

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

# **Sunny Optical (2382 HK)**

# Headwinds not fully priced in; Maintain Hold

We remain cautious on the stock and lowered our 12-m TP to HK\$140.5 (from HK\$210.1), as we cut our FY21-23E EPS by 6-19% to reflect 1) worse-than-expected de-spec trend in 1H22E, 2) weaker Android demand following iPhone SE 5G launch, and 3) margin pressure on lower utilization and competition. Despite recent stock correction and consensus downgrade, we believe consensus estimate of 26%/24% EPS growth in FY22E/23E remains too aggressive. Our FY22-23E EPS is 18-19% below consensus given our conservative shipment/ ASP assumptions. Maintain HOLD as current valuation at 23.5x FY22E P/E is stretched, vs 9% EPS growth in FY22E. We recommend to take profit on stock rebound ahead of results on 23 Mar and expect more earnings downward revisions ahead.

- HCM/HLS shipment decline and de-spec trend to continue into 2Q22E. HCM/HLS Feb shipment remains sluggish at -25%/16% YoY (vs -23%/-11% YoY in Jan), and we expect weakness to persist into 2Q22 on high base and weak Android demand following recent launch of lower-priced iPhone 5G SE. In addition, our recent check suggested that Android brands will continue cam spec downgrade in 2Q22E due to cost inflation and weak consumer demand. We note quad/triple-cam penetration decreased to 65% in Jan 2022, vs 69%/71% by 3Q/2Q21, based on Counterpoint. We now estimate HCM/HLS will deliver muted growth with 10%/3% ASP decline in 1H22E.
- 2H21E Preview: Expect revenue/net profit to decline 6%/22% YoY. Our 2H21 revenue/NP estimate is 14%/13% below consensus given more conservative HCM/HLS ASP at 4%/14% YoY decline. We expect in-line GPM at 23.4% in 2H21E, while our FY22E GPM estimate of 24% is lower than consensus of 24.4% due to lower utilization and intense competition on industry slowdown. Note that AAC attributed its 4Q21 profit warning (NP down 71-79% YoY) in late-Jan to lower ASP/GPM and production efficiency.
- Fair valuation with earnings downside in 2022/23E; Maintain HOLD. We trimmed FY21-23E EPS by 6-19% to reflect lower HCM/HLS ASP/shipment. Trading at 23.5x FY22E P/E, we think the stock is fairly valued with 9% EPS growth in FY22E. While we are positive on LT outlook for Sunny, we recommend to take profit on stock rebound ahead of results on 23 Mar, given earnings downside and industry headwinds in 2022. We will revisit the stock when spec downgrade normalizes and HCM/HLS ASP stabilizes. Our new SOTP-based TP of HK\$140.5 implies 22.8x FY22E P/E.

# **Earnings Summary**

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(YE 31 Dec)	FY19A	FY20A	FY21E	FY22E	FY23E
Revenue (RMB mn)	37,849	38,002	37,753	39,348	45,039
YoY growth (%)	46.0	0.4	(0.7)	4.2	14.5
Net income (RMB mn)	3,991	4,882	5,128	5,596	6,818
EPS (RMB)	3.65	4.47	4.69	5.12	6.24
YoY growth (%)	60.1	22.4	5.1	9.1	21.8
Consensus EPS (RMB)	NA	NA	4.97	6.24	7.73
P/E (x)	32.9	26.9	25.6	23.5	19.3
P/B (x)	10.2	7.8	6.2	5.1	4.2
Yield (%)	0.5	0.6	0.6	0.7	0.8
ROE (%)	31.4	29.0	24.2	21.6	21.5
Net Gearing (%)	Net cash				

Source: Company data, Bloomberg, CMBIGM estimates

# **HOLD (Maintain)**

Target Price HK\$140.5 (Previous TP HK\$210.1)
Up/Downside Current Price HK\$144.8

## **China Technology Sector**

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### Stock Data

Mkt Cap (HK\$ mn)	158,824
Avg 3 mths t/o (HK\$ mn)	982.83
52w High/Low (HK\$)	259.4/ 140.0
Total Issued Shares (mn)	1,097
Source: Bloomberg	

