

#### 招商银行全资附属机构 A Wholly Owned Subsidiary Of China Merchants Bank

# **Sunny Optical (2382 HK)**

### Promising product pipeline but stretched valuation

Sunny Optical reported inline 1H21 net profit (+54% YoY), while revenue (+5% YoY) is 6%/3% below our/consensus estimates due to HCM/HLS ASP pressure. Mgmt. is conservative about 2H21E ASP/GPM due to de-spec trend, and target flattish GPM in FY21E (vs FY20) and stable HCM/HLS ASP in 2H21E (vs 1H21). Sunny also lowered HLS shipment growth guidance to 5-10% (prior 15-20%) and raised VLS to 30-35% (prior 20-25%), as previewed in our note last week. Despite its strong auto-related product pipeline, we think current valuation at 37x/29x FY21/22E is full as most NT positives are priced in. Maintain HOLD.

- 1H21 in-line; Challenging outlook on ASP/GPM in 2H21E. We estimate HCM/HLS ASP declined 17%/26% YoY in 1H21, due to Huawei weakness, camera de-spec and low-end HLS competition. Mgmt. commented ASP/GPM pressure to persist into 2H21E, and target flattish ASP/GPM in 2H21E vs 1H21. Although we believe Sunny's order win in iPad/iPhone will add 4kk/4kk HLS shipment per month by end of FY21E, it remains too small to move the needle in near term.
- Strong EV product pipeline in 2022; "Smart Eye" 22nm SOC tape-out in 2H21E. Looking ahead, Sunny highlights its promising outlook for autorelated products, including 1) 8MP front ADAS module (1 MP in 1H21, 3 MP in 2H21, 4 design-win), 2) LiDAR (10+ design-in) covering all major Chinese EV brands. Sunny also passed qualifications of Nvidia for 8MP front ADAS camera projects, and it will expand partnership with more ADAS platform (e.g. Qualcomm) ahead. In addition, mgmt. expanded into semi products, and targets to complete tape-out of 22nm SOC for AloT, as part of its integrated "hardware+chip+ algorithm" Smart Eye solutions.
- Fair valuation with earnings downside in 2H21E; Maintain HOLD. We trimmed FY21-23E EPS by 1-6% to reflect lower HCM/HLS ASP/shipment and higher GPM. Overall, we expect 2H21E revenue/net profit to deliver +4%/-13% YoY growth (vs 5%/54% YoY in 1H20). Trading at 37x/29x FY21/22E P/E, we think the stock is fairly valued. We recommend to revisit the stock when auto ADAS projects starts to pick up and HLS ASP stabilizes. Our new SOTP-based TP of HK\$210.1 implies 27.6x FY22E P/E.

#### **Earnings Summary**

(YE 31 Dec)	FY19A	FY20A	FY21E	FY22E	FY23E
Revenue (RMB mn)	37,849	38,002	39,791	48,409	56,597
YoY growth (%)	46.0	0.4	4.7	21.7	16.9
Net income (RMB mn)	3,991	4,882	5,404	6,901	8,377
EPS (RMB)	3.65	4.47	4.94	6.31	7.67
YoY growth (%)	60.1	22.4	10.7	27.7	21.4
Consensus EPS (RMB)	NA	NA	5.38	6.62	7.97
P/E (x)	49.6	40.5	36.6	28.6	23.6
P/B (x)	15.4	11.7	9.2	7.2	5.7
Yield (%)	0.3	0.4	0.4	0.5	0.7
ROE (%)	31.4	29.0	25.2	25.2	24.3
Net Gearing (%)	Net cash				

Source: Company data, Bloomberg, CMBIS estimates

#### **HOLD (Maintain)**

Target Price HK\$210.1 (Previous TP HK\$215.2) Up/Downside -4% Current Price HK\$217.8

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#### Stock Data

Mkt Cap (HK\$ mn)	237,894
Avg 3 mths t/o (HK\$ mn)	1,435.27
52w High/Low (HK\$)	259.4/ 112.1
Total Issued Shares (mn)	1,097

Source: Bloomberg

#### **Shareholding Structure**

SUN XU LTD	35.47%
JPMORGAN CHASE	5.75%
WENJIAN WANG	3.04%
Source: HKEx	

Share Performance

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	Absolute	Relative							
1-mth	-4.2%	2.5%							
3-mth	28.5%	37.6%							
6-mth	-8.5%	7.4%							

