# **Advanced Info Service**

## **ADVANC**

Advanced Info Service Public Company Limited Bloomberg Reuters ADVANC TB ADVANC.BK

## 1Q22: In line with consensus

Share price has fallen 5.8% in the past one month, underperforming the SET by 2.1%, likely due to concerns of a slower recovery in earnings than hoped. In addition, the deal between TRUE-DTAC could be delayed, meaning that the ease in competition could also be delayed. However, we keep our tactical recommendation OUTPERFORM with a DCF-based TP of Bt235 as we believe earnings are still in recovery mode. More clarity on the deal between TRUE-DTAC would be a catalyst for the stock.

**1Q22 net profit in line.** ADVANC reported 1Q22 net profit at Bt6.3bn, down 8% QoQ and 5% YoY. Stripping out a FX loss, core profit was Bt6.3bn, down 5.2% QoQ and 7.5% YoY. This is in line with consensus expectations. Key factor for the QoQ and YoY drop was a slow economic recovery from the ongoing omicron outbreak and rising inflation. 1Q22 core profit accounted for 22.4% of our full-year forecast.

## 1Q22 highlights

- **1) Mobile business:** Revenue was Bt28.8bn (88% of core service revenue), down 2.5% QoQ and 1.7% YoY. Adding to the impact of the slow economy is the heightened price competition from the unlimited low-fixed-speed plan. This pressured blended ARPU down 3.5% QoQ and 6.9% YoY to Bt216/sub/mth. Net adds remained strong at 506.5k (53% prepaid), bringing total subscribers to 44.6mn (6.3% is 5G). The company noted that the chip shortage has created a barrier to increased 5G adoption. Its 5G network is now covering 78% of the population.
- **2) Fixed broadband (FBB):** Revenue was Bt2.4bn (7.4% of core service revenue), up 6.4% QoQ and 27% YoY. Growth QoQ and YoY was underwritten by strong demand from work-from-home users. Net adds was 93.1k, bringing total subscribers to 1.9mn. ARPU is starting to stabilize QoQ at Bt446/sub/mth, up 0.7% QoQ, but still down 3.4% YoY. The company said that the QoQ increase was a result of its convergence strategy to increase revenue per household.
- **3) Cost rising YoY:** Cost of service was Bt21.5bn, slipping 0.6% QoQ but growing 1.9% YoY. The drop QoQ was due to lower depreciation while the increase YoY was due to investment in network. SG&A was Bt5.5bn, down 4.9% QoQ, but up 0.8% YoY. The QoQ decrease was seasonal and the YoY rise from higher staff costs.

**Maintaining 2022 guidance.** Although core service revenue grew 1.1% YoY in 1Q22, ADVANC maintains its 2022 guidance of mid-single-digit growth for core service revenue, low-single-digit growth for EBITDA and capex of Bt30-35bn. Our assumption is more conservative at 3.4% core service revenue growth. We therefore maintain our earnings forecast of Bt28.3bn, up 2.7% YoY.

#### Forecasts and valuation

| Year to 31 Dec    | Unit   | 2020    | 2021    | 2022F   | 2023F   | 2024F   |
|-------------------|--------|---------|---------|---------|---------|---------|
| Revenue           | (Btmn) | 172,890 | 181,333 | 186,958 | 192,293 | 196,610 |
| EBITDA            | (Btmn) | 90,034  | 92,463  | 92,505  | 94,712  | 96,570  |
| Core profit       | (Btmn) | 27,433  | 27,568  | 28,304  | 31,479  | 34,697  |
| Reported profit   | (Btmn) | 27,434  | 26,922  | 28,304  | 31,479  | 34,697  |
| Core EPS          | (Bt)   | 9.23    | 9.27    | 9.52    | 10.58   | 11.67   |
| DPS               | (Bt)   | 6.92    | 7.69    | 8.09    | 9.00    | 9.92    |
| P/E, core         | (x)    | 23.1    | 23.0    | 22.4    | 20.1    | 18.3    |
| EPS growth, core  | (%)    | (11.2)  | 0.5     | 2.7     | 11.2    | 10.2    |
| P/BV, core        | (x)    | 8.4     | 7.8     | 7.3     | 6.8     | 6.4     |
| ROE               | (%)    | 37.8    | 35.0    | 33.6    | 35.0    | 36.0    |
| Dividend yield    | (%)    | 3.2     | 3.6     | 3.8     | 4.2     | 4.7     |
| FCF yield         | (%)    | 2.5     | 4.1     | 7.0     | 7.7     | 8.0     |
| EV/EBIT           | (x)    | 9.0     | 8.8     | 8.5     | 7.9     | 7.4     |
| EBIT growth, core | (%)    | 16.2    | 2.3     | 0.4     | 4.0     | 3.4     |
| EV/CE             | (x)    | 2.5     | 2.4     | 2.4     | 2.5     | 2.5     |
| ROCE              | (%)    | 10.9    | 10.5    | 10.7    | 12.0    | 13.4    |
| EV/EBITDA         | (x)    | 7.9     | 7.7     | 7.4     | 7.0     | 6.6     |
| EBITDA growth     | (%)    | 14.0    | 2.7     | 0.0     | 2.4     | 2.0     |

Source: SCBS Investment Research



## **Tactical: OUTPERFORM**

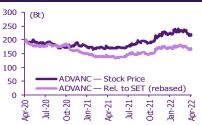
## (3-month)

