

Company Flash Note



Singapore
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HOLD (no change)

#### Consensus ratings\*: Buy 3 Hold 12 Sell 2 Current price: S\$1.26 S\$1.40 Target price: Previous target: S\$1.40 Up/downside: 11.1% CGS-CIMB / Consensus: 1.9% Reuters: STAR.SI Bloomberg: STH SP Market cap: US\$1,580m S\$2.181m Average daily turnover: US\$1.66m S\$2.26m Current shares o/s 1.773m Free float: 34.3% \*Source: Bloomberg

#### **Key financial forecasts**

	Dec-22F	Dec-23F	Dec-24F	
Net Profit (S\$m)	79.9	98.6	108.4	
Core EPS (S\$)	0.046	0.057	0.062	
Core EPS Growth	(46.0%)	23.4%	10.0%	
FD Core P/E (x)	27.42	22.22	20.20	
Recurring ROE	13.6%	16.7%	17.9%	
P/BV (x)	3.76	3.68	3.55	
DPS (S\$)	0.050	0.050	0.050	
Dividend Yield	3.97%	3.97%	3.96%	



		Source:	Bloomberg
Price performance	1M	ЗМ	12M
Absolute (%)	-2.3	-2.3	-7.4
Relative (%)	0	-5.7	-11.6
Major shareholders			% held
STT Com Ltd			55.8
NTT Communication			9.9

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# **Starhub**

## 1Q in line; still bleak FY22F earnings outlook

- We deem 1Q core EPS (-1% yoy) in line as we see costs rising sequentially.
- Mobile revenue looks set to recover further, led by roaming, while Fixed Enterprise revenue continues to be supported by cybersecurity growth.
- Reiterate Hold with unchanged DCF-based TP of S\$1.40.

## 1Q results in line; IT transformation costs to rise for rest of FY22F

 1Q22 EBITDA fell 10.4% yoy (-17.0% qoq) as lower margin more than offset higher revenue. Core EPS dipped 0.6% yoy (-24.5% qoq), aided by lower depreciation, net interest cost and tax. While 1Q22 EBITDA/core EPS made up 25%/37% of our FY22F estimates (24%/26% of Bloomberg consensus), we deem this largely in line as we expect a sequential pick-up in IT transformation costs and capex for the rest of FY22F.

## Mobile recovery in play; cybersecurity growth momentum intact

- 1Q22 mobile service revenue was in line, rising 3.9% yoy (-0.7% qoq). Postpaid ARPU was stable qoq, as some roaming recovery and 33% rise in 5G subs to >400k (27% of base) offset dilution from rising take-up of SIM-only plans; we see ARPU improving in 2H22F as roaming recovers. Prepaid ARPU (-20.0% qoq) was dragged by tighter competition, particularly from low-end postpaid SIM-only offers. Nonetheless, StarHub says tourist SIM sales have begun to recover (post-reopening of international borders).
- 1Q22 Fixed Enterprise revenue rose 18.9% yoy (+0.4% qoq) on the consolidation of HKBN JOS Singapore & Malaysia (since 3 Jan). Ex-JOS, it was up merely 0.8% yoy as cybersecurity growth (+21.2%) was offset by weaker network solutions (-8.0%) and Strateq (-2.2%), and slid 14.9% qoq as 4Q21 had a major cybersecurity project delivery. StarHub said that the orderbook and pipeline for Strateq, cybersecurity and JOS remain at healthy levels. Meanwhile, broadband revenue climbed 9.6% yoy (+5.5% qoq) on ARPU accretion (higher 1Gbps prices, 2Gbps take-up), while entertainment revenue (pay TV + OTT) was up 4.0% yoy (flat qoq) on subs gains.

## EBITDA margin down yoy due to higher opex

1Q22 service EBITDA margin contracted sharply by 6.2% pts yoy (-5.4% pts qoq) to 24.2% owing to higher opex, which includes c.S\$9m that StarHub incurred for initial investments related to its IT transformation initiatives. While 1Q margin is tracking above its FY22 guidance (at least 20%), this is partly due to timing delays in the recognition of its IT transformation costs, which will pick up in the subsequent quarters.

