

# Thailand ICT

# FBB market consolidation

- ADVANC announced an investment of over THB19.5b in JAS' FBB business and THB12.9b in JASIF for a total investment of THB32.4b.
- This will support ADVANC's growth in the FBB business. Pending approval, ADVANC will become the biggest FBB provider in Thailand with a market share of 54%.
- Maintain NEUTRAL on ICT sector; positive view in the long term.

### ADVANC announced the acquisition of FBB business from JAS

Advanced Info Service (ADVANC TB, BUY, TP THB250) announced the acquisition of Triple T Broadband (TTTBB), a fixed broadband (FBB) service provider and the subsidiary of Jasmine International (JAS TB, REDUCE, THB3.10), for a total investment of THB19.5b. Moreover, ADVANC will also acquire a 19% share of Jasmine Broadband Internet Infrastructure Fund (JASIF TB, NR). These transactions need to get approval from both JAS and JASIF's shareholders. Then, ADVANC will need to obtain transaction approval from the National Broadcasting and Telecommunications Commission (NBTC). The company expects that this transaction should be completed within 1Q23.

## 4+2=1 for ADVANC

Acquiring the FBB business from JAS, the second biggest operator, will make ADVANC, currently the fourth biggest operator, the biggest FBB operator in Thailand with a total subscription base of 4.3m subs and a market share of 41% – higher than True Corporation (TRUE TB, BUY, TP THB5.40). The consolidation of FBB players would also reduce the FBB market's competition, similar to the current situation in the mobile market. ADVANC could create economies of scale and deliver solid returns faster than before. However, this transaction may not directly benefit ADVANC in the short term as it will need a huge loan for this transaction. TTTBB also has a tiny operating profit due to the accounting standard. Thus, ADVANC's earnings in 2023-24 may be somewhat negatively impacted.

### Negative view on JAS and JASIF

Although selling these two businesses for THB32.4b would benefit JAS in terms of cash generation, over 90% of JAS' revenue and net profit come from TTTBB and JASIF. This means that JAS would no longer have a main business in the future. The biggest question for JAS right now is how the company would utilise the THB32.4b in cash. The next steps for JAS could include: 1) announcing a huge special dividend payment to shareholders; 2) making a big investment through its subsidiary, Jasmine Technology Solution (JTS TB, NR), on Bitcoin mining; and 3) investing in new businesses. For JASIF, we also have a negative view. The fund may unable to find a new customer after the rental agreement expires, although ADVANC has agreed to extend the first lease agreement from 2032 to 2037.

### Maintain NEUTRAL on the sector

We think ADVANC's intention to acquire FBB from JAS means that it believes the NBTC will approve the deal between Total Access Communication (DTAC TB, BUY, TP THB55.50) and TRUE. Maintain NEUTRAL on ICT, but with a positive view in the next two years.



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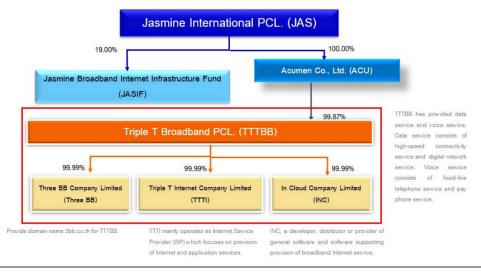
PREPARED BY FSS INTERNATIONAL INVESTMENT ADVISORY SECURITIES CO LTD (FSSIA). ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES CAN BE FOUND AT THE END OF THIS REPORT

## **Rationale of investment**

According to ADVANC, this acquisition will enhance consumer access to a broader and better quality of service by improving broadband inclusion in new areas targeting provincial and non-city areas. A combined fibre network will support effective sharing that reduces unnecessary fibre network duplication and its environmental impact.

For JASIF, ADVANC believes the transaction will enhance the value of its business and sustainable growth for the key stakeholders, i.e. customers, society, and shareholders, over the long term. In addition, as the new sponsor and tenant of JASIF with a strong financial record, ADVANC aims to enhance value to the unitholders with a secure and stable return and will propose an amendment to the lease terms for longterm sustainability, as well as provide a future opportunity for the infrastructure fund to invest in additional telecommunication assets of the company.

