

Jiangsu Hengli (601100 CH)

Revenue acceleration with margin expansion in 2Q24; new products development on track

Hengli's EBIT in 2Q24 surged 58% YoY to RMB644mn, driven by acceleration of revenue (+22% YoY) and a surprising gross margin expansion of 6.3ppt YoY. Reported net profit grew only 5% YoY to RMB686mn, but largely due to high base effect as large fx gains were recognized in 2Q23. We continue to see positive development going forward, as (1) revenue contribution from non-excavator components continues to increase; (2) delivery of electric cylinders and ball screws (a key component of robots) started in Jul while linear motion saw fast production ramp-up. All these will serve as growth drivers in 2025E; (3) the hydraulic components production base in Mexico is expected to commence operation in Dec (designed annual output value: US\$450mn). Our earnings forecast is largely unchanged despite fine-tuning of our assumptions. Our TP is unchanged at RMB64, based on 31x 2024E P/E (historical average).

- **Key highlights in 2Q24 results:** Revenue in 2Q24 grew 22% YoY to RMB2.47bn. Blended gross margin expanded 6.3ppt YoY and 3ppt QoQ to 43.1%, a positive surprise. EBIT surged 58% YoY as SG&A expense ratio was under good control. Operating cash inflow was RMB452mn, down 29% YoY but up 3.8x QoQ from a low base.
- **Decent growth of non-excavators cylinders in 1H24.** Sales volume of non-excavators cylinders in 1H24 rose 21.5% YoY to 139k units, driven by tunnel boring machines, cranes and AWP. Non-excavators cylinders revenue grew ~20% to RMB1.3bn while revenue from cylinders for excavators dropped 13.5% YoY to RMB1.1bn.
- **Motors, pumps & valves all reported growth in 1H24.** Pumps and valves for excavators grew 10% YoY in 1H24. Non-excavator pumps/valves grew 18%/35% YoY. Motor revenue grew 12% YoY (breakdown: excavators +9%; AWP +13%).
- **Risk factors:** (1) further weakness in the demand for hydraulic components for excavators; (2) slower-than-expected new business development.

Earnings Summary

(YE 31 Dec)	FY22A	FY23A	FY24E	FY25E	FY26E
Revenue (RMB mn)	8,197	8,985	10,033	11,261	12,540
YoY growth (%)	(12.0)	9.6	11.7	12.2	11.4
Adjusted net profit (RMB mn)	2,342.7	2,498.7	2,756.5	3,076.2	3,495.7
EPS (Reported) (RMB)	1.79	1.86	2.06	2.29	2.61
YoY growth (%)	(13.0)	3.8	10.3	11.6	13.6
Consensus EPS (RMB)	na	na	2.00	2.36	2.82
P/E (x)	26.8	25.8	23.4	21.0	18.5
P/B (x)	5.1	4.5	4.0	3.5	3.1
Yield (%)	1.3	1.5	1.6	1.8	2.1
Net gearing (%)	(51.9)	(55.0)	(50.5)	(51.0)	(52.4)

Source: Company data, Bloomberg, CMBIGM estimates

BUY (Maintain)

Target Price RMB64.00
Up/Downside 33.0%
Current Price RMB48.12

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Stock Data

Mkt Cap (RMB mn)	64,520.3
Avg 3 mths t/o (RMB mn)	231.6
52w High/Low (RMB)	67.27/42.14
Total Issued Shares (mn)	1340.8

Source: FactSet

Shareholding Structure

WANG's family	66.7%
CCASS (Hong Kong)	12.1%

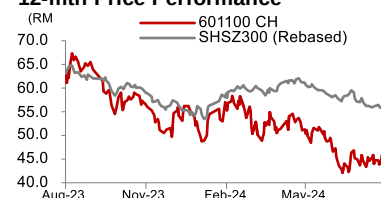
Source: SSE

Share Performance

	Absolute	Relative
1-mth	7.1%	9.8%
3-mth	-6.2%	2.6%
6-mth	-15.9%	-11.6%

Source: FactSet

12-mth Price Performance



Source: FactSet

Related reports:

Jiangsu Hengli – 4Q23 & 1Q24 earnings not exciting; but more positive drivers to come – 24 Apr 2024 ([link](#))

Capital Goods sector – More policies to support domestic machinery demand; expect sector rally to continue – 18 Apr 2024 ([link](#))

