

Thailand Sector Update

06 January 2020

Telecommunications

Heating Up In Competition; Keep NEUTRAL

- Maintain NEUTRAL on the sector. In addition to softer 4Q19 earnings on high seasonal opex and fierce competition in the prepaid segment, the competitive landscape in the telco sector is expected to be more challenging as new convergence service providers step up. We expect only minimal impact from state-owned enterprises (SOE) joining the upcoming 5G spectrum auction, and think investor concern over liquidity should ease for now. We keep our sole BUY call on Advanced Info Service.
- 4Q19 earnings should soften QoQ. Sector blended ARPU is expected to drop slightly after the reintroduction of prepaid unlimited data packages to the market in Nov 2019. Data yields should return to a downward trajectory as operators would tend to offer higher data packages to existing price plans as part of their defensive strategy for 2020. While sector earnings should soften QoQ on high seasonal opex, we expect a significant increase YoY in the absence of litigation expenses and extra items last year.
- Heating up in competition. While we expect SOEs CAT and TOT to participate in the upcoming 5G auction in Feb 2020, we see only minor impact on auction competition due to limitations in terms of operating structure and uncertainty over their merger. On the market landscape, we are more concerned on the convergence services collaboration between DTAC and 3BB after they introduced aggressive discount pricing packages. We think this could heat up industry competition and dampen the sector's revenue growth outlook, while monetisation is already expected to be pressured by economic sluggishness. We think the shift in the industry's subs acquisition towards a value-offer trend through bundling packages (vs device subsidies previously) should lower device costs marginally.
- Risk from licence auction starting to ease. While there is no change in the fractionalised structure or timeline of the upcoming auction, the payment terms of each licence announced by the National Broadcasting & Telecommunications Commission (NBTC) last week were slightly worse than expected (Figure 1). However, this should not have a significant financial impact on operators due to the extensive payment term with relatively low cost per licence. We also do not expect this bidding competition to be intense given the difference in bandwidth demand between SOEs (low-bandwidth) and private operators. While we expect the handover of some spectrums (700MHz and 2600MHz) to be delayed due to technical and re-farming issues, we think this could provide more room for operators to prepare funding to facilitate payment.
- Defensive tone. Increased price sensitivity during the winding down of unlimited data packages in 2H19 had raised negative signals on the ARPU outlook for 2020. Recent marketing campaigns show that operators are now more focused on defensive strategies in order to lower churn rate and maintain pricing levels. While we expect only low-single-digit growth in the sector's toplines in 2020, we believe earnings would be driven by lower network opex, tightened cost control and the absence of extra items. We note that the implementation of Thai Financial Reporting Standard 16 should improve sector EBITDA margins slightly and result in a re-rating of valuation levels (EV/EBITDA) in 2020.
- Our sector Top Pick is AIS on the back of better profitability due to the TOT litigation outcome, strong convergence service portfolio and solid balance sheet that could be a safeguard against uncertainties.

Company	Rating	TP (THB)	% Upside (Downside)	P/E (x) Dec-20F	P/BV (x) Dec-20F	Yield (%) Dec-20F
ADVANC	Buy	250.00	14.7	18.0	8.0	3.8
TRUE	Neutral	4.45	2.9	30.4	1.1	1.5
DTAC	Sell	54.00	(1.4)	17.4	4.2	3.5

Source: Company data, RHB

Communications | Telecommunications

Neutral (Maintained)

Stocks Covered 3 Ratings (Buy/Neutral/Sell): 1 / 1 / 1

Last 12m Earnings Positive

Top Pick

Target Price

Advanced Info Service (ADVANC TB) THB250.0 – BUY

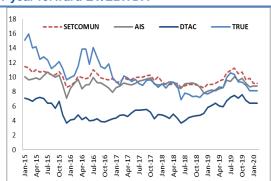
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1-year forward EV/EBITDA



