

# Total Access Communication (DTAC TB)

## 'Temporary injunction' could be a key event

### Injunction could delay merger; BUY with lower TP

The Central Admin Court is likely to announce in Dec 2022 whether to issue a temporary injunction on the TRUE-DTAC merger process or not. We expect the merger to be completed by 1Q23E, but an injunction could delay the process by at least one year, in our view. We cut our post-merger TP for DTAC to THB51.10 mainly to take into account earnings revisions for TRUE. Reiterate BUY on DTAC as we expect to see some progress on the merger by the end of this year.

### We still expect merger to be completed in 1Q23E

TRUE and DTAC are finalising the details on how to set up the New Co and comply with the NBTC's measures. By the end of the merger process, the New Co should become a SET-listed company in 1Q23E. We also expect the VTO of TRUE and DTAC shares to occur in 1Q23E. Nevertheless, Citrine Global and Citrine Venture SG, both of which are joint companies of CP Group and Telenor, will have a final say on when to conduct the VTO.

### Temporary injunction poses a risk of merger delay

Downside risk for the merger is the Thailand Consumers Council's lawsuit against the NBTC board's process of "acknowledgement", which may delay the merger completion beyond 1Q23. The Central Admin Court accepted the case on 15 Nov, and we expect the court to take 1-1.5 months to decide whether to issue a temporary injunction on the TRUE-DTAC merger. An injunction would put a halt to the merger process until the court comes up with a verdict, which could take at least one year.

### Cut TP to THB51.10 after revising TRUE's forecasts

We cut our post-merger TP for DTAC from THB55.20 to THB51.10 due to: i) earnings revisions for TRUE on 14 Nov; and ii) an increase in WACC from 7.52% to 7.57% as we apply our house's view of risk-free rate (3%) and market risk premium (7.4%). Potential re-rating catalyst is progress on the amalgamation in Nov-Dec while key risk is the issuance of a temporary injunction by the Central Admin Court.

FYE Dec (THB m)	FY20A	FY21A	FY22E	FY23E	FY24E
Revenue	78,818	81,320	81,191	82,702	83,659
EBITDA	29,387	29,267	29,055	30,237	30,900
Core net profit	5,477	3,324	2,560	2,709	1,774
Core EPS (THB)	2.31	1.40	1.08	1.14	0.75
Core EPS growth (%)	(6.3)	(39.3)	(23.0)	5.8	(34.5)
Net DPS (THB)	2.99	2.10	1.70	1.85	1.21
Core P/E (x)	14.4	32.6	40.9	38.7	59.1
P/BV (x)	3.2	5.4	5.6	6.1	6.5
Net dividend yield (%)	9.0	4.6	3.8	4.2	2.7
ROAE (%)	20.7	15.1	13.8	15.1	10.7
ROAA (%)	3.2	2.0	1.6	1.7	1.1
EV/EBITDA (x)	5.0	6.2	6.1	6.0	5.8
Net gearing (%) (incl perps)	195.3	275.3	306.9	371.8	414.2
Consensus net profit	-	-	2,857	3,415	3,865
MKE vs. Consensus (%)	-	-	(5.6)	(20.7)	(54.1)

Wasu Mattanapotchanart  
wasu.m@maybank.com  
(66) 2658 5000 ext 1392

## BUY

Share Price	THB 44.25
12m Price Target	THB 51.10 (+20%)
Previous Price Target	THB 55.20

### Company Description

DTAC is Thailand's No. 3 mobile operator in a three-player market. It had 22.3% revenue market share in 2021.

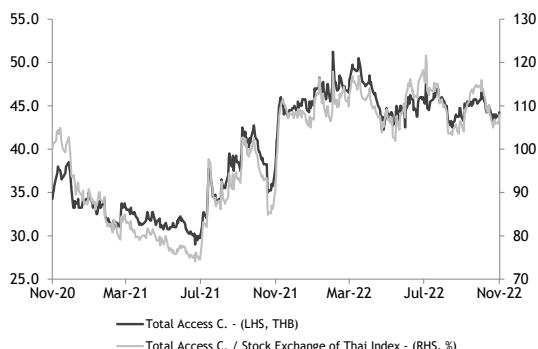
### Statistics

52w high/low (THB)	51.25/41.00
3m avg turnover (USDm)	8.0
Free float (%)	19.9
Issued shares (m)	2,368
Market capitalisation	THB104.8B
	USD2.9B

### Major shareholders:

Telenor Asia	46.7%
Thai Telco Holdings	18.3%
Thai NVDR	6.6%

### Price Performance



	-1M	-3M	-12M
Absolute (%)	(3)	(3)	13
Relative to index (%)	(6)	(2)	16

Source: FactSet

### Terms defined

NBTC - National Broadcasting and Telecommunications Commission.  
New Co - merged company of TRUE and DTAC.  
VTO - voluntary tender offer.

### Other listed stocks mentioned

TRUE - True Corporation (TRUE TB, CP THB4.86, HOLD, TP THB5.00).

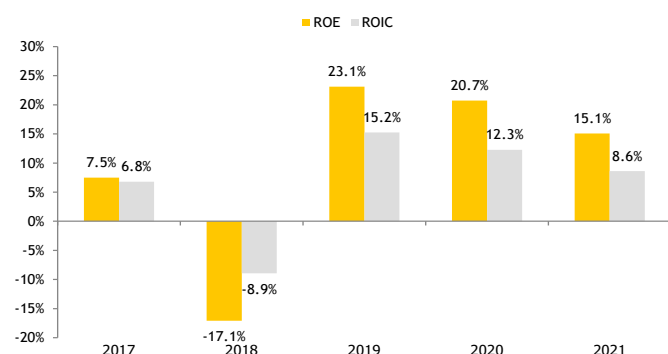
**ESG@MAYBANK IBG**  
Tear Sheet Insert



## Value Proposition

- DTAC is the 3rd largest mobile provider by subscribers in Thailand (19.9m) with revenue market share of 22% in 2021.
- DTAC's 2.1GHz spectrum licence will expire in 2027 and the JV agreement to operate 2.3GHz (60MHz capacity) will expire in 2025. Both have to be renegotiated at any cost as 10MHz on 700MHz spectrum and 5MHz on 1.8GHz would not be sufficient to provide good quality service.
- DTAC is planning to merge with TRUE in 2022. If the deal sails through regulatory hurdles, DTAC's network quality concerns would be resolved, in our view. We expect the merged company to generate annual cost synergies of more than THB15b onwards.

