

**SELL** (From: BUY)

Transfer of Coverage

**TP: Bt 7.90**

Downside : 10.7%

(From: Bt 10.90)

**19 JULY 2022**

Small Cap Research

# Jasmine Broadband Int. (JASIF TB)

## Fully valued

We downgrade JASIF to **SELL** as we see the stock as already fully valued in all our valuation scenarios, ranging between Bt7.5-8.6/unit. In our new base-case scenario which assumes lower rental prices to JASIF when TTTBB gets its new owner, we value JASIF at Bt7.9/unit.

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### Downgrading to SELL

We downgrade JASIF to SELL (from Buy) as we see too many uncertainties for its rental contract terms after Advanced Info Service Pcl (ADVANC, BUY, Bt202) announced a plan to acquire 100% of its major tenant (Triple T Broadband, TTTBB) and 19% in JASIF. We calculate three valuation scenarios for JASIF, and they result in our 2023F DDM-based valuation being in the range of Bt7.5-8.6/unit. Our base investment case values JASIF at Bt7.9, assuming the acquisition by ADVANC is successful in 1Q23F so the rental contract terms are revised. We cut JASIF's 2023-24F earnings by 23/31% to reflect the new terms. The unit price now implies a 9% 2023F dividend yield and a 6% IRR.

### Our base-case scenario

As part of the deal, ADVANC plans to lower the rental fee that TTTBB is now paying JASIF by 26% from 2Q23F. In return, it would offer a six-year contract extension to end 2037 (from January 2032). This is our new base investment case, and it results in JASIF's fair value falling to Bt7.9 (from Bt10.9). We believe JASIF's unitholders will accept the new terms since the current terms could see lower returns (than the new terms from ADVANC) if the option to extend the contract by another 10 years (to January 2042) is not triggered. That would be our *worst-case scenario*, in which we value JASIF's value at Bt7.5.

### Logic of the new contract terms

We believe ADVANC is negotiating for the new contract terms for three reasons. *First*, TTTBB has been making losses since the current high rental rates started in 2020. The negotiated-down rental prices would thus improve TTTBB's profitability. *Second*, extending the contract to 2037 means ADVANC would not need to speed up investment to handle a significantly larger subscriber base post acquisition. *Lastly*, though renting assets from JASIF is more expensive than investing itself, ADVANC is compensated for this by the low acquisition price for TTTBB at Bt8,000 per sub compared to the average acquisition cost for a new subscriber of Bt10,000-12,000 in the market currently.

### No upside even in best-case scenario

We see only a small chance of our *best-case scenario* for JASIF happening. In this scenario, we assume JASIF maintains its high rental rates under the current contract terms until expiry in January 2032. Beyond that, we assume TTTBB continues renting the assets from JASIF for another 10 years (to January 2042) but at a 50% lower price. We value JASIF at Bt8.6 in this scenario, still below the current market price. For this scenario to happen, ADVANC needs to progress with the deal even if JASIF's unitholders vote against its proposed rental terms and it decides not to migrate TTTBB's subscribers to its own network by 2042.

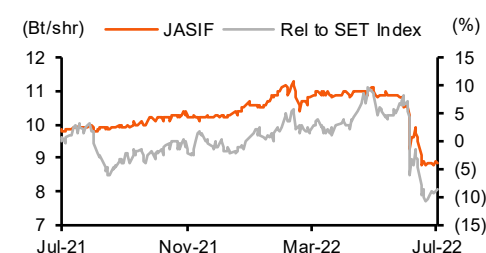
### COMPANY VALUATION

| Y/E Dec (Bt m)        | 2021A  | 2022F  | 2023F  | 2024F  |
|-----------------------|--------|--------|--------|--------|
| Sales                 | 10,144 | 10,235 | 8,123  | 7,536  |
| Net profit            | 8,030  | 8,608  | 6,706  | 6,160  |
| Consensus NP          | —      | 8,794  | 7,970  | 9,246  |
| Diff frm cons (%)     | —      | (2.1)  | (15.9) | (33.4) |
| Norm profit           | 8,730  | 8,608  | 6,706  | 6,160  |
| Prev. Norm profit     | —      | 8,628  | 8,719  | 8,876  |
| Chg frm prev (%)      | —      | (0.2)  | (23.1) | (30.6) |
| Norm EPS (Bt)         | 1.1    | 1.1    | 0.8    | 0.8    |
| Norm EPS grw (%)      | 1.5    | (1.4)  | (22.1) | (8.1)  |
| Norm PE (x)           | 8.1    | 8.2    | 10.6   | 11.5   |
| EV/EBITDA (x)         | 8.5    | 8.4    | 10.9   | 11.8   |
| P/NAV (x)             | 0.8    | 0.8    | 0.8    | 0.8    |
| Cash div yield (%)*   | 10.7   | 11.2   | 8.7    | 8.0    |
| Effective yield (%)** | 10.7   | 11.2   | 8.7    | 8.0    |
| ROE (%)               | 9.8    | 9.5    | 7.3    | 6.7    |
| Net D/E (%)           | 11.2   | 7.6    | 7.5    | 7.1    |

