

ZTO Express (ZTO US)

Volume growth to remain the top priority

We believe ZTO's market share growth strategy will continue in 2021E as management reiterated in the post-results briefing that scale remains the key factor to win the war of industry consolidation. While we lower our net profit forecast in 2020E/21E/22E by 9%/3%/3% due to more conservative parcel ASP assumptions, we believe the growing scale and on-track cost reduction trend will help solidify ZTO's position as a cost leader in the long-run. We revised our TP to US\$37.7 from US\$38.3, based on unchanged 33x 2021E P/E. Maintain **BUY**.

- **3Q20 earnings highlight.** ZTO's reported net profit dropped only 8% YoY to RMB1.2bn, which was helped by a one-off tax refund of RMB200mn as Shanghai Zongtongji Network (a subsidiary of ZTO) was recognized as a key software enterprise that qualified for a preferential tax rate of 10%. Excluding this one-off tax refund, the result would be lower than our expectation. On the other hand, ZTO reported RMB64mn of FX loss, mainly due to the translation loss as a result of the depreciation of US\$ against RMB.
- **Strong volume growth in 3Q20.** ZTO's revenue increased by 26% YoY to RMB6.6bn. Parcel volume surged 51% YoY to 4.6bn units in 3Q20, outpacing the industry growth of 38%. In terms of parcel shipment volume, ZTO's market share reached 20.8%, up 1.9ppt YoY but slightly down 0.7ppt QoQ. ZTO maintains its target of achieving 25% market share in two years.
- **ASP dropped less than major players.** ZTO's parcel ASP dropped 18% YoY (or RMB0.30/unit) to RMB1.33/unit in 3Q20 (breakdown: [1] RMB0.22 for incentives to support network partners, [2] RMB0.03 for the use of lower-priced waybills, and [3] RMB0.05 due to lower parcel weight). Such pricing reduction was similar to **SF Holding (002352 CH, BUY)** but less than the major "Tongda" players. On QoQ basis, the ASP increased 3%.
- **Unit cost down 6.7% YoY in 3Q20.** ZTO's unit cost of transportation and sorting hub dropped 9.2% YoY and 8.5% YoY, respectively, to RMB0.53 and RMB0.29. The transportation cost reduction was driven by higher portion of volume transported by self-owned trucks (93%, vs 74% in 3Q19) and higher portion of the use of high-capacity trucks (80%, vs 69% in 3Q19). For sorting hub cost, the reduction was mainly by the use of more sets of automated sorting equipment (300 sets, vs 208 sets in 3Q19). Management targets to achieve 10% YoY reduction on the two cost items in 4Q20E.
- **Major risk factors:** (1) prolonged price war; (2) slowdown of online retail sales; (3) lack of effective control over network partners.

Earnings Summary

| (YE 31 Dec) | FY18A | FY19A | FY20E | FY21E | FY22E |
|---------------------|----------|----------|----------|----------|----------|
| Revenue (RMB mn) | 17,604 | 22,110 | 24,626 | 29,963 | 35,960 |
| YoY growth (%) | 35 | 26 | 11 | 22 | 20 |
| Net profit (RMB mn) | 3,820 | 4,979 | 4,427 | 6,261 | 7,850 |
| EPS (RMB) | 5.08 | 6.35 | 5.57 | 7.50 | 9.40 |
| YoY growth (%) | 14.3 | 25.0 | -12.3 | 34.6 | 25.4 |
| Consensus EPS (RMB) | N/A | N/A | 5.93 | 7.20 | 9.57 |
| EV/EBITDA (x) | 29.5 | 22.7 | 23.2 | 16.0 | 12.5 |
| P/E (x) | 41.7 | 34.3 | 40.1 | 28.8 | 22.9 |
| P/B (x) | 4.9 | 4.4 | 3.7 | 3.2 | 2.9 |
| Yield (%) | 0.8 | 1.0 | 0.7 | 1.0 | 1.3 |
| ROE (%) | 13.7 | 13.7 | 9.9 | 11.7 | 13.3 |
| Net gearing (%) | Net cash | Net cash | Net cash | Net cash | Net cash |

Source: Company data, Bloomberg, CMBIS estimates

BUY (Maintain)

| | |
|---------------|-----------|
| Target Price | US\$37.7 |
| (Previous TP) | US\$38.3) |
| Up/Downside | +28% |
| Current Price | US\$29.99 |

China Express Delivery

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Stock Data

| | |
|--------------------------|-------------|
| Mkt Cap (US\$ mn) | 25,448 |
| Avg 3 mths t/o (US\$ mn) | 86 |
| 52w High/Low (US\$) | 38.99/20.04 |
| Total Issued Shares (mn) | 855.3 |