#### **Shareholding Structure**

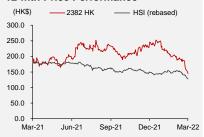
SUN XU LTD	35.47%
JPMORGAN CHASE	5.73%
WENJIAN WANG	3.04%
Source: HKEx	

### Share Performance

	Absolute	Relative
1-mth	-27.7%	-13.0%
3-mth	-41.2%	-30.8%
6-mth	-37.9%	-22.5%

Source: Bloomberg

### 12-mth Price Performance



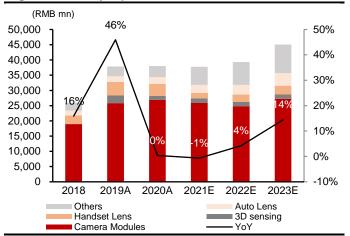
Source: Bloomberg

Auditor: Deloitte Touche Tohmatsu



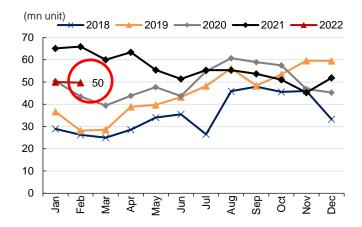
# **Focus Charts**

Figure 1: Sunny Optical revenue trend



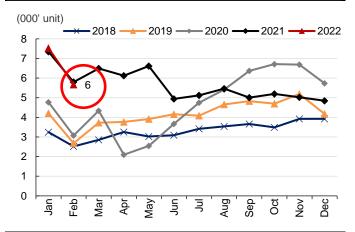
Source: Company data, CMBIGM estimates

Figure 3: Sunny HCM shipment trend



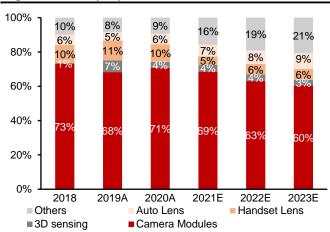
Source: Company data, CMBIGM estimates

Figure 5: Sunny VLS shipment trend



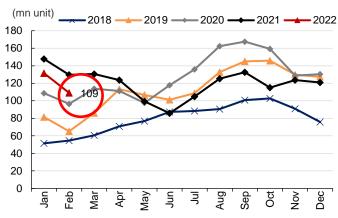
Source: Company data, CMBIGM estimates

Figure 2: Sunny Optical revenue breakdown



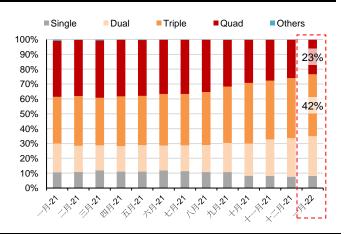
Source: Company data, CMBIGM estimates

Figure 4: Sunny HLS shipment trend



Source: Company data, CMBIGM estimates

Figure 6: China smartphone market trend



Source: Counterpoint, CMBIGM estimates



# **2H21 Results Preview:**

Figure 7: 2H21 estimates vs consensus

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RMB mn	1H20	2H20	1H21	2H21E	2H21E	Diff
Revenue	18,864	19,138	19,833	17,920	20,700	-13.4%
YoY	21.1%	-14.1%	5.1%	-6.4%	8.2%	
Cost of sales	(15,187)	(14,116)	(14,887)	(13,736)		
Gross profit	3,676	5,022	4,946	4,185	4,857	-13.9%
GPM (%)	19.5%	26.2%	24.9%	23.4%	23.5%	
YoY	28.4%	2.8%	34.5%	-16.7%	-3.3%	
SG&A	(469)	(563)	(533)	(448)		
% of rev	-2.5%	-2.9%	-2.7%	-2.5%		
R&D	(1,068)	(1,431)	(1,321)	(1,075)		
% of rev	-5.7%	-7.5%	-6.7%	-6.0%		
Other Gain&Loss	107	590	252	197		
Operating profit	2,246	3,630	3,345	2,858	2,782	2.8%
OPM (%)	11.9%	19.0%	16.9%	16.0%	13.4%	
YoY	25.5%	20.3%	48.9%	-21.3%	-23.4%	
Net profit	1,749	3,133	2,688	2,440	2,787	-12.4%
NPM (%)	9.3%	16.4%	13.6%	13.6%	13.5%	
YoY	22.2%	22.4%	53.7%	-22.1%	-11.0%	