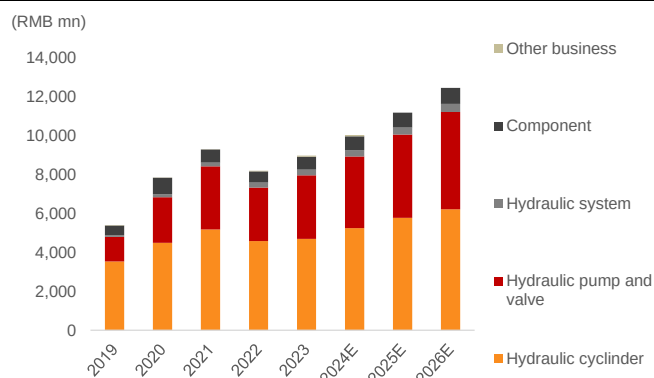
Capital Goods sector – 2M24: Solid growth of forklifts; weakness continued for tower cranes & excavators – 15 Mar 2024 ([link](#))

Figure 1: Key highlights in 2Q24 results

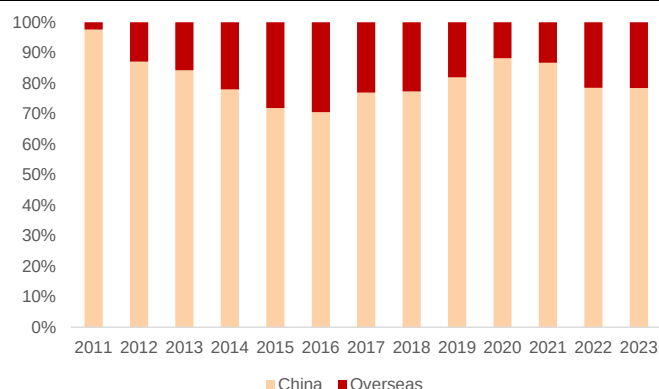
(RMB mn)	1Q23	1Q24	Change YoY	2Q23	2Q24	Change YoY	3Q22	3Q23	Change YoY	4Q22	4Q23	Change YoY
Total revenue	2,427	2,362	-2.7%	2,025	2,471	22.0%	2,033	1,892	-6.9%	2,277	2,640	16.0%
Cost of sales	-1,435	-1,415	-1.4%	-1,279	-1,406	9.9%	-1,168	-1,079	-7.6%	-1,339	-1,426	6.5%
Gross profit	992	947	-4.5%	745	1,066	42.9%	865	813	-6.0%	939	1,215	29.4%
Other income	-25	-24	-3.7%	-19	-24	24.9%	-16	-17	5.7%	-20	-21	4.3%
S&D expenses	-37	-49	32.6%	-39	-52	32.4%	-32	-43	37.0%	-49	-66	34.2%
Administrative expenses	-219	-222	1.4%	-285	-335	17.6%	-267	-266	-0.5%	-242	-329	36.3%
Asset impairment	-12	-16	40.0%	4	-11	n/a	-6	-16	174.1%	-40	-45	12.5%
EBIT	700	636	-9.1%	406	644	58.4%	545	471	-13.4%	587	753	28.2%
Net finance income/(cost)	6	55	883.6%	292	47	-83.8%	170	21	-87.6%	-0	50	n/a
Other gains/(loss)	30	25	-18.2%	13	50	274.5%	20	32	62.7%	71	55	-21.6%
Profit of JV & associates	0	0	n/a	0	0	n/a	0	0	n/a	0	0	n/a
Pretax profit	735	716	-2.7%	711	741	4.2%	734	525	-28.5%	657	858	30.6%
Income tax	-109	-113	3.7%	-57	-54	-5.1%	-41	-50	21.8%	-61	-111	81.7%
After tax profit	627	603	-3.8%	654	687	5.0%	694	475	-31.5%	596	747	25.4%
MI	-1	-1	-17.6%	-1	-1	-2.8%	-1	-1	-56.7%	-3	-2	-16.9%
Net profit	626	602	-3.8%	653	686	5.0%	692	475	-31.4%	593	745	25.6%

Key ratios			ppt			ppt			ppt			ppt
Gross margin	40.9%	40.1%	-0.8	36.8%	43.1%	6.3	42.5%	43.0%	0.4	41.2%	46.0%	4.8
S&D expense ratio	1.5%	2.1%	0.6	1.9%	2.1%	0.2	1.6%	2.3%	0.7	2.2%	2.5%	0.3
Administrative and R&D exp ratio	9.0%	9.4%	0.4	14.1%	13.6%	-0.5	13.1%	14.1%	0.9	10.6%	12.5%	1.9
Effective tax rate	14.8%	15.8%	1.0	8.0%	7.3%	-0.7	5.5%	9.5%	3.9	9.3%	12.9%	3.6