### Stock data

| Last close (May 10) (Bt) | 213.00 |
|--------------------------|--------|
| Target price (Bt)        | 235.00 |
| Mkt cap (Btbn)           | 633.45 |
| Mkt cap (US\$mn)         | 18,345 |
|                          |        |

| Beta                       | L         |
|----------------------------|-----------|
| Mkt cap (%) SET            | 3.33      |
| Sector % SET               | 10.36     |
| Shares issued (mn)         | 2,974     |
| Par value (Bt)             | 1.00      |
| 12-m high / low (Bt)       | 242 / 167 |
| Avg. daily 6m (US\$mn)     | 40.09     |
| Foreign limit / actual (%) | 48 / 36   |
| Free float (%)             | 36.2      |
| Dividend policy (%)        | ≥ 70      |
|                            |           |

### Price performance



Source: SET, SCBS Investment Research

## **Share performance**

| (%)             | 1M    | 3M     | 12M  |
|-----------------|-------|--------|------|
| Absolute        | (4.9) | (10.1) | 24.6 |
| Relative to SET | (1.6) | (5.9)  | 21.2 |

Source: SET, SCBS Investment Research

### **Analyst**

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# Financial statement Profit and Loss Statement

SIM and Handset margin

(%)

| Profit and Loss Statement                         |             |                    |                  |                  |                   |             |                  |                  |                   |
|---|-------------|--------------------|------------------|------------------|-------------------|-------------|------------------|------------------|-------------------|
| FY December 31                                    | Unit        | 2017               | 2018             | 2019             | 2020              | 2021        | 2022F            | 2023F            | 2024F             |
| Total revenue                                     | (Btmn)      | 157,722            | 169,856          | 180,894          | 172,890           | 181,333     | 186,958          | 192,293          | 196,610           |
| Cost of goods sold                                | (Btmn)      | (92,259)           | (103,456)        | (111,899)        | (110,848)         | (121,453)   | (125,452)        | (127,522)        | (128,296)         |
| Gross profit                                      | (Btmn)      | 65,463             | 66,400           | 68,994           | 62,042            | 59,880      | 61,506           | 64,771           | 68,314            |
| SG&A  | (Btmn)      | (25,220)           | (26,472)         | (27,885)         | (24,499)          | (21,846)    | (23,063)         | (24,216)         | (25,427)          |
| Other income                                      | (Btmn)      | 750                | 861              | 846              | 969               | 1,273       | 1,263            | 1,325            | 1,231             |
| Interest expense                                  | (Btmn)      | (5,302)            | (5,148)          | (4,777)          | (5,917)           | (5,626)     | (4,200)          | (2,400)          | (600)             |
| Pre-tax profit                                    | (Btmn)      | 35,691             | 35,641           | 37,179           | 32,595            | 33,680      | 35,507           | 39,481           | 43,518            |
| Corporate tax                                     | (Btmn)      | (5,843)            | (5,923)          | (6,209)          | (5,089)           | (5,970)     | (7,101)          | (7,896)          | (8,704)           |
| Equity a/c profits                                | (Btmn)      | 5                  | (123)            | (86)             | (70)              | (141)       | (99)             | (103)            | (114)             |
| Minority interests                                | (Btmn)      | (1)                | (32)             | (3)              | (3)               | (2)         | (2)              | (3)              | (3)               |
| Core profit                                       | (Btmn)      | 29,852             | 29,564           | 30,881           | 27,433            | 27,568      | 28,304           | 31,479           | 34,697            |
| Extra-ordinary items                              | (Btmn)      | 225                | 119              | 308              | 2                 | (646)       | 0                | 0                | 0                 |
| Net Profit  | (Btmn)      | 30,077             | 29,682           | 31,190           | 27,434            | 26,922      | 28,304           | 31,479           | 34,697            |
| EBITDA  | (Btmn)      | 70,969             | 74,503           | 78,987           | 90,034            | 92,463      | 92,505           | 94,712           | 96,570            |
| Core EPS  | (Bt)        | 10.04              | 9.94             | 10.39            | 9.23              | 9.27        | 9.52             | 10.58            | 11.67             |
| Net EPS   | (Bt)        | 10.12              | 9.98             | 10.49            | 9.23              | 9.05        | 9.52             | 10.58            | 11.67             |
| DPS   | (Bt)        | 7.05               | 7.08             | 7.34             | 6.92              | 7.69        | 8.09             | 9.00             | 9.92              |
|   |             |                    |                  |                  |                   |             |                  |                  |                   |
| <b>Balance Sheet</b>                              |             |                    |                  |                  |                   |             |                  |                  |                   |
| FY December 31                                    | Unit        | 2017               | 2018             | 2019             | 2020              | 2021        | 2022F            | 2023F            | 2024F             |
| Total current assets                              | (Btmn)      | 34,841             | 34,905           | 47,142           | 42,155            | 35,566      | 43,851           | 40,527           | 37,264            |
| Total fixed assets                                | (Btmn)      | 240,103            | 241,961          | 228,584          | 291,460           | 300,192     | 285,206          | 269,135          | 250,483           |
| Total assets                                      | (Btmn)      | 284,067            | 290,505          | 289,669          | 350,171           | 356,222     | 349,686          | 330,458          | 308,714           |
| Total loans                                       | (Btmn)      | 109,677            | 109,133          | 94,044           | 98,050            | 87,828      | 70,000           | 40,000           | 10,000            |
| Total current liabilities                         | (Btmn)      | 69,718             | 72,764           | 105,255          | 95,039            | 92,590      | 93,767           | 97,235           | 87,671            |
