Valuation Table

CMB International Global Markets | Equity Research | Sector Update

## **China CIS sector**

# Maintain long-term positive outlook; near-term challenges persist

We expect global CIS sales to decline 5.1% YoY in 2022, mainly dragged by the weak performance in mobile CIS market. We expect CIS market to recover in 2H23, as mobile CIS inventory level returns to a normal level. However, challenges remain given high uncertainties in economy and geopolitical issues.

- 2022 CIS outlook by markets: 1) Mobile CIS market (the largest CIS segment) will drop 9.8% YoY in revenue. The lackluster handset shipment has resulted in slower-than-expected CIS destocking during 1H22, and we see no sign of recovery (especially for domestic Android OEMs) in 2H22. 2) Auto CIS market will outperform again in 2022, with 24% YoY growth. This is driven by increasing electrification and ADAS penetration, that utilize high number of cameras per vehicle. 3) Security CIS sales will also fall, as the government and enterprises are expected to be more conservative in spending.
- China semi sector plunged on the recent U.S. export curbs (Oct-7) on China semi industry with restrictions focusing on purchase and manufacture specific advanced chips. Unlike chips (CPU, GPU, FPGA, etc.) developed utilizing advanced nodes, most CIS can be manufactured at mature nodes (22nm or older). We believe the revised stricter restrictions have less marginal impact on CIS names. In our view, the end use demand for CIS is the key area of focus. Should 1) domestic smartphone OEM's share to bounce, or 2) mobile CIS inventory returns to normal level, or 3) security spending from enterprises and government picks up again, we believe these would be positive catalysts that could re-accelerate CIS growth.
- Long-term outlook of domestic CIS suppliers remains positive. Willsemi will continue to ride the tailwind of auto CIS market growth and enjoy share gain. The Company is also well-positioned in AR/VR industry, which is expected to gain momentum in 2023/24E. GalaxyCore will enjoy share gain in mobile CIS market in 2023/24E as their own production line has entered mass production in Sep 2022. Being the CIS leader in mid- to low-end mobile CIS market, GalaxyCore's product mix will improve while avg. ASP will rise.
- We maintain BUY for Willsemi (603501 CH) with revised TP of RMB120. We maintain BUY for GalaxyCore (688728 CH) with revised TP of RMB20.

valuation	able							
		Mkt Cap	Last Price	TP	P/I	Ξ (x)	ROE	
Name	Ticker	(US\$ mn)	(LC)	(LC)	FY22E	FY23E	FY22E	FY23E
Willsemi	603501 CH	12,424	74.89	120.0	22.6	21.3	19.2	16.9
GalaxyCore	688728 CH	5,342	15.26	20.0	37.0	30.8	11.9	12.5
Sony	SONY US	82,505	9891.00	NA	14.0	12.5	11.3	11.5
Samsung	005930 KS	234,853	56,200.00	NA	9.7	11.8	12.2	9.4
STM	STM FP	29,709	33.62	NA	8.4	8.7	33.3	25.2
ON Semi	ON US	28,087	64.83	NA	12.6	12.9	39.7	28.4
Avg.					17.4	16.3	21.3	17.3

Source: Company data, Bloomberg and CMBIGM estimates as of 10 October 2022



## OUTPERFORM (Maintain)

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#### **Related Reports**

- "China Tech Update: China TMT Hardware barometer" – 30 May 2022 (<u>Link</u>)
- "China CIS Sector Can nonmobile CIS strength offset handset weakness? We remain cautiously optimistic" – 1 Apr 2022 (<u>Link</u>)



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## **Section Title: Focus Charts**

Figure 1: CIS market sales was US\$ 21.3bn in 2021, Figure 2: Top 3 (Sony/Samsung/Willsemi) took ~74% 2.7% YoY (the slowest growth in the past decade)



Source: Yole, CMBIGM estimates

Figure 3: Share gain/loss 2021

Market share change%	2019	2020	2021
Sony	3.31%	-3.60%	-0.15%
Samsung	0.34%	0.67%	1.00%
Willsemi	2.09%	3.54%	1.28%
GalaxyCore	0.71%	<b>1.93%</b>	0.10%
SmartSens	0.20%	0.62%	0.87%
OnSemi	-0.99%	0.21%	0.00%
Others	-5.66%	-3.30%	-3.16%

Source: Company filings, Yole, Counterpoint, Strategy analytics, Bloomberg and CMBIGM estimates





Source: Yole, IHS, CMBIGM estimates

market share (2021)



Source: Yole, CMBIGM estimates

for Figure 4: Key smartphone OEMs' share change: Samsung/Willsemi/GalaxyCore/SmartSens during 2019- Samsung and Honor gained share in 8M22 and Apple is expected to gain share in 2H22

March of all stars				
Market share change%	2019	2020	2021	8M22
Samsung	0.75%	-0.14%	-1.05%	2.49%
Apple	-0.52%	1.62%	2.60%	-0.78%
Xiaomi	0.09%	2.45%	2.82%	-1.14%
Vivo	0.84%	0.83%	1.40%	-0.72%
Орро	0.55%	0.56%	1.48%	-1.18%
Honor		2.97%	-0.38%	1.86%
Transsion	0.40%	0.94%	2.16%	-0.14%
Other	-2.11%	-9.24%	-9.02%	-0.38%

