

Horizon Robotics (9660 HK)

Re-acceleration on HSD expansion, overseas

Maintain BUY. Horizon's shipment rose 12.1% YoY in 1H26 despite a 20.2% YoY decline for the overall auto sales. Revenue missed by 9% on lower ASP, but GPM beat on high-margin licensing strength. Top-line growth is set to re-accelerate above 60% YoY in 2H26E, as Horizon SuperDrive (HSD) ramps up production across BYD's high-end portfolio, lifting product ASP to RMB712, based on our estimates. Horizon is positioned to become China's No.1 high-end autonomous driving (AD) chip provider by 2027 while maintaining 60%+ GPM through FY28E. We expect Horizon to turn profitable in FY28E.

- **1H26 revenue miss while GPM beat.** Horizon's 1H26 revenue surged 33% YoY to RMB2.1bn, trailing our forecast by 9% due to lower-than-expected ASP. However, GPM held flat YoY at 66.0%—beating our projection by 5.6ppts—driven by a richer contribution from high-margin license and service revenues. Operating loss widened YoY slightly to RMB1.7bn (RMB170mn higher than our estimate), primarily dragged by elevated R&D investments. Adjusted net loss reached RMB1.7bn, exceeding our loss forecast by RMB558mn.
- **HSD to accelerate from 2H26.** HSD solutions powered by J6P/J6H secured design wins across BYD's high-end product line, with mass production slated for 2H26. The J6M is likely to take up 70-80% of its AD solution market share in 2H26E. We expect a sharp top-line acceleration in 2H26E with FY26 shipment of 5.2mn units, implying 2H26E revenue growth back to above 60% YoY. That could also lead to product ASP improvement from RMB417 in 1H26 to RMB712 in 2H26E, as HSD mix expands, based on our estimates.
- **Positioned for No.1 market share in high-end AD chips by 2027.** Management targets total deliveries of 7mn+ units in 2027 and expects its combined direct shipment and licensed sales to make Horizon China's No.1 high-end AD chip provider, up from No.2 now. A 20mn-unit export order book for J6B provides a secondary growth engine. High-margin license and service income should underpin GPM above 60% in FY26-28E.
- **Earnings/Valuation.** We cut FY26-28E revenue forecasts by 7%/4%/4% to reflect softer domestic auto sales, but raise our GPM projections to 64.2%/61.9%/60.3% for FY26-28E, respectively, on an expanding licensing mix. We also lift R&D expense estimates to account for rapid technology iteration. We expect adjusted net losses to narrow from RMB4.4bn in FY26E to RMB0.57bn in FY27E, before turning profitable at RMB1.7bn in FY28E amid greater economies of scale. We cut our target price from HK\$7.80 to HK\$7.00, based on an unchanged 10x FY27E P/S. Key risks to our rating and target price include slower HSD adoption and more intensifying competition than we expect, and a sector de-rating.

Earnings Summary

(YE 31 Dec)	FY24A	FY25A	FY26E	FY27E	FY28E
Revenue (RMB mn)	2,384	3,758	5,617	9,265	14,472
YoY growth (%)	53.6	57.7	49.5	64.9	56.2
Gross margin (%)	77.3	64.5	64.2	61.9	60.3
Operating profit (RMB mn)	(2,144.2)	(3,338.8)	(3,038.3)	(1,427.6)	820.6
Net profit (RMB mn)	2,346.6	(10,469.0)	(1,261.3)	(1,453.6)	859.5
Adjusted net profit (RMB mn)	(1,681.2)	(2,811.8)	(4,435.0)	(568.9)	1,744.3
P/S (x)	27.1	17.2	11.5	7.0	4.5

Source: Company data, Bloomberg, CMBIGM estimates

BUY (Maintain)

Target Price	HK\$7.00
(Previous TP)	HK\$7.80
Up/Downside	48.3%
Current Price	HK\$4.72

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Stock Data

Mkt Cap (HK\$ mn)	75,301.2
Avg 3 mths t/o (HK\$ mn)	915.5
52w High/Low (HK\$)	10.81/3.61
Total Issued Shares (mn)	15953.6