## ROE and ROIC

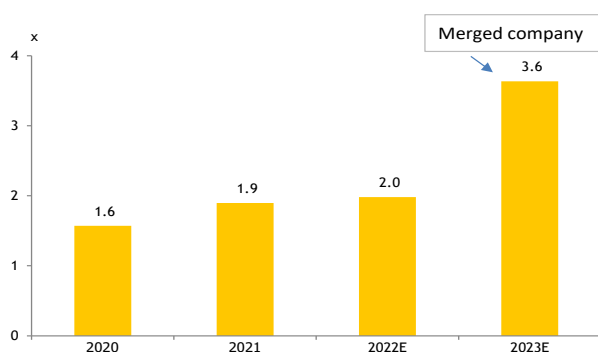


Source: Company

## Financial Metrics

- DTAC's net debt-to-EBITDA ratio stood at 1.9x at the end of 2021, lower than TRUE's 4.1x but higher than ADVANC's 0.8x.
- If DTAC remains a standalone company going forward, we expect its net debt to EBITDA to stay in the range of 2.0-2.1x thanks to 0-3% revenue growth p.a. and slightly higher capex to support 5G investments (spectrum licences and equipment).
- If DTAC merges with TRUE by the end of 2022, we forecast FY23E net debt to EBITDA at 3.6x for the merged company.

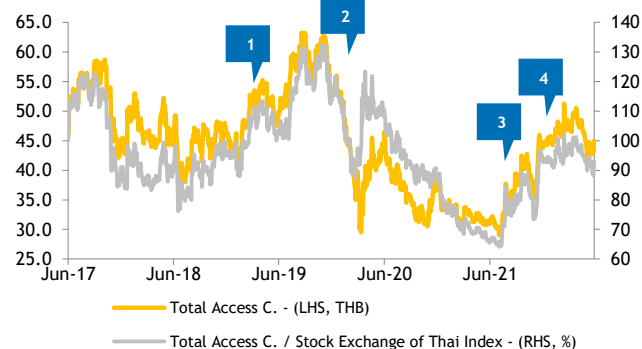
Net debt-to-EBITDA ratio (DTAC in 2020-21 and merged co from FY23E onwards)



Source: Company

## Price Drivers

### Historical share price trend



Source: Company, MST

- From 1Q19 to 4Q19, DTAC's mobile revenue market share stabilised around 23%. This represented an improvement from the 2014-18 period when DTAC lost 8.9% pts of market share to TRUE, so the market reacted positively.
- Share price tanked after prepaid competition intensified after TRUE introduced 4mbps unlimited data plans at only THB150.
- Share price surged during Jul-Aug 2021 after TMT Finance reported that Telenor SA was looking to sell its stake in DTAC.
- On 21 Nov 2021, TRUE and DTAC announced that they were planning to merge.

## Swing Factors

### Upside

- Subscriber net adds, especially post-paid.
- Higher-than-expected ARPU.
- Falling opex and handset margins returning to positive territory.

### Downside

- Recession.
- Rising opex.
- Irrational, value-destroying competition depresses DTAC's profitability because it has to match peers.
- Unfriendly regulatory environment creates uncertainty and influences the outcome of several pending legacy cases.



Risk Rating & Score <sup>1</sup>	29.7 (Medium Risk)
Score Momentum <sup>2</sup>	+0.0
Last Updated	28 Aug 2022
Controversy Score <sup>3</sup> (Updated: 28 Aug 2022)	1-Low

## Business Model & Industry Issues

- The switch from 2G/3G to 4G spectrum was a difficult stage because spectrum was expensive and DTAC had to walk away from auctions. When DTAC's 4G network quality finally caught up with its peers in 2020, competitors commercially launched 5G services in Oct 2020. Now, DTAC is behind peers in 5G services in terms of download speed and network coverage.
- In its pivot move, DTAC switched from internal network metrics to granular measure of network NPS (net promoter score), which is a customer satisfaction score and this shifts the focus to customers' needs aiming to become a trusted partner with strong integrity, working to reduce inequalities, raise standards in operations and supply chain plus deliver safety, security and data privacy.
- DTAC is evolving towards a holistic and structured corporate responsibility framework to promote sustainable economic and social growth within a wider community. It has several social programmes that align with UN Sustainability Goals No 10: Reduce Inequality, and No 16: Peaceful Inclusive Societies.

## Material E issues

- E-waste is a major concern for telco companies in general. Natural Resources and Environment Minister Varawut Silpa-archa said in Dec 2020 that Thailand generated 400,000 tonnes of e-waste per year, but only 500 tonnes of that was collected and disposed of correctly.
- DTAC's three primary sources of e-wastes are: network of base station towers, office buildings and customers. ThinkSmart collaborates with a 3<sup>rd</sup> party to process e-waste. In 2021, DTAC collected 176,907 kg of e-waste for recycling and 26,570 mobile devices and accessories for recycling or remarketing.
- Fair treatment and safety in communities where DTAC's 120k base stations are located are inspected regularly to ensure safety in relation to electromagnetic fields (EMFs). Its own EMF team works with 894 vendors and partners to provide awareness to the communities on EMF risks.

## Material S issues

- DTAC launched e-learning services platform that in addition to lessons such as AI and data visualization also focuses on building understanding and finding ways to cope with the online threat. SafeInternetforKid.com (parent Telenor's platform) trained 440 teachers on digital resilience that in turn reached out to 24,000 students all over the country. Key areas covered: 1) Online Privacy & Sexual Abuse; 2) Diversity Respect to Stop Cyber Bullying; and 3) Anatomy of Fake News. The *learn.safeinternet.camp*, now in its 8<sup>th</sup> year, aims to build digital resilience among children and youths so they can roam the Internet safely.
- After employees voiced concerns about not having equal opportunities in career advancement, fair evaluation and reward, DTAC devised PromptGROW programme where employees can develop skills they deem crucial for their own advancement. In 2021, 2,739 employees participated in the Employee Engagement Survey, representing 97% of the total workforce. 79% of the employees felt "Effective", or feel committed and enabled to be productive and engaged with the company.
- SmartFarmer, DTAC's 12-year-old project, helps elevates the capacity of small farmers and marketing skills to help bring down costs and increase yields. Currently, there are around 536,000 users of the application.

