China / Hong Kong Company Update

BYD Company

Bloomberg: 1211 HK EQUITY | 002594 CH Equity | Reuters: 1211.HK | 002594.SZ

Refer to important disclosures at the end of this report

DBS Group Research . Equity

31 Mar 2022

H: BUY

Last Traded Price (30 Mar 2022):HK\$223.80(HSI: 22,232)
Price Target 12-mth: HK\$330 (47.5% upside) (Prev HK\$360)

A: HOLD

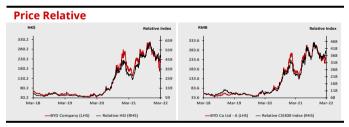
Last Traded Price (30 Mar 2022):RMB237.02(CSI300 Index: 4,254) Price Target 12-mth: RMB250 (5.5% upside) (Prev RMB299)

Analyst

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What's New

- FY21 net earnings below expectations; higher raw material costs dragged margins
- NEV's robust growth supported by strong pure electric and hybrid technology
- Anticipate raw material costs to ease positive to earnings
- Maintain BUY with TP of HK\$330 based on SOTP



Forecasts and Valuation (H Shares)

| FY Dec (RMBm) | 2020A | 2021A | 2022F | 2023F |
|--------------------------------|---------|---------|---------|---------|
| Turnover | 153,469 | 211,300 | 308,348 | 382,864 |
| EBITDA | 22,497 | 20,047 | 29,705 | 38,281 |
| Pre-tax Profit | 6,883 | 4,518 | 11,516 | 18,103 |
| Net Profit | 4,018 | 3,026 | 7,428 | 11,608 |
| Net Pft (Pre Ex) (core profit) | 4,018 | 3,026 | 7,428 | 11,608 |
| Net Profit Gth (Pre-ex) (%) | 196.2 | (24.7) | 145.5 | 56.3 |
| EPS (RMB) | 1.47 | 1.06 | 2.55 | 3.99 |
| EPS (HK\$) | 1.82 | 1.31 | 3.15 | 4.92 |
| EPS Gth (%) | 196.2 | (28.0) | 140.7 | 56.3 |
| Diluted EPS (HK\$) | 1.82 | 1.31 | 3.15 | 4.92 |
| DPS (HK\$) | 0.18 | 0.13 | 0.31 | 0.49 |
| BV Per Share (HK\$) | 25.71 | 41.07 | 43.29 | 47.89 |
| PE (X) | 123.2 | 171.2 | 71.1 | 45.5 |
| P/Cash Flow (X) | 10.9 | 7.9 | 24.2 | 26.3 |
| P/Free CF (X) | 12.6 | 9.3 | 292.8 | 5380.0 |
| EV/EBITDA (X) | 24.0 | 25.5 | 17.8 | 14.1 |
| Net Div Yield (%) | 0.1 | 0.1 | 0.1 | 0.2 |
| P/Book Value (X) | 8.7 | 5.4 | 5.2 | 4.7 |
| Net Debt/Equity (X) | 0.6 | CASH | CASH | CASH |
| ROAE(%) | 7.1 | 4.0 | 7.5 | 10.8 |
| Earnings Rev (%): | | | 0 | 7 |
| Consensus EPS (RMB) | | | 2.55 | 3.82 |
| Other Broker Recs: | | B:25 | S:1 | H:3 |

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

NEV strategy built on twin pillars

Investment Thesis

Pure electric and hybrid technology to support NEV's long-term growth. BYD chalked up fantastic NEV sales growth of 220%+ in FY21 and is expected to post CAGR of 60% (FY21-23F) to c.1.6m units, underpinned by its twin NEV technology capabilities. Further expansion of its Dynasty and Marine series are important volume drivers. The incorporation of DM-i technology, e3.0 smart features and blade battery will enable BYD to achieve higher ASP, which should help to partly mitigate raw material pricing pressure. We expect at least five new models to be launched in 2022.

