

Intron Tech (1760 HK)

1H23E Preview: strong growth despite industry headwinds; expect back-loaded in 2H23E

Intron Tech will announce its 1H23 results next week. We estimate 1H23E revenue of RMB 2.66bn (+28% YoY) and net income of RMB 191mn (+25% YoY). The solid growth was mainly due to strong NEV shipment and rising penetration of auto electrification/intelligence, partly offset by OEM price pressure, weaker cloud server and higher R&D expenses. Looking ahead, we expect a back-loaded 2H23E driven by seasonality, new product ramps and better operating leverage. We slightly trimmed FY23-25E EPS by 4-7% to factor in slower traditional business and higher R&D expenses. Trading at 8.2x/6.0x FY23/24E P/E, we think the risk-reward is very attractive compared with A/H share peers. Maintain BUY with new TP of HK\$ 7.01. Upcoming catalysts include rising ADAS penetration and NEV client share gain.

- **1H23E preview: solid growth despite challenging market condition.** We estimate 1H23E revenue RMB 2.66bn (+28% YoY) and net income of RMB 191mn (+25% YoY). By segment, we expect revenue from new energy/body control/ safety/ powertrain/ automation & connectivity to deliver 55%/ 25%/ 25%/ 30%/ 100% YoY while cloud server declined 60% YoY, given NEV client share gain, ADAS penetration and new product ramp, slightly offset by cloud server business weakness from key customers. We expect 1H23E GPM to remain largely flattish at 21.0%, despite price pressure from downstream OEM customers.
- **Outlook: expect back-loaded 2H23E and moderate downstream price competition.** We expect Intron's topline to be back-loaded in 2H23E driven by traditional seasonality and new product ramp, and we expect moderate impact from downstream auto OEM price competition and de-spec trend. With cost-plus pricing strategy and economies of scale of R&D resources, we believe Intron will continue to deliver stronger-than-industry growth backed by market share gain, design wins and robust product pipeline. Overall, we estimate revenue/net profit growth of 45%/40% YoY in 2H23E.
- **Attractive risk/reward, reiterate BUY.** We trimmed FY23-25E EPS by 4-7% mainly to reflect higher R&D expenses and slower traditional business. Our new TP of HK\$7.01 is based on same 12x FY23E P/E (24% below 5-year hist. avg.). Trading at 8.2x/6.0x FY23/24E P/E, we think risk-reward is attractive especially compared with A/H share peers. Catalysts include rising ADAS penetration and share gain in NEV clients.

Earnings Summary

(YE 31 Dec)	FY21A	FY22A	FY23E	FY24E	FY25E
Revenue (RMB mn)	3,176	4,830	6,647	8,801	11,101
YoY growth (%)	59.4	52.1	37.6	32.4	26.1
Net profit (RMB mn)	200.6	415.0	557.9	765.7	959.2
YoY growth (%)	111.6	106.9	34.5	37.2	25.3
EPS (Reported) (RMB)	0.19	0.38	0.51	0.71	0.88
Consensus EPS (RMB)	na	na	0.55	0.69	0.81
P/E (x)	22.7	10.2	8.2	6.0	4.8
P/B (x)	2.6	2.0	1.8	1.5	1.2
Yield (%)	1.6	3.4	3.7	5.0	6.3
ROE (%)	13.2	21.3	23.8	27.2	28.0

Source: Company data, Bloomberg, CMBIGM estimates

BUY (Maintain)

Target Price **HK\$7.01**
 (Previous TP) HK\$7.54
Up/Downside **55.0%**
Current Price **HK\$4.52**

China Technology

Alex NG
 (852) 3900 0881
 alexng@cmbi.com.hk

Claudia LIU
 claudialiu@cmbi.com.hk

Hanqing LI
 lihanqing@cmbi.com.hk

Stock Data

Mkt Cap (HK\$ mn)	4,907.3
Avg 3 mths t/o (HK\$ mn)	5.4
52w High/Low (HK\$)	6.45/3.26
Total Issued Shares (mn)	1085.7