Source: Bloomberg

Shareholding Structure

| | |
|-------------|-------|
| Meisong Lai | 25.6% |
| Alibaba | 8.6% |
| Others | 65.8% |

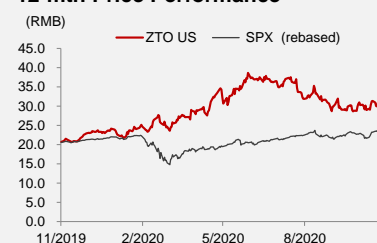
Note: Under the weighted voting rights structure, Meisong Lai has 76.8% of the total voting right
Source: HKEx

Share Performance

| | Absolute | Relative |
|-------|----------|----------|
| 1-mth | 4.1% | -0.4% |
| 3-mth | -7.5% | -12.8% |
| 6-mth | -13.4% | -29.4% |

Source: Bloomberg

12-mth Price Performance



Source: Bloomberg

Auditor: Deloitte

Related report:

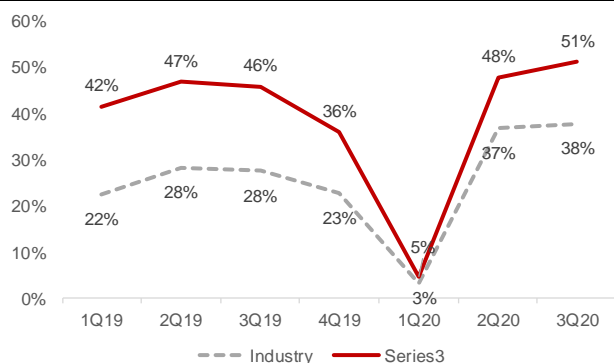
China Express Delivery Sector – Bloody battle to end soon; War for market share to continue; BUY winners in the respective playing fields – 14 Oct 2020

Figure 1: ZTO's 3Q20 results

| (RMB mn) | 1Q19 | 1Q20 | Change YoY | 2Q19 | 2Q20 | Change YoY | 3Q19 | 3Q20 | Change YoY |
|--|--------------|--------------|---------------|--------------|--------------|--------------|--------------|--------------|---------------|
| Total revenue | 4,574 | 3,916 | -14.4% | 5,424 | 6,402 | 18.0% | 5,266 | 6,639 | 26.1% |
| Cost of sales | -3,314 | -3,097 | -6.6% | -3,655 | -4,633 | 26.8% | -3,669 | -5,248 | 43.0% |
| Gross profit | 1,260 | 819 | -35.0% | 1,769 | 1,769 | 0.0% | 1,597 | 1,391 | -12.9% |
| Other income | 58 | 113 | 95.2% | 30 | 190 | 542.9% | 94 | 152 | 60.7% |
| SG&A expenses | -558 | -560 | 0.4% | -305 | -312 | 2.3% | -291 | -374 | 28.5% |
| EBIT | 760 | 372 | -51.0% | 1,493 | 1,647 | 10.3% | 1,401 | 1,169 | -16.5% |
| D&A | 283 | 408 | 44.4% | 298 | 426 | 42.9% | 303 | 479 | 58.3% |
| EBITDA | 1,043 | 780 | -25.2% | 1,791 | 2,073 | 15.7% | 1,703 | 1,648 | -3.2% |
| Net finance income/(expense) | 146 | 126 | -14.0% | 144 | 105 | -27.2% | 146 | 83 | -43.3% |
| Finance income | 146 | 126 | -13.8% | 144 | 114 | -20.9% | 146 | 97 | -34.0% |
| Finance expenses | 0 | -0 | n/a | 0 | -9 | n/a | 0 | -14 | n/a |
| Gain/(loss) on disposal of equity investees & subsidiary | -1 | 0 | n/a | 0 | 0 | n/a | 0 | 0 | n/a |
| FX gain/(loss) | -26 | 16 | n/a | 22 | 3 | -88.4% | 29 | -64 | n/a |
| Share of profit of JV and associates | -6 | -14 | n/a | -6 | -2 | n/a | -1 | -5 | n/a |
| Pretax profit | 874 | 501 | -42.7% | 1,654 | 1,752 | 5.9% | 1,574 | 1,182 | -24.9% |
| Income tax | -192 | -130 | -32.4% | -289 | -298 | 3.3% | -266 | 28 | n/a |
| After tax profit | 682 | 371 | -45.6% | 1,365 | 1,454 | 6.5% | 1,308 | 1,210 | -7.4% |
| MI | -1 | 4 | n/a | -6 | -5 | -7.1% | -0 | -9 | n/a |
| Net profit | 681 | 375 | -45.0% | 1,359 | 1,449 | 6.6% | 1,308 | 1,201 | -8.1% |
| Ratios: | | | <i>ppt</i> | | | <i>ppt</i> | | | <i>ppt</i> |
| Gross margin | 27.5% | 20.9% | -6.6 | 32.6% | 27.6% | -5.0 | 30.3% | 21.0% | -9.4 |
| EBIT margin | 16.6% | 9.5% | -7.1 | 27.5% | 25.7% | -1.8 | 26.6% | 17.6% | -9.0 |
| After tax profit margin | 14.9% | 9.5% | -5.4 | 25.2% | 22.7% | -2.5 | 24.8% | 18.2% | -6.6 |
| Effective tax rate | 22.0% | 25.9% | 4.0 | 17.5% | 17.0% | -0.4 | 16.9% | -2.4% | -19.3 |

