

4Q24: Going from strength to strength

ADVANC reported 4Q24 net profit of Bt9.3bn, up 32.2% YoY and 5.4% QoQ. This is 6.6% above INVX and 4.1% above consensus, driven by higher-than-expected mobile revenue and handset margin. We therefore revise up our 2025F by 12.9% to Bt38.5bn (+10.5% YoY). We expect the outperformance YTD to continue due to: 1) decent dividend yield, 2) strong 1Q25F earnings and 3) possible earnings upside from the upcoming license auction. We maintain OUTPERFORM with a new DCF-based end-2025 TP of Bt330 from Bt300 after raising earnings (6% WACC and 2% LTG). Our TP does not factor in upside from the license auction.

Catalyst #1: 4Q24 earnings beat expectations. 4Q24 net profit was Bt9.3bn, up 32.2% YoY and 5.4% QoQ and beating INVX by 6.6% and consensus by 4.1%. The surprises lay in stronger-than-expected mobile revenue and handset margin. Mobile revenue (55.9% of total revenue) was Bt31.7bn, growing 5.5% YoY and 2.5% QoQ, driven by recovery in the tourist segment, both inbound and outbound. In the quarter, ADVANC achieved blended ARPU of Bt228, up 2% YoY and 2.3% QoQ. For net adds, the company reported a net loss of 521.1k, but this was due to tourist SIM re-definition. FBB revenue (13.4% of total revenue) was Bt7.6bn, up 51% YoY from the contribution of TTTBB and 2.2% QoQ from subscriber base and ARPU expansion. ADVANC reported ARPU of Bt509, up 3.9% YoY and 0.9% QoQ. This brought 2024 core profit to Bt34.8bn, up 22.4% from 2023 and 10.4% above our full-year forecast. ADVANC also announced a 2H24 DPS of Bt5.74 (95% payout and 2.1% yield), XD on Feb 20.

Catalyst #2: Encouraging 2025 guidance; raise our forecast. ADVANC released its 2025 financial guidance in which it targets core service revenue and EBITDA growth of 3-5% and capex of Bt26-27bn. This does not factor in the spectrum auction and assumes the 2100MHz agreement with NT remains until year-end. We had forecast 2.7% core service revenue growth with EBITDA of 2.5%. In view of the 4Q24 beat, we raise our 2025F by 12.9% to Bt38.5bn (+10.5% YoY) after raising our core service revenue growth assumption to 3.5% from 2.7%. We also lifted our handset margin assumption to 5% from 1% to reflect the strong 2024 handset margin of 5.6%. We now expect 2025F core service revenue growth of 3.5% with EBITDA growing 3%.

Catalyst #3: Strong earnings to continue in 1Q25F. We expect ADVANC to report YoY and QoQ growth in 1Q25, with YoY growth fueled by ongoing recovery in tourism and QoQ growth from lower marketing expenses as 4Q is normally high season for marketing spending.

Action & recommendation. ADVANC share price has already outperformed the SET by 6% YTD and we believe this will continue for the next three months. Backing this is: 1) decent yield at 2.1% for a holding period of less than one month, 2) stronger earnings in 1Q25F and 3) continued expectation of earnings upside after the spectrum auction, possibly in 2Q25, which is not in our forecast.

Risks and concerns. Weak economic recovery would hamper ARPU uplift in the mobile and FBB businesses. Key ESG risk for the company is in the arena of cybersecurity and data privacy for subscribers.

Forecasts and valuation

Year to 31 Dec	Unit	2023	2024	2025F	2026F	2027F
Revenue	(Btmn)	188,873	213,569	219,753	224,389	228,718
EBITDA	(Btmn)	94,076	111,948	115,252	117,897	120,207
Core profit	(Btmn)	28,467	34,836	38,488	41,826	45,086
Reported profit	(Btmn)	29,086	35,075	38,488	41,826	45,086
Core EPS	(Bt)	9.57	11.71	12.94	14.06	15.16
DPS	(Bt)	8.61	10.61	11.65	12.66	13.64
P/E, core	(x)	29.3	23.9	21.6	19.9	18.5
EPS growth, core	(%)	9.3	22.4	10.5	8.7	7.8
P/BV, core	(x)	9.2	8.6	8.1	7.7	7.3
ROE	(%)	32.3	37.1	38.5	39.6	40.4
Dividend yield	(%)	3.1	3.8	4.2	4.5	4.9
EV/EBITDA	(x)	10.0	8.2	7.8	7.4	7.1

Source: InnovestX Research

Tactical: OUTPERFORM (3-month)

Stock data

Last close (Feb 7) (Bt)	280.00
Target price (Bt)	330.00
Mkt cap (Btbn)	832.78

12-m high / low (Bt)	299 / 193
Avg. daily 6m (US\$mn)	48.76
Foreign limit / actual (%)	48 / 38
Free float (%)	36.2
Outstanding Short Position (%)	0.12

Share price performance

(%)	1M	3M	12M
Absolute	(1.4)	(1.1)	30.8
Relative to SET	6.7	13.0	41.7

INVX core earnings vs consensus

Earnings vs consensus	2025F	2026F
Consensus (Bt mn)	37,862	40,590
INVX vs Consensus (%)	1.7	3.0

Earnings momentum	YoY	QoQ
INVX 1Q25 core earnings	Up	Up

2024 Sustainability/2023 ESG Score

SET ESG Ratings	AA
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Bloomberg ESG Score and Rank in the sector

ESG Score and Rank	3.69	1/38
Environmental Score and Rank	3.17	4/38
Social Score and Rank	3.38	2/38
Governance Score and Rank	4.81	1/38

Source: SET, InnovestX Research, Bloomberg Finance L.P.

