

## Telekom Malaysia (TMK)

# Effectively a speed upgrade

### Pre-emptive move?

TM has pre-emptively lowered prices of its retail fibre broadband plans. Based on the price design, we view this effectively as a speed upgrade, and remain hopeful that ARPUs would be largely maintained. The revised plans would also require access seekers to commit to higher volume, possibly negating the impact of lower unit prices. Reiterate BUY with an unchanged MYR6.50 DCF-based TP.

### Price revisions

TM has revised its product pricing for fibre broadband. The lowest 30Mbps plan is now only available as a “Rahmah” initiative. The 100Mbps plan is lowered to MYR99/month (from MYR129) along with an incremental MYR10/month limited-time discount, while the 300Mbps plan is lowered to MYR139/month (from MYR149). Prices for the remaining higher-speed plans are reduced by 17-24%. Separately, TM will offer a complimentary speed upgrade to the next speed tier for existing users of the 800Mbps plans and below, to be rolled out in stages over the next 3 months.

### No updates yet on access seekers negotiations

TM has not yet made any announcement on the finalization of commercial negotiations with access seekers. We note that Maxis (MAXIS MK, HOLD, CP: MYR3.99, TP: MYR4.00) has not yet made any revisions to its fibre broadband package prices at the time of writing. In our view, TM's product revisions would mean access seekers would have to commit to higher volumes, thus potentially offsetting the impact of lower unit prices.

### Reiterate BUY

Our net profit forecasts and MYR6.50 TP (DCF-based assuming 8.6% WACC and 2% LT growth) are unchanged. We continue to expect TM to largely sustain its fibre broadband revenue (both retail and wholesale) through the offering of higher-speed plans. Affirmation of this thesis would only manifest in 1H24, in our view.

FYE Dec (MYR m)	FY21A	FY22A	FY23E	FY24E	FY25E
Revenue	11,529	12,118	12,376	12,509	12,600
EBITDA	4,434	4,953	4,953	5,062	5,196
Core net profit	1,019	1,246	1,795	1,831	1,677
Core EPS (sen)	27.0	32.9	47.0	47.9	43.9
Core EPS growth (%)	2.7	21.8	42.7	2.0	(8.4)
Net DPS (sen)	13.0	16.5	18.8	19.2	19.8
Core P/E (x)	20.4	16.4	10.5	10.3	11.2
P/BV (x)	2.8	2.6	2.1	1.9	1.7
Net dividend yield (%)	2.4	3.1	3.8	3.9	4.0
ROAE (%)	12.2	14.8	21.2	19.1	15.9
ROAA (%)	4.3	5.4	7.6	7.5	6.6
EV/EBITDA (x)	5.8	5.0	4.6	4.4	4.1
Net gearing (%) (incl perps)	63.6	55.4	42.8	32.0	24.3
Consensus net profit	-	-	1,387	1,494	1,527
MIBG vs. Consensus (%)	-	-	29.4	22.5	9.8

Tan Chi Wei, CFA  
chiwei.t@maybank-ib.com  
(603) 2297 8690

## BUY

Share Price	MYR 4.92
12m Price Target	MYR 6.50 (+36%)
Previous Price Target	MYR 6.50

### Company Description

*Telekom Malaysia is the dominant fixed-line telecommunication company in Malaysia*

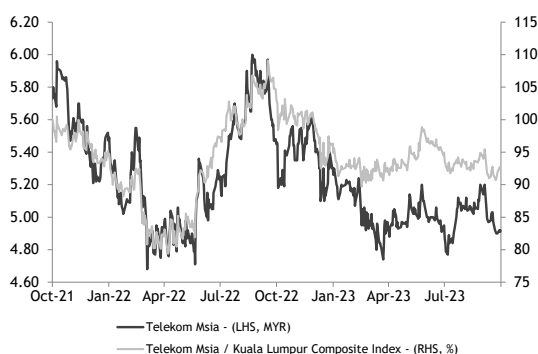
### Statistics

52w high/low (MYR)	5.64/4.74
3m avg turnover (USDm)	2.8
Free float (%)	62.3
Issued shares (m)	3,822
Market capitalisation	MYR18.8B
	USD4.0B