Margin erosion expected to ease. Supply chain improvement should support margin recovery. FY21 GP margins fell by about 6.6ppts to c.11%, but we expect this to recover to 15% by FY23 on easing commodity inflation. Inhouse production of certain key components and expanded capacity should also help to manage production cost better.

Sufficient funding to support growth. BYD has stockpiled raw materials (+200% in FY21) to support its anticipated robust business growth. The Rmb36bn proceeds from the sale of shares in FY21 will help to finance both working capital and capex. We forecast annual capex of Rmb25bn in FY22/23F to support growth. As of end Dec-21, BYD had net cash of Rmb17bn (FY20 net debt of Rmb37bn).

Valuation:

Our TP is based on SOTP to arrive at HK\$330. The sector was sold down recently and as a result, reduced our target auto P/S ratio to 4x from 4.5x previously. The stock is currently trading at 71x FY22F PE, which is slightly below its historical average. Given the strong fundamentals, we reiterate our BUY rating.

Where we differ:

The advanced technology capability is expected to support stronger than expected earnings outlook in FY23F.

Key Risks to Our View:

Outbreak of pandemic could hurt its factory operations. Intense NEV market competition, slowdown in demand for smartphones and photovoltaic products could also hurt earnings.

At A Glance

| Issued Capital - H shares (m shs) | 1,098 |
|---|------------------|
| - Non H shrs (m shs) | 1,813 |
| H shs as a % of Total | 38 |
| Total Mkt Cap (HK\$m/US\$m) | 775,656 / 99,097 |
| Major Shareholders (%) | |
| Wang (Chuanfu) | 28.3 |
| Lv (Xiangyang) | 13.2 |
| Youngy Investment Holding Group Co., Ltd. | 8.6 |
| Major H Shareholders (As % of H shares) | |
| Berkshire Hathaway Energy Company | 20.5 |
| H Shares-Free Float (%) | 79.5 |
| 3m Avg. Daily Val. (US\$m) | 224.79 |
| GICS Industry: Consumer Discretionary / Automobiles & | Components |







WHAT'S NEW

Expect strong product offerings to boost earnings

Twin NEV growth pillars. BYD has chalked up fantastic NEV sales growth of 220%+ in FY21 to about 600k units. The sales momentum has remained solid so far this year, rising by about 500% increase in 2M22. Leveraging on its DM-i technology, BYD is rapidly expanding its product offerings, including Qing PLUS, Song PLUS, Tang DM-i series, Song Pro to ride on the strong sales of PHEVs in the country. Besides, its e-platform 3.0 is expected to create more robust intelligent smart EVs to support the launch of Marine series. BYD is ahead of the curve in technology capability and volume sales. We forecast the company to post CAGR of 60% (FY21-23F) in volume sales to c.1.6m units, underpinned by its strong twin NEV technology capabilities. Further expansion of its Dynasty and Marine series are important volume drivers. In 2022, over five new models are scheduled for launch.

Margin erosion expected to ease. Supply chain improvement should support margin recovery. FY21 GP margins fell by about 7ppts to c.11%, but on a quarterly basis, it hovered around 11-12% during 1/2/4Q. We forecast it will recover to 15% by FY23 on easing commodity inflation. The incorporation of DM-i technology, e3.0 smart features and the blade battery will enable BYD to raise ASPs, partly mitigating raw material pricing pressure. Inhouse production of certain key components and expanded capacity should also help to manage production cost better.

Globalisation strategy. BYD is accelerating its overseas roadmap to enter the European market with its BEVs. The Tang, Han, and Yuan EV series will be the main products aimed for overseas markets. In 2021, the company had shipped 1,000 EVs to European customers. Underpinned by the company's strong R&D capability in BEV and PHEV development, the globalisation strategy is expected to be a long-term volume driver.

Solid balance sheet after share placement. BYD stockpiled raw materials (+200% in FY21) to support its anticipated robust business growth. The Rmb36bn proceeds from sale of shares in FY21 will help to finance both working capital

and capex. We forecast annual capex of Rmb25bn in FY22/23 to support business expansion. As of end Dec-21, BYD had net cash of Rmb17bn.