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Value proposition

ADVANC has the highest market share in Thailand's mobile telecom space and the highest spectrum holdings among other operators. It currently has 700MHz (15MHz bandwidth capacity), 900MHz (10MHz), 1800MHz (20MHz), 2100MHz (30MHz), 2600MHz (100MHz) and 26GHz (1200MHz). This ensures it can provide good service quality to customers.

Business outlook

Business is recovering as more tourists bring in more roaming revenue. Additionally, we see a better industry outlook after the number of mobile phone players shrank to just two. The monetization of its 5G business is still a key focus in the long-term. However, we are starting to see ADVANC attempt to broaden its revenue stream from businesses such as enterprise non-mobile segment and financial services (MOU with KTB for a virtual bank). This could be a new long-term earnings growth driver, although the contribution would be small initially. The acquisition of TTTBB and 3BBIF also offers long-term benefit from cross-selling opportunities and cost synergy as well as increased network coverage.

Bullish views	Bearish views
1. Easing pricing competition in mobile and FBB businesses post market consolidation	1. Spectrum auction could create negative sentiment toward the stock with potential earnings downside
2. Cost synergy comes faster than expected	2. Stretch valuation
3. Earnings upside from spectrum auction	

Key catalysts

Factor	Event	Impact	Comment
Near-term earnings outlook	1Q25F earnings momentum	growing YoY and QoQ	QoQ growth to be supported by lower marketing expenses while YoY growth comes from cost synergy and ongoing growth of its core businesses.
Factors to watch in 2025	Spectrum auction	Positive	We expect bidding competition to be mild as there are only two key operators in Thailand. This would lead to earnings upside to our forecast.

Sensitivity analysis

Factor	Earnings impact	TP impact
1ppt change in mobile service revenue	3.0%	Bt5/sh.

Our view on ESG

ADVANC is chiefly involved with the provision of mobile and FBB services which by nature do not have high emissions. It also has excellent CG scoring. Overall, we have no issues related to ESG for the company.

ESG Ratings and Indices

Bloomberg ESG Financial Materiality Score 3.69 (2023)

Rank in Sector 1/38

Environmental Issue (E)

- ADVANC has committed to net zero target by 2050 with a goal of reducing GHG emissions intensity as calculated from the ratio of direct and indirect emissions to data traffic by 90% compared to the baseline in 2015.
- To achieve its GHG target, ADVANC has increased the percentage of energy from renewable sources from 0.5% in 2020 to 2.3% in 2023.
- ADVANC is in compliance with Electronic Product and Equipment Disposal Act and has its short-term target and long-term target to be zero e-waste to landfill.
- We view ADVANC has lower total GHG emission than sector average which showed its commitments on key environment issues.

Governance Issue (G)

- In 2023, ADVANC's board of directors consisted of 11 directors: 2 female members (18% of the entire board), 4 independent directors (36% of the entire board), and 9 non-executive directors (82% of the entire board). Lack of gender diversity might limit perspective variety in strategic decision.
- In 2023, its chairman of board was not the highest-ranking executive, enhancing the effectiveness on business oversight.
- In 2023, it had corporate sustainability policy and report. Its sustainability disclosure aligned with guidelines from GRI, SASB, TCFD and SGS.

	CG Rating	DJSI	SETESG	SET ESG Ratings
ADVANC	5	Yes	Yes	AA

Source: Thai Institute of Directors and SET

Social Issue (S)

- ADVANC expands AUNJAI CYBER project, enhancing digital technology skills, and building cybersecurity awareness for 322,000 people.
- ADVANC creates the Thailand Cyber Wellness Index (TCWI) as a standard to build the digital citizenship for Thais.
- By 2025, ADVANC targets to enhance cybersecurity and data privacy to protect the critical business value chains by 2025.
- By 2027, ADVANC targets to uphold security standards equivalent or better than our peer group of companies in our industry and our region as verified by an independent third party.

ESG Financial Materiality Score and Disclosure

	2022	2023
ESG Financial Materiality Score	3.78	3.69
Environment Financial Materiality Score	3.19	3.17
Emissions Reduction Initiatives	Yes	Yes
GHG Scope 1 ('000 metric tonnes)	7.41	9.35
GHG Scope 2 Location-Based ('000 metric tonnes)	668.09	694.91
Energy Efficiency Policy	Yes	Yes
Renewable Energy Use ('000 megawatt hours)	24.19	32.76
Waste Reduction Policy	Yes	Yes
Environmental Supply Chain Management	Yes	Yes
Social Financial Materiality Score	3.48	3.38
Human Rights Policy	Yes	Yes
Consumer Data Protection Policy	Yes	Yes
Equal Opportunity Policy	Yes	Yes
Equal Opportunity Policy	Yes	Yes
Business Ethics Policy	Yes	Yes
Anti-Bribery Ethics Policy	Yes	Yes
Employee Turnover (%)	12.86	16.11
Governance Financial Materiality Score	4.94	4.81
Board Size (persons)	11	11
Number of Non Executive Directors on Board (persons)	10	9
Number of Women on Board (persons)	2	2
Number of Women on Board (persons)	2	2
Number of Independent Directors (persons)	4	4
Employee CSR Training	No	No

Source: Bloomberg Finance L.P.

Disclaimer

Bloomberg ESG Scores rate companies on their level of management of financially material industry-specific ESG issues. Bloomberg offers four financially material scores, for overall ESG, as well as Environmental, Social, and Governance. Values range from 0 to 10; 10 is best. To review the fully transparent methodology, see ESG Financial Materiality Score Model in Bloomberg.

