

# Intouch Holdings (INTUCH TB)

## ปั้นผลปี 67-69 ดีที่ระดับ 5-6%

# BUY

Share Price	THB 69.00
12m Price Target	THB 82.40 (+24%)
Previous Price Target	THB 80.70

### Company Description

Intouch Holdings is a holding company with 40.5% stake in ADVANC. It also owns tech-related startups and invests in Viola Ventures.

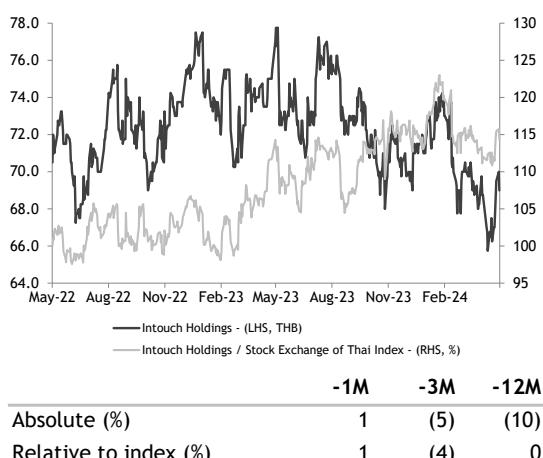
### Statistics

52w high/low (THB)	77.75/65.75
3m avg turnover (USDm)	5.7
Free float (%)	28.4
Issued shares (m)	3,207
Market capitalisation	THB221.3B USD6.0B

### Major shareholders:

Gulf Energy Development	47.4%
Singtel Global Investment	25.0%
Thai NVDR	6.1%

### Price Performance



	-1M	-3M	-12M
Absolute (%)	1	(5)	(10)
Relative to index (%)	1	(4)	0

Source: FactSet

### Other stock(s) mentioned

ADVANC - Advanced Infor Service (ADVANC TB, CP THB206, BUY, TP THB257)

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Tear Sheet Insert

### คงคำแนะนำ ซื้อ เพิ่มราคาเป้าหมายเป็น 82.40 บาท

เรา預期คงคำแนะนำ ซื้อ INTUCH เนื่องจากคาดว่ากำไรหลักปี 67 จะเติบโตแข็งแกร่งที่ 15% และอัตราผลตอบแทนจากการเงินปันผลในปี 67-69 ที่ 5-6% เราเพิ่มราคาเป้าหมายของ INTUCH เป็น 82.40 บาทจาก 80.70 บาท เพื่อสะท้อนราคาเป้าหมายของ SOTP ของ ADVANC ที่เพิ่มขึ้นเป็น 257 บาทจาก 251 บาท โดยกำไรไตรมาส 1Q67 เพิ่มขึ้น +25% YoY, +20% QoQ สรุป กว่าตัดคาดคาด 12% จากส่วนแบ่งกำไรที่แข็งแกร่งจาก ADVANC ขณะที่ประมาณการเงินปันผลต่อหุ้น (DPS) ปี 67 ในมือของเรามีอัปไซด์ 0.20 บาทจากการลดทุนของ ITV

### กำไรหลัก 1Q67 สรุกกว่าตัดคาด 12%

กำไรหลักไตรมาส 1/67 ที่ 3.3 พัน ลบ. (+25% YoY, +20% QoQ) สรุกกว่าตัดคาด 12% เมื่อจากกำไรหลักของ ADVANC แข็งแกร่งเกินคาด โดยเมื่อวันที่ 30 เม.ย. ADVANC ได้รายงานกำไรหลักไตรมาส 1/67 ที่ 8.6 พัน ลบ. (+28% YoY, +22% QoQ) ซึ่งสรุกกว่าประมาณการของเราและ Consensus ถึง 20% (คุณงาน ADVANC เผยแพร่วันที่ 2 พ.ค.67) INTUCH ถือหุ้น 40.4% ใน ADVANC ซึ่งสร้างกำไรหลัก 3.4 พัน ลบ. ให้กับ INTUCH ในไตรมาส 1/67 อย่างไรก็ตาม มีขาดทุน 127 ลบ. จากการประเมินมูลค่าอยู่ต่ำกว่ารวมของเงินลงทุนของ InVent