BYD's plan to list BYD Semiconductor is progressing. This exercise will help to lessen the huge funding costs required and accelerate core business expansion pace.

FY21 results below; but business outlook expected to improve. Total revenue rose by c.38% to Rmb211bn, attributable to growth across all business segments. However, net profit declined c.28% to Rmb3bn, largely due to sharp increase in raw materials costs especially in 2H. FY21 GP margin slipped c.6.6ppts to 11%, resulting in a 11% decrease in gross profit. We believe 2021 should be the trough and looking forward, we anticipate some improvements following better mix and control over production costs. While supply chain is expected to remain volatile in the near-term, the company is taking measures to ensure a more stable production and shipment flows.

Reiterate BUY. Our HK\$330 TP is based on SOTP, which translates to FY23F PE of c.64x. The stock is currently trading at 71x FY22F PE, which is slightly below its historical average. The sector was sold down recently and as a result, reduced our target auto P/S ratio to 4x from 4.5x previously. Given the strong fundamentals, we reiterate our BUY rating on BYD.

Company Background

BYD's main businesses include the development, manufacture, and sales of vehicles (both gasoline and new energy vehicles) and rechargeable batteries. The cars are sold under the "BYD" brand. It also provides handset and component assembly services for global/domestic mobile phone companies such as Samsung, Huawei, LG, Vivo, etc. BYD started the monorail business in 2017 and this is expected to become an important revenue contributor going forward.



