China/Hong Kong Company Update

Inner Mongolia Yili Industrial

Bloomberg: 600887 CH Equity | Reuters: 600887.SS

Refer to important disclosures at the end of this report.

DBS Group Research . Equity

21 Jan 2022

BUY

Last Traded Price (20 Jan 2022): RMB40.06 (CSI300 Index : 4.824)

Price Target 12-mth: RMB52.00 (30% upside)

Analyst

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What's New

- Expect double-digit top-line growth to be sustained, driven by white milk and milk powder sales
- Margin pressure to ease on stabilising raw milk prices in FY22F
- Reiterate BUY, TP unchanged



Forecasts and Valuation

FY Dec (RMBm)	2020A	2021F	2022F	2023F
Turnover	96,886	113,986	128,558	149,351
EBITDA	9.829	11.781	15.062	18.622
Pre-tax Profit	8.150	9.907	11.482	13.540
Net Profit	7.120	8.655	10.031	11.828
Net Profit Gth (Pre-ex) (%)	2.2	21.6	15.9	17.9
EPS (RMB)	1.18	1.42	1.64	1.93
EPS Gth (%)	1.8	20.9	15.3	17.3
Diluted EPS (RMB)	1.18	1.43	1.65	1.93
DPS (RMB)	0.88	0.99	1.14	1.34
BV Per Share (RMB)	1.00	1.00	0.99	0.99
PE (X)	34.0	28.1	24.4	20.8
P/Cash Flow (X)	24.6	23.8	18.4	14.8
P/Free CF (X)	72.3	93.7	51.8	36.9
EV/EBITDA (X)	27.3	23.4	18.7	15.4
Net Div Yield (%)	2.2	2.5	2.9	3.3
P/Book Value (X)	39.9	40.1	40.4	40.6
Net Debt/Eauitv (X)	0.0	0.1	0.2	0.2
ROAE(%)	117.0	142.3	164.9	194.5
Earnings Rev (%):		Nil	Nil	Nil
Consensus EPS (RMB)		1.47	1.72	2.01
Other Broker Recs:		B:43	S:0	H:1

Source of all data on this page: Company, DBS Bank (Hong Kong) Limited ("DBS HK"), Thomson Reuters

Firm demand driven by growing health proposition

Investment Thesis

Liquid milk sales driven by UHT milk. Liquid milk accounts for 79% of total revenue, comprising milk, yogurt, milk beverages, and more. We expect the key driver to remain as UHT white milk, supported by a rise in consumption per capita.

Acquisition of a 34.33% stake in Austnutria to propel Yili's infant formula market share. Infant formula competition has been fierce, with rapid changes in regulations. With the acquisition of a 34.3% stake in Austnutria, we expect Yili's market share to propel it to be the second-largest domestic infant formula player in China, after Feihe.

Emerging categories see encouraging trends. Yili has been investing in developing new products such as pasteurised milk, cheese, and butter to capture the fast-growing trends in these categories. Despite limited contribution at this juncture, we expect these products to continue to enrich Yili's strong dairy portfolio in the medium term.

Valuation:

Our TP stood at Rmb52, pegged to a 31.7x FY22F PE (1.5SD above its five-year average).

Where we differ:

We expect Yili to deliver a 17% sales CAGR in FY21-23F, versus consensus' 10.5%, on better growth prospects from UHT products and infant formula.

Key Risks to Our View:

COVID-19 impacts, volatility in raw material prices, tougher competition, execution risks on M&As, and trade war.

At A Glance

Issued Capital (m shrs)	6,065
Mkt Cap (RMB\$m/US\$m)	242,964 / 38,316
Major Shareholders (%)	
Huhhot Investment Company Ltd.	8.4
Free Float (%)	91.6
3m Avg. Daily Val. (US\$m)	399.90
GICS Industry: Consumer Staples / Food, B	everage & Tobacco









Company Background

Yili is one of the leading companies involved in the processing and manufacturing of milk products such as ice cream, milk powder, sterilised milk, and fresh milk. The group generates the bulk of its revenue (c.79% of FY20 sales) from the liquid milk segment (UHT milk, UHT yogurt). It is also a significant player in the milk powder category.

