

Singapore

ADD (no change)

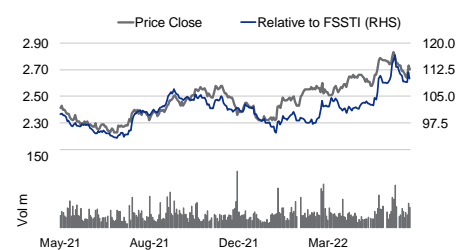
Consensus ratings*: Buy 16 Hold 2 Sell 0

Current price:	S\$2.70
Target price:	S\$3.20
Previous target:	S\$3.30
Up/downside:	18.5%
CGS-CIMB / Consensus:	2.3%
Reuters:	STEL.SI
Bloomberg:	ST SP
Market cap:	US\$32,555m S\$44,572m
Average daily turnover:	US\$58.25m S\$79.84m
Current shares o/s:	15,934m
Free float:	49.7%

*Source: Bloomberg

Key changes in this note

- FY23F core EPS cut by 2.4%.
- FY24F core EPS raised by 1.1%.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	-3.2	3.8	10.2
Relative (%)	-0.5	5.8	8.1

Major shareholders	% held
TemasekHldgs	50.3

Analyst(s)



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SingTel

2HFY22 in line; Bharti to lead recovery

- 2HFY22 core net profit rose 5% yoy. FY22 earnings were in line, +11% yoy, mainly due to Bharti's turnaround. 4.8 Scts 2HFY22 DPS a positive surprise.
- We see core EPS rising by 30%/22% in FY23F/24F (Bharti, SG & Telkomsel).
- Reiterate Add. TP cut 3% to S\$3.20 for Singtel, our top Singapore telco pick.

2HFY3/22 core EPS was in line; dividend a positive surprise

Singtel's 2HFY22 core net profit came in at S\$941m, up 4.9% yoy (-4.3% hoh). This was mainly due to a turnaround in Bharti's earnings, partly offset by lower Singapore (SG), Optus and other associates' profits. FY22 core net profit rose 10.9% yoy to S\$1.92bn, growing for the first time after four years of consecutive declines. This was in line, just 2% shy of our forecast. Singtel positively surprised by declaring a 2HFY22 DPS of 4.8 Scts. This brings full-year DPS to 9.3 Scts (80% payout) vs. our projected 8.9 Scts (75% payout). For FY23, Singtel projects lower dividends of S\$1.1bn (FY22: S\$1.38bn) from the regional associates and higher capex of c.S\$2.6bn (FY22: S\$1.9bn).

Weaker SG & Optus earnings yoy; mobile revenue rose for both

SG's 2HFY22 core net profit fell 19% yoy (-32% hoh) to S\$166m on lower device sales (global supply shortage, shift to SIM-only) and enterprise EBITDA margin, plus higher depreciation. Mobile service revenue rose 1.7% yoy due to gradual roaming recovery and 5G plan adoption. For FY23F, we expect SG earnings to grow 24% yoy on higher mobile revenue, better device sales and lower content cost. In Australia, Optus's 2HFY22 core net profit fell 94% yoy (-95% hoh) to S\$2m due to lower device sales, drop in NBN migration fees and higher depreciation, partly offset by lower cost (ex-NBN: +100%). Mobile service revenue grew 3.8% yoy on healthy subs growth and full half-year contribution from amaysim. We do not see a rebound in Optus's FY23F earnings due to a further drop off in NBN migration fees, plus higher depreciation and net finance cost.

Bharti's turnaround lifts associates' earnings contribution

2HFY22 associate contribution rose 19% yoy (+3% hoh), led by a turnaround in share of Bharti's profits to S\$148m (2HFY21: -S\$9m), on continued growth in mobile subs, ARPU and EBITDA margin, after Jul/Nov 21 tariff hikes. Notably, a 130% qoq spike in its 4QFY22 earnings bodes well for Singtel's FY23F. Slightly better-than-expected was Telkomsel earnings, which fell just 0.9% yoy to S\$342m (lingering effects from earlier price war, falling legacy revenue, higher tower lease cost). We see improving prospects in Indonesia as competition is easing, with various players optimising tariffs in Mar-Apr.

Reiterate Add with 3% lower SOP-based TP of S\$3.20

We tweak FY23F/24F core EPS for lower Singapore, Optus, Telkomsel and Bharti (consensus) earnings. Our TP fell mainly due to the increase in the risk-free rate to 2.75% (previous: 2.5%). Re-rating catalysts: FY23-24F core EPS recovery, further asset monetisation, expansion into higher-growth business areas. Its current share price implies an FY23F EV/EBITDA of just 3.8x for SG and Optus. Downside risk: price wars.

