

Results Comments

Total Access Communication (DTAC TB, HOLD, TP THB42) - 1Q22 earnings were in line with the market and our expectation

- The company's core net profit was at THB738m (+27% q-q, -30% y-y) in 1Q22 driven by cost optimization that continue to improve while its service revenue could maintained.
- Thanks to its cost optimization program, DTAC is still be able to maintain its operation cost. Their cost of service continue to drop, despite the higher expense from network expansion.
- Core service revenue was flat at THB14.1b (-2% q-q, -3% y-y) due to some impact from Covid, competition, and overall Thai economy that was slowdown.
- Mobile sub grew slightly by 1.6% q-q to 19.87m subs as a result of improved churn rate. However, their blended Average Revenue Per User (ARPU) continue to dropped by 3.3% q-q due to slow macroeconomic recovery from the pandemic and significantly aggressive competition.
- Maintain their 2022 guidance as follows;
 - Service revenue ex. IC: Flat to low single-digit growth
 - EBITDA: Flat to low single-digit growth
 - CAPEX: THB12-14b VS THB14.3b in 2021

Exhibit 5: DTAC - 1Q22 results review

	1Q21 (THB m)	4Q21 (THB m)	1Q22 (THB m)	----- Change ----- (q-q%)	(y-y%)
Operating Revenue	20,517	21,587	20,131	(6.7)	(1.9)
Operating Expense	(13,040)	(14,583)	(12,947)	(11.2)	(0.7)
EBITDA	7,477	7,004	7,184	2.6	(3.9)
<i>EBITDA margin (%)</i>	36	32	36	nm	nm
Depreciation & Amortization	(5,501)	(5,740)	(5,520)	(3.8)	0.4
EBIT	1,976	1,264	1,664	31.6	(15.8)
Finance expenses	(687)	(714)	(663)	(7.1)	(3.5)
Other income	(344)	(413)	(100)	(75.8)	(70.9)
Associates	12	13	(1)	n.a.	n.a.
Pretax profit	957	150	900	500.0	(6.0)
Tax	(135)	21	(174)	n.a.	28.9
<i>Tax rate (%)</i>	(14)	14	(19)	nm	nm
Net profit	822	171	726	324.6	(11.7)
Extra items	(231)	(410)	0	n.a.	n.a.
Core net profit	1,053	581	726	25.0	(31.1)
EPS (THB)	0.35	0.07	0.31	324.6	(11.7)
Core EPS (THB)	0.44	0.25	0.31	25.0	(31.1)

Sources: DTAC; FSSIA compilation

Exhibit 6: Operational statistics

Operational summary	1Q21	4Q21	1Q22	(q-q%)	(y-y%)
Total subscribers (m)	19.09	19.56	19.87	1.6	4.1
Postpaid (m)	6.15	6.19	6.20	0.2	0.8
Prepaid (m)	12.94	13.38	13.67	2.2	5.6
Blended ARPU (THB)	248	239	231	(3.3)	(6.9)
Postpaid APRU (THB)	501	494	488	(1.2)	(2.6)
Prepaid APRU (THB)	127	120	114	(5.0)	(10.2)

Sources: DTAC; FSSIA compilation

severe cases and deaths. "This is a critical point," he said, as the kingdom begins to ease travel restrictions. "Several countries are still battling infections."

