

## Factsheet

### Company Overview

Total Access Communication Public Company Limited (dtac) is the leading mobile operator in Thailand providing mobile telecommunication services with 4G/3G/2G technologies, digital content and corporate solutions. At end of Q2-2017, dtac has estimated revenue market share of 25% and subscriber market share of 25% or 23.6 million subscribers. Of these subscriptions, 23% are postpaid, while the remaining are prepaid subscribers. dtac was established in 1989 and listed on the Stock Exchange of Thailand in 2007.

dtac are providing services on three spectrum bands, including 2.1GHz, 1800MHz and 850MHz. On 2.1GHz dtac, through a subsidiary called dtac Trinet (DTN), obtained the spectrum license from the National Broadcasting and Telecommunications Commission (NBTC). The 2.1GHz spectrum license will expire in 2027. On 1800MHz and 850MHz, dtac entered into a concession agreement with CAT Telecom Public Company Limited (CAT). dtac's concessions will expire in 2018.

**Vision:** Empower Societies

**Goal:** To be the no. 1 digital brand in Thailand in the year 2020

**Strategy:** - Loved by Customers

- Engaging Digital Products and Channels
- Winning Team
- Most Efficient Operator

### Investment Highlights

- Leading mobile operator in Thailand
- Strong spectrum portfolio with full range of 4G/3G/2G mobile services
- Well position to capture growth in data service
- Healthy and flexible financial position for future opportunity

### Products & Services

Postpaid Consumers	<ul style="list-style-type: none"> <li>• Mobile communication: mobile Internet, voice, Wifi, International roaming, IDD</li> <li>• Online services: cloud computing, music, mobile financial service, digital content</li> <li>• Smartphones and devices</li> </ul>
Prepaid Consumers	<ul style="list-style-type: none"> <li>• Mobile communication: mobile Internet, voice, Wifi, International roaming, IDD</li> <li>• Online services: Cloud computing, Music, mobile financial service, digital content</li> <li>• Smartphones and devices</li> </ul>
Corporate Customers	<ul style="list-style-type: none"> <li>• Mobile communication: mobile Internet, voice, Wifi, International roaming, IDD</li> <li>• Online services: Mobile marketing, Corporate Internet gateway, Vehicle &amp; Asset Tracking, E1/VoIP, M2M Management, Device Security &amp; Management</li> <li>• Smartphones and devices</li> </ul>

### Company's Spectrum portfolio

	License	Concession
4G	2100MHz (Bandwidth of 2x5MHz)	1800MHz (Bandwidth of 2x15MHz)
3G	2100MHz (Bandwidth of 2x10MHz)	850MHz (Bandwidth of 2x10MHz)
2G	-	1800MHz (Bandwidth of 2x10MHz)

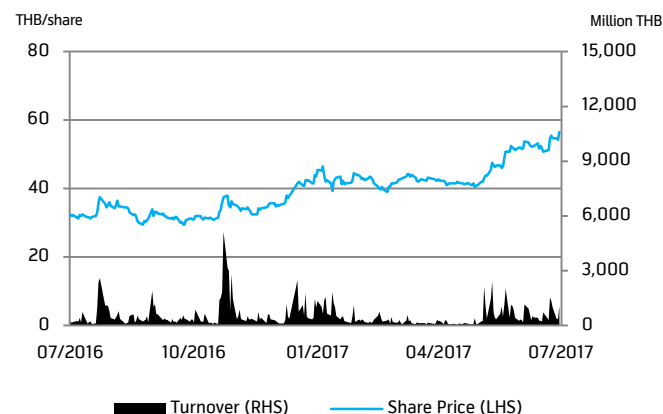
\*\*4G-1800MHz use 20MHz bandwidth in Bangkok and major cities.

### Stock Information

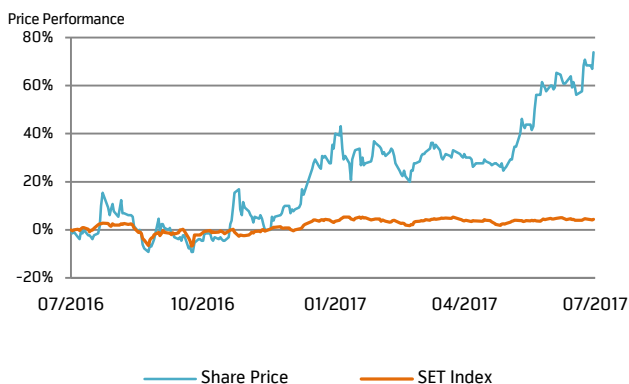
(As at 19 July 2017)

