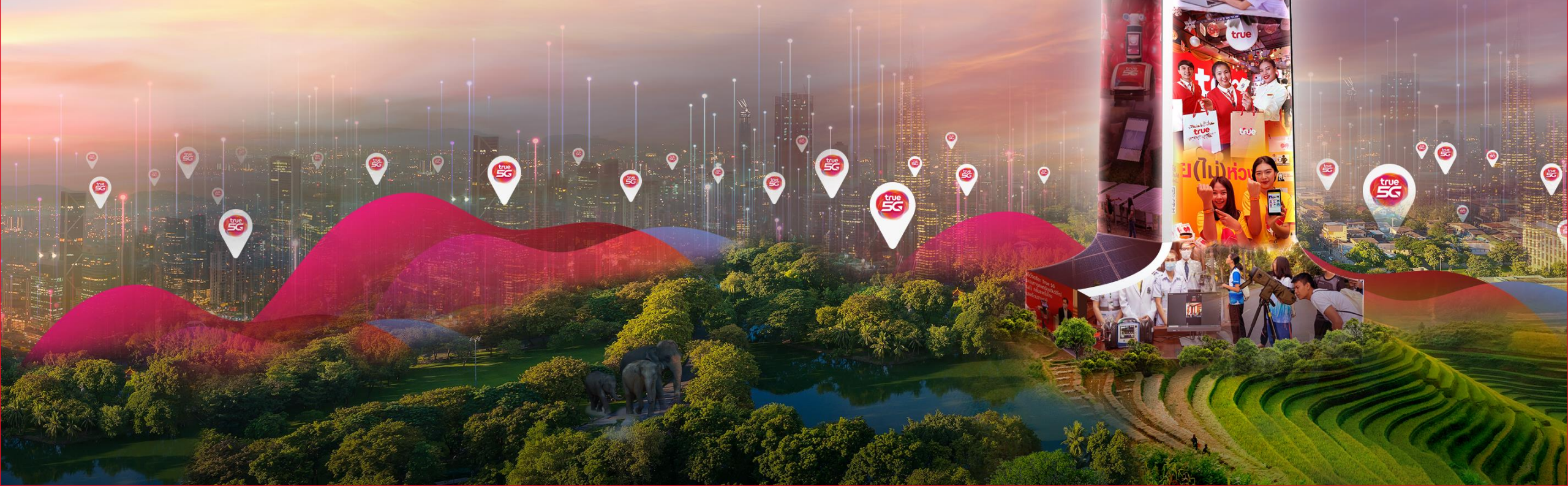


TRUE CORPORATION

true

Member of
Dow Jones
Sustainability Indices

Powered by the S&P Global CSA





18.00%



49.99%

Other
shareholders

32.01%



- Leading with extensive 5G coverage nationwide (more than 99% coverage in BMA & EEC) and 4.5 mn 5G users
- Thailand's #2 mobile operator
- Networks cover 98% of the Thai population across all 77 provinces
- 33.6 mn subscribers



- Thailand's #1 broadband operator by revenue and subscriber base
- Leading the market through device innovation, 2Gbps and smart bundled propositions
- 4.9 mn broadband subscribers



- Thailand's #1 nationwide pay TV provider
- Enhanced HD broadcasting system with MPEG-4
- Growth opportunities from content monetization and OTT pack, TrueVisions NOW, and innovative hybrid box
- 3.3 mn customer base



- Comprehensive portfolio of digital services and solutions
- Key businesses include:
 - Digital Media Platform TrueID, TrueID TV
 - Privilege, TrueYou, O2O platform
 - Online Station
 - Internet of Things (IoT) and Digital Solutions
 - Integrated Digital Health
 - Data Analytics
 - Cybersecurity
 - True Digital Academy

CORPORATE EXCELLENCE

No.1 DJSI's Highest Score in the Telecommunication Industry for the 4th Consecutive Year and DJSI Member for the 5th Consecutive Year



The European Award for Best Practices 2020 – Gold Class



True 5G Receives "SUPERBRANDS" 2021



Excellent Corporate Governance Scoring in 2021



Listed in the Corporate Governance Report of Thai Listed Companies, published by the Thai Institute of Directors for the 5th consecutive years