Source:Bloomberg, RHB

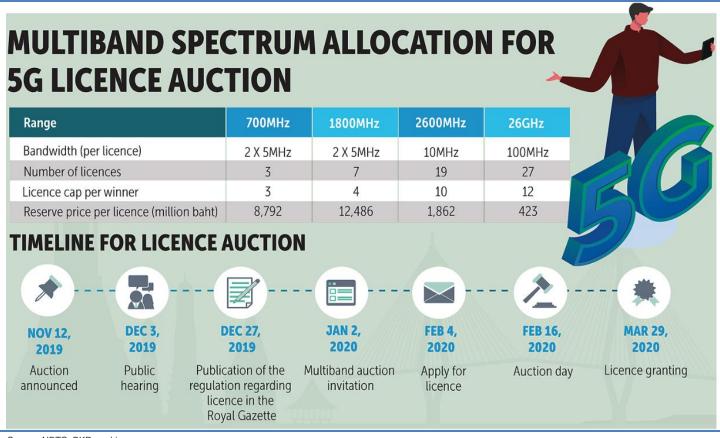


Figure 1: Payment terms of upcoming spectrum auction

Technology	Spectrum band	Bandwidth per licence	Number of licence	Reserve price (THBm)	Bid-tick (THBm)	Payment term	Bank Guarantee (THBm)
4G	1800MHz	5MHz	7	12,486	25	1st payment 50%, 2rd 25% and 3rd 25%	4,994
5G	700MHz	5MHz	3	8,792	440	10-yr payment term (10% per instalment)	2,637
	2600MHz	10MHz	19	1,862	93	7-yr payment term (1st 10%, on year 5-10 15%)	1,862
	26GHz	100MHz	27	423	22	Immediate payment	507

Source: NBTC

Figure 2: Details and timeline for license auction



Source: NBTC, BKPgraphics

Figure 3: New convergence services from DTAC and JAS



Source: 3bb.co.th



RHB Guide to Investment Ratings

Buv: Share price may exceed 10% over the next 12 months

Trading Buy: Share price may exceed 15% over the next 3 months,

however longer-term outlook remains uncertain

Neutral: Share price may fall within the range of +/- 10% over the next

12 months

Take Profit: Target price has been attained. Look to accumulate at lower levels

Sell: Share price may fall by more than 10% over the next 12 months

Not Rated: Stock is not within regular research coverage

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Companies with Excellent CG Scoring by alphabetical order









			4175	41/0										541/
AAV	ADVANC	AIRA	AKP	AKR	AMA	AMATA	AMATAV	ANAN	AOT	AP	ARROW	BAFS	BANPU	BAY
BCP	BCPG	BOL	BRR	BTS	BTW	BWG	CFRESH	CHEWA	СНО	CK	CKP	СМ	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	К	KBANK	KCE	KKP	KSL	КТВ	ктс	KTIS
LH	LHFG	LIT	LPN	MAKRO	MALEE	MBK	MBKET	MC	мсот	MFEC	MINT	MONO	MTC	NCH
NCL	NKI	NSI	NVD	NYT	OISHI	ото	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	ΤK	ткт
ТМВ	TMILL	TNDT	TOA	ТОР	TRC	TRU	TRUE	TSC	TSR	TSTH	TTA	TTCL	TTW	TU
TVD	TVO	U	UAC	UV	VGI	VIH	WACOAL	WAVE	WHA	WHAUP	WICE	WINNER		

Companies with Very Good CG Scoring by alphabetical order







2)		
ยายแห่งชาติ	บรรพัทภิบาดแห่งชาติ	บรรพัพภิษาลแห่งชาติ บรรษัทภิษาลแห่งชาติ
G Committee	National CG Committee	National CG CommitteeNational CG Committee

25	ABM	ADB	AF	AGE	AH	AHC	AIT	ALLA	ALT	AMANAH	APCO	APCS	AQUA	ARIP
ASAP	ASIAN	ASIMAR	ASK	ASN	ASP	ATP30	AUCT	AYUD	В	BA	BBL	BDMS	BEC	BEM
BFIT	BGC	BGRIM	BIZ	BJC	ВЈСНІ	BLA	BPP	BROOK	CBG	CEN	CENTEL	CGH	CHG	СНОТІ
CHOW	CI	CIMBT	CNS	COLOR	COM7	сотто	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	IRPC
ΙΤ	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	М	MACO	MAJOR	MBAX	MEGA
METCO	MFC	MK	MODERN	MOONG	MPG	MSC	MTI	NEP	NETBAY	NEX	NINE	NOBLE	NOK	NTV
NWR	осс	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	SYMC	SYNEX	Т	TACC	TAE	TAKUNI	TBSP	тсс	тсмс	TEAM	TEAMG	TFG
TFMAMA	THG	THRE	TIPCO	TITLE	TIW	TKN	TKS	ТМ	ТМС	TMD	ТМІ	TMT	TNITY	TNL
TNP	TNR	TOG	TPA	TPAC	ТРВІ	TPCORP	TPOLY	TRITN	TRT	TSE	TSTE	TVI	TVT	TWP
TWPC	UBIS	UEC	UMI	UOВКН	UP	UPF	UPOIC	UT	uwc	VNT	WIK	хо	YUASA	ZEN
ZMICO														