Note: \* Dividend from operations and capital reduction

\*\* Dividend from operations

### PRICE PERFORMANCE



### COMPANY INFORMATION

|                             |            |
|-----------------------------|------------|
| Price as of 19-Jul-22 (Bt)  | 8.85       |
| Market Cap (US\$ m)         | 1,933.8    |
| Listed Shares (m shares)    | 8,000.0    |
| Free Float (%)              | 79.4       |
| Avg Daily Turnover (US\$ m) | 7.0        |
| 12M Price H/L (Bt)          | 11.30/8.80 |
| Sector                      | Telecom    |
| Major Shareholder           | JAS 19%    |

Sources: Bloomberg, Company data, Thanachart estimates

## Our new investment case

**We downgrade to SELL with a lower TP of Bt7.9 on our new investment case**

We downgrade Jasmine Broadband Internet Infrastructure Fund (JASIF) to SELL (from Buy) as we now value it at Bt7.9/unit, using DDM methodology with a 2023F base year. This is after revising our base investment case for JASIF following the announcement by Advanced Info Service Pcl (ADVANC TB, BUY, Bt202) of its plan to acquire its major tenant, Triple T Broadband (TTTBB), thus becoming the new main sponsor for JASIF.

Our new base investment case assumes the following:

- **First**, ADVANC successfully acquires 100% of TTTBB and 19% of JASIF in 1Q23F.
- **Second**, ADVANC's proposal to lower JASIF's rental prices by 26% (via the elimination of the guaranteed rental agreement while keeping core rental prices unchanged) in compensation for a six-year longer contract life (from January 2032 to December 2037) is approved by JASIF's unitholders.

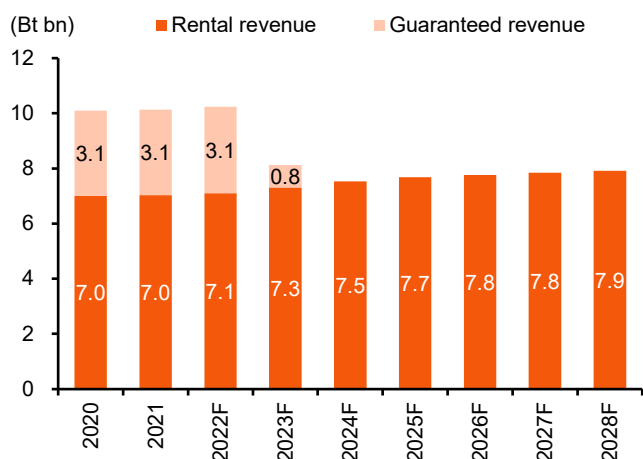
This is because we believe the unitholders would prefer long-term benefits from having a lower counterparty risk and the higher growth potential offered by ADVANC over the near-term impact of a lower dividend but high risk of the rental contracts not being renewed when they expire in early 2032.

- **Third**, ADVANC renews the rental contract for another five years until JASIF's asset life expires in 2042F, but at a 50% rental discount. The lower price is to attract ADVANC to renew the contracts for the ageing network assets of JASIF, instead of investing in brand-new network assets itself.

**JASIF now offers a 9% yield and 6% IRR for holding to maturity, on our estimates**

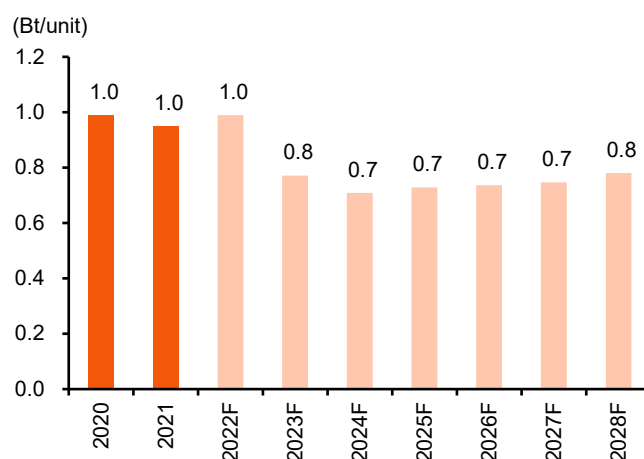
Due to the change of rental contract terms, we cut our earnings estimates for JASIF by 23% in 2023F and 31% in 2024F to reflect the negotiated-down rental prices by ADVANC. We estimate a 9% effective cash dividend from JASIF in 2023F and forecast a 6% IRR for investors holding the fund to the final contract expiry year in 2042.