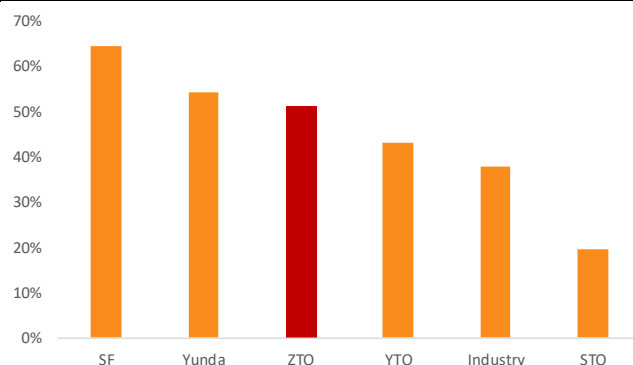
Source: Company data, CMBIS

Figure 2: ZTO's parcel volume growth has continued to outpace the industry average



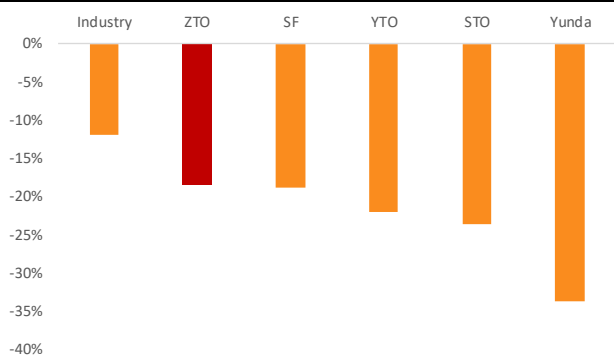
Source: Company data, The State Post Bureau, CMBIS

Figure 3: Major players' parcel volume growth in 3Q20



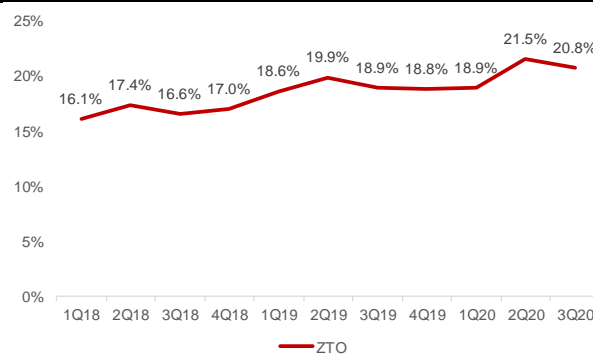
Source: Company data, The State Post Bureau, CMBIS

