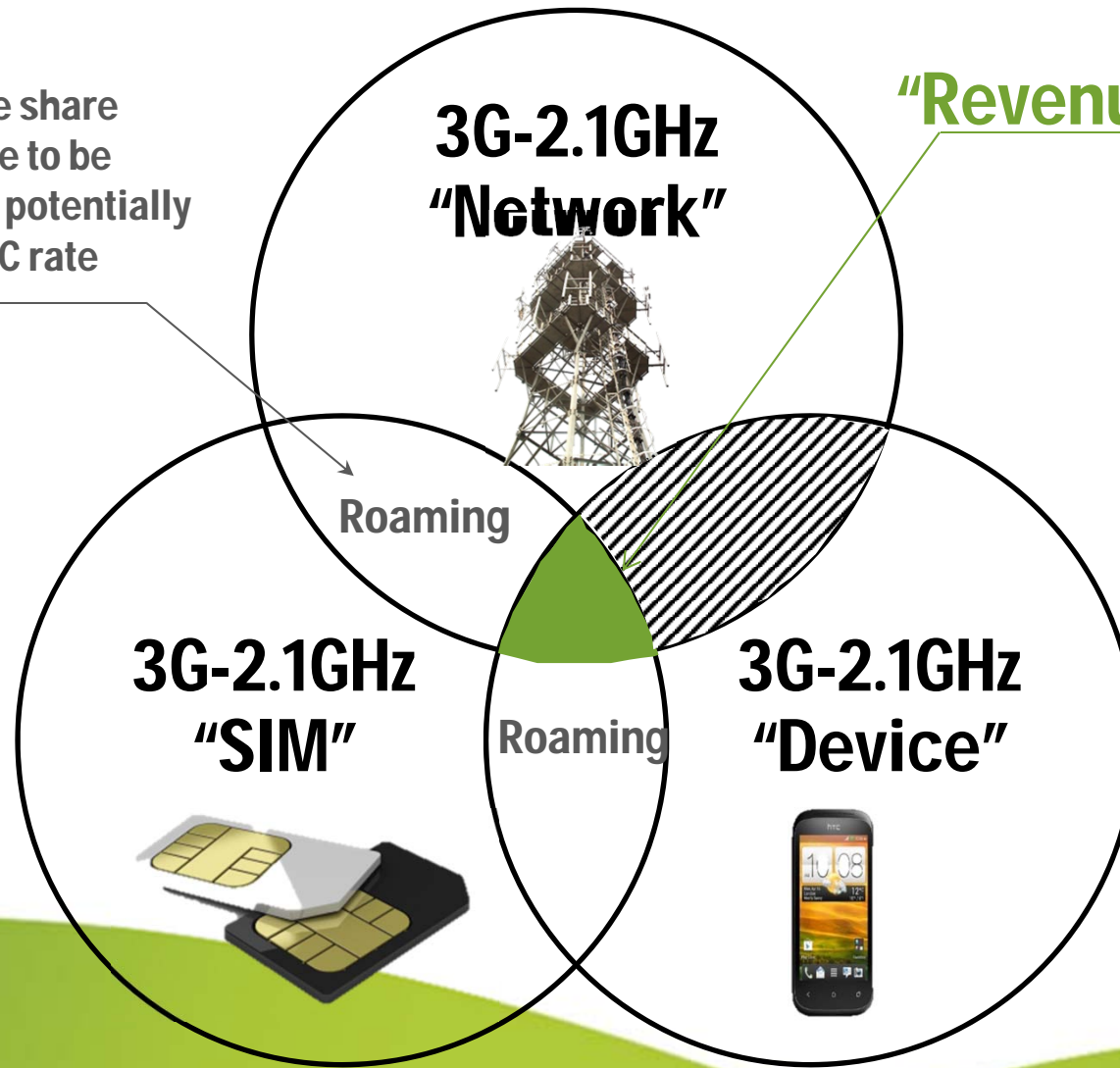


- CAPEX 70bn in 3 years
- 97% population coverage and 20k sites
- All major cities in 1H13
- 77 provinces in 2H13
- Build as stand-alone network to better position for long-term growth