BYD FY21 results performance

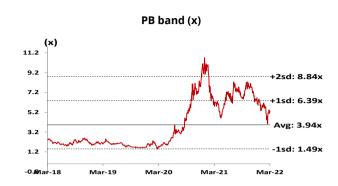
| (RMBm) | 1H20 | 2H20 | 1H21 | 2H21 | 2H21 vs 2H20 Y-o-Y chg | 2H21 vs 1H21 H-o-H chg. | FY20 | FY21 | Y-o-Y chg. (%) |
|--------------------------------------|--------------|--------------|--------------|--------------|---------------------------|----------------------------|---------------|--------------|-----------------|
| Revenue | 58,028 | 95,441 | 89,131 | 122,169 | 28.0% | 37.1% | 153,469 | 211,300 | 37.7% |
| Cost of sales | (47,553) | (78,672) | (79,210) | (108,457) | 37.9% | 36.9% | (126,226) | (187,667) | 48.7% |
| Gross profit | 10,475 | 16,769 | 9,921 | 13,712 | -18.2% | 38.2% | 27,244 | 23,633 | -13.3% |
| Other income | 976 | 724 | 1,280 | 1,730 | 138.9% | 35.1% | 1,700 | 3,010 | 77.0% |
| Govt grants and subsidies | 726 | 962 | 957 | 1,307 | 35.8% | 36.5% | 1,688 | 2,263 | 34.1% |
| Selling and distribution costs | (2,005) | (3,050) | (2,652) | (3,429) | 12.4% | 29.3% | (5,056) | (6,082) | 20.3% |
| R&D expenses | (2,525) | (4,940) | (2,996) | (4,995) | 1.1% | 66.7% | (7,465) | (7,991) | 7.0% |
| Adminis trative expenses | (2,070) | (2,326) | (2,419) | (3,323) | 42.9% | 37.4% | (4,396) | (5,742) | 30.6% |
| Other (expense)/income | (821) | (2,702) | (788) | (1,732) | -35.9% | 119.6% | (3,522) | (2,520) | -28.5% |
| Operating profit | 4,755 | 5,438 | 3,302 | 3,269 | -39.9% | -1.0% | 10,193 | 6,571 | -35.5% |
| Finance costs | (1,732) | (1,392) | (1,020) | (888) | -36.2% | -12.9% | (3,124) | (1,908) | -38.9% |
| Share of JCE & asso profits | (95) | (92) | (78) | (67) | -26.9% | -14.6% | (187) | (145) | -22.2% |
| Profit before tax | 2,928 | 3,955 | 2,204 | 2,314 | -41.5% | 5.0% | 6,883 | 4,518 | -34.4% |
| Income tax expense | (545) | (324) | (393) | (157) | -51.4% | -60.0% | (869) | (551) | -36.6% |
| Profit for the period | 2,383 | 3,631 | 1,811 | 2,156 | -40.6% | 19.1% | 6,014 | 3,967 | -34.0% |
| Mnority Interest | (721) | (1,059) | (637) | (285) | -73.1% | -55.3% | (1,780) | (922) | -48.2% |
| PATMI | 1,662 | 2,572 | 1,174 | 1,872 | -27.2% | 59.5% | 4,234 | 3,045 | -28.1% |
| EPS (RMB) | 0.56 | 0.91 | 0.41 | 0.65 | -28.4% | 60.7% | 1.47 | 1.06 | -28.0% |
| Margin Analys is | | | | | ppts chg. | ppts chg. | | | ppts chg. |
| Gross Profit Margin | 18.1% | 17.6% | 11.1% | 11.2% | (6.3) | 0.1 | 17.75% | 11.18% | (6.6) |
| Operating Profit Margin | 8.2% | 5.7% | 3.7% | 2.7% | (3.0) | (1.0) | 6.64% | 3.11% | (3.5) |
| Net Profit Margin | 2.9% | 2.7% | 1.3% | 1.5% | (1.2) | 0.2 | 2.76% | 1.44% | (1.3) |
| Revenue breakdown | | | | | | | | | |
| Batteries & other products | 4,619 | 7,086 | 7,874 | 7,528 | 6.2% | -4.4% | 11,705 | 15,402 | 31.6% |
| Mobile hands et components | 22,991 | 36,363 | 42,822 | 42,723 | 17.5% | -0.2% | 59,354 | 85,546 | 44.1% |
| Automobile & related prodts | 30,418 | 51,540 | 38,146 | 71,513 | 38.8% | 87.5% | 81,958 | 109,659 | 33.8% |
| Total revenue | 58,028 | 94,989 | 88,843 | 121,765 | 28.2% | 37.1% | 153,017 | 210,607 | 37.6% |
| Segment profit | | | | | | | | | |
| Batteries & other products | 201 | 609 | 33 | 400 | -34.4% | 1115.8% | 810 | 433 | -46.6% |
| Mobile hands et components | 2,630 | 3,631 | 1,245 | 608 | -83.3% | -51.2% | 6,261 | 1,853 | -70.4% |
| Automobile & related prodts | 2,934 | (27) | 1,928 | 1,259 | -4830.5% | -34.7% | 2,907 | 3,188 | 9.7% |
| Sales Volume ('000) | | | | | | | | | |
| PV - Battery Electric Vehicle | 46.3 | 84.7 | 93.4 | 227.4 | 168.4% | 143.3% | 131.0 | 320.8 | 144.9% |
| PV - Plug-in Hybrid Electric Vehicl | 11.2 | 36.9 | 56.8 | 216.2 | 485.9% | 280.8% | 48.1 | 272.9 | 467.6% |
| PV - Traditional Vehicle | 98.0 | 139.3 | 92.1 | 44.2 | -68.2% | -52.0% | 237.3 | 136.3 | -42.5% |
| Total PV | 155.4 | 260.9 | 242.3 | 487.8 | 86.9% 30.4% | 101.3% | 410.3 | | 75.4% |
| CV - New Energy Vehicle Total Sales | 3.2 158.6 | 7.4 268.3 | 4.1 246.4 | 5.2 492.9 | -30.4% 83.7% | 27.0% 100.1% | 10.6 427.0 | 9.2 739.3 | -13.3% 73.2% |
| i Otal Sales | 100.0 | 200.3 | 240.4 | 492.9 | 03.7% | 100.1% | 427.0 | 139.3 | 13.2% |

Source: Company



Historical PE and PB band

Forward PE band (x) (x) 197.9 147.9 97.9 47.9 Avg: 72x -1sd: 34.8x -2.1 Mar-18 Mar-19 Mar-20 Mar-21 Mar-22