Figure 4: ZTO achieved less ASP reduction (YoY) in 3Q20

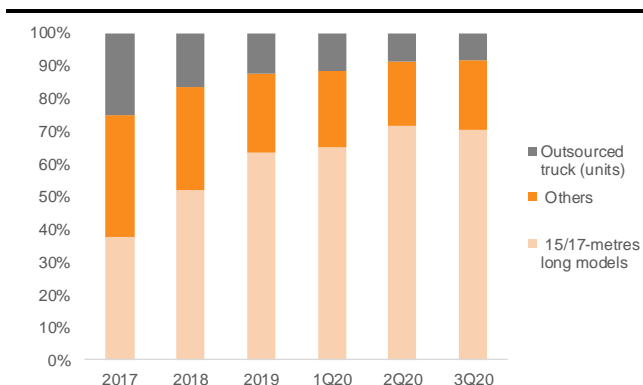


Source: Company data, The State Post Bureau, CMBIS

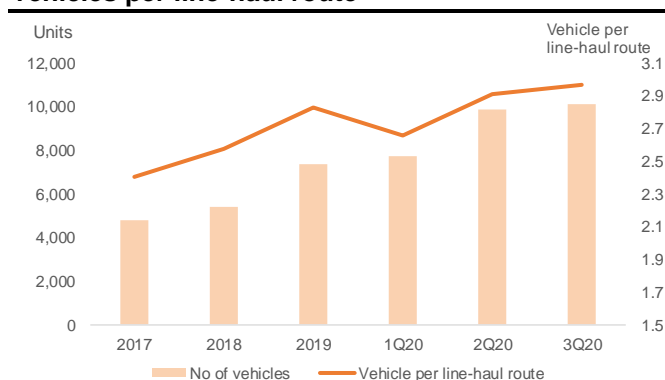
Figure 5: ZTO's market share in China in terms of parcel volume



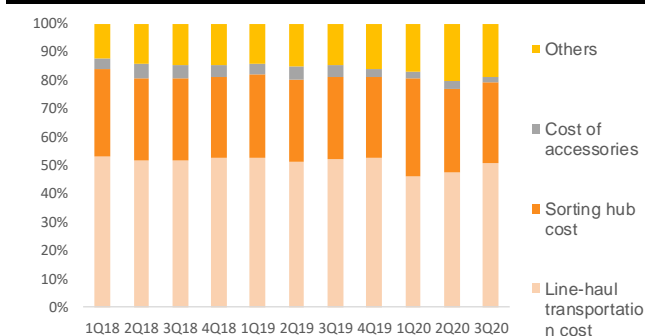
Source: Company data, CMBIS

Figure 6: ZTO's self-owned high capacity truck ratio

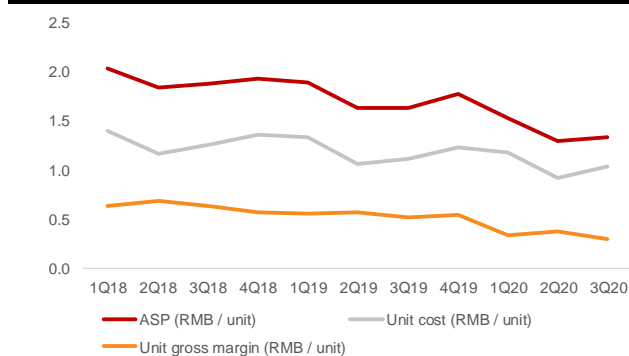
Source: Company data, CMBIS

Figure 7: ZTO enhanced its efficiency with more vehicles per line-haul route

Source: Company data, CMBIS

Figure 8: ZTO unit cost breakdown

Source: Company data, CMBIS

Figure 9: ZTO's ASP, unit cost & unit gross margin

Source: Company data, CMBIS

Figure 10: Change in key assumptions

| | Old | | | New | | | Change | | |
|---|---------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|
| | 2020E | 2021E | 2022E | 2020E | 2021E | 2022E | 2020E | 2021E | 2022E |
| Shipment volume (mn units of parcel) | | | | | | | | | |
| Unit of parcel | 16,485 | 20,606 | 25,139 | 16,485 | 20,606 | 25,139 | 0.0% | 0.0% | 0.0% |
| Change (YoY) | 36.0% | 25.0% | 22.0% | 36.0% | 25.0% | 22.0% | 0.0% | 0.0% | 0.0% |
| ASP (RMB/unit) | | | | | | | | | |
| Per unit of parcel | 1.45 | 1.39 | 1.37 | 1.39 | 1.37 | 1.35 | -3.6% | -1.6% | -1.6% |
| Unit cost breakdown(RMB) | | | | | | | | | |
| Line-haul transportation cost | -0.54 | -0.54 | -0.52 | -0.52 | -0.51 | -0.50 | -3.4% | -4.4% | -4.4% |
| Sorting hub cost | -0.31 | -0.30 | -0.30 | -0.31 | -0.30 | -0.29 | -1.2% | -1.2% | -1.2% |
| Others | -0.18 | -0.18 | -0.17 | -0.20 | -0.19 | -0.19 | 10.0% | 10.0% | 10.0% |
| Total | -1.07 | -1.05 | -1.02 | -1.06 | -1.03 | -1.01 | -0.8% | -1.3% | -1.3% |
| Unit gross margin (RMB) | 0.38 | 0.34 | 0.35 | 0.34 | 0.33 | 0.35 | -11.2% | -2.3% | -2.4% |
| (RMB mn) | | | | | | | | | |
| Revenue | | | | | | | | | |
| Express delivery, accessories & others | 23,846 | 28,616 | 34,562 | 22,995 | 28,169 | 34,022 | -3.6% | -1.6% | -1.6% |
| Freight forwarding services | 1,458 | 1,575 | 1,701 | 1,631 | 1,795 | 1,938 | 11.9% | 13.9% | 13.9% |
| Total | 25,305 | 30,191 | 36,263 | 24,626 | 29,963 | 35,960 | -2.7% | -0.8% | -0.8% |
| Revenue growth | | | | | | | | | |
| Express delivery, accessories & others | 14% | 20% | 21% | 10% | 23% | 21% | (4.1) | 2.5 | 0.0 |
| Freight forwarding services | 18% | 8% | 8% | 32% | 10% | 8% | 14.0 | 2.0 | 0.0 |
| Revenue | 14% | 19% | 20% | 11% | 22% | 20% | (3.1) | 2.4 | (0.1) |
| Gross margin | | | | | | | | | |
| Express delivery, accessories & others | 26% | 25% | 26% | 24% | 24% | 26% | (2.1) | (0.2) | (0.2) |
| Freight forwarding services | 8% | 5% | 5% | 8% | 5% | 5% | 0.0 | 0.0 | 0.0 |
| Gross margin | 25% | 28% | 29% | 23% | 28% | 29% | (2.1) | (0.4) | (0.4) |
| Net profit | 4,845 | 6,476 | 8,109 | 4,427 | 6,261 | 7,850 | -8.6% | -3.3% | -3.2% |

