



Executive Summary:

True Group recorded a strong performance in the first quarter of 2016 with net profit as well as solid subscriber, revenue, and EBITDA growth following the successful spectrum acquisitions. True's mobile business led the growth with 23.7% YoY service revenue growth and 34.0% YoY EBITDA growth.

In the first quarter of 2016, the Group continued to ride the strong momentum of its top network position together with competitive convergence and propositions while responding to the fast-growing consumption of wireless and wired broadband services. Cellular service revenue accelerated with value market share jumping to 22% in this first quarter even prior to the official launch of the 900MHz service. Broadband Internet grew healthily given strong response to its fiber broadband packages while the music entertainment business drove YoY revenue growth at TrueVisions.

True Group gained significant net adds in both postpaid and prepaid markets during the first quarter. TrueMove H dramatically outgrew the industry, adding 1.3 million subscribers in 1Q16, driven by its network strength and successful prepaid campaign, leveraging on synergy with CP Group and China Mobile. The fiber campaign "True Super Speed Fiber" drove broadband subscribers to 2.5 million while TrueVisions' customer base increased to 3.2 million mainly on convergence offerings.

Competition in the Thai Telecommunications industry remained intense during the first quarter with attractive offerings, particularly more data allowance and handset campaigns for the cellular market, and higher Internet speeds for the broadband space. Despite this competitive intensity, True Group continues to shine. Its success in rapidly growing revenues and attracting an increasing number of both postpaid and prepaid subscribers reinforces consumer confidence in True's brand and network superiority. This improvement trend is further expected throughout the rest of the year following excellent response to TrueMove H 4G Plus service with superior speed and nationwide network coverage. In addition, the Company's recent business partnership with Com7 will not only enhance customers' service experience, but will also expand

distribution channels for the Group's three core products through retail shops under Com7 management. All these, together with the Company's determination to providing innovative and best-value offerings will serve as an important foundation for its sustainable growth.

True Group's **consolidated service revenue** surged 15.6% YoY to Baht 20.8 billion in 1Q16 with revenue growth in all three segments, mainly an exceptional performance of the cellular business for both postpaid and prepaid markets. This solid revenue growth fuelled **EBITDA** growth of 15.7% YoY to Baht 5.7 billion excluding the 2015 gain from transferring towers to the Digital Telecommunications Infrastructure Fund (DIF) for a meaningful performance comparison.

True Group reported a **net profit of the parent company** totaling Baht 1,968 million in 1Q16, improving from a profit of Baht 1,569 million in the same period last year due to accelerating revenue and a recognition of its investment in DIF. DIF as an infrastructure fund entity is required to be periodically measured at fair value according to the SEC regulation. In this first quarter, independent financial advisor commissioned by SCBAM conducted the asset re-appraisal, resulting in DIF's incremental investment value. As a result, True Group recognized this incremental value in proportion of its 28% investment in the fund totaling Baht 2.9 billion in 1Q16.

Contents:

Consolidated results	2
Segment results	3-9
Detailed financial & operational statistics	10
Key accounting changes	11

Consolidated results:

True Group's consolidated service revenue increased 5.3% QoQ and 15.6% YoY to Baht 20.8 billion due to growth in all three key segments, particularly the cellular business whose non-voice revenue and subscriber base grew substantially during the quarter.

Product sales were Baht 4.3 billion, decreasing 42.0% QoQ mainly on Q4's high base with the launch of the new iPhone models and 17.3% YoY due to a recognition of towers transferred to DIF in the previous year; excluding this, product sales increased 2.9% YoY.

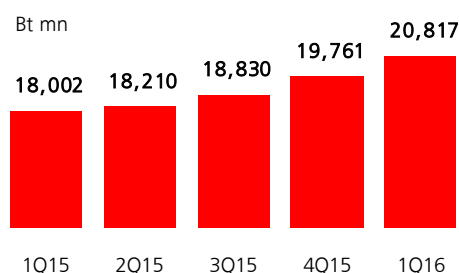
Regulatory cost increased to Baht 1.0 billion mainly on solid revenue growth at the cellular and broadband businesses, offsetting lower revenue sharing at the traditional fixed-line phone services.

Operating expenses (excluding IC and D&A expenses) increased 2.0% YoY to Baht 21.8 billion following incremental expenses related to network expansion and personnel.

EBITDA improved 7.8% QoQ and 15.7% YoY to Baht 5.7 billion, excluding the 2015 gain from transferring towers to DIF for a meaningful performance comparison, following the Group's healthy service revenue growth.

Depreciation and amortization expenses increased 10.1% QoQ and 39.1% YoY to Baht 5.4 billion as a result of continued network and service expansion as well as full-quarter impact of the 1800MHz license amortization.

Group service revenue excl IC



Interest expense was Baht 1.1 billion, increasing on higher debt level mainly at the cellular segment to support business expansion and license fee payment.

Income tax expense increased from the previous quarter to Baht 277 million, resulting from the Group's improved profitability during the quarter.

True Group reported Net profit to shareholders of the parent company totaling Baht 1,968 million, underpinned by its improved operational results and a recognition of its investment in DIF whose value increased following the asset re-appraisal in the first quarter of 2016.