## Reiterate Hold and DCF-based TP of S\$1.40 (WACC: 7.1%)

 We reiterate Hold and TP of S\$1.40 for StarHub, ascribing a 20% discount to its DCFbased fair value, given the projected weak FY22F earnings. We continue to advocate for investors to revisit the stock in 1H23F, ahead of its potential earnings turnaround in 2H23F. Upside/downside risks: lower-than-expected costs/stiffer competition.

FYE Dec (S\$ m)	1Q22	1Q21	<b>vov</b> %	4Q21	qoq %	Prev.
			chg		chg	FY22F
Total revenue	512.7	487.1	5.3	551.7	(7.1)	2,244.7
Service revenue	416.1	375.7	10.8	413.7	0.6	1,834.9
- mobile	134.1	129.1	3.9	135.1	(0.7)	563.3
<ul> <li>entertainment</li> </ul>	47.2	45.4	4.0	47.2	-	167.2
- broadband	51.5	47.0	9.6	48.8	5.5	247.3
<ul> <li>enterprise fixed</li> </ul>	183.3	154.2	18.9	182.6	0.4	857.1
EBITDA	109.1	121.7	(10.4)	131.5	(17.0)	436.0
Service EBITDA margin (%)	24.2	30.4	(6.2)	29.6	(5.4)	23.8
Net profit	29.7	30.5	(2.6)	41.2	(27.9)	79.9
Core net profit	29.7	29.9	(0.7)	39.3	(24.5)	79.9
EPS (S cts)	1.7	1.8	(2.6)	2.4	(27.9)	4.6
Core EPS (S cts)	1.7	1.7	(0.6)	2.3	(24.5)	4.6
Key operating indicators						
Total mobile subs ('000)	2,018	1,951	3.4	1,952	3.4	
Prepaid	517	534	(3.2)	468	10.5	
Postpaid	1,501	1,417	5.9	1,484	1.1	
Prepaid ARPU (S\$)	8	10	(20.0)	10	(20.0)	
Postpaid ARPU (S\$)	29	27	7.4	29		
Broadband subs ('000)	484	495	(2.2)	484	-	
Broadband ARPU (S\$)	33.0	31.0	6.5	33.0	-	