Source: Thomson Reuters, DBS HK





Key Assumptions

| FY Dec | 2019A | 2020A | 2021A | 2022F | 2023F |
|--|-------|-------|-------|---------|---------|
| NEV sales ('000 units) | 219.4 | 179.1 | 593.7 | 1,128.1 | 1,579.4 |
| Traditional vehicle sales ('000 units) | 231.9 | 237.3 | 136.3 | 68.2 | 34.1 |
| Source: Company, DBS HK | | | | | |

Segmental Breakdown (RMB m)

| FY Dec | 2019A | 2020A | 2021A | 2022F | 2023F |
|------------------------------------|---------|---------|---------|---------|---------------------------------------|
| Revenues (RMB m) | | | | | |
| Batteries & other | 9,719 | 11,705 | 15,402 | 21,563 | 28,032 |
| products | 37 3 | ,, 03 | .3, .02 | 2.,505 | 20,032 |
| Mobile handset | 52,522 | 59,354 | 85,546 | 111,209 | 129,003 |
| components Automobile & related | | | | | |
| prodts | 59,537 | 81,958 | 109,659 | 174,745 | 224,832 |
| Others | 0 | 452 | 693 | 831 | 998 |
| Total | 121,778 | 153,469 | 211,300 | 308,348 | 382,864 |
| EBIT (RMB m) | | | | | |
| Batteries & other | 399 | 810 | 433 | 755 | 1,121 |
| products | 333 | 010 | 755 | 755 | 1,121 |
| Mobile handset | 1,765 | 6,261 | 1,853 | 4,448 | 6,450 |
| components Automobile & related | | | | | |
| prodts | 2,785 | 2,907 | 3,188 | 5,767 | 8,993 |
| Others | 2 | 1 | 35 | 50 | 55 |
| Total | 4,950 | 9,979 | 5,509 | 11,020 | 16,620 |
| EBIT Margins (%) | | | | · | · · · · · · · · · · · · · · · · · · · |
| Batteries & other | 4.1 | 6.9 | 2.8 | 3.5 | 4.0 |
| products | 4.1 | 0.9 | 2.0 | 5.5 | 4.0 |
| Mobile handset | 3.4 | 10.5 | 2.2 | 4.0 | 5.0 |
| components | | | | | |
| Automobile & related prodts | 4.7 | 3.5 | 2.9 | 3.3 | 4.0 |
| Others | N/A | 0.3 | 5.1 | 6.0 | 5.5 |
| Total | 4.1 | 6.5 | 2.6 | 3.6 | 4.3 |

Source: Company, DBS HK





Income Statement (RMB m)