Financial Summary

	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Revenue (S\$m)	15,644	15,339	15,463	15,949	16,378
Operating EBITDA (S\$m)	3,832	3,768	3,834	4,083	4,229
Operating EBITDA Margin	24.5%	24.6%	24.8%	25.6%	25.8%
Net Profit (S\$m)	554	1,949	2,498	3,036	3,485
Core EPS (S\$)	0.11	0.12	0.15	0.18	0.21
Core EPS Growth	(29.7%)	10.1%	29.9%	21.5%	14.8%
FD Core P/E (x)	25.53	23.18	17.85	14.69	12.79
DPS (S\$)	0.08	0.09	0.11	0.14	0.16
Dividend Yield	2.78%	3.44%	4.20%	5.11%	5.86%
EV/EBITDA (x)	11.29	11.22	10.98	10.45	9.83
P/FCFE (x)	40.14	17.58	22.28	16.97	15.05
Net Gearing	37.3%	21.9%	23.6%	29.2%	29.5%
ROE	6.5%	7.2%	9.1%	10.7%	11.8%
% Change In Core EPS Estimates			(2.42%)	1.09%	
CGS-CIMB/Consensus EPS (x)			0.93	0.97	

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

2HFY22 in line; Bharti to lead recovery

Figure 1: Results comparison

FYE 31 Mar (\$\$ m)	2HFY22	2HFY21	yoy % chg	1HFY22	hoh % chg	FY22	FY21	yoy % chg	Prev. FY22F	YTD as % full year
Revenue	7,687	8,219	(6.5)	7,653	0.4	15,339	15,644	(1.9)	15,260	100.5
- Singapore	3,834	3,939	(2.7)	3,691	3.9	7,525	7,481	0.6	7,445	101.1
- Australia	3,853	4,280	(10.0)	3,962	(2.7)	7,814	8,163	(4.3)	7,815	100.0
EBITDA	1,838	1,928	(4.7)	1,929	(4.7)	3,767	3,833	(1.7)	3,864	97.5
- Singapore	831	902	(7.9)	875	(5.0)	1,706	1,871	(8.8)	1,770	96.4
- Australia	1,009	1,027	(1.8)	1,052	(4.1)	2,061	1,960	5.1	2,095	98.4
Core net profit	941	897	4.9	983	(4.3)	1,924	1,734	10.9	1,955	98.4
- Singapore	166	206	(19.4)	245	(32.2)	411	535	(23.2)	513	80.1
- Australia	2	31	(93.7)	36	(94.6)	38	9	>100	66	58.3
- Associates	773	652	18.6	752	2.8	1,525	1,273	19.8	1,642	92.9
- Corp costs (est.)	(0)	7	nm	(50)	(99.1)	(51)	(84)	(39.1)	-266	19.1
Core EPS (cts)	5.7	5.5	4.2	6.0	(4.3)	11.7	10.6	10.0	11.9	97.7
DPS (cts)	4.8	2.4	100.0	4.5	6.7	9.3	7.5	24.0	8.9	103.9

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

Figure 2: Earnings revisions

FYE 31 Mar (S\$ m)	FY22	New		Old		% change	
		FY23F	FY24F	FY23F	FY24F	FY23F	FY24F
Total revenue	15,339	15,463	15,949	15,206	15,484	1.7	3.0
change yoy (%)	(1.9)	0.8	3.1	(0.9)	1.8		
- Singapore	7,525	7,719	8,075	7,611	7,824	1.4	3.2
change yoy (%)	0.6	2.6	4.6	1.1	2.8		
- Australia	7,814	7,744	7,874	7,595	7,660	2.0	2.8
change yoy (%)	(4.3)	(0.9)	1.7	(2.8)	0.8		
Opex	-11,572	-11,629	-11,866	-11,347	-11,464	2.5	3.5
EBITDA	3,768	3,834	4,083	3,860	4,020	(0.7)	1.6
change yoy (%)	(1.7)	1.8	6.5	2.4	4.2		
margin (%)	24.6	24.8	25.6	25.4	26.0		
- Singapore	1,706	1,757	1,883	1,820	1,948	(3.4)	(3.4)
change yoy (%)	(8.8)	3.0	7.1	6.7	7.1		
- Australia	2,067	2,119	2,245	2,125	2,158	(0.3)	4.0
change yoy (%)	3.5	2.5	5.9	2.8	1.5		
Associates' contribution	2,136	2,963	3,561	3,132	3,725	(5.4)	(4.4)
Group EBITDA	5,904	6,797	7,644	6,992	7,745	(2.8)	(1.3)
change yoy (%)	4.9	15.1	12.5	18.4	10.8		
Depreciation	-2,723	-2,751	-2,836	-2,675	-2,688	2.8	5.5
Net interest expense	-313	-360	-395	-425	-482	(15.2)	(18.1)
Others	25	0	0	0	0	nm	nm
Pretax profit	2,893	3,686	4,413	3,892	4,575	(5.3)	(3.5)
Taxation	-934	-1,177	-1,367	-1,340	-1,583	(12.2)	(13.7)
Minority interests	-11	-11	-11	-12	-12	(12.5)	(12.5)
Net profit	1,949	2,498	3,036	2,540	2,979	(1.6)	1.9
change yoy (%)	251.9	28.2	21.5	30.4	17.3		
Core net profit	1,924	2,498	3,036	2,540	2,979	(1.6)	1.9
change yoy (%)	11.0	29.9	21.5	32.1	17.3		
Core EPS	11.65	15.13	18.38	15.51	18.19	(2.4)	1.1
change yoy (%)	10.1	29.9	21.5	33.1	17.3		
Net debt/EBITDA (x)	1.7	1.6	1.6	1.4	1.5		
Capex	-2,217	-2,566	-2,370	-2,240	-2,144	14.6	10.5
as % of revenue	14.5	16.6	14.9	14.7	13.8		