Financial statement

Profit and Loss Statement

FY December 31	Unit	2020	2021	2022	2023	2024	2025F	2026F	2027F
Total revenue	(Btmn)	172,890	181,333	185,485	188,873	213,569	219,753	224,389	228,718
Cost of goods sold	(Btmn)	(110,848)	(121,453)	(126,172)	(125,387)	(135,394)	(137,427)	(137,333)	(137,288)
Gross profit	(Btmn)	62,042	59,880	59,313	63,486	78,175	82,326	87,056	91,431
SG&A	(Btmn)	(24,499)	(21,846)	(22,486)	(22,978)	(27,791)	(27,790)	(28,346)	(28,913)
Other income	(Btmn)	969	1,273	658	847	578	711	569	710
Interest expense	(Btmn)	(5,917)	(5,626)	(5,230)	(6,145)	(9,185)	(8,475)	(8,362)	(8,249)
Pre-tax profit	(Btmn)	32,595	33,680	32,255	35,210	41,778	46,772	50,917	54,979
Corporate tax	(Btmn)	(5,089)	(5,970)	(6,168)	(6,909)	(7,992)	(9,354)	(10,183)	(10,996)
Equity a/c profits	(Btmn)	(70)	(141)	(36)	168	1,052	1,073	1,094	1,105
Minority interests	(Btmn)	(3)	(2)	(3)	(3)	(2)	(2)	(2)	(2)
Core profit	(Btmn)	27,433	27,568	26,048	28,467	34,836	38,488	41,826	45,086
Extra-ordinary items	(Btmn)	2	(646)	(37)	620	239	0	0	0
Net Profit	(Btmn)	27,434	26,922	26,011	29,086	35,075	38,488	41,826	45,086
EBITDA	(Btmn)	90,034	92,463	90,261	94,076	111,948	115,252	117,897	120,207
Core EPS	(Btmn)	9.23	9.27	8.76	9.57	11.71	12.94	14.06	15.16
Net EPS	(Bt)	9.23	9.05	8.75	9.78	11.79	12.94	14.06	15.16
DPS	(Bt)	6.92	7.69	7.69	8.61	10.61	11.65	12.66	13.64

Balance Sheet

FY December 31	Unit	2020	2021	2022	2023	2024	2025F	2026F	2027F
Total current assets	(Btmn)	42,155	35,566	34,338	41,838	50,027	82,970	121,633	158,476
Total fixed assets	(Btmn)	291,460	300,192	275,878	361,603	325,766	306,015	276,140	248,200
Total assets	(Btmn)	350,171	356,222	337,044	454,439	431,432	444,939	454,046	463,269
Total loans	(Btmn)	98,050	87,828	84,410	127,244	108,821	113,000	113,000	113,000
Total current liabilities	(Btmn)	95,039	92,590	96,504	133,685	103,594	109,876	111,731	113,400
Total long-term liabilities	(Btmn)	179,443	181,807	154,723	230,076	230,514	232,221	233,663	235,119
Total liabilities	(Btmn)	274,481	274,397	251,227	363,761	334,108	342,097	345,393	348,519
Paid-up capital	(Btmn)	2,974	2,974	2,974	2,974	2,974	2,974	2,974	2,974
Total equity	(Btmn)	75,689	81,825	85,816	90,678	97,324	102,843	108,652	114,750
BVPS	(Bt)	25.41	27.47	28.81	30.45	32.69	34.54	36.50	38.55

Cash Flow Statement

FY December 31	Unit	2020	2021	2022	2023	2024	2025F	2026F	2027F
Core Profit	(Btmn)	27,433	27,568	26,048	28,467	34,836	38,488	41,826	45,086
Depreciation and amortization	(Btmn)	51,842	53,374	52,902	52,880	61,228	60,377	58,844	57,343
Operating cash flow	(Btmn)	83,310	88,308	77,961	84,280	107,769	96,370	96,726	97,236
Investing cash flow	(Btmn)	(67,450)	(62,333)	(55,777)	(97,516)	(53,487)	(44,903)	(33,248)	(33,452)
Financing cash flow	(Btmn)	(17,076)	(31,657)	(25,909)	18,966	(46,418)	(28,792)	(36,018)	(38,990)
Net cash flow	(Btmn)	(1,216)	(5,681)	(3,726)	5,730	7,863	22,675	27,460	24,794

Key Financial Ratios

FY December 31	Unit	2020	2021	2022	2023	2024	2025F	2026F	2027F
Gross margin	(%)	35.9	33.0	32.0	33.6	36.6	37.5	38.8	40.0
Operating margin	(%)	21.7	21.0	19.9	21.4	23.6	24.8	26.2	27.3
EBITDA margin	(%)	52.1	51.0	48.7	49.8	52.4	52.4	52.5	52.6
EBIT margin	(%)	45.7	44.6	42.5	42.9	44.4	44.3	44.3	44.1
Net profit margin	(%)	15.9	14.8	14.0	15.4	16.4	17.5	18.6	19.7
ROE	(%)	37.8	35.0	31.1	32.3	37.1	38.5	39.6	40.4
ROA	(%)	8.6	7.8	7.5	7.2	7.9	8.8	9.3	9.8
Net D/E	(x)	1.1	0.9	0.9	1.2	0.9	0.7	0.4	0.1
Interest coverage	(x)	15.2	16.4	17.3	15.3	12.2	13.6	14.1	14.6
Debt service coverage	(x)	3.7	4.7	3.5	1.5	3.7	3.4	3.5	3.6
Payout Ratio	(%)	75.0	84.9	87.9	88.0	90.0	90.0	90.0	90.0