| Revenue Cost of Goods Sold Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc | 121,778 (103,702) 18,076 (10,879) 7,197 (1,210) | 153,469 (126,226) 27,244 (13,742) 13,501 | 211,300 (187,667) 23,633 (15,174) | 308,348 (266,681) 41,668 (24,365) | 382,864 (325,382) 57,482 |
|---|--|--|---|---|---------------------------------------|
| Gross Profit Other Opng (Exp)/Inc Operating Profit | 18,076 (10,879) 7,197 | 27,244 (13,742) | 23,633 | 41,668 | |
| Other Opng (Exp)/Inc Operating Profit | (10,879) 7,197 | (13,742) | • | • | 57,482 |
| Operating Profit | 7,197 | | (15,174) | (24 265) | |
| . • | • | 13,501 | | (24,303) | (32,609) |
| Other Non Opg (Exp)/Inc | (1,210) | | 8,459 | 17,303 | 24,873 |
| | | (3,522) | (2,520) | (3,677) | (4,566) |
| Associates & JV Inc | (423) | (187) | (145) | (131) | (118) |
| Net Interest (Exp)/Inc | (3,134) | (2,909) | (1,276) | (1,979) | (2,087) |
| Dividend Income | 0 | 0 | 0 | 0 | 0 |
| Exceptional Gain/(Loss) | 0 | 0 | 0 | 0 | 0 |
| Pre-tax Profit | 2,431 | 6,883 | 4,518 | 11,516 | 18,103 |
| Tax | (312) | (869) | (551) | (1,612) | (2,625) |
| Minority Interest | (504) | (1,780) | (922) | (2,476) | (3,869) |
| Preference Dividend | (258) | (217) | (19) | 0 | 0 |
| Net Profit | 1,357 | 4,018 | 3,026 | 7,428 | 11,608 |
| Net Profit before Except. | 1,357 | 4,018 | 3,026 | 7,428 | 11,608 |
| EBITDA | 15,828 | 22,497 | 20,047 | 29,705 | 38,281 |
| Growth | | | | | |
| Revenue Gth (%) | 0.0 | 26.0 | 37.7 | 45.9 | 24.2 |
| EBITDA Gth (%) | (8.7) | 42.1 | (10.9) | 48.2 | 28.9 |
| Opg Profit Gth (%) | (18.3) | 87.6 | (37.3) | 104.6 | 43.8 |
| Net Profit Gth (%) | (46.6) | 196.2 | (24.7) | 145.5 | 56.3 |
| Margins & Ratio | | | | | |
| Gross Margins (%) | 14.8 | 17.8 | 11.2 | 13.5 | 15.0 |
| Opg Profit Margin (%) | 5.9 | 8.8 | 4.0 | 5.6 | 6.5 |
| Net Profit Margin (%) | 1.1 | 2.6 | 1.4 | 2.4 | 3.0 |
| ROAE (%) | 2.4 | 7.1 | 4.0 | 7.5 | 10.8 |
| ROA (%) | 0.7 | 2.0 | 1.2 | 2.4 | 3.5 |
| ROCE (%) | 4.6 | 8.9 | 5.5 | 9.5 | 12.0 |
| Div Payout Ratio (%) | 12.1 | 10.0 | 10.1 | 10.0 | 10.0 |
| Net Interest Cover (x) | 2.3 | 4.6 | 6.6 | 8.7 | 11.9 |
| Source: Company, DBS HK | | | | | |

Interim Income Statement (RMB m)

| FY Dec | 2H2019 | 1H2020 | 2H2020 | 1H2021 | 2H2021 |
|-------------------------|----------|----------|----------|----------|-----------|
| | | ====== | | | |
| Revenue | 62,563 | 58,028 | 95,441 | 89,131 | 122,169 |
| Cost of Goods Sold | (53,668) | (47,553) | (78,672) | (79,210) | (108,457) |
| Gross Profit | 8,895 | 10,475 | 16,769 | 9,921 | 13,712 |
| Other Oper. (Exp)/Inc | (5,437) | (4,899) | (8,629) | (5,830) | (8,712) |
| Operating Profit | 3,459 | 5,576 | 8,140 | 4,091 | 5,000 |
| Other Non Opg (Exp)/Inc | (685) | (821) | (2,702) | (788) | (1,732) |
| Associates & JV Inc | (330) | (95) | (92) | (78) | (67) |
| Net Interest (Exp)/Inc | (1,886) | (1,732) | (1,392) | (1,020) | (888) |
| Exceptional Gain/(Loss) | 0 | 0 | 0 | 0 | 0 |
| Pre-tax Profit | 557 | 2,928 | 3,955 | 2,204 | 2,314 |
| Tax | (87) | (545) | (324) | (393) | (157) |
| Minority Interest | (311) | (721) | (1,059) | (637) | (285) |
| Net Profit | 23 | 1,527 | 2,491 | 1,154 | 1,872 |
| Net profit bef Except. | 23 | 1,527 | 2,491 | 1,154 | 1,872 |
| Growth | | | | | |
| Revenue Gth (%) | (10.5) | (2.0) | 52.6 | 53.6 | 28.0 |
| Opg Profit Gth (%) | (43.3) | 36.3 | 135.3 | (26.6) | (38.6) |
| Net Profit Gth (%) | (99.0) | 14.4 | 10,940.8 | (24.4) | (24.9) |
| Margins | | | | | |
| Gross Margins (%) | 14.2 | 18.1 | 17.6 | 11.1 | 11.2 |
| Opg Profit Margins (%) | 5.5 | 9.6 | 8.5 | 4.6 | 4.1 |
| Net Profit Margins (%) | 0.0 | 2.6 | 2.6 | 1.3 | 1.5 |
| Source: Company, DBS HK | | | | | |