### DPS มีอัปไซด์ 0.20 บาท เนื่องจากการลดทุนของ ITV

เราเพิ่มประมาณการกำไรหลักปี 67-69 ของ INTUCH ขึ้น 2-3% เพื่อสะท้อนถึงประมาณการกำไรล่าสุดสำหรับ ADVANC ตอนนี้ เนื่องจากลด DPS ปี 67 สำหรับ INTUCH ที่ 3.54 บาท (อัตราผลตอบแทนเงินปันผลเท่ากับ 5.1%) โดยอิงจากอัตราการจ่ายเงินปันผล 88% ของ ADVANC และอัตราการส่งผ่านเงินปันผล 98% ของ INTUCH โดยประมาณการ DPS ปี 67 เวลาเมื่อไหร่เดือนน้อย เนื่องจาก INTUCH จะได้รับเงิน 650 ลบ. (0.20 บาท/หน่วย) จากการลดทุนของ ITV ในเดือน พ.ค.67 ซึ่ง INTUCH ถือหุ้น 52.9% ใน ITV (ไม่ได้จดทะเบียนในตลาดหลักทรัพย์)

### ส่วนลดจาก NAV ต่ำกว่าค่าเฉลี่ย เราชอบ ADVANC มากกว่า

INTUCH ซื้อขายโดยมีส่วนลด 11% จาก NAV (คำนวณจากมูลค่าตัดคาดของหุ้น ADVANC ที่ INTUCH มีการถือหุ้น) ซึ่งต่ำกว่าเฉลี่ย 5 ปีที่ 13% ซึ่งส่วนลดที่ต่ำกว่าค่าเฉลี่ยทำให้เราชอบ ADVANC มากกว่า INTUCH โดยที่ ADVANC ยังคงเป็น Top Pick ของเรานอกจาก 1) การเติบโตของกำไรหลักปี 67 ที่ 14% และ 2) หุ้นราคาถูก โดยหุ้น ADVANC ซื้อขายที่ P/E ปี 67 ที่ 19 เท่า ซึ่งต่ำกว่าค่าเฉลี่ยของธุรกิจโทรคมนาคมในอาเซียนที่ 22 เท่า ถึง 15% แม้ว่าจะมี ROE ที่สูงกว่ามาก (ของ ADVANC 34% เทียบกับบริษัทโทรคมนาคมในอาเซียน 14%)

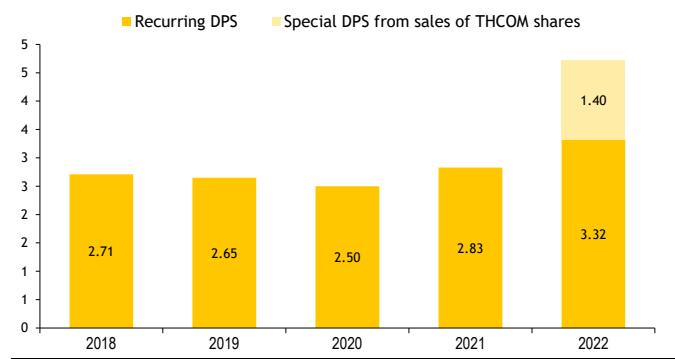
FYE Dec (THB m)	FY22A	FY23A	FY24E	FY25E	FY26E
Revenue	0	0	0	0	0
EBITDA	(160)	(164)	(176)	(182)	(187)
Core net profit	10,319	11,332	12,998	14,250	14,738
Core EPS (THB)	3.22	3.53	4.05	4.44	4.60
Core EPS growth (%)	(3.1)	9.8	14.7	9.6	3.4
Net DPS (THB)	3.32	3.17	3.54	3.88	4.01
Core P/E (x)	24.0	20.2	17.0	15.5	15.0
P/BV (x)	6.7	5.8	4.8	4.1	3.6
Net dividend yield (%)	4.3	4.4	5.1	5.6	5.8
ROAE (%)	26.7	34.0	30.1	28.3	25.5
ROAA (%)	24.7	27.7	30.0	28.3	25.4
EV/EBITDA (x)	nm	nm	nm	nm	nm
Net gearing (%) (incl perps)	net cash				
Consensus net profit	-	-	12,360	13,545	14,619
MIBG vs. Consensus (%)	-	-	5.2	5.2	0.8