Source: Bloomberg

#### 12-mth Price Performance



Source: Bloomberg

Auditor: Deloitte Touche Tohmatsu

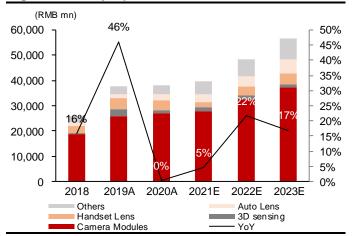
#### **Related Reports:**

- 1H21 in-line; Remain HOLD on vol/ASP downside – 16 Aug 2021
- A bumpy ride to year end;
   Downgrade to HOLD 13 Aug 2021
- 3. Entering next phase of growth; Lift TP to HK\$254 19 Mar 2021



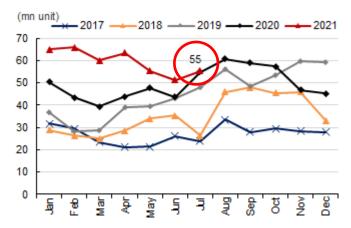
### **Focus Charts**

Figure 1: Sunny Optical revenue trend



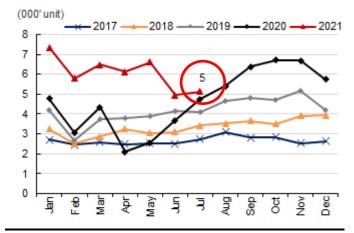
Source: Company data, CMBIS estimates

Figure 3: Sunny HCM shipment trend



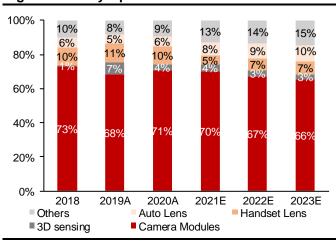
Source: Company data, CMBIS estimates

Figure 5: Sunny VLS shipment trend



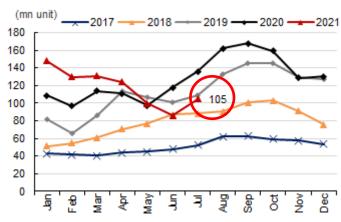
Source: Company data, CMBIS estimates

Figure 2: Sunny Optical revenue breakdown



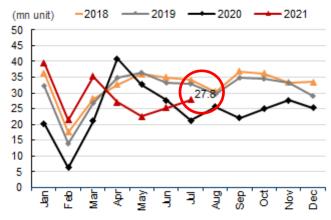
Source: Company data, CMBIS estimates

Figure 4: Sunny HLS shipment trend



Source: Company data, CMBIS estimates

Figure 6: China smartphone market trend



Source: MIIT, CMBIS estimates



### **1H21 Results Review:**

Figure 7: 1H21 results review

					СМВІ		Conse	nsus
RMB mn	1H20	2H20	1H21E	YoY	1H21E	Diff (%)	1H21E	Diff (%)
Revenue	18,864	19,138	19,833	5%	21,147	-6%	20,529	-3%
Gross profit	3,676	5,022	4,946	35%	4,643	7%	4,695	5%
Operating profit	2,246	3,630	3,345	49%	3,116	7%	2,963	13%
Net profit	1,749	3,133	2,688	54%	2,589	4%	2,584	4%
EPS (RMB)	1.60	2.86	2.46	54%	2.37	4%	2.30	7%
Gross margin	19.5%	26.2%	24.9%	5.5 ppt	22.0%	3 ppt	22.9%	2.1 ppt
Operating margin	11.9%	19.0%	16.9%	5 ppt	14.7%	2.1 ppt	14.4%	2.4 ppt
Net margin	9.3%	16.4%	13.6%	4.3 ppt	12.2%	1.3 ppt	12.6%	1 ppt

