AIS INVESTOR PRESENTATION

SINGTEL INVESTOR DAY 2026

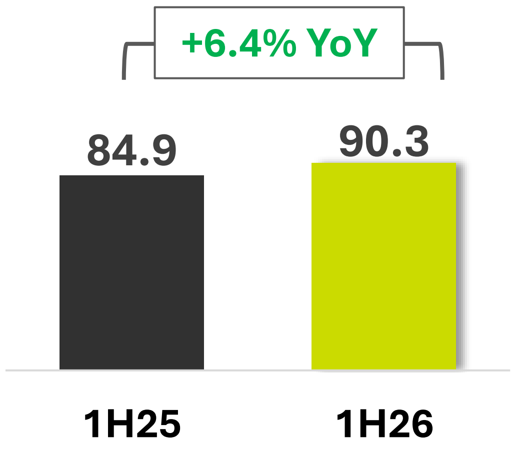
Advanced Info Service Plc.

AIS 5G
AIS | 3BB FIBRE3
OOKLA SPEEDTEST AWARDS BEST MOBILE GAMING EXPERIENCE 2026
OOKLA SPEEDTEST AWARDS BEST 5G NETWORK 2026
OOKLA SPEEDTEST AWARDS FASTEST 5G NETWORK 2026
OOKLA SPEEDTEST AWARDS BEST MOBILE COVERAGE 2026
OOKLA SPEEDTEST AWARDS FASTEST MOBILE NETWORK 2026
OOKLA SPEEDTEST AWARDS TOP-RATED MOBILE NETWORK 2026
OOKLA SPEEDTEST AWARDS BEST MOBILE NETWORK 2026
OOKLA SPEEDTEST AWARDS BEST FIXED NETWORK 2026
OOKLA SPEEDTEST AWARDS FASTEST FIXED NETWORK 2026
OOKLA SPEEDTEST AWARDS BEST ISP VIDEO EXPERIENCE 2026
OOKLA SPEEDTEST AWARDS BEST ISP GAMING EXPERIENCE 2026
OOKLA SPEEDTEST AWARDS BEST 5G VIDEO EXPERIENCE 2026
OOKLA SPEEDTEST AWARDS BEST 5G GAMING EXPERIENCE 2026
STRENGTHENING TRUST IN THAILAND'S BEST NETWORK
Verified by OOKLA®
Based on Ookla® Speedtest Intelligence® data, 1H 2026. All rights reserved.

Strong 1H26 performance provides solid foundation amid cautious 2H outlook

Core Service Revenue

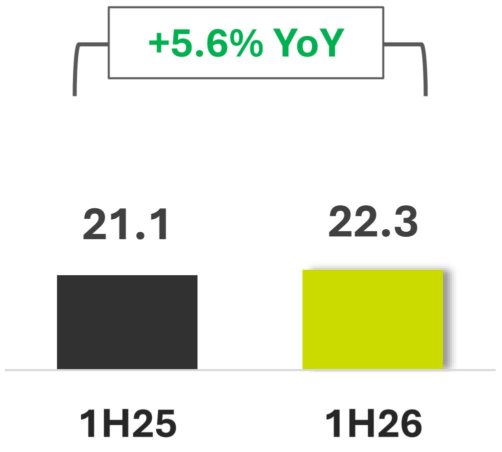
Unit :Bt bn



Guidance: +3-5% YoY

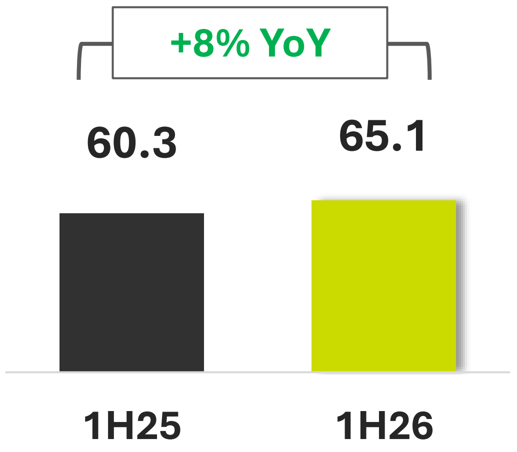
Sale Revenue

Unit :Bt bn



EBITDA

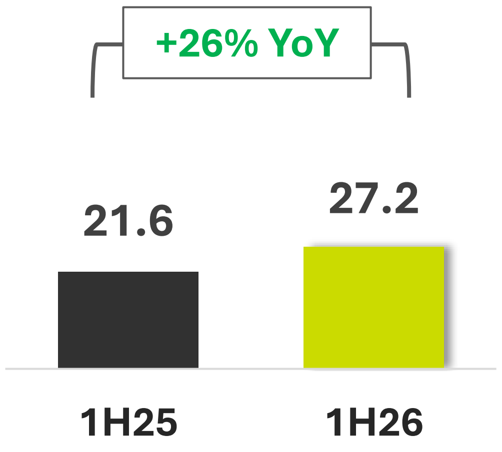
Unit :Bt bn



Guidance: +2-4% YoY

Net Profit

Unit :Bt bn



SUPPORTING FACTORS

- Improving domestic sentiment following government stimulus
- Resilient consumer connectivity demand
- Improving enterprise demand, particularly EDS and cloud

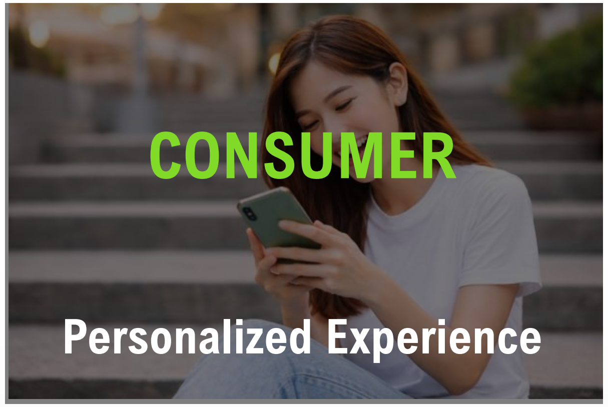
2H26 WATCHPOINTS

- Prolonged geopolitical uncertainty
- Energy-price volatility
- Cautious consumer sentiment
- Slower than expected tourism recovery

AIS2028: INTELLIGENT INFRASTRUCTURE

Deepening customer engagement & lifetime value

CUSTOMER CENTRICITY



INTELLIGENT PLATFORMS

Mobile 5G | Fiber | TV Box | Smart Devices | Add on devices | Privilege | Content

Smart-Living Platform | Entertainment Platform | Digital Finance Platform | Cloud & AI

DIGITAL INFRASTRUCTURE

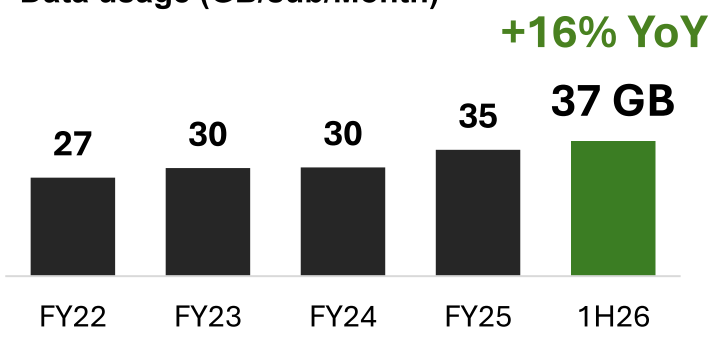
5G ADVANCED | FIBRE NATIONWIDE | GLOBAL CONNECTIVITY | DATA CENTER | SOVEREIGN CLOUD

Resilient connectivity demand continues to fuel sustainable core growth

MOBILE

Growing Data Usage 5G Adoption & Value-added Services

Data usage (GB/sub/Month)



19.7 million
5G Subscriber
42% of total subs

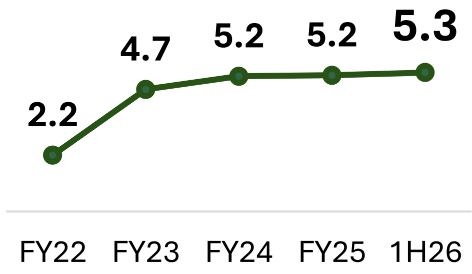
ARPU Uplift 10-15%

ARPU uplift from value-added services

BROADBAND

Expanding Penetration & Customer Value Beyond Connectivity

FBB subscriber (mn)



+104K in 1H26
62% of industry net adds

FBB Penetration 43% vs 60-70% long term potential

FBB ARPU
536 THB
+3.4% YoY

ENTERPRISE

Scaling Connectivity Cloud & Digital Solutions

Enterprise Connectivity

AIS Business Network — EDS
AIS 5G — 5G Private Network
AIS IoT — IoT Solutions
AIS Network Managed Service

Digital Solution

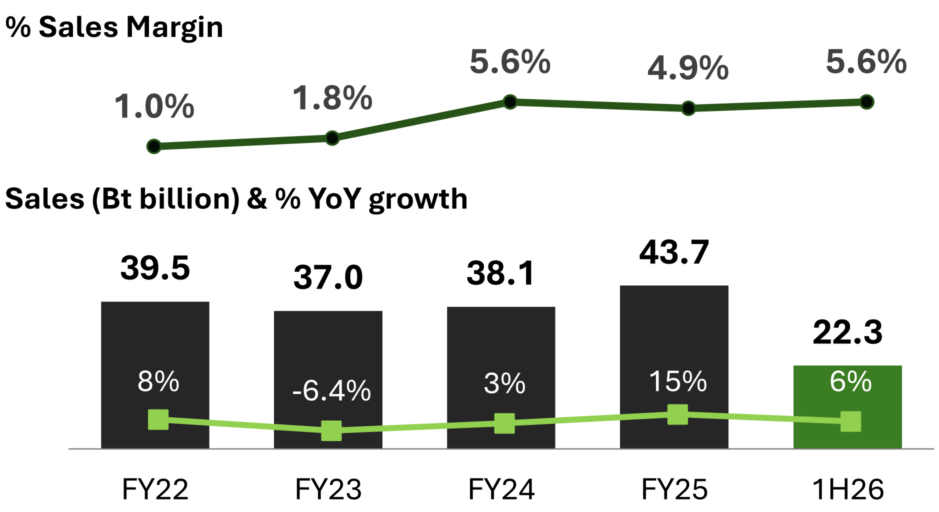
AIS Cloud, Google Cloud, aws
Cloud Solutions

AIS CPaaS, analyticX, Gemini, M365
Digital Solutions & Platforms

Leveraging AIS customer base and ecosystem to build new growth engines

RETAIL

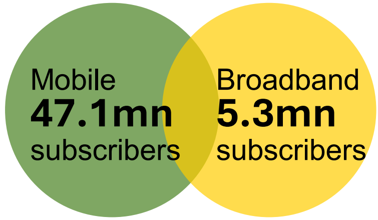
Expanding sales and margins through telco and digital lifestyle products



Extensive nationwide retail footprint

91 stores	**Own retail footprint**
1,344 stores	**Distributor stores** **AIS Telewiz & AIS Buddy**
16,751 stores	**Small retail outlets**