#### Exhibit 1: JAS' shareholding structure



Source: JAS

### **Unclear outlook for JASIF**

Under the agreement between ADVANC and JAS for the JASIF fibre-optic cable (FOC) lease agreement, the two companies have agreed to make some terminations and amendments to the FOC rental as follows:

- 1. The termination of 1) the Amended and Restated Rental Assurance Agreement; and 2) the Amended and Restated Marketing Services Agreement;
- 2. The amendment to the Amended and Restated Main Lease Agreement with the following key details:
  - to extend the term of the Amended and Restated Main Lease Agreement until 31 December 2037, and to determine the rental for the period from 30 January 2032 until 31 December 2032 at the rate of THB402.37 per core kilometre per month and the rental for the period from 1 January 2033 until 31 December 2037 to be increased on annual basis on 1 January in accordance with the latest timing of formal publication of the consumer price index (CPI) as announced by the Ministry of Commerce, in any case not exceeding 3% but not less than 0% per annum;
  - 2) to cancel JASIF's right to extend the leased term under the Amended and Restated Main Lease Agreement;

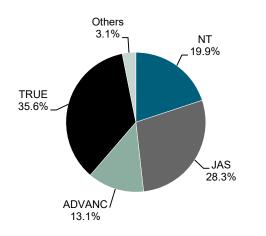


## Exhibit 2: Summary of JASIF FOC rentals

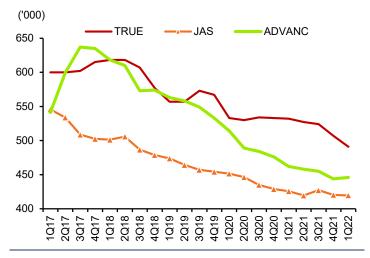
	Amount	Lease period	Rental rate		
Main lease agreement	1. 80% of initial FOCs up to 784,000 core kilometres	Until 29 Jan 2032	THB433.21 per core kilometre per month until the end of 2019 and will		
	2. 80% of additional FOCs up to 560,000 core kilometres	Until 29 Jan 2032	be increased each year in line with the change in Thailand CPI with a cap of no more than 3% (but no less than 0%) per annum each year		
The assurance agreement	1. 20% of initial FOCs up to 196,100 core kilometres	Until 22 Feb 2026	THB764.48 per core kilometre per month until the end of 2019 and will		
	2. 20% of additional FOCs up to 140,000 core kilometres	Until 29 Jan 2032	be increased each year in line with the change in Thailand CPI with a cap of no more than 3% (but no less than 0%) per annum each year		

Source: JASIF

#### Exhibit 3: FBB subscriber market share in 3Q21



Note: As of 3Q21 Sources: ADVANC; JAS; TRUE; NBTC; FSSIA compilation Exhibit 4: FBB ARPU