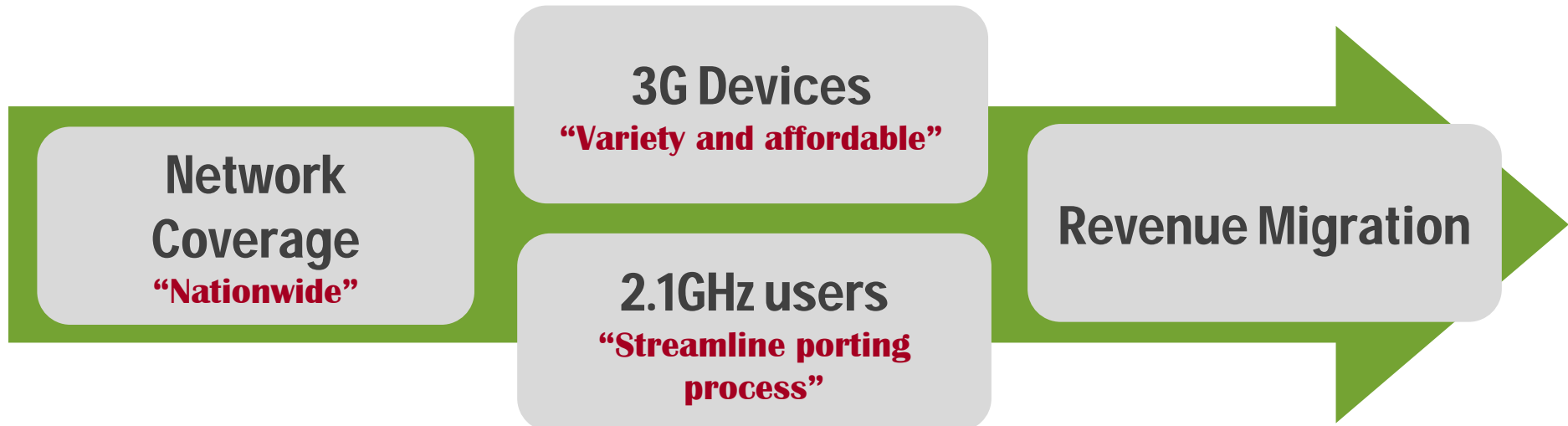
Note: For indicative purpose only

Revenue migration : Lower regulatory fee

- 30% revenue share
- Roaming rate to be determined, potentially in line with IC rate

