3Q26 Management Discussion & Analysis

Advanced Info Service Public Company Limited

(ADVANC:TB)



Further information is available in the investor materials on [AIS IR website]

3Q26 Management Discussion & Analysis

Advanced Info Service Public Company Limited (ADVANC:TB)

Executive Summary

Sustained performance supported by resilient connectivity demand amid economic pressure

In 3Q26, Thailand's economy remained under pressure from elevated oil prices, while seasonal rainfall and flooding further weighed on consumer sentiment despite government stimulus measures. Looking ahead, the two-month extension of government stimulus measures may provide some support to domestic consumption, although economic challenges warrant close monitoring throughout the remainder of the year.

Amid challenging environment, AIS delivered core service revenue of Bt 45,431 mn, up 4.2% YoY driven by broad-based growth and resilient connectivity demand. Revenue remained stable QoQ amid subdued economic conditions, with sustained FBB momentum offsetting softer performance in other segments.

Mobile revenue sustained by data demand and high-value package adoption

Mobile service revenue reported at Bt 34,273 mn, increasing 4.4% YoY supported by ARPU improvement and subscriber growth, driven by rising data consumption and continued 5G migration. QoQ, revenue remained stable, supported by quality subscriber growth, while ARPU sustained.

To address growing AI-driven demand for higher uplink capacity, AIS continued expanding its 5G-ADVANCED Uplink coverage to 100% of Bangkok and major cities across all 77 provinces. These enhancements support superior customer experience, alongside AI-driven network optimization to improve consistency, reliability, and efficiency. As of 3Q26, AIS's 5G network covered over 95% of the population, with 20 million 5G subscribers.

FBB growth led by subscriber expansion amid cautious household spending

Fixed broadband revenue reached Bt 8,638 mn, up 5.5% YoY, driven by continued subscriber expansion through value-focused acquisition despite cautious household spending. Revenue increased 0.8% QoQ, supported by subscriber growth despite seasonal softness in the rainy season. Improved commercial execution following progress in TTTBB integration in the prior quarter further supported customer engagement and growth, with full integration expected by end-2026.

Enterprise services led by cloud and connectivity amid cautious business sentiment

Enterprise (non-mobile) service revenue was Bt1,984 mn, -5.4% YoY and -4.7% QoQ, from adjustment in cloud recognition to align with an increasing focus on recurring service model. Otherwise, revenue grew 7.7% YoY and 8.5% QoQ, led by cloud and enterprise connectivity demand despite cautious corporate spending amid economic uncertainty.

Entertainment remains key focus for beyond core connectivity

AIS continued to enhance customer value through cross-selling and value-added services while expanding beyond AIS customer, including strengthening sports and entertainment offerings through PlayALL for premium content and short drama for the mass market.

Retail sales driven by new smartphone launch and enhanced product mix

Device sales reached Bt 11,586 mn, up 29% YoY and 16% QoQ, driven by strong demand for premium devices following new smartphone launches. Demand in the mid-to-low-end segment remained constrained by affordability pressures from higher device prices, partly mitigated by financing options. Accessories and gadgets continued to gain traction, while a diversified product mix supported margin improvement to 5.3%.

Resilient earnings backed by connectivity demand amid rising cost from planned investments

In 3Q26, AIS reported EBITDA of Bt 32,834 mn, up 4.5% YoY, reflecting solid revenue performance. QoQ, EBITDA remained broadly stable in line with core service revenue, supported by prudent cost management despite higher expenses from planned investments and the recognition of share of loss from virtual bank. Accordingly, EBITDA margin was reported at 56.6%.

Net profit reported at Bt 13,504 mn, increasing 12% YoY, driven by operating performance and lower amortization following the expiry of the 2100MHz roaming agreement with NT, while decreasing -1.5% QoQ due to higher depreciation and higher cost related to network investment as planned. Net profit margin was at 23%.

Financial position remained strong supporting growth and shareholder return

AIS maintained a strong financial position with net debt-to-EBITDA at 2.3x preserving investment grade credit profile. Free cashflow for 9M26 was Bt 46 bn, increased 38% YoY, providing financial flexibility to support future investments and shareholder returns.

9M26 Performance Highlight

	Performance	% Change	Guidance
Core Service Revenue	135,753 Bt mn	+5.7% YoY	Around 3-5%
EBITDA	97,967 Bt mn	+6.8% YoY	Around 2-4%
CAPEX	25,666 Bt mn	-	Approx. Bt 30-35 bn
Net Profit	40,716 Bt mn	+21% YoY	N/A

Market and Competitive Environment

In 3Q26, Thailand's economy faced pressure from elevated living costs, geopolitical uncertainties, and adverse weather conditions. These challenges weighed on consumer spending and business activity, partially mitigated by government stimulus measures.

Thailand's mobile industry remained resilient, supported by rising data consumption, continued 5G migration, and growing adoption of digital services, contributing to stable ARPU. Subscriber growth was supported by IoT and solution SIM demand, while consumer acquisition moderated amid stricter SIM registration requirements under anti-fraud measures.

The fixed broadband industry maintained growth despite seasonal softness during the rainy season, supported by sustained home connectivity demand and broadband penetration. ARPU remained stable, despite pressure from cautious household spending, with operators continuing to enhance customer value through smart home solutions, digital content, and premium broadband services.

Enterprise demand remained resilient, supported by ongoing digitalization and demand for connectivity, cloud, and data center services. Despite cautious corporate investment amid economic uncertainties, continued digital infrastructure investment by hyperscalers and technology companies supported the industry's long-term growth outlook.

Thailand's IT retail industry continued to grow, driven by demand for premium smartphones, new flagship device launches, and improved product availability. Expansion across offline and online channels further supported market accessibility and sales opportunities.

Significant Events in 9M26 & event after the reporting period

Virtual Bank

On 15 May 2026, AIS announced that CLICX Bank Public Company Limited ("CLICX"), established together with Krung Thai Bank (KTB) and PTT Oil and Retail Business (OR), had received approval from the Ministry of Finance to operate a commercial banking business (virtual bank), together with approval to operate payment services under the supervision of the Bank of Thailand.

The initiative aligns with AIS's strategy to expand its digital ecosystem and create new growth opportunities beyond connectivity by leveraging its large customer base, digital platforms, and data capabilities through strategic partnerships.