Source: Company data, CMBIS estimates

Figure 11: Earnings sensitivity to ASP and unit line-haul transportation cost

| 2021E Net profit (RMB mn) | | ASP (RMB/unit) | | | | |
|---|---------------|----------------|-------|--------------|-------|-------|
| | | 1.30 | 1.34 | 1.37 | 1.39 | 1.44 |
| Unit line-haul transportation cost (RMB) | -0.539 | 4,619 | 5,335 | 5,813 | 6,291 | 7,008 |
| | -0.523 | 4,887 | 5,604 | 6,082 | 6,560 | 7,277 |
| | -0.513 | 5,066 | 5,783 | 6,261 | 6,739 | 7,456 |
| | -0.503 | 5,245 | 5,962 | 6,440 | 6,918 | 7,635 |
| | -0.487 | 5,514 | 6,231 | 6,709 | 7,186 | 7,903 |

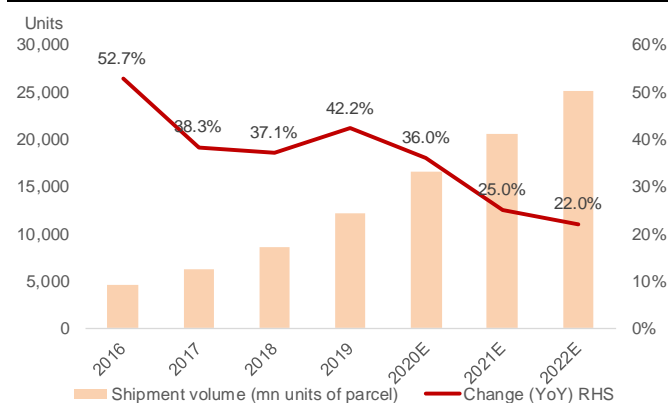
Source: Company data, CMBIS estimates

Figure 12: Earnings sensitivity to ASP and unit sorting hub cost

| 2021E Net profit (RMB mn) | | ASP (RMB/unit) | | | | |
|------------------------------------|---------------|----------------|-------|--------------|-------|-------|
| | | 1.30 | 1.34 | 1.37 | 1.39 | 1.44 |
| Unit sorting hub cost (RMB) | -0.316 | 4,804 | 5,521 | 5,998 | 6,476 | 7,193 |
| | -0.307 | 4,961 | 5,678 | 6,156 | 6,634 | 7,351 |
| | -0.301 | 5,066 | 5,783 | 6,261 | 6,739 | 7,456 |
| | -0.295 | 5,171 | 5,888 | 6,366 | 6,844 | 7,561 |
| | -0.286 | 5,329 | 6,046 | 6,523 | 7,001 | 7,718 |