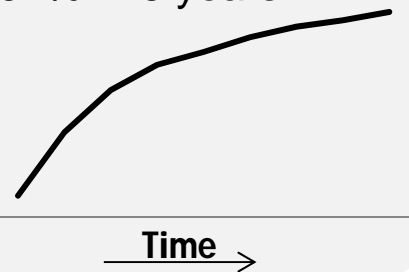


Migration Strategy

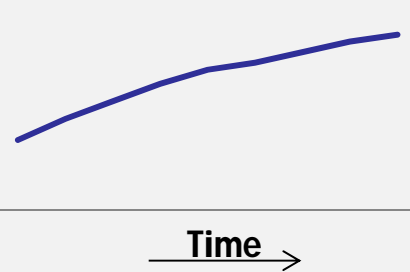


%2.1GHz network coverage

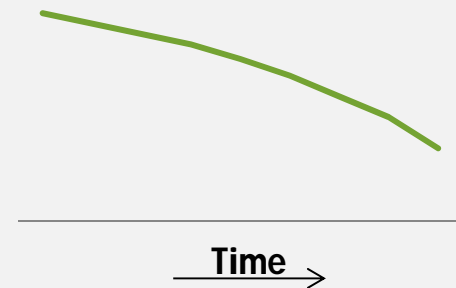
97% in 3 years



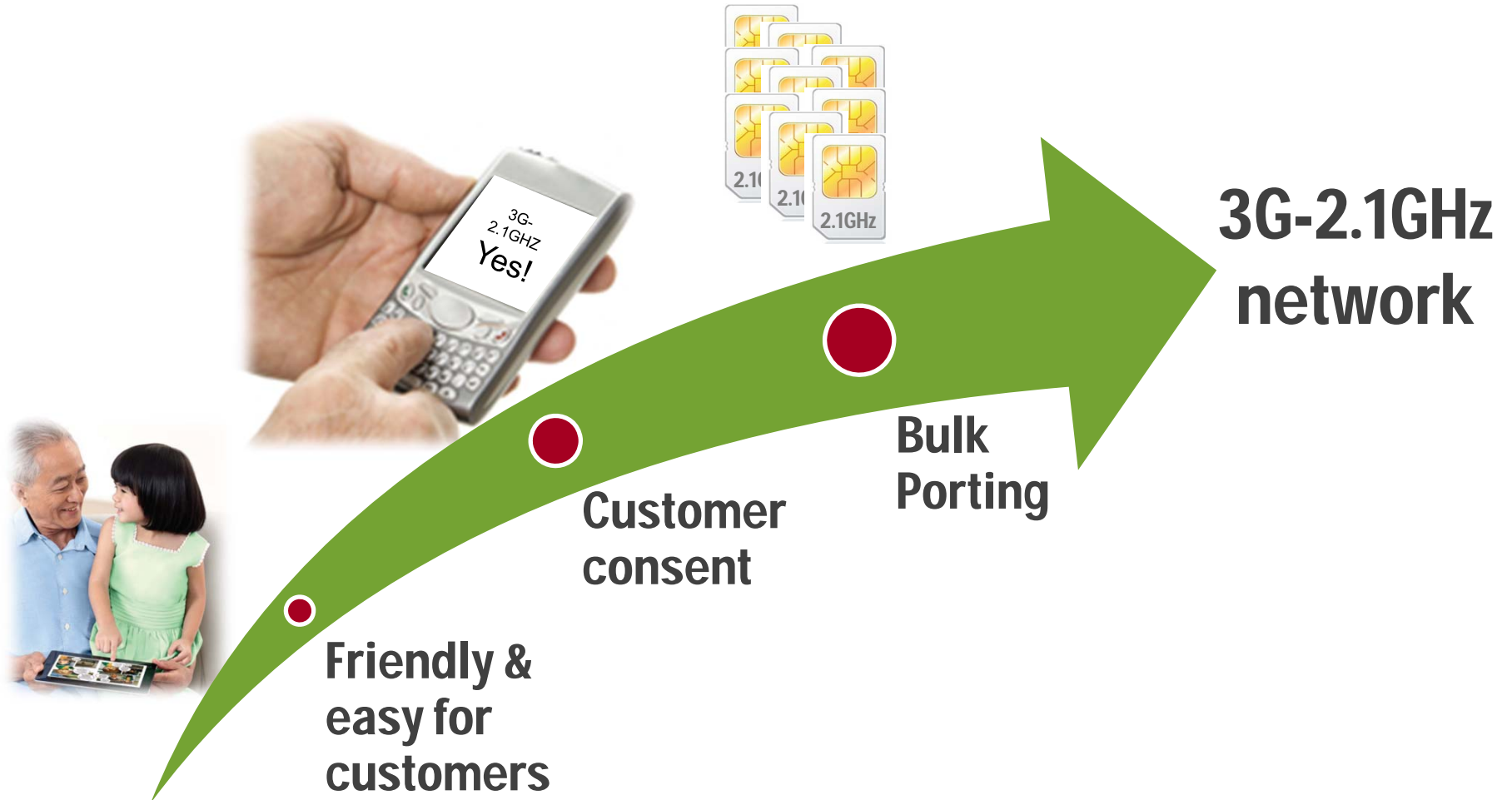
%3G Handset



%Roaming users



Easy mobile number porting



Increase 3G devices users



Device variety

- Smart device - Feature phone
- iOS- Android-BB-Windows-Symbian

Bundled services

- Airtime + data usage
- Valued Added Services
i.e. AIS Bookstore, AIS Guide&Go

“Customized for different segments”

Devices- Affordable 3G models



Samsung Galaxy Y
Bt3,290



Sony Xperia Tipo
Bt5,590



HTC Desire C
Bt6,900



Nokia Lumia 620
Bt8,250



Huawei U2800
Bt1,490



Samsung Hero 3G
Bt1,690



Nokia C2-01
Bt1,890

Winning strategy: "Quality DNAs"



"BEST CUSTOMER EXPERIENCE"

Device



- **Variety of devices for different segments**
- **Bundled airtime and VAS**
- **Cooperate with credit card issuers for device installment plans**

Network



- **97% population coverage in 3 years**
- **Provide 3G-2.1GHz service in every city within 2013**

Application



- **New applications for daily lifestyles i.e. AIS Bookstore, AIS Movie store, AIS mPay Mastercard, AIS mPay Rabbit card**

Service



- **Reinvent shops with latest technology to serve growing digital lifestyles i.e. payment kiosk, smart table, device gurus, express data transfer tools**
- **Exclusive privileges for AIS customers**