| Total long-term liabilities                       | (Btmn)      | 163,922            | 160,072          | 115,020          | 179,443           | 181,807     | 169,191          | 140,283          | 121,386           |
| Total liabilities                                 | (Btmn)      | 233,641            | 232,836          | 220,275          | 274,481           | 274,397     | 262,958          | 237,518          | 209,058           |
| Paid-up capital                                   | (Btmn)      | 2,973              | 2,973            | 2,973            | 2,974             | 2,974       | 2,974            | 2,974            | 2,974             |
| Total equity                                      | (Btmn)      | 50,427             | 57,669           | 69,394           | 75,689            | 81,825      | 86,728           | 92,940           | 99,656            |
| BVPS  | (Bt)        | 16.93              | 19.35            | 23.30            | 25.41             | 27.47       | 29.12            | 31.21            | 33.47             |
|   |             |                    |                  |                  |                   |             |                  |                  |                   |
| Cash Flow Statement                               |             |                    |                  |                  |                   |             |                  |                  |                   |
| FY December 31                                    | Unit        | 2017               | 2018             | 2019             | 2020              | 2021        | 2022F            | 2023F            | 2024F             |
| Core Profit                                       | (Btmn)      | 29,852             | 29,564           | 30,881           | 27,433            | 27,568      | 28,304           | 31,479           | 34,697            |
| Depreciation and amortization                     | (Btmn)      | 30,151             | 33,879           | 37,229           | 51,842            | 53,374      | 52,996           | 53,081           | 52,595            |
| Operating cash flow                               | (Btmn)      | 62,914             | 61,292           | 94,764           | 83,310            | 88,308      | 84,925           | 86,367           | 84,071            |
| Investing cash flow                               | (Btmn)      | (51,258)           | (40,066)         | (48,365)         | (67,450)          | (62,333)    | (40,385)         | (37,897)         | (33,483)          |
| Financing cash flow                               | (Btmn)      | (12,232)           | (22,809)         | (35,829)         | (17,076)          | (31,657)    | (41,231)         | (55,269)         | (57,984)          |
| Net cash flow                                     | (Btmn)      | (576)              | (1,584)          | 10,570           | (1,216)           | (5,681)     | 3,308            | (6,799)          | (7,396)           |
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| Key Financial Ratios                              |             |                    |                  |                  |                   |             |                  |                  |                   |
| FY December 31                                    | Unit        | 2017               | 2018             | 2019             | 2020              | 2021        | 2022F            | 2023F            | 2024F             |
| Gross margin                                      | (%)         | 41.5               | 39.1             | 38.1             | 35.9              | 33.0        | 32.9             | 33.7             | 34.7              |
| Operating margin                                  | (%)         | 25.5               | 23.5             | 22.7             | 21.7              | 21.0        | 20.6             | 21.1             | 21.8              |
| EBITDA margin                                     | (%)         | 45.0               | 43.9             | 43.7             | 52.1              | 51.0        | 49.5             | 49.3             | 49.1              |
| EBIT margin                                       | (%)         | 37.9               | 37.3             | 37.6             | 45.7              | 44.6        | 43.4             | 43.9             | 44.4              |
| Net profit margin                                 | (%)         | 19.1               | 17.5             | 17.2             | 15.9              | 14.8        | 15.1             | 16.4             | 17.6              |
| ROE   | (%)         | 64.1               | 54.7             | 48.6             | 37.8              | 35.0        | 33.6             | 35.0             | 36.0              |
| ROA   | (%)         | 10.7               | 10.3             | 10.6             | 8.6               | 7.8         | 8.0              | 9.3              | 10.9              |
| Net D/E   | (%)         | 2.0                | 1.7              | 1.1              | 1.1               | 0.9         | 0.6              | 0.3              | 0.1               |
| Interest coverage                                 | (%)         | 13.4               | 14.5             | 16.5             | 15.2              | 16.4        | 22.0             | 39.5             | 160.9             |
| Debt service coverage                             | (%)         | 4.8                | 3.3              | 2.7              | 3.7               | 4.7         | 6.5              | 7.6              | 160.9             |
| Payout Ratio                                      | (%)         | 69.7               | 70.9             | 70.0             | 75.0              | 84.9        | 85.0             | 85.0             | 85.0              |
| Main Accumptions                                  |             |                    |                  |                  |                   |             |                  |                  |                   |
| Main Assumptions                                  | 1114        | 204-               | 2010             | 2010             | 2020              | 2024        | 20225            | 20225            | 202.17            |
| FY December 31 Service revenue ex IC growth you   | Unit<br>(%) | <b>2017</b><br>4.9 | <b>2018</b> 3.8  | <b>2019</b> 2.4  | <b>2020</b> (5.1) | 2021<br>1.1 | <b>2022F</b> 3.4 | <b>2023F</b> 3.1 | <b>2024F</b> 2.8  |
| Service revenue ex. IC growth yoy  Mobile revenue |             |                    |                  |                  | (5.1)             |             |                  |                  |                   |
| FBB revenue                                       | (Btmn)      | 122,979<br>3,128   | 124,784<br>4,436 | 126,341<br>5,656 | 118,082           | 117,244     | 120,175<br>9,702 | 122,578          | 125,030<br>12,273 |
| I DD IEVELIUE                                     | (Btmn)      | 3,120              | 4,430            | 3,030            | 6,960             | 8,436       | 9,702            | 11,157           | 12,2/3            |