### Major shareholders:

Khazanah Nasional Bhd. (Investment Compa	20.2%
Employees Provident Fund	16.7%
Kumpulan Wang Persaraan	11.0%

### Price Performance



	-1M	-3M	-12M
Absolute (%)	(5)	(1)	(10)
Relative to index (%)	(2)	(3)	(10)

Source: FactSet

**ESG@MAYBANK IBG**  
Tear Sheet Insert



Risk Rating & Score <sup>1</sup>	25.8 (Medium)
Score Momentum <sup>2</sup>	-0.2
Last Updated	16 Nov 2022
Controversy Score <sup>3</sup> (Updated: 18 Nov 2022)	1 - Business ethic (bribery & corruption) incidents

## Business Model & Industry Issues

- The ESG pressure faced by telcos is overall benign. Telcos are not major emitters and thus do not pose a significant threat to the environment. Major social issues relate to digital inclusion and data protection, and can generally be well-managed from an operational perspective.
- Apart from capacity superiority, fibre is also less energy intensive relative to copper as data is transmitted by light. Transitioning from copper to fibre is thus an easy way for telcos to reduce carbon footprint. TM presently operates both copper (Streamyx) and fibre (Unifi) last-mile networks, and has already begun moving its copper broadband subscribers to fibre (where there is overlap) or mobile networks. We expect TM to continue expanding its fibre last-mile coverage, and believe TM would eventually shut down its copper broadband network.
- As the national telecom infrastructure company, TM is the quintessential government-linked company with implicit nation-building responsibilities. Its operations and investments are thus not always solely driven by commercial viability. The acquisition of mobile broadband company P1 (now renamed Webe) in 2014 was contentious, with Webe having not been profitable since being acquired.
- TM scores above-average in our proprietary scoring methodology (see next page) with an overall score of 60/100.

## Material E issues

- Environmental risks are inherently less pertinent for telcos, with operations being neither energy nor emission intensive.
- TM's ongoing transition from copper (Streamyx) to fibre (Unifi) networks is not merely business-driven (higher capacity and speeds, lower unit cost, improved user experience) - fibre optics networks also consume less energy as data is transmitted by light. We believe TM would eventually shut down its copper network.
- TM achieved a 8% YoY decline in carbon emissions in 2021. Initiatives undertaken include optimising its vehicle fleet, implementing energy saving measures at its buildings and data centres, and promoting reduced air travel.

## Material S issues

- Being the national telecom infra-co, TM has implicit nation-building responsibilities. Its investments (such as on-land fibre and submarine cables) are thus not always solely driven by commercial viability. In Malaysia, most rural investments are financed by the USP fund, which telcos contribute 6% of revenue to annually.
- TM's mobile arm also provided free data (1GB/day) to subscribers during the recent MCO.
- TM is a major employer in Malaysia, with a staff count of about 21,000 people. The male-female split of TM's workforce stood at 60%-40% as at 2021. Female representation among management stood at 31%. Meanwhile, 37% of TM's workforce is union-represented.
- TM owns and operates a university in Malaysia which enrolls c.13,000 students in 3 campuses

## Key G metrics and issues

- TM's constitution stipulates Ministry of Finance Inc as a special shareholder, with the power to appoint Directors (including Executive Directors) to the Board.
- The Board currently has 11 Directors, comprising 1 Executive Director, 4 Non-Independent Non-Executive Directors (including the chairman) and 6 Independent Non-Executive Directors.
- There are presently 4 women on the Board (36% representation). TM has thus fulfilled its 30% female board representation target.
- CEO remuneration accounted for 0.3% of TM's 2021 normalised net profit.
- TM has been audited by PricewaterhouseCoopers for at least the past decade.
- TM has in recent years adopted a more conservative stance (40-60% payout ratio) with capital management, having previously committed the higher of 90% of normalised net profit or MYR700m as dividends.
- The acquisition of mobile broadband company P1 (now renamed Webe) in 2014 was TM's only notable M&A transaction in recent years. The foray into the already crowded mobile space (in the aim of achieving convergence) was contentious, with Webe having not been profitable since being acquired.