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

Figure 3: Our revised SOP-based target price for Singtel is S\$3.20

FYE 31 March (S\$ m)	FY23F	FY24F	FY25F	FY26F	FY27F	FY28F	FY29F	FY30F	FY31F	FY32F
EBIT (1-T)	742	864	938	1,010	1,092	1,160	1,219	1,273	1,327	1,378
Depreciation	2,285	2,352	2,343	2,318	2,288	2,265	2,246	2,231	2,219	2,210
Capex	-3,142	-4,024	-2,272	-2,172	-2,172	-2,172	-2,172	-2,172	-2,172	-2,172
Annual FCFF	-114	-809	1,009	1,155	1,209	1,253	1,293	1,333	1,374	1,416
Terminal value										22,972
Present value of cash flow	-107	-703	818	874	853	824	793	763	733	12,139
Total NPV (Singapore & Optus)	16,988									
Net cash/(debt) at end-FY22	-11,011									
Regional investments	46,674									
Value of Equity	52,652									
No of shares (m)	16,569									
Value of Equity per share (S\$)	3.20									

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS, BLOOMBERG

Figure 4: We value its associates at S\$2.82 per Singtel share

Associates	% of RNAV	Stake (%)	Value (\$ m)	Value/share (\$)	Valuation Methodology
Advanced Info (ADVANC TB)	17.7%	23.3	7,040	0.42	Based on CGS-CIMB TP
Intouch (INTUCH TB)	5.0%	21.1	1,976	0.12	Based on consensus TP
Globe Telecom (GLO PM)	11.0%	47.0	4,361	0.26	Based on consensus TP
Bharti (BHARTI IN)	54.7%	31.7	21,754	1.31	20% discount to consensus TP
Telkomsel	25.2%	35.0	10,032	0.61	Based on DCF
Singapore Post (SPOST SP)	1.1%	21.7	439	0.03	Based on CGS-CIMB TP
Netlink Trust (NETLINK SP)	2.7%	25.0	1,072	0.06	Based on consensus TP
Total NAV			46,674	2.82	

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS, BLOOMBERG

Figure 5: Singtel's current share price implies an FY23F EV/EBITDA of just 3.8x for Singtel Singapore and Optus, based on our estimates


Associates	Singtel's stake (%)	Value (\$ m)	Value/Singtel share (\$)
Advanced Info (ADVANC TB)	23.3	6,060	0.37
Intouch (INTUCH TB)	21.1	1,941	0.12
Globe Telecom (GLO PM)	47.0	4,161	0.25
Bharti (BHARTI IN)	31.7	21,037	1.27
Telkomsel	35.0	10,041	0.61
Singapore Post (SPOST SP)	21.7	332	0.02
Netlink Trust (NETLINK SP)	25.0	945	0.06
Value of associates (based on market prices)*		44,516	2.69
Singtel's market cap*		44,584	2.69
Residual equity value (Singtel Singapore + Optus)		68	0.00
Net Cash/(Debt) at end-FY22		-14,604	-0.88
Implied EV (Singtel Singapore + Optus)		14,672	0.89
FY23F Operating EBITDA		3,834	
Implied FY3/23F EV/EBITDA (Singtel Singapore + Optus) (x)		3.8	

*All associates' values are based on current market values, except for Telkomsel's value, which is based on our estimated DCF-based equity value; share prices as of 27 May 2022
SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS, BLOOMBERG