## Financial statement Profit and Loss Statement

| FY December 31                      | Unit   | 2Q20     | 3Q20     | 4Q20     | 1Q21     | 2Q21     | 3Q21     | 4Q21     | 1Q22     |
|-------------------------------------|--------|----------|----------|----------|----------|----------|----------|----------|----------|
| Total revenue                       | (Btmn) | 42,256   | 41,715   | 46,074   | 45,861   | 42,757   | 42,377   | 50,338   | 45,279   |
| Cost of goods sold                  | (Btmn) | (26,767) | (26,528) | (30,796) | (30,755) | (27,935) | (27,640) | (35,123) | (30,678) |
| Gross profit                        | (Btmn) | 15,489   | 15,187   | 15,277   | 15,106   | 14,822   | 14,737   | 15,215   | 14,601   |
| SG&A                                | (Btmn) | (6,066)  | (6,050)  | (6,070)  | (5,538)  | (5,183)  | (5,273)  | (5,851)  | (5,578)  |
| Other income                        | (Btmn) | 184      | 220      | 246      | 223      | 624      | 179      | 247      | 209      |
| Interest expense                    | (Btmn) | (1,546)  | (1,449)  | (1,358)  | (1,386)  | (1,460)  | (1,414)  | (1,366)  | (1,320)  |
| Pre-tax profit                      | (Btmn) | 8,061    | 7,908    | 8,095    | 8,405    | 8,802    | 8,228    | 8,245    | 7,913    |
| Corporate tax                       | (Btmn) | (1,411)  | (1,215)  | (1,128)  | (1,477)  | (1,571)  | (1,399)  | (1,522)  | (1,543)  |
| Equity a/c profits                  | (Btmn) | 0        | 3        | (66)     | (61)     | (33)     | (26)     | (21)     | (16)     |
| Minority interests                  | (Btmn) | 1        | (2)      | (1)      | (1)      | (0)      | (1)      | (1)      | (1)      |
| Core profit                         | (Btmn) | 6,651    | 6,693    | 6,901    | 6,867    | 7,198    | 6,802    | 6,700    | 6,353    |
| Extra-ordinary items                | (Btmn) | 350      | (181)    | 263      | (223)    | (157)    | (428)    | 163      | (42)     |
| Net Profit                          | (Btmn) | 7,001    | 6,513    | 7,164    | 6,644    | 7,041    | 6,374    | 6,863    | 6,311    |
| EBITDA                              | (Btmn) | 22,469   | 22,306   | 23,717   | 22,800   | 23,640   | 23,084   | 23,157   | 22,602   |
| Core EPS                            | (Bt)   | 2.24     | 2.25     | 2.32     | 2.31     | 2.42     | 2.29     | 2.25     | 2.14     |
| Net EPS                             | (Bt)   | 2.35     | 2.19     | 2.41     | 2.23     | 2.37     | 2.14     | 2.31     | 2.12     |
| Balance Sheet                       |        |          |          |          |          |          |          |          |          |
| FY December 31                      | Unit   | 2Q20     | 3Q20     | 4Q20     | 1Q21     | 2Q21     | 3Q21     | 4Q21     | 1Q22     |
| Total current assets                | (Btmn) | 51,593   | 41,899   | 42,155   | 42,381   | 41,188   | 33,763   | 35,566   | 41,017   |
| Total fixed assets                  | (Btmn) | 301,918  | 297,328  | 291,460  | 303,466  | 309,703  | 304,021  | 300,192  | 293,440  |
| Total assets                        | (Btmn) | 368,074  | 353,797  | 350,171  | 363,733  | 369,646  | 356,521  | 356,222  | 355,783  |
| Total loans                         | (Btmn) | 90,856   | 105,360  | 98,050   | 94,403   | 93,636   | 93,066   | 87,828   | 85,729   |
| Total current liabilities           | (Btmn) | 116,320  | 104,023  | 95,039   | 107,154  | 91,808   | 94,228   | 92,590   | 102,545  |
| Total long-term liabilities         | (Btmn) | 180,057  | 181,148  | 179,443  | 184,922  | 199,168  | 187,450  | 181,807  | 177,501  |
| Total liabilities                   | (Btmn) | 296,378  | 285,171  | 274,481  | 292,076  | 290,976  | 281,678  | 274,397  | 280,046  |
| Paid-up capital                     | (Btmn) | 2,974    | 2,974    | 2,974    | 2,974    | 2,974    | 2,974    | 2,974    | 2,974    |
| Total equity                        | (Btmn) | 71,696   | 68,627   | 75,689   | 71,657   | 78,670   | 74,843   | 81,825   | 75,737   |
| BVPS                                | (Bt)   | 24.07    | 23.04    | 25.41    | 24.06    | 26.41    | 25.12    | 27.47    | 25.42    |
| Cash Flow Statement                 |        |          |          |          |          |          |          |          |          |
| FY December 31                      | Unit   | 2Q20     | 3Q20     | 4Q20     | 1Q21     | 2Q21     | 3Q21     | 4Q21     | 1Q22     |
| Core Profit                         | (Btmn) | 6,651    | 6,693    | 6,901    | 6,867    | 7,198    | 6,802    | 6,700    | 6,353    |
| Depreciation and amortization       | (Btmn) | 12,862   | 12,948   | 13,025   | 13,009   | 13,377   | 13,442   | 13,546   | 13,369   |
| Operating cash flow                 | (Btmn) | 10,733   | 4,230    | 26,718   | 33,690   | 11,181   | 23,133   | 20,304   | 29,814   |
| Investing cash flow                 | (Btmn) | (12,976) | (27,615) | 40,223   | (30,418) | (10,834) | (27,363) | 6,282    | (24,360) |
| Financing cash flow                 | (Btmn) | (2,487)  | 14,193   | (65,154) | (3,942)  | (1,128)  | (1,405)  | (25,182) | (1,805)  |
| Net cash flow                       | (Btmn) | (4,730)  | (9,192)  | 1,787    | (671)    | (780)    | (5,634)  | 1,403    | 3,649    |
| Voy Einancial Batios                |        |          |          |          |          |          |          |          |          |
| Key Financial Ratios FY December 31 | Unit   | 2Q20     | 3Q20     | 4Q20     | 1Q21     | 2Q21     | 3Q21     | 4Q21     | 1Q22     |
| Gross margin                        | (%)    | 36.7     | 36.4     | 33.2     | 32.9     | 34.7     | 34.8     | 30.2     | 32.2     |