Source: Company data, CMBIGM estimates

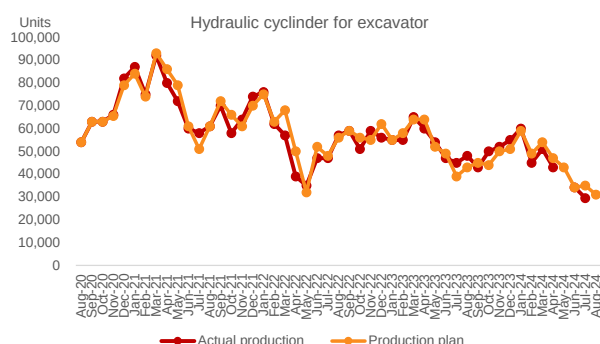
Figure 2: Hengli's revenue breakdown

Source: Company data, CMBIGM estimates

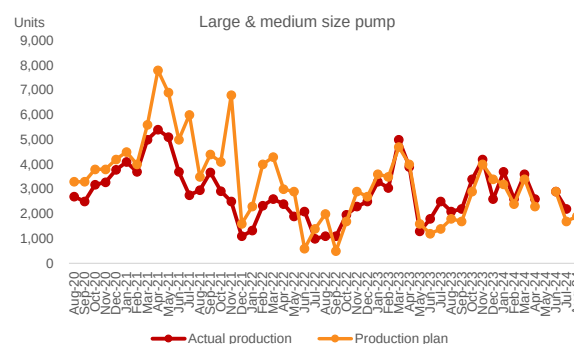
Figure 3: Revenue breakdown by region

Source: Company data, CMBIGM

Note: Some of the domestic sales will be exported in the form of finished products

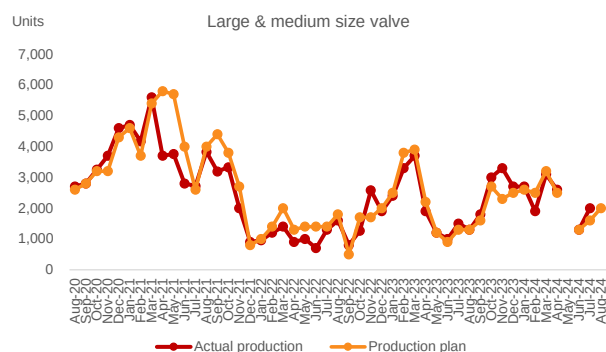
Figure 4: Hengli's hydraulic cylinders monthly production