Sources: ADVANC; JAS; TRUE; FSSIA compilation

## Corporate Governance report of Thai listed companies 2021

		EX		VEL – Score	range 90-100					
AV	BCPG	CPALL	GCAP	К	MSC	PLANET	SAMART	SPI	THRE	TVD
DVANC	BDMS	CPF	GFPT	KBANK	MST	PLAT	SAMTEL	SPRC	THREL	TVI
F	BEM	CPI	GGC	KCE	MTC	PORT	SAT	SPVI	TIPCO	TVO
Н	BGC	CPN	GLAND	KKP	MVP	PPS	SC	SSSC	TISCO	TWPC
RA	BGRIM	CRC	GLOBAL	KSL	NCL	PR9	SCB	SST	TK	U
KP	BIZ	CSS	GPI	KTB	NEP	PREB	SCC	STA	TKT	UAC
KR	BKI	DDD	GPSC	KTC	NER	PRG	SCCC	STEC	TMT	UBIS
LT	BOL	DELTA	GRAMMY	LALIN	NKI	PRM	SCG	STI	TNDT	UV
MA	BPP	DEMCO	GULF	LANNA	NOBLE	PROUD	SCGP	SUN	TNITY	VGI
ΜΑΤΑ	BRR	DRT	GUNKUL	LH	NSI	PSH	SCM	SUSCO	TOA	VIH
MATAV	BTS	DTAC	HANA	LHFG	NVD	PSL	SDC	SUTHA	TOP	WACOAL
NAN	BTW	DUSIT	HARN	LIT	NWR	PTG	SEAFCO	SVI	TPBI	WAVE
.OT	BWG	EA	HMPRO	LPN	NYT	PTT	SEAOIL	SYMC	TQM	WHA
P	CENTEL	EASTW	ICC	MACO	OISHI	PTTEP	SE-ED	SYNTEC	TRC	WHAUP
RIP	CFRESH	ECF	ICHI	MAJOR	OR	PTTGC	SELIC	TACC	TRU	WICE
RROW	CHEWA	ECL		MAKRO	ORI	PYLON	SENA	TASCO	TRUE	WINNER
SP	CHO	EE	ILINK	MALEE	OSP	Q-CON	SHR	TCAP	TSC	ZEN
UCT	CIMBT	EGCO	ILM	MBK	OTO	QH	SIRI	TEAMG	TSR	
WC	CK	EPG	INTUCH	MC	PAP	QTC	SIS	TFMAMA	TSTE	
YUD	CKP	ETC	IP	MCOT	PCSGH	RATCH	SITHAI	TGH	TSTH	
AFS	CM	FPI	IRPC	METCO	PDG	RS	SMK	THANA	TTA	
ANPU	CNT	FPT	ITEL	MFEC	PDJ	S	SMPC	THANI	TTB	
BAY	COM7	FSMART	IVL	MINT	PG	S & J	SNC	THCOM	TTCL	
BBL	COMAN	GBX	JSP	MONO	PHOL	SAAM	SONIC	THG	TTW	
СР	COTTO	GC	JWD	MOONG	PLANB	SABINA	SPALI	THIP	TU	
VERY GOOD LEVEL – Score range 80-89										
S	ASIMAR	CHOW	FLOYD	IT	LOXLEY	000	RPC	SKY	TCC	TVT
UP	ASK	CI	FN	ITD	LRH	OGC	RT	SLP	TCMC	TWP
BICO	ASN	CIG	FNS	J	LST	PATO	RWI	SMIT	TEAM	UEC
BM	ATP30	CMC	FORTH	JAS	M	PB	S11	SMT	TFG	UMI
CE	В	COLOR	FSS	JCK	MATCH	PICO	SA	SNP	TFI	UOBKH
CG	BA	CPL	FTE	JCKH	MBAX	PIMO	SAK	SO	TIGER	UP
DB	BAM	CPW	FVC	JMART	MEGA	PJW	SALEE	SORKON	TITLE	UPF
EONTS	BC	CRD	GEL	JMT	META	PL	SAMCO	SPA	TKN	UPOIC
GE	BCH	CSC	GENCO	KBS	MFC	PM	SANKO	SPC	TKS	UTP
HC	BEC	CSP	GJS	KCAR	MGT	PMTA	SAPPE	SPCG	ТМ	VCOM
IT	BEYOND	CWT	GYT	KEX	MICRO	PPP	SAWAD	SR	TMC	VL
LL	BEIT	DCC	HEMP	KGI	MILL	PPPM	SCI	SRICHA	TMD	VPO
			HEMP							
LLA	BJC	DCON		KIAT	MITSIB	PRIME	SCN	SSC	TMI	VRANDA
LUCON	BJCHI	DHOUSE	HTC	KISS	MK	PRIN	SCP	SSF	TMILL	WGE
MANAH	BLA	DOD	HYDRO	KOOL	MODERN	PRINC	SE	STANLY	TNL	WIIK
MARIN	BR	DOHOME	ICN	KTIS	MTI	PSG	SFLEX	STGT	TNP	WP
PCO	BROOK	DV8	IFS	KUMWEL	NBC	PSTC	SFP	STOWER	TOG	XO
PCS	CBG	EASON	IMH	KUN	NCAP	PT	SFT	STPI	TPA	XPG
PURE	CEN	EFORL	IND	KWC	NCH	QLT	SGF	SUC	TPAC	YUASA
QUA	CGH	ERW	INET	KWM	NETBAY	RBF	SIAM	SWC	TPCS	
SAP	CHARAN	ESSO	INSET	L&E	NEX	RCL	SINGER	SYNEX	TPS	
SEFA	CHAYO	ESTAR	INSURE	LDC	NINE	RICHY	SKE	TAE	TRITN	
SIA	CHG	ETE	IRC	LEO	NRF	RML	SKN	TAKUNI	TRT	
SIAN	CHOTI	FE	IRCP	LHK	NTV	ROJNA	SKR	TBSP	TSE	
			DOD LEVEL -							
	BGT	CITY	GIFT	JTS	MDX	PK	SGP	SUPER	TQR	YGG
	BH	CMAN	GLOCON	JUBILE	MJD	PLE	SICT	SVOA	TTI	ZIGA
IE	BIG	CMO	GREEN	KASET	MORE	PPM	SIMAT	TC	TYCN	
J	BLAND	CMR	GSC	KCM	MUD	PRAKIT	SISB	TCCC	UKEM	
LPHAX	BM	CPT	GTB	KK	NC	PRAPAT	SK	THMUI	UMS	
МС	BROCK	CRANE	HTECH	KKC	NDR	PRECHA	SMART	TNH	UNIQ	
эр	BSBM	CSR	HUMAN	KWI	NFC	PTL	SOLAR	TNR	UPA	
Q	BSM	D	IHL	KYE	NNCL	RJH	SPACK	TOPP	UREKA	
RIN	BTNC	EKH	liG	LEE	NOVA	RP	SPG	TPCH	VIBHA	
S	BYD	EMC	INGRS	LPH	NPK	RPH	SQ	TPIPL	W	
U	CAZ	EP	INOX	MATI	NUSA	RSP	SSP	TPIPP	WIN	
50	CCP	F&D	JAK	M-CHAI	PAF	SABUY	STARK	TPLAS	WORK	
52	001				PF					