Figure 6: ASEAN telco sector comparison

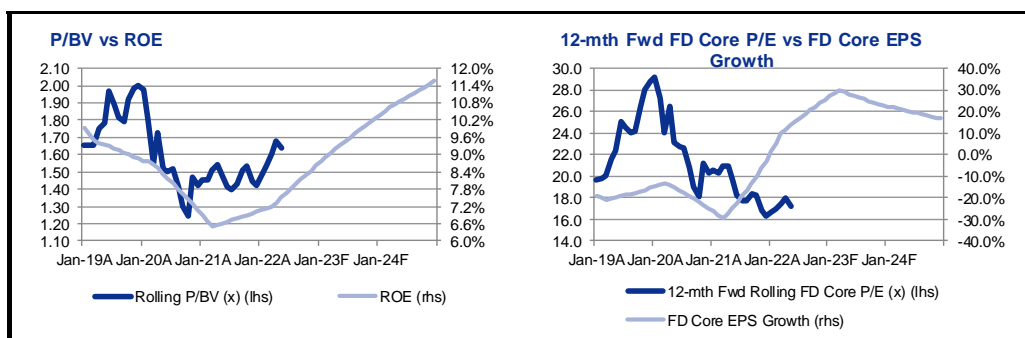
Company	Bloomberg Ticker	Recom.	Current share price (local curr.)	Target price (local curr.)	Market cap (US\$ m)	Core P/E (x) 2022F	Core P/E (x) 2023F	EV/EBITDA (x) 2022F	EV/EBITDA (x) 2023F	EV/OpFCF (x) 2022F	EV/OpFCF (x) 2023F	EPS	EBITDA	3-year CAGR (%) 2022F	Dvd Yield (%) 2022F	Dvd Yield (%) 2023F
Maxis	MAXIS MK	HOLD	3.61	3.90	6,452	22.4	18.9	9.1	8.7	13.4	12.3	7.9	4.0	5.5	5.5	
TM	T MK	ADD	5.10	6.75	4,395	16.3	11.8	5.2	4.9	8.5	8.1	12.1	2.8	3.7	5.1	
MY telcos average (ex-outliers)						20.9	18.0	7.3	6.9	11.5	10.7	10.3	3.5	4.4	5.0	
SingTel	ST SP	ADD	2.70	3.20	32,555	17.8	14.7	8.1	13.9	19.2	18.0	21.9	3.9	4.2	5.1	
Starhub	STH SP	HOLD	1.24	1.40	1,568	27.0	21.9	7.8	6.6	20.6	12.0	(9.9)	1.6	4.0	4.0	
SG telcos average (ex-outliers)						22.4	18.3	7.9	10.2	19.9	15.0	6.0	2.7	4.1	4.6	
TLKM	TLKM IJ	ADD	4,300	5,000	29,242	15.4	14.3	7.0	6.7	11.7	10.9	10.6	4.6	4.6	5.2	
XL Axiata	EXCL IJ	ADD	2,670	3,650	1,966	19.2	14.0	4.4	4.0	10.8	9.1	36.5	7.3	3.1	5.0	
Indosat	ISAT IJ	HOLD	5,425	7,100	3,003	85.6	27.4	4.9	4.4	nm	71.8	44.1	19.9	0.6	1.8	
Link Net	LINK IJ	ADD	4,610	5,200	906	13.8	12.7	5.2	4.6	14.3	13.7	5.8	8.6	2.2	3.9	
Indo telcos average (ex-outliers)						16.2	17.1	5.4	4.9	12.3	11.2	24.2	10.1	2.6	4.0	
AIS	ADVANC TB	ADD	218.00	254.00	18,993	23.9	23.4	7.6	7.1	11.0	10.2	3.8	3.5	3.8	3.8	
DTAC	DTAC TB	ADD	42.75	53.60	2,965	35.9	51.6	5.4	5.5	10.9	11.9	(24.2)	2.0	3.5	3.1	
True	TRUE TB	HOLD	4.36	5.24	4,262	nm	nm	6.6	6.6	12.7	11.4	28.1	3.1	1.6	1.6	
Jasmine	JASIF TB	REDUCE	10.90	10.00	2,555	9.8	9.6	10.0	9.6	10.0	9.6	1.9	1.3	8.5	8.7	
DIF	DIF TB	ADD	14.00	17.20	4,361	12.0	11.9	12.1	11.9	12.1	11.9	0.2	0.2	7.5	7.5	
Intouch	INTUCH TB	HOLD	71.50	73.00	6,717	21.2	21.0	21.3	21.1	21.4	21.2	2.0	1.9	4.2	4.2	
Thai telcos average (ex-outliers)						20.6	23.5	10.5	10.3	13.0	12.7	1.9	2.0	4.8	4.8	
ASEAN Telcos average (ex-outliers)						20.0	19.1	8.1	8.1	13.4	15.9	7.8	4.5	4.1	4.6	