**Ex 1: Lower Rental Income When ADVANC Comes In**



Sources: Company data; Thanachart estimates

**Ex 2: Our Dividend Estimates**



Sources: Company data; Thanachart estimates

## Our valuation scenarios

We see two major uncertainties regarding JASIF's valuation: 1) whether JASIF's rental contracts are extended from the current expiry date of January 2032, and 2) whether the proposal from ADVANC to lower rental prices in return for a longer contract life and less counterparty risk will be approved by JASIF's unitholders.

**Condition 1: whether JASIF contract life will be extended to 2042F**

**Condition 1:** JASIF's rental contracts will expire in January 2032. However, there is a clause whereby TTTBB is obligated to renew the contracts for another 10 years (to January 2042) under the same contract terms if it generates more than Bt40bn in revenue from the fixed-broadband service in 2030F.

We believe it would be difficult for the clause to be triggered given that TTTBB's revenue came to only Bt18bn in 2021 despite it already holding sizeable subscriber market share as the second-largest player in the Thai fixed-broadband market at 20% as of 1Q22 (vs. 38% for the market leader, and 16% for the third largest). Moreover, TTTBB now generates the strongest ARPU in the industry at Bt600/subscriber per month, or 19% above the industry average.

*We only assume this condition materializes in our best-case scenario for JASIF.*

**Condition 2: will JASIF's unitholders accept new rental terms from ADVANC**

**Condition 2:** As a part of its deal to acquire TTTBB, ADVANC plans to negotiate JASIF's rental prices down by 26% when it becomes the new owner of TTTBB, and therefore also the new major tenant in JASIF, in 2Q23F. It intends to compensate for the price reduction with a six-year contract extension (to December 2037 from January 2032 currently). The offer is still subject to approval from JASIF's unitholders. We believe the proposal will be accepted due to the long-term benefits to JASIF through lower counterparty risk and higher growth potential for its portfolio, even though it may hurt JASIF's value in the near term.

*We assume JASIF's unitholders accept the deal in our base investment case since it would benefit the fund in the long term, and reduce the risk of the worst-case scenario taking place of all the rental contracts completely ending in 2032.*

### Ex 3: Our Valuation Scenarios For JASIF

|                   | Condition 1 | Condition 2 | JASIF's value (Bt/unit) |
|-------------------|-------------|-------------|-------------------------|
| <b>Best case</b>  | Yes         | No          | <b>8.6</b>              |
| <b>Base case</b>  | Yes         | Yes         | <b>7.9</b>              |
| <b>Worst case</b> | No          | No          | <b>7.5</b>              |

Sources: Company data, Thanachart estimates

Ex 4: 12-month DDM-based Valuation Using A Base Year Of 2023F

| (Bt m)                   | 2023F  | 2024F | 2025F | 2026F | 2027F | 2028F | 2029F | 2030F | 2031F | 2032-42F |
|--------------------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|----------|
| Dividend of common stock | 6,607  | 5,793 | 5,786 | 5,878 | 5,953 | 6,176 | 6,298 | 6,370 | 6,442 | 64,755   |
| Dividend payment         | 6,607  | 5,793 | 5,786 | 5,878 | 5,953 | 6,176 | 6,298 | 6,370 | 6,442 | 64,755   |
| Cost of equity (%)       | 6.5    |       |       |       |       |       |       |       |       |          |
| Terminal growth (%)      | 0.0    |       |       |       |       |       |       |       |       |          |
| PV of dividend           | 6,589  | 5,115 | 4,734 | 4,498 | 4,260 | 4,133 | 3,942 | 3,729 | 3,382 | 22,505   |
| Equity value (m)         | 62,887 |       |       |       |       |       |       |       |       |          |
| No. of units (m)         | 8,000  |       |       |       |       |       |       |       |       |          |
| Equity value / unit (Bt) | 7.90   |       |       |       |       |       |       |       |       |          |

Sources: Company data, Thanachart estimates

Note: Our DDM calculation continues into 2042F, when we assume JASIF’s asset life to expire thus no more income generation.