More detail is in SET announcement:

https://www.set.or.th/en/market/news-and-alert/newsdetails?id=104637900&symbol=ADVANC

Announced Interim Dividend

On 6 August 2026, the Board approved an interim dividend at 8.69 Baht per share, representing a 95% payout ratio.

More detail is in SET announcement:
https://www.set.or.th/en/market/news-and-alert/newsdetails?id=105666000&symbol=ADVANC

Investment in Shenington Investments Pte. Ltd.

On 20 October 2026, the Board approved the investment in 49% of Shenington Investments Pte. Ltd. ("SHEN") with a total investment value of USD 43.35 million, or Bt 1,463 mn. SHEN is a juristic person incorporated in Singapore and operates as a holding company, holding 49% of the total shares of Lao Telecommunication Public Company ("LTC"), which operates a telecommunications business and provides internet services in Lao PDR. The Company expects that the parties will sign the agreements and complete the Share Acquisition Transaction by 31 December 2026.

AIS expects to be able to apply knowledge and experience to support operations and develop business cooperation with LTC in order to create business synergies and support the long-term growth of both LTC and the Company.

More detail is in SET announcement:
https://www.set.or.th/en/market/news-and-alert/newsdetails?id=107165200&symbol=ADVANC

3Q26 Operational Summary

Mobile Service: In 3Q26, AIS recorded 47.2 million mobile subscribers, with net additions of 53k, primarily driven by 160k postpaid net additions, supported by resilient demand for smart connectivity services and effective churn management. Prepaid subscribers declined by -107k, reflecting the Company's continued focus on subscriber quality amid stricter SIM registration requirements. Blended ARPU increased 2.1% YoY, driven by a 7% improvement in Prepaid ARPU, supported by higher data consumption and upselling to higher-data plans, partially offset by Postpaid ARPU due to an increasing contribution from IoT Solution SIMs. On a QoQ basis, blended ARPU declined -0.4% primarily reflecting lower Postpaid ARPU from seasonal softness in tourist demand and content, while Prepaid ARPU maintained its growth momentum. Average data usage per user (VOU) grew 15% YoY, driven by expanding 5G adoption and higher consumption of streaming-based applications and social media. 5G subscribers reached 20 million, increasing 26% YoY and representing 42% of the total mobile subscriber base.

Fixed-broadband Service: In 3Q26, fixed broadband subscribers reached 5.39 million, with net additions of 45k, recovered from the previous quarter, supported by a focus on quality subscribers amid rainfall season and flooding. FBB ARPU stood at Bt536, increasing 1.6% YoY, driven by a focus on quality subscribers at appropriate price points and the offering of value-added services beyond connectivity, including the PlayALL package. Meanwhile, FBB ARPU stayed flat QoQ from cautious consumption amid soft seasonality from weather condition.

Mobile Business Subscribers	3Q25*	2Q26	3Q26	%YoY	%QoQ
Postpaid	13,435,600	13,921,700	14,081,200	4.8%	1.1%
Prepaid	32,839,100	33,185,100	33,078,400	0.7%	-0.3%
Total subscribers	**46,274,700**	**47,106,800**	**47,159,600**	**1.9%**	**0.1%**
Net additions (Churn)					
Postpaid	146,800	118,600	159,500	8.7%	34%
Prepaid	124,500	48,100	-106,700	NM%	NM%
Total net additions	**271,300**	**166,700**	**52,800**	**-81%**	**-68%**
ARPU (Baht/sub/month)					
Postpaid*	440	434	424	-3.6%	-2.2%
Prepaid	150	159	161	7%	1%
Blended*	**234**	**240**	**239**	**2.1%**	**-0.4%**
VOU (GB/data sub/month)					
Postpaid	37.7	41.8	43.6	16%	4.3%
Prepaid	31.1	34.9	35.6	14%	2%
Blended	**33.2**	**37.1**	**38.2**	**15%**	**3%**
5G subscribers					
5G subscribers	15,788,100	19,667,400	19,969,400	26%	1.5%
Fixed Broadband Business					
FBB subscribers	5,204,500	5,346,100	5,391,600	3.6%	0.9%
FBB net addition	68,000	40,200	45,500	-33%	13%
FBB ARPU (Baht/user/month)	528	536	536	1.6%	-%

*Blended and postpaid ARPU is restated from 1Q25 to align with current period mobile and enterprise (non-mobile) revenue reclassification.

9M26 Snapshot

9M26, **Core service revenue** reached Bt135,753mn, expanding 5.7% YoY, remained above guidance, supported by resilient demand for connectivity services across all core businesses. **Mobile revenue** increased 6% YoY, driven by continued growth in data consumption, leading to 5G migration, upselling to higher-data plans, and cross-selling of value-added services. **Fixed broadband revenue** grew 7.3% YoY, supported by quality subscriber expansion and continued value enhancement beyond connectivity services. **Enterprise revenue** was flat YoY, from adjustment in cloud recognition to align with an increasing focus on recurring service model. Otherwise, revenue grew 4.2% YoY, led by cloud and enterprise connectivity demand despite cautious corporate spending. **Other service revenue** declined -15% YoY primarily due to lower NT roaming revenue. **Sim and Device sales** increased 13% YoY, supported by continued strong demand for premium devices. Sales margin improved to 5.5% from 4.6% in 9M25 supported by a diversified product mix.

The cost of services decreased by -9.9% YoY mainly from lower **Network OPEX**, which decreased -37% YoY following the expiration of the 2100MHz roaming agreement with NT, partially offset by higher content and cloud-related costs in-line with business growth. **Depreciation and amortization** decreased by -5.8% YoY, following the expiration of the 2100MHz NT agreement partially offset by incremental investments to maintain network leadership as planned. **Total SG&A** increased by 5.1% YoY due to higher IT cost to support business growth and modernization as planned.

9M26 **Other income** was Bt1,066mn, decreased -26% YoY, due to lower contribution from investment in associates and JVs, mainly from virtual bank share of loss and lower interest income.

9M26 **EBITDA** increased by 6.8% YoY, exceeding guidance, reflecting broad-based revenue growth and prudent cost management.

Net profit reported at Bt40,716mn, growing 21% YoY driven by strong operating performance and lower finance costs related to right-of-use liabilities and spectrum licenses, partially offset by higher interest expense. 9M26 showed an average borrowing cost of 2.7%, improved from 2.8% in 9M25.