Source: FactSet

Shareholding Structure

Magnate Era Ltd	48.3%
Luk Wing Ming	6.9%

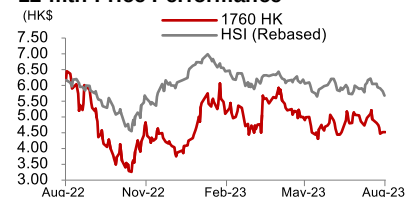
Source: HKEx

Share Performance

	Absolute	Relative
1-mth	-11.2%	-5.9%
3-mth	-7.8%	-1.5%
6-mth	-11.0%	1.4%

Source: FactSet

12-mth Price Performance



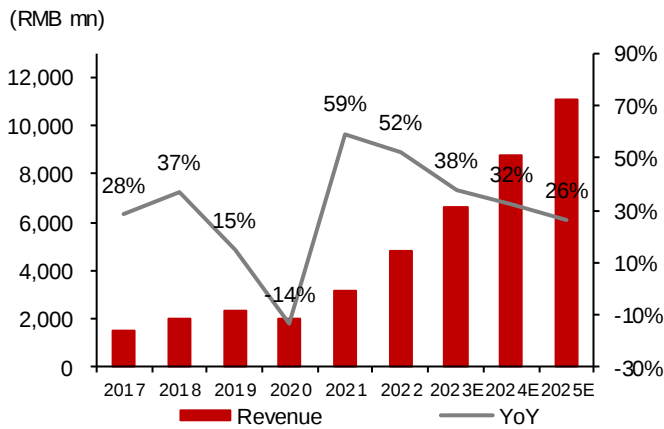
Source: FactSet

Related reports:

1. Intron Tech (1760 HK) – NDR takeaways: Strong order backlog in 2H23E; Solid pipeline to drive growth into FY24/25E ([link](#))
2. Intron Tech (1760 HK) – Beneficiary of automotive megatrends in electrification and intelligence ([link](#))