Note: Share prices as of 27 May 2022. Operating FCF is calculated as EBITDA minus average 3-year forward capex
SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS, BLOOMBERG

Refinitiv ESG Scores	
	
<p>ESG in a nutshell</p> <p>Singtel is our top-ranked ASEAN telco for sustainability, thanks to its: i) robust cybersecurity system and prime position to capture the strong demand for cybersecurity services in Singapore & Asia-Pacific, ii) superior network quality of service & reliability, iii) industry-leading efforts in staff training/development and a positive workplace environment, iv) more ambitious and concrete targets/roadmap towards net zero carbon emissions by 2050, as well as v) leadership in driving financial inclusion and positioning itself for future opportunities in digital financial services.</p>	
<p>Keep your eye on</p> <p>In the past four years, Singtel has had several data breaches, including: i) Accellion's (a third-party vendor) file sharing system, FTA, where Personally Identifiable Information of c. 129k customers, credit card details of 45 staff of a corporate customer, and information from 23 enterprises were exfiltrated in Jan 2021, and ii) unauthorised disclosure of up to 330k mobile subs' billing information on the My Singtel app in 2017-18. While data protection is a major risk factor, it is also a major business opportunity. Singtel's cybersecurity revenue has grown from S\$86m in FY3/15 to S\$564m in FY3/21 (8% of its Singapore service revenue). Separately, we believe GXS Bank (Grab-Singtel's 60:40 digital bank joint venture) will likely start its Singapore operations in CY22F. At end-Apr, a consortium led by GXS Bank and Kuok Brothers have also secured a digital banking licence in Malaysia, with operations to begin after a 12-24-month period of operational readiness.</p>	<p>Implications</p> <p>We have not factored in the risk of further data breaches into our forecasts for Singtel at this juncture, as it is difficult to predict, with any degree of certainty, the timeline or potential magnitude of the impact. It has also implemented more stringent measures to manage data protection risks and has been reasonably successful in responding to breaches. In terms of business opportunities, we project Singtel's cybersecurity revenue to post a robust CAGR of 4% over FY3/21-24F, thus being one of the key growth drivers for its Enterprise and total revenue. Meanwhile, we have not included the value accretion from the digital bank business into our SOP valuation as investors may only start to recognise its value in CY24-25F, when operating indicators are possibly disclosed, in our view.</p>
<p>ESG highlights</p> <p>Despite its good ESG performance, we think there is room for Singtel to improve on the gender diversity of its board of directors, of which females made up only 25% as at end-FY21.</p>	<p>Implications</p> <p>Nonetheless, we believe Singtel's overall ESG achievements/initiatives are superior to its regional peers. On an absolute basis, we do not expect its good ESG performance to have a material positive impact on revenue or earnings, as the latter is more likely to be affected by issues such as competition, mergers & acquisitions and regulatory developments, in our view. However, its already-good rankings and potential further improvements in ESG disclosures/performance in the medium-to-longer term could be upside risks and help it garner more interest from ESG-focused investors.</p>
<p>Trends</p> <p>Singtel's carbon emissions rose 3.0% yoy in FY21 and was 4.9% higher vs. FY15. Singtel is not a major carbon emitter and energy cost constitutes less than 5% of its total opex. Nonetheless, we believe the environmental pillar may gain importance in the future amid i) Singtel's growing data centre business and ii) the Singapore government's staggered hike in the carbon tax from the current S\$5/tCO₂e for 2019-23 to S\$25 in 2024-25, S\$45 in 2026-27, with a view to reaching S\$50-80 by 2030 (as per its FY3/22 Budget announcement in Feb 2022).</p>	<p>Implications</p> <p>A bigger and faster increase in the carbon tax (indirectly raising energy cost) or harsher penalties (fines)/regulations (e.g. ban on new data centres) could impact Singtel's earnings. However, we have not incorporated this risk into our forecasts/valuation as its carbon emissions are relatively low vs. other high-emitting companies/sectors and measures are being undertaken to reduce them. For instance, Singtel has embarked on initiatives (e.g. solar power systems for data centres) to limit increases in its emissions and taken green loans to align its operations with its sustainable growth goals.</p>

