

Singapore Company Update

7 April 2023

Communications | Telecommunications

Singtel (ST SP)

Buy (Maintained)

Indonesia Associate Inks FMC CSA; Keep BUY

 Target Price (Return):
 SGD3.30 (31.0%)

 Price (Market Cap):
 SGD2.52 (USD31,373m)

 ESG score:
 3.30 (out of 4)

 Avg Daily Turnover (SGD/USD)
 54.9m/41.2m

Keep BUY and SGD3.30 TP (SOP), 31% upside, c.5% FY23-F24F yields.
We believe Singtel's Indonesian associate's integration with its parent's
fixed broadband (FBB) business (IndiHome) will expand its addressable
market and drive customer stickiness with potential for greater ARPU uplift.
We also see Singtel paying FY23F DPS at the top-end of guidance. Our TP
factors in a 6% ESG premium based on our in-house methodology.
Competition, weaker than expected earnings, and FX volatility are key risks.

Singapore Research sg.research@rhbgroup.com

• Fixed-mobile convergence (FMC) deal signed. Singtel's 35%-owned associate Telekomunikasi Selular (Telkomsel) has inked a conditional spinoff agreement (CSA) that will see parent Telkom Indonesia's (TLKM IJ, BUY, TP: IDR5,030) wholly-owned fibre broadband wing integrated into Telkomsel's mobile business. This transaction crystallises the FMC strategy articulated earlier and is consistent with Singtel's business pivot towards high-growth assets. Globally, there is some evidence of FMC serving as a potent acquisition tool to snare and lock-in mobile subscribers from rivals.

Share Performance (%)

- YTD 1m 3m 6m 12m Absolute (2.0)6.3 0.0 (1.2)(5.3)Relative (4.1)3.6 (0.8)(6.5)(1.6)52-wk Price low/high (SGD) 2.33 - 2.83
- Stake dilution should be viewed in the context of a larger addressable market. The CSA will see Telkomsel issue new shares to TLKM, which would reduce Singtel's effective interest to 30.1% from 35% post the subscription of pre-emptive rights. Meanwhile, TLKM's direct stake will rise to 69.9% from 65%. We note that this stake dilution needs to be viewed in the context of the larger addressable FBB market and Indonesia's still modest FBB penetration of 14% relative to its ASEAN peers' >40%. The purchase consideration of IDR58.3trn (SGD5.1bn) values IndiHome at under 5x trailing (FY22) EBITDA.

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•	Revenue and cost synergies. We see synergies from the cross-selling of
	bundled offerings, savings in customer acquisition and distribution costs
	(integrated distribution channels), and some network opex, eg backend,
	backhaul fibre, etc. This would transform Telkomsel into Indonesia's largest
	integrated FBB and mobile operator with market share leadership of c.75%
	and >50% in the two segments. IndiHome's extensive fibre footprint (97.5%
	of cities/districts across Indonesia) presents good revenue upside, in our
	view, with Telkomsel's mobile base being low-hanging fruit. More
	importantly, FMC would allow TLKM and Telkomsel to drive customer
	stickiness/retention (lower subs churn) and provide seamless connectivity
	with good potential for ARPU uplift, given that FBB ARPUs are some 6x
	higher than blended industry mobile ARPUs. Management expects the
	integration to be earnings-accretive pre-synergies by FY26 (FY24 with
	synergies).
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Source: Bloomberg

Overall ESG Score: 3.30 (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. A sum of AUD140m has been provided for in 1HFY23 in the form of customer related actions. The group invests significantly in its employees' training and development programmes to build a future-ready workforce, and its gender diversity efforts have been constantly recognised by external parties, including being listed in the Bloomberg Gender-Equality Index

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 remunerations, including salaries and bonuses on a named basis. Singtel regularly provides corporate updates to the investment community, embodying good transparency and disclosure practices

Forecasts and Valuation	Mar-21	Mar-22	Mar-23F	Mar-24F	Mar-25F
Total turnover (SGDm)	15,644	15,339	16,087	16,590	17,141
Recurring net profit (SGDm)	1,733	1,922	2,279	2,718	2,942
Recurring net profit growth (%)	(29.4)	10.9	18.6	19.2	8.3
Recurring P/E (x)	23.18	20.90	17.63	14.78	13.66
P/B (x)	1.5	1.4	1.4	1.4	1.3
P/CF (x)	5.62	5.55	6.05	5.60	5.36
Dividend Yield (%)	3.0	3.8	4.9	4.9	4.9
EV/EBITDA (x)	13.65	13.25	12.68	11.21	10.42
Return on average equity (%)	6.5	7.0	8.0	9.3	9.8
Net debt to equity (%)	45.7	34.6	36.4	36.1	34.3

Source: Company data, RHB

Singtel

Financial Exhibits

Asia Singapore Communications Singtel ST SP Buy

Valuation basis

SOP

Key drivers

- Stronger earnings recovery;
- ii. Cost efficiencies;
- iii. Revenue opportunities within the enterprise segment;
- iv. Unlocking of asset values.