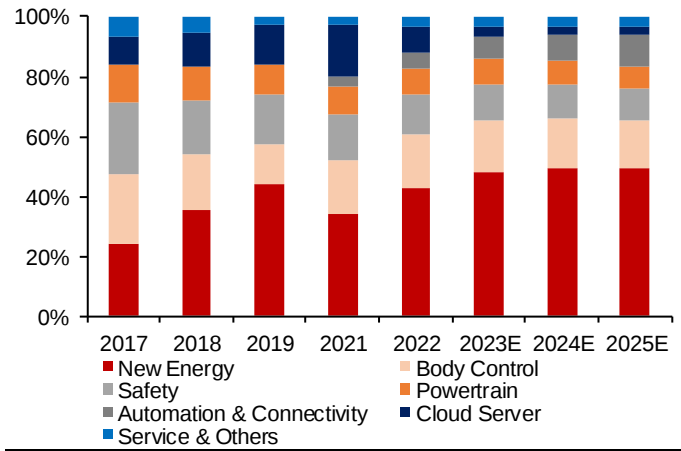
Focus Charts

Figure 1: Intron's revenue forecast



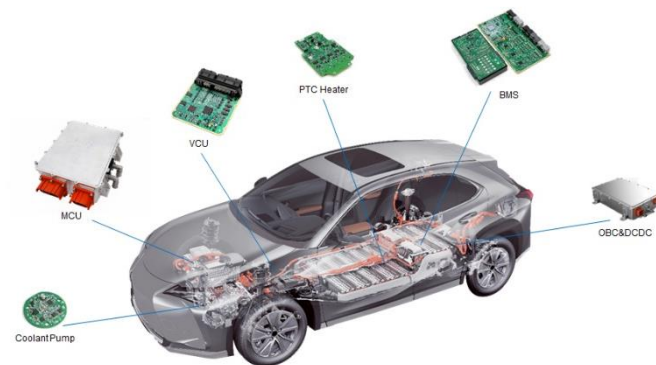
Source: Company data, CMBIGM estimates

Figure 2: Intron's revenue breakdown



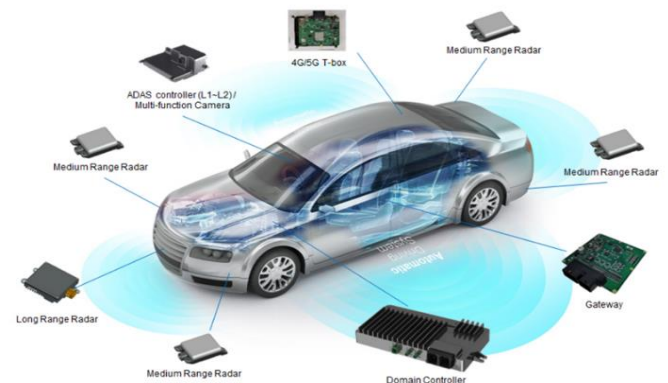
Source: Company data, CMBIGM estimates

Figure 3: Intron's new energy vehicle solutions



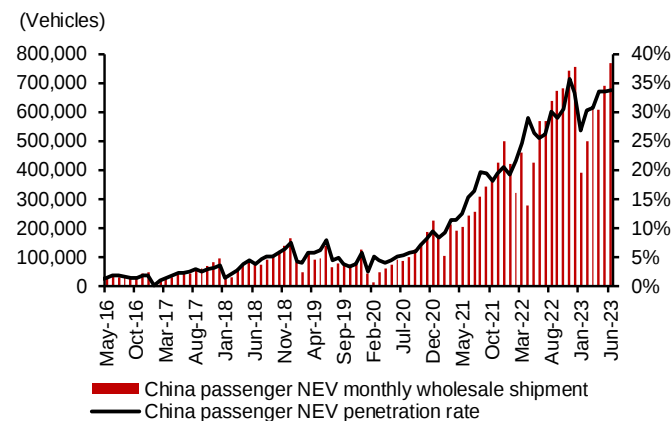
Source: Company data, CMBIGM estimates

Figure 4: Intron's intelligent vehicle solutions



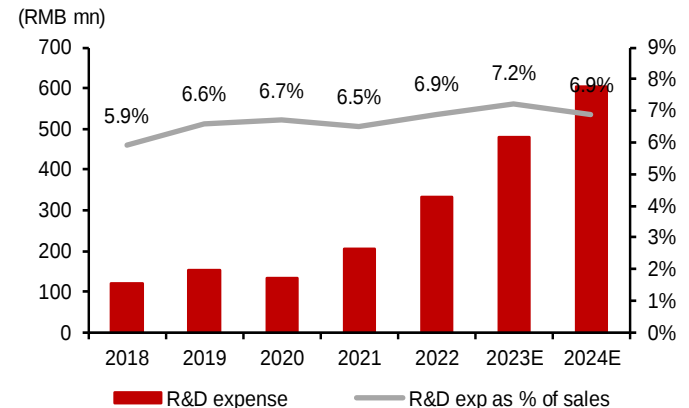
Source: Company data, CMBIGM estimates

Figure 5: China NEV monthly wholesale shipment



Source: CAAM, CMBIGM estimates

Figure 6: Intron's R&D expense as % of total sales



Source: Company data, CMBIGM estimates

Earnings Forecasts

Figure 7: CMBIGM estimates vs consensus

RMB mn	CMBIGM			Consensus			Diff (%)		
	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E
Revenue	6,647	8,801	11,101	6,883	9,181	11,438	-3%	-4%	-3%
Gross profit	1,396	1,838	2,285	1,437	1,889	2,313	-3%	-3%	-1%
Net profit	558	766	959	593	751	886	-6%	2%	8%
EPS (RMB)	0.51	0.70	0.87	0.55	0.69	0.81	-7%	1%	8%
Gross margin	21.0%	20.9%	20.6%	20.9%	20.6%	20.2%	0.1 ppt	0.3 ppt	0.4 ppt
Net Margin	8.4%	8.7%	8.6%	8.6%	8.2%	7.7%	-0.2 ppt	0.5 ppt	0.9 ppt