Source: Company data, CMBIGM estimates

Figure 8: 2H21 results preview

RMB mn	1H20	2H20	1H21	2H21E	YoY	HoH
Optical Comp (Auto/ handset lens)	3,864	5,318	4,344	5,089	-4%	
Auto lens shipment (mn unit)	21	36	37	31	-14%	
ASP (Rmb)	38.8	41.6	36.2	41.5	0%	15%
Handset lens Shipment (mn unit)	6,454	8,844	7,171	7,225	-18%	
ASP (Rmb)	4.2	4.0	3.5	3.4	-14%	-3%
Optoelectronic (HCM, 3D)	14,874	13,620	15,308	12,714	-7%	
HCM Shipment (mn unit)	269	324	361	312	-4%	
ASP (Rmb)	53.0	39.0	39.4	37.3	-4%	-5%
3D sensing Shipment (mn unit)	10.5	19.7	19.1	19.1	-3%	
ASP (Rmb)	46.2	42.9	42.9	36.3	-15%	-15%
Optical instruments	126	200	182	117	-42%	
Total Revenue	18,864	19,138	19,833	17,920	-6%	
Gross Margin						
Optical Comp (Auto/ handset lens)	41.5%	43.7%	42.9%	40.0%	-3.7 ppt	-2.9 ppt
Optoelectronic (HCM, 3D)	11.1%	14.2%	14.8%	12.0%	-2.2 ppt	-2.8 ppt
Optical instruments	38.6%	46.3%	44.2%	42.0%	-4.3 ppt	-2.2 ppt
Blended GPM	19.5%	26.2%	24.9%	23.4%	-2.9 ppt	-1.6 ppt



# **Earnings Revision**

Figure 9: CMBIGM earnings revisions

	New			Old			Change (%)		
RMB mn	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E
Revenue	37,753	39,348	45,039	39,791	48,409	56,597	-5%	-19%	-20%
Gross Profit	9,131	9,424	11,203	9,592	11,557	13,792	-5%	-18%	-19%
Operating Profit	6,204	6,658	8,082	6,514	8,154	9,869	-5%	-18%	-18%
Net profit	5,128	5,596	6,818	5,404	6,901	8,377	-5%	-19%	-19%
EPS (RMB)	4.69	5.12	6.24	4.94	6.31	7.67	-5%	-19%	-19%
Gross Margin	24.2%	24.0%	24.9%	24.1%	23.9%	24.4%	0.1%	0.1%	0.5%
Operating Margin	16.4%	16.9%	17.9%	16.4%	16.8%	17.4%	0.1%	0.1%	0.5%
Net Margin	13.6%	14.2%	15.1%	13.6%	14.3%	14.8%	0.0%	0.0%	0.3%

Source: Company data, CMBIGM estimates

Figure 10: CMBIGM estimates vs consensus

	CMBIGM			(	Consensus		Diff (%)		
RMB mn	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E
Revenue	37,753	39,348	45,039	40,534	49,050	57,948	-7%	-20%	-22%
Gross Profit	9,131	9,424	11,203	9,804	11,945	14,362	-7%	-21%	-22%
Operating Profit	6,204	6,658	8,082	6,127	7,568	9,407	1%	-12%	-14%
Net profit	5,128	5,596	6,818	5,475	6,825	8,398	-6%	-18%	-19%
EPS (RMB)	4.69	5.12	6.24	4.97	6.24	7.73	-6%	-18%	-19%
Gross Margin	24.2%	24.0%	24.9%	24.2%	24.4%	24.8%	0 ppt	-0.4 ppt	0.1 ppt
Operating Margin	16.4%	16.9%	17.9%	15.1%	15.4%	16.2%	1.3 ppt	1.5 ppt	1.7 ppt
Net Margin	13.6%	14.2%	15.1%	13.5%	13.9%	14.5%	0.1 ppt	0.3 ppt	0.6 ppt