Main Assumptions

FY December 31	Unit	2020	2021	2022	2023	2024	2025F	2026F	2027F
Service revenue ex. IC growth yoy	(%)	(5.1)	1.1	1.6	4.2	17.2	3.5	2.5	2.2
Mobile revenue	(Btmn)	118,082	117,244	116,695	118,129	123,802	126,897	129,435	132,024
FBB revenue	(Btmn)	6,960	8,436	10,063	13,621	29,441	31,355	32,609	33,587
SIM and Handset margin	(%)	0.9	0.9	1.0	1.8	5.6	5.0	5.0	5.0

Financial statement

Profit and Loss Statement

FY December 31	Unit	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24
Total revenue	(Btmn)	46,712	44,774	46,069	51,318	53,293	51,332	52,209	56,736
Cost of goods sold	(Btmn)	(31,702)	(29,704)	(30,306)	(33,674)	(34,875)	(32,300)	(32,623)	(35,597)
Gross profit	(Btmn)	15,010	15,070	15,762	17,644	18,418	19,032	19,586	21,138
SG&A	(Btmn)	(5,601)	(4,947)	(4,993)	(7,438)	(5,890)	(6,574)	(7,365)	(7,962)
Other income	(Btmn)	134	90	500	124	172	140	111	155
Interest expense	(Btmn)	(1,250)	(1,333)	(1,366)	(2,196)	(2,300)	(2,391)	(2,293)	(2,201)
Pre-tax profit	(Btmn)	8,294	8,880	9,903	8,133	10,400	10,208	10,039	11,131
Corporate tax	(Btmn)	(1,597)	(1,723)	(1,887)	(1,702)	(1,993)	(1,987)	(1,865)	(2,147)
Equity a/c profits	(Btmn)	(2)	2	9	159	242	284	251	276
Minority interests	(Btmn)	(1)	(1)	(1)	0	(0)	(0)	(1)	(0)
Core profit	(Btmn)	6,694	7,158	8,024	6,590	8,649	8,504	8,424	9,259
Extra-ordinary items	(Btmn)	62	22	123	412	(198)	73	364	(0)
Net Profit	(Btmn)	6,757	7,180	8,146	7,003	8,451	8,577	8,788	9,259
EBITDA	(Btmn)	22,699	23,349	24,113	24,074	27,940	27,761	27,807	24,798
Core EPS	(Btmn)	2.25	2.41	2.70	2.22	2.91	2.86	2.83	3.11
Net EPS	(Bt)	2.27	2.41	2.74	2.35	2.84	2.88	2.95	3.11

Balance Sheet

FY December 31	Unit	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24
Total current assets	(Btmn)	37,462	38,196	40,664	41,838	49,798	41,136	40,653	50,027
Total fixed assets	(Btmn)	265,985	260,731	254,418	361,603	353,954	343,636	335,247	325,766
Total assets	(Btmn)	330,434	326,646	322,770	454,439	455,211	438,519	429,869	431,432
Total loans	(Btmn)	80,790	90,882	99,802	127,244	120,458	115,837	116,749	108,821
Total current liabilities	(Btmn)	99,459	78,830	91,047	133,685	149,953	131,176	137,208	103,594
Total long-term liabilities	(Btmn)	151,008	160,633	148,237	230,076	219,870	213,340	204,382	230,514
Total liabilities	(Btmn)	250,467	239,463	239,284	363,761	369,824	344,516	341,590	334,108
Paid-up capital	(Btmn)	2,974	2,974	2,974	2,974	2,974	2,974	2,974	2,974
Total equity	(Btmn)	79,967	87,183	83,486	90,678	85,388	94,003	88,278	97,324
BVPS	(Bt)	26.84	29.29	28.04	30.45	28.68	31.57	29.65	32.69

Cash Flow Statement

FY December 31	Unit	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24
Core Profit	(Btmn)	6,694	7,158	8,024	6,590	8,649	8,504	8,424	9,259
Depreciation and amortization	(Btmn)	13,155	13,136	12,844	13,745	15,240	15,162	15,475	15,351
Operating cash flow	(Btmn)	27,235	3,731	21,298	32,016	44,924	7,322	28,256	16,735
Investing cash flow	(Btmn)	(20,273)	(12,323)	(28,021)	(36,898)	(29,107)	(11,834)	(31,418)	21,977
Financing cash flow	(Btmn)	(3,488)	9,688	8,951	3,815	(7,298)	(4,623)	2,010	(29,080)
Net cash flow	(Btmn)	3,474	1,096	2,227	(1,068)	8,520	(9,135)	(1,153)	9,632

Key Financial Ratios

FY December 31	Unit	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24
Gross margin	(%)	32.1	33.7	34.2	34.4	34.6	37.1	37.5	37.3
Operating margin	(%)	20.1	22.6	23.4	19.9	23.5	24.3	23.4	23.2
EBITDA margin	(%)	48.6	52.1	52.3	46.9	52.4	54.1	53.3	43.7
EBIT margin	(%)	42.5	45.3	45.3	39.3	44.4	45.6	45.3	36.0
Net profit margin	(%)	14.5	16.0	17.7	13.6	15.9	16.7	16.8	16.3
ROE	(%)	34.4	33.8	39.7	29.9	41.8	37.5	39.2	39.4
ROA	(%)	7.8	8.5	9.6	6.7	8.8	8.9	9.0	8.4
Net D/E	(x)	0.9	0.9	1.0	1.2	1.1	1.1	1.2	0.9
Interest coverage	(x)	18.2	17.5	17.7	11.0	12.1	11.6	12.1	11.3
Debt service coverage	(x)	4.1	4.7	3.0	1.5	1.8	1.8	1.7	3.3