Source: Company filings, Yole, Counterpoint, Strategy analytics, Bloomberg and CMBIGM estimates





## CIS comp table



## Figure 7: CIS comp table

	Willsemi	Galaxycore	SmartSens	Sony	On Semi
	603501 CH	688728 CH	688213 CH	6758 JT	ON US
Market Cap (US\$mn)	12,424.0	5,342.0	2,102.9	83,748.4	28,086.7
EV (US\$mn)	13,212.7	5,866.3	2,165.0	96,149.0	29,809.4
Rating	BUY	BUY	NR	NR	NR
ΓΡ (LC)	120.00	20.00	-	-	-
Current Price (LC)	74.89	15.26	37.6	9891	64.83
Upside/(Downside)	60.2%	31.1%	-	-	-
YTD performance %	-67.4%	-49.8%		-33.5%	-5.3%
CIS revenue breakdown by market					
Mobile				_	
Security					
Automotive					
Other					
FY22 estimates*					
Sales (US\$mn)	3,219.8	951.3		79,599.0	8,260.0
Growth%	-4.8%	-3.1%		-9.9%	22.6%
GPM (%)	33.8%	31.0%		30.0%	49.2%
EBITDA margin (%)	23.7%	20.0%		19.3%	39.8%
NPM (%)	18.4%	15.1%		7.9%	25.0%
EPS (US\$)	0.50	0.06		4.68	4.62
FCF yield	2.2%	-8.0%		10.1%	4.9%
FY23E estimates <sup>*</sup>					
Sales (RMBmn)	3,704.8	1,048.3		83,383.0	8,449.0
Growth%	15.1%	10.2%		4.8%	2.3%
GPM (%)	34.5%	31.0%		30.2%	48.7%
EBITDA margin (%)	24.6%	20.4%		18.5%	37.5%
NPM (%)	17.0%	16.4%		7.9%	26.2%
EPS (RMB)	0.53	0.07		5.29	4.68
FCF yield	4.0%	-8.0%		8.7%	6.0%
Valuation (FY22E) <sup>*</sup>					
P/E	22.6	37.0		14.5	12.6
EV/EBITDA	17.3	30.9		6.3	9.1
Valuation (FY23E) <sup>*</sup>					
P/E	21.3	30.8		12.2	12.9
EV/EBITDA	14.5	27.4		6.2	9.4

Source: Company filings, Bloomberg, Counterpoint, Yole, Strategy Analytics, CMBIGM as of 10 October 2022

\*Sony and On Semi's FY22/23 estimates are based on Bloomberg consensus data.

\*Sony's FYE is March 31.

\*FX rates are based on Bloomberg estimates: RMB/USD = 7.117 and JPY/USD = 135.364.



## Valuation Table

		Mkt Cap	Last Price	TP	P/I	Ξ (x)	R	OE
Name	Ticker	(US\$ mn)	(LC)	(LC)	FY22E	FY23E	FY22E	FY23E
Global								
Willsemi	603501 CH	12,424	74.89	120.0	22.6	21.3	19.2	16.9
Sony	SONY US	82,505	9891.00	NA	14.0	12.5	11.3	11.5
Samsung	005930 KS	234,853	56,200.00	NA	9.7	11.8	12.2	9.4
STM	STM FP	29,709	33.62	NA	8.4	8.7	33.3	25.2
ON Semi	ON US	28,087	64.83	NA	12.6	12.9	39.7	28.4
Avg.					18.2	16.6	21.6	17.3
Domestic								
Willsemi	603501 CH	12,424	74.89	120.0	22.6	21.3	19.2	16.9
GalaxyCore	688728 CH	5,342	15.26	20.0	37.0	30.8	11.9	12.5
Gigadevice	603986 CH	7,990	85.50	NA	19.3	16.0	19.0	19.2
Maxscend	300782 CH	6,066	81.12	NA	25.1	19.9	20.2	21.2
Goodix	603160 CH	2,919	45.48	NA	67.2	34.5	3.4	6.9
SG Micro	300661 CH	6,791	136.10	NA	44.6	33.1	34.5	32.7
Avg.					35.7	25.7	18.0	18.3

Source: Company data, Bloomberg and CMBIGM estimates as of 10 October 2022



## **CIS market review and outlook**

## 2022: Auto CIS's strength cannot offset the handset weakness

Based on our estimates, we expect global CIS sales to decline 5.1% YoY in 2022, mainly dragged by the weak performance in mobile CIS market. We expect CIS market to recover in 2H23, as mobile CIS inventory level returns to a normal level. However, challenges remain given high uncertainties in economy and geopolitical issues.

Mobile CIS market will remain the largest segment (63% of total CIS sales in 2021); however, its share will shrink further to 60% in 2022. In 1H22, the lackluster handset shipment has resulted in slower-than-expected CIS destocking. We see no sign of recovery in 2H22, especially for domestic Android OEMs. Therefore, we estimate **mobile CIS sales** to decline 9.8% YoY in 2022. For domestic CIS manufacturers, their businesses are largely exposed to domestic clients, which will negatively affect their 2022 performance.

Auto CIS market will outperform again in 2022, with 24% YoY growth. This is driven by increasing number of cameras per car as electrification and ADAS penetration are climbing. For auto CIS suppliers, we expect the market share will be more consolidated to the top 3 (Onsemi, Willsemi and Sony) in the following years, due to stringent requirement and longer verification cycle.