Source: Bloomberg, CMBIGM estimates

Figure 8: Earnings Revision

RMB mn	New			Old			Diff (%)		
	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E
Revenue	6,647	8,801	11,101	6,879	9,086	11,445	-3%	-3%	-3%
Gross profit	1,396	1,838	2,285	1,456	1,898	2,356	-4%	-3%	-3%
Net profit	558	766	959	600	799	999	-7%	-4%	-4%
EPS (RMB)	0.51	0.70	0.87	0.55	0.73	0.91	-7%	-4%	-4%
Gross margin	21.0%	20.9%	20.6%	21.2%	20.9%	20.6%	-0.2 ppt	0 ppt	0 ppt
Net Margin	8.4%	8.7%	8.6%	8.7%	8.8%	8.7%	-0.3 ppt	-0.1 ppt	-0.1 ppt

Source: CMBIGM estimates

Figure 9: Revenue breakdown by segment

RMB mn	2021	2022	1H23E	2H23E	2023E	2024E	2025E
New Energy	1,082	2,067	1,229	1,949	3,178	4,352	5,491
... YoY	131.6%	91.0%	55.0%	53.0%	53.8%	36.9%	26.2%
Body Control	579	868	538	613	1,151	1,465	1,779
... YoY	37.1%	50.0%	25.0%	40.0%	32.6%	27.3%	21.4%
Safety	476*	636*	341	458	799	969	1,162
... YoY	-2.9%	33.5%	25.0%	26.0%	25.6%	21.3%	20.0%
Powertrain	309	432	202	374	575	708	850
... YoY	26.6%	39.9%	30.0%	35.0%	33.2%	23.1%	20.0%
Automation & Connectivity	101*	255*	187	315	501	758	1,137
... YoY	-	151.3%	100.0%	95.0%	96.8%	51.1%	50.0%
Cloud Server	550	420	121	113	233	280	336
... YoY	81.5%	-23.5%	-60.0%	-5.0%	-44.5%	20.0%	20.0%
Service & Others	79	152	38	172	210	269	346
... YoY	19.1%	91.8%	30.0%	40.0%	38.1%	28.4%	28.4%
Revenue	3,176	4,830	2,655	3,993	6,647	8,801	11,101
... YoY	59.4%	52.1%	27.9%	44.9%	37.6%	32.4%	26.1%

Source: Company, CMBIGM estimates, * in FY22, Automation & Connectivity is separated from Safety segment

Figure 10: P&L forecast

RMB mn	2021	2022	1H23E	2H23E	2023E	2024E	2025E
Revenue	3,176	4,830	2,655	3,993	6,647	8,801	11,101
...YoY	59.4%	52.1%	27.9%	44.9%	37.6%	32.4%	26.1%
Cost of sales	-2,551	-3,789	(2,097)	(3,154)	-5,252	-6,963	-8,816
Gross profit	625	1,041	557	838	1,396	1,838	2,285
GPM (%)	19.7%	21.5%	21.0%	21.0%	21.0%	20.9%	20.6%
...YoY	74.5%	66.4%	24.5%	41.4%	34.1%	31.6%	24.3%
S&M	(101)	(106)	(58)	(80)	(138)	(176)	(222)
...% of rev	-3.2%	-2.2%	-2.2%	-2.0%	-2.1%	-2.0%	-2.0%
R&D	(206)	(332)	(210)	(272)	(481)	(606)	(764)
...% of rev	-6.5%	-6.9%	-7.9%	-6.8%	-7.2%	-6.9%	-6.9%
Admin	(107)	(95)	(45)	(52)	(97)	(141)	(167)
...% of rev	-3.4%	-2.0%	-1.7%	-1.3%	-1.5%	-1.6%	-1.5%
Pre-tax profit	217	455	213	410	623	859	1,076
Pre-tax profit margin (%)	6.8%	9.4%	8.0%	10.3%	9.4%	9.8%	9.7%
...YoY	120.9%	109.9%	26.9%	42.8%	37.0%	37.9%	25.3%
Net profit	201	415	191	367	558	766	959
NPM (%)	6.3%	8.6%	7.2%	9.2%	8.4%	8.7%	8.6%
...YoY	111.6%	106.9%	25.0%	40.0%	34.5%	37.2%	25.3%

