# **Telecom**

SET ICT index Close: 27/3/2020 134.92 -0.46 / -0.34% Bt5,823mn Bloomberg ticker: SETCOMUN



# A potential windfall from the NBTC

The NBTC announced 10GB of data/mth free until June to mobile users, which is good news for all mobile operators. Our channel check suggests that the rate will lie in the range of Bt50-100/sub/mth. This implies 2020F earnings upside of 8-16% for ADVANC, 26-52% for DTAC and will be enough to pull TRUE up to a profit. For fixed broadband, we see limited upside as most subscribers already use speed of 100Mbps. Despite large potential earnings upside, impact on TP is limited as this is a short-term measure.

**NBTC to offer free data to mobile users.** The NBTC will seek cabinet approval to provide mobile users with 10 free GB of data per subscriber per month until June 30 to help the increasing number of workers forced to work from home because of the coronavirus outbreak. Note that people with more than one SIM can get the free data for only one number. For fixed broadband, existing home broadband subscribers will be supported via access to higher speed (up to 100Mbps) at no additional charge. The NBTC will compensate all operators by reducing USO fees. This will benefit the P&L directly. However, we have to wait for the NBTC to announce the final details before we can quantify the benefit.

**What would be the benefit?** There are two separate avenues for support: mobile and broadband. This move will be positive to mobile revenue, as it is like handing out cash to the mobile operators – but the extent of the upside depends on how much the NBTC will give per subscriber per month. As for fixed broadband, we see neutral impact since the majority of fixed broadband customers already use speed of over 100Mbps (the cheapest package now offers this speed). We talked with ADVANC and TRUE and both companies said they have few subscribers who get speed under 100Mbps.

**How much potential upside?** Based on our channel check, the NBTC may offer Bt50-100/mth/sub to operators for three months. We see earnings upside to <u>ADVANC</u> earnings of 8-16% in 2020F and to TP of Bt0.9-1.8/sh. For <u>DTAC</u>, we see earnings upside of 26-52% and to TP of Bt0.5-1.1/sh. For <u>TRUE</u>, this will pull earnings up into the green with profit of Bt1.2-3.1bn from a Bt745mn loss and would add Bt0.05-0.1 /sh to TP. We do not assume any upside from fixed broadband. We also assume that 22mn ADVANC subs would get free data, 11mn subscribers for DTAC and 16mn for TRUE.

**Prefer ADVANC in the sector.** We have a positive view on this development as it would provide earnings upside to the sector. However, impact on TP is limited as this measure will last only for three months. Downside risk would be if the cabinet decides not to approve the measure or allows less subsidy than expected. We like ADVANC (TP Bt230) the most as its earnings growth will be the best in the sector in 2020F. We keep our Neutral on DTAC (TP Bt38) as we continue to believe its operations will be hurt somewhat by the lack of 5G on 2600MHz. We also keep Neutral on TRUE (TP Bt3.4) due to its weak earnings outlook.

# Potential earnings upside from latest move by NBTC

			Based o	n Bt50/mth/sub								
	Subs market share (%)	Estimated no. of users (mn)	No. of data users (mn)	Estimated cost reduction net tax (Btmn)	% upside to 2020F earnings	TP impact (Bt/sh.)						
ADVANC	45	32	22	2,650	8.0	0.9						
DTAC	22	15	11	1,300	26.1	0.5						
TRUE	33	23	23 16 1,931 turn to Bt1.2bn profit									
Based on Bt100/mth/sub												
	Subs market share (%)	Estimated no. of users (mn)	No. of data users (mn)	Estimated cost reduction net tax (Btmn)	% upside to 2020F earnings	TP impact (Bt/sh.)						
ADVANC	45	32	22	5,300	16.0	1.8						
DTAC	22	15	11	2,599	52.2	1.1						
TRUE	33	23	16	3 861	turn to Rt3 1hn profit	0.1						