We lowered the growth forecast for security CIS market in 2022, as we expect the government and enterprises will be more conservative in spending. The segment sales may still be weak in 2H22 due to financial tightness.

Figure 8: CIS market sales was US\$ 21.3bn in 2021.





Source: Yole, CMBIGM estimates

Source: Yole, CMBIGM estimates

For domestic CIS suppliers, Willsemi (603501 CH) and GalaxyCore (688728 CH) gained shares in the past years. We still hold a positive outlook for these companies in the long term, despite the headwinds from mobile CIS market in 2022.

We expect that **Willsemi** will continue to ride the tailwind of auto CIS market growth and enjoy share gain. The Company is also well-positioned in AR/VR industry, which is expected to gain momentum in 2023/24E. **GalaxyCore** will enjoy share gain in mobile CIS market in 2023/24E as their own production line has entered mass production in Sep 2022. Being the CIS leader in mid- to low-end mobile CIS market, GalaxyCore's product mix will improve while avg. ASP will rise.



## ~74% market share (2021)

Figure 10: Top 3 (Sony/Samsung/Willsemi) took Figure 11: Samsung/Willsemi/GalaxyCore/SmartSens gained share during 2019-2021



Market share change%	2019	2020	2021
Sony	3.31%	-3.60%	-0.15%
Samsung	0.34%	0.67%	1.00%
Willsemi	2.09%	3.54%	1.28%
GalaxyCore	0.71%	1.93%	0.10%
SmartSens	0.20%	0.62%	0.87%
OnSemi	-0.99%	0.21%	0.00%
Others	-5.66%	-3.30%	-3.16%

Source: Yole, CMBIGM estimates

Source: Company filings, Yole, Counterpoint, Strategy analytics, Bloomberg and CMBIGM estimates



## **Mobile CIS**

The smartphone market continues to be weak as expected. **We estimate 2022 mobile CIS** sales will drop 9.8% YoY, due to 1) lower smartphone shipment (sluggish demand) and 2) primary camera setup downgrade (BOM pressure).





Figure 13: Monthly smartphone shipment declined 12.4% YoY on average during Jan 2022 and Aug 2022



Source: Company filings, Counterpoint, Yole, Strategy Analytics, CMBIGM

Source: Company filings, Counterpoint, Yole, Strategy Analytics, CMBIGM

In 1H22, the average CIS content declined to 3.9 from 4.1 in 2021. The trend has not been reversed as the quad-camera's share dropped further to 24.2% in the first two months of 3Q22 (vs. 35.7% in 3Q21 and 29.0% in 2Q22). This was mainly due to BOM pressure for domestic OEMs as some depth cameras were being replaced with AI algorithm. Counterpoint has pointed out that Samsung will "*remove the depth camera from its Galaxy A series next year as mid-end chipsets can use AI algorithm to produce bokeh effects.*" Following the trend, we estimate the average CIS content will decline 4.1% YoY in 2022 and 2.1% in 2023.

Figure 14: Average CIS content declined to 3.9 in Figure 15: Quad cameras (rear)' share shrink in 2022 1H22 from 4.1 in 2021





Source: Counterpoint, CMBIGM

Source: Counterpoint, CMBIGM



Sony, Samsung and Willsemi are the top 3 players in mobile CIS market, accounting for 88% share in 2021. In 2022, we expect Sony will gain the most share, driven by stronger demand for iPhone. Willsemi is likely to lose 2.6% share due to declining OVM's share in smartphone market. GalaxyCore's share will slightly drop by 0.05% based on our estimate, better than Willsemi thanks to a broader client base including Samsung.





Source: Company filings, Yole, Counterpoint, Strategy analytics, Bloomberg and CMBIGM estimates

Source: Company filings, Yole, Counterpoint, Strategy analytics, Bloomberg and CMBIGM estimates

accounted for 52.7% of their 2021 shipment



Source: Counterpoint, CMBIGM estimates

Figure 18: Global smartphone shipment accounted Figure 19: Key smartphone OEMs' share change: for 58.0% of 2021 shipment in 8M22, while OVM only Samsung and Honor gained share in 8M22 and Apple is expected to gain share in 2H22

Market share change%	2019	2020	2021	8M22
Samsung	0.75%	-0.14%	-1.05%	2.49%
Apple	-0.52%	1.62%	2.60%	-0.78%
Xiaomi	0.09%	2.45%	2.82%	-1.14%
Vivo	0.84%	0.83%	1.40%	-0.72%
Орро	0.55%	0.56%	1.48%	-1.18%
Honor		2.97%	-0.38%	1.86%
Transsion	0.40%	0.94%	2.16%	-0.14%
Other	-2.11%	-9.24%	-9.02%	-0.38%

Source: Company filings, Yole, Counterpoint, Strategy analytics, Bloomberg and CMBIGM estimates



## **Auto CIS**

According to IHS's Sep forecast, global light vehicle production will increase 5.7% YoY and 5.3% YoY in 2022 and 2023. Although supply chain is improving, challenges still remain given high uncertainties in economy and geopolitical issues.







