

**Singapore Results Review** 

24 May 2024

# Singtel (ST SP)

# Value Realisation; Maintain BUY

Communications | Telecommunications

# Buy (Maintained)

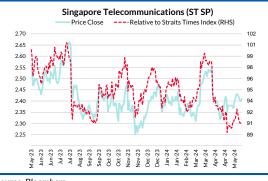
Target Price (Return):	SGD3.25 (+35%)
Price (Market Cap):	SGD2.41 (USD29,472m)
ESG score:	3.3 (out of 4)
Avg Daily Turnover (SGD/USD)	73.0m/53.8m

## Analyst

Singapore Research sg.research@rhbgroup.com

## Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	(2.4)	1.3	1.7	5.7	(5.1)
Relative	(4.9)	(0.2)	(2.6)	(1.1)	(8.3)
52-wk Price lov	2.25	-2.66			



Source: Bloomberg

### Overall ESG Score: 3.3 (out of 4)

### E: GOOD

Singtel is committed to keeping global temperature increases within 1.5°C and reaching net-zero emissions by 2050 and a 25% renewable energy target by 2025.The company actively participates in the GSM Association (GSMA) Board and its Climate Action Committee to lead the industry on a science-based sector-specific decarbonisation pathway.

### S: GOOD

Optus was hit by a cyber-security attack in Sep 2022 with personal information related to 9.8m subscribers compromised. In Nov 2023, a nationwide network outage occurred which led to the shutdown of Optus' mobile services for more than 12 hours.

### G: EXCELLENT

The Board is made up of 12 Directors of which 84% are independent, and 25% are women. There is full disclosure of director remuneration including salaries and bonuses on a named basis. Singtel regularly provides corporate updates to the investment community, embodying good transparency and disclosure practices.

• Keep BUY, with new SOP-based SGD3.25 TP from SGD3.15, 35% upside and c.6% FY25F (Mar) yield. We view Singtel's new absolute commitment on surplus cash to be returned and the sharpened narrative on earnings delivery positively. FY24 return on invested capital (ROIC) expanded further to 9.3% and is expected to rise to >10% in FY25F, based on our estimate. Capital management upside, ROIC accretion and price repair in key markets are key investment thesis and share price catalysts.

- **Resilient growth**. 4QFY24 core PAT (stripping out SGD2.5bn in impairments and one-offs in 2HFY24) of SGD579m (+3% QoQ, +19% YoY) brought FY24 core PAT to SGD2.26bn (+10.1%), 3% ahead of our forecast albeit a slight consensus miss (95%). Operating revenue and EBITDA fell 3.4% and 2.4% YoY with the 6% AUD against the SGD. However, lower depreciation expense and net financing cost bolstered the bottomline. A final 6 SG cent DPS brought full year core DPS to 11.2 SG cents, at 82% of core PAT (in line with 70-90% DPR guidance). A 3.8 SG cent additional DPS (surplus from capital recycling) puts total FY24 DPS at 15 SG cents, on par with FY23. Key FY24 results highlights and takeaways:
  - i. **Singapore.** EBIT narrowed 5.2% from higher network and digital investments. Mobile revenue grew 3%, helped by the recovery in roaming revenue. Notable synergies from the consumer and enterprise integration should be seen into FY25;
  - ii. **Optus turned in flat revenue and EBIT.** EBITDA was stable on cost optimisation. Further price uplifts in the market with the cost savings executed should see stronger EBIT uplift in FY25F (FY24: +0.5%);
  - iii. Associate contributions (+2.2% YoY) were lifted by Airtel India, Advanced Info Service (ADVANC TB, BUY, TP: THB259) and Globe, albeit partially offset by lower Telkomsel contributions;
  - iv. **Digital Infraco grew 8%** on data center (DC) revenue growth of 10% from price uplifts and higher utility revenue. EBITDA fell 4% from capacity build-up.
- New ST28 plan sees more capital management upside with a focus on earnings delivery. A new two-pronged strategic plan (ST28) to drive sustained value realisation has been unveiled alongside a commitment to return 3-6 SG cents pa in additional DPS pa (on top of the core DPR policy). This offers visibility and some certainty on the return of surplus cash with SGD6bn additional capital to be recycled in the mid-term.
- Minor forecast adjustments. Management expects EBIT (ex-associates) to grow at high single digit to low double digit for FY25F (FY23: + 4%, driven by: i) core improvements in key growth engines (NCS, Digital InfraCo), ii) SGD0.2m opex savings pa (communicated earlier), and iii) stronger associates. Our FY25F-26F core earnings are raised by 2-4%, with valuation rolled forward and FY27F introduced. Key risks: Competition, weaker-thanearnings/margins, and FX volatility. Our TP includes a 4% ESG premium.