Source: SCBS Investment Research, ADVANC, DTAC, TRUE

#### Valuation summary

	Rating	Price	TP	ETR	P/E	(x)	P/BV	(x)
		(Bt)	(Bt)	(%)	20F	21F	20F	21F
ADVANC	Buy	199.0	230.0	19.5	17.9	19.0	7.4	6.7
DTAC	Neutral	36.5	38.0	9.9	17.4	21.4	3.7	3.7
TRUE	Neutral	3.0	3.4	14.1	n.m.	n.m.	0.8	0.8
Average					17.6	20.2	4.0	3.7

Source: SCBS Investment Research

# **Price performance**

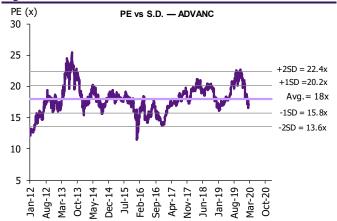
	Α	bsolute		Relative to SET						
(%)	1M	3M	12M	1M	3M	12M				
ADVANC	(0.5)	(7.0)	7.9	21.3	33.4	60.3				
DTAC	0.0	(31.5)	(31.8)	21.9	(1.6)	1.4				
TRUE	(10.2)	(35.5)	(37.1)	9.4	(7.4)	(6.6)				

Source: SET, SCBS Investment Research

# Analyst

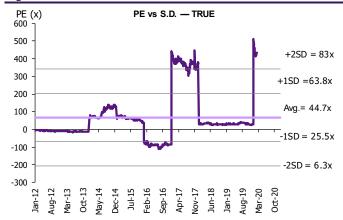
# Kittisorn Pruitipat, CFA, FRM Fundamental Investment Analyst on Securities (66-2) 949-1007 kittisorn.pruitipat@scb.co.th

Figure 1: ADVANC: PE Band



Source: SCBS Investment Research, Bloomberg

# Figure 3: TRUE: PE Band



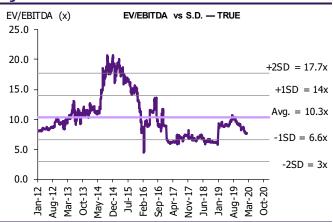
Source: SCBS Investment Research, Bloomberg

Figure 2: ADVANC: EV/EBITDA Band



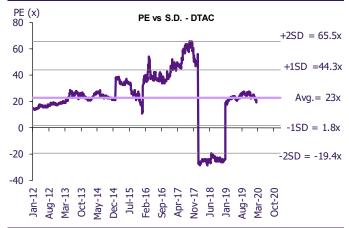
Source: SCBS Investment Research, Bloomberg

# Figure 4: TRUE: EV/EBITDA Band



Source: SCBS Investment Research, Bloomberg

### Figure 5: DTAC: PE Band



Source: SCBS Investment Research, Bloomberg

Figure 6: DTAC: EV/EBITDA Band



Source: SCBS Investment Research, Bloomberg

Figure 7: Valuation summary (price as of Mar 27, 2020)

	Rating	Price	Target	ETR	P/	/E (x)	EPS growth (%)		(%)	P/BV (x)			ROE (%)			Div. Yield (%)			EV/EBITDA (x)		
		(Bt/Sh)	(Bt/Sh)	(%)	19A	20F 21F	19A	20F	21F	19A	20F	21F	19A	20F	21F	19A	20F	21F	19A	20F	21F
ADVANC	Buy	199.00	230.0	19.5	19.2	17.9 19.0	4	7	(6)	8.5	7.4	6.7	49	44	37	3.7	3.9	3.7	8.4	8.6	8.4
DTAC	Neutral	36.50	38.0	9.9	15.7	17.4 21.4	n.m.	(10)	(19)	3.5	3.7	3.7	23	20	17	7.9	5.8	4.7	4.5	4.5	4.4
TRUE	Neutral	2.98	3.4	14.1	17.6	n.m. n.m.	(20)	n.m.	(34)	0.8	0.8	0.8	4	(1)	(1)	3.0	0.0	0.0	6.6	7.4	7.0
Average					17.5	17.6 20.2	(8)	(1)	(19)	4.3	4.0	3.7	25	21	18	4.9	3.2	2.8	6.5	6.9	6.6