Outlook 2013

Service revenue growth for 2013



Service Revenue growth

6-8% YoY



Voice growth

2-3% YoY



Non-voice growth

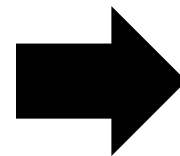
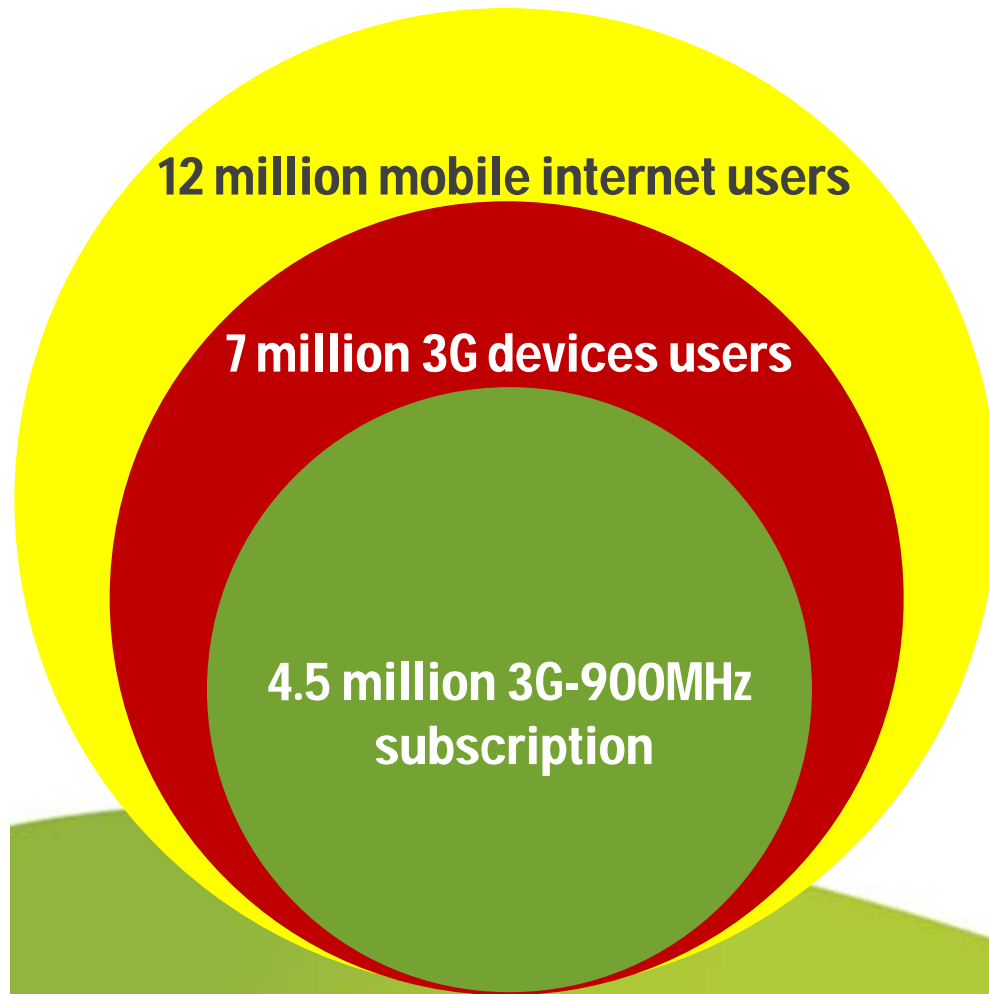