Forecasts and Valuation	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
Total turnover (SGDm)	14,624	14,128	14,823	15,329	15,959
Recurring net profit (SGDm)	2,053	2,260	2,483	2,746	3,085
Recurring net profit growth (%)	6.8	10.1	9.9	10.6	12.4
Recurring P/E (x)	18.72	17.00	15.47	13.99	12.46
P/B (x)	1.5	1.6	1.6	1.5	1.5
P/CF (x)	5.99	6.19	5.52	5.21	5.17
Dividend Yield (%)	6.4	6.4	6.4	6.9	6.9
EV/EBITDA (x)	13.21	13.00	10.87	9.95	10.83
Return on average equity (%)	8.4	3.2	10.3	11.1	12.1
Net debt to equity (%)	35.5	29.2	29.2	28.9	46.0

Source: Company data, RHB



# **Financial Exhibits**

## **Communications** | Telecommunications

Asia	Financial summary (SGD)	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27
Singapore	Recurring EPS	0.13	0.14	0.16	0.17	0.19
Communications	DPS	0.15	0.16	0.16	0.17	0.17
Singtel	BVPS	1.57	1.50	1.53	1.57	1.63
ST SP	Return on average equity (%)	8.4	3.2	10.3	11.1	12.1
Buy	Valuation metrics	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
Valuation basis	Recurring P/E (x)	18.72	17.00	15.47	13.99	12.46
SOP	P/B (x)	1.5	1.6	1.6	1.5	1.5
SOP	FCF Yield (%)	11.1	10.6	12.4	13.5	13.6
(ou drivers	Dividend Yield (%)	6.4	6.4	6.4	6.9	6.9
Key drivers	EV/EBITDA (x)	13.21	13.00	10.87	9.95	10.83
<ul><li>i. Stronger earnings recovery;</li><li>ii. Cost efficiencies;</li></ul>	EV/EBIT (x)	43.81	40.56	34.90	29.95	36.99
iii. Revenue opportunities within the enterprise						
segment;	Income statement (SGDm)	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27
iv. Unlocking of asset value.	Total turnover	14,624	14,128	14,823	15,329	15,959
	Gross profit	3,490	3,378	4,107	4,516	4,580
ley risks	EBITDA	3,685	3,597	4,312	4,722	4,787
i. Competition;	Depreciation and amortisation	(2,574)	(2,444)	(2,969)	(3,153)	(3,385)
ii. Weaker-than-expected earnings/margins;	Operating profit	1,111	1,153	1,343	1,569	1,402
iii. FX volatility.	Net interest	(359)	(303)	(426)	(445)	C
Company Drofile	Pre-tax profit	3,211	1,722	3,460	3,878	4,417
Company Profile	Taxation	(978)	(919)	(969)	(1,124)	(1,325)
ingtel is the largest integrated telecommunications	Reported net profit	2,225	794	2,483	2,747	3,087
roup in the Asia Pacific with class leading mobile assets n Singapore, Australia, India, Indonesia, Thailand and hilippines, amongst others	Recurring net profit	2,053	2,260	2,483	2,746	3,085
milippines, amongst others	Cash flow (SGDm)	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27
	Cash flow from operations	6,419	6,211	6,959	7,371	7,437
	Capex	(2,162)	(2,150)	(2,200)	(2,199)	(2,198
	Cash flow from investing activities	(2,362)	(2,349)	(2,393)	(2,386)	(2,379)
	Dividends paid	(1,916)	(2,147)	(1,982)	(2,147)	(2,147)
	Cash flow from financing activities	(3,650)	(1,842)	(2,306)	(2,489)	(2,043)
	Cash at beginning of period	2,130	1,668	4,605	4,971	5,374
	Net change in cash	408	2,020	2,260	2,496	3,016
	Ending balance cash	2,538	3,688	6,865	7,467	8,389
	Balance sheet (SGDm)	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27
	Total cash and equivalents	1,668	4,605	4,971	5,374	998
	Tangible fixed assets	10,385	10,047	9,278	8,324	7,137
	Total assets	46,530	46,198	47,315	48,509	44,305
	Short-term debt	983	570	570	570	570
	Total long-term debt	9,910	11,330	11,830	12,330	12,830
	Total liabilities	20,517	21,234	21,858	22,461	17,328
	Total equity	26,013	24,964	25,457	26,048	26,977
	Total liabilities & equity	46,530	46,198	47,315	48,509	44,305
	Key metrics	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27
	Revenue growth (%)	(4.7)	(3.4)	4.9	3.4	4.1
	Recurrent EPS growth (%)	6.8	10.1	9.9	10.6	12.4
	Gross margin (%)	23.9	23.9	27.7	29.5	28.7
	Operating EBITDA margin (%)	25.2	25.5	29.1	30.8	30.0
	Net profit margin (%)	15.2	5.6	16.8	17.9	19.3
	Dividend payout ratio (%)	110.6	312.0	99.8	96.2	85.6
	Capex/sales (%)	14.8	15.2	14.8	14.3	13.8
	Caper/ Jaies (70)					