Source: Company data, CMBIGM estimates

Figure 5: Hengli's large & medium size pump monthly production

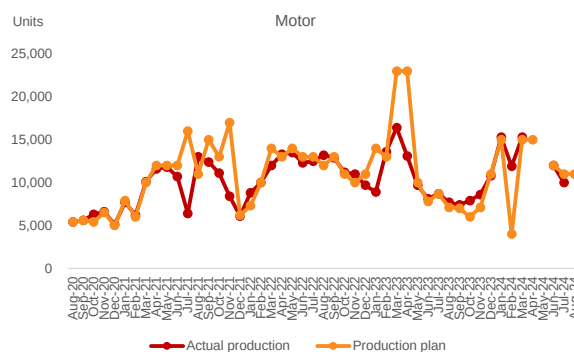
Source: Company data, CMBIGM estimates

Figure 6: Hengli's large & medium size valve monthly production



Source: Company data, CMBIGM estimates

Figure 7: Hengli's motor monthly production



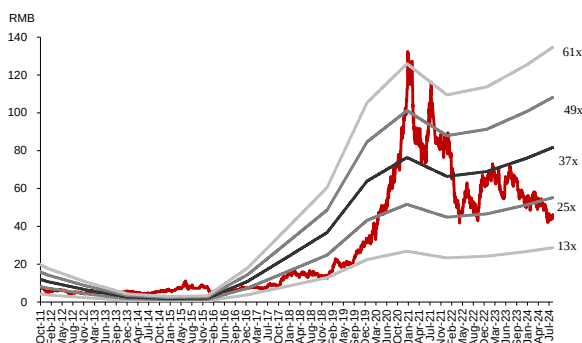
Source: Company data, CMBIGM estimates

Figure 8: Key assumptions and earnings

(RMB mn)	Old			New			Change		
	2024E	2025E	2026E	2024E	2025E	2026E	2024E	2025E	2026E
Revenue									
Hydraulic cylinder	5,134	5,473	5,698	5,254	5,780	6,217	2.3%	5.6%	9.1%
Hydraulic pump and valve	3,508	4,050	4,802	3,677	4,276	5,003	4.8%	5.6%	4.2%
Hydraulic system	330	369	413	330	369	413	0.0%	0.0%	0.0%
Component	706	762	823	706	762	823	0.0%	0.0%	0.0%
Revenue (hydraulic business)	9,677	10,655	11,737	9,967	11,187	12,457	3.0%	5.0%	6.1%
Other business	66	74	83	66	74	83	0.0%	0.0%	0.0%
Total revenue	9,743	10,729	11,820	10,033	11,261	12,540	3.0%	5.0%	6.1%
Gross margin (hydraulic business)	40.7%	40.9%	41.7%	41.9%	42.1%	42.6%	1.2	1.2	1.0
Other business	91.0%	90.0%	90.0%	91.0%	90.0%	90.0%	0.0	0.0	0.0
Blended gross margin	41.0%	41.3%	42.0%	42.2%	42.5%	43.0%	1.2	1.2	1.0
S&D expense ratio	-2.0%	-2.0%	-2.0%	-2.2%	-2.2%	-2.2%	-0.2	-0.2	-0.2
Admin expense and R&D ratio	-12.0%	-12.0%	-12.0%	-12.0%	-12.0%	-12.0%	0.0	0.0	0.0
Net finance income/(expense) RMB mn	489	542	618	320	303	348	-34.6%	-44.2%	-43.7%
Net profit	2,755	3,070	3,478	2,757	3,076	3,496	0.0%	0.2%	0.5%

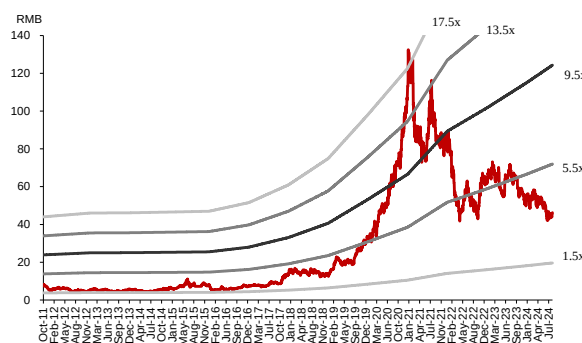
Source: Company data, CMBIGM estimates

Figure 9: Hengli's P/E band



Source: Bloomberg, Company data, CMBIGM estimates

Figure 10: Hengli's P/B band



Source: Bloomberg, Company data, CMBIGM estimates

Financial Summary

INCOME STATEMENT	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec (RMB mn)						
Revenue	9,309	8,197	8,985	10,033	11,261	12,540
Cost of goods sold	(5,212)	(4,873)	(5,220)	(5,800)	(6,480)	(7,152)
Gross profit	4,097	3,324	3,765	4,233	4,781	5,388
Selling expense	(112)	(124)	(186)	(221)	(248)	(276)
Admin expense	(863)	(925)	(1,099)	(1,204)	(1,351)	(1,505)
Others	(125)	(116)	(150)	(140)	(151)	(163)
Operating profit	2,997	2,159	2,330	2,668	3,031	3,444
Share of (losses)/profits of associates/JV	0	0	0	0	0	0
EBITDA	3,402	2,553	2,744	3,149	3,583	4,057
Depreciation	404	394	413	480	552	612
Interest income	39	352	382	330	313	358
Interest expense	(129)	(20)	(13)	(10)	(10)	(10)
Net Interest income/(expense)	(89)	332	369	320	303	348
Other income/expense	160	137	131	150	169	188
Pre-tax profit	3,068	2,629	2,830	3,139	3,503	3,980
Income tax	(369)	(280)	(326)	(377)	(420)	(478)
Minority interest	(5)	(6)	(5)	(6)	(6)	(7)
Adjusted net profit	2,694	2,343	2,499	2,757	3,076	3,496
BALANCE SHEET	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec (RMB mn)						
Current assets	9,146	12,327	12,994	14,365	15,821	18,030
Cash & equivalents	3,643	6,886	8,124	8,384	9,502	10,972
Account receivables	2,560	2,982	2,767	3,830	3,637	4,609
Inventories	1,607	1,766	1,692	1,740	2,272	2,039
Prepayment	160	141	156	156	156	156
Other current assets	1,177	552	255	255	255	255
Non-current assets	3,186	3,874	4,901	5,621	6,268	6,656
PP&E	2,580	2,836	2,851	3,588	4,254	4,659
Deferred income tax	50	54	58	58	58	58
Investment in JVs & assos	0	0	0	0	0	0
Intangibles	267	436	467	449	431	413
Goodwill	0	0	0	0	0	0
Financial assets at FVTPL	0	0	0	0	0	0
Other non-current assets	289	548	1,526	1,526	1,526	1,526
Total assets	12,332	16,201	17,896	19,986	22,089	24,686
Current liabilities	2,691	3,144	3,099	3,366	3,434	3,698
Short-term borrowings	597	329	203	203	203	203
Account payables	1,188	1,323	1,297	1,564	1,632	1,895
Tax payable	84	73	154	154	154	154
Other current liabilities	822	1,419	1,445	1,445	1,445	1,445
Non-current liabilities	402	379	353	353	353	353
Long-term borrowings	44	0	0	0	0	0
Deferred income	204	198	175	175	175	175
Other non-current liabilities	153	181	179	179	179	179
Total liabilities	3,093	3,523	3,453	3,720	3,788	4,051
Total shareholders equity	9,196	12,630	14,391	16,209	18,238	20,565
Minority interest	44	48	52	57	63	70
Total equity and liabilities	12,332	16,201	17,896	19,986	22,089	24,686