3Q26 Financial Summary

Revenue

In 3Q26, AIS reported total revenue of Bt58,061mn, increasing 6.8% YoY, driven by broad-based growth and resilient connectivity demand, partly offset by the absence of NT partnership revenue related to the 2100MHz roaming agreement. Total revenue increased 2.8% QoQ, mainly led by strong device sales.

Core service revenue (excluding IC and NT partnership) was at Bt45,431mn, increasing 4.2% YoY from sustained demand for connectivity services in the mobile and fixed broadband businesses, while remaining stable QoQ amid subdued economic conditions, with sustained FBB momentum offsetting softer performance in other segments.

- **Mobile revenue** was at Bt34,273mn, up 4.4% YoY driven by rising data consumption and continued 5G migration. QoQ, revenue remained stable despite being low season, supported by subscriber growth while ARPU sustained by data growth, cross-selling, and government stimulus.

- **Fixed broadband revenue** was Bt 8,638 mn, up 5.5% YoY, driven by subscriber growth through value-focused acquisition. Revenue increased 0.8% QoQ supported by subscriber growth from improved commercial execution following integration progress in prior quarter despite seasonal softness.

- **Enterprise non-mobile revenue** was Bt 1,984 mn, -5.4% YoY and -4.7% QoQ, due to adjustment in cloud recognition to align with an increasing focus on recurring service model. Otherwise, revenue grew 7.7% YoY and 8.5% QoQ, led by cloud and enterprise connectivity, amid economic uncertainty.

- **Other service revenue** was at Bt536mn, increasing 9.8% YoY and 2.4% QoQ from device protection revenue align with device sales.

Revenue from interconnection charges (IC) and NT partnership was Bt1,044mn, decreasing -43% YoY following the expiration of the 2100MHz NT roaming agreement, while revenue marginally grew 0.1% QoQ, from higher IC revenue.

SIM & Device sales reported Bt11,586mn, increasing 29% YoY. Demand for premium devices remained strong despite higher device price adjustment. Meanwhile, demand in the mid-to-low-end segment was constrained from higher device prices amid soft purchasing power, partly mitigated by handset financing options. QoQ, revenue increased 16%, supported by the seasonal launches of new phone series. AIS maintained strong market position through a diversified product portfolio and enhanced retail experience with online to offline and fast delivery strategies.

AIS reported net sales (sales revenue less cost of sales) of Bt619mn, with a margin of 5.3%, compared to Bt443mn with a 5% margin in 3Q25, due to higher margin product mixed.

3Q26 Financial Summary (cont.)

Cost & Expense

In 3Q26, the **cost of service** was Bt22,076mn, decreasing -4.6% YoY, primarily due to lower network OPEX and lower amortization of right-of-use assets. QoQ, cost of service increased 0.6% due to higher depreciation and network-related expenses per plan.

- **Regulatory fee** was Bt1,888mn, increasing 7.2% YoY and increasing 2.7% QoQ in-line with revenue movements. Regulatory fee as a percentage of core service revenue reported at 4.2% for 3Q26.
- **Depreciation & amortization** was at Bt13,640mn, decreasing -1.8% YoY, mainly due to lower amortization of right-of-use assets following the expiration of the 2100MHz NT agreement in Aug-25 while increasing 2.2% QoQ due to continued network investments to sustain network quality leadership.
- **Network OPEX & NT partnership cost** was at Bt3,668mn, decreasing -25% YoY, due to absence of NT partnership costs and a high base of integration-related expenses in the prior year, while increasing 3.7% QoQ in-line with network investment and capacity expansion.
- **Other costs of services** were at Bt2,880mn, increasing 11% YoY mainly from cloud-related expenses in-line with business growth, while decreasing -11% QoQ from lower content cost and cost of cloud for sale aligned with cloud service model.

SG&A expenses were Bt6,555mn, increasing 6.1% YoY and 2.2% QoQ, driven by a low base of staff costs and higher admin expenses, partially offset by improved bad debt provisions.

- **Marketing expense** was Bt1,314mn, decreasing -12% YoY, due to less marketing activities. QoQ also declined -15% on seasonality. Marketing expenses accounted for 2.3% of total revenue in 3Q26, decreased from 2.8% in 3Q25.
- **Admin & other expenses** totaled Bt5,241mn, increasing 12% YoY from higher staff costs and IT costs, and increasing 7.6% QoQ following staff costs accrual adjustment in the previous quarter and IT modernization cost to support business growth, partially offset by improved bad debt provision.

  Provision for bad debts, as a percentage of postpaid and FBB revenue, improved to 1.3% from 1.9% in 3Q25 and 1.5% in 2Q26 as a result of continued focus on quality subscribers.

Net FX gain (loss) was Bt56mn in 3Q26, compared to an FX gain of Bt46mn in 3Q25. AIS has a policy to mitigate currency risk using hedging instruments where applicable.

Other Income (expense) was Bt222mn, decreasing -57% YoY and -43% QoQ, mainly led by the share of losses from the virtual bank.

Finance cost was Bt1,987mn, increasing 0.8% YoY, following higher interest-bearing debt, while decreasing -1.4% QoQ due to lower financing cost on right-of-use assets, debt refinancing, and loan repayments. The average cost of borrowing declined from 2.8% in 3Q25 to 2.7% in 3Q26.

Income Tax was Bt3,248mn, increasing 5.2% YoY but decreasing -5.2% QoQ, in-line with the growth momentum in profit before tax. The effective tax rate for 3Q26 was at 19.5%.

Profit

In 3Q26, **Gross Profit** was Bt25,017mn, increasing 10% YoY align with revenue expansion and lower network costs from spectrum cost savings, while remaining flat QoQ due to revenue offset by costs related to network capacity expansion per plan.

Gross profit margin was 43.1%, improved YoY from maintaining a focus on profitable revenue growth and cost discipline but declined QoQ due to higher seasonal contribution from device sales in revenue mix.

In 3Q26, **EBITDA** was at Bt32,834mn, improving 4.5% YoY, supported by core service revenue growth and prudent spending, while marginally flat QoQ in line with revenue performance, despite virtual bank share of losses recognition.

Consequently, **EBITDA margin** was at 56.6%, compared to 57.8% in 3Q25, largely due to higher device sales mix. Meanwhile, service EBITDA margin was 69.3%, increasing from 68.2% in 3Q25.

EBIT was Bt18,740mn, increasing 9.6% YoY, supported by lower amortization, following the end of the 2100MHz roaming agreement with NT, while decreasing -2.2% QoQ due to higher costs as planned for network investments.