## Figure 21: Global light vehicle production to grow 5.1% YoY

Source: Yole, IHS, CMBIGM estimates

We expect global auto CIS market to grow 24% YoY in 2022. This is driven by increasing number of cameras per car as: 1) the transition from ordinary vehicles to electrified intelligent vehicles will require installation of a large number of cameras; 2) Advanced Driver Assistance Systems ("ADAS") toward Autonomous Driving ("AD") demand. Currently, there are ~2.7 cameras per vehicle and we estimate the number will be 4.2 in 2025. Prototypes presented nowadays are already installed with 10+ cameras.

Figure 22: ADAD penetration rate is expected to accelerate



Figure 23: No. of camera per vehicle to grow 10.8% YoY in 2022



Source: IHS, Yole, CMBIGM estimates

Source: Yole, IHS, CMBIGM estimates

Source: Yole, IHS, CMBIGM estimates



2021

For auto CIS suppliers, Onsemi, Willsemi and Sony accounted for 62% of market share. We expect the market share will be more consolidated to the top 3 in the following years, due to stringent requirement and longer verification cycle.

On Semi faced supply chain bottleneck in 2021 and its share dropped by 8.5%. However, the Company's Automotive Sensing Division's revenue grew 75% YoY in 1H22, due to "the strategy to focus on a product mix that yields higher margins, and an increase in average selling prices driven by strong market demand".

Willsemi is also well-positioned. According to Digitimes, "since the company's first car-use CIS hit the market in 2005, OmniVision (Willsemi) has sold over 800mn automotive CIS chips, ranking as the world's No.2 supplier of such chips". Willsemi's current auto CIS clients include Mercedes-Benz, BMW, Volkswagen, Toyota, Tesla and China's Changan Auto, Great Wall Motor, BYD Auto, and Geely Automobile. Willsemi's auto CIS sales reached RMB2.3bn in 2021 (85% YoY growth) and RMB1.6bn in 1H22. We expect the segment revenue will grow at least 50% YoY in 2022.

We also hold a positive outlook for Sony, as the Company is catching up in auto CIS market. Given its technology strength, we believe the Company should enjoy share gain as well, especially beyond 2022.





Source: Company data, Yole and CMBIGM estimates

Source: Company data, Yole, IHS, Bloomberg and CMBIGM estimates



## **Security CIS**

In the near term, the government and enterprise are likely to be more conservative in spending and security CIS market sales will continue to be weak in 2H22. However, we remain a long-term positive outlook for domestic security CIS market and we believe Chinese ecosystem including upstream CIS players and downstream camera suppliers will drive market growth.

For downstream security camera suppliers, Hikvision and Dahua were leading in the securities market, representing a combined market share of 56%. From 2018 to 2021, security camera market grew from US\$19.9bn to US\$32.3bn at 18% CAGR, while Hikvision and Dahua's shares remain stable.

However, we remain our positive long-term outlook for this market as security camera continues to upgrade (i.e., resolution and integrated new features, such as autonomous checkout and anti-lifting). Currently, 2MP/5MP accounted for 90% of market share. The security CIS market is expected to grow at 9.0% 2022-26E CAGR.

A few Chinese players are well-positioned to enjoy the growth. Willsemi (603501 CH) led the market with 22% market share in 2021, followed by Smartsens (688213 CH) and GalaxyCore (688728 CH). Among the players, we are particularly positive on Willsemi given its leading position and the ability to monetize both its CIS and ISP solution for cameras.





Source: Company data, Yole, CMBIGM estimates

Market share change%	2020	2021
Willsemi	NA	5.87%
SmartSens	4.23%	2.37%
Sony	-12.61%	-9.05%
Others	NA	3.04%

Source: Company filings, Yole and CMBIGM estimates





## Figure 28: We expect security CIS ASP to increase, driven by camera upgrade



Figure 29: Security camera suppliers' market share (2021)



Source: Yole, CMBIGM estimates



## Willsemi (603501 CH)

Maintain BUY, with TP revised down to RMB120

We lowered our forecasts for Willsemi, as we see no sign of recovery in domestic smartphone OEMs' shipment in the near term. The lackluster handset shipment has resulted in long-than-expected inventory consumption for CIS suppliers. Although we are still optimistic about the Company's auto CIS sales, we expect the growth from auto segment may not offset the weakness in mobile CIS market.

In a longer horizon, **we maintain our BUY rating for Willsemi**, as we expect the Company will continue to ride the tailwind of auto CIS market growth and enjoy share gain. Willsemi is also well-positioned in AR/VR industry, which is expected to gain momentum in 2023/24E.





Source: Company filings and CMBIGM estimates

Source: Company filings, Yole, Counterpoint, Strategy analytics, Bloomberg and CMBIGM estimates

However, given the near-term weakness in mobile market, we revised down our TP to RMB120, based on the same 32x FY23E P/E. We believe the valuation is justified, given depressed market sentiment and weakened consumer confidence.

Potential downside risks include: 1) worse-than-expected global economy that curbs consumer spending and 2) slower-than-expected destocking of mobile CIS products.