ENTERTAINMENT



Scaling entertainment through AIS's large connectivity customer base

Affordable Flagship Entertainment for ALL

Expanding beyond connectivity with capital-efficient strategic partnerships

DATA CENTER

GULF 40% | Singtel 35% | AIS 25%

GSA

GSA01
25.6MW
Ready

GSA02
38.1MW
Ready 1H27

GULF 70% | AIS 30%

GEDC

GEDC01
~ 100MW
Ready 2H27

CLOUD

AIS 50% | GULF 50%

Cloud Aggregator

G-AIS

G-AIS Portfolio

AIS Cloud

Azure

Google Distributed Cloud air-gapped

VIRTUAL BANK (JV)

Building new digital financial platform to deepen engagement and create future revenue streams

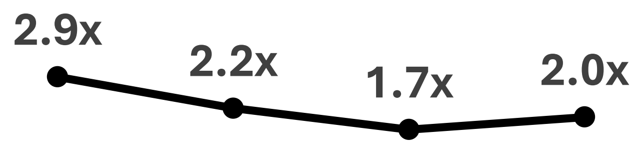
Krungthai 41% | AIS 39% | OR 20%

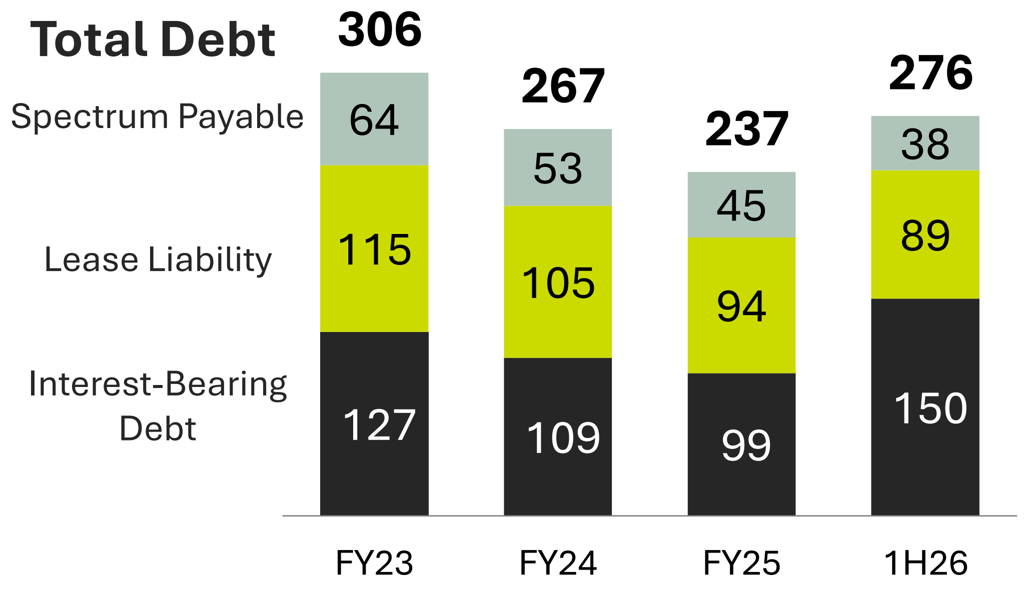
CLICX

2 Jun Account number reservation ▶ **17 Jun** Deposit ▶ **1 Aug** Lending

Strong cash generation and balance sheet strength as capacity for growth

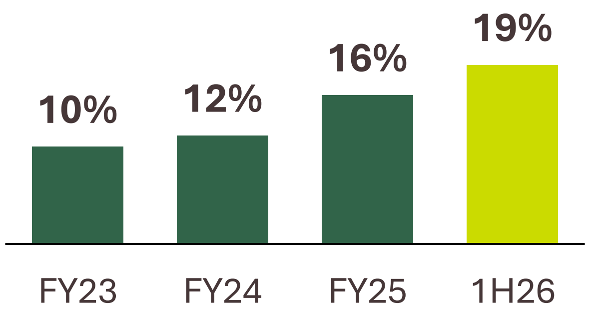
Net Debt to EBITDA Ratio (x)



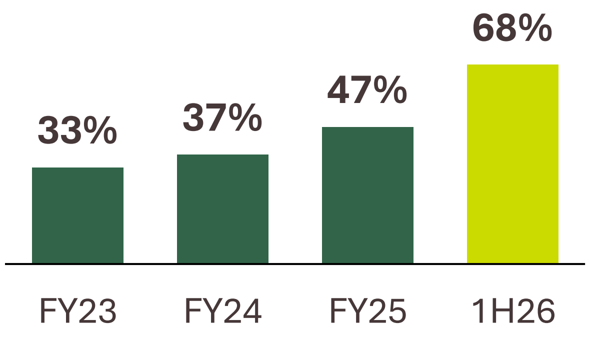


Debt Profile (bn)

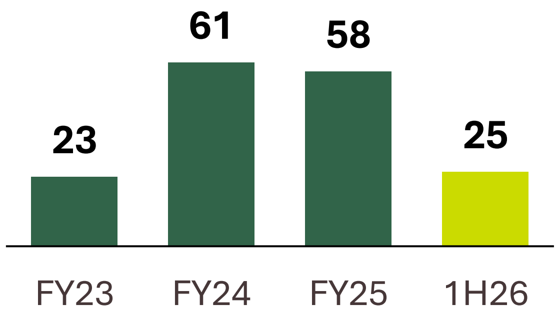
ROIC (%)



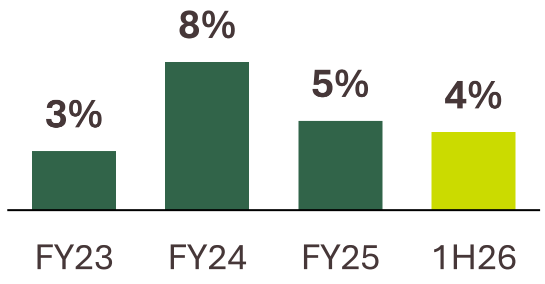
ROE (%)



Free cash flow (bn)



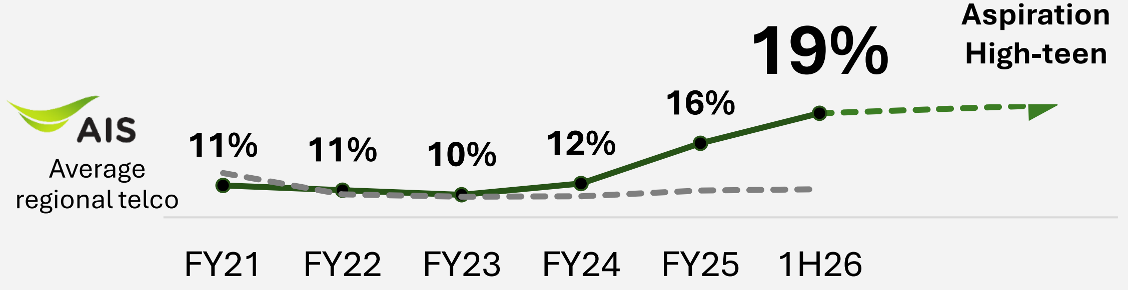
FCF Yield (%)



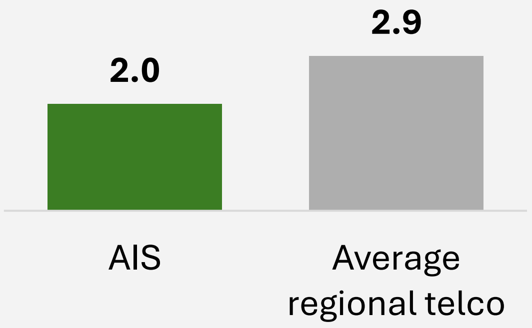
Disciplined capital allocation to drive sustainable shareholder returns

CORE BUSINESS	NEW GROWTH	BALANCE SHEET	SHAREHOLDER RETURNS
CAPEX **15% of Total Revenue**	**INVESTMENT for Growth** **8-10 bn across 3 years**	**Maintain** **Investment grade profile**	**Progressive Earning-Link Payout** **at ≥70% of NPAT**
SPECTRUM **To maintain leadership**	**Joint Ventures** GSA GEDC G-AIS CLIDX	**BBB+** S&P rating	**25 Years** Consistent dividend paid