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS, REFINITIV

BY THE NUMBERS



Profit & Loss

(\$m)	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Total Net Revenues	15,644	15,339	15,463	15,949	16,378
Gross Profit	3,832	3,768	3,834	4,083	4,229
Operating EBITDA	3,832	3,768	3,834	4,083	4,229
Depreciation And Amortisation	-2,685	-2,723	-2,751	-2,836	-2,882
Operating EBIT	1,147	1,045	1,083	1,247	1,347
Financial Income/(Expense)	-395	-313	-360	-395	-426
Pretax Income/(Loss) from Assoc.	1,798	2,136	2,963	3,561	4,243
Non-Operating Income/(Expense)	0	0	0	0	0
Profit Before Tax (pre-EI)	2,550	2,868	3,686	4,413	5,164
Exceptional Items	-1,179	25	0	0	0
Pre-tax Profit	1,371	2,893	3,686	4,413	5,164
Taxation	-811	-934	-1,177	-1,367	-1,668
Exceptional Income - post-tax					
Profit After Tax	560	1,959	2,509	3,046	3,495
Minority Interests	-6	-11	-11	-11	-11
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	554	1,949	2,498	3,036	3,485
Recurring Net Profit	1,733	1,924	2,498	3,036	3,485
Fully Diluted Recurring Net Profit	1,733	1,924	2,498	3,036	3,485

Cash Flow

(\$m)	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
EBITDA	3,832	3,768	3,834	4,083	4,229
Cash Flow from Inv. & Assoc.	1,434	1,622	1,420	1,332	1,425
Change In Working Capital	584	270	0	0	0
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense					
Other Operating Cashflow	0	-0	-0	-0	-0
Net Interest (Paid)/Received	-222	-413	-430	-465	-496
Tax Paid	-164	-352	-280	-298	-324
Cashflow From Operations	5,463	4,896	4,543	4,652	4,834
Capex	-2,214	-2,217	-2,566	-2,370	-2,272
Disposals Of FAs/subsidiaries	31	22	0	0	0
Acq. Of Subsidiaries/investments	-262	-267	-200	-204	0
Other Investing Cashflow	-224	1,816	-376	-1,450	0
Cash Flow From Investing	-2,668	-646	-3,142	-4,024	-2,272
Debt Raised/(repaid)	-1,693	-1,713	600	2,000	400
Proceeds From Issue Of Shares	0	0	0	0	0
Shares Repurchased					
Dividends Paid	-1,273	-1,139	-1,618	-2,039	-2,409
Preferred Dividends					
Other Financing Cashflow					
Cash Flow From Financing	-2,966	-2,852	-1,018	-39	-2,009
Total Cash Generated	-171	1,397	383	588	553
Free Cashflow To Equity	1,102	2,537	2,001	2,627	2,962
Free Cashflow To Firm	3,019	4,664	1,841	1,105	3,075

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

BY THE NUMBERS... cont'd

Balance Sheet

(\$m)	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Total Cash And Equivalents	755	2,130	2,036	2,128	2,131
Total Debtors	5,444	5,245	5,530	5,584	5,829
Inventories	272	719	276	740	300
Total Other Current Assets	62	36	36	36	36
Total Current Assets	6,532	8,130	7,878	8,487	8,296
Fixed Assets	11,534	10,892	11,308	11,442	11,432
Total Investments	13,735	13,847	14,694	16,058	17,530
Intangible Assets	13,129	11,977	11,977	11,977	11,977
Total Other Non-Current Assets	3,068	4,284	4,348	4,413	4,481
Total Non-current Assets	41,466	41,001	42,326	43,890	45,420
Short-term Debt	1,612	1,072	1,072	1,072	1,072
Current Portion of Long-Term Debt					
Total Creditors	6,785	6,402	6,486	5,532	5,651
Other Current Liabilities	740	1,582	1,582	1,582	1,582
Total Current Liabilities	9,137	9,055	9,139	8,186	8,304
Total Long-term Debt	9,042	7,204	7,804	9,804	10,204
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	2,809	4,264	3,789	3,919	3,664
Total Non-current Liabilities	11,851	11,468	11,593	13,723	13,868
Total Provisions	499	499	499	499	499
Total Liabilities	21,487	21,022	21,231	22,408	22,671
Shareholders' Equity	26,486	27,112	27,992	28,988	30,064
Minority Interests	26	998	981	981	981
Total Equity	26,511	28,109	28,973	29,969	31,045