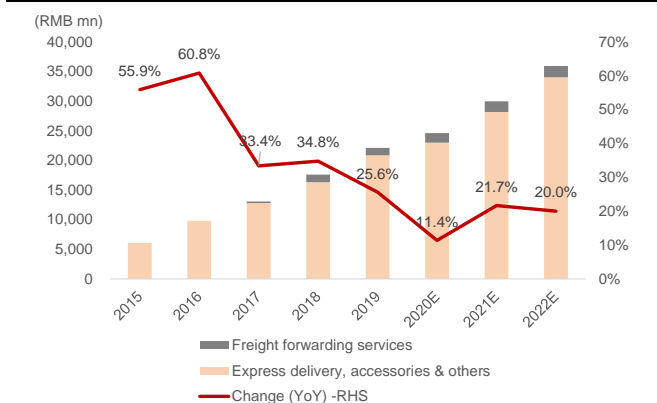
Source: Company data, CMBIS estimates

Figure 13: ZTO's parcel shipment volume forecast



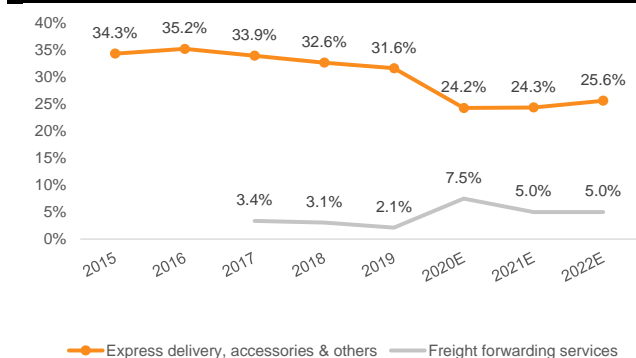
Source: Company data, CMBIS estimate

Figure 14: ZTO's revenue forecast



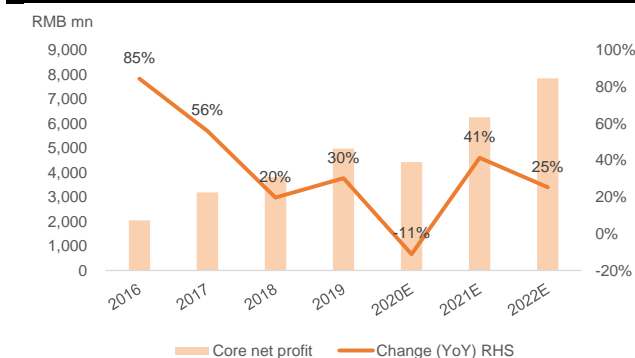
Source: Company data, CMBIS estimate

Figure 15: ZTO's gross margin trend



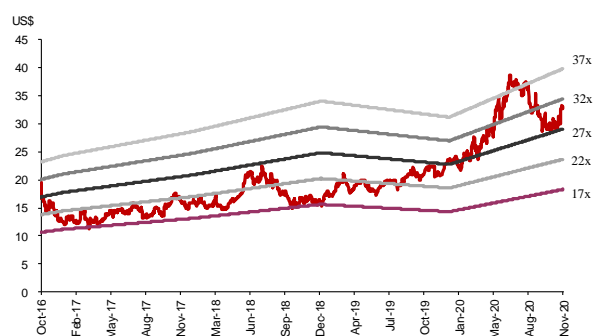
Source: Company data, CMBIS estimate

Figure 16: ZTO's core net profit forecast



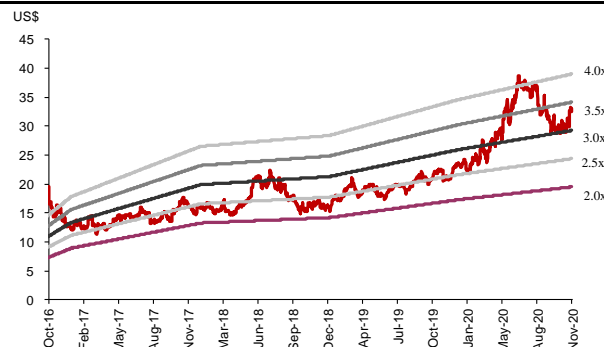
Source: Company data, CMBIS estimate

Figure 17: ZTO US's P/E band



Source: Bloomberg, Company data, CMBIS estimates

Figure 18: ZTO US's P/B band



Source: Bloomberg, Company data, CMBIS estimates

Financial Summary

Income statement

| YE 31 Dec (RMB mn) | FY18A | FY19A | FY20E | FY21E | FY22E |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|
| Revenue | 17,604 | 22,110 | 24,626 | 29,963 | 35,960 |
| Cost of sales | (12,240) | (15,489) | (18,928) | (21,696) | (25,552) |
| Gross profit | 5,365 | 6,621 | 5,698 | 8,267 | 10,408 |
| Other operating income | 178 | 388 | 517 | 599 | 719 |
| SG&A expense | (1,211) | (1,546) | (1,699) | (2,037) | (2,373) |
| EBIT | 4,332 | 5,463 | 4,516 | 6,829 | 8,754 |
| Net finance income/(cost) | 400 | 585 | 588 | 631 | 603 |
| Finance income | 401 | 585 | 588 | 631 | 603 |
| Finance expenses | (1) | 0 | 0 | 0 | 0 |
| Gain/(loss) on disposal | 563 | (3) | 0 | 0 | 0 |
| Impairment of equity investees | 0 | (56) | 0 | 0 | 0 |
| Unrealized gain fr. equity investee | 0 | 754 | 0 | 0 | 0 |
| FX gain/(loss) | 41 | 13 | 0 | 0 | 0 |
| Profit of JV & associates | (19) | (8) | 0 | 16 | 17 |
| Pretax profit | 5,317 | 6,750 | 5,104 | 7,476 | 9,373 |
| Income tax | (929) | (1,078) | (664) | (1,196) | (1,500) |
| After tax profit | 4,388 | 5,671 | 4,440 | 6,280 | 7,873 |
| MI | (5) | 3 | (13) | (19) | (24) |
| Net profit | 4,383 | 5,674 | 4,427 | 6,261 | 7,850 |