Source: Company data, CMBIGM estimates

Valuation

Maintain BUY with new TP of HK\$7.01 (55% upside).

Our new TP of HK\$7.01 is based on same 12x FY23E P/E. We use price/earnings as our valuation methodology since we believe it better captures Intron's earnings growth potential. We view our target multiple of 12x P/E as reasonable and justified by 32% earnings CAGR over 2022-25E and 39%/65% sales CAGR in New Energy and Automation & Connectivity segments.

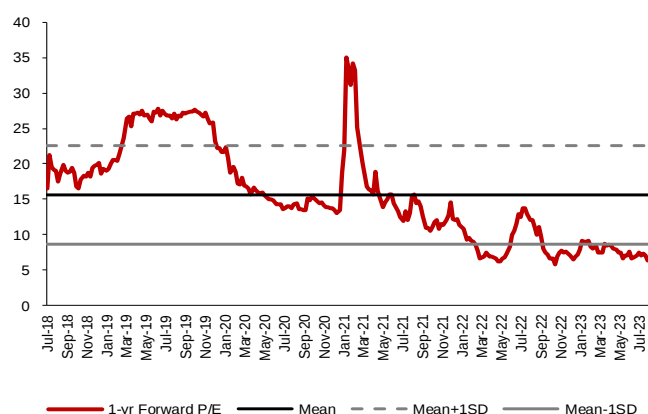
Intron now trades at 8.2x/6.0x FY23/24E P/E, vs 28.1x/20.4x FY23/24E P/E for A/H-listed automobile components/solutions peers. We think Intron is highly undervalued, especially considering its high ROE level. Upcoming catalysts include potential favourable NEV policy, rising ADAS/AD penetration, share gain in NEV customers and product launches.

Figure 11: Intron Tech's peers valuation

Company	Ticker	CMBI Rating	Market Cap US\$(mn)	Price (LC)	TP (LC)	Up/Down -side	P/E (x)		P/B (x)		ROE (%)	
							FY23E	FY24E	FY23E	FY24E	FY23E	FY24E
Intron Tech	1760 HK	Buy	628	4.52	7.0	55%	8.2	6.0	1.8	1.5	21.8	25.0
BOE Varitronix	710 HK	Buy	977	9.66	23.7	145%	10.2	7.9	0.8	0.7	7.9	8.4
BYD Electronics	285 HK	Buy	8,562	29.75	31.7	6%	18.2	14.8	2.1	1.9	11.7	12.8
Sunny Optical	2382 HK	Hold	9,415	67.20	78.3	17%	36.5	23.2	2.7	2.5	7.5	10.8
Luxshare	002475 CH	Buy	31,076	31.86	48.0	51%	21.1	17.1	2.2	2.0	10.5	11.4
Desay SV	002920 CH	NR	10,779	141.96	NA	NA	51.5	37.9	10.2	8.3	20.5	23.0
Foryou Corp	002906 CH	NR	2,007	30.75	NA	NA	28.6	21.4	3.2	2.8	11.3	13.2
Joyson	600699 CH	NR	3,606	18.72	NA	NA	28.0	19.3	2.0	1.8	7.3	9.6
Jingwei Hirain	688326 CH	NR	2,166	132.00	NA	NA	51.2	36.3	2.8	2.6	5.6	8.3
Average							28.1	20.4	3.1	2.7	11.6	13.6