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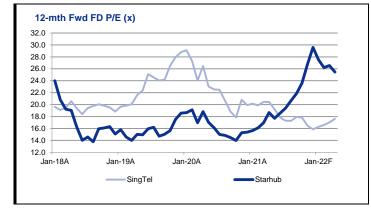
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<b>^</b>	Bloomberg	<b>D</b>	Current share	Target price	Market cap	Core	P/E (x)	EV/EBI	TDA (x)	EV/Op	FCF (x)	3-year (	CAGR (%)	Dvd Yi	eld (%)
Company	Ticker	Recom.	Current share price (local curr.)	(local curr.)	(US\$ m)	2022F	2023F	2022F	2023F	2022F	2023F	EPS	EBITDA	2022F	2023F
Maxis	MAXIS MK	HOLD	3.80	3.90	6,830	23.6	19.9	9.5	9.1	13.9	12.8	7.9	4.0	5.3	5.3
TM	TMK	ADD	4.99	7.50	4,324	15.8	11.2	5.0	4.7	8.1	7.7	14.2	3.2	3.8	5.4
MY telcos	average (ex	-outliers				22.3	19.1	7.6	7.2	12.1	11.2	10.8	3.6	4.2	4.8
SingTel	ST SP	ADD	2.77	3.30	33,126	17.9	15.2	7.8	14.0	18.3	17.3	21.4	2.1	4.2	4.9
Starhub	STH SP	HOLD	1.26	1.40	1,580	27.4	22.2	7.9	6.7	20.8	12.1	(9.9)	1.6	4.0	4.0
SG telcos	average (ex	-outliers				22.6	18.7	7.8	10.3	19.5	14.7	5.8	1.8	4.1	4.4
TLKM	TLKM IJ	ADD	4,620	5,000	31,603	16.5	15.4	7.5	7.2	12.6	11.7	10.6	4.6	4.3	4.9
XL Axiata	EXCL IJ	ADD	3,190	3,550	2,362	23.0	16.7	4.8	4.4	11.8	9.9	32.9	7.3	2.6	4.2
Indosat	ISAT IJ	HOLD	7,000	7,100	3,897	110.4	35.3	5.6	5.0	nm	81.6	44.1	19.9	0.5	1.4
Link Net	LINK IJ	ADD	4,590	5,200	907	13.8	12.6	5.2	4.6	14.2	13.6	5.8	8.6	2.2	4.0
Indo telco	os average (e	ex-outlie	s)			17.8	20.0	5.8	5.3	12.9	11.8	23.3	10.1	2.4	3.6
AIS	ADVANC TB	ADD	215.00	254.00	18,684	23.6	23.1	7.5	7.0	10.9	10.0	3.8	3.5	3.8	3.9
DTAC	DTAC TB	ADD	46.00	53.60	3,183	38.6	55.5	5.6	5.8	11.4	12.4	(24.2)	2.0	3.2	2.9
True	TRUE TB	HOLD	4.82	5.24	4,700	nm	nm	6.8	6.9	13.2	11.9	28.1	3.1	1.5	1.5
Jasmine	JASIF TB	REDUCE	11.00	10.00	2,571	9.9	9.7	10.0	9.7	10.0	9.7	1.9	1.3	8.5	8.6
DIF	DIF TB	ADD	14.10	17.20	4,380	12.0	12.0	12.2	11.9	12.2	11.9	0.2	0.2	7.4	7.5
Intouch	INTUCH TB	HOLD	70.00	73.00	6,559	20.7	20.6	20.9	20.7	20.9	20.7	2.0	1.9	4.3	4.3
Thai telco	os average (e	x-outlie	rs)			21.0	24.2	10.5	10.3	13.1	12.8	1.9	2.0	4.8	4.8
ASEAN Te	lcos averag	e (ex-out	liers)			20.9	20.0	8.3	8.3	13.6	16.7	7.7	4.4	3.9	4.5