Source: Company data, CMBIS estimates

Figure 8: 1H21 results review

						СМВІ				
RMB mn	1H20	2H20	1H21	YoY	НоН	1H21E	Diff (%)			
Optical Comp (Auto/ handset lens)	3,864	5,318	4,344	12%		5,865	-26%			
Auto lens shipment (mn unit)	21	36	37	82%		37				
ASP (RMB)	38.8	41.6	36.2	-7%	-13%	42.0	-14%			
Handset lens Shipment (mn unit)	6,454	8,844	7,171	11%		7,171				
ASP (RMB)	4.2	4.0	3.5	-17%	-11%	4.0	-12%			
Optoelectronic (HCM, 3D)	14,874	13,620	15,308	3%		15,147	1%			
HCM Shipment (mn unit)	269	324	361	34%		361				
ASP (RMB)	53.0	39.0	39.4	-26%	1%	38.9	1%			
3D sensing Shipment (mn unit)	10.5	19.7	19.1	81%		23.9				
ASP (RMB)	46.2	42.9	42.9	-7%	0%	39.6	8%			
Optical instruments	126	200	182	44%		135	34%			
Total Revenue	18,864	19,138	19,833	5%		21,147	-6%			
Gross Margin										
Optical Comp (Auto/ handset lens)	41.5%	43.7%	42.9%	1.4 ppt	-0.8 ppt	40.0%	2.9 ppt			
Optoelectronic (HCM, 3D)	11.1%	14.2%	14.8%	3.7 ppt	0.6 ppt	12.0%	2.8 ppt			
Optical instruments	38.6%	46.3%	44.2%	5.6 ppt	-2.1 ppt	40.0%	4.2 ppt			
Blended GPM	19.5%	26.2%	24.9%	5.5 ppt	-1.3 ppt	22.0%	3 ppt			

Source: Company data, CMBIS estimates



### 2021 guidance:

#### **Shipment:**

HLS: +5-10% YoY (prior 15-20% YoY)
HCM: +20-25% YoY (unchanged)
VLS: +30-35% YoY (prior 20-25% YoY)

#### ASP:

HLS: stable HoH in 2H21E
HCM: stable HoH in 2H21E
VLS: stable YoY in FY21E

#### GPM:

• Stable blended GPM YoY across all segments

Opex ratio: 8-9% level (prior 8-8.5% level)

## **Earnings Revision**

Figure 9: CMBIS earnings revisions

		New			Old		Change (%)			
RMB mn	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	
Revenue	39,791	48,409	56,597	43,335	49,509	57,336	-8%	-2%	-1%	
Gross Profit	9,592	11,557	13,792	10,036	11,755	13,891	-4%	-2%	-1%	
Operating Profit	6,514	8,154	9,869	6,868	8,299	9,975	-5%	-2%	-1%	
Net profit	5,404	6,901	8,377	5,758	6,982	8,416	-6%	-1%	0%	
EPS (RMB)	4.94	6.31	7.67	5.27	6.39	7.70	-6%	-1%	0%	
Gross Margin	24.1%	23.9%	24.4%	23.2%	23.7%	24.2%	0.9%	0.1%	0.1%	
Operating Margin	16.4%	16.8%	17.4%	15.8%	16.8%	17.4%	0.5%	0.1%	0.0%	
Net Margin	13.6%	14.3%	14.8%	13.3%	14.1%	14.7%	0.3%	0.2%	0.1%	

Source: Company data, CMBIS estimates

Figure 10: CMBIS estimates vs consensus

	CMBIS				Consensus		Diff (%)		
RMB mn	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E
Revenue	39,791	48,409	56,597	44,877	53,964	64,295	-11%	-10%	-12%
Gross Profit	9,592	11,557	13,792	10,391	12,622	15,053	-8%	-8%	-8%
Operating Profit	6,514	8,154	9,869	6,450	7,928	NA	1%	3%	NA
Net profit	5,404	6,901	8,377	5,901	7,233	8,727	-8%	-5%	-4%
EPS (RMB)	4.94	6.31	7.67	5.38	6.62	7.97	-8%	-5%	-4%
Gross Margin	24.1%	23.9%	24.4%	23.2%	23.4%	23.4%	1 ppt	0.5 ppt	1 ppt
Operating Margin	16.4%	16.8%	17.4%	14.4%	14.7%	NA	2 ppt	2.2 ppt	NA
Net Margin	13.6%	14.3%	14.8%	13.1%	13.4%	13.6%	0.4 ppt	0.9 ppt	1.2 ppt