EBIT margin was at 32.3%, improved from 31.5% in 3Q25.

The reported net profit was at Bt13,504mn, increasing 12% YoY, driven by solid operating performance and lower amortization of right-of-use assets, while decreasing -1.5% QoQ due to higher depreciation and higher costs related to network investments.

Net profit margin was at 23.3% for 3Q26, increased from 22.1% in 3Q25 supported by the company's consistent focus on profitability.

3Q26 Financial Summary (cont.)

Financial position

Total asset as of ending quarter increased 2% from the end of 2025 to Bt428,750mn. **Current assets** was at Bt37,697mn, decreasing -29% mainly driven by a lower cash balance after dividend paid. **Total non-current assets** was at Bt391,053mn increasing 6.4% aligned with network investment and right-of-use assets.

Total liabilities amounted to Bt389,612mn, increasing 25% from the end of 2025 due to higher borrowing and lease liability, partly offset by lower spectrum payable. **Interest-bearing debt** stood at Bt153,439mn, increasing by 56%. **Total equity** was at Bt39,138mn, decreasing -64% from lower retained earnings.

Cash flow

In 9M26, **cash flow from operation (after tax)** reported at Bt85,043mn, decreasing -2.7% mainly due to cash outflow from working capital. **Net cash outflow from investing** was at Bt28,429mn including Bt8,123mn for spectrum license payment. As a result, **free cash flow** for 9M26 was at Bt45,955mn (OCF less ICF and lease liability). In summary, **net cash** decreased by -Bt14,102mn resulting in an outstanding cash of Bt11,252mn at the end of September 2026.

Financial Ratio

Liquidity
For 3Q26, current ratio was 0.3x, decreasing from 0.5x in FY25 due to lower cash balances following dividend paid. AIS maintains strong operating cash flow to repay debt obligation and ensure liquidity is managed efficiently.

Leverage
Net debt to EBITDA (including lease liabilities and license payable) increased to 2.3x in 3Q26 from 1.7x in FY25, reflecting higher interest-bearing debt after balance sheet restructuring and lease liability.

Debt repayment capability was maintained with interest coverage ratio of 16.7x, and Debt service coverage ratio of 3x, reflecting the Company's continued resilient EBITDA generation to comfortably meet its debt obligations.

The company aims to maintain its investment grade credit profile and currently holds a BBB+ rating by S&P Global.

Turnover
Inventory days for 3Q26 improved to 32 days from 40 days in 3Q25. The average collection period (days) for 3Q26 was 25 days decreased from 27 days in 3Q25. Account payable days was 54 increased from 43 days in 3Q25. The cash cycle decreased from 24 days in 3Q25 to 3 days in 3Q26, primarily due to payment term management to ensure cost and working capital efficiency.

Credit term and Collection period
The normal credit term granted by the Company ranges from 14 days to 120 days depending on the type of provided service and clients.

For our vendors and suppliers, the company's standard payment term is 30-60 days or as specified in the contract.

Payment delays may occur due to non-compliance with purchase order conditions or incorrect / incomplete documentation.

Consolidated Profit and Loss Statement

Income statement (Bt mn)	3Q25	2Q26	3Q26	%YoY	%QoQ	9M25	9M26	%YoY
Mobile revenue*	32,815	34,300	34,273	4.4%	-0.1%	96,775	102,578	6%
Fixed broadband revenue	8,189	8,568	8,638	5.5%	0.8%	23,958	25,716	7.3%
Enterprise revenue	2,098	2,082	1,984	-5.4%	-4.7%	5,944	5,919	-0.4%
Other service revenues	488	524	536	9.8%	2.4%	1,815	1,539	-15%
Core service revenue	**43,591**	**45,473**	**45,431**	**4.2%**	**-0.1%**	**128,491**	**135,753**	**5.7%**
IC and NT partnership	1,819	1,042	1,044	-43%	0.1%	8,190	3,153	-62%
Service revenue	**45,410**	**46,515**	**46,475**	**2.3%**	**-0.1%**	**136,681**	**138,905**	**1.6%**
SIM and device sales	8,951	9,982	11,586	29%	16%	30,036	33,850	13%
Total revenues	**54,362**	**56,497**	**58,061**	**6.8%**	**2.8%**	**166,716**	**172,755**	**3.6%**
Regulatory fee	1,761	1,838	1,888	7.2%	2.7%	5,112	5,361	4.9%
Depreciation & Amortization	13,896	13,350	13,640	-1.8%	2.2%	42,543	40,085	-5.8%
Network OPEX and NT partnership	4,897	3,537	3,668	-25%	3.7%	17,063	10,668	-37%
Other costs of services	2,587	3,222	2,880	11%	-11%	7,684	9,125	19%
Cost of service	**23,141**	**21,947**	**22,076**	**-4.6%**	**0.6%**	**72,402**	**65,239**	**-9.9%**
Cost of SIM and device sales	8,508	9,469	10,967	29%	16%	28,668	31,992	12%
Total costs of service and sale	**31,649**	**31,416**	**33,043**	**4.4%**	**5.2%**	**101,070**	**97,231**	**-3.8%**
Gross profit	**22,713**	**25,081**	**25,017**	**10%**	**-0.3%**	**65,646**	**75,524**	**15%**
SG&A	**6,177**	**6,415**	**6,555**	**6.1%**	**2.2%**	**19,193**	**20,179**	**5.1%**
Marketing expense	1,500	1,544	1,314	-12%	-15%	4,416	4,481	1.5%
Admin and others	4,678	4,871	5,241	12%	7.6%	14,777	15,698	6.2%
Operating profit	**16,536**	**18,666**	**18,462**	**12%**	**-1.1%**	**46,453**	**55,345**	**19%**
Net foreign exchange gain (loss)	46	104	56	21%	-46%	67	160	139%
Other income (expense)	515	390	222	-57%	-43%	1,442	1,066	-26%
Finance cost	1,972	2,016	1,987	0.8%	-1.4%	6,058	5,875	-3%
Income tax	3,086	3,427	3,248	5.2%	-5.2%	8,300	9,977	20%
Non-controlling interest	0.1	-0.8	-1.1	NM%	-37%	0.2	-2.3	NM%
Net profit for the period	**12,039**	**13,716**	**13,504**	**12%**	**-1.5%**	**33,604**	**40,716**	**21%**