#### Disclaimer:

The disclosure of the survey results 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 results may be changed after that date. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such survey results.

\* CGR scoring should be considered with news regarding wrong doing of the company or director or executive of the company such unfair practice on securities trading, fraud, and corruption SEC imposed a civil sanction against insider trading of director and executive

Sources: Thai Institute of Directors Association (IOD); FSSIA's compilation; data as of 26 October 2021



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

CERTIFIED										
2S	BCH	CPALL	GC	к	MFC	PE	QLT	SNP	THCOM	TU
7UP	BCP	CPF	GCAP	KASET	MFEC	PG	QTC	SORKON	THIP	TVD
ADVANC	BCPG	CPI	GEL	KBANK	MILL	PHOL	RATCH	SPACK	THRE	TVI
AF	BE8	CPN	GFPT	KBS	MINT	PK	RML	SPALI	THREL	TVO
AI	BEYOND	CSC	GGC	KCAR	MONO	PL	RWI	SPC	TIDLOR	TWPC
AIE	BGC	DCC	GJS	KCE	MOONG	PLANB	S & J	SPI	TIPCO	U
AIRA	BGRIM	DELTA	GPI	KGI	MSC	PLANET	SAAM	SPRC	TISCO	UBE
AKP	BJCHI	DEMCO	GPSC	KKP	MST	PLAT	SABINA	SRICHA	TKS	UBIS
ALPHAX	BKI	DIMET	GSTEEL	KSL	MTC	PM	SAPPE	SSF	TKT	UEC
AMA	BLA	DRT	GUNKUL	KTB	MTI	PPP	SAT	SSP	TMD	UKEM
AMANAH	BPP	DTAC	HANA	KTC	NBC	PPPM	SC	SSSC	TMILL	UOBKH
AMATA	BROOK	DUSIT	HARN	KWC	NEP	PPS	SCB	SST	TMT	UPF
AMATAV	BRR	EA	HEMP	KWI	NINE	PR9	SCC	STA	TNITY	UV
AP	BSBM	EASTW	HENG	L&E	NKI	PREB	SCCC	STOWER	TNL	VGI
APCS	BTS	ECL	HMPRO	LANNA	NMG	PRG	SCG	SUSCO	TNP	VIH
AQUA	BWG	EGCO	HTC	LH	NNCL	PRINC	SCN	SVI	TNR	WACOAL
ARROW	CEN	EP	ICC	LHFG	NOBLE	PRM	SEAOIL	SYMC	TOG	WHA
AS	CENTEL	EPG	ICHI	LHK	NOK	PROS	SE-ED	SYNTEC	TOP	WHAUP
ASIAN	CFRESH	ERW	IFEC	LPN	NSI	PSH	SELIC	TAE	TOPP	WICE
ASK	CGH	ESTAR	IFS	LRH	NWR	PSL	SENA	TAKUNI	TPA	WIIK
ASP	CHEWA	ETE	ILINK	Μ	000	PSTC	SGP	TASCO	TPP	XO
AWC	CHOTI	FE	INET	MAKRO	OGC	PT	SINGER	TBSP	TRU	ZEN
AYUD	CHOW	FNS	INSURE	MALEE	ORI	PTG	SIRI	TCAP	TRUE	
В	CIG	FPI	INTUCH	MATCH	PAP	PTT	SITHAI	TCMC	TSC	
BAFS	CIMBT	FPT	IRC	MBAX	PATO	PTTEP	SKR	TFG	TSTE	
BAM	CM	FSMART	IRPC	MBK	PB	PTTGC	SMIT	TFI	TSTH	
BANPU	CMC	FSS	ITEL	MC	PCSGH	PYLON	SMK	TFMAMA	TTA	
BAY	COM7	FTE	IVL	MCOT	PDG	Q-CON	SMPC	TGH	ттв	
BBL	сотто	GBX	JKN	META	PDJ	QH	SNC	THANI	TTCL	
DECLARED										
AJ	CHG	DDD	ETC	JR	MAJOR	NUSA	RS	SSS	TQM	YUASA
ALT	CPL	DHOUSE	FLOYD	JTS	NCAP	NYT	SAK	STECH	TSI	ZIGA
APCO	CPR	DOHOME	GULF	KEX	NCL	OR	SCGP	STGT	VARO	
B52	CPW	ECF	Ш	KUMWEL	NOVA	PIMO	SCM	TKN	VCOM	
BEC	CRC	EKH	INOX	LDC	NRF	PLE	SIS	ТМІ	VIBHA	