## Valuation Comparison

### Ex 5: Valuation Comparison With Regional Peers

| Name                        | BBG Code   | Country   | EPU growth  |             | PE          |             | P/NAV      |            | EV/EBITDA   |             | Div yield  |            |
|-----------------------------|------------|-----------|-------------|-------------|-------------|-------------|------------|------------|-------------|-------------|------------|------------|
|                             |            |           | 22F<br>(%)  | 23F<br>(%)  | 22F<br>(x)  | 23F<br>(x)  | 22F<br>(x) | 23F<br>(x) | 22F<br>(x)  | 23F<br>(x)  | 22F<br>(%) | 23F<br>(%) |
| Link REIT/The               | 823 HK     | Hong Kong | (5.6)       | 0.9         | 20.7        | 20.5        | 0.8        | 0.8        | 21.1        | 20.4        | 4.9        | 4.9        |
| Yuexiu Real Estate          | 405 HK     | Hong Kong | (38.5)      | (2.4)       | 15.8        | 16.2        | 0.4        | 0.4        | 18.0        | 17.6        | 6.4        | 6.5        |
| Fortune Real Estate         | 778 HK     | Hong Kong | (7.9)       | 5.7         | 17.1        | 16.2        | 0.8        | 0.8        | 21.8        | 21.4        | 7.2        | 7.2        |
| CapitaLand Mall Trust       | CT SP      | Singapore | na          | 8.7         | na          | na          | na         | na         | na          | na          | na         | na         |
| Frasers Centrepoint Trust   | FCT SP     | Singapore | 24.8        | 2.4         | 17.9        | 17.4        | 1.0        | 1.0        | 24.2        | 23.5        | 5.7        | 5.7        |
| Mapletree Commercial        | MCT SP     | Singapore | (19.6)      | 10.7        | 21.4        | 19.4        | 1.0        | 1.0        | 25.2        | 20.2        | 5.2        | 5.4        |
| Suntec Real Estate          | SUN SP     | Singapore | (49.9)      | 1.2         | 19.3        | 19.0        | 0.7        | 0.7        | 34.6        | 33.3        | 6.0        | 6.1        |
| Starhill Global REIT        | SGREIT SP  | Singapore | 61.9        | 2.5         | 14.5        | 14.1        | 0.7        | 0.7        | 18.2        | 17.5        | 6.9        | 7.1        |
| CapitaLand Commercial       | CCT SP     | Singapore | (24.0)      | 14.9        | na          | na          | na         | na         | na          | na          | na         | na         |
| Keppel REIT                 | KREIT SP   | Singapore | (26.2)      | 12.8        | 22.6        | 20.0        | 0.8        | 0.8        | 45.1        | 43.2        | 5.7        | 5.8        |
| CapitaLand Retail China     | CRCT SP    | Singapore | na          | 42.1        | na          | na          | na         | na         | 16.1        | 14.9        | na         | na         |
| Ascendas Real Estate        | AREIT SP   | Singapore | (30.3)      | 3.8         | 17.9        | 17.3        | 1.2        | 1.2        | 21.6        | 20.6        | 5.6        | 5.7        |
| Mapletree Industrial Trust  | MINT SP    | Singapore | (17.0)      | (2.9)       | 18.6        | 19.1        | 1.4        | 1.4        | 23.5        | 21.4        | 5.3        | 5.4        |
| Mapletree Logistics Trust   | MLT SP     | Singapore | (55.3)      | (1.3)       | 22.1        | 22.4        | 1.3        | 1.2        | 26.8        | 23.7        | 5.2        | 5.3        |
| Ascott Residence Trust      | ART SP     | Singapore | (63.7)      | 52.9        | 33.2        | 21.7        | 1.0        | 1.0        | 29.2        | 23.2        | 4.6        | 5.5        |
| CDL Hospitality Trusts      | CDREIT SP  | Singapore | (2.4)       | 22.2        | 23.1        | 18.9        | 0.9        | 0.9        | 28.7        | 22.6        | 4.4        | 5.7        |
| Axis Real Estate            | AXRB MK    | Malaysia  | (29.7)      | 8.2         | 19.5        | 18.0        | 1.2        | 1.2        | 19.4        | 18.2        | 5.0        | 5.4        |
| Sunway Real Estate          | SREIT MK   | Malaysia  | 180.1       | 8.1         | 16.7        | 15.5        | 1.0        | 0.9        | 19.2        | 18.2        | 5.6        | 5.9        |
| KLCCP Stapled Group         | KLCCSS MK  | Malaysia  | 428.2       | 8.1         | 18.8        | 17.4        | 1.0        | 1.0        | 24.3        | 23.1        | 4.9        | 5.4        |
| IGB Real Estate             | IGBREIT MK | Malaysia  | 55.1        | 6.9         | 17.9        | 16.8        | 1.5        | 1.5        | 18.9        | 17.6        | 5.4        | 5.8        |
| Pavilion Real Estate        | PREIT MK   | Malaysia  | 77.6        | 6.8         | 17.7        | 16.5        | 1.0        | 1.0        | 19.2        | 18.2        | 5.6        | 6.0        |
| BTS Rail Mass Transit **    | BTSGIF TB  | Thailand  | 204.8       | 56.2        | 9.0         | 5.8         | 0.7        | 0.9        | 8.9         | 5.7         | 11.1       | 17.4       |
| Digital Telecom Int. *      | DIF TB     | Thailand  | (0.9)       | 0.9         | 11.3        | 11.2        | 0.8        | 0.8        | 11.5        | 11.4        | 7.8        | 7.8        |
| Jasmine Broadband Int. *    | JASIF TB   | Thailand  | (1.4)       | (22.1)      | 8.2         | 10.6        | 0.8        | 0.8        | 8.4         | 10.9        | 11.2       | 8.7        |
| IMPACT Growth REIT **       | IMPACT TB  | Thailand  | 558.4       | 14.4        | 21.0        | 18.4        | 1.3        | 1.3        | 21.5        | 19.1        | 4.6        | 5.3        |
| Frasers Property Thailand * | FTREIT TB  | Thailand  | (7.3)       | 3.2         | 14.8        | 14.3        | 1.0        | 1.0        | 17.7        | 17.2        | 6.2        | 7.0        |
| WHA Premium Growth *        | WHART TB   | Thailand  | 13.4        | 0.9         | 14.1        | 13.9        | 1.0        | 1.0        | 18.1        | 17.6        | 6.5        | 6.8        |
| CPN Retail Growth *         | CPNREIT TB | Thailand  | 68.6        | 30.2        | 15.1        | 11.6        | 1.4        | 1.4        | 18.6        | 14.9        | 6.0        | 7.8        |
| Lotus's Retail Growth**     | LPF TB     | Thailand  | 15.5        | 14.8        | 15.8        | 13.8        | 1.1        | 1.1        | 16.4        | 14.2        | 5.7        | 6.5        |
| <b>Average</b>              |            |           | <b>48.5</b> | <b>10.7</b> | <b>17.9</b> | <b>16.4</b> | <b>1.0</b> | <b>1.0</b> | <b>21.3</b> | <b>19.6</b> | <b>6.1</b> | <b>6.6</b> |