EBITDA (Bt mn)	3Q25	2Q26	3Q26	%YoY	%QoQ	9M25	9M26	%YoY
Operating profit	16,536	18,666	18,462	12%	-1.1%	46,453	55,345	19%
Other income, Finance income, and Share of profit	515	390	222	-57%	-43%	1,442	1,066	-26%
Depreciation & Amortization	14,309	13,779	14,094	-1.5%	2.3%	43,762	41,396	-5.4%
Net foreign exchange gain (loss)	46	104	56	21%	-46%	67	160	139%
EBITDA	**31,406**	**32,939**	**32,834**	**4.5%**	**-0.3%**	**91,724**	**97,967**	**6.8%**
EBITDA margin (%)	**57.8%**	**58.3%**	**56.6%**	**-122bps**	**-175bps**	**55%**	**56.7%**	**169bps**
Service EBITDA	**30,962**	**32,426**	**32,216**	**4.0%**	**-0.6%**	**90,356**	**96,110**	**6.4%**
Service EBITDA margin (%)	**68.2%**	**69.7%**	**69.3%**	**114bps**	**-39bps**	**66.1%**	**69.2%**	**308bps**
EBIT	**17,097**	**19,160**	**18,740**	**9.6%**	**-2.2%**	**47,962**	**56,571**	**18%**
EBIT margin (%)	**31.5%**	**33.9%**	**32.3%**	**83bps**	**-164bps**	**28.8%**	**32.7%**	**398bps**

Retail Business (Bt mn)	3Q25	2Q26	3Q26	%YoY	%QoQ	9M25	9M26	%YoY
Net Sales	**443**	**513**	**619**	**40%**	**20%**	**1,367**	**1,857**	**36%**
Sales Margin (%)	**5.0%**	**5.1%**	**5.3%**	**39bps**	**20bps**	**4.6%**	**5.5%**	**93bps**

*Mobile revenue has been reclassified from 1Q25 to align with the current period classification. There is no impact to core service revenue.

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Financial Position (Bt mn%to total asset)	As of 2025		As of 9M26	
Cash	25,354	6.0%	11,252	2.6%
ST investment	1,087	0.3%	432	0.1%
Trade receivable	15,564	3.7%	15,738	3.7%
Inventories	4,107	1.0%	3,756	0.9%
Others	6,592	1.6%	6,519	1.5%
Current Assets	**52,704**	**13%**	**37,697**	**8.8%**
Spectrum license	108,706	26%	98,205	23%
Network and PPE	118,626	28%	121,212	28%
Right of use	79,897	19%	103,147	24%
Intangible asset	27,636	6.6%	29,132	6.8%
Defer tax asset	6,293	1.5%	6,079	1.4%
Others	26,411	6.3%	33,278	7.8%
Total Assets	**420,273**	**100%**	**428,750**	**100%**
Trade payable	13,767	3.3%	23,297	5.4%
ST loan & CP of LT loans	20,562	4.9%	31,025	7.2%
CP of lease liabilities	13,372	3.2%	12,219	2.8%
Accrued R/S expense	3,361	0.8%	3,361	0.8%
CP of spectrum payable	8,079	1.9%	8,028	1.9%
Others	43,037	10%	40,063	9.3%
Current Liabilities	**102,178**	**24%**	**117,993**	**28%**
Debenture & LT loans	77,989	19%	122,414	29%
LT lease liabilities	80,291	19%	104,231	24%
Spectrum payable	37,122	8.8%	29,832	7.0%
Other	15,413	3.7%	15,143	3.5%
Total Liabilities	**312,993**	**74%**	**389,612**	**91%**
Retained earnings	82,183	20%	15,542	3.6%
Others	25,098	6.0%	23,597	5.5%
Total Equity	**107,280**	**26%**	**39,138**	**9.1%**

Credit Rating	
Fitch	National rating: AAA (THA), Outlook: Stable
S&P	BBB+, Outlook: Stable

Key Financial Ratio	3Q25	2Q26	3Q26
Debt to equity (times)	3.4	6.7	10.0
Interest-bearing debt to equity (times)*	1.2	2.9	3.9
Net debt to EBITDA (times)*	0.8	1.0	1.1
Net debt & lease liability & spectrum license payable to EBITDA	1.9	2.0	2.3
Current Ratio (times)	0.3	0.4	0.3
Interest Coverage (times)	15.1	16.8	16.7
Debt Service Coverage Ratio (times)	2.0	3.3	3.0
Return on Equity	47 %	68 %	74 %

Figures from P&L are YTD annualized.
*Exclude Lease liability

Debt Repayment Schedule			License Payment Schedule		
Bt mn	Debenture	Loan	2600MHz	700MHz	2100MHz
2025 (paid)		25,272	2,934	5,189	7,425
9M2026 (paid)	15,180	4,734	2,934	5,189	
4Q2026		5,650			
2027	11,000	25,950	2,934	5,189	
2028	11,810	3,910	2,934	5,189	3,713
2029	9,190	15,095	2,934	5,189	3,713
2030	9,000	560	2,934	5,189	
2031	26,375	560			
2032	6,000				
2033	3,000				
2034	7,000				
2035	3,000				
2036	12,475				

Source and Use of Fund: 9M26 (Bt.mn)

Source of fund		Use of fund	
Operating cash flow	97,486	Dividend Paid	107,359
Net borrowings received	35,774	CAPEX & Fixed assets	17,455
Net long-term debentures	16,205	Income tax paid	12,444
Net short-term investment	500	Lease liability payment	10,659
Interest received	182	Spectrum license payment	8,123
Dividend received & Other	615	Finance cost paid	4,677
		Net investments in associates and joint ventures	2,541
		Payments for purchase of foreign investment fund	976
		Net increase in long-term loan to related party	630
Cash decrease	14,102		
Total	**164,864**		**164,864**

Free Cash Flow

Cash flow (Bt mn)	9M26
Cash flow from operation (After tax)	85,043
Cash flow from investing	(28,429)
Lease liabilities paid	(10,659)
Free cash flow (Net Cash Flow From Operating Activities – Cash Flow From Investing - Lease Liability Paid)	45,955