## **BY THE NUMBERS**

Profit & Loss				
(S\$m)	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Net Revenues	2,043	2,245	2,342	2,382
Gross Profit	495	424	499	520
Operating EBITDA	508	436	511	532
Depreciation And Amortisation	-279	-292	-338	-348
Operating EBIT	229	144	174	184
Financial Income/(Expense)	-45	-49	-53	-49
Pretax Income/(Loss) from Assoc.	5	5	5	5
Non-Operating Income/(Expense)	-0	0	0	0
Profit Before Tax (pre-El)	188	100	126	139
Exceptional Items	2	0	0	0
Pre-tax Profit	190	100	126	139
Taxation	-40	-16	-21	-23
Exceptional Income - post-tax				
Profit After Tax	150	84	106	117
Minority Interests	-1	-4	-7	-8
Preferred Dividends				
FX Gain/(Loss) - post tax				
Other Adjustments - post-tax				
Net Profit	149	80	99	108
Recurring Net Profit	148	80	99	108
Fully Diluted Recurring Net Profit	148	80	99	108
Cash Flow				
(S\$m)	Dec-21A	Dec-22F	Dec-23F	Dec-24F
(S\$m) EBITDA	507.7	436.0	511.4	531.9
(S\$m) EBITDA Cash Flow from Invt. & Assoc.	507.7 224.1	436.0 0.0	511.4 0.0	531.9 0.0
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital	507.7	436.0	511.4	531.9
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions	507.7 224.1	436.0 0.0	511.4 0.0	531.9 0.0
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense	507.7 224.1 224.1	436.0 0.0 0.0	511.4 0.0 0.0	531.9 0.0 0.0
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow	507.7 224.1 224.1 33.4	436.0 0.0 0.0	511.4 0.0 0.0	531.9 0.0 0.0
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received	507.7 224.1 224.1 33.4 (49.1)	436.0 0.0 0.0 0.0 (53.8)	511.4 0.0 0.0 0.0 (56.6)	531.9 0.0 0.0 0.0 (52.9)
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received Tax Paid	507.7 224.1 224.1 33.4 (49.1) (82.9)	436.0 0.0 0.0 (53.8) (16.2)	511.4 0.0 0.0 (56.6) (20.6)	531.9 0.0 0.0 (52.9) (22.8)
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received Tax Paid Cashflow From Operations	507.7 224.1 224.1 33.4 (49.1) (82.9) <b>857.3</b>	436.0 0.0 0.0 (53.8) (16.2) <b>366.0</b>	511.4 0.0 0.0 (56.6) (20.6) <b>434.3</b>	531.9 0.0 0.0 (52.9) (22.8) 456.1
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received Tax Paid Cashflow From Operations Capex	507.7 224.1 224.1 33.4 (49.1) (82.9) <b>857.3</b> (172.5)	436.0 0.0 0.0 (53.8) (16.2) <b>366.0</b> (314.1)	511.4 0.0 0.0 (56.6) (20.6) <b>434.3</b> (284.6)	531.9 0.0 0.0 (52.9) (22.8) <b>456.1</b> (227.8)
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr//Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received Tax Paid <b>Cashflow From Operations</b> Capex Disposals Of FAs/subsidiaries	507.7 224.1 224.1 33.4 (49.1) (82.9) <b>857.3</b> (172.5) 0.6	436.0 0.0 0.0 (53.8) (16.2) <b>366.0</b> (314.1) 0.0	511.4 0.0 0.0 (56.6) (20.6) <b>434.3</b> (284.6) 0.0	531.9 0.0 0.0 (52.9) (22.8) 456.1 (227.8) 0.0
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received Tax Paid Cashflow From Operations Capex Disposals Of FAs/subsidiaries Acq. Of Subsidiaries/investments	507.7 224.1 224.1 33.4 (49.1) (82.9) <b>857.3</b> (172.5) 0.6 (6.5)	436.0 0.0 0.0 (53.8) (16.2) <b>366.0</b> (314.1) 0.0 (70.8)	511.4 0.0 0.0 (56.6) (20.6) <b>434.3</b> (284.6) 0.0	531.9 0.0 0.0 (52.9) (22.8) <b>456.1</b> (227.8) 0.0