Source: Bloomberg

Note: \* Thanachart estimates, using Thanachart normalized EPS,

\*\* Fiscal year ends in February for LPF, March for IMPACT and BTSGIF, and we use one-year forward numbers for 23-24F.

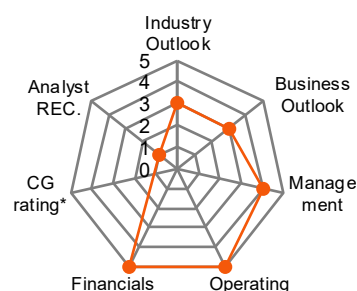
Based on 19 Jul 2022 closing prices

## FUND DETAILS

|                 |                                                  |
|-----------------|--------------------------------------------------|
| Name            | : Jasmine Broadband Internet Infrastructure Fund |
| Ticker          | : JASIF TB                                       |
| Listed date     | : 16 February 2015                               |
| Fund size       | : Bt55bn (55,000 units @ par Bt9.8516/unit)      |
| Type            | : Closed-end retail infrastructure fund          |
| Investment A/S  | : Optical fiber cable                            |
| Project life    | : Ends 22 February 2026 with extension period    |
| Sponsor         | : Jasmine International (JAS TB)                 |
| Fund manager    | : BBL Asset Management                           |
| Dividend policy | : No less than 90% of adjusted net profit        |
| Payment date    | : No less than two times per year                |
| Foreign limit   | : No more than 49% of total units                |

Source: SET

## COMPANY RATING



## Rating Scale

|                  |          |
|------------------|----------|
| <b>Excellent</b> | <b>5</b> |
| <b>Good</b>      | <b>4</b> |
| <b>Fair</b>      | <b>3</b> |
| <b>Weak</b>      | <b>2</b> |
| <b>Very Weak</b> | <b>1</b> |
| <b>None</b>      | <b>0</b> |

Source: Thanachart; \* No CG Rating

## THANACHART'S SWOT ANALYSIS

**S — Strength**

- One of the top two telecom infrastructure funds.
- Strong, sustainable cash inflows from its business.
- Nationwide core fiber-optic network coverage.

**O — Opportunity**

- Fixed broadband penetration rate in Thailand is still low.
- Rising incomes and changes in consumer lifestyles into more digitalization, particularly in the provinces.
- Greater demand for high-speed internet due to multimedia, content and applications requiring heavier bandwidth.

**W — Weakness**

- Leases only one underlying asset type (fiber optic network for fixed broadband service) to only one tenant.

**T — Threat**

- Ability to renew its rental contracts from 2032F.
- More new infrastructure funds potentially getting listed in the future.

## CONSENSUS COMPARISON

|                              | Consensus     | Thanachart     | Diff           |
|------------------------------|---------------|----------------|----------------|
| <b>Target price (Bt)</b>     | 9.81          | 7.90           | -19%           |
| <b>Net profit 22F (Bt m)</b> | 8,794         | 8,608          | -2%            |
| <b>Net profit 23F (Bt m)</b> | 7,970         | 6,706          | -16%           |
| <b>Consensus REC</b>         | <b>BUY: 1</b> | <b>HOLD: 3</b> | <b>SELL: 1</b> |

## HOW ARE WE DIFFERENT FROM THE STREET?

- Our 2023F earnings are 16% below the Bloomberg consensus number, which we attribute to us already factoring in a negotiated-down rental price from ADVANC being approved.
- Our TP is 19% lower, likely as we assume new contract terms from ADVANC.