## Key G metrics and issues

- DTAC's 10-member BOD has four independent directors and four females. On its 8-member Executive Management team, two are women.
- Regulatory risk is ever present in the Thai telecom industry. There are four that remain an issue for DTAC. First, the foreign business act says that foreigners cannot own more than 49% in telecommunications business type 2 and type 3. Because DTAC is majority controlled by Telenor SA through a layer of Thai joint ventures it risks having licences revoked. Emanating from this is the risk of violating the Land Code that has a condition that foreigners cannot own land. Several reviews since its inception in 1990 have been conducted and thus far DTAC is identified as not being a foreign entity. However, a different interpretation in the future can fault DTAC.
- Like other operators, DTAC has several disputes pending from the concessionary era covering 1990-2018. Losing any of the cases could have a negative impact on the enterprise.
- DTAC enforces strict "No Gifts Policy".
- In 2021, DTAC received 9 complaints about the personal data protection and all were investigated and managed. The company offered training for more than 1,000 employees (out of 2,844 employees at the end of 2021) whose work is related to customers' personal data.
- So far there has been no report of customer data being hacked.
- 2021 customer satisfaction survey hit 41% participation rate, vs target of 30%, and DTAC received a 94.3% Customer Satisfaction Score. The Network Check & Share allows users to rate their network experience and identify trouble spots. As complaints are coming directly from mobile devices, they come with detailed information the call centre and network teams can use to investigate. This puts DTAC in close contact with its subscribers and it can act quickly when problems emerge.
- EY Office Limited (formerly Ernst & Young) has been the auditor for 17 years now.

<sup>1</sup>**Risk Rating & Score** - derived by Sustainalytics and assesses the company's exposure to unmanaged ESG risks. Scores range between 0 - 50 in order of increasing severity with low/high scores & ratings representing negligible/significant risk to the company's enterprise value, respectively, from ESG-driven financial impacts. <sup>2</sup>**Score Momentum** - indicates changes to the company's score since the last update - a **negative** integer indicates a company's improving risk score; a **positive** integer indicates a deterioration. <sup>3</sup>**Controversy Score** - reported periodically by Sustainalytics in the event of material ESG-related incident(s), with the impact severity scores of these events ranging from Category 0-5 (0 - no reports; 1 - negligible risks; ...; 5 - poses serious risks & indicative of potential structural deficiencies at the company).



**Fig 1: Target prices for TRUE and DTAC are based on THB8.33/sh fair value of the New Co**

	Number of New Co's shares received from swapping 1 existing share	Fair value of New Co (THB/sh)	Fair values of 1 existing share, based on fair value of New Co (THB/sh)	Probability of merger completion	TP (THB/sh)
DTAC	6.13444	8.33	51.10	100%	51.10
TRUE	0.60018	8.33	5.00	100%	5.00
			(1)	(2)	(1) x (2)

Source: Company, MST

**Fig 2: DTAC offers higher upside to both the VTO price (7.9% upside) and post-merger fair value (15.5%)**

Unit: THB/sh

	VTO price	Upside from mkt price	Post-merger fair value	Upside from mkt price	Mkt price
TRUE	5.09	3.0%	5.00	1.2%	4.94
DTAC	47.76	7.9%	51.10	15.5%	44.25

Source: Company, MST

**Fig 3: Calculation of post-merger fair values and target prices for TRUE (THB5.00 TP) and DTAC (THB51.10 TP)**

Period	1	2	3	4	5	6	6
<b>VALUATION OF NEW CO (Unit: THB m)</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>	<b>2028E</b>	<b>2029E</b>	
Combined FCFF	3,525	14,999	19,848	22,307	21,755	24,798	
DTAC	911	363	2,553	2,891	4,569	4,920	
TRUE	2,614	14,636	17,294	19,416	17,187	19,878	
Opex saving (excluding D&A expenses) - after tax	-	4,680	9,359	9,359	9,359	9,359	
Network capex saving - after tax	-	7,940	7,764	7,608	7,490	7,479	
Revenue synergies from cross selling - after tax	-	344	350	355	361	366	
Integration costs - after tax	(2,690)	-	-	-	-	-	
							<b>Terminal value</b>
<b>Combined FCFF after cost synergies</b>	<b>836</b>	<b>27,963</b>	<b>37,320</b>	<b>39,630</b>	<b>38,965</b>	<b>42,002</b>	<b>769,703</b>
Present value of FCFF	777	24,167	29,986	29,602	27,058	27,115	496,905
Sum of PV of FCFF	635,610						
Net debt at end-FY23E	347,833						
Equity value	287,777						
# of shares (million shares)	34,552						
<b>Valuation for the merged co (THB/share)</b>	<b>8.33</b>						
Swap ratio for DTAC shares		6.13	shares of merged co				
<b>TP for DTAC (THB/share)</b>	<b>51.10</b>						
DTAC's market price	44.25						
Upside/(downside) to target price	15.5%						
Swap ratio for TRUE shares		0.60018	shares of merged co				
<b>TP for TRUE (THB/share)</b>	<b>5.00</b>						
TRUE's market price	4.94						
Upside/(downside) to target price	1.2%						
WACC		7.6%					
Terminal growth rate		2.0%					

Source: Company, MST



FYE 31 Dec	FY20A	FY21A	FY22E	FY23E	FY24E
<b>Key Metrics</b>					
P/E (reported) (x)	17.8	25.0	38.9	38.7	59.1
Core P/E (x)	14.4	32.6	40.9	38.7	59.1
P/BV (x)	3.2	5.4	5.6	6.1	6.5
P/NTA (x)	0.7	1.0	1.0	0.9	0.9
Net dividend yield (%)	9.0	4.6	3.8	4.2	2.7
FCF yield (%)	27.2	13.0	15.1	13.0	13.9
EV/EBITDA (x)	5.0	6.2	6.1	6.0	5.8
EV/EBIT (x)	17.5	26.7	29.6	29.1	34.5

**INCOME STATEMENT (THB m)**

Revenue	78,818.0	81,320.0	81,191.0	82,702.5	83,659.0
EBITDA	29,387.0	29,267.0	29,054.7	30,237.3	30,899.6
Depreciation	(20,951.0)	(22,478.0)	(23,056.0)	(24,031.0)	(25,672.2)
Amortisation	0.0	0.0	0.0	0.0	0.0
EBIT	8,436.0	6,789.0	5,998.6	6,206.3	5,227.4
Net interest income / (exp)	(2,833.0)	(2,818.0)	(2,835.2)	(3,037.4)	(3,227.4)
Associates & JV	0.0	0.0	0.0	0.0	0.0
Exceptionals	330.0	(143.0)	(11.0)	0.0	0.0
Other pretax income	27.0	120.0	180.0	180.0	180.0
Pretax profit	5,960.0	3,948.0	3,332.4	3,348.8	2,180.0
Income tax	(853.0)	(592.0)	(636.5)	(639.8)	(406.0)
Minorities	0.0	0.0	0.0	0.0	0.0
Discontinued operations	0.0	0.0	0.0	0.0	0.0
Reported net profit	5,107.0	3,356.0	2,695.9	2,709.1	1,774.0
Core net profit	5,477.0	3,323.6	2,559.9	2,709.1	1,774.0