NETWORK QUALITY

No.1 Mobile Network Performance 2021 by nPerf



- TrueMove H has received the award for the sixth consecutive year

5G Global Leaders in 5G Availability and 5G Games Experience



- True 5G wins 5G global leader awards from Opensignal

No.1 Broadband & Fiber Performance by nPerf



- Two awards on fixed line internet connection tests in 2021

Brand of the Year 2020 - 2021



- For Broadband Thailand from the WORLD BRANDING AWARDS of the United Kingdom for the past four years

HR MANAGEMENT

Top Employer Thailand 2021 Award



- Top Employer Thailand 2021 Award from Top Employers Institute, the Netherlands for the 3rd Consecutive Year

Best Companies to Work For in Asia 2021



- Best Companies to Work For in Asia 2021 Award from HR Asia, Malaysia

HR Excellence 2021



- HR Excellence Awards 2021 Up to 9 Categories from Human Resources Online, Singapore

Best Employer brand on LinkedIn



- True Group receives "Best Employer brand on LinkedIn" in talent awards category from LinkedIn.com

INNOVATION

The National Innovation Awards 2021 for Innovative Organization Category



SUSTAINABILITY

Country | Society | Company

Economic



Total Revenue
143,655 MB



EBITDA
57,761 MB



Dividend
2,334 MB



HEART

Living Right

Good Governance

- Corporate governance
- Human rights & labor practices
- Cyber security & data protection



HEALTH

Living Well

Quality of Life

- Quality network for all
- Innovation for better lives
- Employee health, safety & well-being



HOME

Living Together

Environment for sustainable future

- Greenhouse gas reduction
- Solar cells utilization
- Paperless society

Awards & Recognitions

Dow Jones Sustainability World Index

DJSI No. 1 leader with **highest score in the telecommunication industry** for the fourth consecutive years and the highest score in all industries in 2021

: **highest Environmental, Social & Governance (ESG) scores**



Rising star SET sustainability awards 2021



Thailand SET Sustainability award 2021



CDP Climate Change Disclosure Award 2021



Best Companies To Work For In Asia 2021



The Excellent Award in the Low Carbon and Sustainability Business Index (LCSI) 2021



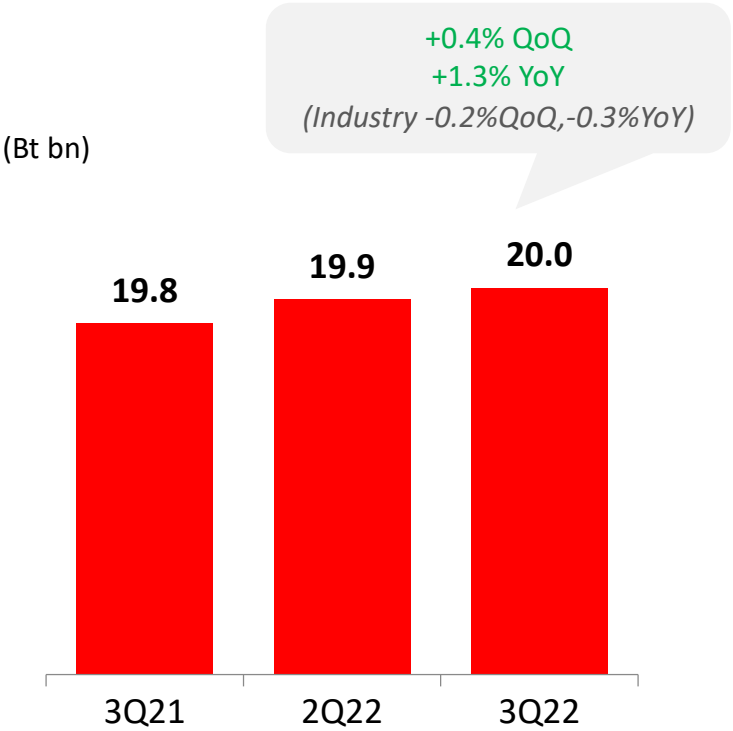
The highest award category received from the Thaipat Institute for the third consecutive years