Source: Company data, RHB



# Singtel

# 24 May 2024

# Singapore Results Review

# Communications | Telecommunications

Figure 1. Results rev	view table								
FYE Mar (SGDm)	4QFY23	3QFY24	4QFY24	QoQ (%)	YoY (%)	FY23	FY24	YoY (%)	Comments
Group revenue	3,653.0	3,593.0	3,506.0	(2.4)	(4.0)	14,625.0	14,127.0	(3.4)	FX weakness with the AUD sliding 6% in FY24
Optus	1,821.0	1,802.0	1,757.0	(2.5)	(3.5)	7,569.0	7,131.0	(5.8)	Weaker AUD impacted translated revenue. Revenue was flat in AUD terms
Singtel Singapore	983.0	1,025.0	973.0	(5.1)	(1.0)	3,988.0	3,892.0	(2.4)	Lower ICT revenue YoY
NCS	769.0	701.0	737.0	5.1	(4.2)	2,728.0	2,834.0	3.9	Stronger growth across all segments of government, enterprise and telco
Digital InfraCo	108.0	109.0	102.0	(6.4)	(5.6)	383.0	414.0	8.1	Price uplifts on DC contracts and higher utility revenues
EBITDA	897.0	935.0	875.0	(6.4)	(2.5)	3,686.0	3,597.0	(2.4)	Cost optimisation efforts in Singapore and Australia
EBITDA margin	24.6%	26.0%	25.0%	(1.1)	0.4	25.2%	25.5%	0.3	
Share of associates	558.0	499.0	644.0	29.1	15.4	2,287.0	2,338.0	2.2	Led by Airtel, AIS and Globe, partially offset by lower contributions from Telkomsel due to stake dilution
- Airtel	174.0	146.0	232.0	58.9	33.3	694.0	755.0	8.8	Steep depreciation of the Naira impacted Airtel Africa
- Telkomsel	196.0	179.0	196.0	9.5	0.0	862.0	806.0	(6.5)	Lower stake in Telkomsel
- AIS	77.0	77.0	91.0	18.2	18.2	297.0	339.0	14.1	
- Globe Telecom	78.0	64.0	82.0	28.1	5.1	301.0	287.0	(4.7)	
- Intouch	29.0	44.0	36.0	(18.2)	24.1	113.0	148.0	31.0	
- Others	4.0	(11.0)	7.0	(163.6)	75.0	20.0	4.0	(80.0)	Includes start-up losses from GXS Bank
EBITDA and share of associates	1,457.0	1,434.0	1,519.0	5.9	4.3	5,973.0	5,935.0	(0.6)	
Depreciation	(654.0)	(611.0)	(626.0)	2.5	(4.3)	(2,575.0)	(2,444.0)	(5.1)	
EBIT	803.0	823.0	893.0	8.5	11.2	3,398.0	3,491.0	2.7	
PBT	731.0	732.0	809.0	10.5	10.7	3,039.0	3,188.0	4.9	
Tax	(241.0)	(170.0)	(228.0)	34.1	(5.4)	(979.0)	(919.0)	(6.1)	
MI	(2.0)	(2.0)	(2.0)	nm	nm	(9.0)	(8.0)	nm	
Core net profit	488.0	560.0	579.0	3.4	18.6	2,051.0	2,261.0	10.2	Broadly in line with estimates
Exceptional Items	35.0	(94.0)	(2,387.0)	nm	nm	172.0	(1,466.0)	nm	
Reported net profit	523.0	466.0	(1,808.0)	(488.0)	(445.7)	2,223.0	795.0	(64.2)	Reported net profit