Normalized Statements of Income (Loss) - Consolidated

(Unaudited) (Baht in millions unless otherwise indicated)	1Q16	4Q15	3Q15	2Q15 (Restated)	1Q15 (Restated)	% Change	
						QoQ	YoY
Service revenue	20,817	19,761	18,830	18,210	18,002	5.3	15.6
Network rental revenue	2,589	4,249	4,438	3,774	3,925	(39.1)	(34.0)
Interconnection revenue	1,312	1,133	1,216	1,225	1,180	15.7	11.2
Product sales	4,296	7,408	4,635	5,601	5,195	(42.0)	(17.3)
Total revenues	29,014	32,551	29,119	28,810	28,301	(10.9)	2.5
Total cost of providing services	17,833	19,523	18,026	16,962	16,535	(8.7)	7.8
Regulatory costs	1,013	934	994	177	622	8.4	62.7
Cost of providing services excl. IC	11,399	13,633	12,580	12,185	11,483	(16.4)	(0.7)
Interconnection cost	1,534	1,284	1,217	1,517	1,493	19.4	2.8
Depreciation and amortization	3,887	3,672	3,235	3,083	2,938	5.9	32.3
Cost of sales	4,385	6,708	3,941	4,395	4,488	(34.6)	(2.3)
Selling and administrative expenses	6,546	5,187	6,467	6,190	5,753	26.2	13.8
Depreciation and amortization	1,520	1,238	1,264	1,124	949	22.8	60.2
Cash SG&A	5,025	3,949	5,203	5,066	4,804	27.3	4.6
Total operating expenses	28,764	31,418	28,433	27,546	26,776	(8.4)	7.4
EBITDA	5,657	6,042	5,184	5,470	5,412	(6.4)	4.5
EBITDA (excl. gain on 6,000 towers transferred to DIF)	5,657	5,246	4,203	4,471	4,892	7.8	15.7
Depreciation and amortization	(5,408)	(4,910)	(4,499)	(4,207)	(3,887)	10.1	39.1
Operating profit	250	1,133	686	1,264	1,526	(78.0)	(83.6)
Interest expense (net)	(1,057)	(857)	(715)	(588)	(595)	23.3	77.7
Interest income	42	54	23	22	43	(22.6)	(2.3)
Interest expense	(1,099)	(912)	(738)	(610)	(638)	20.6	72.3
Other financial fees	(224)	(53)	(31)	(29)	(29)	318.3	NM
Finance cost related to Licences	(132)	(76)	(38)	(40)	(41)	73.7	225.4
Income tax (expense) revenue	(277)	(224)	(240)	494	(280)	23.5	(1.1)
Current tax	(304)	(212)	(89)	(53)	(120)	43.3	154.4
Deferred income tax	27	(12)	(151)	546	(161)	NM	NM
Income from continuing operations	(1,440)	(79)	(338)	1,101	581	NM	NM
Share of results in subsidiaries and associates	3,299	374	391	308	341	NM	NM
(Income) loss attributable to non-controlling interests	11	35	(18)	(14)	8	(68.1)	31.4
NIOGO	1,870	330	35	1,395	930	467.2	101.1
NIOGO before deferred income tax	1,843	342	187	849	1,091	439.3	69.0
Non recurring items	98	68	1,016	(2)	639	43.7	(84.7)
Foreign exchange gain (loss)	(179)	(110)	720	(292)	180	(63.0)	NM
Net gain from transferring the right of revenue of 338 towers to DIF	-	-	-	-	361	-	(100.0)
Other (expenses) income	277	178	296	290	99	55.6	180.5
Net profit (loss) to shareholders of the Company	1,968	398	1,051	1,393	1,569	394.6	25.4
Non-controlling interests	(11)	(35)	18	14	(8)	68.1	(31.4)
Net profit (loss) for the period	1,957	363	1,069	1,407	1,561	438.8	25.4

Normalized Statements of Income (Loss) by segment - Quarterly

(Unaudited)

(Baht in millions unless otherwise indicated)

	1Q16				4Q15				1Q15 (Restated)			
	Pay TV	Mobile	Online	Conso	Pay TV	Mobile	Online	Conso	Pay TV	Mobile	Online	Conso
Service revenue	3,005	13,141	6,981	20,817	2,762	12,244	6,679	19,761	2,841	10,622	6,738	18,002
Network rental revenue	-	2,479	110	2,589	-	4,138	110	4,249	-	3,888	37	3,925
Interconnection revenue	-	1,313	-	1,312	-	1,134	-	1,133	-	1,180	-	1,180
Product sales	44	4,168	139	4,296	9	6,188	1,231	7,408	68	4,144	1,059	5,195
Total revenues	3,049	21,101	7,230	29,014	2,770	23,704	8,020	32,551	2,909	19,835	7,834	28,301
Total cost of providing services	2,920	11,654	4,590	17,833	3,032	12,149	5,363	19,523	2,553	11,267	4,032	16,535
Regulatory costs	100	435	478	1,013	88	371	476	934	101	51	470	622
Cost of providing services excl. IC	2,229	7,865	2,583	11,399	2,362	9,004	3,242	13,633	1,953	8,566	2,252	11,483
Interconnection cost	-	1,535	-	1,534	-	1,286	-	1,284	-	1,494	-	1,493
Depreciation and amortization	591	1,818	1,529	3,887	582	1,489	1,645	3,672	498	1,156	1,310	2,938
Cost of sales	43	4,273	121	4,385	8	6,258	446	6,708	65	3,968	534	4,488
Selling and administrative expenses	406	5,365	1,724	6,546	492	4,270	1,276	5,187	414	4,330	1,800	5,753
Depreciation and amortization	18	1,435	67	1,520	19	1,254	(35)	1,238	18	859	74	949
Cash SG&A	389	3,930	1,657	5,025	473	3,017	1,311	3,949	396	3,471	1,725	4,804
Total operating expenses	3,369	21,292	6,435	28,764	3,532	22,678	7,084	31,418	3,031	19,564	6,365	26,776
EBITDA	289	3,063	2,392	5,657	(161)	3,769	2,546	6,042	394	2,285	2,853	5,412
EBITDA (excl. gain on 6,000 towers transferred to DIF)	-	-	2,392	5,657	-	-	1,749	5,246	-	-	2,332	4,892
Depreciation and amortization	(609)	(3,254)	(1,596)	(5,408)	(601)	(2,743)	(1,610)	(4,910)	(516)	(2,015)	(1,384)	(3,887)
Operating profit	(320)	(191)	795	250	(762)	1,026	936	1,133	(123)	270	1,469	1,526
Interest expense (net)	(76)	(559)	(423)	(1,057)	(80)	(365)	(413)	(857)	(57)	(120)	(417)	(595)
Interest income	2	31	218	42	2	20	172	54	1	10	157	43
Interest expenses	(78)	(589)	(640)	(1,099)	(82)	(385)	(584)	(912)	(58)	(131)	(574)	(638)
Other financial fees	-	(209)	(15)	(224)	-	(38)	(16)	(53)	-	(14)	(15)	(29)
Finance cost related to Licences	(18)	(114)	-	(132)	(18)	(58)	-	(76)	(21)	(20)	-	(41)
Income tax (expense) revenue	4	(109)	(172)	(277)	(12)	(375)	162	(224)	1	(51)	(230)	(280)
Current tax	(51)	(149)	(104)	(304)	39	(233)	(19)	(212)	(26)	(75)	(19)	(120)
Deferred income tax	55	40	(68)	27	(51)	(142)	181	(12)	26	24	(211)	(161)
Income from continuing operations	(410)	(1,181)	185	(1,440)	(872)	191	670	(79)	(200)	65	806	581
Share of results in subsidiaries and associates	(5)	-	3,304	3,299	(6)	-	379	374	(10)	-	351	341
(Income) loss attributable to non-controlling interests	12	(2)	(2)	11	33	12	(4)	35	10	1	(4)	8
NIOGO	(403)	(1,183)	3,487	1,870	(844)	203	1,045	330	(199)	66	1,153	930
NIOGO before deferred income tax	(458)	(1,223)	3,556	1,843	(793)	345	864	342	(226)	42	1,364	1,091
Non recurring items	(25)	170	(47)	98	(57)	219	(92)	68	38	238	375	639
Foreign exchange gain (loss)	(20)	(135)	(24)	(179)	(45)	(109)	44	(110)	58	102	20	180
Net gain from transferring the right of revenue of 338 towers to DIF	-	-	-	-	-	-	-	-	-	-	361	361
Other (expenses) income	(4)	305	(23)	277	(12)	328	(136)	178	(20)	136	(6)	99
Net profit (loss) to shareholders of the Company	(428)	(1,013)	3,440	1,968	(902)	422	953	398	(161)	304	1,527	1,569
Non-controlling interests	(12)	2	2	(11)	(33)	(12)	4	(35)	(10)	(1)	4	(8)
Net profit (loss) for the period	(439)	(1,011)	3,442	1,957	(934)	410	957	363	(171)	303	1,532	1,561