Source: SCBS Investment Research

Mon, Mar 30, 2020 2



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Mon, Mar 30, 2020 3



#### CG Rating 2019 Companies with CG Rating

#### Companies with Excellent CG Scoring

Companies with Excellent CG Scoring

AAV, ADVANC, AIRA, AKP, AKR, AMA, AMATAV, ANAN, AOT, AP, ARROW, BAFS, BANPU, BAY, BCP, BCPG, BOL, BRR, BTS, BTW, BWG, CFRESH, CHEWA, CHO, CK, CKP, CM, CNT, COL, COMAN, CPALL, CPF, CPI, CPN, CSS, DELTA, DEMCO, DRT, DTAC, DTC, EA, EASTW, ECF, EGCO, GBX, GC, GCAP, GEL, GFPT, GGC, GOLD, GPSC, GRAMMY, GUNKUL, HANA, HARN, HMPRO, ICC, ICHI, III, ILINK, INTUCH, IRPC, IVL, JKN, JSP, K, KBANK, KCE, KKP, KSL, KTB, KTC, KTIS, LH, LHFG, LIT, LPN, MAKRO, MALEE, MBK, MBKET, MC, MCOT, MFEC, MINT, MONO\*, MTC, NCH, NCL, NKI, NSI, NVD, NYT, OISHI, OTO, PAP, PCSGH, PDJ, PG, PHOL, PJW, PLANB, PLANET, PORT, PPS, PR9, PREB, PRG, PRM, PSH, PSL, PTG, PTT, PTTEP, PTTGC, PYLON, Q-CON, QH, QTC, RATCH, ROBINS, RS, S, S & J, SABINA, SAMART, SAMTEL, SAT, SC, SCB, SCC, SCCC, SCN, SDC, SEAFCO, SEAOIL, SE-ED, SELIC, SENA, SIS, SITHAI, SNC, SORKON, SPALI, SPI, SPRC, SSSC, STA, STEC, SVI, SYNTEC, TASCO, TCAP, THAI, THANA, THANI, THCOM, THIP, THREL, TIP, TISCO, TK, TKT, TMB, TMILL, TNDT, TOA, TOP, TRC, TRU, TRUE, TSC, TSR, TSTH, TTA, TTCL, TTW, TU, TVD, TVO, U, VGI, VIH, WACOAL, WAVE, WHA, WHAUP, WICE, WINNER