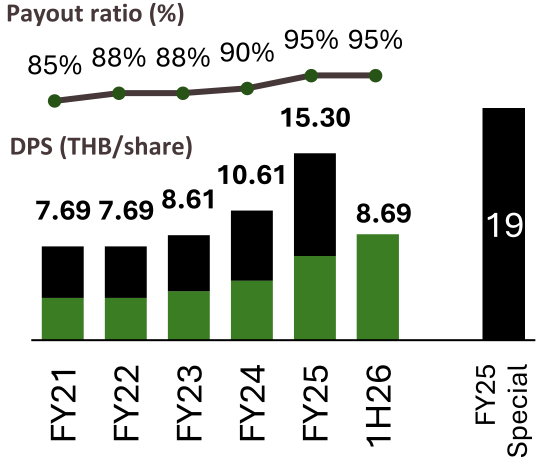
SUPERIOR %ROIC



CAPACITY & FLEXIBILITY FOR GROWTH



GROWING SUSTAINABLE RETURNS



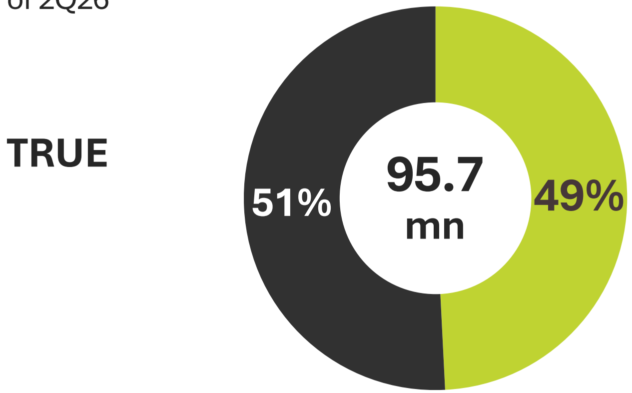
APPENDIX

AIS & INDUSTRY Background

MOBILE: Leading with quality portfolio

% Mobile subscribers market share

as of 2Q26

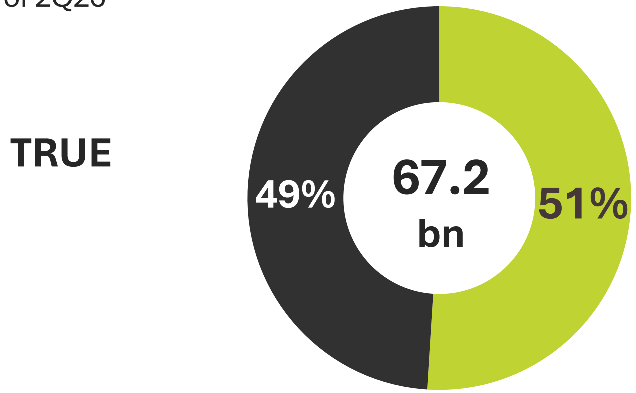


47.1 million subscribers

AIS Subscribers Mixed (Postpaid : Prepaid) : **30% : 70%**

% Mobile revenue market share

as of 2Q26

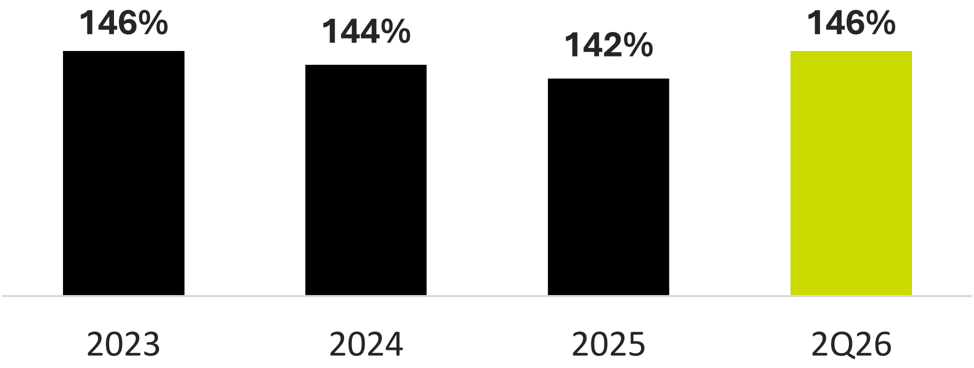


Bt 34.3 billion
in 2Q26

AIS Revenue Mixed (Postpaid : Prepaid) : **52% : 48%**

% Mobile Thailand penetration rate

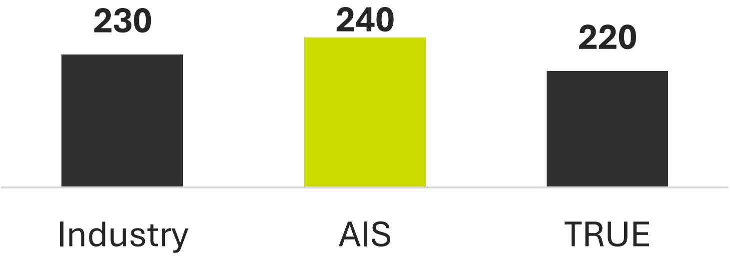
as of 2Q26



Mobile industry ARPU

as of 2Q26

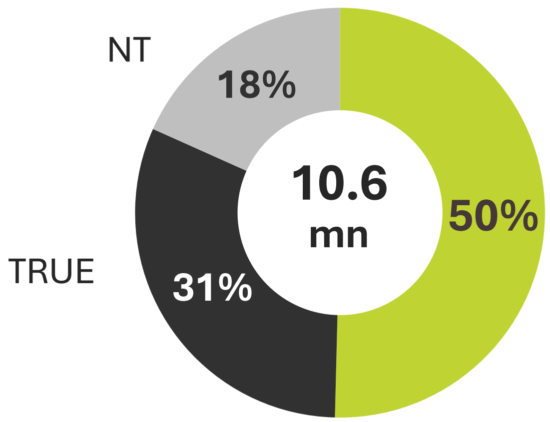
(Bt/subs/month)



BROADBAND: Growth in coverage and scale

% FBB subscribers market share

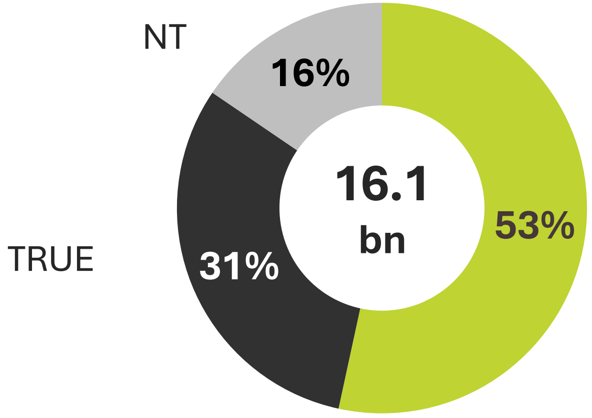
as of 2Q26



5.3 million subscribers

% FBB revenue market share

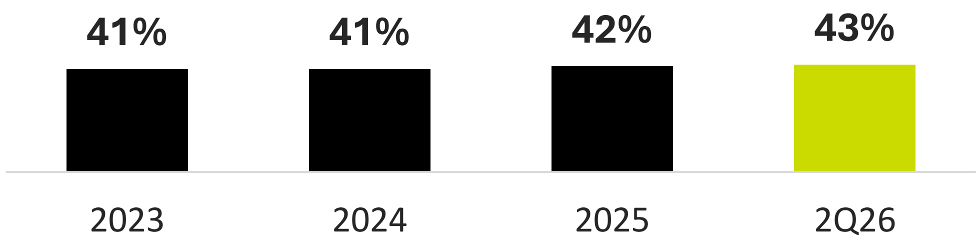
as of 2Q26



Bt 8.6 billion
in 2Q26

% FBB Thailand penetration rate

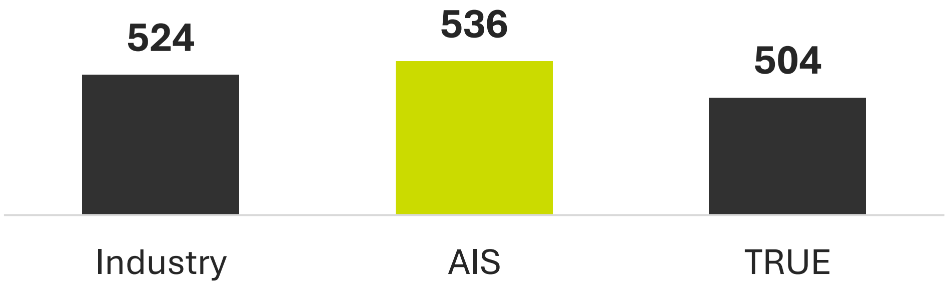
as of 2Q26



FBB industry ARPU

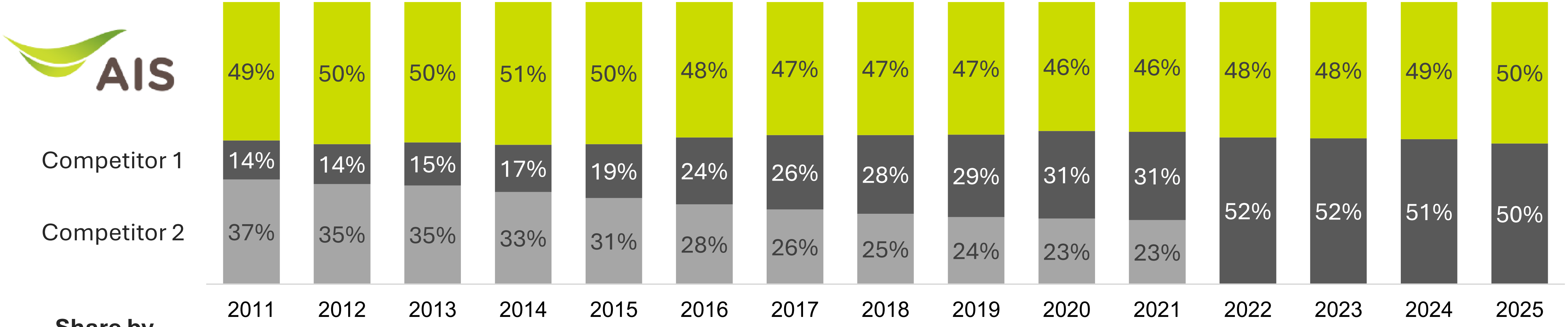
as of 2Q26

(Bt/subs/month)

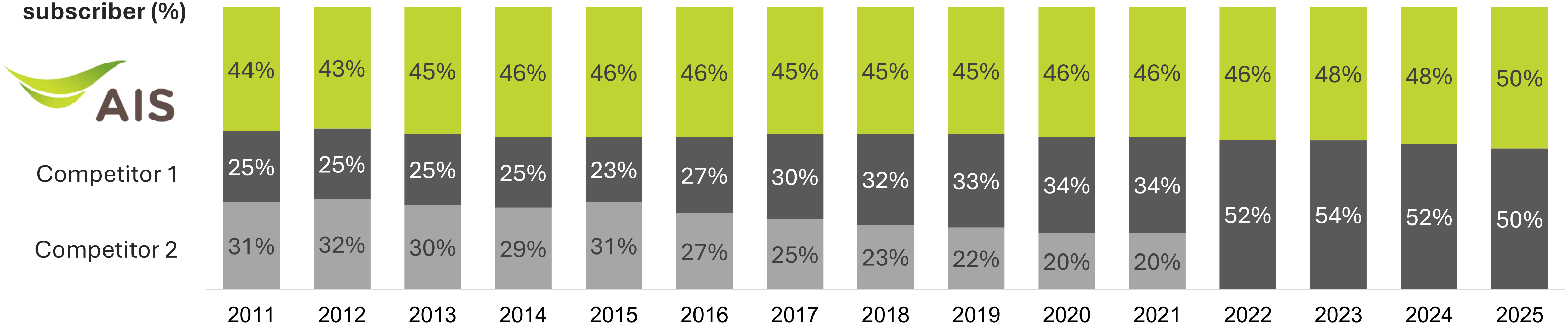


MOBILE: Market share breakdown by operators

Share by revenue (%)



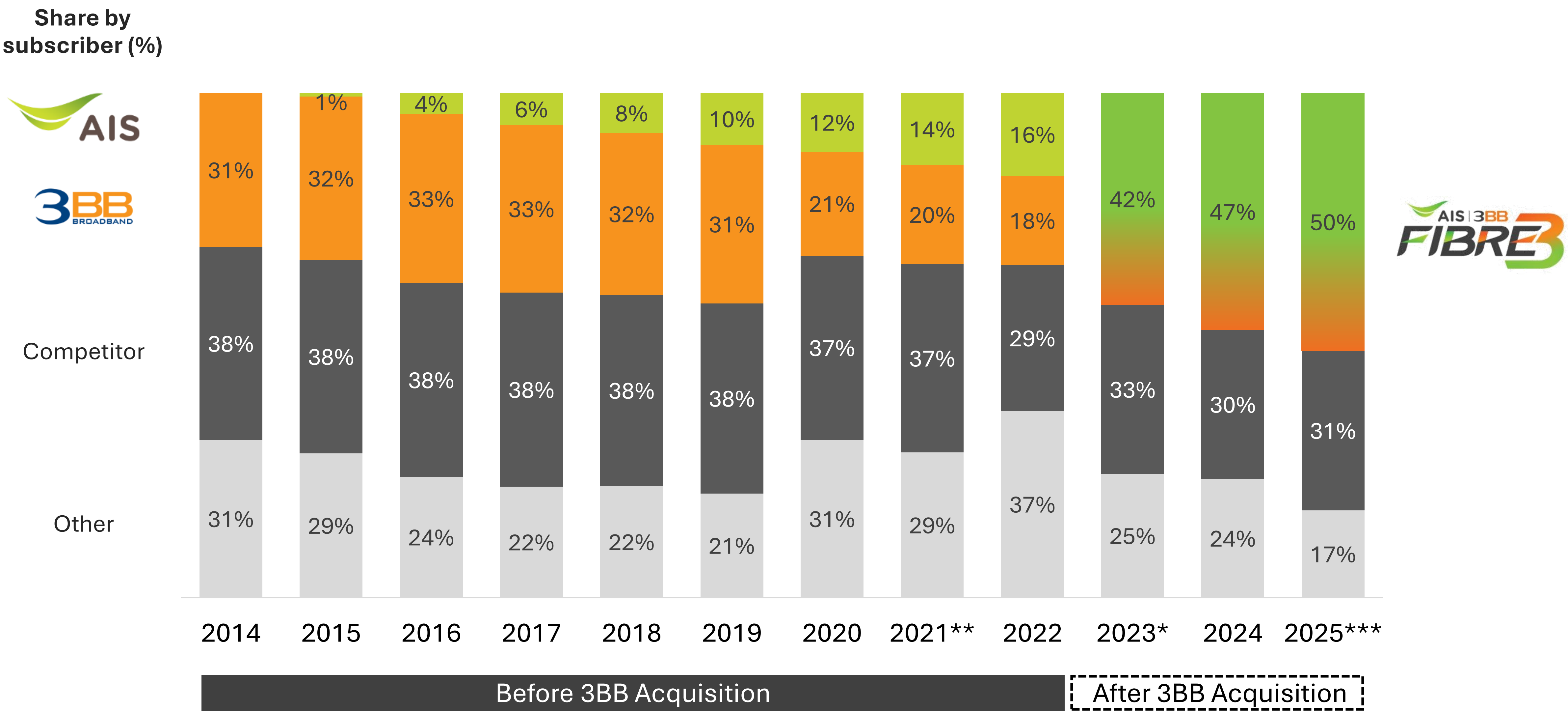
Share by subscriber (%)



