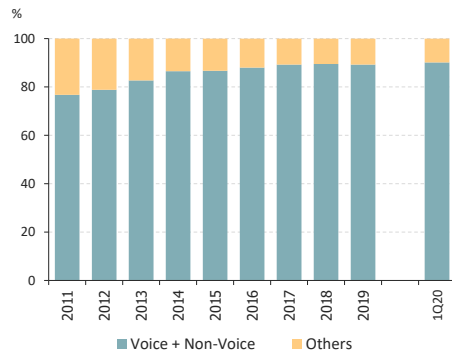


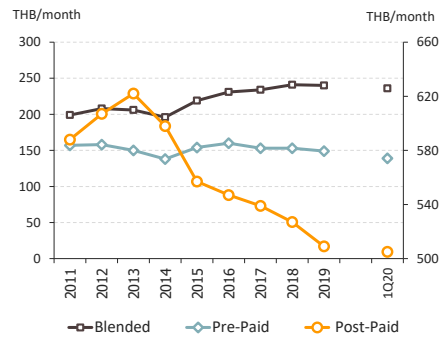
Type of Revenues by Segment

Mobile Revenue

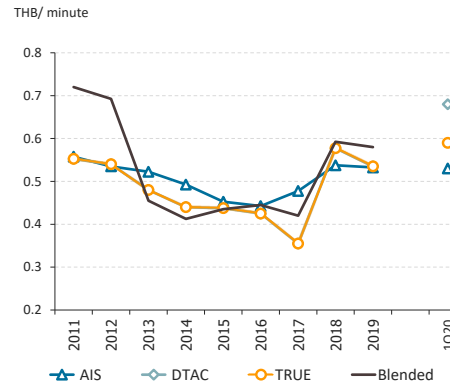


Source: NBTC

Average Revenue per User (ARPU)

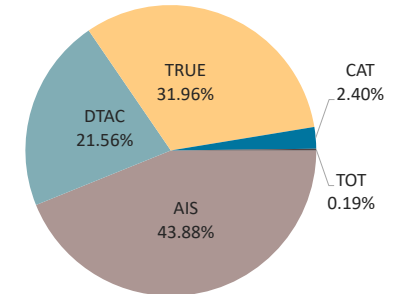


Revenue per Minute (RPM)



Market Share of Mobile Operators

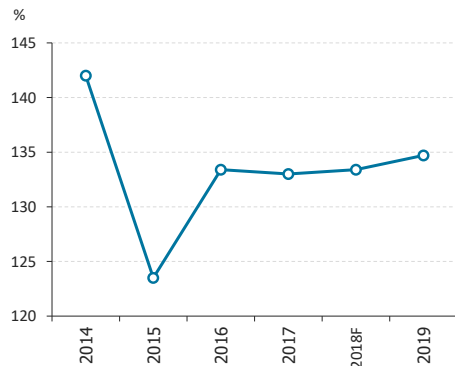
Q419



Source: NBTC

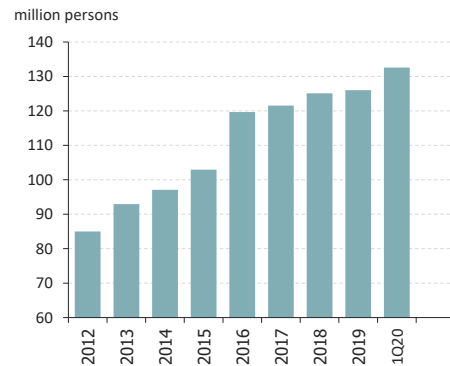
Mobile Usage

Penetration rate

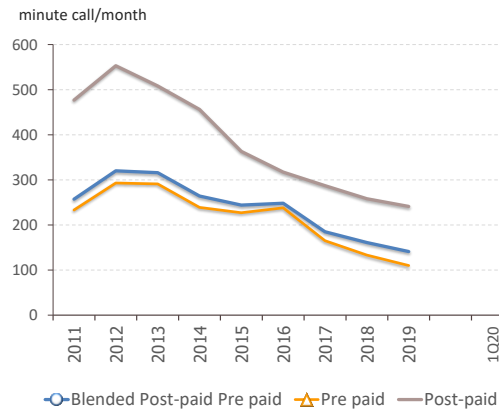


Source: EIU and NBTC

Subscribers



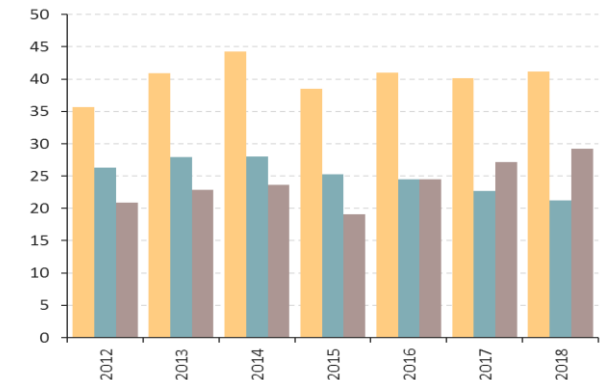
Minute of use (MOU)



Number of Subscribers

million persons

■ AIS ■ DTAC ■ TrueMove



Source: Operators

Revenue by Service Type

<u>Segment (THB, m)</u>				<u>Growth (% YoY)</u>			<u>ARPU: Average revenue per user (THB/month)</u>				<u>RPM: Revenue per minute (THB/minute)</u>			
Voice & Non-voice		Others	Total	Voice & Non-voice	Others	Total	Blended		Post-paid	Pre paid	Blended	AIS	DTAC	TrueMove
2019	209,922	14,768	224,690	9.6	6.7	9.3	2014	196	598	138	0.41	0.49	0.44	0.30
1Q19	215,710	16,185	231,895	5.7	-36.5	1.3	2015	219	557	154	0.44	0.45	0.44	0.42
2Q19	228,602	16,507	245,109	2.8	9.6	3.2	2016	231	547	160	0.45	0.44	0.43	0.46
3Q19	245,701	15,588	261,289	6.0	2.0	5.7	2017	234	539	153	0.42	0.48	0.36	0.42
4Q19	251,940	17,330	269,270	7.5	-5.6	6.6	2018	241	527	153	0.59	0.54	0.58	0.67
							2019	240	509	149	0.58	0.53	0.54	0.68
							1Q20	236	505	139	0.54	0.53	0.68	0.58
							% YoY	-1.7	-0.8	-6.7	-6.9	-0.5	27.1	-14.7

Source: Operators

Minute of Use (MOU)

	(minutes per month)		
	Blended	Post-paid	Pre paid
2011	257	477	233
2012	320	553	293
2013	316	508	291
2014	264	456	239
2015	244	363	227
2016	248	317	238
2017	185	287	165
2018	161	258	133
2019	141	241	110
1Q20	117	207	85

Source: NBTC

Number of Top 3 Operator's Subscribers

	(million)			Penetration rate (%)	
	AIS	DTAC	TrueMove	Total	Penetration rate
2014	44.3	28.0	23.6	95.9	142.0
2015	38.5	25.3	19.1	82.8	123.5
2016	41.0	24.5	24.5	90.0	133.4
2017	40.1	22.7	27.2	90.0	133.0
2018	41.2	21.2	29.2	91.6	134.7
1Q19	41.5	20.7	29.6	91.8	134.7
2Q19	41.5	20.6	29.8	91.9	134.7
3Q19	41.6	20.4	30.1	92.0	0.0
4Q19	42.0	20.6	30.2	92.9	134.7

Source: Companies data and NSO