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## Value Proposition

- INTUCH is a holding company, which passes through most of its dividend income to its shareholders.
- INTUCH sold its 41% stake in Thaicom (THCOM, CP THB12.5, Not Rated) to Gulf Energy Development (GULF CP THB46.00, BUY, TP THB56.25) in Dec 2022, so its dividend is now solely from ADVANC.
- The holding company is planning to invest in established companies that can pay stable dividends. The investment targets must have synergy with ADVANC's ecosystem of technologies.

### Historical DPS



Source: Company

## Price Drivers

### Historical share price trend



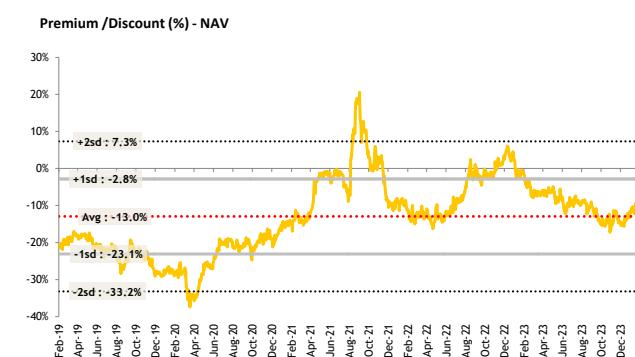
Source: Company, MST

- On 18 Apr 2021, GULF announced a plan to tender all of INTUCH shares at THB65/sh.
- On 5 Aug 2021, GULF concluded its tender offer with 42.3% stake in INTUCH, becoming the largest shareholder.
- From early Aug to early Sep 2021, the share price skyrocketed as investors expected GULF to force INTUCH to do sizable investments.
- Share price stagnated as INTUCH has not done any sizable investments yet.

## Financial Metrics

- INTUCH is debt-free, so future investments can be financed by debt.
- INTUCH usually trades at a significant discount to its NAV (the market value of its holdings). INTUCH is trading at 10% discount to NAV (vs the 5-year mean of 13%).

### Discount-to-NAV band



Source: Company

## Swing Factors

### Upside

- Future investments in established companies imply upside risk to our dividend forecasts.
- Stronger-than-expected net profit at ADVANC implies upside risk to our dividend forecasts for INTUCH.

### Downside

- Weaker-than-expected net profit at ADVANC.
- Litigation exposure at ADVANC.

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Risk Rating & Score <sup>1</sup>	27.9
Score Momentum <sup>2</sup>	+1.4
Last Updated	13 Apr 2023
Controversy Score <sup>3</sup> (Updated: 8 Nov 2023)	Category 1 - Low

## Business Model & Industry Issues

- INTUCH announced its sustainable development policy in 2020. The policy, which is updated annually, has been integrated into the business process throughout the organisation. Sustainable development at INTUCH is driven by the board of directors, Corporate Governance and Sustainable Development Committee, Management Committee, and Sustainable Development Working Team.
- The company also received ESG 100 Certificate from Thaipat Institute for the eighth consecutive year in 2022.
- The highlight of INTUCH's environmental issue is the reduction of electricity consumption. The company slashed electricity consumption by 38% in FY21 and 48% in FY22.
- On the social side, 98.5% of INTUCH's employees completed the individual development plan in 2022.
- On the governance side, INTUCH received top awards from Thai Institute of Directors and ASEAN Corporate Governance Scorecard in 2022.

### Material E issues

- In 2022, INTUCH reduced electricity consumption in its office building by 48% YoY to 80,039 kwh. The 48% reduction far exceeded the company's target of 10% reduction thanks to smaller office space and work-from-home measures.
- The decrease in electricity consumption was also supported by the company's energy efficiency campaign, which consists of: i) regular inspection of electrical appliances; ii) energy-saving light bulbs; iii) virtual meetings; and iv) turning off appliances when they are not in use.
- Thorough environmental impact assessment on investment targets is one of the key criteria when making investment decisions.