25-30% YoY

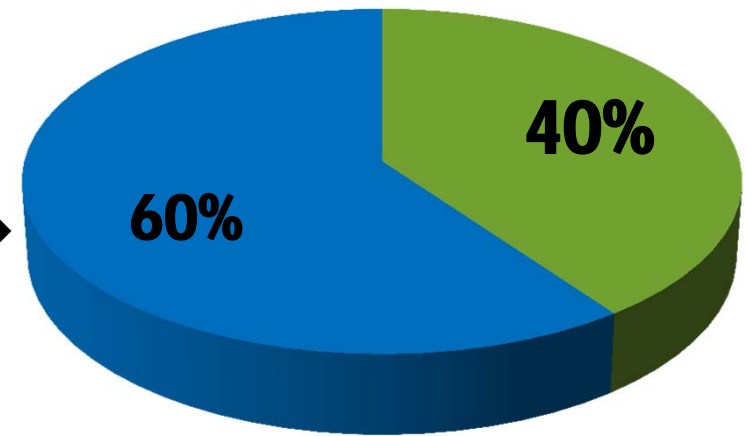
Target 3G-2.1GHz users for 2013



**Today
subscriber base**

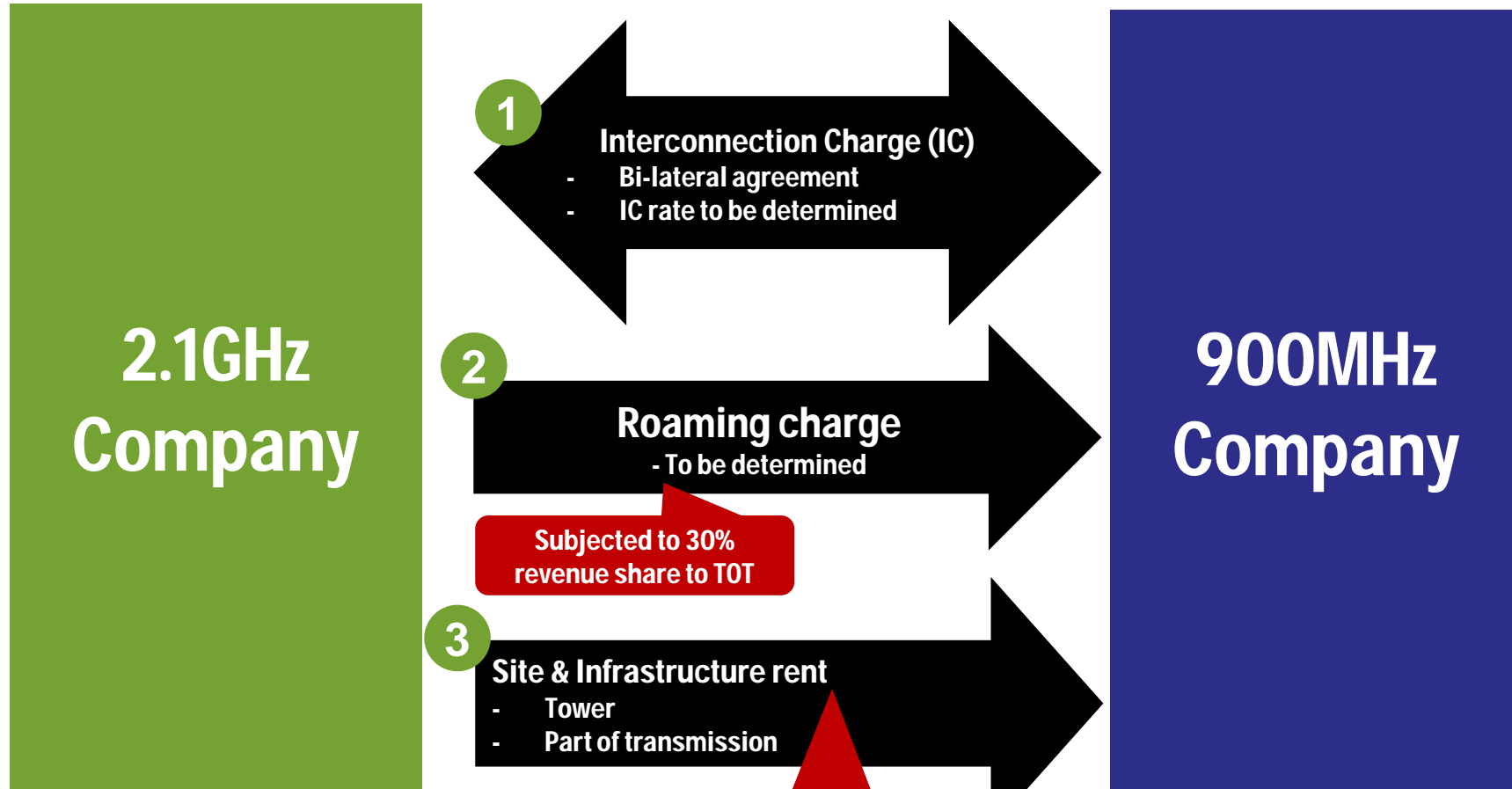


**8-10mn
3G-2.1GHz subscribers**