Historical PE and PB band

Forward PE band (x) (x) 36.6 31.6 +2sd: 31.4x +1sd: 28.4x Avg: 25.4x -1sd: 22.4x -2sd: 19.4x Jan-18 Jan-19 Jan-20 Jan-21



Source: Thomson Reuters, DBS HK





Segmental Breakdown (RMB m)

FY Dec	2019A	2020A	2021F	2022F	2023F
Revenues (RMB m)					
Liquid milk	73,761	76,123	86,365	97,696	113,967
Milk and milk products	10,055	12,885	14,633	16,912	20,396
Mixed feed	62	179	0	0	0
Icecream	5,631	6,158	11,417	12,347	13,353
Other	714	1,540	1,571	1,603	1,635
Total	90,223	96,886	113,986	128,558	149,351
Gross Profit (RMB m)					
Liquid milk	25,963	25,920	30,271	34,438	40,402
Milk and milk products	4,838	5,527	6,277	7,255	8,749
Mixed feed	22	61	0	0	0
Icecream	2,619	2,997	5,594	6,050	6,543
Other	389	575	707	721	736
Total	33,831	35,080	42,850	48,464	56,430
Gross Profit Margins (%)					
Liquid milk	35.2	34.1	35.1	35.3	35.5
Milk and milk products	48.1	42.9	42.9	42.9	42.9
Mixed feed	34.8	33.8	N/A	N/A	N/A
Icecream	46.5	48.7	49.0	49.0	49.0
Other	54.5	37.3	45.0	45.0	45.0
Total	37.5	36.2	37.6	37.7	37.8

Source: Company, DBS HK

Income Statement (RMB m)

FY Dec	2019A	2020A	2021F	2022F	2023F
Revenue	90,223	96,886	113,986	128,558	149,351
Cost of Goods Sold	(56,392)	(61,806)	(71,136)	(80,093)	(92,921)
Gross Profit	33,831	35,080	42,850	48,464	56,430
Other Opng (Exp)/Inc	(25,543)	(26,334)	(32,159)	(36,350)	(42,363)
Operating Profit	8,288	8,746	10,691	12,114	14,067
Other Non Opg (Exp)/Inc	(86)	(408)	(429)	(280)	(178)
Associates & JV Inc	0	0	0	0	0
Net Interest (Exp)/Inc	(8)	(188)	(354)	(352)	(349)
Dividend Income	0	0	0	0	0
Exceptional Gain/(Loss)	0	0	0	0	0
Pre-tax Profit	8,194	8,150	9,907	11,482	13,540
Tax	(1,243)	(1,051)	(1,278)	(1,481)	(1,746)
Minority Interest	17	21	25	29	
Preference Dividend	0	0	0	0	0
Net Profit	6,968	7,120	8,655	10,031	11,828
EBITDA	9,665	9,829	11,781	15,062	18,622
Growth					
Revenue Gth (%)	13.4	7.4	17.6	12.8	16.2
EBITDA Gth (%)	9.3	1.7	19.9	27.9	23.6
Opg Profit Gth (%)	8.6	5.5	22.2	13.3	16.1
Net Profit Gth (%)	7.8	2.2	21.6	15.9	17.9
Margins & Ratio					
Gross Margins (%)	37.5	36.2	37.6	37.7	37.8
Opg Profit Margin (%)	9.2	9.0	9.4	9.4	9.4
Net Profit Margin (%)	7.7	7.3	7.6	7.8	7.9
ROAE (%)	114.3	117.0	142.3	164.9	194.5
ROA (%)	11.5	10.0	11.5	12.6	13.8
ROCE (%)	20.5	15.7	17.8	19.5	21.7
Div Payout Ratio (%)	63.2	74.6	69.8	69.8	69.8
Net Interest Cover (x)	1,035.8	46.5	30.2	34.5	40.3
Source: Company, DBS HK					





Interim Income Statement (RMB m)

FY Dec	1H2019	2H2019	1H2020	2H2020	1H2021
			- 		
Revenue	44,965	45,258	47,344	49,542	56,294
Cost of Goods Sold	(27,620)	(28,772)	(29,275)	(32,530)	(35,238)
Gross Profit	17,346	16,486	18,069	17,011	21,056
Other Oper. (Exp)/Inc	(12,946)	(12,597)	(13,203)	(13,131)	(14,705)
Operating Profit	4,399	3,889	4,866	3,880	6,351
Other Non Opg (Exp)/Inc	(73)	(13)	(421)	13	(92)
Associates & JV Inc	0	0	0	0	0
Net Interest (Exp)/Inc	145	(153)	(84)	(104)	36
Exceptional Gain/(Loss)	0	0	0	0	0
Pre-tax Profit	4,471	3,723	4,361	3,788	6,295
Tax	(672)	(571)	(604)	(446)	(975)
Minority Interest	18	(1)	22	(1)	(2)
Net Profit	3,816	3,151	3,779	3,341	5,318
Growth					
Revenue Gth (%)	13.6	13.2	5.3	9.5	18.9
Opg Profit Gth (%)	4.2	14.1	10.6	(0.2)	30.5
Net Profit Gth (%)	9.3	6.0	(1.0)	6.0	40.7
Margins					
Gross Margins (%)	38.6	36.4	38.2	34.3	37.4
Opg Profit Margins (%)	9.8	8.6	10.3	7.8	11.3
Net Profit Margins (%) Source: Company, DBS HK	8.5	7.0	8.0	6.7	9.4