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received Tax Paid Cashflow From Operations Capex Disposals Of FAs/subsidiaries Acq. Of Subsidiaries/investments Other Investing Cashflow	507.7 224.1 224.1 33.4 (49.1) (82.9) <b>857.3</b> (172.5) 0.6 (6.5) (108.5)	436.0 0.0 0.0 (53.8) (16.2) <b>366.0</b> (314.1) 0.0 (70.8) (276.9)	511.4 0.0 0.0 (56.6) (20.6) <b>434.3</b> (284.6) 0.0 0.0 3.8	531.9 0.0 0.0 (52.9) (22.8) 456.1 (227.8) 0.0 0.0 0.0 3.6
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received Tax Paid Cashflow From Operations Capex Disposals Of FAs/subsidiaries Acq. Of Subsidiaries/investments Other Investing Cashflow Cash Flow From Investing	507.7 224.1 224.1 33.4 (49.1) (82.9) <b>857.3</b> (172.5) 0.6 (6.5) (108.5) <b>(286.9)</b>	436.0 0.0 0.0 (53.8) (16.2) <b>366.0</b> (314.1) 0.0 (70.8) (276.9) <b>(661.7)</b>	511.4 0.0 0.0 (56.6) (20.6) <b>434.3</b> (284.6) 0.0 0.0 3.8 <b>(280.8)</b>	531.9 0.0 0.0 (52.9) (22.8) 456.1 (227.8) 0.0 0.0 3.6 (224.2)
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received Tax Paid Cashflow From Operations Capex Disposals Of FAs/subsidiaries Acq. Of Subsidiaries/investments Other Investing Cashflow Cash Flow From Investing Debt Raised/(repaid)	507.7 224.1 224.1 33.4 (49.1) (82.9) 857.3 (172.5) 0.6 (6.5) (108.5) (108.5) (286.9) 190.5	436.0 0.0 0.0 (53.8) (16.2) <b>366.0</b> (314.1) 0.0 (70.8) (276.9) <b>(661.7)</b> (100.0)	511.4 0.0 0.0 (56.6) (20.6) 434.3 (284.6) 0.0 0.0 3.8 (280.8) (100.0)	531.9 0.0 0.0 (52.9) (22.8) 0.0 0.0 0.0 3.6 (224.2) (100.0)
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received Tax Paid Cashflow From Operations Capex Disposals Of FAs/subsidiaries Acq. Of Subsidiaries/investments Other Investing Cashflow Cash Flow From Investing Debt Raised/(repaid) Proceeds From Issue Of Shares	507.7 224.1 224.1 33.4 (49.1) (82.9) <b>857.3</b> (172.5) 0.6 (6.5) (108.5) <b>(286.9)</b>	436.0 0.0 0.0 (53.8) (16.2) <b>366.0</b> (314.1) 0.0 (70.8) (276.9) <b>(661.7)</b>	511.4 0.0 0.0 (56.6) (20.6) <b>434.3</b> (284.6) 0.0 0.0 3.8 <b>(280.8)</b>	531.9 0.0 0.0 (52.9) (22.8) 456.1 (227.8) 0.0 0.0 3.6 (224.2)
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(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received Tax Paid Cashflow From Operations Capex Disposals Of FAs/subsidiaries Acq. Of Subsidiaries/investments Other Investing Cashflow Cash Flow From Investing Debt Raised/(repaid) Proceeds From Issue Of Shares Shares Repurchased Dividends Paid	507.7 224.1 224.1 33.4 (49.1) (82.9) 857.3 (172.5) 0.6 (6.5) (108.5) (108.5) (286.9) 190.5	436.0 0.0 0.0 (53.8) (16.2) <b>366.0</b> (314.1) 0.0 (70.8) (276.9) <b>(661.7)</b> (100.0)	511.4 0.0 0.0 (56.6) (20.6) 434.3 (284.6) 0.0 0.0 3.8 (280.8) (100.0)	531.9 0.0 0.0 (52.9) (22.8) 0.0 0.0 0.0 3.6 (224.2) (100.0)
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received Tax Paid Cashflow From Operations Capex Disposals Of FAs/subsidiaries Acq. Of Subsidiaries/investments Other Investing Cashflow Cash Flow From Investing Debt Raised/(repaid) Proceeds From Issue Of Shares Shares Repurchased Dividends Paid Preferred Dividends	507.7 224.1 224.1 33.4 (49.1) (82.9) 857.3 (172.5) 0.6 (6.5) (108.5) (108.5) (108.5) 190.5 0.0 (86.6)	436.0 0.0 0.0 (53.8) (16.2) <b>366.0</b> (314.1) 0.0 (70.8) (276.9) <b>(661.7)</b> (100.0) 0.0	511.4 0.0 0.0 (56.6) (20.6) 434.3 (284.6) 0.0 0.0 3.8 (280.8) (100.0) 0.0 (86.5)	531.9 0.0 0.0 (52.9) (22.8) 0.0 0.0 0.0 3.6 (224.2) (100.0) 0.0 (86.5)
