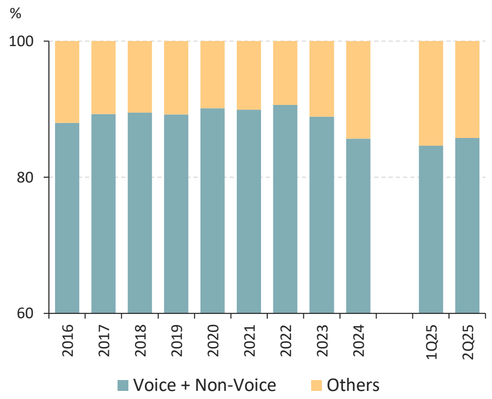
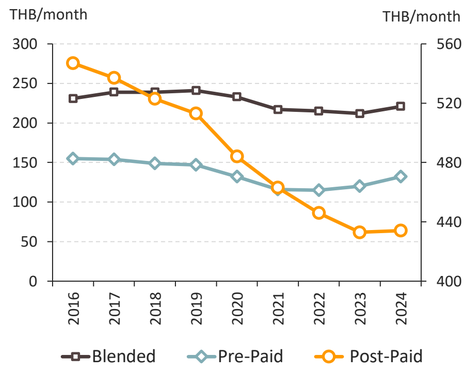
Mobile Operator (บริการระบบโทรศัพท์เคลื่อนที่)

Type of Revenues by Segment

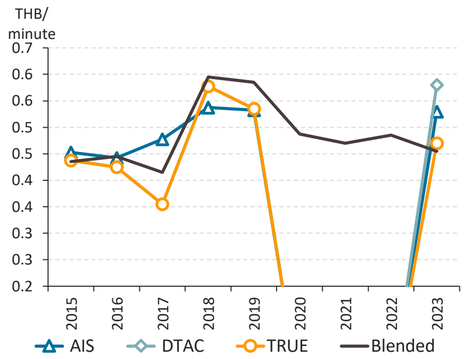
Mobile Revenue



Average Revenue per User (ARPU)



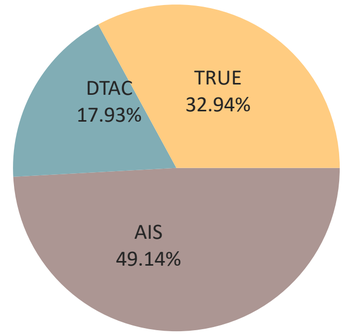
Revenue per Minute (RPM)



Source: NBTC

Market Share of Mobile Operators

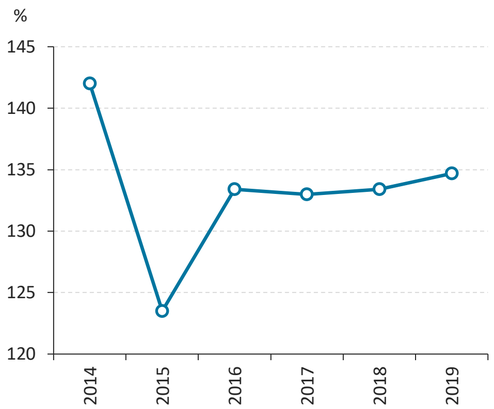
Q421



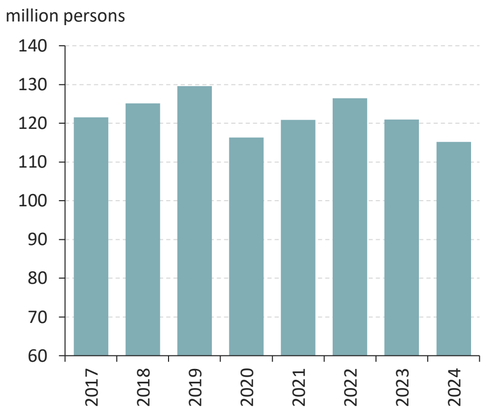
Source: NBTC

Mobile Usage

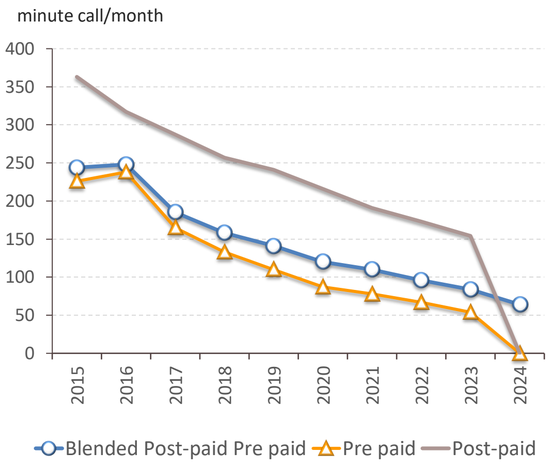
Penetration rate



Subscribers

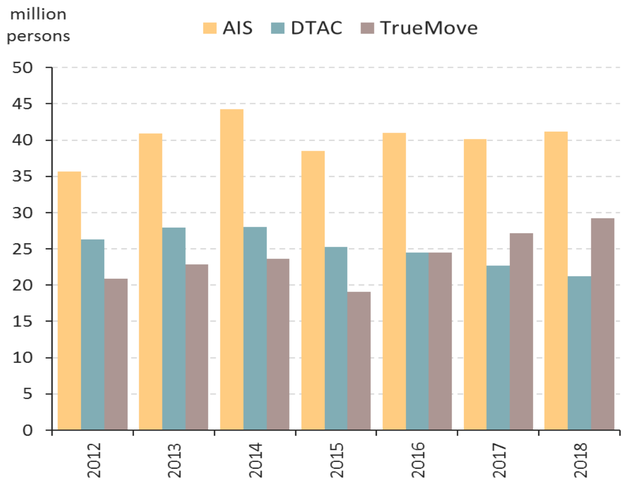


Minute of use (MOU)



Source: EIU and NBTC

Number of Subscribers



Source: Operators

Mobile Operator (บริการระบบโทรศัพท์เคลื่อนที่)

Revenue by Service Type

ARPU: Average revenue per user (THB/month)

	Blended	Post-paid	Pre paid
2018	239	523	149
2019	241	513	147
2020	233	484	132
2021	217	463	116
2022	215	446	115
2023	212	433	120
2024	221	434	132
% YoY	**4.2**	**0.2**	**10.0**

RPM: Revenue per minute (THB/minute)

Blended	AIS	DTAC	TrueMove
0.41	0.49	0.44	0.30
0.44	0.45	0.44	0.42
0.45	0.44	0.43	0.46
0.42	0.48	0.36	0.42
0.59	0.54	0.58	0.67
0.58	0.53	0.54	0.68
0.46	0.00	0.00	0.00
-21.6	**-100.0**	**-100.0**	**-100.0**

Source: Operators

Minute of Use (MOU)

(minutes per month)

	Blended	Post-paid	Pre paid
2015	244	363	226
2016	248	317	238
2017	185	287	165
2018	158	257	133
2019	141	241	110
2020	120	216	87
2021	110	191	78
2022	96	173	67
2023	84	154	54
2024	64	0	0

Source: NBTC

Number of Top 3 Operator's Subscribers

(million) (%)

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

Source: Companies data and NSO