**Revenues based on TFRS15 since 2019*

*** TRUE and DTAC amalgamated into TRUE Corp. since1Q23*

FBB: Subscriber Market share breakdown by operators



** Market share since 2023 was changed due to TRUE revision of subscriber definition and reduced the FBB subs from 5.0 mn to 3.7 mn.*

*** Since 2021 3BB subs and market share was calculated by billable subs*

**** in 4Q25, TRUE revised to exclude inactive broadband and B2B customers, with retrospective adjustment since Q124.*

Spectrum Portfolio

Spectrum expire in 2027

AIS

26GHz	1200MHz (TDD)	License from NBTC	2036
2600MHz	100MHz (TDD)	License from NBTC	2035
2100MHz	2x15MHz	License from NBTC	2027
2100MHz	2x15MHz	License from NBTC	2040
1800MHz	2x20MHz	License from NBTC	2033
900MHz	2x10MHz	License from NBTC	2031
700MHz	2x15MHz	License from NBTC	2036
700MHz	2x5MHz	License from NBTC (Transferred from NT)	2036
Total	**1460MHz**		

true

26GHz	1000MHz (TDD)	License from NBTC	2035
2600MHz	90MHz (TDD)	License from NBTC	2035
2300MHz	70MHz (TDD)	License from NBTC	2040
2100MHz	2x30MHz	License from NBTC	2027
1800MHz	2x20MHz	License from NBTC	2033
1500MHz	20MHz	License from NBTC	2040
900MHz	2x15MHz	License from NBTC	2031
700MHz	2x20MHz	License from NBTC	2035
Total	**1350MHz**		

nt

700MHz	2x5MHz	License from NBTC	2036
Total	**10 MHz**		

Key Spectrum Roadmap (NBTC (2024-2028))

	FREQUENCY BAND	BANDWIDTH	STATUS
Available	850MHz	2 x 10MHz	Available
	1500MHz	70MHz	Available
	1800MHz	2 x 35 MHz	Available
	26GHz	100MHz	Available
To be expired	2100MHz	2 x 45MHz	To be expired in Dec-27 (AIS: 2x15MHz, TRUE: 2x30MHz)
Under Preparation	3300-3400MHz	100MHz	Under preparation process
	3300-3600MHz	300MHz	Under preparation process
Under Study	3700-4200MHz	500MHz	Under study process Currently using in TV satellite (C-band) end in 2029

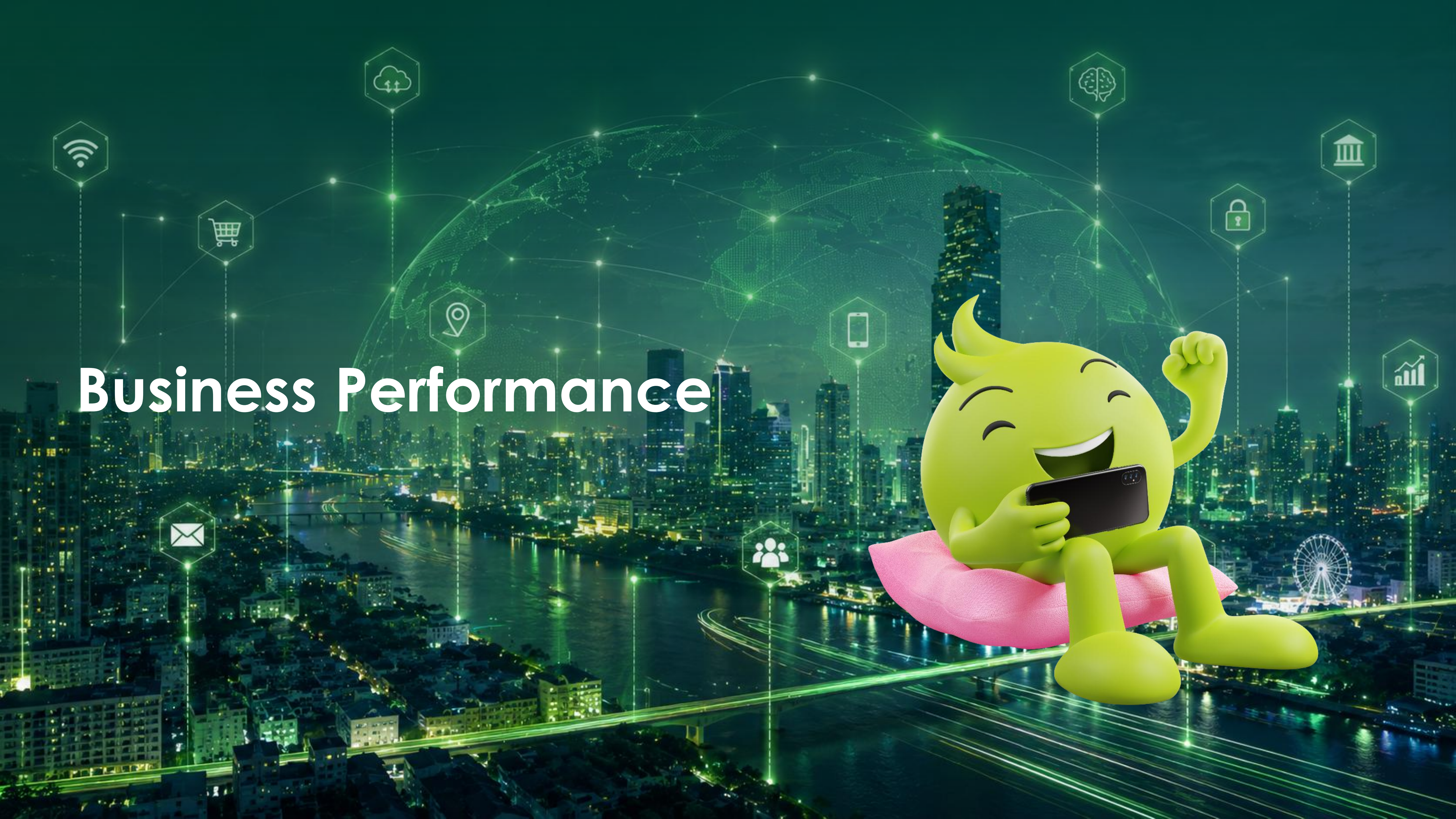
Available
IMT spectrum with potentially be auctioned

To be expired
Spectrum band currently in use and will be expired in 2027

Under preparation
Spectrum currently under auction preparation processfor IMT

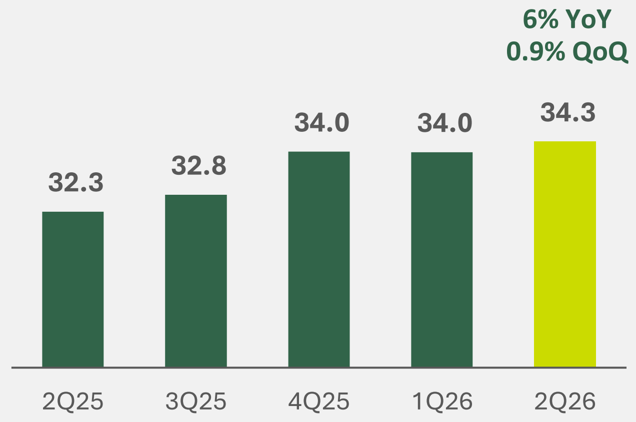
Under study
Spectrum currently under evaluation process

Business Performance



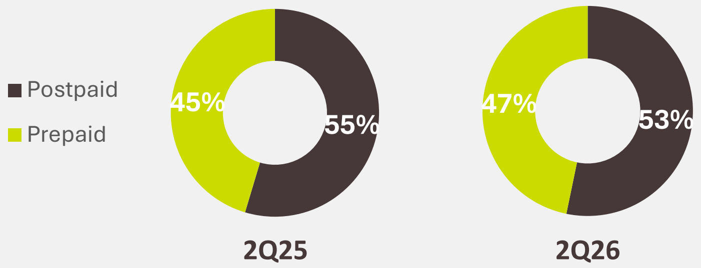
Mobile: Growing align witn data consumption and 5G adoption

Mobile revenue (Bt bn)



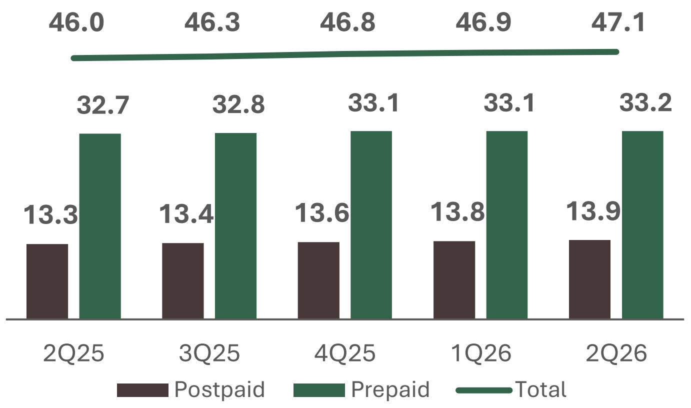
- YoY Growth driven by both subscriber and ARPU growth following higher data consumption and 5G upselling.

% Mobile Revenue Contribution

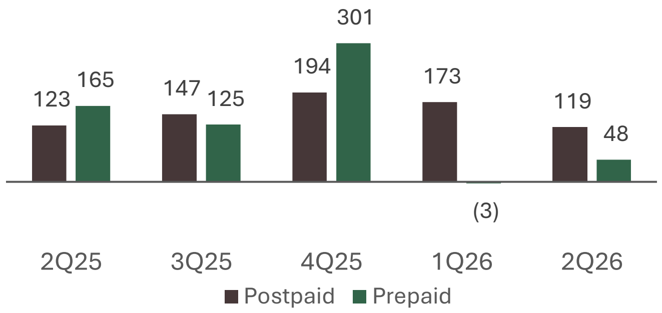


- Higher prepaid contribution supported by strong prepaid revenue growth.