Key Statistics

FY December 31	Unit	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24
Service revenue ex. IC growth yoy	(%)	2.3	1.8	2.9	9.5	17.6	18.7	19.7	13.1
Mobile revenue	(Btmn)	29,258	29,495	29,311	30,065	30,339	30,775	30,962	31,726
FBB revenue	(Btmn)	2,710	2,857	3,021	5,033	7,118	7,284	7,437	7,602
SIM and Handset margin	(%)	1.8	1.2	1.8	2.3	4.7	6.0	5.6	6.0

Figure 1: 4Q24 results review

Unit: (Btmn)	4Q23	3Q24	4Q24	y-o-y	q-o-q
Service revenue ex. IC	37,055	40,798	41,899	13.1%	2.7%
- Mobile revenue	30,065	30,962	31,726	5.5%	2.5%
- FBB revenue	5,033	7,437	7,602	51.0%	2.2%
- Other service revenue	1,957	2,399	2,571	31.4%	7.2%
IC & Equipment rental revenue	3,371	3,177	3,351	-0.6%	5.5%
Handset & SIM revenue	10,892	8,232	11,486	5.5%	39.5%
Total revenue	51,318	52,207	56,736	10.6%	8.7%
Cost of services	(9,688)	(9,797)	(9,871)	1.9%	0.8%
Depreciation & Amortisation	(13,349)	(15,052)	(14,929)	11.8%	-0.8%
Handset & SIM cost	(10,638)	(7,773)	(10,798)	1.5%	38.9%
Total costs	(33,675)	(32,622)	(35,598)	5.7%	9.1%
Gross profit	17,643	19,585	21,138	19.8%	7.9%
SG&A	(6,952)	(7,365)	(7,962)	14.5%	8.1%
Operating profit	10,691	12,220	13,176	23.2%	7.8%
Other income	89	112	155	74.6%	38.8%
Equity income	159	251	276	73.6%	10.0%
EBIT	10,939	12,583	13,607	24.4%	8.1%
Interest expense	(2,196)	(2,293)	(2,201)	0.2%	-4.0%
EBT	8,743	10,290	11,406	30.5%	10.8%
Income tax	(1,702)	(1,865)	(2,147)	26.1%	15.1%
Minority interests	0	(1)	(0)	na.	-50.0%
Core profit	7,041	8,424	9,259	31.5%	9.9%
Extra items	(38)	364	(0)	na.	na.
Net income	7,003	8,788	9,259	32.2%	5.4%
EPS (Bt)	2.35	2.95	3.11	32.2%	5.4%

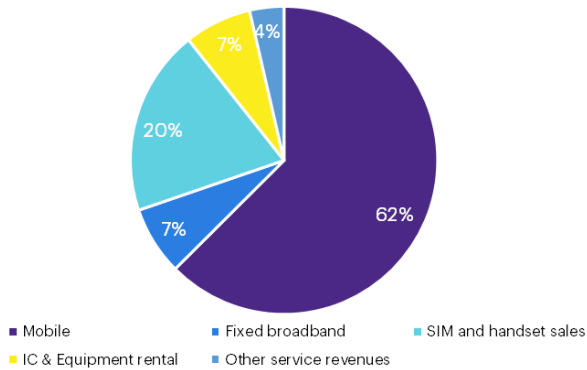
Ratio analysis and Operating stats

EBITDA margin (%)	47.3	52.9	50.3
SGA/Total revenue (%)	13.5	14.1	14.0
Reg. fee/service revenue (%)	4.2	4.2	4.2
Net profit margin (%)	13.6	16.8	16.3