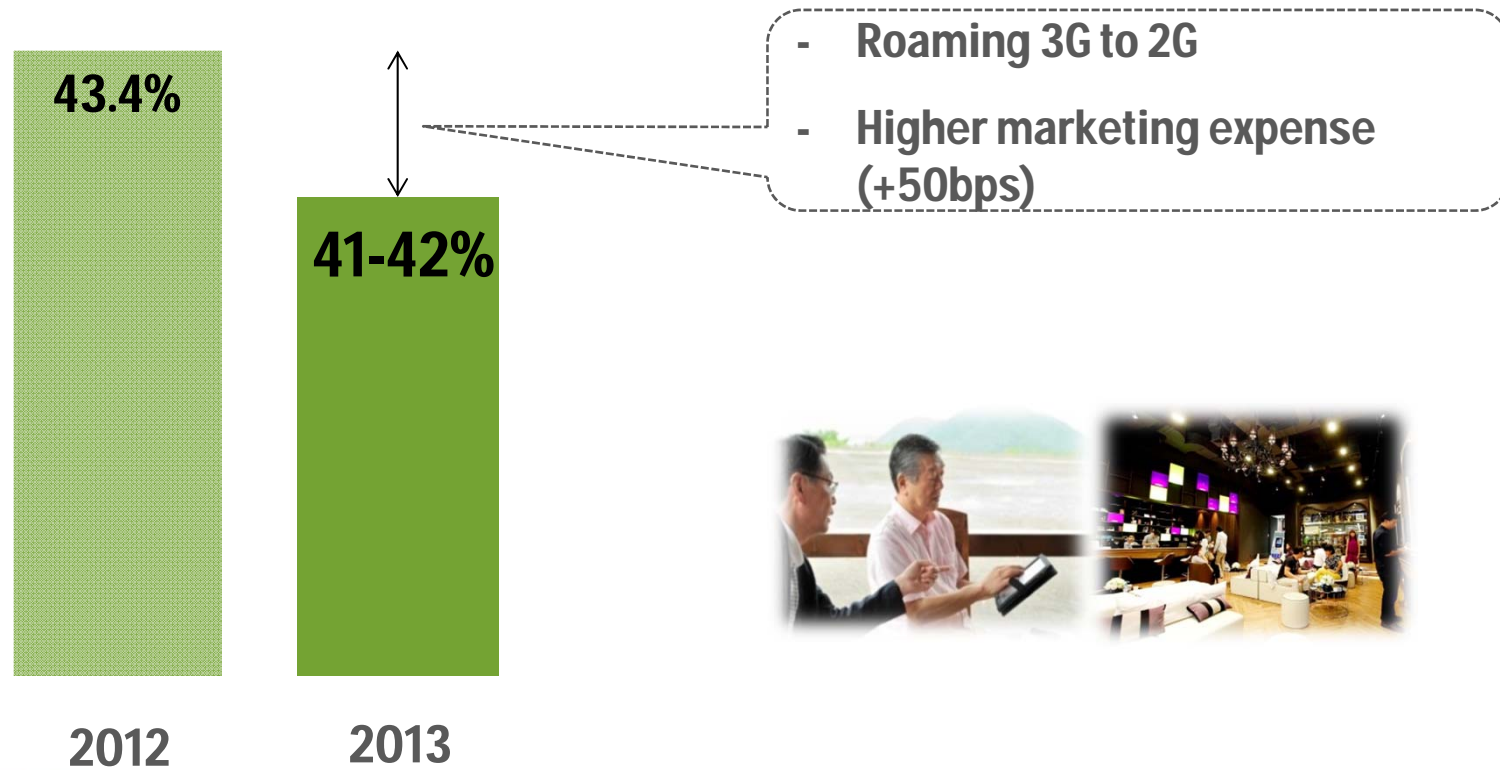


- with 3G devices
- without 3G devices

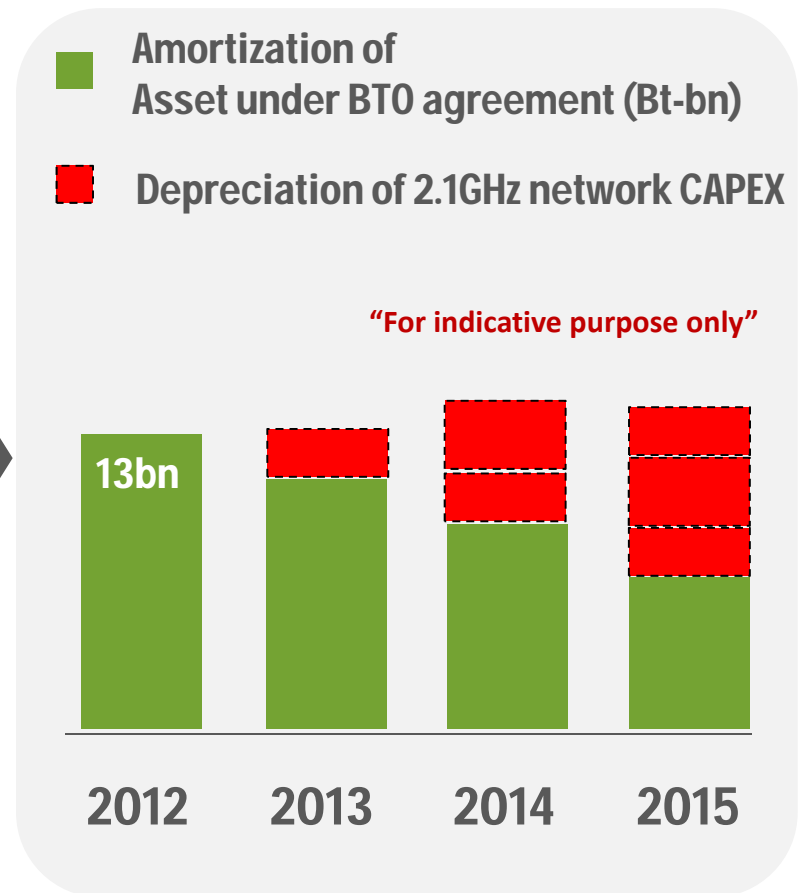
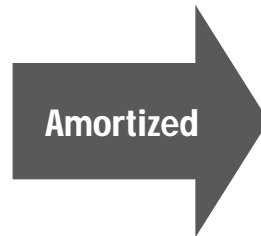
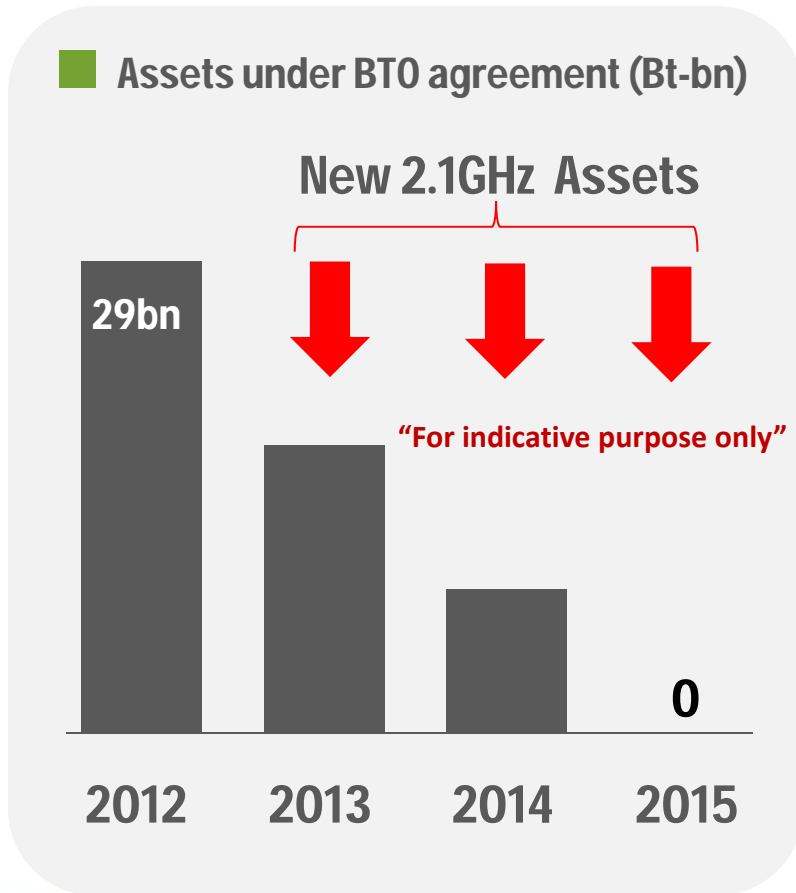
Roaming & Rental fee