### Key G metrics and issues

- In 2022, the total monetary compensation for the five members of the management team was THB24m, comprising salaries, bonuses, provident fund contributions and other benefits. THB24m was 0.2% of FY22 net profit.
- KPMG was the auditor in 2022.
- GULF held a 47.4% stake in INTUCH in Aug 2023, and it has four board directors (36.4% of total) in the holding company.
- Singtel (ST SP, CP SGD2.37, BUY, TP SGD3.10) held a 25.0% stake in INTUCH in Aug 2023, and it has two board directors (18.2% of total).
- One-third of board members, and not less than three people, must be independent directors. An independent director is no longer considered "independent" after he or she has completed three consecutive terms (nine years). In Nov 2023, there were 11 board directors, five of which were independent directors.
- Five out of 11 board directors were women.
- The age limit for board membership is 72 years old.
- In 2022, INTUCH was rated "Excellent" in the Corporate Governance Rating 2022 by the Thai Institute of Directors for the tenth consecutive time. It also received ASEAN Asset Class Award (companies with a score of 97.5 or above) in the ASEAN Corporate Governance Scorecard in 2021.

### Material S issues

- INTUCH provides an individual development plan to each employee. In 2022, the IDP completion rate was 98.5%, slightly below the 100% target.
- 2022 employee engagement score was 74%, above the target of 64%.
- INTUCH provided scholarships (THB391k) to 41 students in 2022.
- There was no complaint by employees about discriminatory treatment or violence in 2022.

<sup>1</sup>**Risk Rating & Score** - derived by Sustainalytics and assesses the company's exposure to unmanaged ESG risks. Scores range between 0 - 50 in order of increasing severity with low/high scores & ratings representing negligible/significant risk to the company's enterprise value, respectively, from ESG-driven financial impacts. <sup>2</sup>**Score Momentum** - indicates changes to the company's score since the last update - a **negative** integer indicates a company's improving risk score; a **positive** integer indicates a deterioration. <sup>3</sup>**Controversy Score** - reported periodically by Sustainalytics in the event of material ESG-related incident(s), with the impact severity scores of these events ranging from Category 0-5 (0 - no reports; 1 - negligible risks; ...; 5 - poses serious risks & indicative of potential structural deficiencies at the company).

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Quantitative Parameters (Score: 53)						
	Particulars	Unit	2020	2021	2022	ADVANC TB (2022)
E	Scope 1	tCO2e	NA	NA	39	7,411
	Scope 2	tCO2e	NA	NA	NA	668,086
	<b>Total</b>	<b>tCO2e</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>675,497</b>
	Scope 3	tCO2e	NA	NA	NA	NA
	<b>Total</b>	<b>tCO2e</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
S	Scope 1 emission intensity	kgCO2e/THB of net profit	NA	NA	3.7	284.9
	Green energy share of usage	%	NA	NA	NA	1.2%
	Direct electricity consumption	MWh	233	154	80	1,394,989
	Water consumption	Cubic metre	14.0	9.0	5.0	198,751
	Green building certified	m sqft	NA	NA	NA	NA
G	% of women in workforce	%	55.7%	60.0%	57.1%	60.0%
	Female-to-male salary ratio at executive level	per person hours per employee	1:1.69	1:1.51	1:1.39	NA
	Average training hours per employee	hours per employee	8.3	13.4	9.0	29.0
	Number of accident	number	0	0	0	NA
	Customer data privacy breaches/cyber breaches	number	NA	NA	0	1
G	Executives' compensation as % of net profit	%	0.4%	0.3%	0.2%	0.4%
	Non-executive directors' compensation as % of net profit	%	0.3%	0.3%	0.1%	0.1%
	Independent directors on board (tenure<10 years)	%	50%	36%	36%	27%
	Women directors on board	%	30%	36%	36%	18%
	Pass-through rate of dividend income	%	95.3%	96.7%	113.5%	NA