Source: InnovestX Research, ADVANC

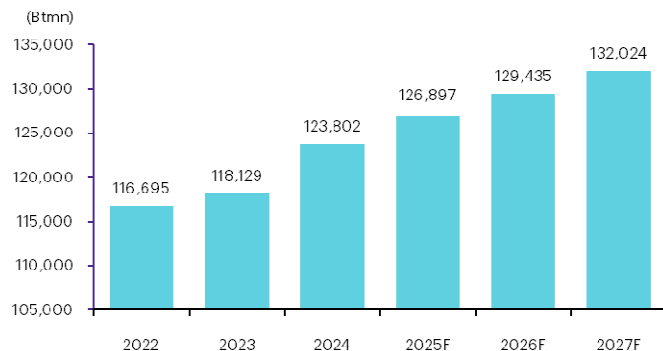
Appendix

Figure 2: Revenue breakdown



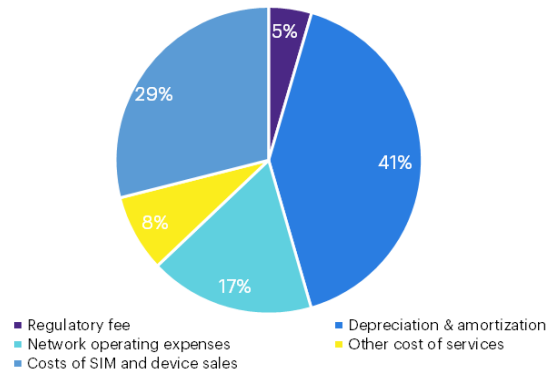
Source: ADVANC and InnovestX Research

Figure 4: Mobile revenue



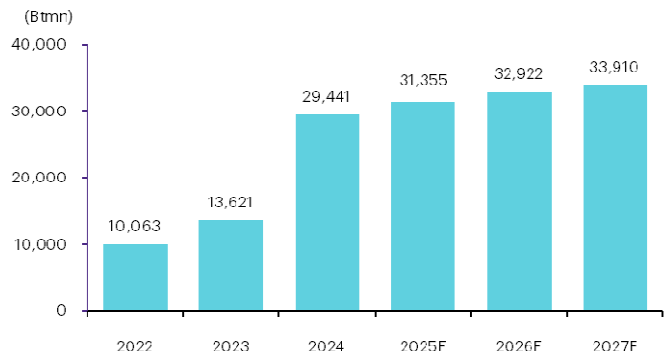
Source: ADVANC and InnovestX Research

Figure 3: Cost breakdown



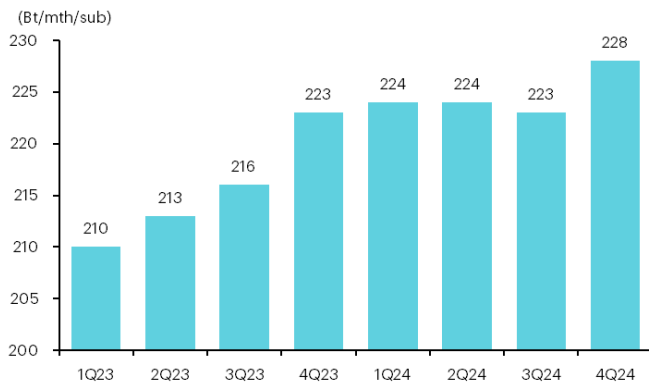
Source: ADVANC and InnovestX Research

Figure 5: FBB revenue



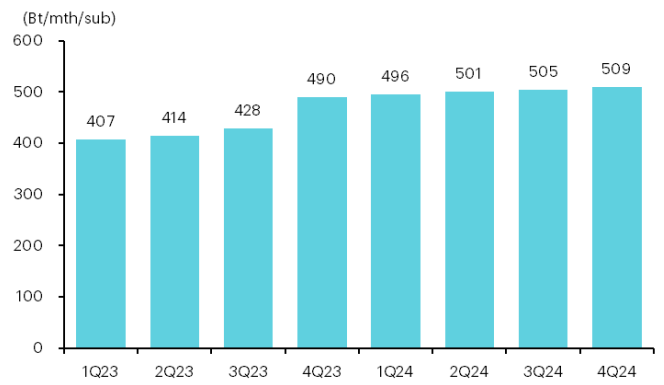
Source: ADVANC and InnovestX Research

Figure 6: Mobile blended ARPU



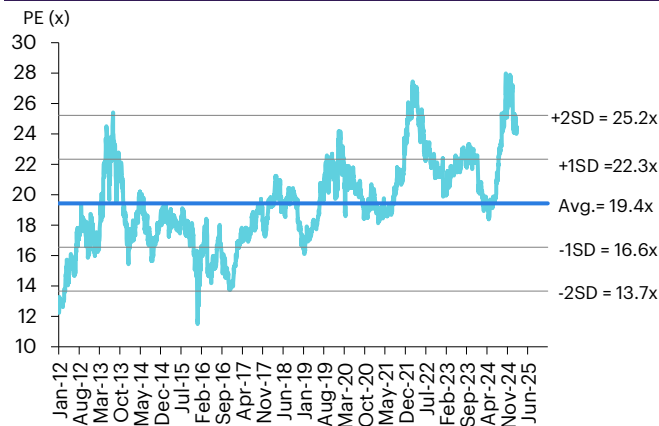
Source: ADVANC and InnovestX Research

Figure 7: FBB ARPU



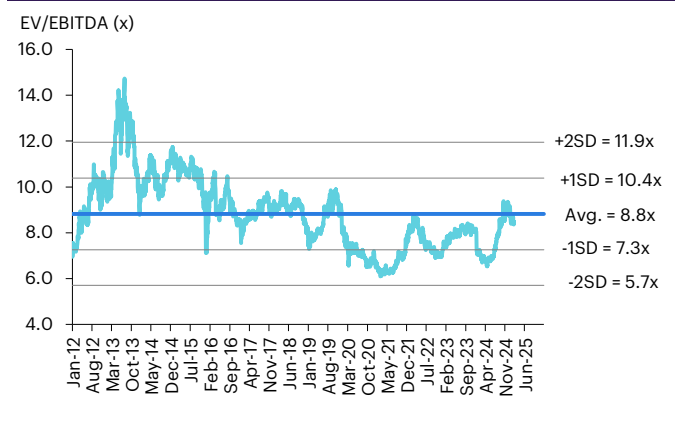
Source: ADVANC and InnovestX Research

Figure 8: PE Band



Source: InnovestX Research

Figure 9: EV/EBITDA Band



Source: InnovestX Research

Figure 10: Valuation summary (price as of Feb 7, 2025)