Cash Flow

Cash flows from operating activities was Baht 843 million in 1Q16, declining from a high base in 1Q15 given an advance receipt totaling Baht 12 billion related to additional FOC assets divestment to DIF in March 2015; excluding this, operating cash flow increased YoY.

True Group's primary capital resources in 1Q16 were cash flows from financing activities totaling Baht 17.0 billion, driven by additional borrowings to support the Group's business expansion and frequency license payment.

Cash flows used in investing activities in 1Q16 increased YoY to Baht 15.5 billion mainly due to additional cash capex related to the acquisition of the 900MHz spectrum license.

True Group ended 1Q16 with a cash balance of Baht 13.0 billion, increasing Baht 2.4 billion during the quarter.

Cash flow			
(Baht in millions unless otherwise indicated)			
	31 Mar 16	31 Mar 15 (Restated)	% change
Cash flow			
Cash flows from operating activities	843	12,622	(93.3)
Cash flows (used in) from investing activities	(15,510)	(7,347)	111.1
- Cash Capex (incl. license fee payment)	(16,434)	(8,660)	89.8
Cash flows (used in) from financing activities	17,039	(1,837)	NM
Net (decrease) increase in cash and cash equivalents	2,372	3,437	(31.0)
Beginning cash balance and effects of exchange rate changes	10,581	6,577	60.9
Ending cash balance	12,953	10,014	29.3

Balance Sheet

True Group's assets increased 30.4% from the end of 2015 to Baht 368.8 billion mainly due to the 900MHz license acquisition.

Property, plant and equipment, net increased 8.8% from the end of 2015 to Baht 107.1 billion given continued expansion of the Group's cellular and broadband businesses.

Intangible assets, net increased to Baht 138.4 billion from Baht 69.3 billion at the end of 2015 due to the 900MHz frequency license granted in March by the NBTC.

Investment in subsidiaries, associates and joint ventures (net) rose to Baht 17.9 billion compared to 15.0 billion at the end of 2015 as a result of DIF's incremental investment value (see more detail in note 14 of financial statements).

Trade accounts receivable (net) decreased from Baht 32.8 billion at the end of 2015 to Baht 32.4 billion, driven by lower receivable related to the HSPA contract.

True Group's total liabilities increased 40.5% from the end of 2015 to Baht 291.7 billion mainly due to other non-current liabilities related to the 900MHz frequency license acquired in March.

Interest bearing debt (short-term and long-term borrowings excluding financial leases) increased from the end of 2015 to Baht 109.9 billion mainly on additional short-term borrowings for working capital requirements and the first payment of the 900MHz license.

Other non-current liabilities increased from Baht 36.8 billion at the end of 2015 to Baht 98.6 billion due to the 900MHz license acquisition. True Group's subsidiary, True Move H Universal Communication Co., Ltd. "TUC", paid the first installment of the 900MHz license fee in March; the remaining amount totaling Baht 62.2 billion (present value) was recognized under other non-current liabilities.

Trade accounts payable increased from the end of 2015 to Baht 48.0 billion following the Group's business expansion with attractive vendor financing terms.

Shareholders' equity increased 2.6% to Baht 77.1 billion as the Group continued to record profit in the first quarter of 2016.