## Qualitative Parameters (Score: 33)

- a) Is there an ESG policy in place and is there a standalone ESG Committee or is it part of the risk committee?  
**Yes, INTUCH has a Sustainable Development Committee that defines policies and strategies, and ensures that implementation of these policies and strategies meets the target.**
- b) Is the senior management salary linked to fulfilling ESG targets?  
**No**
- c) Does the company follow TCFD framework for ESG reporting?  
**No**
- d) Has the company been involved in controversies that have impacted their management/stock price performance?  
**No**
- e) What are the 2-3 key carbon mitigation/water/waste management strategies adopted by the company?  
**1. Regular inspection of electrical appliances; 2) energy-saving light bulbs; 3) virtual meetings (as opposed to physical meetings) when applicable; and 4) turning off appliances when they are not in use.**
- f) Does carbon offset form part of the net zero/carbon neutrality target of the company?  
**No**

Target (Score: 80)		
Particulars	Target	Achieved
Reduce electricity consumption by 2025 GHG emission reduction target	20% reduction	48% reduction
All employees complete the individual development plan (IDP)	100% completion rate	98.5%
Respect human rights and diversity	0 complaint	0 complaint
Good corporate governance practices	"Excellent" CG rating by the Thai Institute of Directors	"Excellent" CG rating by the Thai Institute of Directors
<b>Impact</b>		
NA		
<b>Overall Score: 55</b>		

As per our ESG matrix, Intouch Holdings (INTUCH TB) has an overall score of 55.

ESG score	Weights	Scores	Final Score
Quantitative	50%	53	26
Qualitative	25%	33	8
Target	25%	80	20
<b>Total</b>			<b>55</b>

As per our ESG assessment, INTUCH has an established framework, internal policies and tangible medium/long-term targets, but it doesn't use green energy. INTUCH's overall ESG score is 55, which makes its ESG rating above average in our view (average ESG rating = 50).



## Valuation and recommendation

### Reiterate BUY with SOTP-based TP of THB82.4

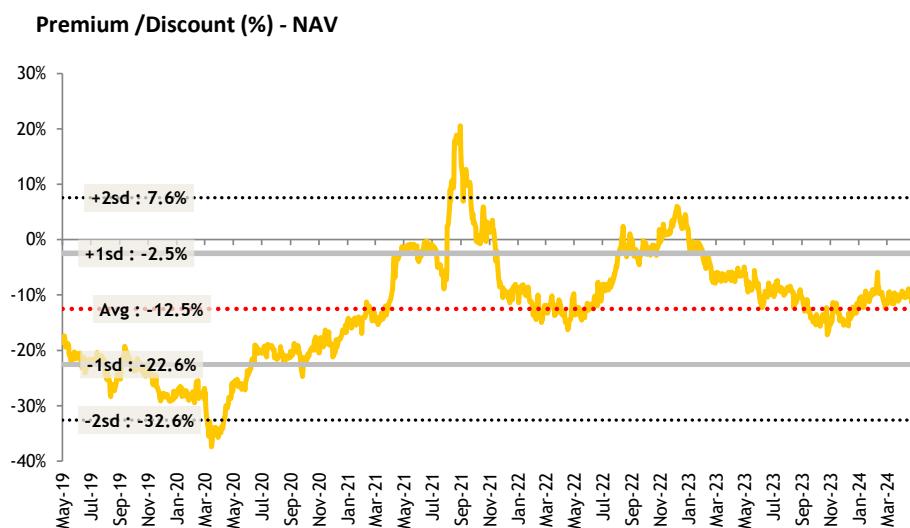
We have a BUY on INTUCH with SOTP-based TP of THB82.4. This is based on: i) ADVANC's fair value of THB309b (end-FY24E TP of THB257); ii) InVent's and Viola Venture's investment value of THB456m; iii) 15% discount to the fair value of INTUCH's holdings.