Balance Sheet (RMB m)

| FY Dec | 2019A | 2020A | 2021A | 2022F | 2023F |
|---------------------------|----------|----------|----------|----------|----------|
| TTDEC | 2013/4 | 2020/ | 20217 | 20221 | 20251 |
| Net Fixed Assets | 55,296 | 58,202 | 75,545 | 82,000 | 86,772 |
| Invts in Associates & JVs | 4,060 | 5,466 | 7,905 | 9,774 | 11,657 |
| Other LT Assets | 29,319 | 25,745 | 46,220 | 46,686 | 46,940 |
| Cash & ST Invts | 12,650 | 14,445 | 50,457 | 54,977 | 52,245 |
| Inventory | 25,572 | 31,396 | 43,355 | 52,026 | 59,830 |
| Debtors | 40,135 | 39,308 | 35,593 | 39,152 | 43,068 |
| Other Current Assets | 28,610 | 26,456 | 36,705 | 41,384 | 45,427 |
| Total Assets | 195,642 | 201,017 | 295,780 | 325,999 | 345,938 |
| | | | | | |
| ST Debt | 54,062 | 27,645 | 22,939 | 32,939 | 37,939 |
| Creditors | 35,341 | 49,792 | 79,044 | 85,367 | 81,099 |
| Other Current Liab | 18,626 | 28,994 | 69,321 | 73,618 | 78,091 |
| LT Debt | 21,916 | 23,626 | 10,790 | 10,790 | 10,790 |
| Other LT Liabilities | 3,095 | 6,507 | 9,442 | 9,442 | 9,442 |
| Shareholder's Equity | 56,762 | 56,874 | 95,070 | 102,192 | 113,057 |
| Minority Interests | 5,839 | 7,580 | 9,175 | 11,650 | 15,520 |
| Total Cap. & Liab. | 195,642 | 201,017 | 295,780 | 325,999 | 345,938 |
| Non-Cash Wkg. Capital | 40,349 | 18,374 | (32,712) | (26,423) | (10,865) |
| Net Cash/(Debt) | (63,328) | (36,826) | 16,728 | 11,247 | 3,516 |
| Debtors Turn (avg days) | 126.4 | 94.5 | 64.7 | 44.2 | 39.2 |
| Creditors Turn (avg days) | 156.6 | 136.6 | 135.5 | 119.7 | 98.8 |
| Inventory Turn (avg days) | 100.9 | 91.4 | 78.6 | 69.5 | 66.4 |
| Asset Turnover (x) | 0.6 | 0.8 | 0.9 | 1.0 | 1.1 |
| Current Ratio (x) | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 |
| Quick Ratio (x) | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 |
| Net Debt/Equity (X) | 1.0 | 0.6 | CASH | CASH | CASH |
| Net Debt/Equity ex MI (X) | 1.1 | 0.6 | CASH | CASH | CASH |
| Capex to Debt (%) | 12.5 | 11.6 | 29.2 | 45.7 | 41.0 |
| Z-Score (X) | NA | NA | NA | NA | NA |
| Source: Company, DBS HK | | | | | , . |
| 1 3/ | | | | | |