Source: FactSet

Shareholding Structure

Mr. Yu Kai	11.3%
CARIAD	9.9%

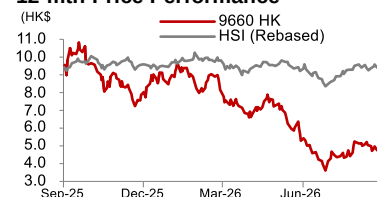
Source: HKEx

Share Performance

	Absolute	Relative
1-mth	-8.7%	-7.6%
3-mth	-10.8%	-12.1%
6-mth	-42.5%	-40.1%

Source: FactSet

12-mth Price Performance



Source: FactSet

Figure 1: Interim results

RMB mn	1H24	2H24	1H25	2H25	1H26E	YoY	HoH
Revenue	935	1,449	1,546	2,212	2,055	32.9%	-7.1%
Gross profit	739	1,103	1,020	1,405	1,356	32.9%	-3.5%
Selling expenses	(198)	(211)	(251)	(381)	(354)	41.4%	-7.0%
G&A expenses	(243)	(394)	(277)	(449)	(328)	18.1%	-27.0%
R&D expenses	(1,420)	(1,736)	(2,260)	(2,894)	(2,755)	21.9%	-4.8%
Operating profit	(1,105)	(1,039)	(1,504)	(1,835)	(1,672)	N/A	N/A
Net profit	(5,098)	7,445	(5,105)	(5,364)	1,615	N/A	N/A
Adj. net profit	(804)	(877)	(1,333)	(1,564)	(1,671)	N/A	N/A
Gross margin	79.0%	76.1%	66.0%	63.5%	66.0%	0.0 ppts	2.5 ppts
Operating margin	-118.3%	-71.7%	-97.3%	-82.9%	-81.3%	16.0 ppts	1.6 ppts
Adj. net margin	-86.0%	-60.5%	-86.2%	-70.7%	-81.3%	4.9 ppts	-10.6 ppts

Source: Company data, CMBIGM

Figure 2: Earnings revision

RMB mn	New			Old			Diff (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Revenue	5,617	9,265	14,472	6,028	9,660	15,026	-6.8%	-4.1%	-3.7%
Gross profit	3,604	5,736	8,722	3,677	5,582	8,565	-2.0%	2.8%	1.8%
Operating profit	(3,038)	(1,428)	821	(2,604)	(1,256)	1,015	N/A	N/A	-19.1%
Net profit	(1,261)	(1,454)	859	643	(1,001)	1,314	N/A	N/A	-34.6%
Adj. net profit	(4,435)	(569)	1,744	(1,702)	(216)	2,099	N/A	N/A	-16.9%
Gross margin	64.2%	61.9%	60.3%	61.0%	57.8%	57.0%	3.2 ppts	4.1 ppts	3.3 ppts
Operating margin	-54.1%	-15.4%	5.7%	-43.2%	-13.0%	6.8%	-10.9 ppts	-2.4 ppts	-1.1 ppts
Adj. net margin	-79.0%	-6.1%	12.1%	-28.2%	-2.2%	14.0%	-50.7 ppts	-3.9 ppts	-1.9 ppts

Source: CMBIGM estimates

Figure 3: CMBI estimates vs consensus

RMB mn	CMBIGM			Consensus			Diff (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Revenue	5,617	9,265	14,472	5,825	9,184	14,013	-3.6%	0.9%	3.3%
Gross profit	3,604	5,736	8,722	3,645	5,464	8,166	-1.1%	5.0%	6.8%
Operating profit	(3,038)	(1,428)	821	(3,177)	(1,694)	663	N/A	N/A	23.7%
Adj. net profit	(4,435)	(569)	1,744	(2,673)	(1,235)	959	N/A	N/A	81.8%
Gross margin	64.2%	61.9%	60.3%	62.6%	59.5%	58.3%	1.6 ppts	2.4 ppts	2.0 ppts
Operating margin	-54.1%	-15.4%	5.7%	-54.5%	-18.5%	4.7%	0.4 ppts	3.0 ppts	0.9 ppts
Adj. net margin	-79.0%	-6.1%	12.1%	-45.9%	-13.4%	6.8%	-33.1 ppts	7.3 ppts	5.2 ppts