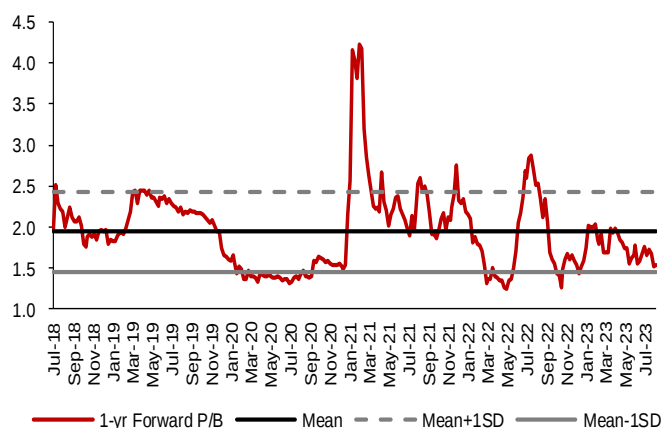
Source: Bloomberg, CMBIGM estimates

Figure 12: 12M forward P/E band



Source: Bloomberg, CMBIGM estimates

Figure 13: 12M forward P/B band



Source: Bloomberg, CMBIGM estimates

Financial Summary

INCOME STATEMENT	2020A	2021A	2022A	2023E	2024E	2025E
YE 31 Dec (RMB mn)						
Revenue	1,993	3,176	4,830	6,647	8,801	11,101
Cost of goods sold	(1,635)	(2,551)	(3,789)	(5,252)	(6,963)	(8,816)
Gross profit	358	625	1,041	1,396	1,838	2,285
Selling expense	(68)	(101)	(106)	(138)	(176)	(222)
Admin expense	(218)	(313)	(427)	(578)	(746)	(930)
Other income	49	30	40	36	36	36
Other expense	(2)	(2)	(50)	(50)	(50)	(50)
Share of (losses)/profits of associates/JV	(1)	1	2	2	2	2
Net Interest income/(expense)	(20)	(24)	(45)	(45)	(45)	(45)
Pre-tax profit	98	217	455	623	859	1,076
Income tax	(3)	(17)	(44)	(60)	(86)	(108)
After tax profit	95	200	411	563	773	968
Minority interest	0	(0)	(4)	(5)	(7)	(9)
Net profit	95	201	415	558	766	959
Gross dividends	28	60	126	167	230	288

BALANCE SHEET	2020A	2021A	2022A	2023E	2024E	2025E
YE 31 Dec (RMB mn)						
Current assets	1,695	2,294	3,351	3,833	4,471	5,265
Cash & equivalents	388	572	337	592	205	313
Account receivables	783	1,163	1,698	1,995	2,518	3,033
Inventories	447	498	1,086	1,015	1,517	1,689
Prepayment	40	27	182	182	182	182
ST bank deposits	36	32	49	49	49	49
Financial assets at FVTPL	0	0	0	0	0	0
Other current assets	0	0	0	0	0	0
Contract assets	1	1	0	0	0	0
Non-current assets	360	565	724	763	799	832
PP&E	154	170	195	220	244	258
Right-of-use assets	23	33	33	42	48	60
Deferred income tax	24	42	54	54	54	54
Intangibles	126	224	325	330	337	343
Financial assets at FVTPL	15	76	85	85	85	85
Other non-current assets	18	20	32	32	32	32
Total assets	2,054	2,859	4,075	4,596	5,270	6,097
Current liabilities	747	1,097	1,907	2,031	2,163	2,309
Short-term borrowings	433	632	950	950	950	950
Account payables	74	237	331	455	587	733
Tax payable	6	18	27	27	27	27
Other current liabilities	0	1	1	1	1	1
Lease liabilities	12	15	20	20	20	20
Accrued expenses	221	194	578	578	578	578
Non-current liabilities	16	19	20	20	20	20
Long-term borrowings	0	0	0	0	0	0
Other non-current liabilities	16	19	20	20	20	20
Share capital	9	9	9	9	9	9
Other reserves	1,283	1,733	2,129	2,525	3,068	3,748
Total shareholders equity	1,292	1,743	2,149	2,544	3,088	3,768
Minority interest	0	1	11	11	11	11
Total equity and liabilities	2,054	2,859	4,075	4,596	5,270	6,097