**Fig 4: SOTP-based target price of THB82.4 for INTUCH**

Company	Rating	Target price (THB)	Outstanding share (m)	Holding (%)	Proportionate value based on Target price (THB m)
ADVANC	BUY	257.0	2,974	40.5%	309,188
InVent and Viola Ventures as of end-1Q24					456
<b>Gross value (THB m)</b>					<b>309,644</b>
FY24E net cash (debt)					1,207
Equity value					310,851
Out shares (m)					3,207
<b>Equity value per share (THB)</b>					<b>96.94</b>
Holding discount					-15.0%
<b>SoP-based valuation (THB)</b>					<b>82.40</b>

Source: Company, MST

**Fig 5: INTUCH is trading at a 11% discount to NAV, close to the 5-year mean of 13% discount**



Source: SETSMART, Company, MST

### No progress on new investment

INTUCH has been seeking 25-50% stakes in established companies with: i) technologies (i.e. ICT solutions, cyber security, and health tech) that can support ADVANC's ecosystem; and ii) stable dividends. A minimum stake of 25% means active management by INTUCH, which should help facilitate collaboration between ADVANC and the investment targets.

Despite having the new investment strategy since 2022, INTUCH has not found the right target yet.

FYE 31 Dec	FY22A	FY23A	FY24E	FY25E	FY26E
<b>Key Metrics</b>					
P/E (reported) (x)	22.4	17.9	17.0	15.5	15.0
Core P/E (x)	24.0	20.2	17.0	15.5	15.0
P/BV (x)	6.7	5.8	4.8	4.1	3.6
P/NTA (x)	5.9	5.7	4.7	4.1	3.6
Net dividend yield (%)	4.3	4.4	5.1	5.6	5.8
FCF yield (%)	3.7	4.6	2.8	3.0	3.2
EV/EBITDA (x)	nm	nm	nm	nm	nm
EV/EBIT (x)	nm	nm	nm	nm	nm
<b>INCOME STATEMENT (THB m)</b>					
Revenue	0.0	0.0	0.0	0.0	0.0
EBITDA	(160.4)	(164.2)	(176.3)	(181.7)	(187.3)
Depreciation	(12.2)	(11.8)	(5.0)	(5.0)	(5.0)
Amortisation	0.0	0.0	0.0	0.0	0.0
EBIT	(172.6)	(176.0)	(181.3)	(186.7)	(192.3)
Net interest income / (exp)	(2.0)	(2.0)	(2.0)	(2.0)	(2.0)
Associates & JV	10,590.9	11,486.1	13,154.5	14,409.3	14,901.6
Exceptionals	67.0	1,776.2	0.0	0.0	0.0
Other pretax income	45.0	23.7	27.1	29.7	30.7
Pretax profit	10,528.3	13,108.0	12,998.4	14,250.3	14,738.0
Income tax	0.0	0.0	0.0	0.0	0.0
Minorities	0.0	0.0	0.0	0.0	0.0
Discontinued operations	0.0	0.0	0.0	0.0	0.0
Reported net profit	10,528.3	13,108.0	12,998.4	14,250.3	14,738.0
Core net profit	10,319.3	11,331.8	12,998.4	14,250.3	14,738.0
<b>BALANCE SHEET (THB m)</b>					
Cash & Short Term Investments	5,681.1	1,246.1	1,206.7	1,173.5	1,143.7
Accounts receivable	5.4	0.0	0.0	0.0	0.0
Inventory	0.0	0.0	0.0	0.0	0.0
Reinsurance assets	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equip (net)	17.7	13.2	13.6	13.6	13.6
Intangible assets	31.5	25.0	25.4	25.4	25.4
Investment in Associates & JVs	35,390.8	38,040.9	44,809.7	52,340.2	59,924.6
Other assets	642.7	581.5	582.2	582.2	582.2
<b>Total assets</b>	<b>41,769.2</b>	<b>39,906.8</b>	<b>46,637.7</b>	<b>54,134.9</b>	<b>61,689.5</b>
ST interest bearing debt	0.0	0.0	0.0	0.0	0.0
Accounts payable	4,525.7	32.6	32.6	32.6	32.6
Insurance contract liabilities	0.0	0.0	0.0	0.0	0.0
LT interest bearing debt	0.0	0.0	0.0	0.0	0.0
Other liabilities	65.0	59.0	59.0	59.0	59.0
<b>Total Liabilities</b>	<b>4,590.9</b>	<b>91.2</b>	<b>91.2</b>	<b>91.2</b>	<b>91.2</b>
Shareholders Equity	37,178.3	39,815.5	46,546.4	54,043.6	61,598.3
Minority Interest	0.0	0.0	0.0	0.0	0.0
<b>Total shareholder equity</b>	<b>37,178.3</b>	<b>39,815.5</b>	<b>46,546.4</b>	<b>54,043.6</b>	<b>61,598.3</b>
<b>Total liabilities and equity</b>	<b>41,769.2</b>	<b>39,906.8</b>	<b>46,637.7</b>	<b>54,134.9</b>	<b>61,689.5</b>
<b>CASH FLOW (THB m)</b>					
Pretax profit	10,528.3	13,108.0	12,998.4	14,250.3	14,738.0
Depreciation & amortisation	12.2	11.8	5.0	5.0	5.0
Adj net interest (income)/exp	0.0	0.0	0.0	0.0	0.0
Change in working capital	(61.6)	10.4	0.0	0.0	0.0
Cash taxes paid	0.0	0.0	0.0	0.0	0.0
Other operating cash flow	(10,514.5)	(12,403.7)	(13,154.5)	(14,409.3)	(14,901.6)
Cash flow from operations	9,183.1	10,456.0	6,234.6	6,724.9	7,158.5
Capex	(15.3)	(0.6)	(5.0)	(5.0)	(5.0)
Free cash flow	9,167.8	10,455.4	6,229.6	6,719.9	7,153.5
Dividends paid	(10,773.9)	(14,204.7)	(6,269.0)	(6,753.1)	(7,183.4)
Equity raised / (purchased)	0.0	0.0	0.0	0.0	0.0
Change in Debt	0.0	0.0	0.0	0.0	0.0
Other invest/financing cash flow	6,735.0	134.3	0.0	0.0	0.0
Effect of exch rate changes	0.0	0.0	0.0	0.0	0.0
Net cash flow	5,128.9	(3,615.0)	(39.4)	(33.2)	(29.8)