**BALANCE SHEET (THB m)**

Cash & Short Term Investments	6,647.0	3,575.5	5,363.8	5,390.8	4,670.6
Accounts receivable	9,888.5	10,250.0	10,071.3	10,258.8	10,377.4
Inventory	634.0	1,306.8	1,434.1	1,340.2	1,348.6
Reinsurance assets	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equip (net)	51,347.0	53,771.7	55,733.4	61,028.7	66,032.9
Intangible assets	62,104.6	59,097.0	55,177.5	49,683.3	44,189.2
Investment in Associates & JVs	233.3	228.1	228.1	228.1	228.1
Other assets	43,425.9	36,085.6	35,858.2	33,432.2	30,328.2
<b>Total assets</b>	<b>174,280.4</b>	<b>164,314.7</b>	<b>163,866.3</b>	<b>161,362.2</b>	<b>157,175.1</b>
ST interest bearing debt	6,484.6	8,025.3	8,195.3	8,195.3	8,195.3
Accounts payable	26,943.9	25,965.6	28,493.1	28,631.7	28,711.4
Insurance contract liabilities	0.0	0.0	0.0	0.0	0.0
LT interest bearing debt	47,641.4	51,078.4	54,987.1	60,987.1	62,987.1
Other liabilities	68,895.0	59,078.0	53,353.0	46,390.0	41,223.0
<b>Total Liabilities</b>	<b>149,965.0</b>	<b>144,147.2</b>	<b>145,028.2</b>	<b>144,203.7</b>	<b>141,116.5</b>
Shareholders Equity	24,315.4	20,167.5	18,838.1	17,158.5	16,058.6
Minority Interest	0.0	0.0	0.0	0.0	0.0
<b>Total shareholder equity</b>	<b>24,315.4</b>	<b>20,167.5</b>	<b>18,838.1</b>	<b>17,158.5</b>	<b>16,058.6</b>
<b>Total liabilities and equity</b>	<b>174,280.4</b>	<b>164,314.7</b>	<b>163,866.3</b>	<b>161,362.2</b>	<b>157,175.1</b>

**CASH FLOW (THB m)**

Pretax profit	5,960.0	3,948.0	3,332.4	3,348.8	2,180.0
Depreciation & amortisation	20,951.0	22,478.0	23,056.0	24,031.0	25,672.2
Adj net interest (income)/exp	2,846.2	2,819.4	2,864.2	3,066.4	3,256.3
Change in working capital	486.1	(633.6)	255.0	(229.2)	(191.1)
Cash taxes paid	(334.0)	(234.1)	(636.5)	(639.8)	(406.0)
Other operating cash flow	0.0	0.0	0.0	0.0	0.0
Cash flow from operations	30,215.9	28,805.4	28,869.8	29,586.9	30,521.0
Capex	(8,810.7)	(14,772.4)	(13,005.6)	(16,000.0)	(16,000.0)
Free cash flow	21,405.1	14,032.9	15,864.3	13,586.9	14,521.0
Dividends paid	(5,872.2)	(7,505.5)	(4,498.8)	(4,207.0)	(3,631.3)
Equity raised / (purchased)	0.0	0.0	0.0	0.0	0.0
Change in Debt	4,000.0	5,500.0	4,078.6	6,000.0	2,000.0
Other invest/financing cash flow	(21,414.3)	(15,099.0)	(13,655.7)	(15,352.9)	(13,610.0)
Effect of exch rate changes	0.0	0.0	0.0	0.0	0.0
<b>Net cash flow</b>	<b>(1,881.3)</b>	<b>(3,071.6)</b>	<b>1,788.3</b>	<b>27.1</b>	<b>(720.2)</b>



FYE 31 Dec	FY20A	FY21A	FY22E	FY23E	FY24E
<b>Key Ratios</b>					
<b>Growth ratios (%)</b>					
Revenue growth	(2.9)	3.2	(0.2)	1.9	1.2
EBITDA growth	(1.0)	(0.4)	(0.7)	4.1	2.2
EBIT growth	(12.9)	(19.5)	(11.6)	3.5	(15.8)
Pretax growth	(7.7)	(33.8)	(15.6)	0.5	(34.9)
Reported net profit growth	(6.9)	(34.3)	(19.7)	0.5	(34.5)
Core net profit growth	(6.3)	(39.3)	(23.0)	5.8	(34.5)
<b>Profitability ratios (%)</b>					
EBITDA margin	37.3	36.0	35.8	36.6	36.9
EBIT margin	10.7	8.3	7.4	7.5	6.2
Pretax profit margin	7.6	4.9	4.1	4.0	2.6
Payout ratio	138.6	148.2	149.3	162.0	162.0
<b>DuPont analysis</b>					
Net profit margin (%)	6.5	4.1	3.3	3.3	2.1
Revenue/Assets (x)	0.5	0.5	0.5	0.5	0.5
Assets/Equity (x)	7.2	8.1	8.7	9.4	9.8
ROAE (%)	20.7	15.1	13.8	15.1	10.7
ROAA (%)	3.2	2.0	1.6	1.7	1.1
<b>Liquidity &amp; Efficiency</b>					
Cash conversion cycle	(122.0)	(106.4)	(104.7)	(110.3)	(106.8)
Days receivable outstanding	44.9	44.6	45.1	44.2	44.4
Days inventory outstanding	5.5	5.7	7.9	7.9	7.4
Days payables outstanding	172.5	156.7	157.7	162.4	158.6
Dividend cover (x)	0.7	0.7	0.7	0.6	0.6
Current ratio (x)	0.4	0.4	0.4	0.4	0.4
<b>Leverage &amp; Expense Analysis</b>					
Asset/Liability (x)	1.2	1.1	1.1	1.1	1.1
Net gearing (%) (incl perps)	195.3	275.3	306.9	371.8	414.2
Net gearing (%) (excl. perps)	195.3	275.3	306.9	371.8	414.2
Net interest cover (x)	3.0	2.4	2.1	2.0	1.6
Debt/EBITDA (x)	1.8	2.0	2.2	2.3	2.3
Capex/revenue (%)	11.2	18.2	16.0	19.3	19.1
Net debt/ (net cash)	47,479.0	55,528.3	57,818.6	63,791.5	66,511.7