Corporate news

- **Deadline for airport link talks extended** BANGKOK POST: The State Railway of Thailand (SRT) has agreed to extend a time frame to which it had previously agreed with two other parties as attempts to negotiate and finish amending the agreement for their joint investment in the high-speed train project linking three airports drag on. The three parties in discussion over the project linking Don Mueang, Suvarnabhumi and U-Tapao airports are the SRT, the Eastern Economic Corridor Office of Thailand (EECO) and the project's concessionaire, Asia Era One, said SRT governor Nirut Maneephaphan. "The SRT's decision to extend the time frame, previously agreed in a memorandum of understanding [MoU] signed by the three sides, was made in response to Asia Era One's refusal to acknowledge a Notice to Proceed [NTP] by the SRT," said Mr Nirut.
- **Calls for over-the-top video industry to be self-regulating** BANGKOK POST: Over-the-top (OTT) businesses should be self-regulating to ensure operational flexibility and enhance the business environment, which would be a boon for the labour market and the economy, according to a seminar held by Asia Internet Coalition, an industry association that gathers leading Asia-Pacific internet companies. "OTT business is making a greater impact on employment, revenue and the economy while providing more choices for consumers," said Suthikorn Kingkaew, project leader of Thammasat University Research and Consultancy Institute, at the seminar on innovative policy approaches to Thailand's digital economy. In 2020, the OTT video industry in Thailand created 45,106 jobs with a total economic impact of 74 billion baht, accounting for 0.47% of the country's GDP, he said. The economic impact of employment in the OTT video industry is valued at 27 billion baht, or 0.17% of Thailand's total GDP. In addition, the economic impact of the OTT video industry's spending on other industries, and the OTT video industry's employees' spending, is valued at 29 billion baht, or 0.19% of Thailand's total GDP.
- **NFT trading plummets as interest ebbs, Number of unique buyers drops sharply** BANGKOK POST: The global trading volume of non-fungible tokens (NFTs) plummeted to 83 billion baht in March from a record high of 157 billion baht in January, with the number of unique buyers declining each month. However, with NFTs' growth potential in the metaverse, certain NFT community members remain hopeful over its future in Thailand. NFTs, a type of digital asset linked to a digital file such as an image or a video, skyrocketed in popularity after one sold for 2.3 billion baht in March 2021. However, according to sales history data from CryptoSlam, NFT global transactions jumped to 157 billion baht in January 2022 before sinking to just 83 billion baht in March. The same data also shows that the NFT trading scene saw a rapid drop in unique buyers, from 900,000 in January and February to 664,077 in March. The NFT market stagnation has taken place since the 21-billion-baht digital heist of the NFT-based video game Axie Infinity and the depreciation of Twitter founder Jack Dorsey's first-ever-tweet NFT, which was originally sold for 99 million baht but is now attracting bids of only 231,200 baht, or 0.5% of the original purchase price.
- **Indonesia to allow key palm oil exports, sparking price swings** BANGKOK POST: Palm oil slumped on prospects that top producer Indonesia's surprise ban of cooking oil exports will not be strict as feared. Indonesia will only halt exports of bulk and packaged RBD palm olein, a higher value product that has been processed. Exports of crude palm oil and RBD palm oil will still be allowed, according to people familiar with the matter. RBD olein accounts for 30% to 40% of Indonesia's total palm oil exports. Benchmark futures initially rallied after Indonesia said on Friday that a shipment halt on all cooking oil will start from Thursday and last until the government deems a domestic shortage resolved. The announcement came as a shock to the market as a complete ban would worsen global food inflation and aggravate volatility in crop markets still reeling from the war.
- **Steel consumption plunges by over 14%** BANGKOK POST: Steel consumption in Thailand dropped by 14.3% year-on-year to 2.54 million tonnes between January and February due to a surge in Covid-19 infections, a shortage of construction workers and weak business sentiment, says Tata Steel Thailand Plc (TSTH), a unit of India's largest steelmaker. The Russia-Ukraine war is also feared to affect global steel prices, eventually dealing a further blow to the steel industry, said chief executive Rajiv Mangal. Domestic steel consumption stood at 2.97 million tonnes in the same two-month period last year. "The company remains positive about steel consumption in Thai and global markets, hoping the war will end soon," said Mr Mangal.
- **Car exports hit by parts crisis, Shortage cut March shipments by 10.2%** BANGKOK POST: Thailand's car exports in March dropped by 10.2% year-on-year to 93,840 units due to a shortage of semiconductors and auto parts, which could become even more scarce as a result of the Russia-Ukraine war, says the Federation of Thai Industries (FTI). The shortage has affected exports of many car models to the Australian, European and Asian markets, said Surapong Paisitpatanapong, vice-chairman of and spokesman for the FTI's automotive club. The Covid-19 lockdown in Shanghai has been one of the factors behind the shortage of auto parts, eventually impacting global supply chains in the automotive industry. "There are two key factories there which supply auto parts to Thailand and global markets. We expect the pandemic situation will get better soon," said Mr Surapong.