Figure 32: Financials							
(RMBmn)	FY20A	FY21A	1H22A	2H22E	FY22E	FY23E	FY24E
Revenue							
Mobile CIS	10,288	9,758	3,211	3,411	6,622	6,766	7,517
YoY%	62%	-5%			-32%	2%	11%
Security CIS	1,764	3,060	1,241	1,510	2,750	3,037	3,744
YoY%		74%			-10%	10%	23%
Auto CIS	1,243	2,300	1,606	2,083	3,688	5,146	6,549
YoY%		85%			60%	40%	27%
Other	1,402	1,146	1,241	951	2,192	3,113	4,723
YoY%		7%			14%	17%	21%
Total CIS	14,697	16,264	7,298	7,955	15,253	18,061	22,533
YoY%	50%	11%			-6%	18%	25%
Display driver	744	1,963	1,188	605	1,793	1,917	2,194
YoY%	na	164%	94%		-9%	7%	14%
Other	1,827	2,153	620	658	1,278	1,517	1,807
YoY%	16%	18%			-41%	19%	19%
Total IC design	17,267	20,380	9,106	9,978	19,084	22,397	27,662
YoY%	52%	18%	-14%		-6%	17%	24%
Semi distribution	2,485	3,660	1,925	1,878	3,803	3,946	4,208
YoY%	11%	47%	4%		4%	4%	7%
Other	71	64	41	23	64	64	64
YoY%	89%	-10%			0%	0%	0%
Total Revenue	19,824	24,104	11,072	11,879	22,951	26,407	31,934
YoY%	45%	22%			-5%	15%	21%
Gross profit							
CIS	4,610	5,471			5,528	6,788	8,641
GPM%	31%	34%			36%	38%	38%
Display driver	179	1,195			986	958	1,053
GPM%	24%	61%			55%	50%	48%
Other	693	1,058			611	737	878
Total	5,930	8,314			7,746	9,117	11,245
GPM%	30%	34%			34%	35%	35%

Source: Bloomberg, CMBIGM estimates



## Figure 33: Earnings revision

		New		Old					
US\$ mn	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E
Revenue	22,951	26,407	31,934	24,548	30,957	38,004	-7%	-15%	-16%
Gross Profit	7,746	9,117	11,245	8,195	10,728	13,404	-5%	-15%	-16%
Operating Profit	4,616	4,924	6,278	4,709	6,316	8,026	-2%	-22%	-22%
Net profit	4,220	4,502	5,739	4,316	5,547	7,212	-2%	-19%	-20%
EPS (US\$ cents)	3.541	3.767	4.797	3.871	4.955	6.596	-9%	-24%	-27%
Gross Margin	33.8%	34.5%	35.2%	33.4%	34.7%	35.3%	0.4 ppt	-0.1 ppt	-0.1 ppt
Operating Margin	20.1%	18.6%	19.7%	19.2%	20.4%	21.1%	0.9 ppt	-1.8 ppt	-1.5 ppt
Net Margin	18.4%	17.0%	18.0%	17.6%	17.9%	19.0%	0.8 ppt	-0.9 ppt	-1 ppt

Source: Company data, CMBIGM estimates

#### Figure 34: CMBIGM estimates vs consensus

		CMBIGM		Consensus					
US\$ mn	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E
Revenue	22,951	26,407	31,934	28,269	33,428	38,566	-19%	-21%	-17%
Gross Profit	7,746	9,117	11,245	9,865	11,821	13,677	-21%	-23%	-18%
Operating Profit	4,616	4,924	6,278	5,543	6,816	7,947	-17%	-28%	-21%
Net profit	4,220	4,502	5,739	5,040	6,198	7,225	-16%	-27%	-21%
EPS (US\$ cents)	3.541	3.767	4.797	3.835	4.771	5.600	-8%	-21%	-14%
Gross Margin	33.8%	34.5%	35.2%	34.9%	35.4%	35.5%	-1.1 ppt	-0.8 ppt	-0.3 ppt
Operating Margin	20.1%	18.6%	19.7%	19.6%	20.4%	20.6%	0.5 ppt	-1.7 ppt	-0.9 ppt
Net Margin	18.4%	17.0%	18.0%	17.8%	18.5%	18.7%	0.6 ppt	-1.5 ppt	-0.8 ppt

Source: Company data, CMBIGM estimates





Source: Company data, CMBIGM estimates

Figure 36: 12M forward P/E band





## Galaxycore (688728 CH)

## Maintain BUY, with TP revised down to RMB20

We lowered our forecasts for GalaxyCore, as we see no sign of recovery in domestic smartphone OEMs' shipment in the near term. This has resulted in long-than-expected inventory consumption for CIS suppliers.

We maintain our BUY rating for **GalaxyCore**. We expect the Company will enjoy share gain in mobile CIS market in 2023/24E as their own production line has entered mass production in Sep 2022. Being the CIS leader in mid- to low-end mobile CIS market, GalaxyCore's product mix will improve while avg. ASP will rise.

However, given the near-term weakness in mobile market, we revised down our TP to RMB20, based on the same 40x FY23E P/E. We believe the valuation is justified, given depressed market sentiment and weakened consumer confidence.

Potential downside risks include: 1) worse-than-expected global economy that curbs consumer spending and 2) slower-than-expected destocking of mobile CIS products.