Sources: Bloomberg consensus, Thanachart estimates

## RISKS TO OUR INVESTMENT CASE

- If JASIF could sustain its rental prices above what we now factor into our numbers, this would represent the key upside risk to our TP and rating.
- If JASIF could extend its contract life beyond 2042F, that would be a secondary upside risk to our investment case.
- More asset injections to the fund, either from its current or the new major sponsor, would represent another upside risk to our numbers.

Source: Thanachart

## INCOME STATEMENT

| FY ending Dec (Bt m)                 | 2020A        | 2021A        | 2022F        | 2023F        | 2024F        |
|--------------------------------------|--------------|--------------|--------------|--------------|--------------|
| Revenue                              | 10,144       | 10,144       | 10,235       | 8,123        | 7,536        |
| Selling & administration expenses    | 613          | 625          | 948          | 987          | 983          |
| <b>Operating profit</b>              | <b>9,531</b> | <b>9,519</b> | <b>9,286</b> | <b>7,136</b> | <b>6,553</b> |
| % operating margin                   | 94.0%        | 93.8%        | 90.7%        | 87.9%        | 87.0%        |
| Depreciation & amortization          | 0            | 0            | 0            | 0            | 0            |
| <b>EBITDA</b>                        | <b>9,531</b> | <b>9,519</b> | <b>9,286</b> | <b>7,136</b> | <b>6,553</b> |
| % EBITDA margin                      | 94.0%        | 93.8%        | 90.7%        | 87.9%        | 87.0%        |
| Non-operating income                 | 28           | 18           | 17           | 17           | 13           |
| Non-operating expenses               | (10)         | (9)          | (9)          | (7)          | (7)          |
| Interest expense                     | (948)        | (797)        | (687)        | (439)        | (400)        |
| <b>Pre-tax profit</b>                | <b>8,600</b> | <b>8,730</b> | <b>8,608</b> | <b>6,706</b> | <b>6,160</b> |
| Income tax                           | 0            | 0            | 0            | 0            | 0            |
| <b>After-tax profit</b>              | <b>8,600</b> | <b>8,730</b> | <b>8,608</b> | <b>6,706</b> | <b>6,160</b> |
| % net margin                         | 84.8%        | 86.1%        | 84.1%        | 82.6%        | 81.7%        |
| Shares in affiliates' Earnings       | 0            | 0            | 0            | 0            | 0            |
| Minority interests                   | 0            | 0            | 0            | 0            | 0            |
| Extraordinary items                  | 500          | (701)        | 0            | 0            | 0            |
| <b>NET INVESTMENT INCOME</b>         | <b>9,101</b> | <b>8,030</b> | <b>8,608</b> | <b>6,706</b> | <b>6,160</b> |
| <b>Normalized Net Invest. Income</b> | <b>8,600</b> | <b>8,730</b> | <b>8,608</b> | <b>6,706</b> | <b>6,160</b> |
| EPS (Bt)                             | 1.1          | 1.0          | 1.1          | 0.8          | 0.8          |
| Normalized EPS (Bt)                  | 1.1          | 1.1          | 1.1          | 0.8          | 0.8          |

## BALANCE SHEET

| FY ending Dec (Bt m)       | 2020A          | 2021A          | 2022F          | 2023F          | 2024F          |
|----------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>ASSETS:</b>             |                |                |                |                |                |
| Current assets:            | 4,052          | 4,397          | 4,019          | 4,015          | 2,514          |
| Cash & cash equivalent     | 4,038          | 4,380          | 4,000          | 4,000          | 2,500          |
| Account receivables        | 0              | 0              | 3              | 2              | 2              |
| Inventories                | 0              | 0              | 0              | 0              | 0              |
| Others                     | 15             | 16             | 16             | 13             | 12             |
| Investments & loans        | 100,700        | 100,000        | 100,000        | 100,000        | 100,000        |
| Net fixed assets           | 0              | 0              | 0              | 0              | 0              |
| Other assets               | 0              | 0              | 0              | 0              | 0              |
| <b>Total assets</b>        | <b>104,752</b> | <b>104,397</b> | <b>104,019</b> | <b>104,015</b> | <b>102,514</b> |
| <b>LIABILITIES:</b>        |                |                |                |                |                |
| Current liabilities:       | 1,064          | 1,063          | 1,090          | 1,064          | 1,076          |
| Account payables           | 0              | 0              | 0              | 0              | 0              |
| Bank overdraft & ST loans  | 0              | 0              | 0              | 0              | 0              |
| Current LT debt            | 0              | 0              | 0              | 0              | 0              |
| Others current liabilities | 1,064          | 1,063          | 1,090          | 1,064          | 1,076          |
| <b>Total LT debt</b>       | <b>15,102</b>  | <b>14,317</b>  | <b>11,015</b>  | <b>10,938</b>  | <b>9,058</b>   |
| Others LT liabilities      | 0              | 0              | 0              | 0              | 0              |
| <b>Total liabilities</b>   | <b>16,166</b>  | <b>15,380</b>  | <b>12,105</b>  | <b>12,002</b>  | <b>10,134</b>  |
| Minority interest          | 0              | 0              | 0              | 0              | 0              |
| Preferreds shares          | 0              | 0              | 0              | 0              | 0              |
| Paid-up capital            | 76,684         | 76,684         | 78,813         | 78,813         | 78,813         |
| Share premium              | 0              | 0              | 0              | 0              | 0              |
| Warrants                   | 0              | 0              | 0              | 0              | 0              |
| Surplus                    | 0              | 0              | 0              | 0              | 0              |
| <b>Retained earnings</b>   | <b>11,903</b>  | <b>12,333</b>  | <b>13,101</b>  | <b>13,200</b>  | <b>13,567</b>  |
| Net Assets                 | 88,587         | 89,016         | 91,914         | 92,013         | 92,380         |