<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).



Quantitative parameters (Score: 36)						
	Particulars	Unit	2019	2020	2021	TIME (TDC MK)
E	Scope 1 emissions	k tCO <sub>2</sub> e	13.39	11.53	11.00	N/A
	Scope 2 emissions	k tCO <sub>2</sub> e	30.91	27.04	24.55	N/A
	Scope 3 emissions	k tCO <sub>2</sub> e	0.06	0.04	0.01	N/A
	<b>Total</b>	<b>k tCO<sub>2</sub>e</b>	<b>44.36</b>	<b>38.60</b>	<b>35.55</b>	<b>N/A</b>
	Waste generated per employee	kg	43	21	22	N/A
S	% of women in workforce	%	38.6%	39.0%	39.8%	40.0%
	% of women in management roles	%	32.0%	27.5%	31.0%	38.0%
	Average training hours per employee	Hours	22.0	25.0	41.0	8.1
	Lost time injury frequency (LTIF)	Number	0.81	0.76	0.85	0.40
	Data-related incidents	Number	N/A	11	13	N/A
G	Key management salary as % of net profit	%	2.4%	1.9%	2.2%	N/A
	Independent directors on the Board	%	55%	55%	55%	50%
	Female directors on the Board	%	18%	27%	36%	30%
	Customer satisfaction	%	N/A	11	23	N/A

Qualitative Parameters (Score: 67)	
a) Is there an ESG policy in place and whether there is a standalone ESG committee or is it part of a risk committee?	<i>Yes. TM introduced its Sustainability Roadmap in 2021, and also established its Sustainability Action Working Group.</i>
b) Is the senior management salary linked to fulfilling ESG targets?	<i>Yes. ESG-related KPIs have been introduced for senior management.</i>
c) Does the company follow the task force of climate related disclosures (TCFD) framework for ESG reporting?	<i>Not yet. TM is targeting for TCFD disclosure in 2023.</i>
e) Does the company have a mechanism to capture Scope 3 emissions - which parameters are captured?	<i>Yes, but on a limited basis. Air travel and waste-related emissions.</i>
f) What are the 2-3 key carbon mitigation/water/waste management strategies adopted by the company?	<i>Implementing Environment Management Systems across TM's network, increasing RE consumption (solar), optimising vehicle fuel consumption.</i>
g) Does carbon offset form part of the net zero/carbon neutrality target of the company?	<i>Yes</i>

Target (Score: 100)		
Particulars	Target	Achieved
Reduce emission by 30% in 2024 vs 2019 baseline	30%	N/A
Reduce emission by 45% in 2030 vs 2019 baseline	45%	N/A
Net-zero carbon emission by 2050	2050	N/A
Fibre premises passed by 2025	>70%	64%
Minimum 30% women Board representation by 2022	30%	36%
TCFD disclosure by 2023	2023	N/A
Impact		
NA		
Overall score: 60		
As per our ESG matrix, TM has an overall score of 60.		

ESG score	Weights	Scores	Final Score
Quantitative	50%	36	18
Qualitative	25%	67	17
Target	25%	100	25
<b>Total</b>			<b>60</b>

As per our ESG assessment, TM has an established framework, internal policies, and tangible mid/long-term targets. TM's overall ESG score is 60, which makes its ESG rating above average in our view (average ESG rating = 50; refer to Appendix I for our ESG Assessment Scoring).

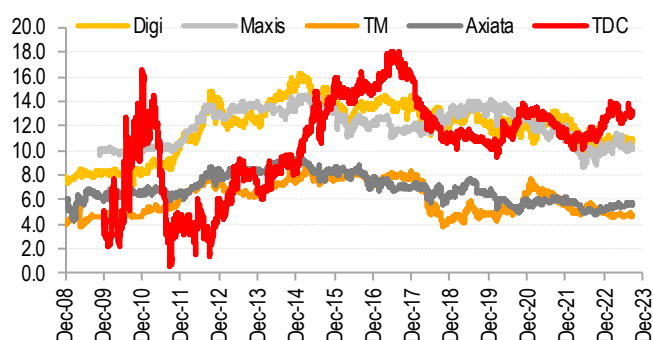


## Unifi price revisions

Current plan	Current price	New price	% change	Remarks
30 Mbps	89	69	-22%	Pakej Rahmah only RM10/month discount for 24 months
100 Mbps	129	99	-23%	
300 Mbps	149	139	-7%	
500 Mbps	209	159	-24%	
800 Mbps	299	N/A		
1000 Mbps	349	289	-17%	
2000 Mbps	399	319	-20%	