Source: Bloomberg, CMBIS estimates



Figure 11: P&L forecast

RMB mn	FY19	FY20	1H21	2H21E	FY21E	FY22E	FY23E
Revenue	37,849	38,002	19,833	19,957	39,791	48,409	56,597
YoY	46.0%	0.4%	5.1%	4.3%	4.7%	21.7%	16.9%
Cost of sales	(30,098)	(29,304)	(14,887)	(15,312)	(30,199)	(36,852)	(42,805)
Gross profit	7,751	8,698	4,946	4,646	9,592	11,557	13,792
GPM (%)	20.5%	22.9%	24.9%	23.3%	24.1%	23.9%	24.4%
YoY	57.8%	12.2%	34.5%	-7.5%	10.3%	20.5%	19.3%
SG&A	(929)	(1,032)	(533)	(499)	(1,032)	(1,176)	(1,375)
% of rev	-2.5%	-2.7%	-2.7%	-2.5%	-2.6%	-2.4%	-2.4%
R&D	(2,209)	(2,499)	(1,321)	(1,197)	(2,518)	(2,856)	(3,339)
% of rev	-5.8%	-6.6%	-6.7%	-6.0%	-6.3%	-5.9%	-5.9%
Other Gain & Loss	205	698	252	220	252	220	-
Operating profit	4,806	5,877	3,345	3,169	6,514	8,154	9,869
OPM (%)	12.7%	15.5%	16.9%	15.9%	16.4%	16.8%	17.4%
YoY	56.2%	22.3%	48.9%	-12.7%	10.8%	25.2%	21.0%
Net profit	3,991	4,882	2,688	2,716	5,404	6,901	8,377
NPM (%)	10.5%	12.8%	13.6%	13.6%	13.6%	14.3%	14.8%
YoY	60.2%	22.3%	53.7%	-13.3%	10.7%	27.7%	21.4%

Source: Company data, CMBIS estimates

Figure 12: Major assumptions

	FY19	FY20	FY21E	FY22E	FY23E
Shipment volume (mn unit)					
Optical Components					
Handset lens sets	1,343	1,530	1,672	1,923	2,212
YoY(%)	41%	14%	9%	15%	15%
Vehicle lens sets	50	56	78	98	126
YoY(%)	25%	12%	38%	27%	28%
Optoelectronic Products					
Handset camera modules	540	593	728	837	942
YoY(%)	27%	10%	23%	15%	13%
Other optoelectronic (3D sensing)	49	41	59	71	85
YoY(%)	388%	-18%	46%	20%	20%
Optical Instruments					
Microscopic instruments	197	195	236	260	286
YoY(%)	-5%	-1%	21%	10%	10%
Revenue (RMB mn)					
Optical Components	8,815	9,181	9,466	12,731	15,479
Optoelectronic Products	28,748	28,494	30,044	35,422	40,835
Optical instruments	285	326	280	257	283
Total Revenue	37,849	38,002	39,791	48,409	56,597
YoY(%)	46.0%	0.4%	4.7%	21.7%	16.9%
Gross Margin	20.5%	22.9%	24.1%	23.9%	24.4%
Optical Components	45.2%	42.8%	41.3%	41.1%	42.0%
Optoelectronic products	9.3%	12.6%	13.4%	12.7%	12.3%
Optical instruments	41.3%	39.2%	43.4%	42.8%	41.7%

Source: Company data, CMBIS estimates



#### **Valuation**

#### Maintain HOLD with TP of HK\$210.1

We maintain HOLD with TP HK\$210.1. We derived our 12-month TP from SOTP valuation methodology and our TP is based on weighted-average target P/E multiple of 28.0x FY22E EPS, in order to reflect 1) Sunny's diversification in multiple businesses with different growth profiles, and 2) visibility of product upcycles across different segments.

We assign 20x P/E to its CCM business, given its China No.1 position, product upcycle and advanced technology capacity. We assign 40x P/E for its vehicle lens business to reflect the high-margin and high-growth industry nature of vehicle lens (25% CAGR FY19-21E) and Sunny's No.1 global market share. We apply a 30x P/E to its handset lens segment given secular upgrade trend, continued share gains from peers and robust shipment momentum (18% sales CAGR FY19-21E).

Figure 13: Sunny Optical - SOTP valuation

Business segment	% of FY22E Profit	FY22E EPS (RMB)	Target P/E
Camera modules	38.8%	2.45	20x
Handset lenses	45.0%	2.84	30x
Vehicle lenses	15.4%	0.97	40x
Others	0.9%	0.05	25x
Total (RMB) /Implied P/E	<del></del>	6.31	27.6x
TP (HK\$)			210.1