Balance Sheet (RMB m)

Dalance Sheet (KWD III)					
FY Dec	2019A	2020A	2021F	2022F	2023F
Net Fixed Assets	6,165	5,425	11,529	16,905	22,176
Invts in Associates & JVs	3,109	6,532	6,432	6,332	6,232
Other LT Assets	25,482	30,817	30,717	30,617	30,517
Cash & ST Invts	11,325	11,695	8,348	6,171	4,683
Inventory	7,715	7,545	8,684	9,778	11,344
Debtors	1,837	1,759	2,070	2,334	2,712
Other Current Assets	4,828	7,381	7,576	7,763	8,030
Total Assets	60,461	71,154	75,356	79,900	85,693
ST Debt	4,903	7,812	7,712	7,612	7,512
Creditors	10,501	11,376	13,094	14,743	17,104
Other Current Liab	16,028	15,580	15,580	15,580	15,580
LT Debt	1,971	5,137	5,137	5,137	5,137
Other LT Liabilities	784	716	716	716	716
Shareholder's Equity	6,096	6,083	6,083	6,083	6,083
Minority Interests	20,178	24,450	27,034	30,030	33,562
Total Cap. & Liab.	60,461	71,154	75,356	79,900	85,693
N. C. I.M. C. V. I.	(4.2.4.40)	(4.0.274)	(40244)	(4.0.4.40)	(4.0.500)
Non-Cash Wkg. Capital	(12,149)	(10,271)	(10,344)	(10,448)	(10,598)
Net Cash/(Debt)	4,451	(1,254)	(4,501)	(6,579)	(7,967)
Debtors Turn (avg days)	7.4	6.6	6.6	6.6	6.6
Creditors Turn (avg days)	69.8	68.8	68.7	70.0	70.8
Inventory Turn (avg days)	51.3	45.7	45.5	46.4	46.9
Asset Turnover (x)	1.5	1.4	1.5	1.6	1.7
Current Ratio (x)	0.8	0.8	0.7	0.7	0.7
Quick Ratio (x)	0.4	0.4	0.3	0.2	0.2
Net Debt/Equity (X)	CASH	0.0	0.1	0.2	0.2
Net Debt/Equity ex MI (X)	CASH	0.2	0.7	1.1	1.3
Capex to Debt (%)	134.0	50.2	59.3	67.5	79.1
Z-Score (X)	NA	NA	NA	NA	NA
Source: Company, DBS HK					

Cash Flow Statement (RMB m)

FY Dec	2019A	2020A	2021F	2022F	2023F
Pre-Tax Profit	8,194	8,150	9,907	11,482	13,540
Dep. & Amort.	1,463	1,491	1,519	3,228	4,733
Tax Paid	(1,243)	(1,051)	(1,278)	(1,481)	(1,746)
Assoc. & JV Inc/(loss)	0	0	0	0	0
(Pft)/ Loss on disposal of FAs	0	0	0	0	0
Chg in Wkg.Cap.	(1,168)	1,284	73	104	150
Other Operating CF	1,210	(21)	0	0	0
Net Operating CF	8,455	9,852	10,222	13,334	16,677
Capital Exp.(net)	(9,209)	(6,500)	(7,623)	(8,604)	(10,004)
Other Invts.(net)	903	(2,522)	100	100	100
Invts in Assoc. & JV	2	2	100	100	100
Div from Assoc & JV	0	0	0	0	0
Other Investing CF	(1,696)	(23)	0	0	0
Net Investing CF	(9,999)	(9,043)	(7,423)	(8,404)	(9,804)
Div Paid	(4,406)	(5,310)	(6,046)	(7,006)	(8,262)
Chg in Gross Debt	6,633	5,122	(100)	(100)	(100)
Capital Issues	0	0	0	0	0
Other Financing CF	(5,757)	(2,372)	(2,514)	(2,514)	(2,514)
Net Financing CF	(3,530)	(2,560)	(8,659)	(9,620)	(10,876)
Currency Adjustments	0	0	0	0	0
Chg in Cash	(5,074)	(1,752)	(5,861)	(4,691)	(4,003)
Opg CFPS (RMB)	1.60	1.42	1.67	2.16	2.69
Free CFPS (RMB)	(0.12)	0.55	0.43	0.77	1.09

Source: Company, DBS HK



Target Price & Ratings History



S.No	o. Date	Closing Price	12-mth Target Price	Rating
1:	4-Feb-21	RMB43.28	RMB54.5	Buy
2:	2-Nov-21	RMB42.56	RMB52.00	Buy

Source: DBS HK

Analyst: Alison FOK

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BUY (>15% total return over the next 12 months for small caps, >10% for large caps)

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FULLY VALUED (negative total return, i.e., > -10% over the next 12 months)

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