Companies with Good CG Scoring by alphabetical order







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

ช่วงคะแนน Score	สัญลักษณ์ Rang Number of Logo	ความหมาย	Description
00 - 100		ที่เลิด	Excellent
80 - 80		ดีมาก	Very Good
70 - 79		ลี	Good
60 - 60	A A	ดีพอใช้	Satisfactory
50 - 50	<u> </u>	кіты	Pass
ต่ ากว่า 50	No logo give	N/A	N/A

Website: www.thai-iod.com

IOD (IOD Disclaimer)

ผลสำรวจการกำกับดูแลกิจการบริษัทจดทะเบียนที่แสดงไว้นี้ เป็นผลที่ได้จากการสำรวจและประเมินข้อมูลที่บริษัทจดทะเบียนในตลาดหลักทรัพย์แห่งประเทศไทย และ ตลาดหลักทรัพย์ เอ็ม เอ ไอ ("บริษัทจดทะเบียน") เปิดเผยต่อสาธารณะและเป็นข้อมูลที่ผู้ลงทุนทั่วไปสามารถเข้าถึงได้ ผลสำรวจดังกล่าวจึงเป็นการนำเสอนข้อมูลในมุมมอง ของบุคคลภายนอกต่อมาตรฐานการกำกับดูแลกิจการของบริษัทจดทะเบียน โดยไม่ได้เป็นการประเมินผลการปฏิบัติงานหรือการดำเนินกิจการของบริษัทจดทะเบียนอีกทั้งมิได้ ใช้ข้อมูลภายในของบริษัทจดทะเบียนในการประเมิน ดังนั้นผลสำรวจที่แสดงนี้จึงไม่ได้เป็นการรับรองถึงผลการปฏิบัติงานหรือการดำเนินการของบริษัทจดทะเบียนและไม่ถือ เป็นการให้คำแนะนำในการลงทุนในหลักทรัพย์ของบริษัทจดทะเบียนหรือคำแนะนำใดๆ ผู้ใช้ข้อมูลจึงควรใช้วิจารณญาณของตนเองในการวิเคราะห์และตัดสินใจในการใช้ ข้อมูลใดๆที่เกี่ยวกับบริษัทจดทะเบียนที่แสดงในผลสำรวจนี้

ทั้งนี้บริษัทหลักทรัพย์ อาร์เอซบี (ประเทศไทย) จำกัด (มหาชน) มิได้ยืนยันหรือรับรองถึงความครบถ้วนและถูกต้องของผลสำรวจดังกล่าวแต่อย่างใด