Source : Company data, RHB

# Figure 2: SOP valuation

	Stake	Value (SGDm)	Attributable value (SGDm)	Value/share (SGD)	% of total	Basis
<u>Subsidiaries</u>						
Singtel Spore	100%	10,656.3	10,656.3	0.65	15.0	5x CY25F EV/EBITDA
Optus Australia	100%	10,132.3	10,132.3	0.61	14.2	5x CY25F EV/EBITDA
Total subsidiaries			20,788.6	1.26	29.2	
<u>Associates</u>						
Bharti Airtel	29.0%	119,583.9	34,679.3	2.10	48.7	Market price
Telkomsel	30.1%	19,069.8	5,740.0	0.35	8.1	RHB's valuation
AIS	23.3%	27,182.6	6,333.6	0.38	8.9	RHB TP
Globe	22.3%	6,102.2	1,360.8	0.08	1.9	Market price
Intouch	25.0%	8,073.3	2,017.5	0.12	2.8	Market price
SingPost	25.5%	1,111.4	283.4	0.02	0.4	Market price
Total associates			50,414.6	3.05	70.8	
Grand Total			71,203.2	4.31		
Net debt			(7,295.0)	-0.44		
Equity Valuation			63,908.2	3.87		
Holdco discount				-0.77		
ESG premium/(discount)				0.15		
Target Price (SGD)				3.25		



## 24 May 2024

## **Communications** | Telecommunications

# **Emissions And ESG**

### **Trend analysis**

Total tCO2e emissions saw a notable decline in FY23, in part due to the significant 56.2% reduction in Scope 3 emissions from a change in definitions for purchased goods and services and capital goods. Both Scope 1-2 emissions saw a 20.4% reduction in 2023 against the 2015 baseline, on track to achieve the target 25% reduction by 2025

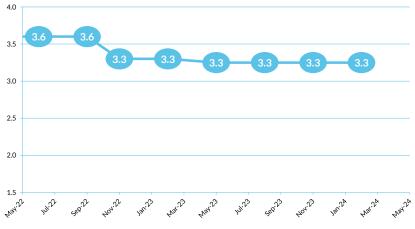
6,322	6,251	-
88,622	432,706	-
.46,316	3,568,342	-
41,260	4,007,299	na
1	6,322 488,622 146,316 541,260	488,622     432,706       146,316     3,568,342

ompany data, RHE

# Latest ESG-Related Developments

• On Nov 8 2023, Optus network was down for over 12 hours nationwide with the company attributing it to technical issues

# **ESG Rating History**



Source: RHB

# **Recommendation Chart**



Date	Recommendation	Target Price	Price
2024-02-26	Buy	3.15	2.34
2023-11-10	Buy	3.20	2.36
2023-09-18	Buy	3.40	2.41
2023-05-25	Buy	3.40	2.53
2022-11-11	Buy	3.30	2.69
2022-05-29	Buy	3.55	2.70
2021-10-04	Buy	3.37	2.46
2021-08-12	Buy	3.00	2.37
2021-07-13	Buy	3.00	2.29
2021-05-27	Buy	3.30	2.45
2020-11-12	Buy	3.10	2.23
2020-10-01	Buy	3.10	2.15
2020-08-18	Buy	3.20	2.35
2020-02-14	Neutral	3.45	3.22
2019-11-15	Neutral	3.50	3.18

Source: RHB, Bloomberg



#### **RHB** Guide to Investment Ratings

Buy:	Share price may exceed 10% over the next 12 months
Trading Buy:	Share price may exceed 15% over the next 3 months, however longer-
	term outlook remains uncertain
Neutral:	Share price may fall within the range of +/- 10% over the next
	12 months
Take Profit:	Target price has been attained. Look to accumulate at lower levels
Sell:	Share price may fall by more than 10% over the next 12 months
Not Rated:	Stock is not within regular research coverage

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### **KUALA LUMPUR**

RHB Investment Bank Bhd Level 3A, Tower One, RHB Centre Jalan Tun Razak Kuala Lumpur 50400 Malaysia Tel :+603 2302 8100 Fax :+603 2302 8134

### BANGKOK

#### RHB Securities (Thailand) PCL 10th Floor, Sathorn Square Office Tower 98, North Sathorn Road, Silom Bangrak, Bangkok 10500 Thailand Tel: +66 2088 9999 Fax :+66 2088 9799

### JAKARTA

PT RHB Sekuritas Indonesia Revenue Tower, 11th Floor, District 8 - SCBD JI. Jendral Sudirman Kav 52-53 Jakarta 12190 Indonesia Tel: +6221 509 39 888 Fax:+6221 509 39 777

## SINGAPORE

## **RHB Bank Berhad (Singapore branch)**

90 Cecil Street #04-00 RHB Bank Building Singapore 069531 Fax: +65 6509 0470