#### Companies with Very Good CG Scoring

2S, ABM, ADB, AF, AGE, AH, AHC, AIT, ALLA, ALT, AMANAH, AMARIN, APCO, APCS, AQUA, ARIP, ASAP, ASIA, ASIAN, ASIMAR, ASK, ASN, ASP, ATP30, AUCT, AYUD, B, BA, BBL, BDMS, BEC, BEM, BFIT, BGC, BGRIM, BIZ, BJCHI, BLA, BPP, BROOK, CBG, CEN, CENTEL, CGH, CHG, CHOTI, CHOW, CI, CIMBT, CNS, AYUD, B, BA, BBL, BDMS, BEC, BEM, BHII, BGC, BGRIM, BIZ, BJC, BJCH, BLA, BPP, BROOK, CBG, CEN, CENIEL, CGH, CHGII, CHGW, CI, CIMBI, CNS, COLOR, COM7, COTTO, CRD, CSC, CSP, DCC, DCON, DDD, DOD, EASON, ECL, EE, EPG, ERW, ESTAR, ETE, FLOYD, FN, FNS, FORTH, FPI, FPT, FSMART, FSS, FVC, GENCO, GJS, GL, GLOBAL, GLOW, GULF, HPT, HTC, HYDRO, ICN, IFS, INET, INSURE, IRC, IRCP, IT, ITD\*, ITEL, J, JAS\*, JCK, JCKH, JMART, JMT, JWD, KBS, KCAR, KGI, KIAT, KOOL, KWC, KWM, L&E, LALIN, LANNA, LDC, LHK, LOXLEY, LRH, LST, M, MACO, MAJOR, MBAX, MEGA, METCO, MFC, MK, MODERN, MOONG, MPG, MSC, MTI, NEP, NETBAY, NEX, NINE, NOBLE, NOK, NTV, NWR, OCC, OGC, ORI, OSP, PATO, PB, PDG, PDI, PL, PLAT, PM, PPP, PRECHA, PRIN, PRINC, PSTC, PT, QLT, RCL, RICHY, RML, RWI, S11, SAAM, SALEE, SAMCO, SANKO, SAPPE, SAWAD, SCG, SCI, SCP, SE, SFP, SIAM, SINGER, SIRI, SKE, SKR, SKY, SMIT, SMK, SMPC, SMT, SNP, SONIC, SPA, SPC, SPCG, SPVI, SR, SRICHA, SSC, SSF, SST, STANLY, STPI, SUC, SUN, SUSCO, SUTHA, SWC, SYMCX, T, TACC, TAE, TAKUNI, TBSP, TCC, TCMC, TEAM, TEAM, TEAM, THG, THRE, TIPCO, TITLE, TIW, TKN, TKN, TKN, TMC, TMD, TMI, TMT, TNITY, TNL, TNP, TNR, TOG, TAPA TPAC TPRI TPCORP TPOLY TRITN TRIT TSE TSTE TVI TVT TWP, TWPC LIBIS LIFC LIMI LIORKH LIP LIPE LIPOIC LIT LIWC VNT WILK SO, VIJASA TPA, TPAC, TPBI, TPCORP, TPOLY, TRITN, TRT, TSE, TSTE, TVI, TVT, TWP, TWPC, UBIS, UEC, UMI, UOBKH, UP, UPF, UPOIC, UT, UWC, VNT, WIIK, XO, YUASA, ZEN, ZMICO

#### Companies with Good CG Scoring

A, ABICO, ACAP\*, AEC, AEONTS, AJ, ALUCON, AMC, APURE, AS, ASEFA, AU, B52, BCH, BEAUTY, BGT, BH, BIG, BLAND, BM, BR, BROCK, BSBM, BSM, BTNC, CCET, CCP, CGD, CHARAN, CHAYO, CITY, CMAN, CMC, CMO, CMR, CPL, CPT, CSR, CTW, CWT, D, DIMET, EKH, EMC, EPCO, ESSO, FE, FTE, GIFT, GLAND, GLOCON, GPI, GREEN, GTB, GYT, HTECH, HUMAN, IHL, INGRS, INOX, JTS, JUBILE, KASET, KCM, KKC, KWG, KYE, LEE, LPH, MATCH, MATI, M-CHAI, MCS, MDX, META, MGT, MJD, MM, MVP, NC, NDR, NER, NNCL, NPK, NUSA, OCEAN, PAF, PF, PICO, PIMO, PK, PLE, PMTA, POST, PPM, PROUD, PTL, RCI, RJH, ROJNA, RPC, RPH, SF, SGF, SGP, SKN, SLP, SMART, SOLAR, SPG, SQ, SSP, STI, SUPER, SVOA, TCCC, THE, THMUI, TIC, TIGER, TNH, TOPP, TPCH, TPIPP, TPLAS, TQM, TTI, TYCN, UTP, VCOM, VIBHA, VPO, WIN, WORK, WP, WPH, ZIGA

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To recognize well performers, the list of companies attaining "Good", "Very Good" and "Excellent" levels of recognition

(Not including listed companies qualified in the "no announcement of the results" clause from 1 January 2018 to 25 October 2019) is publicized.