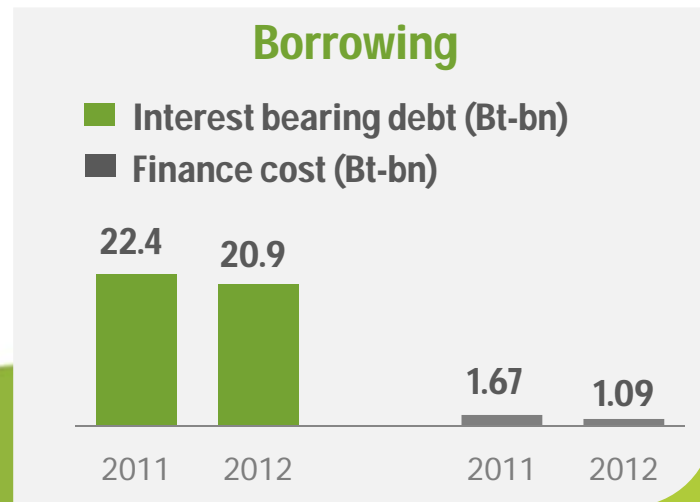
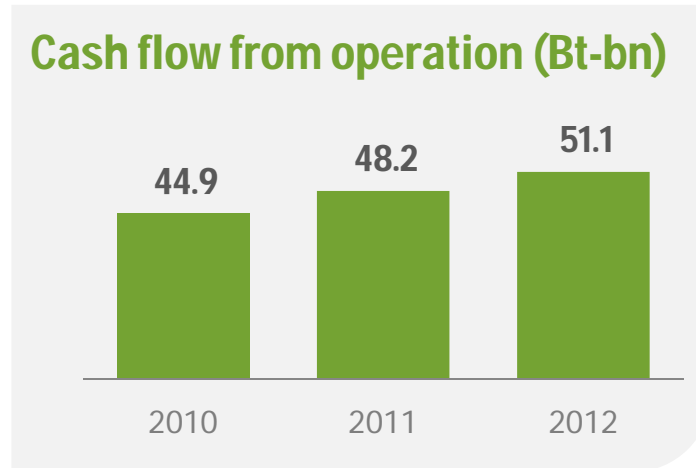
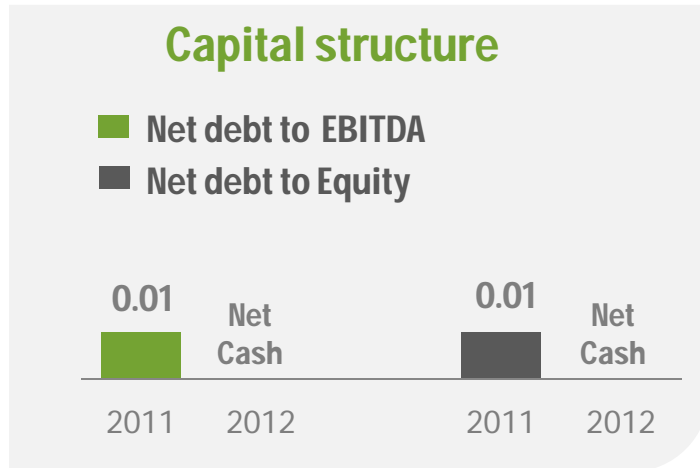
Expect EBITDA margin 41-42% in 2013



Balance sheet is ready for 2.1GHz asset



Maintained dividend policy



- Company aims to pay dividend at least 100% of consolidated net profit
- Dividend shall not exceed the retained earnings in separated financial statement.

Disclaimers

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.