Source: Company; Maybank IBG Research



Research Offices

ECONOMICS

**Suhaimi ILIAS**  
Chief Economist  
Malaysia | Philippines | Global  
(603) 2297 8682  
suhaimi\_ili@maybank-ib.com

**CHUA Hak Bin**  
Regional Thematic Macroeconomist  
(65) 6231 5830  
chuahb@maybank.com

**LEE Ju Ye**  
Singapore | Thailand | Indonesia  
(65) 6231 5844  
leejuye@maybank.com

**Dr Zamros DZULKAFLI**  
(603) 2082 6818  
zamros.d@maybank-ib.com

**Fatin Nabila MOHD ZAINI**  
(603) 2297 8685  
fatinnabila.mohdzaini@maybank-ib.com

**Brian LEE Shun Rong**  
(65) 6231 5846  
brian.lee1@maybank.com

**Luong Thu Huong**  
(65) 6231 8467  
hana.thuluong @maybank.com

FX

**Saktiandi SUPAAT**  
Head of FX Research  
(65) 6320 1379  
saktiandi@maybank.com.sg

**TAN Yanxi**  
(65) 6320 1378  
tanyx@maybank.com.sg

**Fiona LIM**  
(65) 6320 1374  
fionalim@maybank.com.sg

STRATEGY

**Anand PATHMAKANTHAN**  
ASEAN  
(603) 2297 8783  
anand.pathmakanthan@maybank-ib.com

FIXED INCOME

**Winson PHOON, CFA**  
Head of Fixed Income  
(65) 6340 1079  
winsonphoon@maybank.com

**SE THO Mun Yi, CFA**  
(603) 2074 7606  
munyi.st@maybank-ib.com

PORTFOLIO STRATEGY

**CHAN Han Chin**  
(603) 2297 8888  
hanchin.chan@maybank-ib.com

**ONG Seng Yeow**  
(65) 6231 5839  
ongsengyeow@maybank.com

MIBG SUSTAINABILITY RESEARCH

**Jigar SHAH**  
Head of Sustainability Research  
(91) 22 4223 2632  
jigars@maybank.com

**Neerav DALAL**  
(91) 22 4223 2606  
neerav@maybank.com

REGIONAL EQUITIES

**Anand PATHMAKANTHAN**  
Head of Regional Equity Research  
(603) 2297 8783  
anand.pathmakanthan@maybank-ib.com

**WONG Chew Hann, CA**  
Head of ASEAN Equity Research  
(603) 2297 8686  
wchewh@maybank-ib.com

MALAYSIA

**Anand PATHMAKANTHAN** *Head of Research*  
(603) 2297 8783  
anand.pathmakanthan@maybank-ib.com  
• Strategy

**WONG Chew Hann, CA**  
(603) 2297 8686  
wchewh@maybank-ib.com  
• Non-Bank Financials (stock exchange)  
• Construction & Infrastructure

**Desmond CH'NG, BFP, CFA**  
(603) 2297 8680  
desmond.chng@maybank-ib.com  
• Banking & Finance

**LIAW Thong Jung**  
(603) 2297 8688 tjliaw@maybank-ib.com  
• Oil & Gas Services- Regional  
• Automotive

**ONG Chee Ting, CA**  
(603) 2297 8678 ct.ong@maybank-ib.com  
• Plantations - Regional

**YIN Shao Yang, CPA**  
(603) 2297 8916 samuel.y@maybank-ib.com  
• Gaming - Regional  
• Media • Aviation • Non-Bank Financials

**TAN Chi Wei, CFA**  
(603) 2297 8690 chiwei.t@maybank-ib.com  
• Power • Telcos

**WONG Wei Sum, CFA**  
(603) 2297 8679 weisum@maybank-ib.com  
• Property • Glove

**Jade TAM**  
(603) 2297 8687 jade.tam@maybank-ib.com  
• Consumer Staples & Discretionary

**Nur Farah SYIFAA**  
(603) 2297 8675  
nurfarahsyifaa.mohamadfuad@maybank-ib.com  
• Renewable Energy • REITs

**Arvind JAYARATNAM**  
(603) 2297 8692  
arvind.jayaratnam@maybank.com  
• Petrochemicals • Technology

**Shafiq KADIR, CFA**  
(603) 2297 8691  
msshafiqk.abkadir@maybank-ib.com  
• Healthcare • Software

**LOH Yan Jin**  
(603) 2297 8687  
lohyanjin.loh@maybank-ib.com  
• Ports • Shipping

**Eugene HOO Yee Hui**  
(603) 2082 6819  
eugene.hoo@maybank.com

**TEE Sze Chiah** *Head of Retail Research*  
(603) 2082 6858 szechiah.t@maybank-ib.com  
• Retail Research

**Nik Ihsan RAJA ABDULLAH, MSTA, CFTe**  
(603) 2297 8694  
nikmohdihsan.ra@maybank-ib.com  
• Chartist

**Amirah AZMI**  
(603) 2082 8769 amirah.azmi@maybank-ib.com  
• Retail Research

SINGAPORE

**Thilan WICKRAMASINGHE** *Head of Research*  
(65) 6231 5840 thilanw@maybank.com  
• Banking & Finance - Regional  
• Consumer

**Eric ONG**  
(65) 6231 5924 ericong@maybank.com  
• Healthcare • Transport • SMIDs

**Kelvin TAN**  
(65) 6231 5837 kelvintan1@maybank.com  
• Telcos • Industrials

**LI Jialin**  
(65) 6231 5845 jialin.li@maybank.com  
• REITs

**Jarick SEET**  
(65) 6231 5848 jarick.seet@maybank.com  
• Technology

PHILIPPINES

**Jacqui de JESUS** *Head of Research*  
(63) 2 8849 8840  
jacqui.dejesus@maybank.com  
• Strategy • Conglomerates

**Rachelleen RODRIGUEZ, CFA**  
(63) 2 8849 8843  
rachelleen.rodriguez@maybank.com  
• Banking & Finance • Transport • Telcos