Key Development by Business

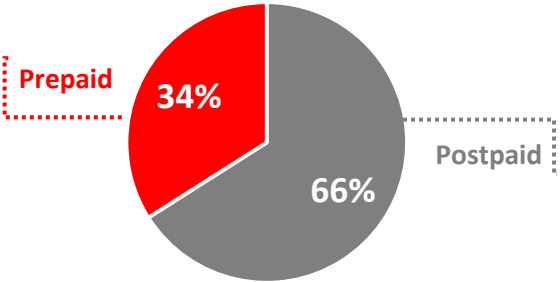
TrueMove H: Revenue boosted by subscriber growth

➤ TrueMove H's acquisition remained strong, led by 5G, driving revenue despite ARPU contraction.

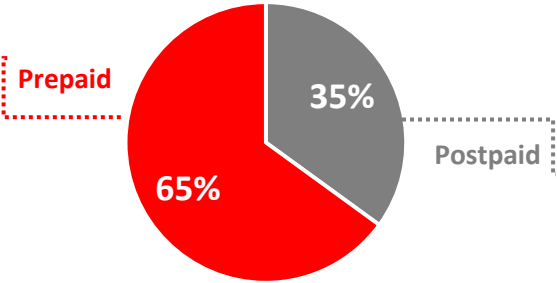
TrueMove H's service revenue



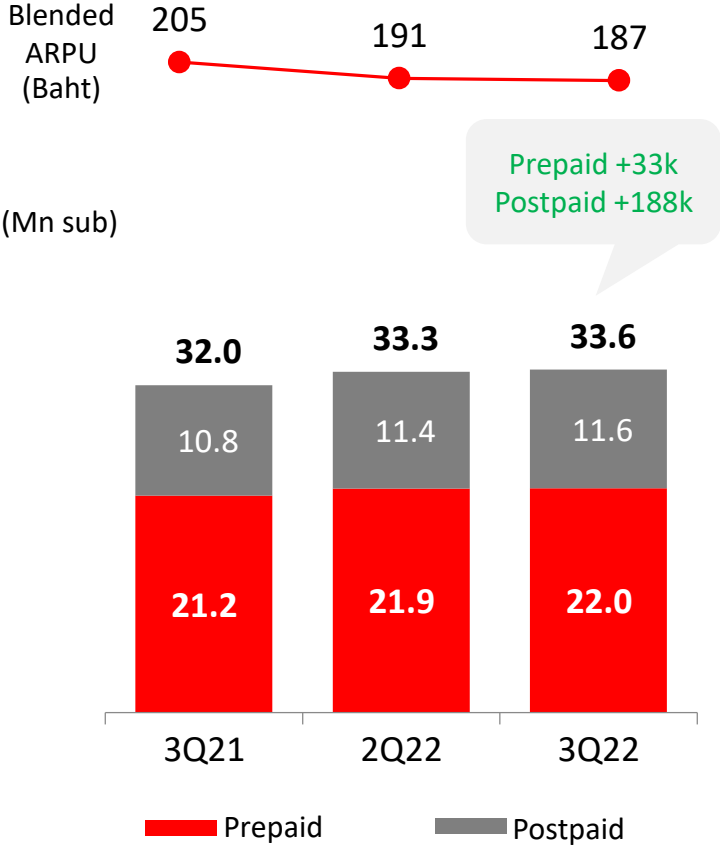
Revenue mix



Subscriber mix



TrueMove H's Subscriber & ARPU



Remark: Industry refers to combined reported revenue of other industry's players

Growing 5G sub, growing 5G ecosystem



Better, faster, stronger, more complete



5G USERS
4.5 mn



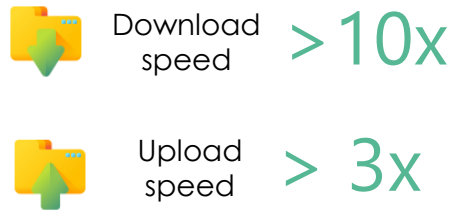
- 5G Acquisition

- All ranges of 5G compatible devices at affordable prices
- eSport and game campaign