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## **Anti-corruption Progress Indicator**

ADVANC, AIE, AKP, AMANAH, AP, APCS, AQUA, ARROW, ASK, ASP, AYUD, BAFS, BANPU, BAY, BBL, BCH, BCP, BCPG, BGRIM, BJCHI, BKI, BLA, BROOK, BRR, BSBM, BTS, BWG, CEN, CENTEL, CFRESH, CGH, CHEWA, CIG, CIMBT, CM, CNS, COM7, CPALL, CPF, CPI, CPN, CSC, DCC, DEMCO, DIMET, DRT, DTAC, DTC, EASTW, ECL, EGCO, FE, FNS, FSS, GBX, GC, GCAP, GEL, GFPT, GGC, GJS, GOLD, GPSC, GSTEEL, GUNKUL, HANA, HARN, HMPRO, HTC, ICC, IFS, INET, INSURE, INTUCH, IRPC, IVL, K, KASET, KBANK, KBS, KCAR, KCE, KGI, KKP, KSL, KTB, KTC, KWC, L&E, LANNA, LHK, LPN, LRH, M, MAKRO, MALEE, MBAX, MBK, MBKET, MC, MCOT, MFC, MINT, MONO, MOONG, MSC, MTI, NBC, NINE, NKI, NMG, NNCL, NSI, OCC, OCEAN, OGC, PAP, PATO, PB, PCSGH, PDG, PDI, PDJ, PE, PG, PHOL, PL, PLANB, PLANET, PLAT, PM, PPP, PPS, PREB, PRG, PRINC, PSH, PSTC, PT, PTG, PTT, PTTEP, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RATCH, RML, ROBINS, S & J, SABINA, SAT, SC, SCB, SCC, SCCC, SCG, SCN, SE-ED, SELIC, SENA, SGP, SIRI, SIS, SITHAI, SMIT, SMK, SMPC, SNC, SNP, SORKON, SPACK, SPC, SPI, SPRC, SRICHA, SSF, SSI, SSSC, SST, STA, SUSCO, SVI, SYNTEC, TASCO, TCAP, TFG, TFI, TFMAMA, THANI, THCOM, THIP, THRE, THREL, TIP, TIPCO, TISCO, TKT, TMB, TMD, TMILL, TMT, TNITY, TNL, TNP, TNR, TOG, TOP, TPA, TPCORP, TRU, TRUE, TSC, TSTH, TTCL, TU, TVD, TVI, TWPC, U, UBIS, UEC, UKEM, UOBKH, VGI, VIH, VNT, WACOAL, WHA, WICE, WIIK

## Declared (ประกาศเจตนารมณ์)

2S, ABICO, AF, AI, AIRA, ALT, ÁMA, AMARIN, AMATA, ANAN, B, BM, BPP, BUI, CHG, CHO, CHOTI, CHOW, CI, CMC, COL, DDD, DELTA, EFORL, EPCO, ESTAR, ETE, FPI, FTE, ICHI, INOX, IRC, ITEL, JAS, JSP, JTS, KWG, LDC, LIT, META, MFEC, MPG, NEP, NOK, NWR, ORI, PRM, PSL, ROJNA, RWI, SAAM, SAPPE, SCI, SEAOIL, SHANG, SKR, SPALI, STANLY, SYNEX, TAE, TAKUNI, TMC, TOPP, TPP, TRITN, TVO, UV, UWC, WHAUP, XO