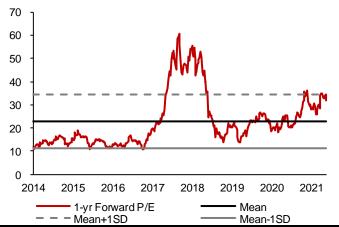
Sources: Company data, CMBIS estimates

Figure 14: Peers' valuation

			Market			Up/						
			Сар	Price	TP	Down	P/E	(x)	P/E	3 (x)	ROE	(%)
Company	Ticker	Rating	(US\$ mn)	(LC)	(LC)	-side	FY21E	FY22E	FY21E	FY22E	FY20E	FY21E
Sunny Optical	2382 HK	Buy	30,657	217.8	210.1	-4%	36.6	28.6	9.2	7.2	25.2	25.2
Q tech	1478 HK	Buy	1,881	12.4	22.0	77%	12.2	8.9	3.4	2.8	23.1	24.1
Cowell	1415 HK	NR	520	4.86	NA	NA	8.9	7.2	1.6	1.3	22.9	23.3
Truly	732 HK	NR	1,123	2.66	NA	NA	7.2	5.1	-	-	-	-
Catcher	2474 TT	NR	4,909	179.50	NA	NA	14.4	12.7	8.0	8.0	5.7	6.4
Largan	3008 TT	NR	12,980	2695.00	NA	NA	16.7	14.6	2.4	2.2	15.2	15.8
Lite-on	2301 TT	NR	4,913	58.50	NA	NA	9.7	10.3	1.8	1.7	18.9	16.2
Primax	4915 TT	NR	795	49.05	NA	NA	9.0	7.7	1.5	1.3	16.1	17.3
O-film	002456 CH	NR	3,128	7.53	NA	NA	17.7	14.0	2.0	1.8	6.5	8.7
			Average				14.7	12.0	3.3	2.7	16.9	17.6