| Recurring net profit | 3,820 | 4,979 | 4,427 | 6,261 | 7,850 |
| D&A | 854 | 1,265 | 2,077 | 2,731 | 3,465 |
| EBITDA | 5,186 | 6,727 | 6,593 | 9,560 | 12,218 |

Cash flow summary

| YE 31 Dec (RMB mn) | FY18A | FY19A | FY20E | FY21E | FY22E |
|------------------------------------|-----------------|----------------|-----------------|----------------|----------------|
| Pretax profit | 5,317 | 6,750 | 5,104 | 7,476 | 9,373 |
| Finance cost | 1 | 0 | 0 | 0 | 0 |
| Interest income | (401) | (585) | (588) | (631) | (603) |
| Profit or loss of associates | 19 | 8 | 0 | (16) | (17) |
| Depreciation & amortization | 854 | 1,265 | 2,077 | 2,731 | 3,465 |
| Income tax paid | (1,068) | (1,119) | (664) | (1,196) | (1,500) |
| Change in working capital | (443) | (260) | (470) | (350) | (2) |
| Others | (275) | (338) | 0 | 0 | 0 |
| Cash flow from operation | 4,003 | 5,719 | 5,459 | 8,014 | 10,717 |
| Net capex on PP&E | (3,324) | (4,636) | (10,000) | (8,000) | (9,000) |
| Purchase of land use rights | (657) | (591) | (700) | (700) | (700) |
| Investment in JV/associates | (1,865) | (218) | (100) | (50) | (50) |
| Investment in subsidiaries | (110) | (20) | 0 | 0 | 0 |
| Interest received | 401 | 585 | 588 | 631 | 603 |
| Others | (7,718) | 629 | 0 | (0) | (0) |
| Cash flow from investing | (13,274) | (4,250) | (10,212) | (8,119) | (9,147) |
| Equity financing/(repurchase) | 8,122 | (763) | 9,842 | 0 | 0 |
| Net bank borrowings | (250) | 0 | 0 | 0 | 0 |
| Dividend paid | (895) | (1,271) | (1,667) | (1,306) | (1,847) |
| Others | 66 | 51 | 0 | 0 | 0 |
| Cash flow from financing | 7,042 | (1,982) | 8,175 | (1,306) | (1,847) |
| Change in cash | (2,229) | (513) | 3,423 | (1,412) | (277) |
| Cash at beginning of the year | 5,425 | 4,623 | 5,270 | 8,693 | 7,281 |
| Exchange gains/(losses) and others | 1,426 | 1,161 | 0 | 0 | 0 |
| Cash at the end of the year | 4,623 | 5,270 | 8,693 | 7,281 | 7,004 |