- Enhancing quality of service and network

True 5G's Efficiency VS 4G's



Comprehensive spectrum portfolio

- Low-band: 700, 850* and 900 MHz
- Mid-band: 1800, 2100 and 2600 MHz
- High-band: 26 GHz

*850 MHz under NT agreement



Synergy and online channels



Privileges



- **Monetizing & Adding value** through service bundled and 5G ecosystem expansion to serve all needs



Young Master



eSport & Games

Uplifting the experience especially for esport lovers & gamers



Thailand Master



True 5G Innovative Cloud AR

Immersive experience with 13 AR games in package

True x Zepeto



Strategic partnership with the leading metaverse platform to leverage successful use cases

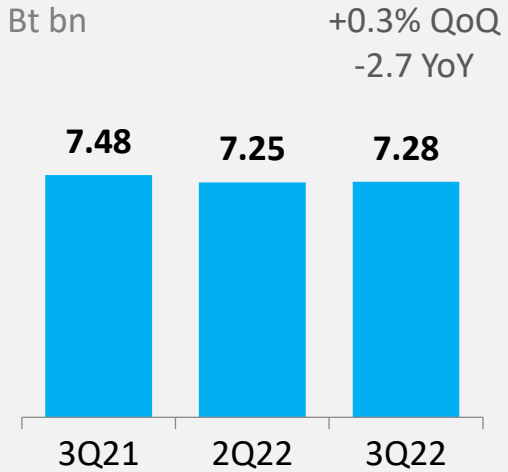


True 5G Xclusive content package

Over 200+ exclusive VR 360° content from True and global partners

TrueOnline: Differentiating via content & smart products

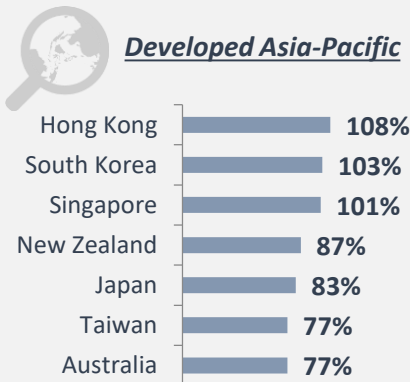
Broadband Revenue



Broadband Subscriber



Broadband Penetration



Thailand



Source: 2022 from Analysys Mason

Ultimate online experiences for All

Customer-centric packages to drive ARPU

Speed
true GIGATEX PRO WiFi 6E

Home Tech
Smart Home devices

Service
24 ชั่วโมง

Content
true visions NOW PREMIUM, CNN, Discovery, Premier League, true TV UNLOCK, true ID+, true ID+, true IDTV

Upselling from On-top packages

True Gigatex Mesh Pro WiFi

อุปกรณ์เสริมกระจายสัญญาณ WiFi เน็ตแรงทั่วบ้าน

- ไม่ต้องเดินสาย LAN
- ขยาย WiFi ครอบคลุม
- หมดปัญหาสัญญาณรบกวน

เพียง **100 บาท** / เดือน / ชุด

กล้อง CCTV พร้อมบริการเสริม CCTV Cloud

ช่วยให้คุณเฝ้าความปลอดถัยของบ้านตลอด 24 ชั่วโมง

ดูฟรีด้วยบริการ CCTV Cloud

พร้อมฟังก์ชันการแจ้งเตือนที่รวดเร็วทุกนาที สูงสุดถึง 7 วัน

ดูฟรีด้วยบริการ CCTV Cloud

เพียง **99 บาท** (ค่าบริการ 18 เดือน)