AIS INVESTOR RELATIONS
<http://investor.ais.co.th>
investor@ais.co.th
TEL. +662 2995014

Appendix

Consolidated income statement - Revenue



Revenue	2011		2012		YoY
Voice Revenue	70,944	72.5%	74,742	69.0%	5.4%
Postpaid (Voice)	17,374	17.7%	18,698	17.3%	7.6%
Prepaid (Voice)	53,570	54.7%	56,044	51.7%	4.6%
Non-Voice Revenue	19,736	20.2%	26,197	24.2%	32.7%
International Roaming	3,019	3.1%	2,805	2.6%	-7.1%
Others (IDD, other fee)	4,212	4.3%	4,611	4.3%	9.5%
Total service revenue ex IC	97,911	100.0%	108,355	100.0%	10.7%
Sales revenue	13,180	10.4%	17,695	12.5%	34.3%
Cost of sales	11,613	9.2%	16,218	11.5%	39.7%
Net sales	1,567	1.2%	1,477	1.0%	-5.8%
Interconnection revenue	15,346	12.1%	15,518	11.0%	1.1%
Interconnection cost	14,895	11.8%	14,953	10.6%	0.4%
Net Interconnection	451	0.4%	565	0.4%	25.2%

Consolidated income statement – Costs & Expenses



Cost of services ex IC	2011		2012		YoY
Network Amortization	17,017	13.5%	14,907	10.5%	-12.4%
Base station rental & utility	2,984	2.4%	3,575	2.5%	19.8%
Maintenance	1,484	1.2%	1,818	1.3%	22.5%
Other cost of services	3,758	3.0%	4,919	3.5%	30.9%
Total cost of services ex IC	25,243	20.0%	25,219	17.8%	-0.1%
Revenue sharing expense	24,469	19.4%	27,580	19.5%	12.7%
SG&A	2011		2012		YoY
Marketing Expense	2,826	2.2%	2,890	2.0%	2.3%
General administrative and staff cost	7,476	5.9%	8,324	5.9%	11.3%
Bad debt provision	611	0.5%	543	0.4%	-11.3%
Depreciation	203	0.2%	201	0.1%	-1.1%
Total SG&A	11,118	8.8%	11,958	8.4%	7.6%
% Bad debt to postpaid revenue	2.5%	0.0%	2.0%	0.0%	
EBITDA	56,623	44.8%	61,436	43.4%	8.5%
EBITDA Margin	44.8%		43.4%		
Total financial cost	1,666	1.3%	1,093	0.8%	-34.4%
Net Profit	22,218		34,883		57.0%

Financial position



Balance Sheet / % to total asset	2011		2012	
Cash	21,887	25.3%	23,531	23.3%
ST investment	727	0.8%	1,340	1.3%
Trade receivable	7,037	8.1%	8,065	8.0%
Inventories	1,087	1.3%	1,427	1.4%
Others	2,440	2.8%	3,741	3.7%
Current Asset	33,178	38.3%	38,103	37.7%
License for Telecom	-	0.0%	14,577	14.4%
Network and PPE	44,121	50.9%	40,297	39.9%
Goodwill	35	0.0%	35	0.0%
Intangible asset	2,275	2.6%	2,033	2.0%
Defer tax asset	6,422	7.4%	5,314	5.3%
Others	642	0.7%	609	0.6%
Total Assets	86,672	100.0%	100,968	100.0%
Trade account payable	3,520	4.1%	7,341	7.3%
CP of LT loans	5,469	6.3%	8,462	8.4%
Accrued R/S expense	4,593	5.3%	4,855	4.8%
Others	16,152	18.6%	15,630	15.5%
Current Liabilities	29,734	34.3%	36,288	35.9%
Total interest-bearing debt	22,415	25.9%	20,915	20.7%
Total Liabilities	47,209	54.5%	57,426	56.9%
Unappropriated Retained earning	13,246	15.3%	17,344	17.2%
Total Equity	39,464	45.5%	43,542	43.1%

Cash flow



Cash flow - FY12

Bt. million

Source of Fund		Use of Fund	
Operating CF before change in working capital	62,570	Dividend payment	30,241
Proceeds of long-term borrowings	3,999	Income tax paid	11,110
Interest received	746	CAPEX & Fixed assets	9,598
Sale of property and equipment	28	Payment of licence fee for telecommunication	7,321
		Debt repayment	5,486
		Cash increased	1,472
		Finance cost and finance lease paid	1,173
		Net change in current/long investments	613
		Changes in working capital	328
Total	67,343	Total	67,343

Key financial ratio



Key Financial Ratio	2011	2012
Debt Ratio	0.54	0.57
Net debt to equity	0.01	Net cash
Net debt to EBITDA	0.01	Net cash
Total liabilities to equity	1.2	1.3
Current Ratio	1.12	1.05
Interest Coverage	23.9	43.5
DSCR	5.6	4.5
ROE	66%	84%