Source: Bloomberg, CMBIGM estimates

Financial Summary

INCOME STATEMENT	2023A	2024A	2025A	2026E	2027E	2028E
YE 31 Dec (RMB mn)						
Revenue	1,552	2,384	3,758	5,617	9,265	14,472
Cost of goods sold	(457)	(542)	(1,333)	(2,013)	(3,530)	(5,750)
Gross profit	1,094	1,841	2,426	3,604	5,736	8,722
Operating expenses	(3,125)	(3,986)	(5,764)	(6,642)	(7,163)	(7,901)
Selling expense	(327)	(410)	(632)	(762)	(850)	(912)
Admin expense	(443)	(638)	(726)	(805)	(846)	(910)
R&D expense	(2,366)	(3,156)	(5,154)	(5,830)	(6,460)	(7,165)
Others	12	218	747	755	993	1,086
Operating profit	(2,031)	(2,144)	(3,339)	(3,038)	(1,428)	821
Share of (losses)/profits of associates/JV	(112)	(557)	(853)	(2,620)	(286)	(152)
EBITDA	(6,229)	3,165	(9,635)	(504)	(853)	1,578
Depreciation	76	114	137	(2)	(123)	(56)
Depreciation of ROU assets	52	59	77	77	90	106
Other amortisation	228	265	227	284	374	478
EBIT	(6,585)	2,727	(10,076)	(863)	(1,195)	1,050
Interest income	167	383	404	369	265	198
Interest expense	(9)	(7)	(14)	(10)	(6)	(7)
Pre-tax profit	(6,744)	2,351	(10,466)	(1,222)	(1,454)	859
Income tax	5	(5)	(3)	(40)	0	0
After tax profit	(6,739)	2,347	(10,469)	(1,262)	(1,454)	859
Minority interest	0	0	0	0	0	0
Net profit	(6,739)	2,347	(10,469)	(1,261)	(1,454)	859
Adjusted net profit	(1,635)	(1,681)	(2,812)	(4,435)	(569)	1,744

BALANCE SHEET	2023A	2024A	2025A	2026E	2027E	2028E
YE 31 Dec (RMB mn)						
Current assets	13,538	17,196	24,118	20,820	19,508	21,410
Cash & equivalents	11,360	15,371	20,188	16,007	11,853	10,000
Restricted cash	710	0	3	2	4	6
Account receivables	541	679	1,760	2,462	3,808	5,551
Inventories	791	585	1,069	1,655	2,901	4,568
ST bank deposits	0	0	637	0	0	0
Other current assets	(3,151)	(4,322)	(6,125)	695	942	1,286
Non-current assets	2,336	3,183	6,493	3,287	4,883	6,586
PP&E	433	774	1,053	(1,051)	(629)	(276)
Right-of-use assets	217	212	177	165	155	139
Deferred income tax	100	107	106	135	150	170
Investment in JVs & assos	1,108	1,038	1,297	(892)	(951)	(857)
Intangibles	303	320	239	405	581	703
Financial assets at FVTPL	81	630	3,503	4,398	5,393	6,438
Other non-current assets	94	103	118	128	185	269
Total assets	15,874	20,379	30,611	24,108	24,391	27,996
Current liabilities	40,252	1,278	16,876	1,949	2,566	4,193
Short-term borrowings	0	15	20	0	0	620
Account payables	11	15	234	55	97	158
Other current liabilities	40,164	928	16,281	1,276	1,618	2,066
Lease liabilities	52	72	75	66	77	89
Contract liabilities	25	249	266	552	774	1,260
Non-current liabilities	287	7,186	1,096	1,129	1,273	1,416
Long-term borrowings	113	393	508	703	783	863
Obligations under finance leases	112	82	43	66	77	89
Other non-current liabilities	62	6,712	545	360	413	464
Total liabilities	40,539	8,464	17,971	3,078	3,839	5,609
Share capital	0	0	0	0	0	0
Other reserves	(24,665)	11,914	12,639	21,029	20,552	22,387
Total shareholders equity	(24,665)	11,914	12,639	21,030	20,552	22,388
Minority interest	(0)	1	1	0	(0)	(0)
Total equity and liabilities	15,874	20,379	30,611	24,108	24,391	27,996