CASH FLOW	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec (RMB mn)						
Operating						
Profit before taxation	3,068	2,629	2,830	3,139	3,503	3,980
Depreciation & amortization	404	394	413	480	552	612
Tax paid	(369)	(280)	(326)	(377)	(420)	(478)
Change in working capital	(472)	(476)	(225)	(844)	(270)	(476)
Others	164	(203)	(15)	10	10	10
Net cash from operations	2,796	2,064	2,677	2,409	3,375	3,649
Investing						
Capital expenditure	(558)	(642)	(1,309)	(1,200)	(1,200)	(1,000)
Acquisition of subsidiaries/ investments	0	0	0	0	0	0
Others	(374)	563	(1,742)	0	0	0
Net cash from investing	(932)	(80)	(3,051)	(1,200)	(1,200)	(1,000)
Financing						
Dividend paid	(783)	(953)	(831)	(939)	(1,047)	(1,169)
Net borrowings	(287)	(313)	(126)	0	0	0
Proceeds from share issues	0	2,000	0	0	0	0
Others	356	216	77	(10)	(10)	(10)
Net cash from financing	(714)	949	(880)	(949)	(1,058)	(1,179)
Net change in cash						
Cash at the beginning of the year	2,777	3,643	6,886	8,124	8,384	9,502
Exchange difference	(284)	310	2,492	0	0	0
Cash at the end of the year	3,643	6,886	8,124	8,384	9,502	10,972
GROWTH	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec						
Revenue	18.5%	(12.0%)	9.6%	11.7%	12.2%	11.4%
Gross profit	18.3%	(18.9%)	13.3%	12.4%	12.9%	12.7%
Operating profit	11.6%	(28.0%)	7.9%	14.5%	13.6%	13.6%
EBITDA	13.5%	(24.9%)	7.5%	14.8%	13.8%	13.2%
Adj. net profit	19.5%	(13.0%)	6.7%	10.3%	11.6%	13.6%
PROFITABILITY	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec						
Gross profit margin	44.0%	40.6%	41.9%	42.2%	42.5%	43.0%
Operating margin	32.2%	26.3%	25.9%	26.6%	26.9%	27.5%
EBITDA margin	36.5%	31.1%	30.5%	31.4%	31.8%	32.3%
Adj. net profit margin	28.9%	28.6%	27.8%	27.5%	27.3%	27.9%
GEARING/LIQUIDITY/ACTIVITIES	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec						
Net debt to equity (x)	(0.3)	(0.5)	(0.6)	(0.5)	(0.5)	(0.5)
Current ratio (x)	3.4	3.9	4.2	4.3	4.6	4.9
Receivable turnover days	103.2	123.4	116.8	120.0	121.0	120.0
Inventory turnover days	98.9	126.3	120.9	108.0	113.0	110.0
Payable turnover days	81.2	94.0	91.6	90.0	90.0	90.0
VALUATION	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec						
P/E	23.3	26.8	25.8	23.4	21.0	18.5
P/B	6.8	5.1	4.5	4.0	3.5	3.1
Div yield (%)	1.5	1.3	1.5	1.6	1.8	2.1

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

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