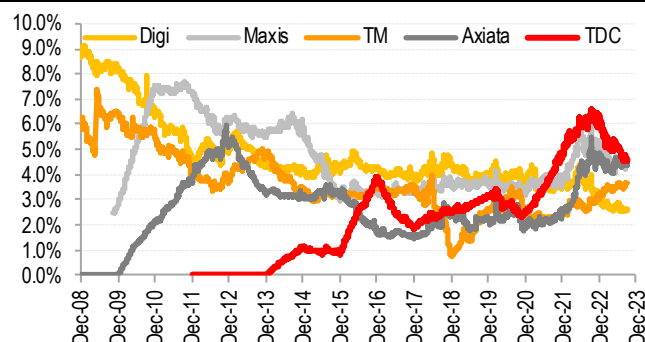
Source: Company

## EV/EBITDA - Malaysia telcos



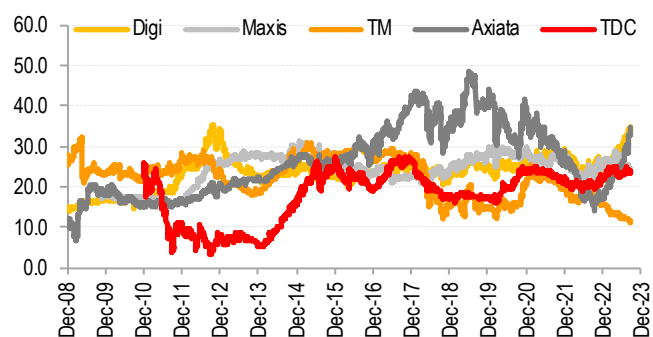
Source: Bloomberg, Maybank IBG Research

## Net dividend yield - Malaysia telcos



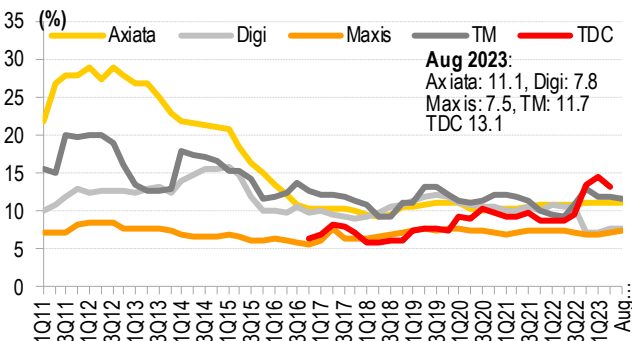
Source: Companies

## PER - Malaysia telcos



Source: Bloomberg, Maybank IBG Research

## Foreign shareholding



Source: Companies

## Risk statement

There are several risk factors for our earnings estimates, price target, and rating for TM. Competitive developments, such as price wars would adversely affect monetisation and thus profitability. Regulatory developments pertaining to taxation or product pricing also pose a risk to earnings.



FYE 31 Dec	FY21A	FY22A	FY23E	FY24E	FY25E
<b>Key Metrics</b>					
P/E (reported) (x)	24.8	17.5	10.5	10.3	11.2
Core P/E (x)	20.4	16.4	10.5	10.3	11.2
P/BV (x)	2.8	2.6	2.1	1.9	1.7
P/NTA (x)	3.7	3.4	2.7	2.4	2.2
Net dividend yield (%)	2.4	3.1	3.8	3.9	4.0
FCF yield (%)	7.7	5.6	11.0	11.7	11.4
EV/EBITDA (x)	5.8	5.0	4.6	4.4	4.1
EV/EBIT (x)	14.2	11.9	10.8	10.4	9.8