Key risks

- Stronger-than-expected mobile competition;
- Higher-than-expected capex;
- iii. Currency volatility.

Company Profile

Singlel is the largest integrated telecommunications group in Asia-Pacific with class-leading mobile assets in Singapore, Australia, India, Indonesia, Thailand, and the Philippines amongst others.

Financial summary (SGD)	Mar-21	Mar-22	Mar-23F	Mar-24F	Mar-25F
Recurring EPS	0.11	0.12	0.14	0.17	0.18
DPS	0.08	0.10	0.12	0.12	0.12
BVPS	1.66	1.76	1.81	1.86	1.92
Return on average equity (%)	6.5	7.0	8.0	9.3	9.8
Valuation metrics	Mar-21	Mar-22	Mar-23F	Mar-24F	Mar-25F
Recurring P/E (x)	23.18	20.90	17.63	14.78	13.66
P/B (x)	1.5	1.4	1.4	1.4	1.3
FCF Yield (%)	12.3	12.5	10.0	12.4	13.2
Dividend Yield (%)	3.0	3.8	4.9	4.9	4.9
EV/EBITDA (x)	13.65	13.25	12.68	11.21	10.42
EV/EBIT (x)	45.61	47.80	39.95	30.12	28.40
Income statement (SGDm)	Mar-21	Mar-22	Mar-23F	Mar-24F	Mar-25F
Total turnover	15,644	15,339	16,087	16,590	17,141
Gross profit	3,690	3,614	3,791	4,330	4,650
EBITDA	3,832	3,767	3,994	4,534	4,855
Depreciation and amortisation	(2,685)	(2,723)	(2,726)	(2,846)	(3,073)
Operating profit	1,147	1,044	1,268	1,688	1,782
Net interest	(395)	(313)	(424)	(442)	(460)
Pre-tax profit	2,550	2,867	3,176	3,786	4,098
Taxation	(811)	(934)	(889)	(1,060)	(1,148)
Reported net profit	1,733	1,922	2,279	2,718	2,942
Recurring net profit	1,733	1,922	2,279	2,718	2,942
Trecuming her profit	1,733	1,922	2,219	2,710	2,342
Cash flow (SGDm)	Mar-21	Mar-22	Mar-23F	Mar-24F	Mar-25F
Cash flow from operations	7,145	7,244	6,636	7,178	7,501
Capex	(2,214)	(2,217)	(2,600)	(2,200)	(2,200)
Cash flow from investing activities	(2,414)	(2,417)	(2,800)	(2,399)	(2,391)
Dividends paid	(1,723)	(1,176)	(1,551)	(1,959)	(1,958)
Cash flow from financing activities	(3,811)	(4,599)	(1,875)	(2,300)	(2,313)
Cash at beginning of period	1,000	755	2,130	1,876	2,176
Net change in cash	920	228	1,961	2,479	2,797
Ending balance cash	1,920	983	4,091	4,355	4,973
Balance sheet (SGDm)	Mar-21	Mar-22	Mar-23F	Mar-24F	Mar-25F
Total cash and equivalents	755	2,130	1,876	2,176	2,896
Tangible fixed assets	11,534	10,892	10,766	10,120	9,247
Total assets	47,999	49,132	50,170	51,430	53,040
Short-term debt	2,034	1,614	1,614	1,614	1,614
Total long-term debt	10,831	10,254	10,754	11,254	11,754
Total liabilities	21,488	21,023	21,342	21,851	22,486
Total equity	26,511	28,109	28,829	29,579	30,555
Total liabilities & equity	47,999	49,132	50,170	51,430	53,040
Key metrics	Mar-21	Mar-22	Mar-23F	Mar-24F	Mar-25F
Revenue growth (%)	(5.4)	(1.9)	4.9	3.1	3.3
Recurrent EPS growth (%)	(29.4)	10.9	18.6	19.2	8.3
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23.6

24.5

11.1

70.7

14.2

2.90

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79.0

14.5

3.34

23.6

24.8

14.2

86.0

16.2

2.99

26.1

27.3

16.4

72.1

13.3

3.82

27.1

28.3

17.2

66.6

12.8

3.87

Source: Company data, RHB



Gross margin (%)

Capex/sales (%)

Interest cover (x)

Net profit margin (%)

Dividend payout ratio (%)

Operating EBITDA margin (%)

Recommendation Chart

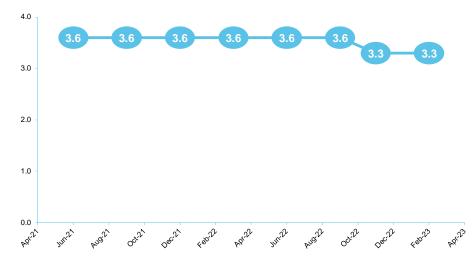


Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
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
2019-08-08	Neutral	3.40	3.26
2019-07-23	Neutral	3.40	3.52
2019-05-15	Neutral	3.35	3.13
2019-03-11	Neutral	3.09	2.93

Source: RHB, Bloomberg

ESG Rating History



Source: RHB

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 9280 8888 Fax: +603 9200 2216

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 Jl. 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