Sources: Company data, Thanachart estimates

We assume negotiated-down rental prices are approved in 2Q23F

JASIF's core assets comprise a fiber-optic network for fixed-broadband services

## CASH FLOW STATEMENT

| FY ending Dec (Bt m)              | 2020A           | 2021A          | 2022F          | 2023F          | 2024F          |
|-----------------------------------|-----------------|----------------|----------------|----------------|----------------|
| Earnings before tax               | 8,600           | 8,730          | 8,608          | 6,706          | 6,160          |
| Tax paid                          | 0               | 0              | 0              | 0              | 0              |
| Depreciation & amortization       | 0               | 0              | 0              | 0              | 0              |
| Chg In working capital            | (0)             | 0              | (3)            | 1              | 0              |
| Chg In other CA & CL / minorities | 2,691           | (2)            | 27             | (23)           | 13             |
| <b>Cash flow from operations</b>  | <b>11,291</b>   | <b>8,728</b>   | <b>8,632</b>   | <b>6,684</b>   | <b>6,172</b>   |
| Capex                             | 0               | 0              | 0              | 0              | 0              |
| Right of use                      | 0               | 0              | (0)            | (0)            | (0)            |
| ST loans & investments            | 0               | 0              | 0              | 0              | 0              |
| LT loans & investments            | (500)           | 700            | 0              | 0              | 0              |
| Adj for asset revaluation         | 0               | 0              | 0              | 0              | 0              |
| Chg In other assets & liabilities | 500             | (701)          | 0              | 0              | 0              |
| <b>Cash flow from investments</b> | <b>0</b>        | <b>(1)</b>     | <b>0</b>       | <b>0</b>       | <b>0</b>       |
| Debt financing                    | (2,925)         | (785)          | (3,302)        | (77)           | (1,880)        |
| Capital increase                  | 0               | 0              | 2,129          | 0              | 0              |
| Dividends paid                    | (7,520)         | (7,600)        | (7,839)        | (6,607)        | (5,793)        |
| Warrants & other surplus          | 0               | 0              | 0              | 0              | 0              |
| <b>Cash flow from financing</b>   | <b>(10,445)</b> | <b>(8,385)</b> | <b>(9,012)</b> | <b>(6,684)</b> | <b>(7,672)</b> |
| <b>Free cash flow</b>             | <b>11,291</b>   | <b>8,728</b>   | <b>8,632</b>   | <b>6,684</b>   | <b>6,172</b>   |