Key Ratios

	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Revenue Growth	(5.43%)	(1.95%)	0.81%	3.14%	2.69%
Operating EBITDA Growth	(15.6%)	(1.7%)	1.8%	6.5%	3.6%
Operating EBITDA Margin	24.5%	24.6%	24.8%	25.6%	25.8%
Net Cash Per Share (S\$)	-0.60	-0.37	-0.41	-0.53	-0.55
BVPS (S\$)	1.62	1.64	1.70	1.76	1.82
Gross Interest Cover	2.88	2.59	2.64	2.78	2.79
Effective Tax Rate	59.2%	32.3%	31.9%	31.0%	32.3%
Net Dividend Payout Ratio	22.7%	80.9%	75.0%	75.0%	75.0%
Accounts Receivables Days	128.4	127.2	127.2	127.5	127.2
Inventory Days	8.52	15.63	15.63	15.67	15.62
Accounts Payables Days	203.3	208.0	202.2	185.3	168.0
ROIC (%)	7.20%	2.31%	2.64%	3.19%	3.22%
ROCE (%)	2.99%	2.81%	2.90%	3.16%	3.24%
Return On Average Assets	4.96%	4.35%	5.50%	6.44%	7.11%

Key Drivers

	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Singapore total mobile subs ('000)	4,128.0	4,129.0	4,221.0	4,347.0	4,397.0
Optus total mobile subs ('000)	N/A	N/A	N/A	N/A	N/A
Singapore blended mobile ARPU (S\$/mth/sub)	23.0	24.0	24.8	26.8	27.1
Optus blended mobile ARPU (A\$/mth/sub)	28.7	31.0	31.7	32.0	32.0

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The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information.

The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey result may be changed after that date. CGS-CIMB Thailand does not confirm nor certify the accuracy of such survey result.

Score Range:	90 - 100	80 - 89	70 - 79	Below 70	No Survey Result
Description:	Excellent	Very Good	Good	N/A	N/A

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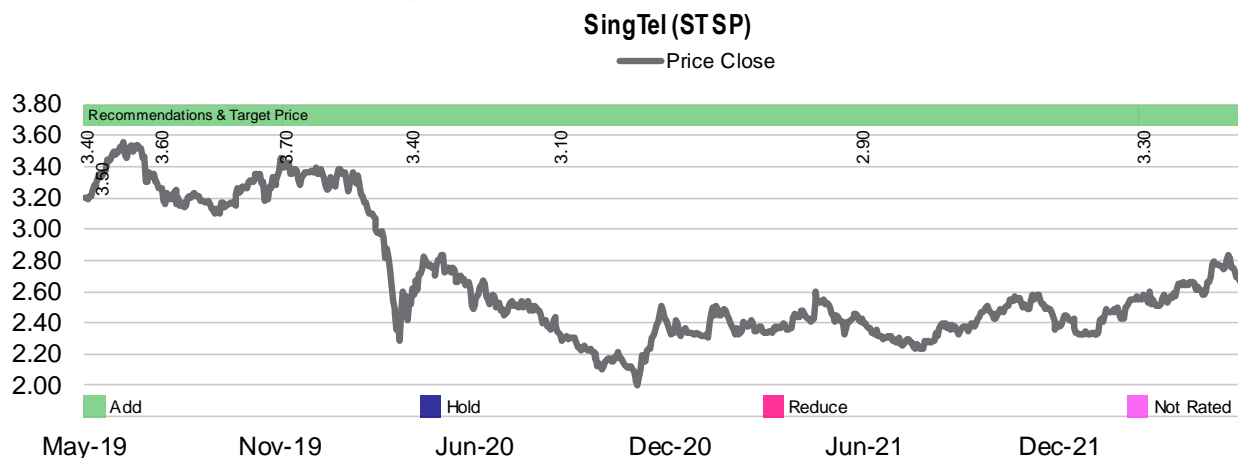
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Distribution of stock ratings and investment banking clients for quarter ended on 31 March 2022		
632 companies under coverage for quarter ended on 31 March 2022		
	Rating Distribution (%)	Investment Banking clients (%)
Add	70.3%	0.8%
Hold	22.0%	0.0%
Reduce	7.8%	0.2%

Spitzer Chart for stock being researched (2 year data)



Corporate Governance Report of Thai Listed Companies (CGR). CG Rating by the Thai Institute of Directors Association (Thai IOD) in 2021, Anti-Corruption 2021