Total subscriber (mn)

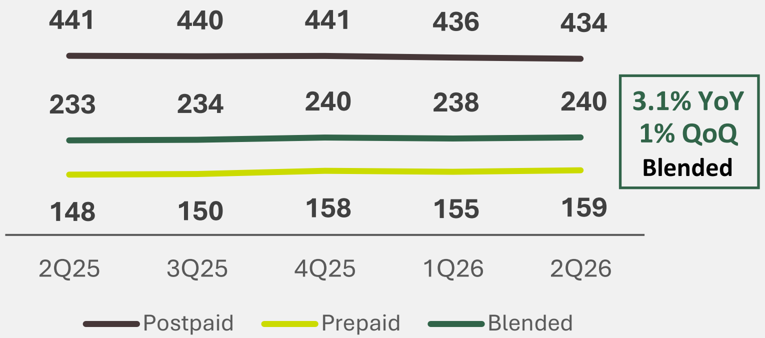


Net additional subscriber ('000)



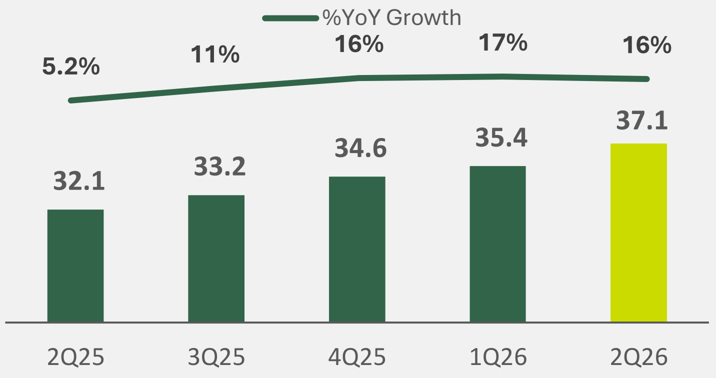
- Postpaid subs growth driven by strong connectivity demand and churn management.
- Prepaid increased reflecting focus on quality subscriber amid stricter SIM registration.

Mobile ARPU (Bt/sub/month)



- ARPU rose with data usage, migration to higher-data allowance, and 5G adoption.

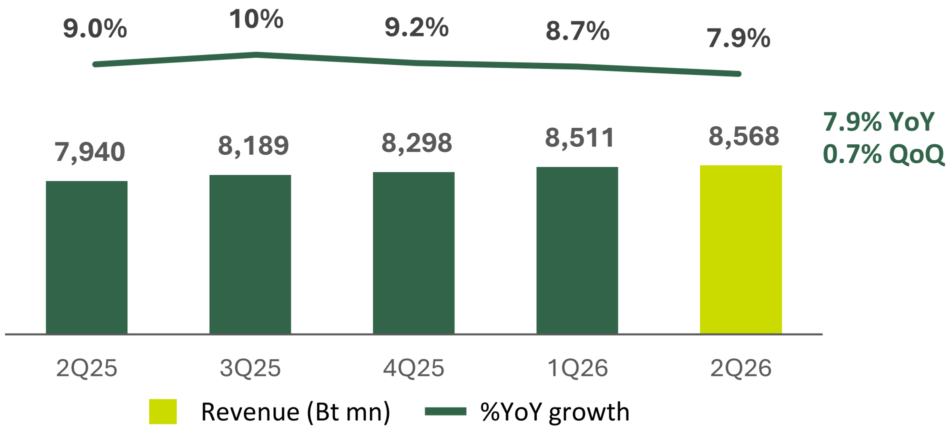
Data Consumption



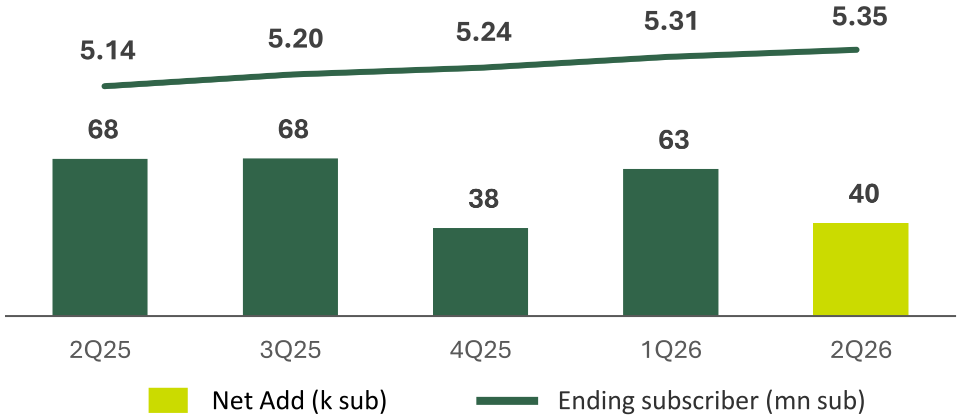
- Data usage increased, supported by growing 5G adoption and streaming-based applications.

Fixed-Broadband: Growing from subs expansion and value enhancement

Maintained strong revenue growth momentum

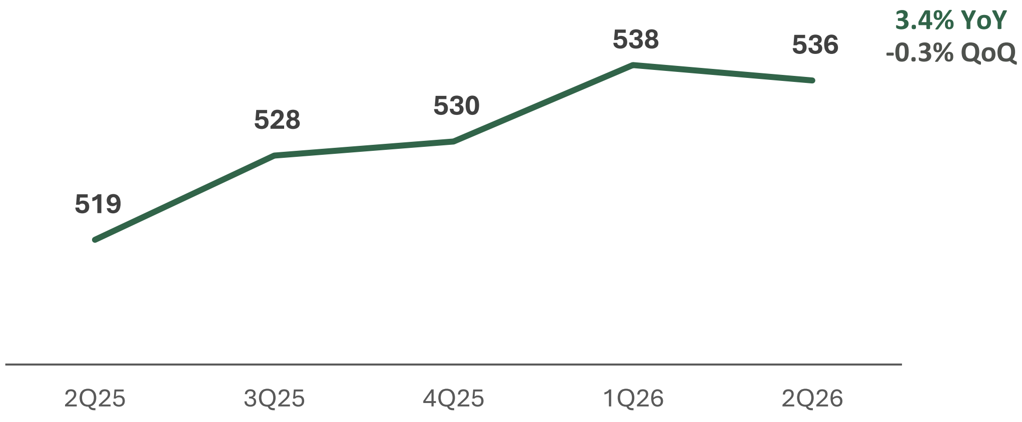


Resilience sub gain from household connectivity demand



ARPU pressured from by household purchasing power

FBB ARPU (Baht per month)



Entertainment packages driving customer value

Delivering exceptional experience with superior network quality

Robust 5G adoption with ARPU accretion

19.7 mn +41% YoY

5G Subscribers in 2Q26

10-15%

5G ARPU uplift

Improved value through 5G adoption

5G network coverage

Over 95%

Nationwide Population coverage

>99%

BKK

>96%

EEC

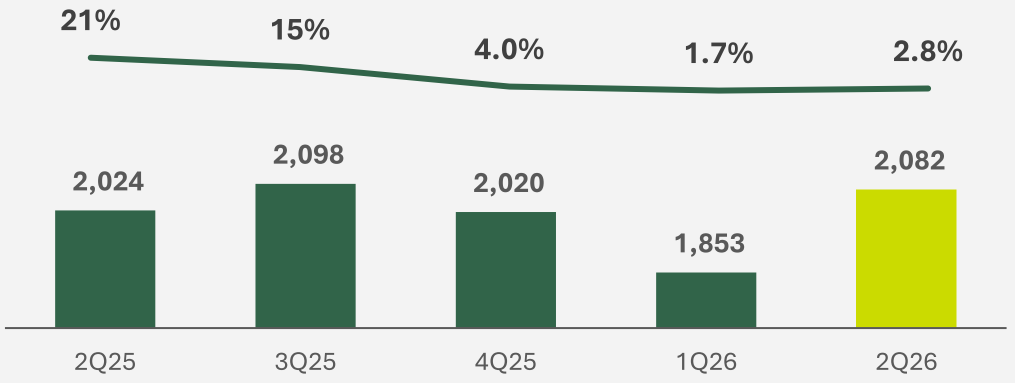
Broadband coverage

20 mn

Household coverage

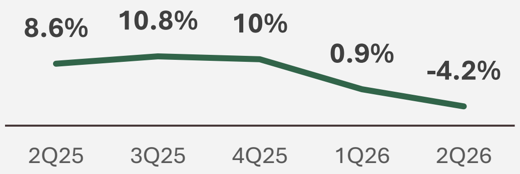
Enterprise: Recovered as investment activities resumed

Revenue growth driven by enterprise connectivity services

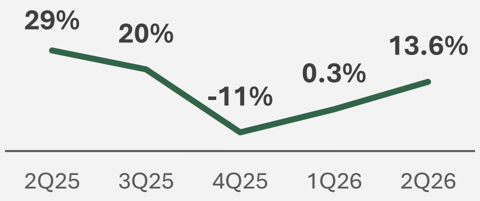


Growth was led by connectivity, cloud, and data center services

Enterprise Data service (EDS)



Cloud, Data center Cybersecurity, IOT & ICT solutions



%YoY revenue growth

5G Ecosystem

5G Private Network

5G MEC

5G Network as a Service (5G NaaS)