**INCOME STATEMENT (MYR m)**

Revenue	11,529.0	12,118.1	12,376.2	12,508.6	12,600.2
EBITDA	4,433.8	4,953.1	4,953.0	5,062.2	5,195.9
Depreciation	(2,634.7)	(2,862.9)	(2,848.1)	(2,934.8)	(3,010.4)
Amortisation	0.0	0.0	0.0	0.0	0.0
EBIT	1,799.1	2,090.2	2,104.9	2,127.4	2,185.5
Net interest income /(exp)	(459.6)	(406.3)	(321.2)	(307.8)	(292.1)
Associates & JV	12.0	11.2	12.0	12.0	12.0
Exceptionals	(104.7)	(8.6)	0.0	0.0	0.0
Other pretax income	0.0	0.0	0.0	0.0	0.0
Pretax profit	1,246.8	1,686.5	1,795.8	1,831.5	1,905.4
Income tax	(368.9)	(542.3)	0.0	0.0	(227.2)
Minorities	17.3	(0.9)	(0.9)	(0.9)	(0.9)
Discontinued operations	0.0	0.0	0.0	0.0	0.0
Reported net profit	895.2	1,143.3	1,794.9	1,830.6	1,677.3
Core net profit	1,019.3	1,245.9	1,794.9	1,830.6	1,677.3

**BALANCE SHEET (MYR m)**

Cash & Short Term Investments	2,830.8	2,650.2	3,182.5	3,811.3	4,360.7
Accounts receivable	3,149.6	3,435.4	3,542.5	3,614.7	3,675.6
Inventory	176.9	305.4	325.6	343.4	358.9
Property, Plant & Equip (net)	13,356.1	13,547.0	13,640.8	13,676.3	13,614.2
Intangible assets	1,873.6	1,899.5	2,057.6	2,212.2	2,365.3
Investment in Associates & JVs	89.9	94.3	102.9	111.5	120.1
Other assets	1,354.2	1,199.5	1,199.5	1,199.5	1,199.5
<b>Total assets</b>	<b>22,831.1</b>	<b>23,131.3</b>	<b>24,051.4</b>	<b>24,968.9</b>	<b>25,694.4</b>
ST interest bearing debt	711.9	540.0	540.0	540.0	540.0
Accounts payable	4,712.5	4,739.6	4,776.4	4,769.6	4,727.2
LT interest bearing debt	6,891.8	6,503.8	6,503.8	6,503.8	6,503.8
Other liabilities	3,012.0	3,411.0	3,218.0	3,044.0	2,889.0
<b>Total Liabilities</b>	<b>15,328.6</b>	<b>15,194.8</b>	<b>15,038.0</b>	<b>14,857.1</b>	<b>14,660.1</b>
Shareholders Equity	7,502.5	7,936.5	9,013.4	10,111.8	11,034.3
Minority Interest	0.0	0.0	0.0	0.0	0.0
<b>Total shareholder equity</b>	<b>7,502.5</b>	<b>7,936.5</b>	<b>9,013.4</b>	<b>10,111.8</b>	<b>11,034.3</b>
<b>Total liabilities and equity</b>	<b>22,831.1</b>	<b>23,131.3</b>	<b>24,051.4</b>	<b>24,968.9</b>	<b>25,694.4</b>

**CASH FLOW (MYR m)**

Pretax profit	1,246.8	1,686.5	1,795.8	1,831.5	1,905.4
Depreciation & amortisation	2,634.7	2,862.9	2,848.1	2,934.8	3,010.4
Adj net interest (income)/exp	459.6	406.3	321.2	307.8	292.1
Change in working capital	(309.4)	(387.2)	(90.6)	(96.8)	(118.9)
Cash taxes paid	(342.5)	(452.3)	0.0	0.0	(227.2)
Other operating cash flow	(337.7)	(572.7)	(308.8)	(289.2)	(269.9)
Cash flow from operations	3,351.5	3,543.5	4,565.7	4,688.2	4,591.9
Capex	(1,763.2)	(2,395.5)	(2,490.0)	(2,490.0)	(2,440.0)
Free cash flow	1,588.3	1,148.0	2,075.7	2,198.2	2,151.9
Dividends paid	(547.2)	(386.9)	(718.0)	(732.2)	(754.8)
Equity raised / (purchased)	0.0	0.0	0.0	0.0	0.0
Change in Debt	(1,953.0)	(571.1)	0.0	0.0	0.0
Other invest/financing cash flow	(1,378.8)	275.3	(825.5)	(837.1)	(847.7)
Effect of exch rate changes	0.0	0.0	0.0	0.0	0.0
<b>Net cash flow</b>	<b>(2,290.7)</b>	<b>465.3</b>	<b>532.3</b>	<b>628.8</b>	<b>549.5</b>