Ticker	DTAC:TB (Bloomberg) DTAC:BK (Reuter)
Share price (THB/share)	56.50
52 weeks price range	High 56.75 THB/ Low 28 THB
52 weeks average trading volume	Approx. 14.3 million shares/day
52 weeks average turnover	Approx. THB 560 million/day
Market capitalization	Approx. THB 134 billion
Free float	29%
Company Credit rating	AA+ / negative (TRIS)
Listing	Stock Exchange of Thailand (SET)
No. of issued share	2,367,811,000
Auditor	EY Office Limited

### dtac Share Price and Turnover (20 July 2016 - 19 July 2017)



### Price Performance: dtac vs SET index (20 July 2016 - 19 July 2017)



## Factsheet

### Top Shareholders

(As at 17 February 2017)

No	Name	%ownership
1	Telenor Asia Pte Ltd	42.62
2	Thai Telco Holding	22.43
3	TOT Public Company Limited	5.58
4	Thai NVDR	5.22
5	Bualuang Long-Term Equity Fund	1.85
6	Social Security Office	1.80
7	Bualuang Top-Ten Fund	0.82
8	BTS Group Holdings Public Company Limited	0.69
9	CHASE NOMINEES LIMITED	0.50
10	Bualuang Flexible RMF	0.50

### Board of Directors

(As at 19 July 2017)

No	Name	Position
1	Mr. Boonchai Bencharongkul	Chairman
2	Mr. Petter-Børre Furberg	Vice Chairman
3	Mr. Lars-Åke Norling	Director, CEO
4	Ms. Kamonwan Wipulakorn	Independent Director Chairman of Audit Committee
5	Mr. Chulchit Bunyaketu	Independent Director Audit Committee
6	Mr. Stephen Woodruff Fordham	Independent Director Audit Committee
7	Mr. Chananyarak Phetcharat	Independent Director
8	Mr. Håkon Bruaset Kjøl	Director
9	Mr. Morten Løeken Edvardsen	Director
10	Ms. Tanwadee Wongterarit	Director
11	Ms. Tone Ripel	Director
12	Mr. Tore Johnsen	Director

### Executives

(As at 19 July 2017)

Name	Position
Mr. Lars-Åke Norling	Chief Executive Officer
Mr. Sverre Pedersen	Chief Financial Officer
Mr. Sitthichoke Nopchinabutr	Chief Marketing Officer
Mr. Prathet Tankuranun	Chief Technology Officer
Mr. Panya Vechbanyongratana	Chief Sales Officer
Mr. Andrew Kvalseth	Chief Digital Officer
Mr. Paradai Theerathada	Chief Corporate Affairs Officer
Ms. Nardrreee Arj-Harnwongse	Chief People Officer

### Operational Highlights

	2014	2015	2016
Total subscriber (million)	28.0	25.3	24.5
% DTN subscribers	72%	90%	95%
% Postpaid subscribers	14%	17%	21%
Smart device penetration (%)	48%	61%	68%
Blended ARPU (THB/month/sub)	202	204	216
Postpaid ARPU (THB/month/sub)	586	530	519
Prepaid ARPU (THB/month/sub)	147	149	151

ARPU is excluding interconnection charge (IC)

### Disclaimer

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.

### Financial Highlights

	2014	2015	2016
Service revenue ex IC (THB million)	68,294	66,222	64,693
- Data	27,810	30,746	35,744
- Voice	35,259	29,252	22,953
- Others	5,225	6,223	5,997
Total revenue (THB million)	90,493	87,753	82,478
EBITDA (THB million)	30,900	27,941	27,915
EBITDA margin (%)	34.1%	31.8%	33.8%
Net profit (THB million)	10,729	5,893	2,086
Earnings per share (THB/share)	4.53	2.49	0.88
Dividend per share (THB/share)	6.91	2.93	0.42
Net debt to EBITDA (x)	0.9x	1.4x	1.1x
Total assets (THB million)	106,426	111,044	115,369
Total liabilities (THB million)	73,828	83,821	88,224
Total shareholders' equity (THB million)	32,598	27,224	27,145

### Long-term debt repayment schedule

(As at 30 June 2017)

(THB million)	Loan	Debenture
In 2018	-	2,000
In 2019	10,875	1,500
In 2020	10,875	4,000
In 2021-2027	1,750	18,000

### Guidance 2017

- Service revenues excluding IC: same level as the previous year.
- EBITDA: at least same level as the previous year.
- CAPEX: THB 17-20 billion.

### Dividend Policy

"To pay out dividend not less than 50% of the Company's net profits, depending on financial position and future business plans. The Company aims to pay dividend semi-annually"

### Contact Us

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