Company name	Country	Mkt. Cap (US\$mn)	PE (x)			EPS Growth (%)			PBV (x)			Div. Yield (%)			ROE (%)			EV/EBITDA (x)		
			24F	25F	26F	24F	25F	26F	24F	25F	26F	24F	25F	26F	24F	25F	26F	24F	25F	26F
Advanced Info Service PCL	Thailand	24,585	23.9	21.6	19.9	22.4	10.5	8.7	8.6	8.1	7.7	3.8	4.2	4.5	37.1	38.5	39.6	8.2	7.8	7.4
True Corp PCL	Thailand	12,342	51.4	40.9	35.2	na.	25.8	16.2	4.8	4.4	4.1	0.0	1.2	1.4	9.5	11.5	12.4	7.6	7.1	6.6
			37.6	31.3	27.5	22.4	18.1	12.4	6.7	6.3	5.9	1.9	2.7	2.9	23.3	25.0	26.0	7.5	7.0	7.0
Singapore Telecommunications Ltd	Singapore	39,929	21.6	19.0	16.3	215.4	13.8	16.2	2.2	2.1	2.1	4.7	5.2	5.7	10.2	11.4	12.8	17.0	16.0	15.2
CELCOMDIGI BHD	Malaysia	9,988	25.4	21.5	19.5	12.9	18.1	10.2	2.7	2.6	2.6	3.6	4.0	4.5	10.5	12.2	13.4	9.7	9.3	8.9
Maxis Bhd	Malaysia	6,210	19.7	18.5	17.6	40.9	6.1	5.3	4.6	4.5	4.3	4.7	4.9	5.2	24.0	25.4	26.6	8.7	8.6	8.4
Axiata Group Bhd	Malaysia	4,571	28.7	20.1	17.3	135.5	42.9	16.4	0.9	0.9	0.9	4.5	5.1	5.4	3.1	4.2	4.9	5.0	4.8	4.7
Globe Telecom Inc	Philippines	5,679	14.8	13.8	12.2	(3.9)	7.8	13.0	1.9	1.9	1.8	4.4	5.0	5.3	14.5	14.6	15.5	7.8	7.4	7.1
Telstra Group Ltd	Australia	28,390	20.4	18.5	17.3	36.2	10.4	7.1	2.9	2.8	2.8	4.8	5.1	5.4	14.3	15.7	16.6	7.8	7.5	7.1
Chunghwa Telecom Co Ltd	Taiwan	29,831	26.1	25.7	24.8	1.3	1.6	3.8	2.5	2.5	2.5	3.8	3.9	4.0	9.7	9.8	10.1	11.4	11.2	11.0
Taiwan Mobile Co Ltd	Taiwan	12,727	25.5	24.2	21.7	1.4	5.4	11.8	4.0	3.9	3.9	4.0	4.2	4.6	16.5	17.8	19.0	12.4	12.0	11.5
KDDI Corp	Japan	70,436	14.1	12.8	11.9	14.8	9.9	7.7	1.8	1.7	1.6	3.0	3.2	3.4	13.3	13.8	13.9	8.0	7.8	7.5
Average			21.8	19.3	17.6	50.5	12.9	10.2	2.6	2.6	2.5	4.2	4.5	4.8	12.9	13.9	14.8	9.7	9.4	9.1

Source: InnovestX Research

* INNV estimates

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2S, AAI, ADB, AEONTS, AHC, AIRA, APCO, APURE, ARIP, ARROW, ASIAN, ATP30, AUCT, AYUD, BA, BBIK, BC, BE8, BH, BIZ, BOL, BSBM, BTC, CH, CI, CIG, CM, COCOCO, COMAN, CPI, CSS, DTCENT, EVER, FE, FORTH, FSMART, FSX, FTI, GEL, GIFT, GPI, HUMAN, IFS, INSURE, JCK, JDF, JMART, KGI, KJL, KTIS, KUN, L&E, LHK, MATCH, MBAX, MEGA, METCO, MICRO, NC, NCAP, NCL, NDR, ONEE, PATO, PDG, PJW, POLY, PQS, PREB, PROUD, PSG, PSP, PSTC, PT, PTECH, PYLON, QLT, RABBIT, RCL, SAPPE, SECURE, SFLEX, SFT, SINO, SMT, SPCG, SPVI, STANLY, STPI, SUPER, SUSCO, SVOA, SVT, TACC, TAE, TCC, TEKA, TFM, TITL, TKN, TMD, TNR, TPA, TPCH, TPCS, TPLAS, TPOLY, TRT, TURTLE, TVH, UBA, UP, UREKA, VCOM, VIBHA, VRANDA, WARRIX, WIN, WP

Companies with Good CG Scoring

A5, ADD, AIE, ALUCON, AMC, AMR, ARIN, ASEFA, ASIA, ASN, BIG, BIOTEC, BIS, BJCHI, BLC, BVG, CEN, CGH, CHARAN, CHAYO, CHIC, CHOTI, CITY, CMC, CPANEL, CSP, DEXON, DOD, DPAINT, DV8, EASON, EE, EFORL, EKH, ESTAR, ETL, FNS, GBX, GENCO, GTB, GYT, ICN, IIG, IMH, IRCP, J, JCKH, JMT, JPARK, JR, JSP, JUBILE, KBS, KCAR, KIAT, KISS, KK, KWC, LDC, LEO, MCA, META, MGC, MITSIB, MK, NAM, NOVA, NTV, NV, OGC, PACO, PANEL, PHG, PIN, PRAPAT, PRI, PRIN, PROEN, PROS, PTC, READY, ROCTEC, SABUY, SALEE, SAMCO, SANKO, SCI, SE, SE-ED, SINGER, SISB, SKN, SKY, SMD100, SMIT, SORKON, SPG, SST, STC, STOWER, STP, SVR, SWC, TAKUNI, TC, TFI, TMC, TMI, TNP, TOPP, TRU, UEC, UOBKH, VL, WAVE, WFX, WIJK, XO, XPG, YUASA, ZAA

Corporate Governance Report

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To recognize well performers, the list of companies attaining "Good", "Very Good" and "Excellent" levels of recognition (Not including listed companies qualified in the "no announcement of the results" clause from 1 January 2023 to 28 October 2024) is publicized.