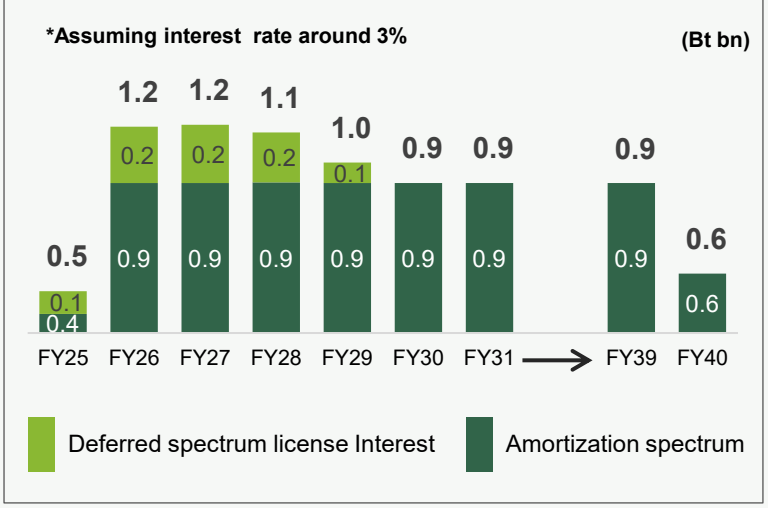
Summary of accounting impact from 2100MHz National Telecom contract expiry and recent auction

Income statement (Bt bn)	FY25 2100MHz spectrum arrangement with NT*	FY26 Estimate impact from 2100MHz spectrum auction
Core service revenue	-	-
IC and NT partnership	5.0	-
Total revenue	**5.0**	**-**
Depreciation & Amortization	2.2	0.9
Network OPEX and NT partnership	5.0	-
Cost of service	**7.2**	**0.9**
Finance cost	0.02	0.2
Profit before tax	**(2.2)**	**(1.2)**
Net Profit	**(1.76)**	**(0.96)**
EBITDA	**No impact**	

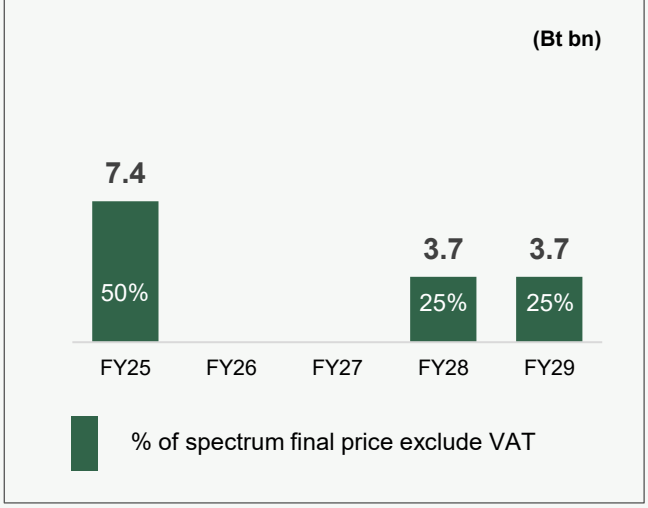
*The 2100MHz contract with NT expired on 3 August 2025.

Financial impact from the recent 2100MHz auction: Spectrum amortization & deferred Interest

Estimate Impact to Profit & Loss statement



Estimate Impact to Profit & Loss statement



2026 Guidance (Maintained)

	Guidance	9M26
Core service revenue growth	Around 3-5%	Growth 5.7%
EBITDA growth	Around 2-4%	Growth 6.8%
CAPEX (exclude spectrum)	Approx. Bt 30 – 35bn	Bt 25.7 bn

Core service revenue guidance to be around 3-5% focusing on quality growth and an exceptional user experience

In 2026, core service revenue is expected to grow by approximately 3-5%, supported by continued expansion of the digital economy. Nevertheless, the Company maintains prudent outlook for the reminder of the year given continued macroeconomic and geopolitical uncertainties that could weigh on GDP growth and consumer spending, despite a two-month extension on government stimulus measures. AIS will continue to execute with discipline, prioritizing sustainable growth and superior customer experience while closely monitoring the evolving operating environment.

In the B2C segment, growth is expected to be supported by higher data consumption, continued 5G monetization, and deeper penetration across both mobile and fixed broadband services. AIS will continue to enhance customer value through upselling and cross-selling across its ecosystem, leveraging value-added offerings such as entertainment content enabled by global partnerships, sports content bundles including the PlayAll package, smart home solutions, and IoT services. The Company also expects the completion of the TTTBB integration within 2026, providing a stronger platform to enhance customer experience and expand cross-selling opportunities.

In the B2B segment, customer investment decisions may remain cautious amid economic uncertainty. Nevertheless, growth is expected to continue to improve for the rest of year, supported by sustained demand for enterprise connectivity, Enterprise Data Services (EDS), cloud, and data center solutions. Ongoing digital transformation, increasing adoption of 5G-enabled applications, and continued investment in digital infrastructure are expected to support long-term enterprise growth.

EBITDA to grow around 2-4% broadly tracking revenue expansion while prioritizing expenses to build foundation for the long-term

EBITDA growth will be supported by continued revenue growth, expansion in device sales margins, and disciplined cost management despite a volatile operating environment. The company will continue to focus on strategic investments in digital capabilities, scalable platforms, and customer experience.

In addition, investments in the virtual bank will support the development of a new long-term growth platform and diversify future earnings beyond traditional connectivity services. While these investments are expected to dilute EBITDA during the initial investment phase, AIS expects the virtual bank to reach profitability from its fourth year of operations onward.

CAPEX is at approx. 30-35bn to sustain network quality leadership in line with increasing demand in connectivity and to build foundation for sustainable medium-term growth.

The CAPEX reflects a new investment phase aligned with anticipated growth in data consumption and long-term network quality leadership, with YoY increase primarily reflecting higher mobile network investment. Spending will focus on expanding network capacity and coverage to support continued growth in 5G and broadband usage and accommodate rising traffic demand. Sustaining network leadership is expected to support customer stickiness and ARPU resilience. Nonetheless, AIS will continue to closely monitor demand trends amid weaker consumer sentiment, while maintaining disciplined and flexible CAPEX allocation as appropriate.

In parallel, investment in core IT systems, including application rationalization, will improve operating efficiency, service agility, and long-term scalability, aiming to build solid digital foundation and improve customer experience.

The planned CAPEX allocation broadly comprising approximately 55–60% mobile, around 20% broadband, approximately 10% enterprise, and around 15% IT and others. Over the medium term, CAPEX is expected to remain around 15% of total revenue.