Consolidated Balance Sheet			
(Baht in millions unless otherwise indicated)			
	31 Mar 16	31 Dec 15	% change
Cash and cash equivalents	12,953	10,590	22.3
Trade accounts receivable, net	32,407	32,808	(1.2)
Other receivables	4,088	5,820	(29.8)
Other current assets	32,334	28,642	12.9
Total current assets	81,781	77,861	5.0
Property, plant and equipment, net	107,103	98,457	8.8
Goodwill, net	11,403	11,403	-
Intangible assets, net	138,370	69,297	99.7
Deferred income tax assets	5,563	5,663	(1.8)
Other non-current assets	24,596	20,163	22.0
Total non-current assets	287,035	204,984	40.0
Total assets	368,817	282,844	30.4
Short-term borrowings	47,636	29,927	59.2
Trade accounts payable	48,015	40,620	18.2
Other payables	21,997	25,246	(12.9)
Current portion of long-term borrowings	12,662	12,603	0.5
Other current liabilities	3,872	3,405	13.7
Total current liabilities	134,182	111,801	20.0
Long-term borrowings	55,406	55,522	(0.2)
Deferred income tax liabilities	1,947	2,075	(6.2)
Liabilities under agreements for operations	89	86	3.0
Employee benefit obligations	1,412	1,369	3.1
Other non-current liabilities	98,618	36,785	168.1
Total non-current liabilities	157,471	95,837	64.3
Total liabilities	291,653	207,638	40.5
Issued and fully paid-up share capital	98,432	98,432	-
Unappropriated retained earning (deficit)	(20,395)	(22,363)	8.8
Premium/discount (on share capital) and other items	(873)	(862)	(1.3)
Total shareholders' equity	77,164	75,207	2.6
Total liabilities and shareholders' equity	368,817	282,844	30.4

Segment results: True Mobile Group

TrueMove H's key strengths in network quality, network coverage, multiple low and high band frequencies, and the largest bandwidth position it well ahead of the competition. The Group's **cellular service revenue** accelerated 23.7% YoY to Baht 13.1 billion amid the declining trend of the other major players, resulting in a surge of its value market share to 22% in the first quarter of 2016, compared to an average of 19% in the previous year. This significant growth was driven by impressive subscriber acquisition in both prepaid and postpaid segments as well as an elevating trend of data usage.

TrueMove H gained spectacular net additions totaling 1.3 million in the first quarter of 2016, pushing its total subscriber base to 20.4 million. Its postpaid and prepaid net adds in 1Q16 represented 79% and 61% of the industry's, respectively. The key drivers were network superiority, improved consumer perceptions together with successful campaigns at 7-Eleven. Blended ARPU maintained solid upward trend, increasing to Baht 215.

True Mobile Group - Service revenue breakdown					
(Unaudited)	1Q16	4Q15	1Q15	% Change	
Unit: Bt mn				QoQ	YoY
Voice	4,942	4,736	4,851	4.3	1.9
Non-voice	7,452	6,712	5,071	11.0	47.0
IR and others	747	796	700	(6.1)	6.8
Cellular service revenue	13,141	12,244	10,622	7.3	23.7

Voice revenue grew 4.3% QoQ and 1.9% YoY to Baht 4.9 billion given TrueMove H's continued success in penetrating into the mass postpaid segment and tremendous response to its prepaid campaigns at 7-Eleven.

Non-voice revenue surged 47.0% YoY and 11.0% QoQ to Baht 7.5 billion, representing 57% of the Group's cellular service revenue, due to higher mobile Internet usage as well as accelerating subscriber base, leveraging on TrueMove H's network strength and 4G leadership positioning.

Revenue from international roaming and other services declined 6.1% QoQ but grew 6.8% YoY to Baht 747 million, supported by incremental revenues from providing mobile network at the offshore facility of corporate customer.

Product sales were flat YoY but declined 32.6% QoQ to Baht 4.2 billion given a highbase in Q4 with the launch of the new iPhone models.

Net IC expense was Baht 222 million, decreasing YoY following the IC rate reduction from Baht 0.45 per minute to Baht 0.34 per minute since July'15 but increasing QoQ given higher off-net traffic.

Regulatory cost increased to Baht 435 million as a result of continued solid revenue growth.

<continued on page 6>

Normalized Statements of Income (Loss) - True Mobile Group

(Unaudited)	1Q16	4Q15	3Q15	2Q15	1Q15	% Change	
(Baht in millions unless otherwise indicated)				(Restated)	(Restated)	QoQ	YoY
Cellular service revenue	13,141	12,244	11,302	10,884	10,622	7.3	23.7
Network rental revenue	2,479	4,138	4,328	3,664	3,888	(40.1)	(36.3)
Interconnection revenue	1,313	1,134	1,216	1,225	1,180	15.8	11.2
Product sales	4,168	6,188	2,928	3,586	4,144	(32.6)	0.6
Total revenues	21,101	23,704	19,773	19,359	19,835	(11.0)	6.4
Total cost of providing services	11,654	12,149	11,859	11,357	11,267	(4.1)	3.4
Regulatory costs	435	371	403	(403)	51	17.4	NM
Cost of providing services excl. IC	7,865	9,004	8,976	9,042	8,566	(12.6)	(8.2)
Interconnection cost	1,535	1,286	1,218	1,518	1,494	19.4	2.7
Depreciation and amortization	1,818	1,489	1,262	1,200	1,156	22.1	57.3
Cost of sales	4,273	6,258	3,185	3,418	3,968	(31.7)	7.7
Selling and administrative expense	5,365	4,270	5,124	4,776	4,330	25.6	23.9
Depreciation and amortization	1,435	1,254	1,169	1,026	859	14.5	67.2
Cash SG&A	3,930	3,017	3,955	3,750	3,471	30.3	13.2
Total operating expenses	21,292	22,678	20,169	19,551	19,564	(6.1)	8.8
EBITDA	3,063	3,769	2,035	2,035	2,285	(18.7)	34.0
Depreciation and amortization	(3,254)	(2,743)	(2,430)	(2,226)	(2,015)	18.6	61.5
Operating profit	(191)	1,026	(396)	(191)	270	NM	NM
Interest expense (net)	(559)	(365)	(251)	(187)	(120)	53.2	363.8
Interest income	31	20	12	11	10	52.9	198.8
Interest expense	(589)	(385)	(263)	(198)	(131)	53.2	350.9
Other financial fees	(209)	(38)	(16)	(13)	(14)	449.9	NM
Finance cost related to Licences	(114)	(58)	(20)	(20)	(20)	96.8	478.1
Income tax (expense) revenue	(109)	(375)	(138)	553	(51)	(71.0)	113.7
Current tax	(149)	(233)	(65)	31	(75)	(36.1)	98.6
Deferred income tax	40	(142)	(73)	521	24	NM	66.5
Income from continuing operations	(1,181)	191	(820)	141	65	NM	NM
Share of results in subsidiaries and associates	-	-	-	-	-	-	-
(Income) loss attributable to non-controlling interests	(2)	12	23	(1)	1	NM	NM
NIOGO	(1,183)	203	(798)	139	66	NM	NM
NIOGO before deferred income tax	(1,223)	345	(724)	(382)	42	NM	NM
Non recurring items	170	219	935	115	238	(22.2)	(28.5)
Foreign exchange gain (loss)	(135)	(109)	626	(182)	102	(24.0)	NM
Other (expenses) income	305	328	309	297	136	(6.9)	123.8
Net profit (loss) to shareholders of the Company	(1,013)	422	137	254	304	NM	NM
Non-controlling interests	2	(12)	(23)	1	(1)	NM	NM
Net profit (loss) for the period	(1,011)	410	115	255	303	NM	NM