ข้อมูล Anti-Corruption Progress Indicator 2560

ประกาศเจตนารมณ์ CAC

Α	ASK	CHG	FC	GREEN	JUTHA	MATCH	NINE	PIMO	RWI	SPPT	TFI	TU	VNT
AI	AU	СНОТІ	FER	GSTEL	KASET	MATI	NMG	PK	SANKO	SPRC	THE	T∨D	WAVE
AIE	BCH	CHOW	FPI	GUNKUL	KBS	MBAX	NNCL	PL	SAUCE	SR	TICON	TVO	WHA
AIRA	BJC	CIG	FSMART	HARN	KCAR	MC	NTV	PLANB	SC	SRICHA	TIP	TVT	WICE
AJ	BJCHI	COL	GEL	IFS	KTECH	MFEC	NUSA	POST	SCCC	SST	TKN	TWPC	WIIK
ALUCON	BLAND	COM7	GFPT	ILINK	KWC	MIDA	NWR	PRINC	SCN	STA	TLUXE	U	TRUE
AMATAV	BR	CPALL	GGC	INET	KYE	MILL	OGC	PRO	SEAOIL	SUPER	TMILL	UPA	
AOT	BROCK	CPF	GIFT	IRC	L&E	ML	PACE	PSTC	SE-ED	susco	TMT	UREKA	
APCO	BRR	CPR	GJS	J	LEE	MTLS	PAF	PYLON	SENA	swc	TNP	UWC	
AQUA	CEN	CSC	GLOBAL	JMART	LIT	NBC	PAP	QTC	SIRI	SYMC	TPA	VGI	
ARROW	CGH	EKH	GOLD	JMT	LVT	NCL	PATO	ROH	SMART	TAKUNI	TSE	VIBHA	
ASIA	CHEWA	EPCO	GPSC	JUBILE	MAKRO	NEP	PCSGH	ROJNA	SPACK	TBSP	ш	VIH	
N PP													
ได้รับการรับรอง CAC													
ADVANC	BKI	CPN	FE	INTUCH	LANNA	MSC	PLAT	РТТ	SAT	SNP	TCMC	TMD	UOBKH
AKP	BLA	CSL	FNS	IRPC	LHBANK	MTI	PM	PTTEP	SCB	SORKON	TFG	TNITY	WACOAL
AMANAH	BROOK	DCC	FSS	IVL	LHK	NKI	PPP	PTTGC	SCC	SPC	TGCI	TNL	
AP	BTS	DEMCO	GBX	K	LPN	NSI	PPS	Q-CON	SCG	SPI	THANI	TOG	
ASP	BWG	DIMET	GCAP	KBANK	MBK	occ	PRANDA	QH	SGP	SSF	THCOM	TOP	
AYUD	CENTEL	DRT	GLOW	KCE	MBKET	OCEAN	PREB	QLT	SINGER	SSI	THRE	TPCORP	
BAFS	CFRESH	DTAC	HANA	KGI	MCOT	PB	PRG	RATCH	SIS	SSSC	THREL	TRU	
BANPU	CIMBT	DTC	HMPRO	KKP	MFC	PDI	PSH	RML	SITHAI	SVI	TIPCO	TSC	
BAY	СМ	EASTW	HTC	KSL	MINT	PE	PSL	ROBINS	SMIT	SYNTEC	TISCO	TSTH	
BBL	CNS	ECL	ICC	KTB	MONO	PG	PT	S&J	SMPC	TAE	TKT	TTCL	
BCP	CPI	EGCO	IFEC	KTC	MOONG	PHOL	PTG	SABINA	SNC	TCAP	TMB	TVI	
							N1/A						
							N/A						
28	ARIP	BSM	CSS	FMT	INOX	LTX	NPK	RCL	SFP	SUC	TITLE	TSR	VPO
AAV	AS	втс	CTW	FN	INSURE	M	NPP	RICH	SGF	SUN	TIW	TSTE	VTE
ABICO	ASAP	BTNC	CWT	FOCUS	IRCP	MACO	N∨D	RICHY	SHANG	SUTHA	TK	TTA	WG
ACAP	ASEFA	BTW	D	FORTH	IT	MAJOR	NYT	RJH	SIAM	SVH	TKS	πL	WHAUP
ACC	ASIAN	BUI	DCON	FTE	ITD	MALEE	OHTL	ROCK	SIMAT	SVOA	TM	тттм	WIN
ADAM	ASIMAR	CBG	DCORP	FVC	ITEL	MANRIN	OISHI	RP	SKE	SYNEX	TMC	TTW	WINNER
ADB	ASN	CCET	DDD	GC	JAS	MAX	ORI	RPC	SKN	Т	TMI	TUCC	WORK
AEC	ATP30	CCP	DELTA	GENCO	JCT	M-CHAI	ОТО	RPH	SKR	TACC	TMW	TWP	WORLD
AEONTS	AUCT	CGD	DIGI	GL	JKN	MCS	PAE	RS	SKY	TAPAC	TNDT	TWZ	WP
AF	BA	CHARAN	DNA	GLAND	JSP	MDX	PDG	RSP	SLP	TASCO	TNH	TYCN	WPH
AFC	BAT-3K	СНО	DTCI	GPI	JTS	MEGA	PERM	S	SMK	TC	TNPC	UAC	WR
AGE	BCPG	CHUO	EA	GRAMMY	JWD	METCO	PF	S11	SMM	TCB	TNR	UBIS	XO
AH	BDMS	CI	EARTH	GRAND	KAMART	MGT	PICO	SAFARI	SMT	TCC	TOA	UEC	YCI
AHC	BEAUTY	CITY	EASON	GTB	KC	MJD	PJW	SALEE	SOLAR	TCCC	TOPP	UKEM	YNP
AIT	BEC	CK	ECF	GULF	KCM	MK	PLANET	SAM	SPA	TCJ	TPAC	UMI	YUASA
AJA	BEM	CKP	EE	GYT	KDH	MM	PLE	SAMART	SPALI	TCOAT	TPBI	UMS	ZIGA
AKR	BFIT	CMO	EFORL	HFT	KIAT	MODERN	PMTA	SAMCO	SPCG	TEAM	TPCH	UNIQ	ZMICO
ALLA	BGRIM	CMR	EIC	нотрот	KKC	MPG	POLAR	SAMTEL	SPG	TFD	TPIPL	UP	
ALT	BGT	CNT	EMC	HPT	KOOL	MPIC	POMPUI	SAPPE	SPORT	TFMAMA	TPIPP	UPF	
AMA	BH	COLOR	EPG	HTECH	KTIS	NC	PORT	SAWAD	SPVI	TGPRO	TPOLY	UPOIC	