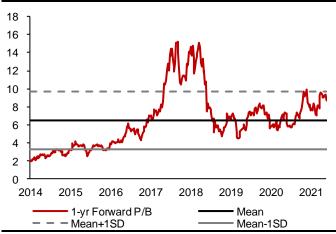
Source: Bloomberg, CMBIS estimates

Figure 15: 12M forward P/E band



Source: Bloomberg, CMBIS estimates

Figure 16: 12M forward P/B band



Source: Bloomberg, CMBIS estimates



<b>Income statement</b>						Cash flow summary					
YE 31 Dec (RMB mn)	FY19A	FY20A	FY21E	FY22E	FY23E	YE 31 Dec (RMB mn)	FY19A	FY20A	FY21E	FY22E	FY23E
Revenue	37,849	38,002	39,791	48,409	56,597	Profit before taxation	4,550	5,653	6,287	7,904	9,594
Cost of sales	(30,098)	(29,304)	(30,199)	(36,852)	(42,805)	Depreciation/amortisation	1,231	1,513	1,536	1,836	2,136
Gross profit	7,751	8,698	9,592	11,557	13,792	Change in working capital	(1,426)	192	(2,892)	887	(2,904
						Others	306	(199)	(595)	(658)	(833
Selling expenses	(279)	(313)	(295)	(353)	(413)	Net cash from operating	4,662	7,160	4,336	9,969	7,993
Admin expenses	(650)	(719)	(736)	(823)	(962)						
R&D expenses	(2,209)	(2,499)	(2,518)	(2,856)	(3,339)	Capex	(2,760)	(2,538)	(3,000)	(3,000)	(3,000
Other income	406	510	458	581	736	Other	, ,	(3,438)	-	-	
Other gain/ losses	(201)	187	14	48	57	Net cash from investing	(3,556)	(5,976)	(3,000)	(3,000)	(3,000
Operating profit	4,806	5,877	6,514	8,154	9,869						
						Net borrowings	(382)	-	-	-	
Financial costs	(250)	(224)	(228)	(251)	(276)	Dividend paid	(623)	(762)	(844)	(1,077)	(1,308
Investment income	(6)	0	0	0	0	Purchase of shares	(170)	-	-	-	
Pre-tax profit	4,550	5,653	6,287	7,904	9,594	Other	(266)	540	(228)	(251)	(276
-						Net cash from financing	(1,441)	(222)	(1,071)	(1,328)	(1,583
Income tax expense	(531)	(703)	(828)	(933)	(1,132)	J					
NCI	28	68	55	70	84	Net change in cash	(336)	962	265	5,641	3,410
Net profit	3,991	4,882	5,404	6,901	8,377	Cash at beginning of the year	2,254	1,917	2,842	3,107	8,748
						Exchange difference	(2)	(37)	-	-	
						Cash at the end of the year	1,917	2,842	3,107	8,748	12,158
YE 31 Dec (RMB mn)	FY19A 22,446	FY20A 25,630	FY21E 26,514	FY22E 37,770	FY23E 41,366	YE 31 Dec	FY19A	FY20A	FY21E	FY22E	FY23E
Current assets Cash & equivalents	1,917	2,842	3,107	8,748	12,158	Sales mix (%) Optical components	23.3	24.2	23.8	26.3	27.3
Financial assets	5,663	8,480	8,480	8,480	8,480	Optoelectronic products	76.0	75.0	75.5		72.2
Deposits	21	238	238	238	238	Optical instruments	0.8	0.9	0.7	_	
Account receivables	9,630	8,212	10,470	12,258	14,314	Optical instruments	0.0	0.5	0.7	0.0	
Inventories	5,146	5,783	•	•	•						
Other current assets	5,140			/ 0 / 1	6 102	Growth (%)					
Other current assets	60	,	4,145	7,971	6,102	Growth (%)	46.0	0.4	47	21.7	0.5
	69	74	4,145 74	7,971 74	6,102 74	Revenue	46.0 57.8	0.4	4.7		0.5 16.9
Non ourrent accets		74	74	74	74	Revenue Gross profit	57.8	12.2	10.3	20.5	0.5 16.9 19.3
Non-current assets	69 <b>8,247</b>	,	•	,	•	Revenue Gross profit Operating profit	57.8 56.2	12.2 22.3	10.3 10.8	20.5 25.2	0.5 16.9 19.3 21.0
Prepaid lease	8,247	9, <b>809</b>	74 <b>11,282</b>	74 <b>12,493</b>	74 13,401	Revenue Gross profit	57.8	12.2	10.3	20.5 25.2	0.5 16.9 19.3 21.0
Prepaid lease PPE	<b>8,247</b> 6,567	74 <b>9,809</b> 7,513	74 <b>11,282</b> 8,977	74 <b>12,493</b> 10,140	74 <b>13,401</b> 11,004	Revenue Gross profit Operating profit Net profit	57.8 56.2	12.2 22.3	10.3 10.8	20.5 25.2	0.5 16.9 19.3 21.0
Prepaid lease PPE Interest in associates	<b>8,247</b> 6,567 1	74 9,809 7,513 2	74 <b>11,282</b> 8,977 2	74 <b>12,493</b> 10,140 2	74 13,401 11,004 2	Revenue Gross profit Operating profit Net profit  Profit & loss ratio (%)	57.8 56.2 60.2	12.2 22.3 22.3	10.3 10.8 10.7	20.5 25.2 27.7	0.5 16.9 19.3 21.0 21.4
Prepaid lease PPE Interest in associates Other non-curr. assets	<b>8,247</b> 6,567 1 1,680	74 9,809 7,513 2 2,293	74 11,282 8,977 2 2,303	74 12,493 10,140 2 2,350	74 13,401 11,004 2 2,395	Revenue Gross profit Operating profit Net profit  Profit & loss ratio (%) Gross margin	57.8 56.2 60.2	12.2 22.3 22.3 22.9	10.3 10.8 10.7	20.5 25.2 27.7 23.9	0.5 16.9 19.3 21.4 24.4