True Digital Group: Enabling Digital Lifestyle for users

TrueID - Digital Media Platform

TrueID Revenue

▲ 74%
YoY Growth

▲ 25%
QoQ Growth

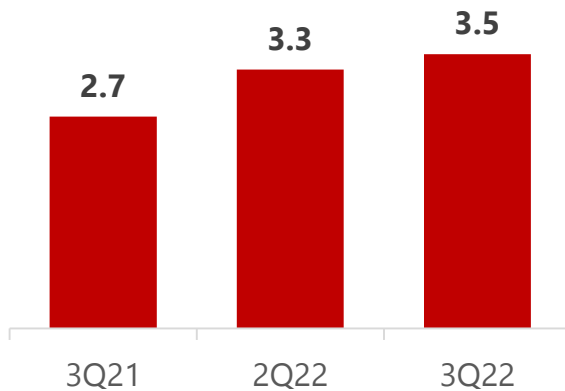
Monthly Active Users

36 M

▲ 47% YoY
▲ 13% QoQ

TrueID TV Boxes

Unit: Million

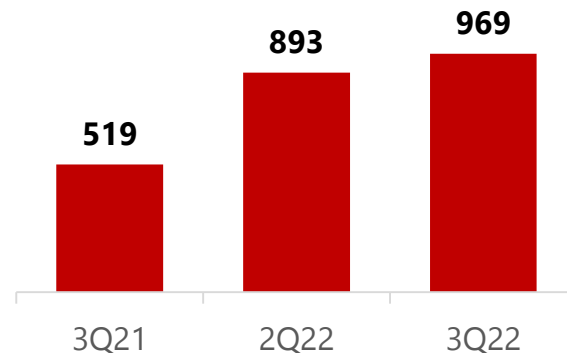


3.5 M ▲ 30% YoY
▲ 6% QoQ

Content Sales Transactions

Unit: '000

Average Monthly Content Views : 445 M



969 K ▲ 87% YoY
▲ 9% QoQ

Highlights

Strengthen Sport Content
e.g. Big match EPL, Red War



Extend library with exclusive series and original contents



High Traffic from True Unlock campaign

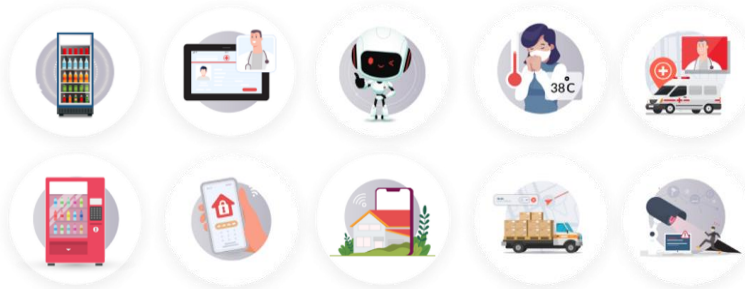
Favorite EPL team & Entertainment content as additional benefits



True Digital Group: Enhancing business sectors through Comprehensive Digital Solutions

Digital Solutions Offerings

Revenue  **85%**
YoY Growth



Continue to scale our products to a variety of industries

Agriculture, Home & living, Real estate, Retails, Logistics and Industrial.

Smart Agriculture



Transform Agriculture Industry with True Farm

- True Grow and True Drone for crop
- True Pig, True Cow, and True Chicken for livestock
- True Shrimp for fishery
- DataVisor - an intelligent AI and analytics platform to uplift real-time farm management

Investment in Seekster



Build ecosystem for integrated home system

- Uplift TrueLivingTECH with "Home Services" with a new standard of new digital lifestyle
- Create new opportunity to generate additional revenue for maid and technician services

True Digital Group: Elevating the experience through Integrated Digital Health

Smart EMS



True Health and Siriraj hospital co-developed Siriraj EMS (Emergency Medicine Service), to enhance the efficiency of emergency care

MOU for health innovation development



True Digital Group and PTT Public Company Limited signed an MOU on the cooperation to develop technologies and digital health innovation

Telehealth service for Covid-19 patients

ผู้ป่วยสิทธิบัตรทอง สปสช.
ผู้ป่วยโควิด-19 กลุ่มอาการสีเขียว เฉพาะกตม. และปรับคนทลที่รับการรักษา แบบผู้ป่วยนอกและแยกกักตัวที่บ้าน สามารถพบแพทย์ออนไลน์ผ่านแอปฯ หมอดี
กรอกแบบฟอร์มลงทะเบียน เพื่อตรวจสอบ สิทธิบัตรทองตามเงื่อนไขที่ สปสช. กำหนด

สปสช.
โรคทั่วไป

สแกน เพื่อกรอกแบบฟอร์ม และตรวจสอบสิทธิตามเงื่อนไขของ สปสช.