Segment results: True Mobile Group (cont'd)

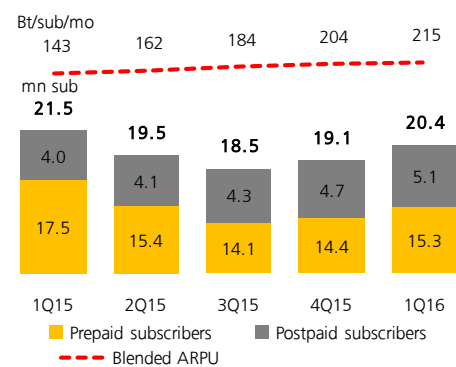
Operating expenses (excluding IC and D&A expenses) increased 2.8% YoY to Baht 16.5 billion following higher expenses related to selling and marketing activities as well as personnel.

The strong revenue growth, outpacing higher core operating expenses and regulatory cost, fuelled **EBITDA** growth of 34.0% YoY to Baht 3.1 billion.

Depreciation and amortization expenses increased to Baht 3.3 billion, driven by full-quarter impact of the 1800MHz license amortization.

Expenses related to network expansion and frequency license acquisitions pressured **bottom-line** performance to a loss of Baht 1.0 billion in the first quarter of 2016.

TrueMobile subscribers and blended ARPU



Segment results: TrueOnline

TrueOnline's broadband Internet sustained healthy performance both in terms of revenue and subscriber growth given overwhelming response to the fiber broadband packages while a further expansion to upcountry also drove strong broadband acquisition, pushing its subscriber base to 2.5 million and ARPU to Baht 665. During the quarter, TrueOnline continued to extend its broadband network reach, now covering 6.8 million homes passed nationwide.

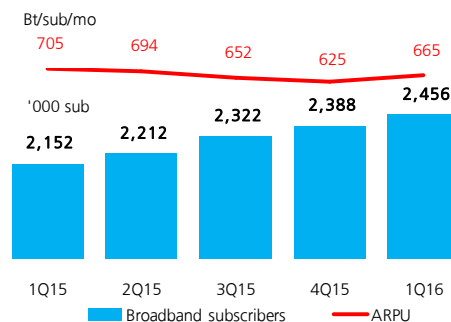
Service revenue increased 4.5% QoQ and 3.6% YoY to Baht 7.0 billion on continued solid growth of broadband Internet while traditional voice revenue was flat QoQ and declined YoY at a slower pace of 3.6% to Baht 1.3 billion.

Consumer broadband revenues continued to grow strongly at a double-digit rate YoY despite competition, driving **broadband Internet revenue** to Baht 4.8 billion which now represents 69% of TrueOnline's service revenue. This solid momentum was driven by continued success of fiber broadband package under the "True Super Speed Fiber" campaign together with True Group's competitive convergence offerings as well as TrueOnline's stronger position in the upcountry areas.

Regulatory cost was flat QoQ and increased 1.6% YoY to Baht 478 million following broadband Internet growth, offsetting lower revenue sharing for the traditional fixed-line phone services.

Operating expenses (excluding D&A expenses) was Baht 4.8 billion, declining 11.6% QoQ and 2.9% YoY due to lower cost of sales given last year's high base from transferring new towers to DIF; excluding this, operating expenses increased 8.0% YoY mainly on higher network expenses, including rental payable to DIF on the second assets injection

Broadband customers and ARPU



to the fund in March last year.

EBITDA grew 36.7% QoQ and 2.5% YoY to Baht 2.4 billion, excluding the 2015 gain from transferring towers to DIF for a meaningful performance comparison, underpinned by strong revenue growth. Lower operating expenses also contributed to the QoQ EBITDA improvement.

Depreciation and amortization expenses were flat QoQ but increased 15.3% YoY to Baht 1.6 billion following the Group's broadband network expansion.

Net profit to shareholders of the parent company was Baht 3.4 billion in the first quarter of 2016, supported by improved operating performance and DIF's incremental investment value as appraised by independent financial advisors of the fund.