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received Tax Paid Cashflow From Operations Capex Disposals Of FAs/subsidiaries Acq. Of Subsidiaries/investments Other Investing Cashflow Cash Flow From Investing Debt Raised/(repaid) Proceeds From Issue Of Shares Shares Repurchased Dividends Paid Preferred Dividends Other Financing Cashflow	507.7 224.1 224.1 33.4 (49.1) (82.9) <b>857.3</b> (172.5) 0.6 (6.5) (108.5) (108.5) (286.6) (86.6) (56.1)	436.0 0.0 0.0 (53.8) (16.2) <b>366.0</b> (314.1) 0.0 (70.8) (276.9) <b>(661.7)</b> (100.0) 0.0 (110.8) (53.8)	511.4 0.0 0.0 (56.6) (20.6) 434.3 (284.6) 0.0 0.0 3.8 (280.8) (100.0) 0.0 (86.5) (56.6)	531.9 0.0 0.0 (52.9) (22.8) 0.0 0.0 3.6 (224.2) (100.0) 0.0 (86.5) (52.9)
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received Tax Paid Cashflow From Operations Capex Disposals Of FAs/subsidiaries Acq. Of Subsidiaries/investments Other Investing Cashflow Cash Flow From Investing Debt Raised/(repaid) Proceeds From Issue Of Shares Shares Repurchased Dividends Paid Preferred Dividends Other Financing Cashflow Cash Flow From Financing	507.7 224.1 224.1 33.4 (49.1) (82.9) <b>857.3</b> (172.5) 0.6 (6.5) (108.5) (286.9) 190.5 0.0 (86.6) (56.1) <b>47.8</b>	436.0 0.0 0.0 (53.8) (16.2) <b>366.0</b> (314.1) 0.0 (70.8) (276.9) <b>(661.7)</b> (100.0) 0.0 (110.8) (53.8) (264.5)	511.4 0.0 0.0 (56.6) (20.6) (20.6) (34.3 (280.8) (100.0) 0.0 (280.8) (100.0) 0.0 (86.5) (56.6) (243.2)	531.9 0.0 0.0 (52.9) (22.8) 456.1 (227.8) 0.0 0.0 3.6 (224.2) (100.0) 0.0 (86.5) (52.9) (239.5)
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received Tax Paid Cashflow From Operations Capex Disposals Of FAs/subsidiaries Acq. Of Subsidiaries/investments Other Investing Cashflow Cash Flow From Investing Debt Raised/(repaid) Proceeds From Issue Of Shares Shares Repurchased Dividends Paid Preferred Dividends Other Financing Cashflow Cash Flow From Financing Total Cash Generated	507.7 224.1 224.1 33.4 (49.1) (82.9) <b>857.3</b> (172.5) 0.6 (6.5) (108.5) (286.9) 190.5 0.0 (86.6) (56.1) <b>47.8</b> 618.2	436.0 0.0 0.0 (53.8) (16.2) <b>366.0</b> (314.1) 0.0 (70.8) (276.9) <b>(661.7)</b> (100.0) 0.0 (110.8) (53.8) <b>(264.5)</b> (560.2)	511.4 0.0 0.0 (56.6) (20.6) <b>434.3</b> (284.6) 0.0 0.0 3.8 <b>(280.8)</b> (100.0) 0.0 (86.5) (86.5) (56.6) (243.2) (89.7)	531.9 0.0 0.0 (52.9) (22.8) 456.1 (227.8) 0.0 0.0 3.6 (224.2) (100.0) 0.0 (86.5) (252.9) (239.5) (7.6)
(S\$m) EBITDA Cash Flow from Invt. & Assoc. Change In Working Capital (Incr)/Decr in Total Provisions Other Non-Cash (Income)/Expense Other Operating Cashflow Net Interest (Paid)/Received Tax Paid Cashflow From Operations Capex Disposals Of FAs/subsidiaries Acq. Of Subsidiaries/investments Other Investing Cashflow Cash Flow From Investing Debt Raised/(repaid) Proceeds From Issue Of Shares Shares Repurchased Dividends Paid Preferred Dividends Other Financing Cashflow Cash Flow From Financing	507.7 224.1 224.1 33.4 (49.1) (82.9) <b>857.3</b> (172.5) 0.6 (6.5) (108.5) (286.9) 190.5 0.0 (86.6) (56.1) <b>47.8</b>	436.0 0.0 0.0 (53.8) (16.2) <b>366.0</b> (314.1) 0.0 (70.8) (276.9) <b>(661.7)</b> (100.0) 0.0 (110.8) (53.8) (264.5)	511.4 0.0 0.0 (56.6) (20.6) (20.6) (34.3 (280.8) (100.0) 0.0 (280.8) (100.0) 0.0 (86.5) (56.6) (243.2)	531.9 0.0 0.0 (52.9) (22.8) 456.1 (227.8) 0.0 0.0 3.6 (224.2) (100.0) 0.0 (86.5) (52.9) (239.5)