*Dividends fall in 2023F following lower rental income*

## VALUATION

| FY ending Dec                       | 2020A | 2021A | 2022F | 2023F | 2024F |
|-------------------------------------|-------|-------|-------|-------|-------|
| Normalized PE (x)                   | 8.2   | 8.1   | 8.2   | 10.6  | 11.5  |
| Normalized PE - at target price (x) | 7.3   | 7.2   | 7.3   | 9.4   | 10.3  |
| PE (x)                              | 7.8   | 8.8   | 8.2   | 10.6  | 11.5  |
| PE - at target price (x)            | 6.9   | 7.9   | 7.3   | 9.4   | 10.3  |
| EV/EBITDA (x)                       | 8.6   | 8.5   | 8.4   | 10.9  | 11.8  |
| EV/EBITDA - at target price (x)     | 7.8   | 7.7   | 7.6   | 9.8   | 10.6  |
| P/NAV (x)                           | 0.8   | 0.8   | 0.8   | 0.8   | 0.8   |
| P/NAV - at target price (x)         | 0.7   | 0.7   | 0.7   | 0.7   | 0.7   |
| P/CFO (x)                           | 6.3   | 8.1   | 8.2   | 10.6  | 11.5  |
| Price/sales (x)                     | 7.0   | 7.0   | 6.9   | 8.7   | 9.4   |
| Effective dividend yield (%)        | 11.2  | 10.7  | 11.2  | 8.7   | 8.0   |
| Capital reduction yield (%)         | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   |
| Cash dividend yield (%)             | 11.2  | 10.7  | 11.2  | 8.7   | 8.0   |
| FCF Yield (%)                       | 15.9  | 12.3  | 12.2  | 9.4   | 8.7   |
| <b>(Bt)</b>                         |       |       |       |       |       |
| Normalized EPS                      | 1.1   | 1.1   | 1.1   | 0.8   | 0.8   |
| EPS                                 | 1.1   | 1.0   | 1.1   | 0.8   | 0.8   |
| Effective dividend *                | 1.0   | 1.0   | 1.0   | 0.8   | 0.7   |
| Capital reduction dividend          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   |
| Cash dividend **                    | 1.0   | 1.0   | 1.0   | 0.8   | 0.7   |
| NAV/unit                            | 11.1  | 11.1  | 11.5  | 11.5  | 11.5  |
| CFO/unit                            | 1.4   | 1.1   | 1.1   | 0.8   | 0.8   |
| FCF/unit                            | 1.4   | 1.1   | 1.1   | 0.8   | 0.8   |

Sources: Company data, Thanachart estimates

*We don't see its 9% yield in 2023F as attractive given its diminishing contract life*

## FINANCIAL RATIOS

| FY ending Dec                          | 2020A  | 2021A  | 2022F | 2023F  | 2024F |
|----------------------------------------|--------|--------|-------|--------|-------|
| <b>Growth Rate</b>                     |        |        |       |        |       |
| Sales (%)                              | 59.6   | 0.0    | 0.9   | (20.6) | (7.2) |
| Net profit (%)                         | (15.1) | (11.8) | 7.2   | (22.1) | (8.1) |
| EPS (%)                                | (34.9) | (11.8) | 7.2   | (22.1) | (8.1) |
| Normalized profit (%)                  | 47.9   | 1.5    | (1.4) | (22.1) | (8.1) |
| Normalized EPS (%)                     | 13.3   | 1.5    | (1.4) | (22.1) | (8.1) |
| Dividend payout ratio (%)***           | 87.0   | 94.7   | 92.0  | 92.0   | 92.0  |
| <b>Operating performance</b>           |        |        |       |        |       |
| Gross margin (%)                       | 100.0  | 100.0  | 100.0 | 100.0  | 100.0 |
| Operating margin (%)                   | 94.0   | 93.8   | 90.7  | 87.9   | 87.0  |
| EBITDA margin (%)                      | 94.0   | 93.8   | 90.7  | 87.9   | 87.0  |
| Net margin (%)                         | 84.8   | 86.1   | 84.1  | 82.6   | 81.7  |
| Interest bearing debt to NAV (%)       | 17.0   | 16.1   | 12.0  | 11.9   | 9.8   |
| D/E (incl. minor) (x)                  | 0.2    | 0.2    | 0.1   | 0.1    | 0.1   |
| Net D/E (incl. minor) (x)              | 0.1    | 0.1    | 0.1   | 0.1    | 0.1   |
| Interest coverage - EBIT (x)           | 10.1   | 11.9   | 13.5  | 16.3   | 16.4  |
| Interest coverage - EBITDA (x)         | 10.1   | 11.9   | 13.5  | 16.3   | 16.4  |
| Interest bearing debt to total asset ( | 14.4   | 13.7   | 10.6  | 10.5   | 8.8   |
| ROA - using norm profit (%)            | 8.2    | 8.3    | 8.3   | 6.4    | 6.0   |
| ROE - using norm profit (%)            | 9.8    | 9.8    | 9.5   | 7.3    | 6.7   |
| <b>DuPont</b>                          |        |        |       |        |       |
| ROE - using after tax profit (%)       | 9.8    | 9.8    | 9.5   | 7.3    | 6.7   |
| - asset turnover (x)                   | 0.1    | 0.1    | 0.1   | 0.1    | 0.1   |
| - operating margin (%)                 | 94.1   | 93.9   | 90.8  | 88.0   | 87.0  |
| - leverage (x)                         | 1.2    | 1.2    | 1.2   | 1.1    | 1.1   |
| - interest burden (%)                  | 90.1   | 91.6   | 92.6  | 93.9   | 93.9  |
| - tax burden (%)                       | 100.0  | 100.0  | 100.0 | 100.0  | 100.0 |
| Cost of equity (%)                     | #N/A   | #N/A   | 6.1   | 6.1    | 6.1   |
| ROIC (%)                               | 9.4    | 9.6    | 9.4   | 7.2    | 6.6   |
| NOPAT (Bt m)                           | 9,531  | 9,519  | 9,286 | 7,136  | 6,553 |

Sources: Company data, Thanachart estimates

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