Normalized Statements of Income (Loss) - TrueOnline

(Unaudited) (Baht in millions unless otherwise indicated)	1Q16	4Q15	3Q15	2Q15	1Q15	% Change	
					(Restated)	QoQ	YoY
Service revenue	6,981	6,679	6,642	6,739	6,738	4.5	3.6
Network rental revenue	110	110	110	110	37	0.1	200.0
Product sales	139	1,231	1,719	2,030	1,059	(88.7)	(86.9)
Total revenues	7,230	8,020	8,471	8,880	7,834	(9.8)	(7.7)
Total cost of providing services	4,590	5,363	4,264	4,218	4,032	(14.4)	13.8
Regulatory costs	478	476	474	480	470	0.4	1.6
Cost of providing services	2,583	3,242	2,331	2,340	2,252	(20.3)	14.7
Depreciation and amortization	1,529	1,645	1,459	1,397	1,310	(7.0)	16.7
Cost of sales	121	446	806	1,024	534	(72.9)	(77.3)
Selling and administrative expense	1,724	1,276	2,077	1,846	1,800	35.2	(4.2)
Depreciation and amortization	67	(35)	76	76	74	NM	(9.3)
Cash SG&A	1,657	1,311	2,001	1,770	1,725	26.4	(4.0)
Total operating expenses	6,435	7,084	7,148	7,088	6,365	(9.2)	1.1
EBITDA	2,392	2,546	2,859	3,266	2,853	(6.1)	(16.2)
EBITDA (excl. gain on 6,000 towers transferred to DIF)	2,392	1,749	1,877	2,266	2,332	36.7	2.5
Depreciation and amortization	(1,596)	(1,610)	(1,536)	(1,474)	(1,384)	(0.8)	15.3
Operating profit	795	936	1,323	1,792	1,469	(15.0)	(45.9)
Interest expense (net)	(423)	(413)	(388)	(336)	(417)	2.4	(1.3)
Interest income	218	172	161	219	157	27.0	38.6
Interest expense	(640)	(584)	(549)	(554)	(574)	9.6	11.5
Other financial fees	(15)	(16)	(15)	(15)	(15)	(2.9)	0.3
Income tax (expense) revenue	(172)	162	(96)	(130)	(230)	NM	(25.1)
Current tax	(104)	(19)	11	(57)	(19)	458.0	446.0
Deferred income tax	(68)	181	(107)	(73)	(211)	NM	67.7
Income from continuing operations	185	670	823	1,311	806	(72.4)	(77.0)
Share of results in subsidiaries and associates	3,304	379	397	314	351	NM	NM
(Income) loss attributable to non-controlling interests	(2)	(4)	(4)	(5)	(4)	50.3	53.4
NIOGO	3,487	1,045	1,216	1,620	1,153	233.7	202.5
NIOGO before deferred income tax	3,556	864	1,324	1,693	1,364	311.5	160.7
Non recurring items	(47)	(92)	(52)	(10)	375	49.0	NM
Foreign exchange gain (loss)	(24)	44	(46)	(23)	20	NM	NM
Net gain from transferring the right of revenue of 338 towers to DIF	-	-	-	-	361	-	(100.0)
Other (expenses) income	(23)	(136)	(6)	13	(6)	83.1	(282.6)
Net profit (loss) to shareholders of the Company	3,440	953	1,165	1,610	1,527	261.0	125.2
Non-controlling interests	2	4	4	5	4	(50.3)	(53.4)
Net profit (loss) for the period	3,442	957	1,169	1,615	1,532	259.7	124.7

Segment results: TrueVisions

TrueVisions continued to enjoy mass market success with 163,682 net additions in the first quarter of 2016, boosting its total customer base to 3.2 million with an ARPU of Baht 415. The business is determined to further enhance consumers' viewing experience through more quality content, live broadcasting of popular international and local sports and interactive features to improve its premium subscriber base and revenue.

TrueVisions' **service revenue** was Baht 3.0 billion, increasing 8.8% QoQ mainly on advertising revenue growth and 5.8% YoY as a result of rising contributions from the Group's music entertainment business.

Subscription and installation revenue was flat QoQ but grew YoY to Baht 1.9 billion given TrueVisions' continued strength in the mass segment, supported by the Group's competitive convergence propositions.

Advertising revenue was Baht 436 million, declining YoY but growing QoQ with incremental contribution from the digital TV channel "TRUE4U". TrueVisions will accelerate its plan to boost advertising and subscription revenues for the rest of the year through content-lead strategy, particularly popular sports and self-produced programming.

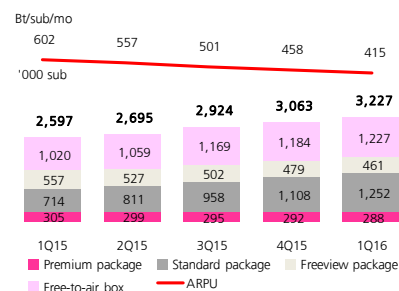
Music Entertainment and other revenues increased 46.2% YoY to Baht 656 million due to the popularity of music and entertainment events held during the quarter, including Girls Generation concert and Golf Tour Thailand Classic 2016. A QoQ decrease of 4.8% was driven partly by a seasonal decline of sponsorship revenue in the first quarter of the year.

Service revenue breakdown - TrueVisions					
(Unaudited)	1Q16	4Q15	1Q15	% Change	
Unit: Bt mn				QoQ	YoY
Subscription and installation	1,913	1,925	1,871	(0.6)	2.3
Music entertainment & others	656	689	449	(4.8)	46.2
Advertising	436	147	521	196.1	(16.4)
Total	3,005	2,762	2,841	8.8	5.8