Balance Sheet				
(S\$m)	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Cash And Equivalents	833	301	243	263
Total Debtors	192	231	211	238
Inventories	50	103	52	105
Total Other Current Assets	528	528	528	528
Total Current Assets	1,603	1,163	1,033	1,134
Fixed Assets	695	827	905	915
Total Investments	0	0	0	0
Intangible Assets	712	912	812	711
Total Other Non-Current Assets	233	233	233	233
Total Non-current Assets	1,640	1,973	1,950	1,860
Short-term Debt	226	226	226	226
Current Portion of Long-Term Debt				
Total Creditors	694	747	683	735
Other Current Liabilities	173	168	162	158
Total Current Liabilities	1,094	1,141	1,072	1,119
Total Long-term Debt	1,139	1,039	939	839
Hybrid Debt - Debt Component				
Total Other Non-Current Liabilities	144	144	144	144
Total Non-current Liabilities	1,282	1,182	1,082	982
Total Provisions	170	118	116	149
Total Liabilities	2,547	2,442	2,270	2,250
Shareholders' Equity	590	583	595	617
Minority Interests	107	111	118	126
Total Equity	696	694	713	743

## Key Ratios

Ney Natios				
	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Revenue Growth	0.7%	9.9%	4.3%	1.7%
Operating EBITDA Growth	(0.1%)	(14.1%)	17.3%	4.0%
Operating EBITDA Margin	24.9%	19.4%	21.8%	22.3%
Net Cash Per Share (S\$)	-0.31	-0.55	-0.53	-0.46
BVPS (S\$)	0.34	0.34	0.34	0.35
Gross Interest Cover	4.66	2.67	3.07	3.47
Effective Tax Rate	21.1%	16.1%	16.3%	16.4%
Net Dividend Payout Ratio	75%	109%	88%	80%
Accounts Receivables Days	34.40	34.40	34.40	34.49
Inventory Days	15.32	15.32	15.32	15.36
Accounts Payables Days	147.4	144.5	141.7	139.3
ROIC (%)	10.3%	7.7%	7.5%	8.0%
ROCE (%)	11.0%	6.9%	8.7%	9.5%
Return On Average Assets	5.95%	3.90%	4.88%	5.27%

#### **Key Drivers**

	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total mobile subs ('000)	1,952.0	2,018.0	2,241.0	2,241.0
Mobile prepaid subs ('000)	468.0	495.0	680.0	655.0
Mobile postpaid subs ('000)	1,484.0	1,523.0	1,561.0	1,586.0
Blended mobile ARPU (S\$/mth/sub)	23.3	24.8	26.4	26.1
Mobile prepaid ARPU (S\$/mth/sub)	10.0	10.3	11.4	11.4
Mobile postpaid ARPU (S\$/mth/sub)	28.0	29.4	32.1	32.3
Residential pay TV subs ('000)	279.0	249.0	224.0	204.0
Residential pay ARPU (S\$/mth/sub)	42.0	44.1	43.7	43.2
Broadband subs ('000)	484.0	489.0	494.0	499.0
Broadband ARPU (S\$/mth/sub)	32.0	33.0	33.0	33.0

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



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## Corporate Governance Report:

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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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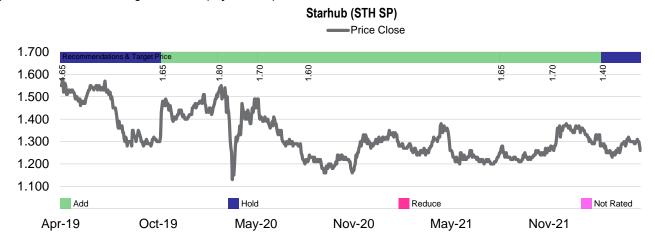
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Distribution of stock ratings and investment banking clients for quarter ended on 31 December 2021						
619 companies under coverage for quarter ended on 31 December 2021						
Rating Distribution (%) Investment Banking clients (%)						
Add	71.1%	1.5%				
Hold	21.8%	0.0%				
Reduce	7.1%	0.0%				



#### 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, AU - 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, CENTEL - 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, NICE - 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.
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.	
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.