Prepaid lease PPE Interest in associates	<b>8,247</b> 6,567 1	74 9,809 7,513 2	74 <b>11,282</b> 8,977 2	74 <b>12,493</b> 10,140 2	74 13,401 11,004 2	Revenue Gross profit Operating profit Net profit  Profit & loss ratio (%) Gross margin Operating margin	57.8 56.2 60.2 20.5 12.7	12.2 22.3 22.3 22.9 15.5	10.3 10.8 10.7 24.1 16.4	20.5 25.2 27.7 23.9 16.8	0.5 16.9 19.3 21.0 21.4 24.4
Prepaid lease PPE Interest in associates Other non-curr. assets Total assets	<b>8,247</b> 6,567 1 1,680 <b>30,693</b>	74 9,809 7,513 2 2,293 35,438	74 11,282 8,977 2 2,303 37,796	74 12,493 10,140 2 2,350 50,262	74 13,401 11,004 2 2,395 54,767	Revenue Gross profit Operating profit Net profit  Profit & loss ratio (%) Gross margin	57.8 56.2 60.2	12.2 22.3 22.3 22.9	10.3 10.8 10.7	20.5 25.2 27.7 23.9 16.8	0.5 16.9 19.3 21.0 21.4 24.4
Prepaid lease PPE Interest in associates Other non-curr. assets Total assets Current liabilities	8,247 6,567 1 1,680 30,693 12,630	74 9,809 7,513 2 2,293 35,438 13,411	74 11,282 8,977 2 2,303 37,796 11,154	74 12,493 10,140 2 2,350 50,262 17,727	74 13,401 11,004 2 2,395 54,767 15,077	Revenue Gross profit Operating profit Net profit  Profit & loss ratio (%) Gross margin Operating margin Net profit margin	57.8 56.2 60.2 20.5 12.7	12.2 22.3 22.3 22.9 15.5	10.3 10.8 10.7 24.1 16.4	20.5 25.2 27.7 23.9 16.8	0.5 16.9 19.3 21.0 21.4 24.4
Prepaid lease PPE Interest in associates Other non-curr. assets Total assets  Current liabilities ST borrowings	8,247 6,567 1 1,680 30,693 12,630 1,119	74  9,809  7,513 2 2,293 35,438  13,411 2,071	74 11,282 8,977 2 2,303 37,796 11,154 2,071	74 12,493 10,140 2 2,350 50,262 17,727 2,071	74 13,401 11,004 2 2,395 54,767 15,077 2,071	Revenue Gross profit Operating profit Net profit  Profit & loss ratio (%) Gross margin Operating margin Net profit margin  Balance sheet ratio	57.8 56.2 60.2 20.5 12.7 10.5	12.2 22.3 22.3 22.9 15.5 12.8	10.3 10.8 10.7 24.1 16.4 13.6	20.5 25.2 27.7 23.9 16.8 14.3	0.5 16.9 19.3 21.6 21.4 24.4 17.4
Prepaid lease PPE Interest in associates Other non-curr. assets Total assets  Current liabilities ST borrowings Account payables	8,247 6,567 1,680 30,693 12,630 1,119 11,322	74  9,809  7,513 2 2,293 35,438  13,411 2,071 10,733	74 11,282 8,977 2 2,303 37,796 11,154 2,071 8,461	74 12,493 10,140 2 2,350 50,262 17,727 2,071 14,963	74 13,401 11,004 2 2,395 54,767 15,077 2,071 12,245	Revenue Gross profit Operating profit Net profit  Profit & loss ratio (%) Gross margin Operating margin Net profit margin  Balance sheet ratio Net debt/total equity (x)	57.8 56.2 60.2 20.5 12.7 10.5	12.2 22.3 22.3 22.9 15.5 12.8	10.3 10.8 10.7 24.1 16.4 13.6	20.5 25.2 27.7 23.9 16.8 14.3	0.5 16.9 21.0 21.4 24.4 17.4 14.8
Prepaid lease PPE Interest in associates Other non-curr. assets Total assets  Current liabilities ST borrowings Account payables	8,247 6,567 1 1,680 30,693 12,630 1,119	74  9,809  7,513 2 2,293 35,438  13,411 2,071	74 11,282 8,977 2 2,303 37,796 11,154 2,071	74 12,493 10,140 2 2,350 50,262 17,727 2,071	74 13,401 11,004 2 2,395 54,767 15,077 2,071	Revenue Gross profit Operating profit Net profit  Profit & loss ratio (%) Gross margin Operating margin Net profit margin  Balance sheet ratio Net debt/total equity (x) Current ratio (x)	57.8 56.2 60.2 20.5 12.7 10.5 Net cash 1.8	12.2 22.3 22.3 22.9 15.5 12.8	10.3 10.8 10.7 24.1 16.4 13.6 Net cash 2.4	20.5 25.2 27.7 23.9 16.8 14.3	0.5 16.9 21.0 21.4 24.4 17.4 14.8 Net cast