Normalized Statements of Income (Loss) - TrueVisions

(Unaudited) (Baht in millions unless otherwise indicated)	1Q16	4Q15	3Q15	2Q15 (Restated)	1Q15 (Restated)	% Change	
						QoQ	YoY
Service revenue	3,005	2,762	3,393	2,985	2,841	8.8	5.8
Product sales	44	9	124	13	68	406.5	(34.8)
Total revenues	3,049	2,770	3,517	2,998	2,909	10.1	4.8
Total cost of providing services	2,920	3,032	3,111	2,678	2,553	(3.7)	14.4
Regulatory costs	100	88	117	100	101	13.4	(1.8)
Cost of providing services	2,229	2,362	2,440	2,055	1,953	(5.7)	14.1
Depreciation and amortization	591	582	554	523	498	1.6	18.8
Cost of sales	43	8	114	11	65	423.7	(32.9)
Selling and administrative expense	406	492	493	554	414	(17.4)	(1.9)
Depreciation and amortization	18	19	19	19	18	(8.0)	(3.7)
Cash SG&A	389	473	474	535	396	(17.8)	(1.8)
Total operating expenses	3,369	3,532	3,718	3,244	3,031	(4.6)	11.1
EBITDA	289	(161)	372	296	394	NM	(26.6)
Depreciation and amortization	(609)	(601)	(573)	(542)	(516)	1.3	18.0
Operating profit	(320)	(762)	(201)	(246)	(123)	58.0	(161.2)
Interest expense (net)	(76)	(80)	(75)	(65)	(57)	(4.9)	33.2
Interest income	2	2	2	1	1	2.0	52.0
Interest expense	(78)	(82)	(77)	(66)	(58)	(4.7)	33.6
Other financial fees	-	-	-	-	-	-	-
Finance cost related to Licences	(18)	(18)	(18)	(20)	(21)	(0.9)	(14.5)
Income tax (expense) revenue	4	(12)	(6)	71	1	NM	427.7
Current tax	(51)	39	(35)	(27)	(26)	NM	100.6
Deferred income tax	55	(51)	29	98	26	NM	109.8
Income from continuing operations	(410)	(872)	(300)	(260)	(200)	53.0	(105.3)
Share of results in subsidiaries and associates	(5)	(6)	(6)	(6)	(10)	14.8	51.2
(Income) loss attributable to non-controlling interests	12	33	(22)	(10)	10	(64.6)	14.0
NIOGO	(403)	(844)	(329)	(276)	(199)	52.3	(102.3)
NIOGO before deferred income tax	(458)	(793)	(358)	(374)	(226)	42.2	(103.1)
Non recurring items	(25)	(57)	133	(105)	38	(56.6)	NM
Foreign exchange gain (loss)	(20)	(45)	140	(86)	58	54.9	NM
Other (expenses) income	(4)	(12)	(7)	(19)	(20)	63.1	77.7
Net profit (loss) to shareholders of the Company	(428)	(902)	(196)	(382)	(161)	52.6	(165.8)
Non-controlling interests	(12)	(33)	22	10	(10)	64.6	(14.0)
Net profit (loss) for the period	(439)	(934)	(173)	(371)	(171)	53.0	(156.7)

TrueVisions customers and ARPU



Operating expenses (excluding D&A expenses) decreased 5.8% QoQ on lower expenses related to content and SG&A but increased 9.7% YoY to Baht 2.8 billion due to higher music entertainment and content cost as TrueVisions continued to equip its portfolio with a full range of quality content to match consumers' diverse preferences, while diversifying revenue stream through music entertainment business.

EBITDA was Baht 289 million, improving QoQ mainly on incremental revenue but decreasing YoY due to higher operating expenses.

Depreciation and amortization expenses increased 1.3% QoQ and 18.0% YoY to Baht 609 million following TrueVisions Group's service expansion.

TrueVisions reported **net loss to shareholders of the parent** totaling Baht 428 million, improving QoQ on EBITDA growth but expanding YoY following higher OPEX.

Revenue profile - Before intersegment elimination

(Baht in millions unless otherwise indicated)

	1Q16	4Q15	3Q15	2Q15	1Q15	% Change	
						QoQ	YoY
TrueVisions	3,049	2,770	3,517	2,998	2,909	10.1	4.8
Service revenue	3,005	2,762	3,393	2,985	2,841	8.8	5.8
Product sales	44	9	124	13	68	406.5	(34.8)
Intersegment elimination	(581)	(409)	(966)	(681)	(644)	42.2	(9.8)
TrueVisions after elimination	2,468	2,362	2,551	2,317	2,265	4.5	9.0
True Mobile Group	21,101	23,704	19,773	19,359	19,835	(11.0)	6.4
Cellular revenue	13,141	12,244	11,302	10,884	10,622	7.3	23.7
Network rental revenue & IC	3,791	5,272	5,544	4,889	5,068	(28.1)	(25.2)
Product sales	4,168	6,188	2,928	3,586	4,144	(32.6)	0.6
Intersegment elimination	(326)	(311)	(334)	(263)	(210)	4.8	55.4
True Mobile Group after elimination	20,775	23,393	19,439	19,096	19,625	(11.2)	5.9
TrueOnline	7,230	8,020	8,471	8,880	7,834	(9.8)	(7.7)
- Traditional voice	1,275	1,278	1,299	1,291	1,323	(0.2)	(3.6)
- Fixed-line	1,275	1,277	1,296	1,288	1,318	(0.1)	(3.3)
- Public phone	0	1	3	3	4	(99.0)	(99.7)
- Broadband, Internet and Business Data Service	5,263	4,876	4,898	4,963	4,877	7.9	7.9
- Broadband Internet & business data	4,829	4,413	4,433	4,540	4,476	9.4	7.9
- Other Internet & VAS	434	464	465	423	401	(6.4)	8.3
- Others *	442	524	445	485	539	(15.6)	(17.9)
Service revenue	6,981	6,679	6,642	6,739	6,738	4.5	3.6
Network rental revenue	110	110	110	110	37	0.1	200.0
Product sales	139	1,231	1,719	2,030	1,059	(88.7)	(86.9)
Intersegment elimination	(1,460)	(1,224)	(1,342)	(1,483)	(1,422)	19.3	2.7
TrueOnline after elimination	5,770	6,796	7,129	7,397	6,412	(15.1)	(10.0)
Normalized consolidated revenues	31,381	34,494	31,761	31,236	30,577	(9.0)	2.6
Total intersegment elimination	(2,367)	(1,943)	(2,642)	(2,427)	(2,276)	21.8	4.0
Normalized consolidated revenues - net	29,014	32,551	29,119	28,810	28,301	(10.9)	2.5