(RMBmn)	FY19A	FY20A	FY21A	FY22E	FY23E	FY24E
Revenue						
CIS	3,194	5,864	5,937	5,826	6,636	7,775
YoY%	-	84%	1%	-2%	14%	17%
Display driver	486	591	1,062	955	836	806
YoY%	-	22%	80%	-10%	-12%	-4%
Other	10	0	0	0	0	0
YoY%	-	-96%	nm	na	na	na
Total Revenue	3,690	6,456	6,998	6,781	7,472	8,581
YoY%	-	75%	8%	-3%	10%	15%
Gross Margin						
CIS	27.5%	28.5%	29.7%	27.9%	28.9%	29.5%
Display driver	15.2%	27.8%	56.1%	50.0%	47.0%	45.0%
Total	26.0%	28.4%	33.7%	31.0%	31.0%	30.9%

#### Figure 37: Financials

Source: Bloomberg and CMBIGM estimates.



## Figure 38: Earnings revision

		New			Old			Diff (%)	
US\$ mn	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E
Revenue	6,781	7,472	8,581	9,512	12,699	na	-29%	-41%	na
Gross Profit	2,101	2,314	2,656	3,216	4,243	na	-35%	-45%	na
Operating Profit	1,134	1,364	1,367	2,018	2,603	na	-44%	-48%	na
Net profit	1,021	1,228	1,231	1,817	2,344	na	-44%	-48%	na
EPS (RMB)	0.413	0.496	0.498	0.726	0.936	na	-43%	-47%	na
Gross Margin	31.0%	31.0%	30.9%	32.1%	30.1%	na	-1.1 ppt	0.9 ppt	na
Operating Margin	16.7%	18.3%	15.9%	18.9%	16.8%	na	-2.1 ppt	1.4 ppt	na
Net Margin	15.1%	16.4%	14.3%	16.9%	15.0%	na	-1.8 ppt	1.4 ppt	na

Source: Company data, CMBIGM estimates

### Figure 39: CMBIGM estimates vs consensus

		CMBIGM		(	Consensus			Diff (%)	
US\$ mn	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E
Revenue	6,781	7,472	8,581	6,842	8,455	11,096	-1%	-12%	-23%
Gross Profit	2,101	2,314	2,656	2,087	2,409	3,363	1%	-4%	-21%
Operating Profit	1,134	1,364	1,367	1,262	1,514	1,982	-10%	-10%	-31%
Net profit	1,021	1,228	1,231	1,040	1,272	1,642	-2%	-4%	-25%
EPS (RMB)	0.413	0.496	0.498	0.420	0.498	0.597	-2%	0%	-17%
Gross Margin	31.0%	31.0%	30.9%	30.5%	28.5%	30.3%	0.5 ppt	2.5 ppt	0.6 ppt
Operating Margin	16.7%	18.3%	15.9%	18.4%	17.9%	17.9%	-1.7 ppt	0.3 ppt	-1.9 ppt
Net Margin	15.1%	16.4%	14.3%	15.2%	15.0%	14.8%	-0.1 ppt	1.4 ppt	-0.5 ppt