CASH FLOW	2020A	2021A	2022A	2023E	2024E	2025E
YE 31 Dec (RMB mn)						
Operating						
Profit before taxation	98	217	455	623	859	1,076
Depreciation & amortization	49	60	90	109	120	129
Tax paid	(21)	(22)	(35)	(60)	(86)	(108)
Change in working capital	2	(285)	(643)	(102)	(893)	(540)
Others	6	16	0	0	0	0
Net cash from operations	134	(15)	(134)	570	(1)	556
Investing						
Capital expenditure	(137)	(159)	(216)	(148)	(156)	(161)
Acquisition of subsidiaries/ investments	0	0	0	0	0	0
Net proceeds from disposal of short-term investments	1	0	0	0	0	0
Others	(20)	(64)	0	0	0	0
Net cash from investing	(156)	(222)	(216)	(148)	(156)	(161)
Financing						
Dividend paid	(36)	(29)	(126)	(167)	(230)	(288)
Net borrowings	(0)	208	0	0	0	0
Proceeds from share issues	0	253	0	0	0	0
Others	(18)	(4)	0	0	0	0
Net cash from financing	(54)	428	(126)	(167)	(230)	(288)
Net change in cash						
Cash at the beginning of the year	497	388	572	337	592	205
Exchange difference	(33)	(8)	0	0	0	0
Cash at the end of the year	388	572	337	592	205	313
GROWTH	2020A	2021A	2022A	2023E	2024E	2025E
YE 31 Dec						
Revenue	(13.7%)	59.4%	52.1%	37.6%	32.4%	26.1%
Gross profit	(23.1%)	74.5%	66.4%	34.1%	31.6%	24.3%
Net profit	(20.1%)	111.6%	106.9%	34.5%	37.2%	25.3%
PROFITABILITY	2020A	2021A	2022A	2023E	2024E	2025E
YE 31 Dec						
Gross profit margin	18.0%	19.7%	21.5%	21.0%	20.9%	20.6%
Return on equity (ROE)	7.5%	13.2%	21.3%	23.8%	27.2%	28.0%
GEARING/LIQUIDITY/ACTIVITIES	2020A	2021A	2022A	2023E	2024E	2025E
YE 31 Dec						
Current ratio (x)	2.3	2.1	1.8	1.9	2.1	2.3
Receivable turnover days	143.8	111.8	108.1	101.4	93.6	91.3
Inventory turnover days	118.8	67.6	76.3	73.0	66.4	66.4
Payable turnover days	27.3	22.3	27.3	27.3	27.3	27.3
VALUATION	2020A	2021A	2022A	2023E	2024E	2025E
YE 31 Dec						
P/E	23.8	22.7	10.2	8.2	6.0	4.8
P/E (diluted)	23.8	23.1	10.3	8.3	6.0	4.8
P/B	1.7	2.6	2.0	1.8	1.5	1.2
Div yield (%)	1.5	1.6	3.4	3.7	5.0	6.3

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

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OUTPERFORM	: Industry expected to outperform the relevant broad market benchmark over next 12 months
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CMB International Global Markets Limited

Address: 45/F, Champion Tower, 3 Garden Road, Hong Kong, Tel: (852) 3900 0888 Fax: (852) 3900 0800

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