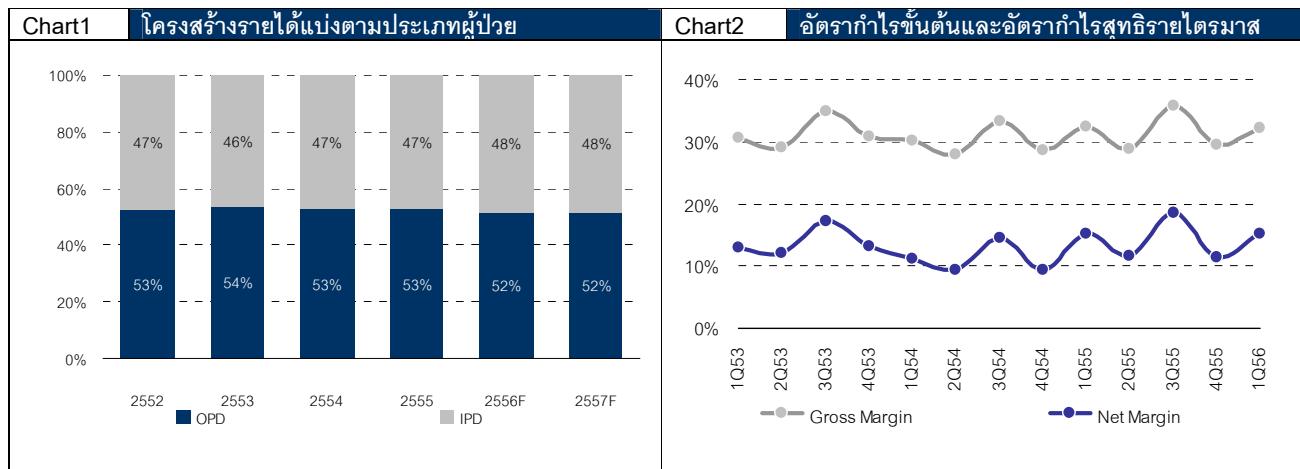




NTV – Quarterly Results													
Quarterly Breakdown (Bt mn)	1Q11	2Q11	3Q11	4Q11	1Q12	2Q12	3Q12	4Q12	1Q13	%YoY %QoQ	2012	2013F	%YoY
Revenue	330	336	417	367	399	389	486	447	436	9.2% (2.6%)	1,721	1,897	10.2%
COGS	-230	-243	-278	-261	-270	-277	-312	-315	-295	9.3% (6.3%)	-1,174	-1,288	9.7%
Gross profit	100	94	139	105	129	112	173	132	141	9.1% 6.3%	547	609	11.4%
SG&A (excl. depre)	-29	-30	-32	-33	-31	-32	-35	-43	-33	7.9% (21.7%)	-140	-143	1.9%
Other incomes	3	3	3	2	4	2	3	4	3	(30.4%) (29.2%)	14	14	0.0%
Other expenses	0	0	0	0	0	0	0	0	0		0	0	
EBITDA	74	66	110	73	102	83	142	94	110	7.7% 17.5%	421	480	14.2%
Depreciation & Amortization	-21	-21	-23	-24	-24	-24	-25	-27	-28	14.8% 3.1%	-100	-117	17.3%
EBIT	53	45	87	50	78	59	117	67	83	5.6% 23.3%	321	363	13.2%
Interest Expense	0	0	0	0	0	0	0	0	0		0	-7	
Fx gain (loss)	0	0	0	0	0	0	0	0	0		0	0	
Extraordinary Items	0	0	0	0	0	0	0	0	0		0	0	
EBT	53	45	87	50	78	59	117	67	83	5.6% 23.3%	321	357	11.1%
Tax	-16	-14	-26	-15	-18	-14	-27	-16	-16	(9.1%) (0.9%)	-75	-71	(4.9%)
Minority	0	0	0	0	0	0	0	0	0		0	0	
Net profit	37	31	61	34	60	45	90	51	66	9.9% 31.1%	246	285	16.0%
Normalized profit	37	31	61	34	60	45	90	51	66	9.9% 31.1%	246	285	16.0%
EPS (Bt)	0.23	0.20	0.38	0.21	0.38	0.28	0.56	0.32	0.41	9.9% 31.1%	1.54	1.78	16.0%
Normalized EPS (Bt)	0.23	0.20	0.38	0.21	0.38	0.28	0.56	0.32	0.41	9.9% 31.1%	1.54	1.78	16.0%
Key ratios													
Gross margin	30.2%	27.8%	33.3%	28.7%	32.3%	28.9%	35.7%	29.5%	32.3%		31.8%	32.1%	
SG&A/Sales	15.1%	15.4%	13.2%	15.5%	13.8%	14.4%	12.2%	15.5%	14.0%		13.9%	13.7%	
EBITDA margin	22.3%	19.8%	26.5%	20.0%	25.6%	21.3%	29.2%	21.0%	25.3%		24.4%	25.3%	
EBIT margin	16.0%	13.4%	20.9%	13.6%	19.6%	15.1%	24.1%	15.0%	19.0%		18.6%	19.1%	
Effective tax rate	31.0%	30.7%	30.4%	30.9%	22.9%	23.2%	23.1%	24.5%	19.7%		23.4%	20.0%	
Net margin	11.1%	9.3%	14.5%	9.4%	15.1%	11.6%	18.5%	11.3%	15.2%		14.3%	15.0%	
Net margin - normalized	11.1%	9.3%	14.5%	9.4%	15.1%	11.6%	18.5%	11.3%	15.2%		14.3%	15.0%	

Source: Company, Trinity Research.



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