Partnered with National Health Security Office (NHSO) to facilitate remote treatment to the green group of Covid-19

Award for telemedicine platform



Received "Telemedicine Platform Initiative of the Year" from "Healthcare Asia Medtech Awards 2022" in Singapore

Cyber Security: Building up end-to-end services

Key Services

1. Security Operation Center (SOC) Services

Security surveillance services against cyber threats/ cyber attacks



2. Managed Security Services

Expert services to manage and operate security operation systems

- | | |
|--|--|
| <ul style="list-style-type: none"> 1. Web Application Firewall 2. Endpoint Detection and Response 3. Privileged Access Management | <ul style="list-style-type: none"> 4. Static Source Code Scan 5. Service Vulnerability Management 6. Secure Access Service Edge |
|--|--|

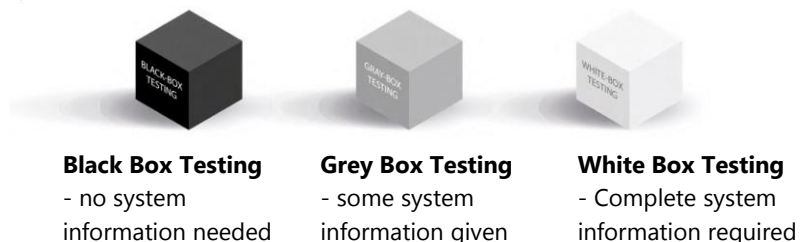
3. PDPA Consulting Services

Consultancy services for Personal Data Protection Act (PDPA)

- One Stop Service for PDPA by Professional Consulting Team
- Clear working planning and process comply to PDPA
- Avoid and reduce risk for penalty of illegitimate PDPA

4. Penetration Testing Services

Risk Assessment services through Cyber Attack Simulation



Awarded ISO/IEC 27001:2013 certification



Issued by Bureau Veritas Certification (Thailand) Limited on 17 May 2022 in order to overcome the leading position of cyber security in Thailand with international standard and technology.

True Virtual World: a cloud-based solutions platform



- True Virtual World is a web-based and mobile application platform that supports work from home arrangements, e-learning, entertainments and knowledge sharing
- Key functions include True VROOM (VDO conference platform), Vworktools, VLearn, VEntertainment and VCommerce, VShare and VHealth

Work at Home



- Platform for all enterprises and individual



True VROOM

Learn at Home



- Platform for academic institutions, teachers and students



True Virtual World platform

Live at Home



- Virtual entertainment and commerce platform integrated with exclusive content & privileges



Health & Share



- Technology and knowledge sharing extending to healthcare industry



Strategic Focus and Outlook

True Group's key strategic focus

E2E quality network and services

- 5G, NB-IoT, Cloud, FTTx
- Proactive sales, maintenance and after-sales services
- Online self service
- Data Analytics



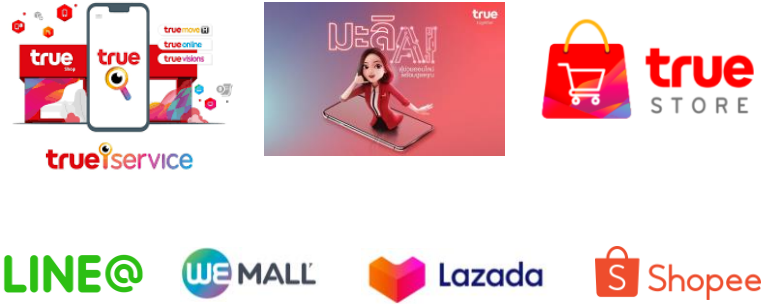
Comprehensive ecosystem & synergy

- C.P. Group
- Sales channel
- True Smart Merchant
- Privileges



Online channel & commerce

- True iService, Mari AI, True Store, Web



True Digital Group

- Digital Media & Content
- IoT & Digital Solutions
- True Living TECH
- True Health