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Anti-corruption Progress Indicator

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Declared (ประกาศเจตนารมณ์)

ACE, ALT, AMARIN, AMC, ANI, APCO, ASAP, B52, BLAND, BYD, CFARM, CHASE, CHG, DEXON, DITTO, ECL, EVER, FLOYD, GREEN, HL, HUMAN, ICN, IHL, IP, ITC, JDF, JMART, K, KJL, LDC, LIT, MITSIB, MJD, MOSHI, NEX, NTSC, PLE, PLUS, POLY, PQS, PRI, PRIME, PROEN, PROUD, PTC, RT, S, SAWAD, SCAP, SCGD, SFT, SHR, SINGER, SINO, SJWD, SKE, SNNP, SOLAR, SONIC, SUPER, TBN, TMI, TPAC, TPP, TQM, UOBKH, UREKA, VNG, WELL, WIN, XPG

N/A

24CS, A, A5, AAV, ABM, ACAP, ACC, ACG, ADD, ADVICE, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, AKS, ALLA, ALPHAX, ALUCON, AMARC, AMR, ANAN, AOT, APO, APP, APURE, AQUA, ARIN, ARIP, ARROW, ASEFA, ASIA, ASIMAR, ASN, ATP30, AU, AUCT, AURA, BA, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BGT, BH, BIG, BIOTEC, BIS, BIZ, BJC, BJCHI, BKD, BKGI, BKIH, BLC, BLESS, BLISS, BM, BOL, BPS, BR, BROCK, BSM, BSRC, BTC, BTNC, BTW, BUI, BVG, CCET, CCP, CEYE, CGD, CH, CHAO, CHARAN, CHAYO, CHIC, CHO, CITY, CIVIL, CK, CKP, CMAN, CMO, CMR, CNT, COCOCO, COLOR, COMAN, CPANEL, CPH, CPR, CPT, CRANE, CRD, CREDIT, CSP, CSR, CSS, CTW, CWT, D, DCON, DDD, DHOUSE, DOD, DPAINT, DTCENT, DTICI, DV8, EASON, EE, EFORL, EKH, EMC, ESTAR, ETL, EURO, F&D, FANCY, FE, FM, FMT, FN, FORTH, FTI, FVC, GABLE, GENCO, GFC, GL, GLAND, GLOCON, GLORY, GRAMMY, GRAND, GTB, GTV, GYT, HFT, HPT, HTECH, HYDRO, I2, IIG, IMH, IND, INGRS, INSET, IRC, IRCP, IROYAL, IT, ITD, ITNS, ITTHI, IVF, J, JAK, JCK, JCKH, JCT, JKN, JMT, JPARK, JSP, JUBILE, KAMART, KBS, KC, KCG, KCM, KDH, KEX, KIAT, KISS, KK, KKC, KLINIQ, KOOL, KTIS, KTMS, KUMWEL, KUN, KWC, KWI, KWM, KYE, LALIN, LEE, LEO, LOXLEY, LPH, LST, LTS, MAGURO, MANRIN, MASTER, MATI, MCA, M-CHAI, MCS, MDX, MEB, MEDEZE, METCO, MGC, MGI, MGT, MICRO, MIDA, MK, ML, MORE, MPJ, MST, MTW, MUD, MVP, NAM, NAT, NC, NCH, NCL, NCP, NDR, NEO, NETBAY, NEW, NEWS, NFC, NKT, NL, NNCL, NOVA, NPK, NSL, NTV, NV, NVD, NWR, NYT, OHTL, OKJ, ONEE, ORN, PACO, PAF, PANEL, PCC, PCE, PEACE, PEER, PERM, PF, PHG, PICO, PIN, PIS, PJW, PLT, PMC, PMTA, PORT, PPM, PRAKIT, PRAPAT, PRECHA, PRIN, PSG, PSP, PTL, QTCG, RAM, RCL, READY, RICHY, RJH, ROCK, ROCTEC, ROH, ROJNA, RP, RPC, RPH, RSP, RSXYZ, S11, SABUY, SAF, SAFARI, SAFE, SALEE, SAM, SAMART, SAMCO, SAMTEL, SANKO, SAUCE, SAV, SAWANG, SCI, SCL, SCP, SDC, SE, SEAFCO, SECURE, SEI, SGF, SHANG, SIAM, SICT, SIMAT, SISB, SK, SKN, SKY, SLP, SMART, SMD100, SMT, SNPS, SO, SPA, SPCG, SPG, SPREME, SPVI, SQ, SR, SRS, STANLY, STC, STECH, STECON, STELLA, STI, STP, STPI, STX, SUC, SUN, SUTHA, SVR, SWC, SYNEX, TACC, TAN, TAPAC, TATG, TC, TCC, TCJ, TCMC, TCOAT, TEAM, TEAMG, TEKA, TERA, TFM, TGPRO, TH, THAI, THANA, THE, THG, THMUU, TIGER, TITL, TK, TKC, TLI, TM, TMAN, TMC, TMW, TNDT, TNH, TNPC, TOA, TPBI, TPCH, TPIPL, TPIPP, TPL, TPOLY, TPS, TQR, TR, TRC, TRITN, TRP, TRUBB, TRV, TSE, TSR, TTA, TTI, TTT, TTW, TVH, TVT, TWP, TWZ, TYCN, UAC, UBA, UBE, UMI, UMS, UNIQU, UP, UPOIC, UTP, UVAN, VARO, VL, VPO, VRANDA, VS, WARRIX, WAVE, WFX, WGE, WINDOW, WINMED, WINNER, WORK, WP, XBIO, YGG, YONG, ZAA, ZIGA

Explanations

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of October 14, 2024) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.