Dividend policy at minimum 70% of net profit

AIS is committed to driving long-term growth while delivering returns to shareholders. We place importance on maintaining strong financial health and flexibility to pursue future growth. Our dividend policy is to pay a minimum of 70% of net profit. By preserving cash flow, we ensure that we have the financial flexibility to lead, compete, and pursue growth prospects in any changing circumstances.

The dividend payment shall be made twice a year and is based on consolidated earnings and subjected to the availability of retained earnings on the separate financial statements. In all cases, dividend payment shall depend on cash flow and investment plan including any other future obligations of the Company and/or subsidiaries. Such dividends shall not adversely affect the Company and its subsidiaries' ongoing operations.

Glossary

Subscriber	Number of registered SIM at ending period whose status is not defined as churn
Postpaid churn	Subscribers whose payment status is overdue more than 60 days from due date
Prepaid churn	Subscribers who do not refill to extend their validity within 45 days or subscribers who are inactive more than 90 days. For tourist sim who are inactive more than 30 days
Net additions	Change of number of subscribers from beginning period to ending period
Churn rate	Number of subscriber disconnections in the period divided by the sum of gross new subscribers in the period and the subscribers at the beginning period
ARPU	Consolidated service revenue excluding inbound international roaming and interconnect revenues divided by average of subscriber at the beginning and ending period
VOU	Number of billed gigabyte generated from subscriber divided by average subscriber

EBIT	Operating Profit + Other income (expense) + Finance income + Share of profit (Loss) + Net foreign exchange gain (loss)
EBITDA	Operating Profit + Other income (expense) + Finance income + Share of profit (Loss) + Depreciation & Amortization + Net foreign exchange gain (loss)
EBITDA margin	EBITDA / Total Revenues
Service EBITDA	Operating Profit + Other income (expense) + Finance income + Share of profit (Loss) + Depreciation & Amortization + Net foreign exchange gain (loss) – Sales revenue + Cost of SIM and device sales
Service EBITDA margin	Service EBITDA / (Total Revenue – Sales revenue)
Interest-Bearing Debt to Equity	Interest Bearing Debt / Ending Equity
Debt to Equity	Ending Liability / Ending Equity
Net Debt to EBITDA	(Interest Bearing Debt - Cash) / EBITDA
Net Debt to EBITDA (Incl. lease liability and spectrum license payable)	(Interest Bearing Debt + Lease Liability + Spectrum License Payable - Cash) / EBITDA
Interest Coverage	EBITDA / Finance Cost
Debt Service Coverage Ratio	EBITDA / (Debt Repayment Within 1 Year Including Lease Liability)
ROA	Net Profit / Average Asset Between Beginning and Ending Period
ROE	Net Profit / Average Equity Between Beginning and Ending Period
Free Cash Flow (FCF)	Net Cash Flow From Operating Activities – Cash Flow From Investing - Lease Liability Paid

Recent development in Sustainability

Data and AI Governance Policy

Building on its internal Data and AI Governance Policy established in late 2025, AIS publicly disclosed the policy in October 2026 to enhance transparency and stakeholder confidence in its approach to responsible data and AI governance. The policy provides a framework for managing data and overseeing AI systems throughout their lifecycle, including development, acquisition, deployment, monitoring, and retirement. It emphasizes data security, transparency, accountability, regulatory compliance, and the protection of stakeholder rights, while addressing risks associated with data and AI, including third-party providers. This initiative reinforces **AIS's commitment to responsible AI adoption while supporting the use of AI to enhance operational efficiency, improve customer experience, and drive sustainable business growth.**



AIS Strengthens Network Resilience Amid Heavy Rainfall and Flooding

In September 2026, AIS strengthened the readiness of nationwide telecommunications network amid heavy rainfall and flooding in Bangkok and other provinces. The company enhanced **proactive network monitoring and analysis**, alongside monitoring weather conditions, water levels, and power systems to assess risks and prepare for potential disruptions. **AIS also prepared generators, batteries and backup power supplies, fuel, and mobile base stations** to reinforce network resilience and maintain service continuity in the event of power outages or disruptions to transportation routes.



AI Literacy Learning Platform

In September 2026, AIS, in collaboration with the Council of Deans of Management Sciences of Rajabhat Universities of Thailand, signed a memorandum of understanding to promote digital and AI skills nationwide through the **"Aunjai Cyber: AI Literacy"** syllabus. The initiative provides digital learning resources for Rajabhat universities to integrate into their teaching, covering AI and cyber awareness, safe and responsible use of digital technologies, and essential skills for the future workforce. The collaboration aims to strengthen digital resilience among students while preparing graduates with practical capabilities to navigate the rapidly evolving technology landscape.



Expanding E-Waste Collection Network

In September 2026, AIS, in collaboration with The Mall Group, expanded its **E-Waste collection network by establishing drop-off points at Power Mall** across seven participating branches. The initiative makes responsible E-Waste disposal more accessible and convenient for the public, encouraging proper separation and disposal as part of everyday life. Collected E-Waste is then transferred to certified recycling processes under the Zero E-Waste to Landfill standard, ensuring that electronic waste is recycled responsibly without being sent to landfill.



Sustainability Updates

as of 2025

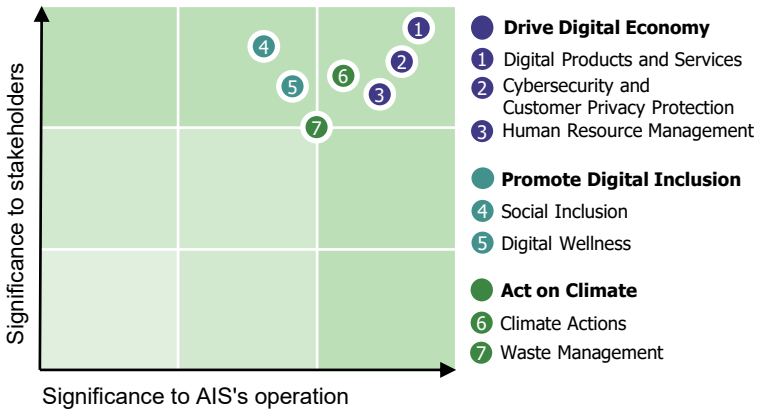
Sustainability Development Strategy

In driving sustainable business operation, Sustainable Development Committee (SDC) was assigned to govern policy, strategies, goals, and material aspects with providing consultancy and support management to operate business as sustainability framework.