Prepaid lease PPE Interest in associates Other non-curr. assets Total assets  Current liabilities ST borrowings Account payables Other current liabilities	<b>8,247</b> 6,567 1,680 <b>30,693 12,630</b> 1,119 11,322 5,622	74  9,809  7,513 2 2,293 35,438  13,411 2,071 10,733 9,223	74 11,282 8,977 2 2,303 37,796 11,154 2,071 8,461 16,110	74 12,493 10,140 2,350 50,262 17,727 2,071 14,963 15,503	74  13,401  11,004 2 2,395 54,767  15,077 2,071 12,245 25,374	Revenue Gross profit Operating profit Net profit  Profit & loss ratio (%) Gross margin Operating margin Net profit margin  Balance sheet ratio Net debt/total equity (x) Current ratio (x) Receivable turnover days	57.8 56.2 60.2 20.5 12.7 10.5 Net cash 1.8 76.5	12.2 22.3 22.3 22.9 15.5 12.8 Net cash 1.9 85.7	10.3 10.8 10.7 24.1 16.4 13.6 Net cash 2.4 85.7	20.5 25.2 27.7 23.9 16.8 14.3 Net cash 2.1 85.7	0.5 16.9 19.3 21.4 21.4 24.4 17.4 14.8 Net cash 2.7 85.7
Prepaid lease PPE Interest in associates Other non-curr. assets Total assets  Current liabilities ST borrowings Account payables Other current liabilities  Non-current liabilities	8,247 6,567 1,680 30,693 12,630 1,119 11,322	74  9,809  7,513 2 2,293 35,438  13,411 2,071 10,733	74 11,282 8,977 2 2,303 37,796 11,154 2,071 8,461	74 12,493 10,140 2 2,350 50,262 17,727 2,071 14,963	74 13,401 11,004 2 2,395 54,767 15,077 2,071 12,245	Revenue Gross profit Operating profit Net profit  Profit & loss ratio (%) Gross margin Operating margin Net profit margin  Balance sheet ratio Net debt/total equity (x) Current ratio (x) Receivable turnover days Inventory turnover days	57.8 56.2 60.2 20.5 12.7 10.5 Net cash 1.8 76.5 49.8	12.2 22.3 22.3 22.9 15.5 12.8 Net cash 1.9 85.7 68.1	10.3 10.8 10.7 24.1 16.4 13.6 Net cash 2.4 85.7 60.0	20.5 25.2 27.7 23.9 16.8 14.3 Net cash 2.1 85.7 60.0	0.5 16.9 19.3 21.0 21.4 24.4 17.4 14.8 Net cash 2.7 85.7 60.0
Prepaid lease PPE Interest in associates Other non-curr. assets Total assets  Current liabilities ST borrowings Account payables Other current liabilities  Non-current liabilities LT borrowings	8,247 6,567 1,680 30,693 12,630 1,119 11,322 5,622 5,336	74  9,809  7,513 2 2,293 35,438  13,411 2,071 10,733 9,223  5,201	74 11,282 8,977 2,303 37,796 11,154 2,071 8,461 16,110 5,201	74 12,493 10,140 2,350 50,262 17,727 2,071 14,963 15,503 5,201	74 13,401 11,004 2 2,395 54,767 15,077 2,071 12,245 25,374 5,201	Revenue Gross profit Operating profit Net profit  Profit & loss ratio (%) Gross margin Operating margin Net profit margin  Balance sheet ratio Net debt/total equity (x) Current ratio (x) Receivable turnover days	57.8 56.2 60.2 20.5 12.7 10.5 Net cash 1.8 76.5	12.2 22.3 22.3 22.9 15.5 12.8 Net cash 1.9 85.7	10.3 10.8 10.7 24.1 16.4 13.6 Net cash 2.4 85.7	20.5 25.2 27.7 23.9 16.8 14.3 Net cash 2.1 85.7 60.0	0.5 16.9 19.3 21.0 21.4 24.4 17.4
Prepaid lease PPE Interest in associates Other non-curr. assets Total assets  Current liabilities ST borrowings Account payables Other current liabilities  Non-current liabilities	<b>8,247</b> 6,567 1,680 <b>30,693 12,630</b> 1,119 11,322 5,622	74  9,809  7,513 2 2,293 35,438  13,411 2,071 10,733 9,223	74 11,282 8,977 2 2,303 37,796 11,154 2,071 8,461 16,110	74 12,493 10,140 2,350 50,262 17,727 2,071 14,963 15,503	74  13,401  11,004 2 2,395 54,767  15,077 2,071 12,245 25,374	Revenue Gross profit Operating profit Net profit  Profit & loss ratio (%) Gross margin Operating margin Net profit margin  Balance sheet ratio Net debt/total equity (x) Current ratio (x) Receivable turnover days Inventory turnover days	57.8 56.2 60.2 20.5 12.7 10.5 Net cash 1.8 76.5 49.8	12.2 22.3 22.3 22.9 15.5 12.8 Net cash 1.9 85.7 68.1	10.3 10.8 10.7 24.1 16.4 13.6 Net cash 2.4 85.7 60.0	20.5 25.2 27.7 23.9 16.8 14.3 Net cash 2.1 85.7 60.0	0.5 16.9 19.3 21.0 21.4 24.4 17.4 14.8  Net cash 2.7 85.7 60.0

ROE 105 ROA

438 Per share data (RMB)

Source: Company data, CMBIS estimates

Share capital

Minority interest

Shareholders' equity

Total equity & liabilities

Reserves

105

229

16,492

16,826

35,438

105

173

12,448

12,726

30,693

105

283

21,053

21,441

37,796

105

353

33,946

**34,489** EPS

**54,767** DPS

26,877

27,335

50,262

24.3

15.3

7.67

1.20

31.4

13.0

3.65

0.57

29.0

13.8

4.47

0.70

25.2

14.3

4.94

0.77

25.2

13.7

6.31

0.99



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