**Daphne SZE**  
(63) 2 8849 8847  
daphne.sze@maybank.com  
• Consumer

**Miguel SEVIDAL**  
(63) 2 8849 8844  
miguel.sevidal@maybank.com  
• REITs • Property • Gaming

**Fiorenzo de JESUS**  
(63) 2 8849 8846  
fiorenzo.dejesus@maybank.com  
• Utilities

THAILAND

**Jesada TECHAHUSDIN, CFA**  
(66) 2658 6300 ext 1395  
jesada.t@maybank.com  
• Banking & Finance

**Vanida GEISLER, CPA**  
(66) 2658 6300 ext 1394  
Vanida.G@maybank.com  
• Property • REITs

**Yuwanee PROMMAPORN**  
(66) 2658 6300 ext 1393  
Yuwanee.P@maybank.com  
• Services • Healthcare

**Wasu MATTANAPOTCHANART**  
(66) 2658 6300 ext 1392  
wasu.m@maybank.com  
• Telcos

**Surachai PRAMUALCHAROENKIT**  
(66) 2658 5000 ext 1470  
Surachai.p@maybank.com  
• Auto • Conmat • Contractor • Steel

**Suttatip PEERASUB**  
(66) 2658 5000 ext 1430  
suttatip.p@maybank.com  
• Food & Beverage • Commerce

**Jaroontan WATTANAWONG**  
(66) 2658 5000 ext 1404  
jaroontan.w@maybank.com  
• Transportation • Small cap

INDONESIA

**Jeffrosenberg CHENLIM** *Head of Research*  
(62) 21 8066 8680  
Jeffrosenberg.lim@maybank.com  
• Strategy

**Willy GOUTAMA**  
(62) 21 8066 8500  
willy.goutama@maybank.com  
• Consumer

**Richard SUHERMAN**  
(62) 21 8066 8691  
richard.suherman@maybank.com  
• Metals & Mining

**Etta Rusdiana PUTRA**  
(62) 21 8066 8683  
etta.putra@maybank.com  
• Telcos

**Satriawan, CTA**  
(62) 21 8066 8682  
satriawan@maybank.com  
• Chartist

VIETNAM

**Quan Trong Thanh** *Head of Research*  
(84 28) 44 555 888 ext 8184  
thanh.quan@maybank.com  
• Strategy • Banks

**Hoang Huy, CFA**  
(84 28) 44 555 888 ext 8181  
hoanghuy@maybank.com  
• Strategy • Technology

**Le Nguyen Nhat Chuyen**  
(84 28) 44 555 888 ext 8082  
chuyen.le@maybank.com  
• Oil & Gas • Logistics

**Nguyen Thi Sony Tra Mi**  
(84 28) 44 555 888 ext 8084  
trami.nguyen@maybank.com  
• Consumer Discretionary

**Tran Thi Thanh Nhan**  
(84 28) 44 555 888 ext 8088  
nhan.tran@maybank.com  
• Consumer Staples

**Nguyen Le Tuan Loi**  
(84 28) 44 555 888 ext 8088  
loi.nguyen@maybank.com  
• Industrials

**Nguyen Thi Ngan Tuyen** *Head of Retail Research*  
(84 28) 44 555 888 ext 8081  
tuyen.nguyen@maybank.com  
• Retail Research

**Nguyen Thanh Lam**  
(84 28) 44 555 888 ext 8086  
thanhlam.nguyen@maybank.com  
• Chartist



## APPENDIX I: TERMS FOR PROVISION OF REPORT, DISCLAIMERS AND DISCLOSURES

### DISCLAIMERS

This research report is prepared for general circulation and for information purposes only and under no circumstances should it be considered or intended as an offer to sell or a solicitation of an offer to buy the securities referred to herein. Investors should note that values of such securities, if any, may fluctuate and that each security's price or value may rise or fall. Opinions or recommendations contained herein are in form of technical ratings and fundamental ratings. Technical ratings may differ from fundamental ratings as technical valuations apply different methodologies and are purely based on price and volume-related information extracted from the relevant jurisdiction's stock exchange in the equity analysis. Accordingly, investors' returns may be less than the original sum invested. Past performance is not necessarily a guide to future performance. This report is not intended to provide personal investment advice and does not take into account the specific investment objectives, the financial situation and the particular needs of persons who may receive or read this report. Investors should therefore seek financial, legal and other advice regarding the appropriateness of investing in any securities or the investment strategies discussed or recommended in this report.

The information contained herein has been obtained from sources believed to be reliable but such sources have not been independently verified by Maybank Investment Bank Berhad, its subsidiary and affiliates (collectively, "Maybank IBG") and consequently no representation is made as to the accuracy or completeness of this report by Maybank IBG and it should not be relied upon as such. Accordingly, Maybank IBG and its officers, directors, associates, connected parties and/or employees (collectively, "Representatives") shall not be liable for any direct, indirect or consequential losses or damages that may arise from the use or reliance of this report. Any information, opinions or recommendations contained herein are subject to change at any time, without prior notice.

This report may contain forward looking statements which are often but not always identified by the use of words such as "anticipate", "believe", "estimate", "intend", "plan", "expect", "forecast", "predict" and "project" and statements that an event or result "may", "will", "can", "should", "could" or "might" occur or be achieved and other similar expressions. Such forward looking statements are based on assumptions made and information currently available to us and are subject to certain risks and uncertainties that could cause the actual results to differ materially from those expressed in any forward looking statements. Readers are cautioned not to place undue relevance on these forward-looking statements. Maybank IBG expressly disclaims any obligation to update or revise any such forward looking statements to reflect new information, events or circumstances after the date of this publication or to reflect the occurrence of unanticipated events.

Maybank IBG and its officers, directors and employees, including persons involved in the preparation or issuance of this report, may, to the extent permitted by law, from time to time participate or invest in financing transactions with the issuer(s) of the securities mentioned in this report, perform services for or solicit business from such issuers, and/or have a position or holding, or other material interest, or effect transactions, in such securities or options thereon, or other investments related thereto. In addition, it may make markets in the securities mentioned in the material presented in this report. One or more directors, officers and/or employees of Maybank IBG may be a director of the issuers of the securities mentioned in this report to the extent permitted by law.

This report is prepared for the use of Maybank IBG's clients and may not be reproduced, altered in any way, transmitted to, copied or distributed to any other party in whole or in part in any form or manner without the prior express written consent of Maybank IBG and Maybank IBG and its Representatives accepts no liability whatsoever for the actions of third parties in this respect.

This report is not directed to or intended for distribution to or use by any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation. This report is for distribution only under such circumstances as may be permitted by applicable law. The securities described herein may not be eligible for sale in all jurisdictions or to certain categories of investors. Without prejudice to the foregoing, the reader is to note that additional disclaimers, warnings or qualifications may apply based on geographical location of the person or entity receiving this report.

### Malaysia

Opinions or recommendations contained herein are in the form of technical ratings and fundamental ratings. Technical ratings may differ from fundamental ratings as technical valuations apply different methodologies and are purely based on price and volume-related information extracted from Bursa Malaysia Securities Berhad in the equity analysis.

### Singapore

This report has been produced as of the date hereof and the information herein may be subject to change. Maybank Research Pte. Ltd. ("MRPL") in Singapore has no obligation to update such information for any recipient. For distribution in Singapore, recipients of this report are to contact MRPL in Singapore in respect of any matters arising from, or in connection with, this report. If the recipient of this report is not an accredited investor, expert investor or institutional investor (as defined under Section 4A of the Singapore Securities and Futures Act), MRPL shall be legally liable for the contents of this report, with such liability being limited to the extent (if any) as permitted by law.