| FY December 31        | Unit | 2Q20 | 3Q20 | 4Q20 | 1Q21 | 2Q21 | 3Q21 | 4Q21 | 1Q22 |
|-----------------------|------|------|------|------|------|------|------|------|------|
| Gross margin          | (%)  | 36.7 | 36.4 | 33.2 | 32.9 | 34.7 | 34.8 | 30.2 | 32.2 |
| Operating margin      | (%)  | 22.3 | 21.9 | 20.0 | 20.9 | 22.5 | 22.3 | 18.6 | 19.9 |
| EBITDA margin         | (%)  | 53.2 | 53.5 | 51.5 | 49.7 | 55.3 | 54.5 | 46.0 | 49.9 |
| EBIT margin           | (%)  | 46.2 | 47.1 | 46.1 | 43.5 | 48.2 | 47.8 | 40.3 | 43.6 |
| Net profit margin     | (%)  | 16.6 | 15.6 | 15.5 | 14.5 | 16.5 | 15.0 | 13.6 | 13.9 |
| ROE                   | (%)  | 39.1 | 41.0 | 38.1 | 40.3 | 38.3 | 37.9 | 34.0 | 34.5 |
| ROA                   | (%)  | 8.1  | 8.4  | 8.6  | 7.4  | 7.8  | 7.7  | 7.6  | 7.1  |
| Net D/E               | (%)  | 0.9  | 1.3  | 1.1  | 1.1  | 1.0  | 1.1  | 0.9  | 0.9  |
| Interest coverage     | (%)  | 14.5 | 15.4 | 17.5 | 16.5 | 16.2 | 16.3 | 17.0 | 17.1 |
| Debt service coverage | (%)  | 3.0  | 2.6  | 3.9  | 4.0  | 5.1  | 4.4  | 4.7  | 4.9  |

| <b>Main Assum</b> | ptions |
|-------------------|--------|
|-------------------|--------|

| FY December 31                    | Unit   | 2Q20   | 3Q20   | 4Q20   | 1Q21   | 2Q21   | 3Q21   | 4Q21   | 1Q22   |
|-----------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Service revenue ex. IC growth yoy | (%)    | (6.4)  | (6.8)  | (7.2)  | (2.0)  | 0.2    | 2.1    | 4.1    | 1.1    |
| Mobile revenue                    | (Btmn) | 29,536 | 29,197 | 29,015 | 29,351 | 29,098 | 29,204 | 29,591 | 28,847 |
| FBB revenue                       | (Btmn) | 1,683  | 1,785  | 1,852  | 1,919  | 2,038  | 2,189  | 2,290  | 2,437  |
| SIM and Handset margin            | (%)    | 2.5    | (1.2)  | 1.2    | 0.6    | 2.7    | (0.5)  | 0.8    | 1.4    |



Figure 1: 1Q22 results review

| Unit: (Btmn)                       | 1Q21     | 4Q21     | 1Q22     | у-о-у  | q-o-q  |
|------------------------------------|----------|----------|----------|--------|--------|
| Service revenue ex. IC             | 32,425   | 33,396   | 32,770   | 1.1%   | -1.9%  |
| - Mobile revenue                   | 29,351   | 29,591   | 28,847   | -1.7%  | -2.5%  |
| - FBB revenue                      | 1,919    | 2,290    | 2,437    | 27.0%  | 6.4%   |
| - Other service revenue            | 1,155    | 1,515    | 1,486    | 28.7%  | -1.9%  |
| IC & Equipment rental revenue      | 3,750    | 3,374    | 3,239    | -13.6% | -4.0%  |
| Handset & SIM revenue              | 9,686    | 13,568   | 9,270    | -4.3%  | -31.7% |
| Total revenue                      | 45,861   | 50,338   | 45,279   | -1.3%  | -10.1% |
| Cost of services                   | (8,527)  | (8,506)  | (8,568)  | 0.5%   | 0.7%   |
| Depreciation & Amortisation        | (12,599) | (13,158) | (12,969) | 2.9%   | -1.4%  |
| Handset & SIM cost                 | (9,628)  | (13,459) | (9,141)  | -5.1%  | -32.1% |
| Total costs                        | (30,754) | (35,124) | (30,679) | -0.2%  | -12.7% |
| Gross profit                       | 15,107   | 15,214   | 14,600   | -3.4%  | -4.0%  |
| SG&A                               | (5,494)  | (5,821)  | (5,537)  | 0.8%   | -4.9%  |
| Operating profit                   | 9,613    | 9,392    | 9,062    | -5.7%  | -3.5%  |
| Other income                       | 117      | 196      | 153      | 30.8%  | -21.9% |
| Equity income                      | 0        | 0        | 0        | na.    | na.    |
| EBIT                               | 9,730    | 9,588    | 9,215    | -5.3%  | -3.9%  |
| Interest expense                   | (1,386)  | (1,366)  | (1,320)  | -4.8%  | -3.4%  |
| EBT                                | 8,344    | 8,222    | 7,895    | -5.4%  | -4.0%  |
| Income tax                         | (1,477)  | (1,522)  | (1,543)  | 4.5%   | 1.4%   |
| Minority interests                 | (1)      | 0        | 0        | na.    | na.    |
| Core profit                        | 6,866    | 6,700    | 6,352    | -7.5%  | -5.2%  |
| Extra items                        | (223)    | 163      | (42)     | -81.1% | na.    |
| Net income                         | 6,644    | 6,863    | 6,311    | -5.0%  | -8.0%  |
| EPS (Bt)                           | 2.23     | 2.31     | 2.12     | -5.0%  | -8.0%  |
| Ratio analysis and Operating stats |          |          |          |        |        |
| EBITDA margin (%)                  | 48.7     | 45.2     | 49.0     |        |        |
| SGA/Total revenue (%)              | 12.0     | 11.6     | 12.2     |        |        |
| Reg. fee/service revenue (%)       | 3.9      | 3.8      | 4.1      |        |        |
| Net profit margin (%)              | 14.5     | 13.6     | 13.9     |        |        |
| Mobile net adds ('000)             | 1,330.3  | 458.8    | 506.5    |        |        |
| FBB net adds ('000)                | 95.0     | 103.1    | 93.1     |        |        |