FYE 31 Dec	FY21A	FY22A	FY23E	FY24E	FY25E
<b>Key Ratios</b>					
<b>Growth ratios (%)</b>					
Revenue growth	6.4	5.1	2.1	1.1	0.7
EBITDA growth	13.8	11.7	(0.0)	2.2	2.6
EBIT growth	11.6	16.2	0.7	1.1	2.7
Pretax growth	(2.5)	35.3	6.5	2.0	4.0
Reported net profit growth	(11.9)	27.7	57.0	2.0	(8.4)
Core net profit growth	2.8	22.2	44.1	2.0	(8.4)
<b>Profitability ratios (%)</b>					
EBITDA margin	38.5	40.9	40.0	40.5	41.2
EBIT margin	15.6	17.2	17.0	17.0	17.3
Pretax profit margin	10.8	13.9	14.5	14.6	15.1
Payout ratio	54.8	54.6	40.0	40.0	45.0
<b>DuPont analysis</b>					
Net profit margin (%)	7.8	9.4	14.5	14.6	13.3
Revenue/Assets (x)	0.5	0.5	0.5	0.5	0.5
Assets/Equity (x)	3.0	2.9	2.7	2.5	2.3
ROAE (%)	12.2	14.8	21.2	19.1	15.9
ROAA (%)	4.3	5.4	7.6	7.5	6.6
<b>Liquidity &amp; Efficiency</b>					
Cash conversion cycle	nm	nm	nm	nm	nm
Days receivable outstanding	93.8	97.8	101.5	103.0	104.1
Days inventory outstanding	nm	nm	nm	nm	nm
Days payables outstanding	nm	nm	nm	nm	nm
Dividend cover (x)	1.8	1.8	2.5	2.5	2.2
Current ratio (x)	1.1	1.2	1.3	1.4	1.5
<b>Leverage &amp; Expense Analysis</b>					
Asset/Liability (x)	1.5	1.5	1.6	1.7	1.8
Net gearing (%) (incl perps)	63.6	55.4	42.8	32.0	24.3
Net gearing (%) (excl. perps)	63.6	55.4	42.8	32.0	24.3
Net interest cover (x)	3.9	5.1	6.6	6.9	7.5
Debt/EBITDA (x)	1.7	1.4	1.4	1.4	1.4
Capex/revenue (%)	15.3	19.8	20.1	19.9	19.4
Net debt/ (net cash)	4,772.9	4,393.6	3,861.3	3,232.5	2,683.1

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

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

**Erica TAY**  
China | Thailand  
(65) 6231 5844  
erica.tay@maybank.com

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

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

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

FX

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

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

**Alan LAU**  
(65) 6320 1378  
alanlau@maybank.com

**Shaun LIM**  
(65) 6320 1371  
shaunlim@maybank.com

STRATEGY

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

FIXED INCOME

**Winson PHOON, FCA**  
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

**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, FCA**  
(603) 2297 8680  
desmond.chng@maybank-ib.com  
• Banking & Finance