Intelligent Network & Cloud

AI and Data Analytics

Digital Platform & APIs

Industry Transformation

GOVERNMENT & PUBLIC SECTOR

BANKING & FINANCIAL SERVICES

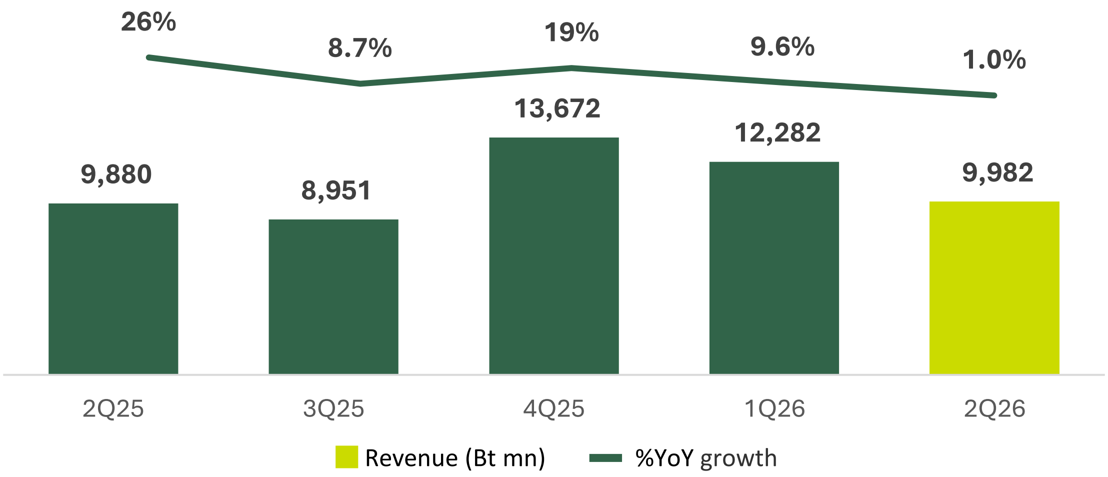
PROPERTY & RETAIL

MANUFACTURING

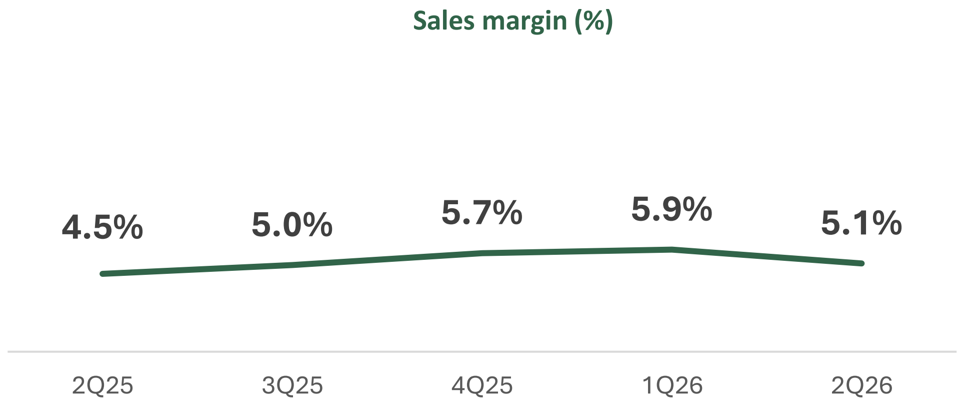
SME

Retail:
Growth premium smartphone demand and diversified product portfolio

Sales driven by diversified product portfolio



Margin uplift from improved product mix

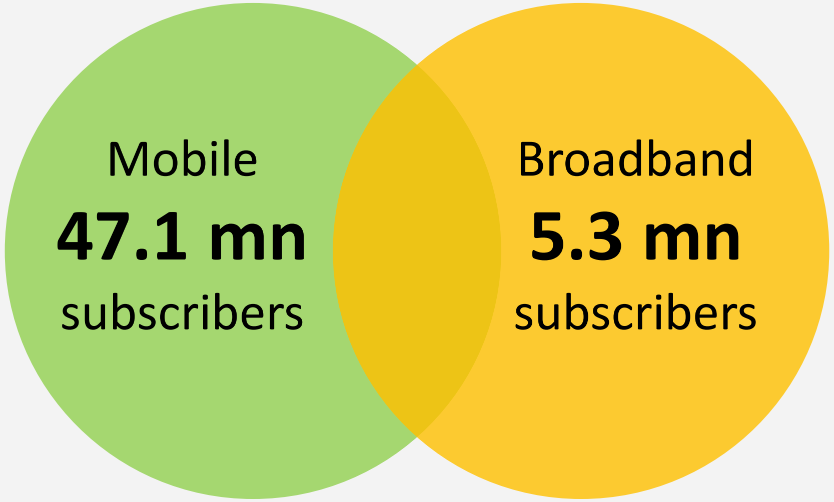


Focus on 5G products and financing tool to enhance affordability for customers.

Entertainment:
Enhancing value & brand proposition through strategic partnerships

Grow content subs by leveraging the telco subscriber base

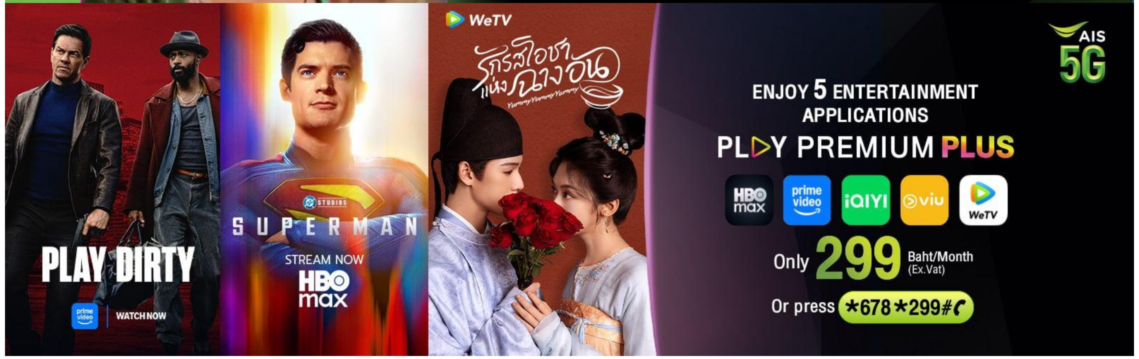
Leverage customer base



Over 52 mn telco-subscribers

- Expand content penetration across the AIS subscriber base to drive ARPU growth.
- Entertainment revenue continued growing YoY in 2Q26.

Expanded into micro-drama



Expanding beyond connectivity with capital-efficient strategic partnerships

DATA CENTER

GULF 40% | Singtel 35% | AIS 25%

GSA

- **GSA01**
  25.6MW
  Ready
- **GSA02**
  38.1MW
  Ready 1H27

GULF 70% | AIS 30%

GEDC

- **GEDC01**
  ~ 100MW
  Ready 2H27

CLOUD

AIS 50% | GULF 50%

Cloud Aggregator

G-AIS

G-AIS Portfolio

- AIS Cloud
- Azure
- Google Distributed Cloud air-gapped

VIRTUAL BANK (JV)

Building new digital financial platform to deepen engagement and create future revenue streams

Krungthai 41% | AIS 39% | OR 20%

CLICX

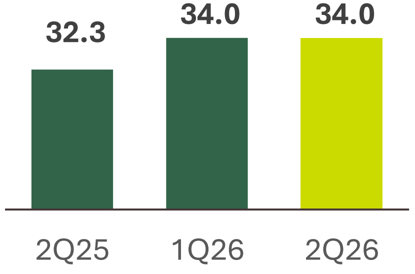
- **2 Jun** Account number reservation
- **17 Jun** Deposit
- **1 Aug** Lending

Financial Performance

2Q26 Revenue Breakdown

Mobile Revenue

(Bt bn)

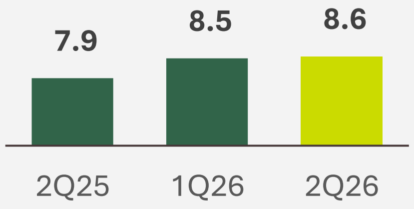


6% YoY
0.9% QoQ

- Growth YoY and QoQ by both subscriber and ARPU growth from higher data consumption and higher 5G migration.

Fixed Broadband Revenue

(Bt bn)

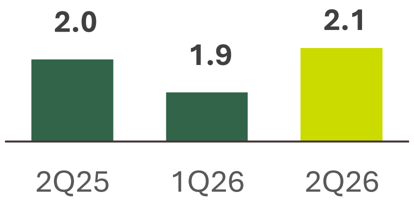


7.9% YoY
0.7% QoQ

- Growth YoY driven by subscriber expansion and higher-value offerings.
- Growth QoQ from subscriber growth despite ARPU pressured on household purchasing power and low-season.

Enterprise (non-mobile) Revenue

(Bt bn)

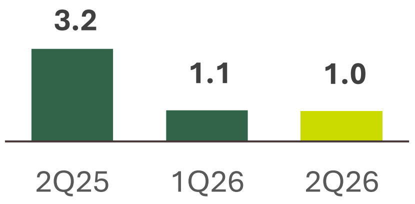


2.8% YoY
12% QoQ

- Grew YoY and QoQ following gradual recovery in enterprise project execution with continued demand for digital transformation solutions.

IC and NT Partnership

(Bt bn)

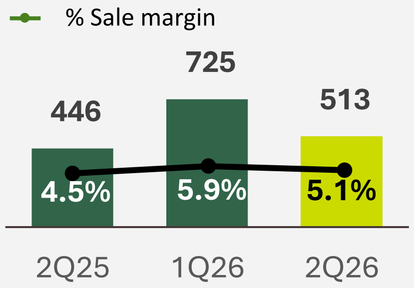


-67% YoY
-2.3% QoQ

- Decreased YoY from expiration of 2100MHz roaming agreement with NT in Aug-25.
- Decreased QoQ from lower IC revenue.

Net Sales & Margin

(Bt mn)

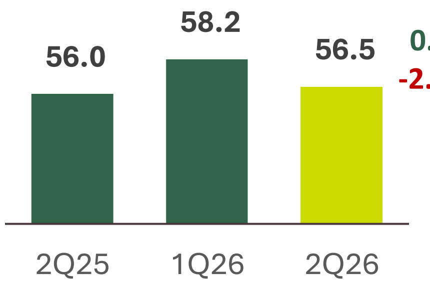


15% YoY
-29% QoQ

- Increased YoY in-line with sales growth and higher margin product mix.
- Decreased QoQ from seasonality.

Total Revenue

(Bt bn)

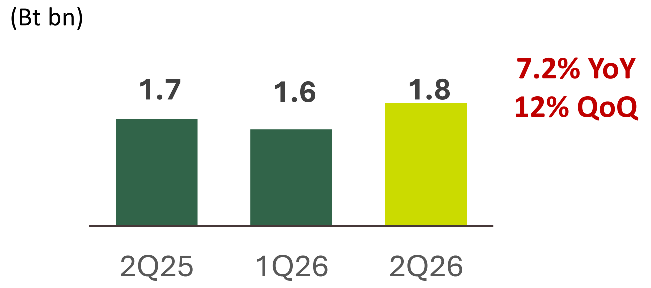


0.8% YoY
-2.9% QoQ

- Growth YoY from growth in all businesses.
- Decreased QoQ due to seasonality of handset sales.

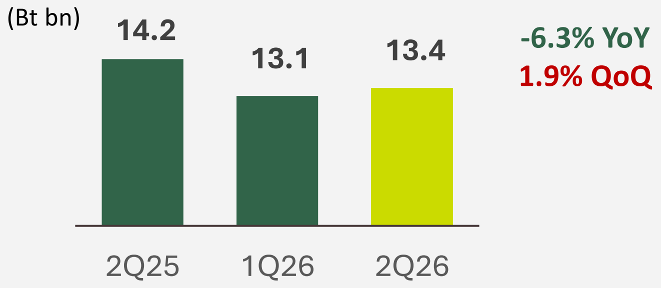
2Q26 Cost and Expense Breakdown

Regulatory



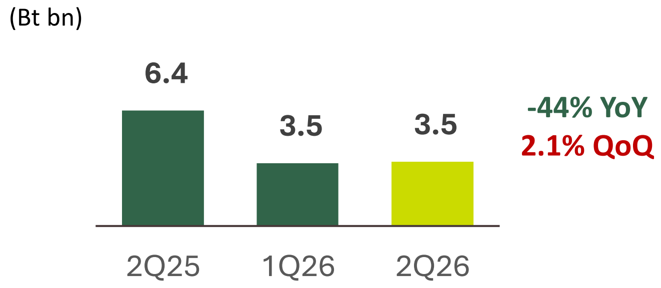
- Increased YoY and QoQ in-line with core service revenue growth.