Source: Bloomberg, CMBIGM estimates

Figure 11: P&L forecast

RMB mn	FY19	FY20	1H21	2H21E	FY21E	FY22E	FY23E
Revenue	37,849	38,002	19,833	17,920	37,753	39,348	45,039
YoY	46.0%	0.4%	5.1%	-6.4%	-0.7%	4.2%	14.5%
Cost of sales	(30,098)	(29,304)	(14,887)	(13,736)	(28,623)	(29,924)	(33,836)
Gross profit	7,751	8,698	4,946	4,185	9,131	9,424	11,203
GPM (%)	20.5%	22.9%	24.9%	23.4%	24.2%	24.0%	24.9%
YoY	57.8%	12.2%	34.5%	-16.7%	5.0%	3.2%	18.9%
SG&A	(929)	(1,032)	(533)	(448)	(981)	(956)	(1,094)
% of rev	-2.5%	-2.7%	-2.7%	-2.5%	-2.6%	-2.4%	-2.4%
R&D	(2,209)	(2,499)	(1,321)	(1,075)	(2,396)	(2,322)	(2,657)
% of rev	-5.8%	-6.6%	-6.7%	-6.0%	-6.3%	-5.9%	-5.9%
Other Gain & Loss	205	698	252	197	252	197	-
Operating profit	4,806	5,877	3,345	2,858	6,204	6,658	8,082
OPM (%)	12.7%	15.5%	16.9%	16.0%	16.4%	16.9%	17.9%
YoY	56.2%	22.3%	48.9%	-21.3%	5.6%	7.3%	21.4%
Net profit	3,991	4,882	2,688	2,440	5,128	5,596	6,818
NPM (%)	10.5%	12.8%	13.6%	13.6%	13.6%	14.2%	15.1%
YoY	60.2%	22.3%	53.7%	-22.1%	5.1%	9.1%	21.8%



Figure 12: Major assumptions

rigure 12. Major assumptions	FY19	FY20	FY21E	EVANE	EVOSE
	FTI9	F120	FIZIE	FY22E	FY23E
Shipment volume (mn unit)					
Optical Components					
Handset lens sets	1,343	1,530	1,440	1,533	1,763
YoY(%)	41%	14%	-6%	7%	15%
Vehicle lens sets	50	56	68	75	96
YoY(%)	25%	12%	21%	11%	28%
Optoelectronic Products					
Handset camera modules	540	593	674	714	803
YoY(%)	27%	10%	14%	6%	12%
Other optoelectronic (3D sensing)	49	41	59	71	85
YoY(%)	388%	-18%	45%	20%	20%
Optical Instruments					
Microscopic instruments	197	195	258	284	312
YoY(%)	-5%	-1%	32%	10%	10%
Revenue (RMB mn)					
Optical Components	8,815	9,181	9,433	11,436	13,841
Optoelectronic Products	28,748	28,494	28,022	27,635	30,893
Optical instruments	285	326	299	277	305
Total Revenue	37,849	38,002	37,753	39,348	45,039
YoY(%)	46.0%	0.4%	-0.7%	4.2%	14.5%
<u>Gross Margin</u>	20.5%	22.9%	24.2%	24.0%	24.9%
Optical Components	45.2%	42.8%	41.4%	41.1%	42.0%
Optoelectronic products	9.3%	12.6%	13.5%	12.4%	12.3%
Optical instruments	41.3%	39.2%	43.3%	42.9%	41.9%



# **Valuation**

## Maintain HOLD with new TP of HK\$140.5

We maintain HOLD with new TP HK\$140.5. We derived our 12-month TP from SOTP valuation methodology and our TP is based on weighted-average target P/E multiple of 22.8x 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 lower 15x P/E to its CCM business to reflect its China No.1 position, product upcycle and advanced technology capacity. We assign 35x P/E for its vehicle lens business to reflect the high-margin and high-growth industry nature of vehicle lens (25% CAGR FY20-23E) and Sunny's No.1 global market share. We apply a 25x P/E to its handset lens segment given secular upgrade trend and continued share gains from peers.