Source: Company data, CMBIGM estimates

### Figure 40: 12M forward P/E chart



Source: Company data, CMBIGM estimates

### Figure 41: 12M forward P/E band





## Financial Summary – Willsemi (603501 CH)

## Income statement

Income statement						Cash flow summary					
YE 31 Dec (RMB mn)	FY20A	FY21A	FY22E	FY23E	FY24E	YE 31 Dec (RMB mn)	FY20A	FY21A	FY22E	FY23E	FY24E
Revenue	19.824	24.104	22,951	26.407	31,934	· · ·	2,683	4,546	4,226	4,508	5,747
COGS	- , -	, -	,	-17,290	,	D&A	765	879	855	967	1,162
Gross Profit	5,930	8,314	7,746	9,117	11,245		-221	-3,328	-1,657	-1,006	-1,293
	-,	-,-	, -	- ,	, -	Others	117	96	-15	712	732
SG&A	-1,147	-1,201	-1,250	-1,377	-1,665	Net cash from operating	3,345	2,192	3,408	5,182	6,348
R&D exp.	-1,727	-2,110	-2,009	-2,312	-2,796		-,	_,	-,	-,	-,
Financing exp.	-275	-356	-463	-429	-449	Capex	-1,133	-1,122	-1,406	-1,563	-1,839
Other opex	176	352	593	-75	-57	Purchase/sale of investments	-373	-1,969	-3,076	-877	-1,080
Operating profit	2,956	5,000	4,616	4,924	6,278	Purchase/sale of subs	-1,163	96	12	12	12
	_,	-,	.,	-,	-,	Other	38	96	1,005	346	436
Non-operating income	44	5	3	4	4	Net cash from investing	-2,631	-2,899	-3,464	-2,082	-2,470
Non-operating exp.	-9	-3	-2	-3	-3	5	,	,	-, -	,	, -
Pre-tax profit	2,991	5,002	4,617	4,925	6,279	Change in shares	683	1,203	2,086	628	217
	_,	-,	.,	-,	-,	Change in debt	1,567	3,066	2,524	-263	429
Income tax expenses	-308	-456	-391	-417	-532	•	-413	-569	-934	-959	-991
Net profit	2,683	4,546	4,226	4,508	5,747	Other	-3	-767	-284	-242	-275
Non-controlling interests	-23	70	6	6	8	Net cash from financing	1,835	2,932	3,391	-836	-621
Net profit to shareholders	2,706	4,476	4,220	4,502	5,739		-,	_,	-,		
	_,	-,	-,	-,	-,	Net change in cash	2,548	2,226	3,335	2,264	3,257
Adj. EBITDA	3,830	5,949	5,440	6,502	8,088	Cash, beginning	3,116	5,423	7,630	10,947	13,193
	-,	-,	-, -	-,	-,	Exchange difference	-241	-18	-18	-18	-18
						Cash, end	5,423	7,630	10,947	13,193	16,432
						- ,	,	,	,	,	,
Balance sheet						Key ratios					
	FY20A	EV04A	FY22E	EVODE	EVOAE			EV04A	EVOOE	EVO2E	EVOAE
YE 31 Dec (RMB mn) Current assets			24,908	28,861		YE 31 Dec (RMB mn)	FT2UA	FY21A	FIZZE	FIZJE	F124E
	13,913	20,296	,	,	<b>32,974</b>		14 607	16 264	15 252	19.061	22 522
Cash & equivalents	5,456	7,671	10,989	13,235	16,474		14,697 744	16,264	15,253	18,061	22,533
Trade & other receivables	2,583	3,029	2,718	3,367	3,583	TDDI		1,963	1,793	1,917	2,194
Inventories	5,274	8,781	10,485	11,299	11,961	Others	4,383	5,877	5,905	6,430	7,207
Other current assets	600	814	715	961	954	Total	19,824	24,104	22,951	26,407	31,934
Non ourrent coosto	0 725	44 704	45 250	46 724	10 200	CMOS %	74.1%	67.5%	66.5%	68.4%	70.6%
Non-current assets PPE	8,735	11,784	15,258	16,731	18,309	Crowth (9/)					
	1,871	1,863	2,040	2,308	2,622	Growth (%)	45 40/	04 60/	4 00/	45 40/	20.00/
Intangibles	1,509	1,604	1,547	1,476	1,410		45.4%	21.6%	-4.8%	15.1%	20.9%
Goodwill Other per current coocte	2,800	2,998	2,986	2,974	2,962	Adj. EBITDA	102.5%	55.4% 65.4%	-8.6% -5.7%	19.5% 6.7%	24.4%
Other non-current assets	2,556	5,320	8,686	9,973	11,315	Net profit	481.2%	03.4%	-5.7 %	0.770	27.5%
Total assets	22,648	32,080	40,166	45,592	51,282	Drafit & loss ratio (%)					
Current liabilities	6 946	8.700	11 709	11 950	11 100	Profit & loss ratio (%)	29.9%	34.5%	33.8%	34.5%	35.2%
	6,845	3.745	<b>11,798</b> 7,247	11,850		Gross margin EBITDA margin	29.9 <i>%</i> 19.3%	24.7%	23.7%	24.6%	35.2 <i>%</i> 25.3%
ST debt & LT debt to mature Trade & other payables	3,041 2,544	3,745 3,956	3,964	6,453 4,377		Net profit margin	19.3%	24.7% 18.6%	23.7% 18.4%	24.0% 17.0%	25.3% 18.0%
	1,260	3,950 999	5,904 587	1,020	4,130 964	Net pront margin	13.770	10.0 %	10.4 /0	17.070	10.070
Other current liabilities	1,200	999	507	1,020	904	Balance sheet ratio					
Non-current liabilities	4 279	7 076	6,376	7 474	8,181	Net debt/total equity (%)	6.7%	10.9%	4.4%	not	not
LT debt	<b>4,278</b> 3,182	<b>7,076</b> 3,448	2,720	<b>7,171</b> 3,251	4,044	Debt/EBITDA	1.6	10.9%	4.4 %	net 1.8	net 1.5
Bonds payables Other non-current liabilities	0	2,250	2,000	2,000	2,000	Interest coverage Cash conversion cycle (days)	12.9	14.5	11.4	12.3	15.2
	1,096	1,378 <b>15,776</b>	1,656	1,919	2,137	Cash conversion cycle (days)	123.1	152.5	209.2	212.0	197.0
Total liabilities	11,123	15,770	18,174	19,020	19,363	Profitability (%)					
Total equity	11 59F	16 204	21 002	26 572	31,919	Profitability (%)	<b>33 E</b> 0/	27 E0/	10.00/	16.00/	10 00/
Total equity	11,525	16,304 976					23.5%	27.5%	19.2% 10.5%	16.9%	18.0%
Share capital	868	876	1,192	1,195	1,196	NUA	11.9%	14.0%	10.5%	9.9%	11.2%
Reserves	7,248	8,434	10,204	10,829	11,045						
Treasury stock	-255.4	-741.7	-741.7	-741.7	-741.7	Por chara data (DMP)	2.04	E 10	2 54	2 77	1 00
Retained earnings	3,895	8,049	11,767	15,790	21,009		3.21	5.16	3.54	3.77	4.80
Other equities	-516.2	-418.8	-541.4	-618.9	-716.3		13.33	18.67	18.36	22.14	26.57
Minority interests Total liabilities and equity	286	106 <b>32,080</b>	112 <b>40,166</b>	119 <b>45,592</b>		BVPS	14,697	16,264	15,253	18,061	22,533
i otai naonities and equily	22,648	32,000	40,100	40,092	51,202						