#### Level

Certified

This level indicates practical participation with thoroughly examination in relation to the recommended procedures from the audit committee or the SEC's certified auditor, being a certified member of Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) or already passed examination to ensure independence from external parties.

Declared This level indicates determination to participate in the Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC)

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Sources: The Securities and Exchange Commission, Thailand; \* FSSIA's compilation



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#### Naruedom Mujjalinkool FSS International Investment Advisory Securities Co., Ltd

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#### History of change in investment rating and/or target price



Naruedom Mujjalinkool started covering this stock from 16-Dec-2020

Price and TP are in local currency

Source: FSSIA estimates

#### Jasmine International (JAS TB)



Naruedom Mujjalinkool started covering this stock from 05-May-2021

Price and TP are in local currency

Source: FSSIA estimates



#### True Corporation (TRUE TB) Jul-19 Jan-20 Jul-20 Jan-21 Jul-21 Jan-22 Jul-22 7 6 5 4 3 2 **True Corporation** Target Price (THB) Date Rating Target price Date Rating Target price Date Rating Target price HOLD 29-Dec-2020 REDUCE 3.00 19-Oct-2021 4.20 HOLD BUY 02-Mar-2021 3.30 13-Jun-2022 5.40

Naruedom Mujjalinkool started covering this stock from 29-Dec-2020

Price and TP are in local currency

Source: FSSIA estimates

#### Total Access Communication (DTAC TB)



Naruedom Mujjalinkool started covering this stock from 24-Dec-2020

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Advanced Info Service	ADVANC TB	THB 197.50	BUY	The key downside risks to our DCF-based TP are stronger-than-expected competition in the mobile market and the slower-than-expected adoption of 5G use cases.
Jasmine International	JAS TB	THB 3.60	REDUCE	The key upside risks to our SOTP-based TP include better-than-expected growth in FBB and ARPU and better-than-expected cost reduction.
True Corporation	TRUE TB	THB 4.64	BUY	The key downside risks to our DCF-based TP are if the 5G subscription gains and ARPU are worse than our expectation, if the company can reduce its costs worse than we expect and if there is a slower-than-expected adoption of 5G use cases.
Total Access Communication	DTAC TB	THB 44.75	BUY	The key downside risks to our DCF-based TP are if the amalgamation between DTAC and TRUE is unable to proceed, if there is stronger-than-expected competition in the mobile market, and if there is a faster or slower-than-expected adoption of 5G use cases.

Source: FSSIA estimates

#### Additional Disclosures

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited

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All share prices are as at market close on 01-Jul-2022 unless otherwise stated.

## **FINANSIA**

## **RECOMMENDATION STRUCTURE**

#### Stock ratings

Stock ratings are based on absolute upside or downside, which we define as (target price\* - current price) / current price.

BUY (B). The upside is 10% or more.

HOLD (H). The upside or downside is less than 10%.

REDUCE (R). The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

\* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

#### **Industry Recommendations**

**Overweight.** The analyst expects the fundamental conditions of the sector to be positive over the next 12 months. **Neutral.** The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months. **Underweight.** The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

#### **Country (Strategy) Recommendations**

**Overweight (O).** Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Neutral (N).** Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Underweight (U).** Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

## **FINANSIA**