7UP, A, A5, AAV, ABM, ACAP, ACC, ACE, ACG, ADB, AEC, AEONTS, AFC, AGE, AH, AHC, AIT, AJ, AJA, AKR, ALL, ALLA, ALUCON, AMATAV, AMC, AOT, APCO, APEX, APP, APURE, AQ, ARIN, ARIP, AS, ASAP, ASEFA, ASIA, ASIAN, ASIMAR, ASN, ATP30, AU, AUCT, AWC, B52, BA, BAM, BAT-3K, BC, BCT, BDMS, BEAUTY, BEC, BEM, BFIT, BGC, BGT, BH, BIG, BIZ, BJC, BKD, BLAND, BLISS, BOL, BR, BROCK, BSM, BTNC, BTW, CAZ, CBG, CCET, CCP, CGD, CHARAN, CHAYO, CHUO, CITY, CK, CKP, CMAN, CMO, CMR, CNT, COLOR, COMAN, COTTO, CPH, CPL, CPR, CPT, CPW, CRANE, CRC, CRD, CSP, CSR, CSS, CTW, CWT, D, DCON, DCORP, DOD, DOHOME, DTCI, EA, EASON, ECF, EE, EIC, EKH, EMC, EPG, ERW, ESSO, EVER, F&D, FANCY, FLOYD, FMT, FN, FORTH, FPT, FSMART, FVC, GENCO, GIFT, GL, GLAND, GLOCON, GPI, GRAMMY, GRAND, GREEN, GSC, GTB, GULF, GYT, HFT, HPT, HTECH, HUMAN, HYDRO, ICN, IFEC, IHL, III, ILINK, ILM, IMH, INGRS, INSET, IP, IRCP, IT, ITD, J, JCK, JCKH, JCT, JKN, JMART, JMT, JUBILE, JUTHA, JWD, KAMART, KC, KCM, KDH, KIAT, KKC, KOOL, KTECH, KTIS, KUMWEL, KUN, KWM, KYE, LALIN, LEE, LH, LHFG, LOXLEY, LPH, LST, MACO, MAJOR, MANRIN, MATCH, MATI, MAX, M-CHAI, MCS, MDX, MEGA, METCO, MGT, MIDA, MILL, MITSIB, MJD, MK, ML, MM, MODERN, MORE, MPIC, MTC, MVP, NC, NCH, NCL, NDR, NER, NETBAY, NEW, NEWS, NEX, NFC, NOBLE, NPK, NTV, NUSA, NVD, NVT, OHTL, OISHI, OSP, OTO, PACE, PAE, PAF, PERM, PF, PICO, PIMO, PJW, PK, PLE, PMTA, POLAR, POMPUI, PORT, POST, PPM, PPPM, PPP, PRAM, RBF, RCI, RCL, RICHY, RIH, ROCK, ROH, RP, RPC, RPH, RS, RSP, S, S11, SAFARI, SALEE, SAM, SAMART, SAMCO, SAMCE, SAWAD, SAWANG, SCP, SDC, SE, SEAFCO, SEG, SF, SFLEX, SFP, SGF, SHR, SIAM, SIMAT, SINGER, SISB, SKE, SKN, SKY, SLP, SMATT, SMT, SOLAR, SONIC, SPA, SPCG, SPG, SPORT, SPVI, SQ, SR, SSC, SSP, STAR, STARK, STC, STEC, STHAI, STI, STPI, SUC, SUN, SUPER, SUTHA, SVH, SVOA, SWC, SYMC, T, TACC, TAPAC, TBSP, TC, TCC, TCCC, TCJ, TCMC, TCOAT, TEAM, TEAMG, TGPRO, TH, THAI, THANA, THE, THG, THL, THMUI, TIGER, TITLE, TIW, TK, TKN, TKN, TMY, TVT, TWP, TWZ, TYCN, UAC, UMI, UMS, UNIQ, UP, UPA, UPF, UPOIC, UREKA, UT, UTP, UVAN, VARO, VCOM, VI, VIBHA, VL, VNG, VPO, VRANDA, WAVE, WG, WIN, WINNER, WORLD, WP, WPH, WR, YCI, YGG, ZIGA, ZMICO

EXPLANDATION. APP, APURE, AQ, ARIN, ARIP, AS, ASAP, ASEFA, ASIA, ASIAN, ASIMAR, ASN, ATP30, AU, AUCT, AWC, B52, BA, BAM, BAT-3K, BC, BCT, BDMS, BEAUTY, BEC, BEM,

### **Explanations**

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of June 24, 2019) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC

Mon, Mar 30, 2020 4