Depreciation & Amortization



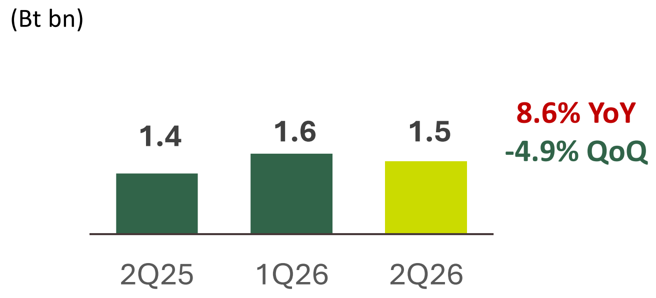
- Decreased YoY from lower ROU due to end of contract 2100MHz network roaming with NT.
- Increased QoQ alongside network capacity expansion.

Network OPEX and NT partnership



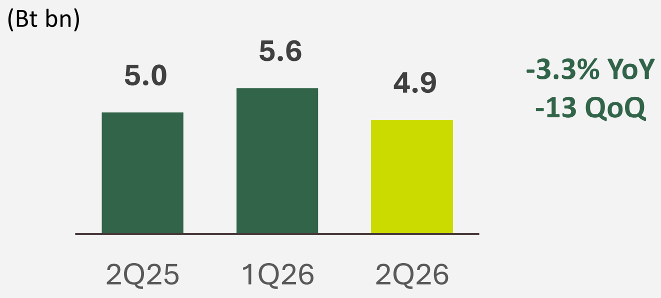
- Decreased YoY from absence NT partnership cost.
- Increased QoQ alongside network capacity expansion.

Marketing Expense



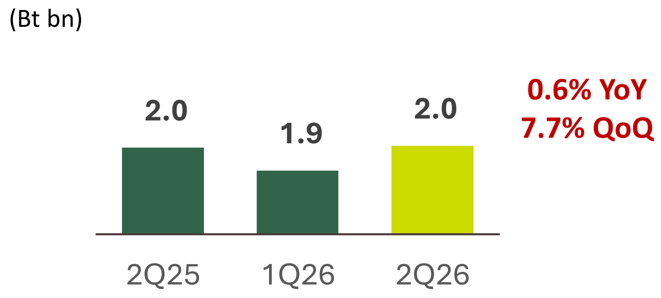
- Increased YoY due to higher advertising expense in line with entertainment and retail business expansion.
- Decreased QoQ reflecting seasonality.
- The marketing expense was at 2.8% of total revenue.

Admin & Others



- Decreased YoY and QoQ driven by prudent spending amid economic uncertainties.
- The provision for bad debts as a percentage of postpaid and broadband revenue was at 1.5%.

Finance Cost

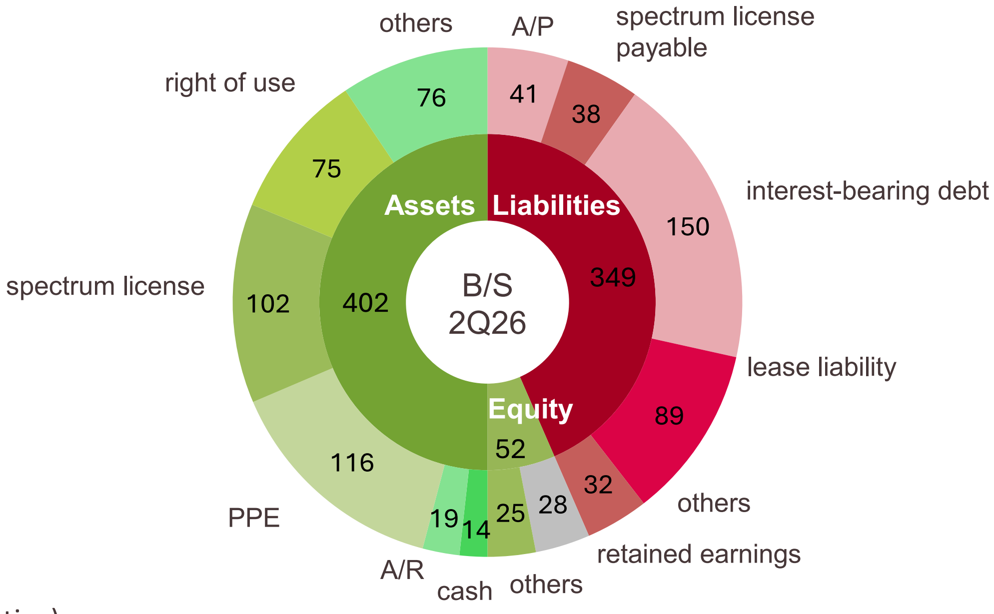


- Increased YoY and QoQ following higher interest-bearing debt.
- The average cost of borrowing was at 2.6% in 2Q26.

Healthy balance sheet and cash flow to support investment

Balance Sheet

(Bt bn)



(2Q26 ratios)

1.0x
Net debt to EBITDA

2.0x
Net debt to EBITDA
incl. lease liabilities & spectrum

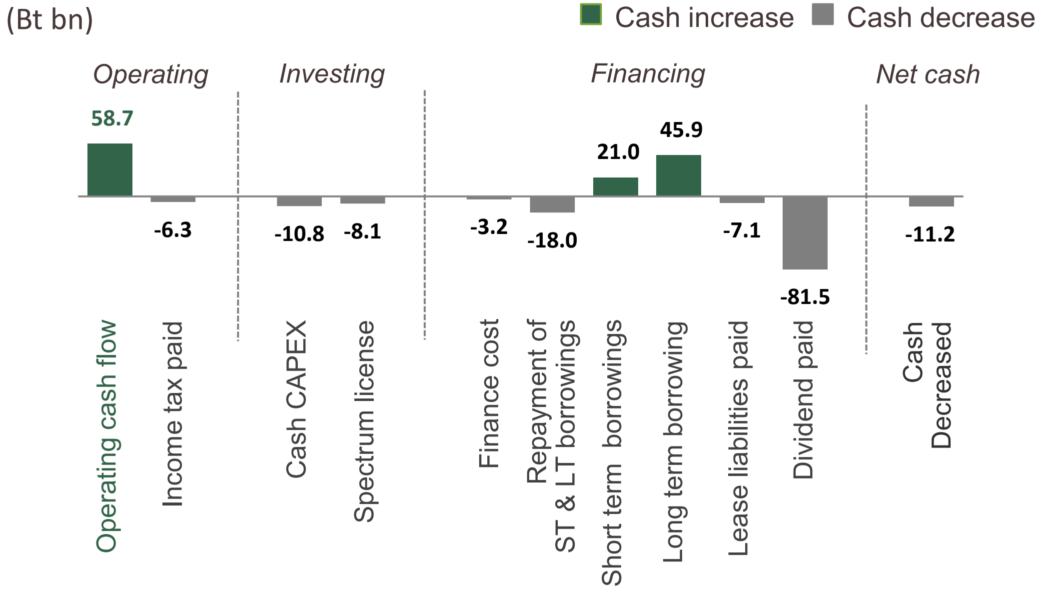
2.9x
Interest bearing debt
to Equity

0.4x
Current ratio

68%
Return on Equity

6M26 Cash Flow

(Bt bn)



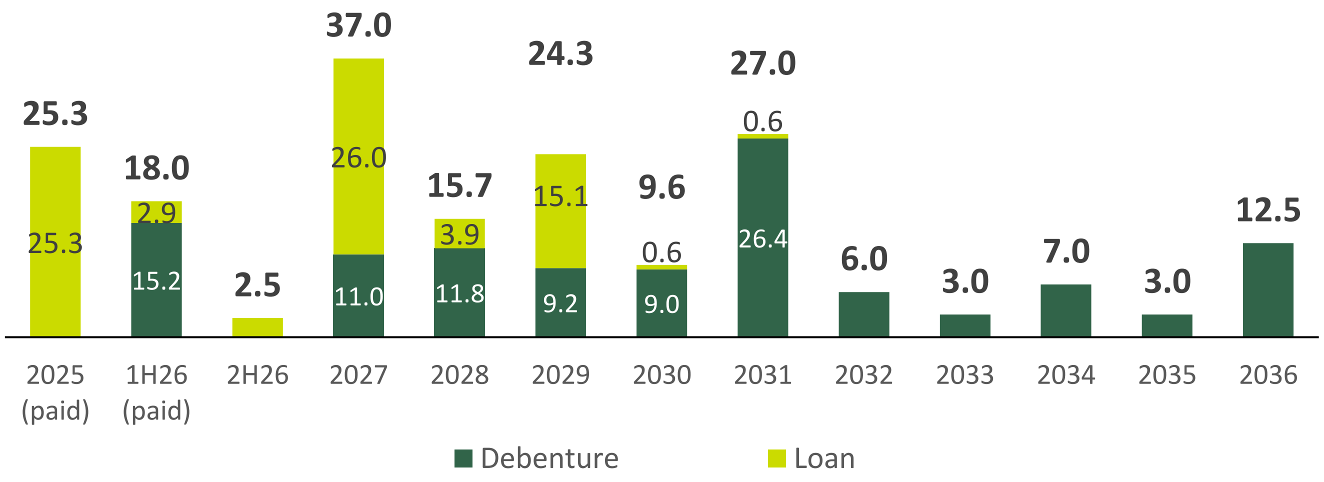
Operating cash flow remained healthy to support ongoing CAPEX, spectrum payment, and dividend payment.

Free cash flow after lease liabilities paid of Bt25bn with high ability to provide returns to shareholder.

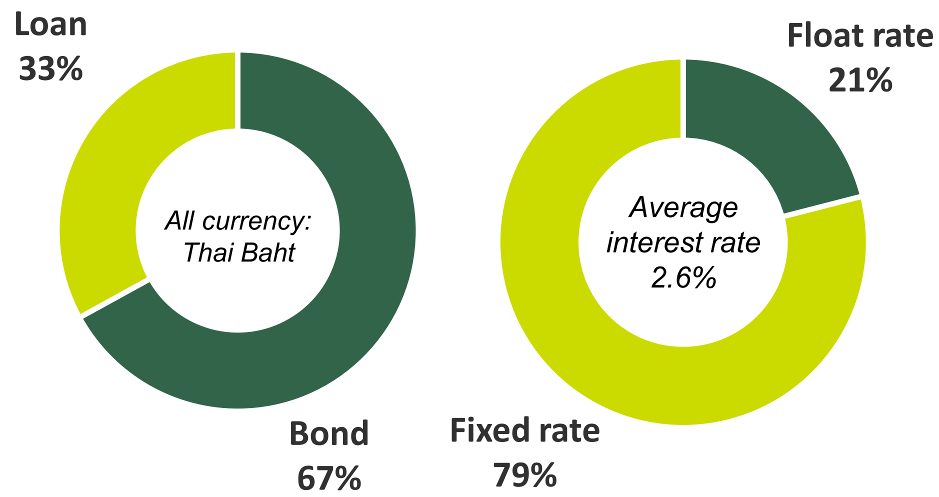
Average finance costs for 2Q26 = 2.6% p.a.
- Manage currency and interest rate risks with hedging instruments where applicable.
- Maintain investment-grade credit ratings;
  - Fitch: national rating AAA (THA)
  - S&P: BBB+, outlook stable