AIS' sustainable development framework comprises three dimensions:



Materiality Assessment



Disclosure standard and ESG Rating

Disclosure Standards
- **GRI:** Global Reporting Initiative
- **SASB:** Sustainability Accounting Standard Board
- **CDP:** Carbon Disclosure Project
- **TCFD:** Task Force on Climate-Related Financial Disclosure

2025 Rating
- AA rating on MSCI ESG ratings
- B Score from CDP Climate Change Assessment
- FTSE 4 Good Index Series
- Medium ESG Risk Rating from Sustainalytics
- AAA rating on SET ESG rating
- "Excellence" based on Corporate Governance Report (CGR) of Thai Listed Companies by IOD

Remark
- In 2024, data integration between AIS and TTTBB was carried out following AIS's acquisition of TTTBB. This has resulted in changes to the performance data compared to the previous year.
- More information of sustainability development strategy and performance can be found in **AIS Sustainability Report 2025.**
- More information on AIS's climate governance, strategy, risk management, and performance can be found in **AIS Climate-Related Report 2025.**

Drive Digital Economy

Strive to develop digital innovations to support Thailand's economy through secure services, strong data privacy, and workforce upskilling.
- Expanded high-growth digital offerings (IoT/ICT solutions, cloud, analytics, and digital platforms).
- Established Data and AI Governance policy to ensure accurate, secure, and responsible use.
- Invested in employee capability development and well-being.
- Enhanced the board of director effectiveness with diverse knowledge and abilities.
- Delivered sustainable returns to all stakeholders.

Key Performance Table	Unit	2023	2024	2025
New Digital Services Revenue	%	4.1	3.8	4.8
Litigation or Fine from Data Leakage, Theft, or Loss	Number of cases	0	0	0
Independent Director	%	36	42	43
Women Director on Board	%	18	17	21
Gender Employee Diversity (women)	%	59	46	46

Promote Digital Inclusion

Advancing Thailand's digital society through infrastructure, platforms, and responsible technology use as follows:
- Expanded 5G and Broadband coverage continuously through initiatives such as the flagship project "Green Energy, Green Network" and "Broadband Internet for Schools"
- Developed digital platforms to promote digital access for enhancing the quality of life in Thai society.
- Built knowledge to promote digital intelligence skills
- Promoted appropriate and secure internet and social media usage.

Key Performance Table	Unit	2023	2024	2025
5G Network Coverage	% Population	90	95	95
Improving Socio-economic Condition and Quality of Life	Million Person	2.57	3.46	3.64
Promoting Digital Wellness	Million Person	0.51	0.79	1.49

Act on Climate

Reducing environmental impact through efficient operations and responsible resource management as follows:
- Increased the use of electricity from renewable energy sources i.e., by installing solar energy systems nationwide.
- Improved network energy efficiency.
- Properly managed e-waste disposal and promote AIS HUB of e-waste projects among Thai people.

Key Performance Table	Unit	2023	2024	2025
GHG Emissions (scope 1 and 2)	Ton CO_2e	704,264	798,881	820,916
GHG Emissions (scope 3)	Ton CO_2e	414,205	729,107	638,547
GHG Emission Intensity	Ton CO_2e /Terabyte	0.056	0.018	0.016
Renewable Energy	%	2.3	3.1	3.8
Water Discharge	%	34	40	41
Disposal Electronics Waste to Landfill	Ton	0	0	0

Sustainability Goals

as of 2025

Key Performance Indicator Target	2025 Achievements and Progression by target	Target Year
Drive Digital Economy		
Digital Products and Services 7% of revenue generated from new digital products and services that enable the digital economy	4.8% from 7%	2027
Cyber Security and Customer Privacy Protection ○ Maintain the highest cybersecurity and personal data protection standards on par with or surpassing those of other business organizations in the industry and the region ○ Enhance the efficiency of cybersecurity and data privacy measures to defend AIS's significant business value chain	Aligned with Target	**Achieved (in 2025)**
Human Resource Management More than 90% of AIS employees will receive training in digital technology skills	91% from 90%	**Achieved (in 2025)**
Promote Digital Inclusion		
Social Inclusion Improve the socio-economic condition of 5 million people	3.64 mn people from 5 mn 73%	2027
Digital Wellness Empower digital citizenship by providing digital solutions and tools for 3 million people	1.49 mn people form 3 mn 50%	2027
Act on Climate		
Climate Actions [1] Reduce GHG emissions intensity as calculated from the ratio of direct (GHG scope 1) and indirect emissions (GHG scope 2) to data traffic, by 25% compared to the 2024 baseline	○ Greenhouse gas emissions (Scope 1 and 2) intensity are at 0.016 tCO2e per data traffic (Reduce by -9% compared to 2024 baseline) ○ Greenhouse gas emissions (Scope 1 and 2) are at 820,916 tCO2e	2030
Waste Management Maintain zero e-waste to landfill	Aligned with Target	**Achieved (in 2025)**

[1] **Rationale of current Climate Action target :**
AIS considers its emissions profile alongside structural and regulatory conditions in Thailand's electricity market. Key factors include:

- **Electricity as the primary emissions source:** More than 95% of the Company's GHG emissions (Scope 1+2) are associated with electricity consumption across network infrastructure and data facilities, making Scope 2 emissions the dominant source.
- **National power grid dependency:** Electricity supply is largely derived from the national grid operated by state owned utilities, where renewable energy penetration remains limited and is progressing gradually under Thailand's Power Development Plan.
- **Access to clean energy for high electricity–consuming industries:** Telecommunications operations rely on a large number of geographically dispersed sites with small electricity meters, which limits the ability to deploy or procure renewable energy at scale across all locations.
- **Participation in certain renewable energy programs:** Certain mechanisms, such as the Utility Green Tariff (UGT), are less suited to operators with highly distributed infrastructure and numerous small consumption points.
- **Limitations in renewable energy procurement mechanisms:** Direct and virtual Power Purchase Agreements (PPAs) are not currently permitted. Access to Renewable Energy Certificates (RECs) is limited and subject to price volatility, alongside double counting concerns as renewable electricity supplied to the grid remains included in the Grid Emission Factor.

Accordingly, AIS adopts a phased approach to climate target setting, while continuing to assess short- and long-term pathways aligned with Thailand's Net Zero 2050 ambition and science-based principles, supported by ongoing monitoring of regulatory and market developments.

IR website: https://investor.ais.co.th
Email: investor@ais.co.th

Sustainability website: https://sustainability.ais.co.th
Email: AISSustainability@ais.co.th

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.