### Thailand

Except as specifically permitted, no part of this presentation may be reproduced or distributed in any manner without the prior written permission of Maybank Securities (Thailand) Public Company Limited. Maybank Securities (Thailand) Public Company Limited ("MST") accepts no liability whatsoever for the actions of third parties in this respect.

Due to different characteristics, objectives and strategies of institutional and retail investors, the research products of MST Institutional and Retail Research departments may differ in either recommendation or target price, or both. MST reserves the rights to disseminate MST Retail Research reports to institutional investors who have requested to receive it. If you are an authorised recipient, you hereby tacitly acknowledge that the research reports from MST Retail Research are first produced in Thai and there is a time lag in the release of the translated English version.

The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information. The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey may be changed after that date. MST does not confirm nor certify the accuracy of such survey result.

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of Thaipat Institute that is a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, MST does not confirm, verify, or certify the accuracy and completeness of the assessment result.

### US

This third-party research report is distributed in the United States ("US") to Major US Institutional Investors (as defined in Rule 15a-6 under the Securities Exchange Act of 1934, as amended) only by Maybank Securities USA Inc ("MSUS"), a broker-dealer registered in the US (registered under Section 15 of the Securities Exchange Act of 1934, as amended). All responsibility for the distribution of this report by MSUS in the US shall be borne by MSUS. This report is not directed at you if Maybank IBG is prohibited or restricted by any legislation or regulation in any jurisdiction from making it available to you. You should satisfy yourself before reading it that MSUS is permitted to provide research material concerning investments to you under relevant legislation and regulations. All U.S. persons receiving and/or accessing this report and wishing to effect transactions in any security mentioned within must do so with: Maybank Securities USA Inc, 400 Park Avenue, 11th Floor, New York, New York 10022, 1-(212) 688-8886 and not with, the issuer of this report.



## UK

This document is being distributed by Maybank Securities (London) Ltd ("MSUK") which is authorized and regulated, by the Financial Conduct Authority and is for Informational Purposes only. This document is not intended for distribution to anyone defined as a Retail Client under the Financial Services and Markets Act 2000 within the UK. Any inclusion of a third party link is for the recipients convenience only, and that the firm does not take any responsibility for its comments or accuracy, and that access to such links is at the individuals own risk. Nothing in this report should be considered as constituting legal, accounting or tax advice, and that for accurate guidance recipients should consult with their own independent tax advisers.

## DISCLOSURES

### Legal Entities Disclosures

**Malaysia:** This report is issued and distributed in Malaysia by Maybank Investment Bank Berhad (15938-H) which is a Participating Organization of Bursa Malaysia Berhad and a holder of Capital Markets and Services License issued by the Securities Commission in Malaysia. **Singapore:** This report is distributed in Singapore by MRPL (Co. Reg No 198700034E) which is regulated by the Monetary Authority of Singapore. **Indonesia:** PT Maybank Sekuritas Indonesia ("PTMSI") (Reg. No. KEP-251/PM/1992) is a member of the Indonesia Stock Exchange and is regulated by the Financial Services Authority (Indonesia). **Thailand:** MST (Reg. No.0107545000314) is a member of the Stock Exchange of Thailand and is regulated by the Ministry of Finance and the Securities and Exchange Commission. **Philippines:** Maybank Securities Inc (Reg. No.01-2004-00019) is a member of the Philippines Stock Exchange and is regulated by the Securities and Exchange Commission. **Vietnam:** Maybank Securities Limited (License Number: 117/GP-UBCK) is licensed under the State Securities Commission of Vietnam. **Hong Kong:** MIB Securities (Hong Kong) Limited (Central Entity No AAD284) is regulated by the Securities and Futures Commission. **India:** MIB Securities India Private Limited ("MIBSI") is a participant of the National Stock Exchange of India Limited and the Bombay Stock Exchange and is regulated by Securities and Exchange Board of India ("SEBI") (Reg. No. INZ000010538). MIBSI is also registered with SEBI as Category 1 Merchant Banker (Reg. No. INM 000011708) and as Research Analyst (Reg No: INH000000057) **US:** Maybank Securities USA Inc is a member of/and is authorized and regulated by the FINRA - Broker ID 27861. **UK:** Maybank Securities (London) Ltd (Reg No 2377538) is authorized and regulated by the Financial Conduct Authority.

### Disclosure of Interest

**Malaysia:** Maybank IBG and its Representatives may from time to time have positions or be materially interested in the securities referred to herein and may further act as market maker or may have assumed an underwriting commitment or deal with such securities and may also perform or seek to perform investment banking services, advisory and other services for or relating to those companies.

**Singapore:** As of 17 November 2022, Maybank Research Pte. Ltd. and the covering analyst do not have any interest in any companies recommended in this research report.

**Thailand:** MST may have a business relationship with or may possibly be an issuer of derivative warrants on the securities /companies mentioned in the research report. Therefore, Investors should exercise their own judgment before making any investment decisions. MST, its associates, directors, connected parties and/or employees may from time to time have interests and/or underwriting commitments in the securities mentioned in this report.

**Hong Kong:** As of 17 November 2022, MIB Securities (Hong Kong) Limited and the authoring analyst do not have any interest in any companies recommended in this research report.

**India:** As of 17 November 2022, and at the end of the month immediately preceding the date of publication of the research report, MIBSI, authoring analyst or their associate / relative does not hold any financial interest or any actual or beneficial ownership in any shares or having any conflict of interest in the subject companies except as otherwise disclosed in the research report.

In the past twelve months MIBSI and authoring analyst or their associate did not receive any compensation or other benefits from the subject companies or third party in connection with the research report on any account what so ever except as otherwise disclosed in the research report.

Maybank IBG may have, within the last three years, served as manager or co-manager of a public offering of securities for, or currently may make a primary market in issues of, any or all of the entities mentioned in this report or may be providing, or have provided within the previous 12 months, significant advice or investment services in relation to the investment concerned or a related investment and may receive compensation for the services provided from the companies covered in this report.

## OTHERS

### Analyst Certification of Independence

The views expressed in this research report accurately reflect the analyst's personal views about any and all of the subject securities or issuers; and no part of the research analyst's compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in the report.