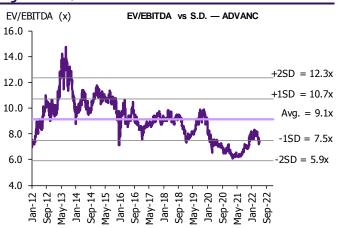
FBB net adds ('000)
Source: SCBS Investment Research, ADVANC

Figure 2: PE Band



Source: SCBS Investment Research

Figure 3: EV/EBITDA Band



Source: SCBS Investment Research

Figure 4: Valuation summary (price as of May 10, 2022)

|         | Rating     | Price   | Target  | ETR    | P/   | /E (x) | )     | EPS growth (%) |     | P/BV (x) |     | ROE (%) |     |     | Div. Yield (%) |     |     | EV/EBITDA (x) |     |     |     |     |
|---------|------------|---------|---------|--------|------|--------|-------|----------------|-----|----------|-----|---------|-----|-----|----------------|-----|-----|---------------|-----|-----|-----|-----|
|         |            | (Bt/Sh) | (Bt/Sh) | (%)    | 20A  | 21F    | 22F   | 20A            | 21F | 22F      | 20A | 21F     | 22F | 20A | 21F            | 22F | 20A | 21F           | 22F | 20A | 21F | 22F |
| ADVANC  | Outperform | 213.00  | 235.0   | 14.1   | 23.0 | 22.4   | 20.1  | 0              | 3   | 11       | 7.8 | 7.3     | 6.8 | 35  | 34             | 35  | 3.6 | 3.8           | 4.2 | 7.7 | 7.4 | 7.0 |
| DTAC    | Neutral    | 43.75   | 42.0    | (0.6)  | 29.6 | 29.1   | 24.6  | (27)           | 2   | 18       | 5.1 | 5.3     | 5.2 | 16  | 18             | 21  | 4.8 | 3.4           | 4.1 | 5.7 | 5.8 | 6.1 |
| TRUE    | Neutral    | 4.42    | 3.7     | (16.3) | n.m. | n.m.   | 193.6 | (9)            | 33  | n.m.     | 1.8 | 1.9     | 1.9 | (3) | (2)            | 1   | 1.6 | 0.0           | 0.2 | 6.1 | 5.5 | 5.1 |
| Average |            |         |         |        | 26.3 | 25.7   | 79.5  | (12)           | 12  | 15       | 4.9 | 4.8     | 4.6 | 16  | 17             | 19  | 3.3 | 2.4           | 2.8 | 6.5 | 6.3 | 6.1 |

Source: SCBS Investment Research



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2S, 7UP, ABICO, ABM, ACE, ACG, ADB, AEONTS, AGE, AHC, AIT, ALL, ALLA, ALUCON, AMANAH, AMARIN, APCO, APCS, APURE, AQUA, ASEFA, ASIAN, ASK, ATP30, BA, BC, BEC, BFIT, BJCHI, BR, CBG, CGH, CHAYO, CHOTI, CI, CMC, CPL, CRD, CSP, DCC, ASAP, ASIA, ASIMAR, ASN, B, BAM, BCH, BEYOND, BJC, BLA, BROOK, CEN, CHARAN, CHG, CHOW, CIG, COLOR, CPW, CSC, CWT, DCON, DHOUSE, DOD, DOHOME, DV8, EASON, EFORL, ERW, ESSO, ESTAR, ETE, FE, FLOYD, FN, FNS, FORTH, FSS, FTE, FVC, GEL, GENCO, GJS, GYT, HEMP, HPT, HTC, HYDRO, ICN, IFS, IMH, IND, INET, INSET, INSURE, IRC, IRCP, IT, ITD\*, J, JAS, JCK, JCKH, JMART, JMT, KBS, KCAR, KEX, KGI, KIAT\*, KISS, KOOL, KTIS, KUMWEL, KUN, KWC, KWM, L&E, LDC, LEO, LHK, LOXLEY, LRH, LST, M, MATCH, MBAX, MEGA, META, MFC\*, MGT, MICRO, MILL, MITSIB, MK, MODERN, MTI, NBC, NCAP, NCH, NETBAY, NEX, NINE, NRF, NTV, OCC, OGC, PATO, PB, PICO, PIMO, PJW, PL, PM, PMTA, PPP, PPPM, PRIME, PRIN, PRINC, PSTC, PT, QLT, RBF, RCL, RICHY, RML, ROJNA, RPC, RT, RWI, S11, SA, SAK, SALEE, SAMCO, SANKO, SAPPE, SAWAD, SCI, SCN, SCP, SE, SFLEX, SFP, SFT, SGF, SIAM, SINGER, SKE, SKN, SKR, SKY, SLP, SMIT, SMT, SNP, SO, SORKON, SPA, SPC, SPCG, SR, SRICHA, SSC, SSF, STANLY, STGT, STOWER\*, STPI, SUC, SWC, SYNEX, T, TAE, TAKUNI, TBSP, TCC, TCMC, TEAM, TFG, TFI, TIGER, TITLE, TKN, TKS, TM, TMC, TMD, TMI, TMILL, TNL, TNP, TOG, TPA, TPAC, TPCS, TPS, TRITN, TRT, TSE, TVT, TWP, UEC, UMI, UOBKH, UP, UPF, UPOIC, UTP, VCOM, VL, VNT, NDP, TMIN, TMI, TMILL, TNP, TOG, TPA, TPAC, TPCS, TPS, TRITN, TRT, TSE, TVT, TWP, UEC, UMI, UOBKH, UP, UPF, UPOIC, UTP, VCOM, VL, VNT, TRESS, TM, TMC, TMD, TMI, TMILL, TNP, TOG, TPA, TPAC, TPCS, TPS, TRITN, TRT, TSE, TVT, TWP, UEC, UMI, UOBKH, UP, UPF, UPOIC, UTP, VCOM, VL, VNT, TRESS, TMC, TRESS, TMC, TRESS, TMC, TRESS, VPO, VRANDA, WGE, WIIK, WP, XO, XPG, YUASA