Cash Flow Statement (RMB m)

| FY Dec | 2019A | 2020A | 2021A | 2022F | 2023F |
|--------------------------------|----------|----------|----------|----------|----------|
| | | | | | |
| Pre-Tax Profit | 2,431 | 6,881 | 4,518 | 11,516 | 18,103 |
| Dep. & Amort. | 9,840 | 12,519 | 14,108 | 16,079 | 17,974 |
| Tax Paid | (445) | (449) | (254) | (551) | (1,612) |
| Assoc. & JV Inc/(loss) | 423 | 187 | 145 | 131 | 118 |
| (Pft)/ Loss on disposal of FAs | 0 | 0 | 0 | 0 | 0 |
| Chg in Wkg.Cap. | (1,307) | 21,386 | 44,160 | (7,350) | (16,571) |
| Other Operating CF | 3,799 | 4,870 | 2,790 | 1,979 | 2,087 |
| Net Operating CF | 14,741 | 45,393 | 65,467 | 21,804 | 20,098 |
| Capital Exp.(net) | (9,528) | (5,964) | (9,862) | (20,000) | (20,000) |
| Other Invts.(net) | 0 | 0 | 0 | 0 | 0 |
| Invts in Assoc. & JV | (918) | (1,597) | (3,464) | (2,000) | (2,000) |
| Div from Assoc & JV | 0 | 0 | 0 | 0 | 0 |
| Other Investing CF | (10,435) | (6,883) | (32,078) | (2,502) | (2,348) |
| Net Investing CF | (20,881) | (14,444) | (45,404) | (24,502) | (24,348) |
| Div Paid | (707) | (218) | (609) | (306) | (743) |
| Chg in Gross Debt | 9,872 | (27,790) | (18,106) | 10,000 | 5,000 |
| Capital Issues | (23) | 0 | 36,232 | 0 | 0 |
| Other Financing CF | (2,531) | (899) | (1,453) | (2,477) | (2,739) |
| Net Financing CF | 6,610 | (28,907) | 16,063 | 7,217 | 1,519 |
| Currency Adjustments | 53 | 23 | (44) | 0 | 0 |
| Chg in Cash | 523 | 2,064 | 36,081 | 4,519 | (2,731) |
| Opg CFPS (RMB) | 5.88 | 8.80 | 7.47 | 10.01 | 12.60 |
| Free CFPS (RMB) | 1.91 | 14.45 | 19.48 | 0.62 | 0.03 |
| | | | | | |

Source: Company, DBS HK



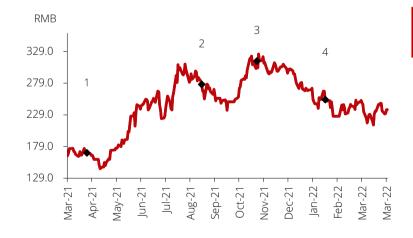
H Share - Target Price & Ratings History



| S.No. | Date | Closing Price | 12-mth Target Price | Rating |
|-------|-----------|------------------|---------------------------|--------|
| 1: | 22-Apr-21 | HK\$177.80 | HK\$280 | Buy |
| 2: | 31-Aug-21 | HK\$261.40 | HK\$330.00 | Buy |
| 3: | 2-Nov-21 | HK\$287.20 | HK\$360.00 | Buy |
| 4: | 19-Jan-22 | HK\$266.00 | HK\$360 | Buy |

Source: DBS HK Analyst: Rachel Miu

A Share - Target Price & Ratings History



| S.No. | Date | Closing Price | 12-mth Target Price | Rating |
|-------|-----------|------------------|---------------------------|--------|
| 1: | 22-Apr-21 | RMB168.59 | RMB187 | Hold |
| 2: | 31-Aug-21 | RMB281.97 | RMB290.00 | Hold |
| 3: | 2-Nov-21 | RMB302.00 | RMB299.00 | Hold |
| 4: | 19-Jan-22 | RMB266.08 | RMB299 | Hold |

Source: DBS HK
Analyst: Rachel Miu



DBS HK recommendations are based on an Absolute Total Return* Rating system, defined as follows:

STRONG BUY (>20% total return over the next 3 months, with identifiable share price catalysts within this time frame)

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

HOLD (-10% to +15% total return over the next 12 months for small caps, -10% to +10% for large caps)

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

SELL (negative total return of > -20% over the next 3 months, with identifiable share price catalysts within this time frame)

Completed Date: 31 Mar 2022 11:34:25 (HKT) Dissemination Date: 31 Mar 2022 12:01:45 (HKT)

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