FYE 31 Dec	FY22A	FY23A	FY24E	FY25E	FY26E
<b>Key Ratios</b>					
<b>Growth ratios (%)</b>					
Revenue growth	na	na	na	na	na
EBITDA growth	nm	nm	nm	nm	nm
EBIT growth	nm	nm	nm	nm	nm
Pretax growth	(2.0)	24.5	(0.8)	9.6	3.4
Reported net profit growth	(2.0)	24.5	(0.8)	9.6	3.4
Core net profit growth	(3.1)	9.8	14.7	9.6	3.4
<b>Profitability ratios (%)</b>					
EBITDA margin	nm	nm	nm	nm	nm
EBIT margin	nm	nm	nm	nm	nm
Pretax profit margin	nm	nm	nm	nm	nm
Payout ratio	101.1	77.5	87.4	87.4	87.4
<b>DuPont analysis</b>					
Net profit margin (%)	nm	nm	nm	nm	nm
Revenue/Assets (x)	0.0	0.0	0.0	0.0	0.0
Assets/Equity (x)	1.1	1.0	1.0	1.0	1.0
ROAE (%)	26.7	34.0	30.1	28.3	25.5
ROAA (%)	24.7	27.7	30.0	28.3	25.4
<b>Liquidity &amp; Efficiency</b>					
Cash conversion cycle	nm	nm	nm	nm	nm
Days receivable outstanding	nm	nm	nm	nm	nm
Days inventory outstanding	nm	nm	nm	nm	nm
Days payables outstanding	nm	nm	nm	nm	nm
Dividend cover (x)	1.0	1.3	1.1	1.1	1.1
Current ratio (x)	1.3	32.4	31.4	30.5	29.7
<b>Leverage &amp; Expense Analysis</b>					
Asset/Liability (x)	9.1	nm	nm	nm	nm
Net gearing (%) (incl perps)	net cash				
Net gearing (%) (excl. perps)	net cash				
Net interest cover (x)	na	na	na	na	na
Debt/EBITDA (x)	0.0	0.0	0.0	0.0	0.0
Capex/revenue (%)	nm	nm	nm	nm	nm
Net debt/ (net cash)	(5,681.1)	(1,246.1)	(1,206.7)	(1,173.5)	(1,143.7)

Source: Company; Maybank IBG Research

## Historical recommendations and target price: Intouch Holdings (INTUCH TB)