## Financial Summary – GalaxyCore (688728 CH)

Income statement						Cash flow summary					
YE 31 Dec (RMB mn)	FY20A	FY21E	FY22E	FY23E	FY24E	YE 31 Dec (RMB mn)	FY20A	FY21E	FY22E	FY23E	FY24E
Revenue	6,456	7,001	6,781	7,472	8,581	Pretax profit	773	1,258	1,021	1,228	1,231
COGS	-4,623	-4,641	-4,680	-5,158	-5,925	D&A	39	82	, 116	155	203
Gross Profit	1,833	2,360	2,101	2,314	2,656	Change in working capital	-1,295	-1,111	307	-1,118	124
						Others	177	210	327	182	398
SG&A	-222	-256	-226	-239	-275	Net cash from operating	-306	439	1,771	446	1,956
R&D exp.	-595	-520	-509	-538	-618						
Financing exp.	-103	-137	-91	-231	-275	Capex	-405	-3,816	-4,792	-3,483	-2,720
Other opex	-28	-19	-141	58	-121	Purchase/sale of investments	-8	-81	-95	-29	-50
Operating profit	885	1,428	1,134	1,364	1,367	Purchase/sale of subs	0	0	0	0	0
						Other	29	0	-622	42	45
Non-operating income	0	0	0	0	0	Net cash from investing	-384	-3,898	-5,509	-3,470	-2,726
Non-operating exp.	-13	-5	0	0	0						
Pre-tax profit	872	1,424	1,135	1,364	1,368	Change in shares	0	0	0	0	0
						Change in debt	983	2,299	3,162	1,964	1,348
Income tax expenses	-99	-166	-113	-136	-137	Dividend/interests paid	-83	-123	-197	-252	-291
Net profit	773	1,258	1,021	1,228	1,231	Other	866	3,496	49	-0	-0
Non-controlling interests	0	0	0	0	0	Net cash from financing	1,765	5,672	3,015	1,712	1,058
Net profit to shareholders	773	1,258	1,021	1,228	1,231						
						Net change in cash	1,076	2,214	-724	-1,313	288
Adj. EBITDA	1,068	1,703	1,355	1,525	1,749	Cash, beginning	329	1,374	3,586	2,861	1,547
						Exchange difference	-31	-1	-1	-1	-1
						Cash, end	1,374	3,586	2,861	1,547	1,833
											<u> </u>
Balance sheet						Key ratios					
YE 31 Dec (RMB mn)	FY20A	FY21E	FY22E	FY23E	FY24E	YE 31 Dec (RMB mn)	FY20A	FY21E	FY22E	FY23E	FY24E
Current assets	4,815	8,919	9,515	8,351	8,681	Revenue by segment					
Cash & equivalents	1,470	4,511	4,433	3,119	3,405	CMOS	5,864	5,937	5,826	6,636	7,775
Trade & other receivables	1,026	564	483	570	569	TDDI	591	1,062	955	836	806
Inventories	2,077	3,484	3,971	4,052	3,959	Others	0	2	0	0	0
Other current assets	242	360	628	610	747	Total	6,456	7,001	6,781	7,472	8,581
						CMOS %	91%	85%	86%	89%	91%
Non-current assets	902	4,385	8,240	12,904	15,262						
PPE	248	269	303	461	626	Growth (%)					
Intangibles	201	248	269	290	316	Revenue	74.9%	8.4%	-3.1%	10.2%	14.8%
Goodwill	0	0	0	0	0	Adj. EBITDA	128.6%	59.4%	-20.4%	12.5%	14.7%
Other non-current assets	452	3,869	7,669	12,152	14,320	Net profit	115.2%	62.8%	-18.9%	20.2%	0.3%
Total assets	5,716	13,304	17,754	21,254	23,943						
						Profit & loss ratio (%)					
Current liabilities	2,785	4,983	8,320	10,468	11,915	Gross margin	28.4%	33.7%	31.0%	31.0%	30.9%
ST debt & LT debt to	1,568	3,670	6,777	8,766		EBITDA margin	16.5%	24.3%	20.0%	20.4%	20.4%
Trade & other payables	1,030	948	1,360	1,325	1,435	Net profit margin	12.0%	18.0%	15.1%	16.4%	14.3%
Other current liabilities	188	365	182	377	334						
						Balance sheet ratio					
Non-current liabilities	212	771	865	991	1,002	Net debt/total equity (%)	11.0%	net	32.1%	61.5%	64.3%
LT debt	201	352	407	381	350	Debt/EBITDA	1.2	1.7	5.3	6.0	6.0
Bonds payables	0	0	0	0	0	Interest coverage	20.1	16.6	6.9	6.0	6.0
Other non-current liabilities	11	419	459	609	652	Cash conversion cycle (days)	43.6	156.5	203.5	177.0	156.0
Total liabilities	2,997	5,754	9,185	11,459	12,917						
						Profitability (%)					
Total equity	2,719	7,550	8,570	9,796	11,026	ROE	28.4%	16.7%	11.9%	12.5%	11.2%
Share capital	0	0	0	0	0	ROA	13.5%	9.5%	5.8%	5.8%	5.1%
Reserves	1,712	5,259	5,259	5,259	5,259						
Retained earnings	1,041	2,299	3,320	4,548	5,779	Per share data (RMB)					
Other equities	-33	-8	-10	-11	-12	EPS	0.37	0.54	0.41	0.50	0.50
Minority interests	0	0	0	0	0	BVPS	1.30	3.24	3.46	3.96	4.46
Total liabilities and equity	5,716	13,304	17,754	21,254	23,943						



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