CASH FLOW	2023A	2024A	2025A	2026E	2027E	2028E
YE 31 Dec (RMB mn)						
Operating						
Profit before taxation	(6,744)	2,351	(10,466)	(1,222)	(1,454)	859
Depreciation & amortization	357	438	441	359	341	528
Change in working capital	(938)	713	(307)	(1,860)	(2,439)	(3,064)
Others	5,581	(3,485)	8,226	(974)	809	774
Net cash from operations	(1,745)	18	(2,106)	(3,696)	(2,743)	(903)
Investing						
Capital expenditure	(454)	(912)	(701)	(750)	(850)	(900)
Acquisition of subsidiaries/ investments	(1,453)	(546)	(1,070)	(275)	(175)	(275)
Net proceeds from disposal of short-term investments	10	(478)	(2,527)	(495)	(495)	(495)
Others	1,229	4	(632)	3,042	2	2
Net cash from investing	(667)	(1,932)	(4,930)	1,522	(1,518)	(1,668)
Financing						
Net borrowings	100	294	121	175	80	700
Proceeds from share issues	0	5,404	10,063	0	0	0
Others	7,119	117	1,928	(2,183)	28	18
Net cash from financing	7,219	5,815	12,111	(2,008)	108	718
Net change in cash						
Cash at the beginning of the year	6,609	11,360	15,371	20,188	16,007	11,853
Exchange difference	(56)	111	(258)	0	0	0
Cash at the end of the year	11,360	15,371	20,188	16,007	11,853	10,000
GROWTH	2023A	2024A	2025A	2026E	2027E	2028E
YE 31 Dec						
Revenue	71.3%	53.6%	57.7%	49.5%	64.9%	56.2%
Gross profit	74.3%	68.3%	31.7%	48.6%	59.1%	52.1%
PROFITABILITY	2023A	2024A	2025A	2026E	2027E	2028E
YE 31 Dec						
Gross profit margin	70.5%	77.3%	64.5%	64.2%	61.9%	60.3%
Operating margin	(130.9%)	(90.0%)	(88.8%)	(54.1%)	(15.4%)	5.7%
EBITDA margin	(401.4%)	132.8%	(256.4%)	(9.0%)	(9.2%)	10.9%
Adj. net profit margin	(105.4%)	(70.5%)	(74.8%)	(79.0%)	(6.1%)	12.1%
Return on equity (ROE)	na	na	(85.3%)	(7.5%)	(7.0%)	4.0%
GEARING/LIQUIDITY/ACTIVITIES	2023A	2024A	2025A	2026E	2027E	2028E
YE 31 Dec						
Current ratio (x)	0.3	13.5	1.4	10.7	7.6	5.1
Receivable turnover days	127.3	103.9	170.9	160.0	150.0	140.0
Inventory turnover days	631.3	394.1	292.9	300.0	300.0	290.0
Payable turnover days	8.9	9.8	64.2	10.0	10.0	10.0
VALUATION	2023A	2024A	2025A	2026E	2027E	2028E
YE 31 Dec						
P/E	ns	7.9	ns	ns	ns	74.6
P/B	ns	1.6	4.1	2.8	3.1	2.9
P/CFPS	ns	1,051.7	ns	ns	ns	ns
Div yield (%)	0.0	0.0	0.0	0.0	0.0	0.0

Source: Company data, CMBIGM estimates. Note: The calculation of net cash includes financial assets.

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