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Companies with Good Cd Sching
A, AI, AIE, AJ, AMC, APP, AQ, ARIN, AS, AU, B52, BEAUTY, BGT, BH, BIG, BLAND, BM, BROCK, BSBM, BSM, BYD\*, CCP, CITY, CMO, CPT, CSR, EKH, EP, FMT, GLOCON\*, GSC, HTECH, IHL, INGRS, JAK, JTS, KASET, KK, KWG, LEE, BTNC, CAZ, CGD, CMAN, CMR, CRANE, D, EMC, F&D, GIFT, GREEN, GTB, HUMAN, IIG, INOX, JR, JUBILE, KCM, KKC, KYE, LPH, MATI, M-CHAI, MCS, MDX, MJD, MORE, MUD, NC, NDR, NFC, NNCL, NOVA, NPK, NUSA, OCEAN, PAF, PF, PK, PLE, PPM, PRAKIT, PRAPAT, PRECHA, PTL, RCI², RJH, RP, RPH, RSP, SABUY, SF, SGP, SICT, SIMAT, SISB, SK, SMART, SOLAR, SPACK, SPG, SQ, SSP, STARK, STC, SUPER, SVOA, TC, TCCC, THMUI, TNH, TNR, TOPP, TPCH, TPIPP, TPLAS, TPOLY, TQR, TTI, TYCN, UKEM, UMS, UNIQ, UPA, UREKA, VIBHA, W, WIN, WORK, WPH, YGG, ZIGA

#### **Corporate Governance Report**

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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 2020 to 26 October 2021) is publicized.

- TIP was voluntarily delisted from the Stock Exchange of Thailand effectively on July 24, 2021
- <sup>2</sup> RCI was voluntarily delisted from the Stock Exchange of Thailand, effectively on July 16, 2021
- \* บริษัทหรือกรรมการหรือผู้บริหารของบริษัททมีีข่าวด้านการกากับดูแลกิจการ เช่น การกระทาผิดเกี่ยวกับหลักทรัพย์ การทุจริต คอร์รัปชัน เป็นต้น ซึ่งการใช้ข้อมูล CGR ควรตระหนักถึงข่าวดังกล่าว ประกอบด้วย

#### **Anti-corruption Progress Indicator**

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2S, 7UP, ADVANC, AF, AI, ÁIE, AIRA, AKP, ALPHAX, AMA, AMANAH, AMATA, AMATAV, AP, APCS, AQUA, ARROW, AS, ASIAN, ASK, ASP, AWC, AYUD, B, BAFS, BAM, BANPU, BAY, BBL, BCH, BCP, BCPG, BE8, BEYOND, BGC, BGRIM, BJCHI, BKI, BLA, BPP, BROOK, BRR, BSBM, BTS, BWG, CEN, CENTEL, CFRESH, CGH, CHEWA, CHOTI, CHOW, CIG, CIMBT, CM, CMC, COM7, COTTO, CPALL, CPF, CPI, CPN, CSC, DCC, DELTA, DEMCO, DIMET, DTAC, DUSIT, EA, EASTW, ECL, EGCO, EP, EPG, ERW, ESTAR, ETE, FE, FNS, FPI, FPT, FSMART, FSS, FTE, GBX, GC, GCAP, GEL, GFPT, GGC, GJS, GPI, GPSC, GSTEEL, GUNKUL, HANA, HARN, HEMP, HENG, HMPRO, HTC, ICC, ICHI, IFEC, IFS, ILINK, INET, INSURE, INTUCH, IRC, IRPC, ITEL, IVL, JKN, K, KASET, KBANK, KBS, KCAR, KCE, KGI, KKP, KSL, KTB, KTC, KWC, KWI, L&E, LANNA, LH, LHFG, LHK, LPN, LRH, M, INET, INSURE, INTUCH, IRC, IRPC, ITEL, IVL, JKN, K, KASET, KBANK, KBS, KCAR, KCE, KGI, KKP, KSL, KTB, KTC, KWC, KWI, L&E, LANNA, LH, LHFG, LHK, LPN, LRH, M, MAKRO, MALEE, MATCH, MBAX, MBK, MC, MCOT, META, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NBC, NFP, NINE, NKI, NMG, NNCL, NOBLE, NOK, NSI, NWR, OCC, OGC, ORI, PAP, PATO, PB, PCSGH, PDG, PDJ, PE, PG, PHOL, PK, PL, PLANB, PLANBET, PLAT, PM, PPP, PPPM, PPS, PR9, PREB, PRG, PRINC, PRM, PROS, PSH, PSI, PSTC, PT, PTECH, PTG, PTT, PTTEP, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RATCH, RML, RWI, S & J, SAAM, SABINA, SAPPE, SAT, SC, SCB, SCC, SCCC, SCG, SCN, SEAOIL, SE-ED, SELIC, SENA, SGP, SINGER, SIRI, SITHAI, SKR, SMIT, SMK, SMPC, SNC, SNP, SORKON, SPACK, SPALI, SPC, SPI, SPR, CSRICHA, SSF, SSP, SSSC, SST, STA, STOWER, SUSCO, SVI, SYMC, SYNTEC, TAE, TAKUNI, TASCO, TCAP, TCMC, TFG, TFI, TFMAMA, TGH, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPCO, TISCO, TKS, TKT, TMD, TMILL, TMT, TNITY, TNL, TNP, TNR, TOG, TOPP, TPA, TPP, TRU, TRUE, TSC, TSTE, TSTH, TTA, TTB, TTCL, TU, TVD, TVI, TVO, TWPC, U, UBE, UBIS, UEC, UKEM, UOBKH, UPF, UV, VGI, VIH, WACOAL, WHA, WHAUP, WICE, WIIK, XO, ZEN