Figure 13: Sunny Optical - SOTP valuation

Business segment	% of FY22E Profit	FY22E EPS (RMB)	Target P/E
Camera modules	36.3%	1.86	15x
Handset lenses	48.4%	2.48	25x
Vehicle lenses	14.1%	0.72	35x
Others	1.2%	0.06	25x
Total (RMB) /Implied P/E	<del></del>	5.12	22.8x
TP (HK\$)			140.5

Sources: Company data, CMBIGM estimates

Figure 14: Peers' valuation

			Market Cap	Price	TP	Up/ Down	D/E	- (v)	D/C	3 (x)	ROE	: (0/)
Company	Ticker	Rating	(US\$ mn)	(LC)	(LC)	-side	FY21E	FY22E	FY21E	FY22E	FY20E	FY21E
Sunny Optical	2382 HK	Hold	20,309	144.8	140.5	-3%	25.6	23.5	6.2	5.1	24.2	21.6
Q tech	1478 HK	Buy	955	6.3	22.0*	N/A	6.2	5.2	1.7	1.4	23.1	24.5
Cowell	1415 HK	NR	790	7.40	NA	NA	13.9	10.0	2.4	2.0	18.8	20.6
Truly	732 HK	NR	976	2.32	NA	NA	5.9	4.6	-	-	11.6	13.1
Catcher	2474 TT	NR	3,859	144.00	NA	NA	14.4	11.9	0.7	0.7	5.2	5.9
Largan	3008 TT	NR	9,345	1980.00	NA	NA	14.2	13.6	1.8	1.7	13.5	12.7
Lite-on	2301 TT	NR	5,749	69.50	NA	NA	11.7	12.0	2.1	2.0	18.0	16.6
Primax	4915 TT	NR	820	51.20	NA	NA	9.7	8.6	1.5	1.4	15.7	16.6
O-film	002456 CH	NR	3,921	7.59	NA	NA	19.7	21.8	2.2	2.3	0.1	3.9
			Average				13.6	12.0	2.6	2.3	14.6	15.7

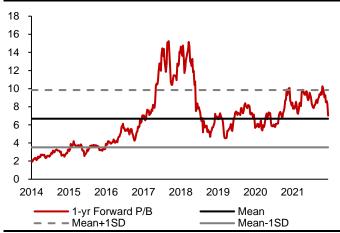
Source: Bloomberg, CMBIGM estimates, \* TP under review

Figure 15: 12M forward P/E band

70 60 50 40 30 20 10 2014 2015 2016 2017 2018 2019 2020 2021 1-yr Forward P/E Mean - - - Mean+1SD Mean-1SD