ADVANC – Excellent, Certified, **AMATA** – Excellent, Certified, **ANAN** – Excellent, n/a, **AOT** – Excellent, n/a, **AP** – Excellent, Certified, **ASP** – Excellent, n/a, **AWC** – Excellent, Declared, **AJ** – Good, n/a, **BAM** – Very Good, Certified, **BAY** – Excellent, Certified, **BBL** – Excellent, Certified, **BCH** – Very Good, Certified, **BCP** – Excellent, Certified, **BCPG** – Excellent, Certified, **BDMS** – Excellent, n/a, **BEAUTY** – Good, n/a, **BEM** – Excellent, n/a, **BH** – Good, n/a, **BJC** – Very Good, n/a, **BLA** – Very Good, Certified, **BTS** – Excellent, Certified, **CBG** – Very Good, n/a, **CCET** – n/a, n/a, **CENDEL** – Excellent, Certified, **CHAYO** – Very Good, n/a, **CHG** – Very Good, n/a, **CK** – Excellent, n/a, **COM7** – Excellent, Certified, **CPALL** – Excellent, Certified, **CPF** – Excellent, Certified, **CPN** – Excellent, Certified, **CPNREIT** – n/a, n/a, **CRC** – Excellent, Declared, **DELTA** – Excellent, Certified, **DDD** – Excellent, n/a, **DIF** – n/a, n/a, **DOHOME** – Very Good, Declared, **DREIT** – n/a, n/a, **DTAC** – Excellent, Certified, **ECL** – Excellent, Certified, **EGCO** – Excellent, Certified, **EPG** – Excellent, Certified, **ERW** – Very Good, Certified, **GFPT** – Excellent, Certified, **GGC** – Excellent, Certified, **GLOBAL** – Excellent, n/a, **HANA** – Excellent, Certified, **HMPRO** – Excellent, Certified, **HUMAN** – Good, n/a, **ICHI** – Excellent, Certified, **III** – Excellent, Declared, **INTUCH** – Excellent, Certified, **IRPC** – Excellent, Certified, **ITD** – Very Good, n/a, **IVL** – Excellent, Certified, **JASIF** – n/a, n/a, **JKN** – n/a, Certified, **JMT** – Very Good, n/a, **KBANK** – Excellent, Certified, **KCE** – Excellent, Certified, **KEX** – Very Good, Declared, **KKP** – Excellent, Certified, **KSL** – Excellent, Certified, **KTB** – Excellent, Certified, **KTC** – Excellent, Certified, **LH** – Excellent, n/a, **LPN** – Excellent, Certified, **M** – Very Good, Certified, **MAKRO** – Excellent, Certified, **MC** – Excellent, Certified, **MEGA** – Very Good, n/a, **MINT** – Excellent, Certified, **MTC** – Excellent, Certified, **NETBAY** – Very Good, n/a, **NRF** – Very Good, Declared, **OR** – Excellent, n/a, **ORI** – Excellent, Certified, **OSP** – Excellent, n/a, **PLANB** – Excellent, Certified, **PRINC** – Very Good, Certified, **PR9** – Excellent, Declared, **PSH** – Excellent, Certified, **PTT** – Excellent, Certified, **PTTEP** – Excellent, n/a, **PTTGC** – Excellent, Certified, **QH** – Excellent, Certified, **RAM** – n/a, n/a, **RBF** – Very Good, n/a, **RS** – Excellent, Declared, **RSP** – Good, n/a, **S** – Excellent, n/a, **SAK** – Very Good, Declared, **SAPPE** – Very Good, Certified, **SAWAD** – Very Good, n/a, **SCB** – Excellent, Certified, **SCC** – Excellent, Certified, **SCGP** – Excellent, Declared, **SECURE** – n/a, n/a, **SHR** – Excellent, n/a, **SIRI** – Excellent, Certified, **SPA** – Very Good, n/a, **SPALI** – Excellent, Certified, **SPRC** – Excellent, Certified, **SSP** – Good, Certified, **STEC** – Excellent, n/a, **SVI** – Excellent, Certified, **SYNEX** – Very Good, Certified, **TCAP** – Excellent, Certified, **THANI** – Excellent, Certified, **TIDLOR** – n/a, Certified, **TISCO** – Excellent, Certified, **TKN** – Very Good, n/a, **TOP** – Excellent, Certified, **TRUE** – Excellent, Certified, **TTB** – Excellent, Certified, **TU** – Excellent, Certified, **TVO** – Excellent, Certified, **VGI** – Excellent, Certified, **WHA** – Excellent, Certified, **WHART** – n/a, n/a, **WICE** – Excellent, Certified, **WORK** – Good, n/a.

- CG Score 2021 from Thai Institute of Directors Association (IOD)

- Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of August 5, 2021) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.

Recommendation Framework	
Stock Ratings	Definition:
Add	The stock's total return is expected to exceed 10% over the next 12 months.
Hold	The stock's total return is expected to be between 0% and positive 10% over the next 12 months.
Reduce	The stock's total return is expected to fall below 0% or more over the next 12 months.
<i>The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months.</i>	
Sector Ratings	Definition:
Overweight	An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation.
Neutral	A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.
Underweight	An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.
Country Ratings	Definition:
Overweight	An Overweight rating means investors should be positioned with an above-market weight in this country relative to benchmark.
Neutral	A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark.
Underweight	An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark.