AQ BSBM CSR Source: Thai Institute of Directors

BIG

BIZ

BKD

вм

BOI

BLISS

AMARIN

AMATA

AMC

ANAN

APCS

APEX

APURE

ข้อมูลบริษัทที่เข้าร่วมโครงการแนวร่วมปฏิบัติของภาคเอกชนไทยในการต่อต้านทุจริต (Thai CAC) ของสมาคมส่งเสริมสถาบันกรรมการบริษัทไทย (ข้อมูล ณ วันที่ 17 ต.ค.)

NCH

NDR

NEW

NFC

NEWS

NOBLE

NETBAY

ได้ประกาศเจตนารมณ์เข้าร่วม CAC

COMAN

CPH

CPL

CPT

CRANE

CRD

ERW

ESSO

ESTAR

ETE

EVER

F&D

FANCY

FLOYD

HUMAN

HYDRO

ICHI

ICN

IEC

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Ш

INGRS

KWG

LALIN

LDC

LH

LPH

LRH

LST

LOXLEY

ได้รับการรับรอง CAC

การเปิดเผยการประเมินดัชนีชี้วัดความคืบหน้าการป้องกันการมีส่วนเกี่ยวข้องกับการทุจริตคอร์รัปชัน (Anti-Corruption Progress Indicators) ของบริษัทจดทะเบียนในตลาดหลักทรัพย์แห่งประเทศไทยที่ จัดทำโดยสถาบันที่เกี่ยวข้องซึ่งมีการเปิดเผยโดยสำนักงานคณะกรรมการกำกับหลักทรัพย์และตลาดหลักทรัพย์นี้เป็นการดำเนินการตามนโยบายและตามแผนพัฒนาความยั่งยืนสำหรับบริษัทจดทะเบียนโดย ผลการประเมินดังกล่าว สถาบันที่เกี่ยวข้องอาศัยข้อมูลที่ได้รับจากบริษัทจดทะเบียนตามที่บริษัทจดทะเบียนใดระบุในแบบแสดงข้อมูลเพื่อการประเมิน Anti-Corruption ซึ่งอ้างอิงข้อมูลมาจากแบบแสดง รายงานข้อมูลประจำปี แบบ (56-1) รายงานประจำปีแบบ (56-2) หรือในเอกสารหรือรายงานอื่นที่เกี่ยวข้องซึ่งเป็นบุคคลภายนอก โดยมิได้เป็นการประเมินการปฏิบัติของบริษัทจดทะเบียนในตลาดหลักทรัพย์ แห่งประเทศไทยและมิได้ใช้ข้อมูลภายในเพื่อการประเมิน เนื่องจากผลการประเมินดังกล่าวเป็นเพียงผลการประเมิน ณ วันที่ ปรากฏในผลการประเมินท่านั้น ดังนั้นผลการประเมินจึงอาจเปลี่ยนแปลงได้ ภายหลังวันดังกล่าว หรือรับรองความถูกต้องครบถ้วนของผลประเมินดังกล่าวแต่อย่างใด

PPM

PRIN

PRM

PTL

RAM

RCI

PRAKIT

PRECHA

SAWANG SQ

SSC

SSP

STANLY

STAR

STEC

STPI

STHAI

SCI

SCP

SDC

SE

SEAFCO

SELIC

TPP

TR

TRC

TRT

TSF

TSI

TRITN

TRUBB

тн

THAI

THG

THIP

THL

THMUI

THANA

UT

UTP

UVAN

VARO

VCOM

VNG