Debt Repayment and License Payment Schedule

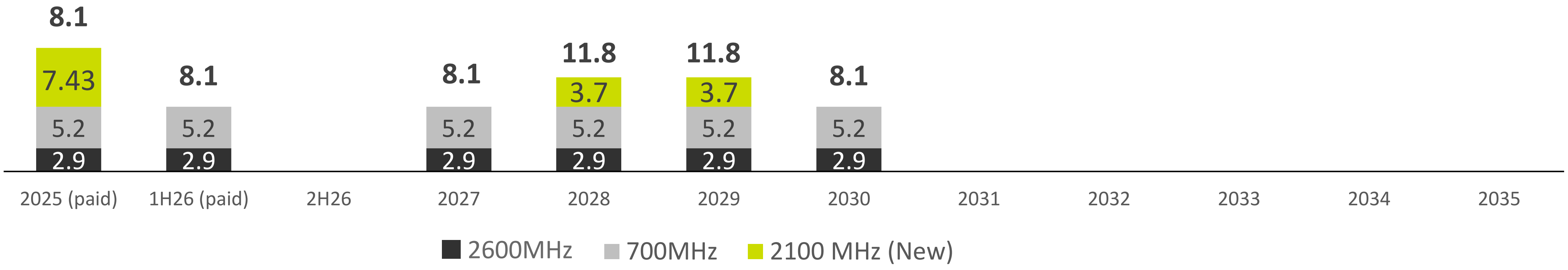
Debt Repayment Schedule (Bt bn)



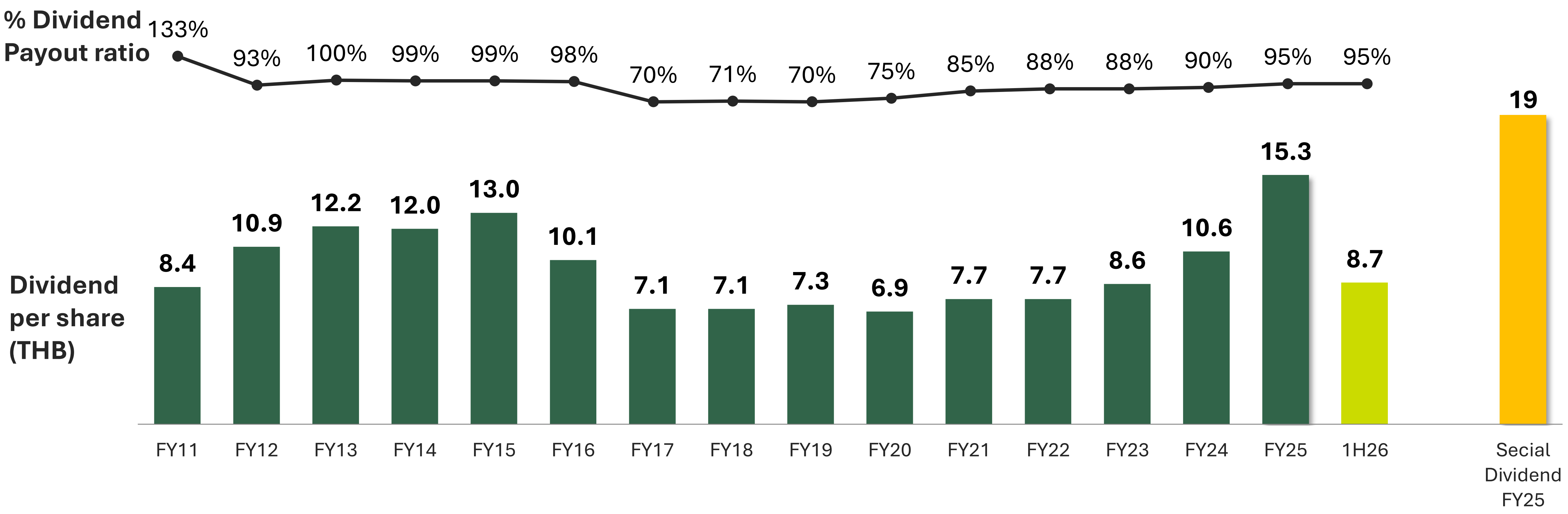
Debt Composition (as of ending 2Q26)



License Payment Schedule (Bt bn)

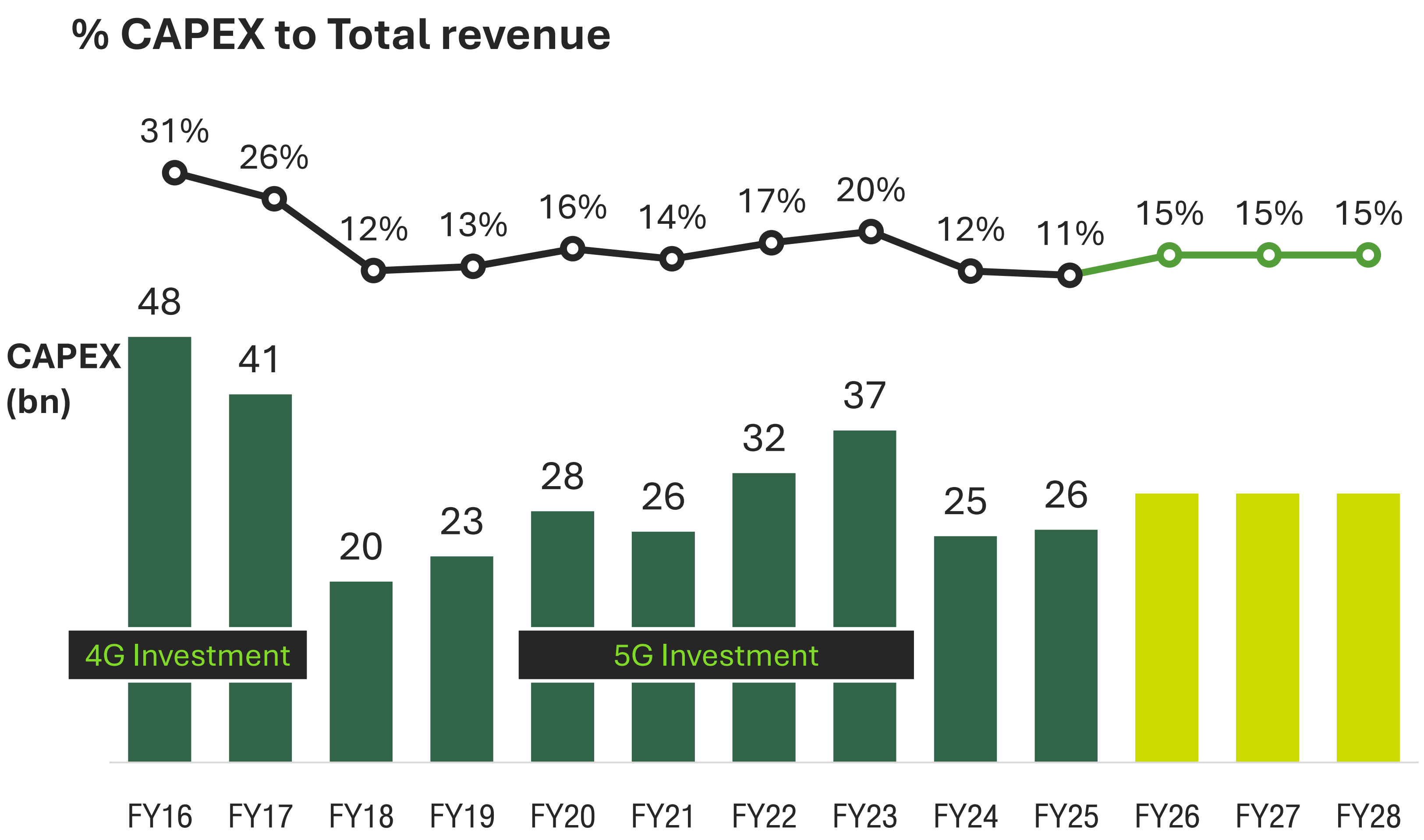


Proven track record of sustainable shareholder returns



Ordinary dividend remains priority aligning with earning growth

INVESTMENT & CAPEX



Investment Priorities

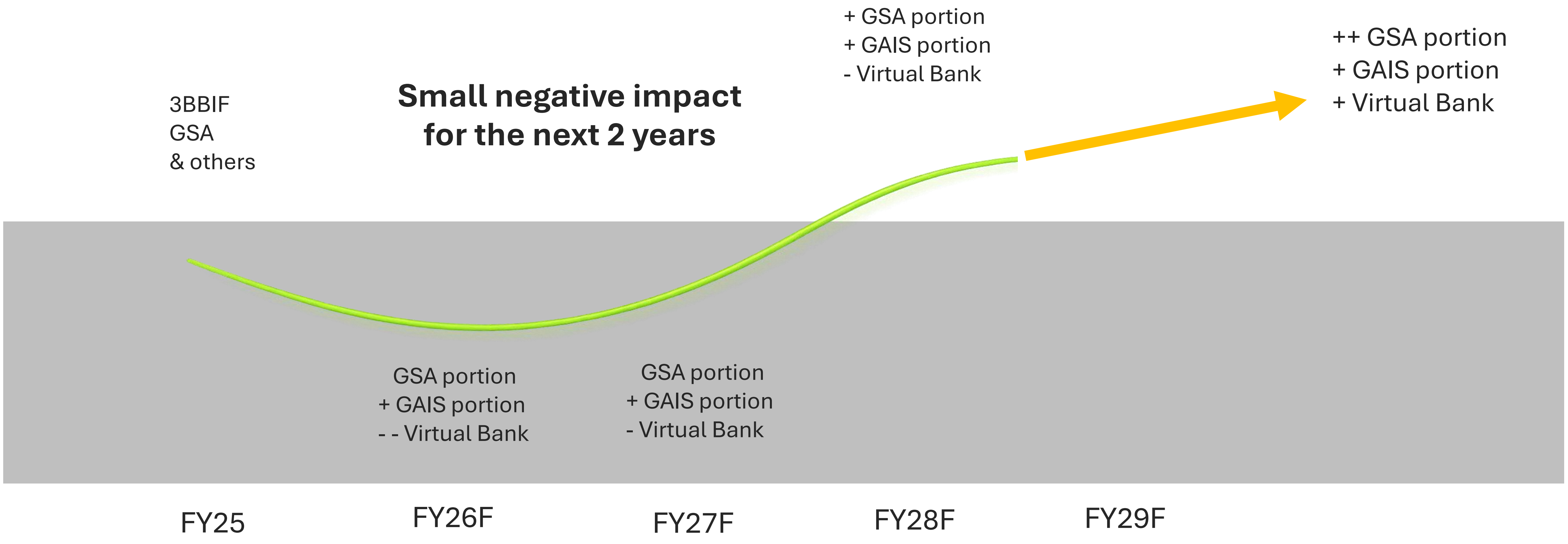
Strengthen mobile quality & leadership

Upgrade Broadband & Enterprise

Modernize IT & Digital Platform

New investment with meaningful contribution in FY29

Share of profit from strategic investment to AIS



Integration: Optimization for value

Unified customer experience with enhanced resource management

1H26

- Migrated 3BB subs to AIS system
- Integrated back-end system
- ERP & Accounting system

Optimize team productivity with commercial activity

2H26

- Continued network combine
- Workforse integration at regions
- Brand-Integration
- Final stage of sale & service system

OPTIMIZE VALUE THROUGH SEAMLESS SYSTEM AND RESOURCE MANAGEMENT

Line Official AIS-IR

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