**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

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

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

**Jeremie YAP**  
(603) 2297 8688  
jeremie.yap@maybank-ib.com  
• Oil & Gas Services

**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 5849  
ericong@maybank.com  
• Healthcare • Transport • SMIDs

**Kelvin TAN**  
(65) 6231 5837  
kelvin.tan1@maybank.com  
• Telcos • Industrials

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

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

**Krishna GUHA**  
(65) 6231 5842  
krishna.guha@maybank.com  
• REITs

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  
• Utilities

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

**Alexa Mae CARVAJAL**  
(63) 2 8849 8838  
alexamae.carvajal@maybank.com  
• Consumer • Gaming • Property • REITs

THAILAND

**Chak REUNGSINPINYA** *Head of Research*  
(66) 2658 5000 ext 1399  
chak.reungsinpinya@maybank.com  
• Strategy • Energy

**Jesada TECHAHUSDIN, CFA**  
(66) 2658 5000 ext 1395  
jesada.t@maybank.com  
• Banking & Finance

**Wasu MATTANAPOTCHANART**  
(66) 2658 5000 ext 1392  
wasu.m@maybank.com  
• Telcos • REITs

**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

INDONESIA

**Jeffro Rosenberg CHENLIM** *Head of Research*  
(62) 21 8066 8680  
jeffro.rosenberg.lim@maybank.com  
• Strategy • Banking & Finance • Property

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

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

**William Jefferson W**  
(62) 21 8066 8563  
william.jefferson@maybank.com  
• Property

**Adi WICAKSONO**  
(62) 21 8066 8686  
adi.wicaksono@maybank.com  
• Plantations

**Satriawan HARYONO, CEWA, 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 8182  
loi.nguyen@maybank.com  
• Property

**Nguyen Thanh Hai**  
(84 28) 44 555 888 ext 8081  
thanhhai.nguyen@maybank.com  
• Industrials

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



## 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 Wedbush Securities Inc. ("Wedbush"), 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 Wedbush in the US shall be borne by Wedbush. This report is not directed at you if Wedbush 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 Wedbush 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: Wedbush Securities Inc. 1000 Wilshire Blvd, Los Angeles, California 90017, +1 (646) 604-4232 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). **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 5 October 2023, 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 5 October 2023, 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 5 October 2023, 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.

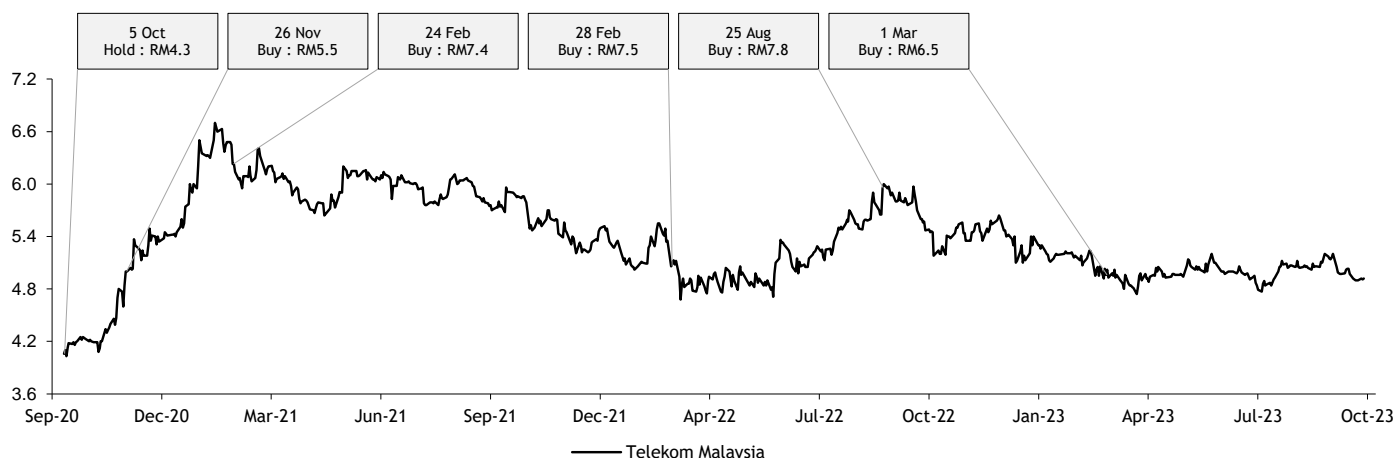
### Reminder

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: Telekom Malaysia (T MK)



### 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

#### 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.com  
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)