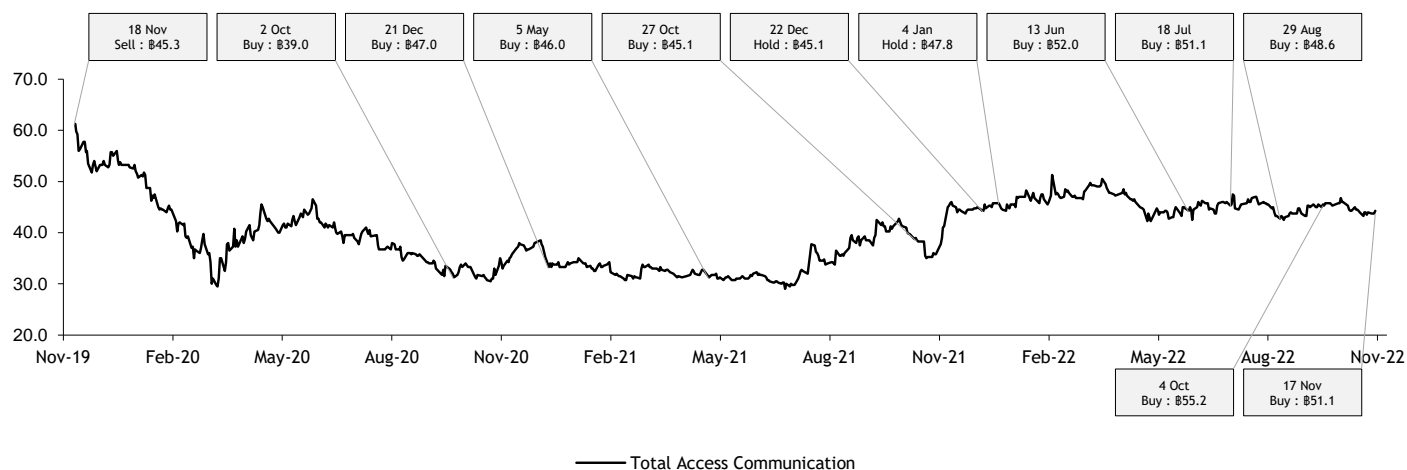
### Reminder

Structured securities are complex instruments, typically involve a high degree of risk and are intended for sale only to sophisticated investors who are capable of understanding and assuming the risks involved. The market value of any structured security may be affected by changes in economic, financial and political factors (including, but not limited to, spot and forward interest and exchange rates), time to maturity, market conditions and volatility and the credit quality of any issuer or reference issuer. Any investor interested in purchasing a structured product should conduct its own analysis of the product and consult with its own professional advisers as to the risks involved in making such a purchase.

No part of this material may be copied, photocopied or duplicated in any form by any means or redistributed without the prior consent of Maybank IBG.



## Historical recommendations and target price: Total Access Communication (DTAC TB)



### Definition of Ratings

Maybank IBG Research uses the following rating system

<b>BUY</b>	Return is expected to be above 10% in the next 12 months (including dividends)
<b>HOLD</b>	Return is expected to be between 0% to 10% in the next 12 months (including dividends)
<b>SELL</b>	Return is expected to be below 0% in the next 12 months (including dividends)

### Applicability of Ratings

The respective analyst maintains a coverage universe of stocks, the list of which may be adjusted according to needs. Investment ratings are only applicable to the stocks which form part of the coverage universe. Reports on companies which are not part of the coverage do not carry investment ratings as we do not actively follow developments in these companies.



### Malaysia

**Maybank Investment Bank Berhad**  
(A Participating Organisation of  
Bursa Malaysia Securities Berhad)  
33rd Floor, Menara Maybank,  
100 Jalan Tun Perak,  
50050 Kuala Lumpur  
Tel: (603) 2059 1888;  
Fax: (603) 2078 4194

Stockbroking Business:  
Level 8, Tower C, Dataran Maybank,  
No.1, Jalan Maarof  
59000 Kuala Lumpur  
Tel: (603) 2297 8888  
Fax: (603) 2282 5136

### Singapore

**Maybank Securities Pte Ltd**  
**Maybank Research Pte Ltd**  
50 North Canal Road  
Singapore 059304

Tel: (65) 6336 9090

### Indonesia

**PT Maybank Sekuritas Indonesia**  
Sentral Senayan III, 22<sup>nd</sup> Floor  
Jl. Asia Afrika No. 8  
Gelora Bung Karno, Senayan  
Jakarta 10270, Indonesia

Tel: (62) 21 2557 1188

Fax: (62) 21 2557 1189

### Thailand

**Maybank Securities (Thailand) PCL**  
999/9 The Offices at Central World,  
20<sup>th</sup> - 21<sup>st</sup> Floor,  
Rama 1 Road Pathumwan,  
Bangkok 10330, Thailand

Tel: (66) 2 658 6817 (sales)

Tel: (66) 2 658 6801 (research)

### London

**Maybank Securities (London) Ltd**  
PNB House  
77 Queen Victoria Street  
London EC4V 4AY, UK

Tel: (44) 20 7332 0221

Fax: (44) 20 7332 0302

### India

**MIB Securities India Pte Ltd**  
1101, 11<sup>th</sup> floor, A Wing, Kanakia  
Wall Street, Chakala, Andheri -  
Kurla Road, Andheri East,  
Mumbai City - 400 093, India

Tel: (91) 22 6623 2600

Fax: (91) 22 6623 2604

### Vietnam

**Maybank Securities Limited**  
Floor 10, Pearl 5 Tower,  
5 Le Quy Don Street,  
Vo Thi Sau Ward, District 3  
Ho Chi Minh City, Vietnam

Tel : (84) 28 44 555 888

Fax : (84) 28 38 271 030

### Hong Kong

**MIB Securities (Hong Kong)  
Limited**  
28/F, Lee Garden Three,  
1 Sunning Road, Causeway Bay,  
Hong Kong

Tel: (852) 2268 0800

Fax: (852) 2877 0104

### Philippines

**Maybank Securities Inc**  
17/F, Tower One & Exchange  
Plaza  
Ayala Triangle, Ayala Avenue  
Makati City, Philippines 1200

Tel: (63) 2 8849 8888

Fax: (63) 2 8848 5738

### Sales Trading

Kevin Foy  
Regional Head Sales Trading  
kevinfoy@maybank.com  
Tel: (65) 6636-3620  
US Toll Free: 1-866-406-7447

#### Indonesia

Helen Widjaja  
helen.widjaja@maybank.com  
(62) 21 2557 1188

#### Philippines

Keith Roy  
keith\_roy@maybank.com  
Tel: (63) 2 848-5288

#### London

Greg Smith  
gsmith@maybank.co.uk  
Tel: (44) 207-332-0221

#### India

Sanjay Makhija  
sanjaymakhija@maybank.com  
Tel: (91)-22-6623-2629

[www.maybank.com/investment-banking](http://www.maybank.com/investment-banking)  
[www.maybank-keresearch.com](http://www.maybank-keresearch.com)