* Others such as revenue from bundled packages under TrueLife Plus

Revenue profile - After intersegment elimination

(Baht in millions unless otherwise indicated)

	1Q16	4Q15	3Q15	2Q15	1Q15	% Change	
						QoQ	YoY
TrueVisions	2,468	2,362	2,551	2,317	2,265	4.5	9.0
Service revenue	2,467	2,361	2,550	2,315	2,263	4.5	9.0
Product sales	1	0	1	1	1	144.4	3.4
True Mobile Group	20,775	23,393	19,439	19,096	19,625	(11.2)	5.9
Cellular revenue	12,826	11,945	10,981	10,638	10,422	7.4	23.1
Network rental revenue & IC	3,790	5,271	5,543	4,888	5,068	(28.1)	(25.2)
Product sales	4,159	6,177	2,915	3,570	4,135	(32.7)	0.6
TrueOnline	5,770	6,796	7,129	7,397	6,412	(15.1)	(10.0)
- Traditional voice	1,259	1,262	1,282	1,289	1,320	(0.2)	(4.6)
- Fixed-line	1,259	1,260	1,280	1,285	1,316	(0.1)	(4.3)
- Public phone	0	1	3	3	4	(99.0)	(99.7)
- Broadband, Internet and Business Data Service	4,136	3,979	3,882	3,808	3,763	4.0	9.9
- Broadband Internet & business data	3,903	3,739	3,636	3,582	3,554	4.4	9.8
- Other Internet & VAS	233	240	246	226	209	(2.9)	11.6
- Others *	128	215	136	159	233	(40.2)	(44.9)
Service revenue	5,524	5,455	5,300	5,256	5,316	1.3	3.9
Network rental revenue	110	110	110	110	37	-	200.0
Product sales	136	1,231	1,719	2,030	1,059	(88.9)	(87.1)
Normalized consolidated revenues	29,014	32,551	29,119	28,810	28,301	(10.9)	2.5

* Others such as revenue from bundled packages under TrueLife Plus

Selected financial & operational statistics

	1Q16	2015	4Q15	3Q15	2Q15	1Q15	2014
CONSOLIDATED KEY FINANCIAL RATIOS ^{1/}							
Consolidated							
Net debt/EBITDA (Times)	4.3	3.7	3.7	2.1	1.7	1.3	1.6
Net debt/Equity ratio (Times)	1.3	1.1	1.1	0.6	0.5	0.4	0.5
Share price - end of period (Baht)	7.60	6.70	6.70	9.75	11.40	12.50	11.10
TrueOnline							
Customers ('000 subs)							
Fixed-line	1,470	1,507	1,507	1,544	1,566	1,585	1,614
Public phone	26	26	26	26	26	26	26
Broadband Internet	2,456	2,388	2,388	2,322	2,212	2,152	2,081
ARPU (Baht/sub/month)							
Fixed-line	216	223	221	224	224	225	239
Public phone	9	22	11	19	26	31	69
Broadband Internet	665	668	625	652	694	705	710
True Mobile Group							
Customers ('000 subs)							
Post-paid	5,061	4,726	4,726	4,344	4,130	4,009	3,879
Pre-paid	15,298	14,381	14,381	14,121	15,398	17,498	19,769
Total	20,359	19,107	19,107	18,465	19,529	21,506	23,647
ARPU (Baht/sub/month)							
Post-paid	501	492	502	478	486	503	527
Pre-paid	120	90	111	100	84	70	59
Blended	215	171	204	184	162	143	130
Pay TV (TrueVisions)							
Customers ('000 subs)							
Premium package	288	292	292	295	299	305	311
Standard package	1,252	1,108	1,108	958	811	714	629
FreeView package	461	479	479	502	527	557	585
Free-to-air box	1,227	1,184	1,184	1,169	1,059	1,020	947
ARPU (Baht/sub/month)	415	523	458	501	557	602	715

Note:

^{1/} Debt ratios exclude finance leases.

Key accounting changes :

Accounting policy for recognition and measuring of derivatives

In order to manage the risks arising from fluctuation in currency exchange rates and interest rates, the Group entered into various forward foreign exchange contracts. Previously, these derivative instruments were not recognised in the financial statements on inception. Any increase or decrease in the amount required to realise an asset or liability was offset by a corresponding movement in the value of the forward exchange contract on the settlement date. The unrealised gain and loss on the derivative instruments at each reporting date were not recognised in the financial information.

During 2015, the management reviewed the related accounting policies and made decision to change the policy applying to derivative instruments so that the financial statements better reflect the financial position. The derivative instruments are recognised at their fair value by referring to a quoted market price at each reporting date. The unrealised gain or loss at each reporting date will be recognised through profit or loss statements and recognised as receivable payable in statement of financial position.

For comparison purpose, the Comprehensive income for the three-month period ended 31 March 2015 was retrospectively adjusted, of which the effect is as follows:

	<u>Consolidated</u>
	<u>31 March 2015</u>
	<u>Baht Million</u>
Statement of comprehensive income	
Decrease in share of results	37.50
Basic earnings per share	-

Accounting policy for initial recognition of cost of licences

To comply with TAS 38: Intangible assets, the Group has revisited the accounting treatment regarding the initial recognition of the licences received and remeasured cost of licenses at the cash equivalent price based on present value of the consideration at the time of acquisition. The difference between present value and amount of payments will be recognised as finance costs over the payment period. Cost of licences at present value will be amortised over the licences period. The Group has made retrospective adjustment to reflect the change in accounting treatment, of which the effect is as follows:

	<u>Consolidated</u>
	<u>31 March 2015</u>
	<u>Baht Million</u>
Statement of comprehensive income	
Increase in finance costs	36.94
Decrease in cost of providing services (amortisation costs)	(9.73)
Decrease in income tax expenses	(4.83)
Basic earnings per share	-