Content as a differentiator

- TrueID
- TrueVisions
- International & local content partners

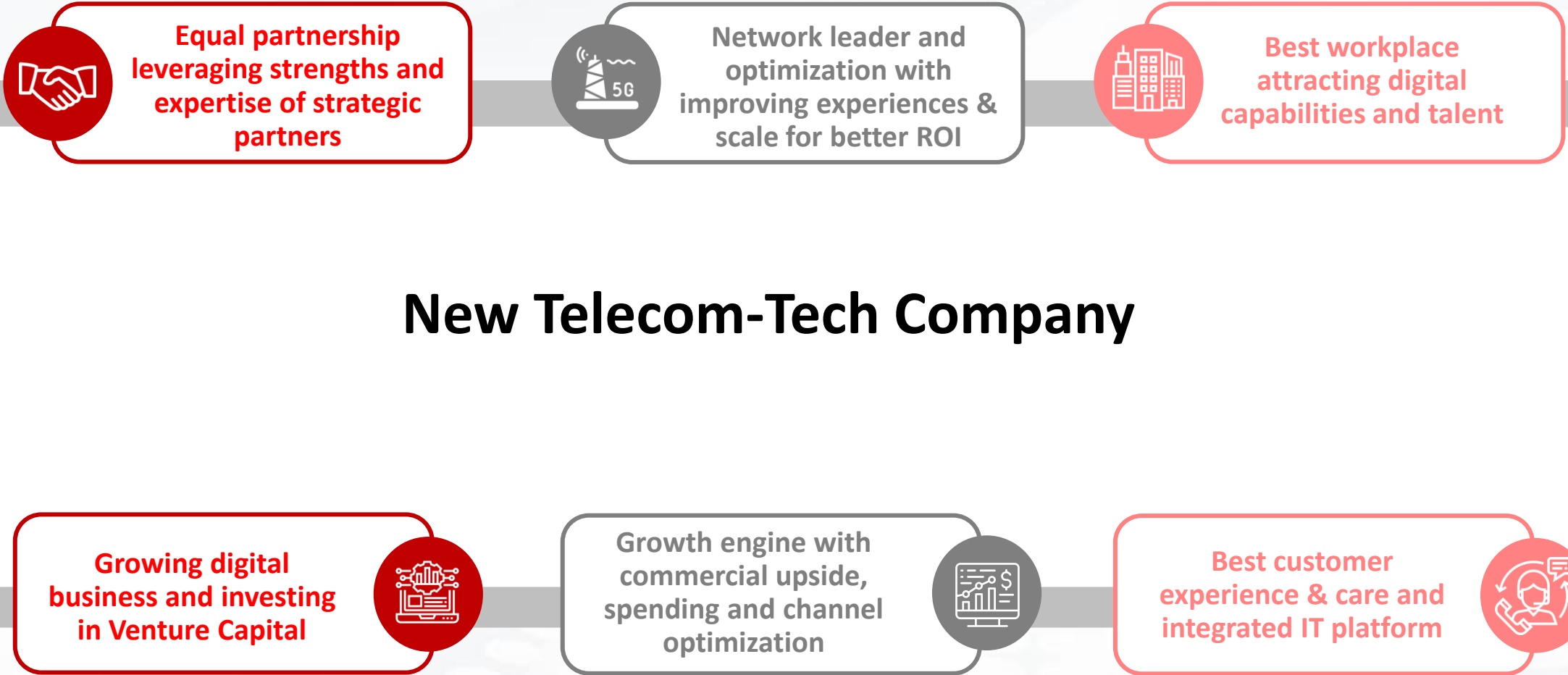


Cost & Productivity

- Network optimization & consolidation
- Renewable energy
- Resource allocation & productivity
- Quality sales & marketing spending
- Office space & asset consolidation
- Digitalization to improve productivity, process & responsiveness while reducing costs



Transformation to a new Thai Telecom-Tech Company



true

Thank You

Member of
Dow Jones
Sustainability Indices

Powered by the S&P Global CSA