Source: Bloomberg, CMBIGM estimates

Figure 16: 12M forward P/B band



Source: Bloomberg, CMBIGM estimates



# **Financial Summary**

Income statement						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	37,753	39,348	45,039	Profit before taxation	4,550	5,643	5,976	6,408	7,807
Cost of sales	(30,098)	(29,304)	(28,623)	(29,924)	(33,836)	Depreciation/amortisation	1,227	1,570	1,536	1,836	2,136
Gross profit	7,751	8,698	9,131	9,424	11,203	Change in working capital	(1,477)	115	(2,419)	2,069	(3,541)
						Others	361	(168)	(570)	(501)	(630)
Selling expenses	(279)	(313)	(281)	(287)	(329)	Net cash from operating	4,662	7,160	4,524	9,813	5,773
Admin expenses	(650)	(719)	(700)	(669)	(766)						
R&D expenses	(2,209)	(2,499)	(2,396)	(2,322)	(2,657)	Capex	(2,760)	(2,271)	(3,000)	(3,000)	(3,000)
Other income	406	510	438	472	586	Other	(796)	(3,705)			
Other gain/ losses	(201)	187	12	39	45	Net cash from investing	(3,556)	(5,976)	(3,000)	(3,000)	(3,000)
Operating profit	4,806	5,877	6,204	6,658	8,082						
						Net borrowings	(382)	1,017			
Financial costs	(250)	(224)	(228)	(251)	(276)	Dividend paid	(623)	(796)	(839)	(915)	(1,115)
Investment income	(6)	0	0	0	0	Purchase of shares	(170)	(151)			
Pre-tax profit	4,550	5,653	5,976	6,408	7,807	Other	(266)	(291)	(228)	(251)	(276)
						Net cash from financing	(1,441)	(222)	(1,067)	(1,166)	(1,391)
Income tax expense	(531)	(703)	(797)	(756)	(921)	•					
NCI	28	68	51	56	68	Net change in cash	(336)	962	457	5,647	1,382
Net profit	3,991	4,882	5,128	5,596	6,818	Cash at beginning of the year	2,254	1,917	2,842	3,299	8,946
						Exchange difference	(2)	(37)			
						Cash at the end of the year	1,917	2,842	3,299	8,946	10,328
Balance sheet						Key ratios					
YE 31 Dec (RMB mn)	FY19A	FY20A	FY21E	FY22E	FY23E	YE 31 Dec	FY194	FY204	FY21F	FY22E	FY23F
Current assets	22,446	25,630	25,232	32,910	36,219	Sales mix (%)					252
Cash & equivalents	1,917	2,842	3,299	8,946	10,328	Optical components	23.3	24.2	25.0	29.1	30.7
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Balance sheet						Key ratios					
YE 31 Dec (RMB mn)	FY19A	FY20A	FY21E	FY22E	FY23E	YE 31 Dec	FY19A	FY20A	FY21E	FY22E	FY23E
Current assets	22,446	25,630	25,232	32,910	36,219	Sales mix (%)					
Cash & equivalents	1,917	2,842	3,299	8,946	10,328	Optical components	23.3	24.2	25.0	29.1	30.7
Financial assets	5,663	8,480	8,480	8,480	8,480	Optoelectronic products	76.0	75.0	74.2	70.2	68.6
Deposits	21	238	238	238	238	Optical instruments	0.8	0.9	8.0	0.7	0.7
Account receivables	9,630	8,212	9,513	8,961	12,185						
Inventories	5,146	5,783	3,627	6,211	4,913	Growth (%)					
Other current assets	69	74	74	74	74	Revenue	46.0	0.4	(0.7)	4.2	14.5
						Gross profit	57.8	12.2	5.0	3.2	18.9
Non-current assets	8,247	9,809	11,271	12,443	13,338	Operating profit	56.2	22.3	5.6	7.3	21.4
Prepaid lease						Net profit	60.2	22.3	5.1	9.1	21.8
PPE	6,567	7,513	8,977	10,140	11,004						
Interest in associates	1	2	2	2	2	Profit & loss ratio (%)					
Other non-curr. assets	1,680	2,293	2,292	2,301	2,332	Gross margin	20.5	22.9	24.2	24.0	24.9
Total assets	30,693	35,438	36,503	45,353	49,557	Operating margin	12.7	15.5	16.4	16.9	17.9
						Net profit margin	10.5	12.8	13.6	14.2	15.1
Current liabilities	12,630	13,411	10,135	14,249	12,682						
ST borrowings	1,119	2,071	2,071	2,071	2,071	Balance sheet ratio					
Account payables	11,322	10,733	7,460	11,560	9,946	Net debt/total equity (x)	Net cash				
Other current liabilities	5,622	9,223	16,837	17,473	24,857	Current ratio (x)	1.8	1.9	2.5	2.3	2.9
						Receivable turnover days	76.5	85.7	85.7	85.7	85.7
Non-current liabilities	5,336	5,201	5,201	5,201	5,201	Inventory turnover days	49.8	68.1	60.0	60.0	60.0
LT borrowings						Payable turnover days	111.5	137.4	116.0	116.0	116.0
Others	5,336	5,201	5,201	5,201	5,201						
Total liabilities	17,967	18,612	15,336	19,450	17,883	Profitability (%)					
						ROE	31.4	29.0	24.2	21.6	21.5
Share capital	105	105	105	105	105	ROA	13.0	13.8	14.0	12.3	13.8
Reserves	12,448	16,492	20,782	25,463	31,165						
Minority interest	173	229	280	335	403	Per share data (RMB)					
Shareholders' equity	12,726	16,826	21,167	25,903	31,673	EPS	3.65	4.47	4.69	5.12	6.24
Total equity & liabilities	30,693	35,438	36,503	45,353	49,557	DPS	0.57	0.73	0.77	0.84	1.02



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