Declared (ประกาศเจตนารมณ์)
AJ, ALT, APCO, B52, BEC, CHG, CPL, CPR, CPW, CRC, DDD, DHOUSE, DOHOME, ECF, EKH, ETC, FLOYD, GULF, III, INOX, JR, JTS, KEX, KUMWEL, LDC, MAJOR, NCAP, NCL, NOVA, NRF, NUSA, NYT, OR, PIMO, PLE, RS, SAK, SCGP, SCM, SIS, SSS, STECH, STGT, TKN, TMI, TQM, TSI, VARO, VCOM, VIBHA, YUASA, ZIGA

3K-BAT, A, A5, AAV, ABICO, ABM, ACAP, ACC, ACE, ACG, ADB, ADD, AEONTS, AFC, AGE, AH, AHC, AIT, AJA, AKR, ALL, ALLA, ALUCON, AMARIN, AMC, AMR, ANAN, AOT, APEX, APP, APURE, AQ, ARIN, ARIP, ASAP, ASEFA, ASIA, ASIMAR, ASN, ASW, ATP30, AU, AUCT, BA, BBGI, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BFIT, BGT, BH, BIG, BIS, BIZ, BJC, BKD, BLAND, BLISS, BM, BOL, BR, BRI, BROCK, BSM, BTNC, BTW, BUI, BYD, CAZ, CBG, CCET, CCP, CEYE, CGD, CHARAN, CHAYO, CHO, CI, CITY, CIVIL, CK, CKP, CMAN, CMO, CMR, CNT, COLOR, COMAN, CPANEL, CPH, CPT, CRANE, CRD, CSP, CSR, CSS, CTW, CV, CWT, D, DCOON, DITTO, DMT, DODD, DPAINT, DTCI, DV8, EASON, EE, EFORL, EMC, ESSO, EVER, F&D, FANCY, FMT, FN, FORTH, FVC, GENCO, GIFT, GL, GLAND, GLOBAL, GLOCON, GLORY, GRAMMY, GRAND, GREEN, GSC, GTB, GYT, HFT, HL, HPT, HTECH, HUMAN, HYDRO, ICN, IHL, IIG, ILM, IMH, IND, INGRS, INSET, IP, IRCP, IT, ITD, J, JAK, JAS, JCK, JCKH, JCT, JDF, JMART, JMT, JP, JSP, JUBILE, JUTHA, JWD, KAMART, KC, KCC, KCM, KDH, KIAT, KISS, KK, KKC, KOOL, KTIS, KUN, KWM, KYE, LALIN, LEE, LEO, LIT, LOXLEY, LPH, LST, MACO, MANRIN, MATI, MAX, M-CHAI, MCS, MDX, MEGA, MENA, METCO, MGT, MICRO, MIDA, MITSIB, MJD, MK, ML, MODERN, MORE, MPIC, MUD, MVP, NC, NCH, NDR, NER, NETBAY, NEW, NEWS, NEX, NFC, NPK, NSL, NTV, NV, NVD, OHTL, OISHI, ONEE, OSP, OTO, PACE, PACO, PAE, PAF, PEACE, PERM, PF, PICO, PIN, PJW, PMTA, POLAR, POMPUI, PORT, POST, PPM, PRAKIT, PRAPAT, PRECHA, PRIME, PRIN, PRO, PROBN, PROUD, PSG, PTC, PTL, RAM, RBF, RCL, RICHY, RJH, ROCK, ROH, ROJNA, RP, RPC, RPH, RSP, RT, S, S11, SA, SABUY, SAFARI, SALEE, SAM, SAMART, SAMCO, SAMTEL, SANKO, SAUCE, SAWAD, SAWANG, SCI, SCP, SDC, SE, SEAFCO, SECURE, SF, SFLEX, SFP, SFT, SGF, SHANG, SHR, SIAM, SICT, SIMAT, SISB, SK, SKE, SKN, SKY, SLM, SLP, SMART, SMD, SMT, SNNP, SO, SOLAR, SONIC, SPA, SPCG, SPG, SPVI, SQ, SR, SSC, STANLY, STARK, STC, STEC, STHAI, STI, STPI, SUC, SUN, SUPER, SUTHA, SVH, SVOA, SVT, SWC, SYNEX, TACC, TAPAC, TC, TCC, TCCC, TCI, TCOAT, TEAM, TEAMG, TFM, TGPRO, TH, THAI, THANA, THE, THG, THL, THMUI, TIGER, TIPH, TITLE, TK, TKC, TM, TWT, TWP, TVZ, TYCN, UAC, UMI, UMS, UNIQ, UP, UPA, UPOIC, UREKA, UTP, UVAN, VL, VNG, VPO, VRANDA, W, WAVE, WFX, WGE, WIN, WINNER, WORK, WORLD, WP, WPH, XPG, YGG APP, APURE, AQ, ARIN, ARIP, ASAP, ASEFA, ASIA, ASIMAR, ASN, ASW, ATP30, AU, AUCT, BA, BBGI, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BFIT, BGT, BH, BIG, BIS, BIZ, BJC, WORLD, WP, WPH, XPG, YGG

#### Explanations

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of January 6, 2022) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC

6 Wed, May 11, 2022