Balance sheet

| YE 31 Dec (RMB mn) | FY18A | FY19A | FY20E | FY21E | FY22E |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|
| Non-current assets | 18,449 | 25,792 | 35,095 | 41,186 | 47,782 |
| PP&E | 9,036 | 12,471 | 20,461 | 25,811 | 31,441 |
| Land use right | 1,969 | 2,509 | 3,148 | 3,774 | 4,385 |
| Investment in JV/associates | 2,207 | 3,109 | 3,209 | 3,276 | 3,342 |
| Operating lease right-of-use assets | 0 | 902 | 962 | 1,022 | 1,082 |
| Goodwill | 4,242 | 4,242 | 4,242 | 4,242 | 4,242 |
| Long term financing receivables | 0 | 550 | 1,069 | 1,065 | 1,300 |
| Intangible assets | 54 | 48 | 42 | 36 | 29 |
| Long-term investment | 0 | 946 | 946 | 946 | 946 |
| Others | 623 | 612 | 612 | 612 | 612 |
| Deferred tax assets | 318 | 404 | 404 | 404 | 404 |
| Current assets | 21,234 | 20,098 | 23,862 | 22,791 | 22,868 |
| Inventories | 44 | 44 | 60 | 59 | 81 |
| Account receivables | 597 | 676 | 741 | 983 | 1,086 |
| Financing receivables | 518 | 511 | 771 | 871 | 1,099 |
| Advances to suppliers | 338 | 438 | 438 | 438 | 438 |
| Short-term investment | 13,600 | 11,113 | 11,113 | 11,113 | 11,113 |
| Others | 1,515 | 2,039 | 2,039 | 2,039 | 2,039 |
| Restricted cash | 0 | 7 | 7 | 7 | 7 |
| Cash | 4,623 | 5,270 | 8,693 | 7,281 | 7,004 |
| Current liabilities | 5,141 | 6,681 | 7,132 | 7,178 | 7,826 |
| Account payables | 1,312 | 1,475 | 1,927 | 1,973 | 2,620 |
| Operating lease liabilities | 0 | 299 | 299 | 299 | 299 |
| Bank borrowings | 0 | 0 | 0 | 0 | 0 |
| Tax payable | 406 | 80 | 80 | 80 | 80 |
| Advanced from customers | 437 | 1,211 | 1,211 | 1,211 | 1,211 |
| Others | 2,987 | 3,616 | 3,616 | 3,616 | 3,616 |
| Non-current liabilities | 272 | 806 | 806 | 806 | 806 |
| Bank borrowings | 0 | 0 | 0 | 0 | 0 |
| Deferred tax liabilities | 158 | 208 | 208 | 208 | 208 |
| Non-current operating lease | 0 | 504 | 504 | 504 | 504 |
| Others | 114 | 94 | 94 | 94 | 94 |
| Shareholders' equity | 34,217 | 38,303 | 50,905 | 55,860 | 61,862 |
| MI | 52 | 101 | 114 | 133 | 157 |

Key ratios

| YE 31 Dec | FY18A | FY19A | FY20E | FY21E | FY22E |
|--|----------|----------|----------|----------|----------|
| Sales mix (%) | | | | | |
| Express delivery, accessories & others | 93% | 94% | 93% | 94% | 95% |
| Freight forwarding services | 7% | 6% | 7% | 6% | 5% |
| Total | 100% | 100% | 100% | 100% | 100% |
| Profit & loss ratio (%) | | | | | |
| Gross margin | 30.5 | 29.9 | 23.1 | 27.6 | 28.9 |
| EBITDA margin | 29.5 | 30.4 | 26.8 | 31.9 | 34.0 |
| EBIT margin | 24.6 | 24.7 | 18.3 | 22.8 | 24.3 |
| Net profit margin | 24.9 | 25.7 | 18.0 | 21.0 | 21.9 |
| Growth (%) | | | | | |
| Revenue | 34.8 | 25.6 | 11.4 | 21.7 | 20.0 |
| Gross profit | 23.5 | 23.4 | (13.9) | 45.1 | 25.9 |
| EBITDA | n/a | 29.7 | (2.0) | 45.0 | 27.8 |
| EBIT | 15.6 | 26.1 | (17.3) | 51.2 | 28.2 |
| Core net profit | 19.8 | 30.3 | (11.1) | 41.4 | 25.4 |
| Balance sheet ratio | | | | | |
| Current ratio (x) | 4.1 | 3.0 | 3.3 | 3.2 | 2.9 |
| Trade receivable turnover days | 9 | 15 | 23 | 24 | 23 |
| Inventory turnover days | 1 | 1 | 1 | 1 | 1 |
| Payable turnover days | 33 | 33 | 33 | 33 | 33 |
| Net debt / total equity (%) | Net cash | Net cash | Net cash | Net cash | Net cash |
| Profitability (%) | | | | | |
| ROA | 13.4 | 13.3 | 8.4 | 10.2 | 11.7 |
| ROE | 13.7 | 13.7 | 9.9 | 11.7 | 13.3 |
| Per share data | | | | | |
| EPS (RMB) | 5.83 | 7.24 | 5.57 | 7.50 | 9.40 |
| Core EPS (RMB) | 5.08 | 6.35 | 5.57 | 7.50 | 9.40 |
| BVPS (RMB) | 43.56 | 48.98 | 60.97 | 66.91 | 74.10 |
| DPS (RMB) | 1.69 | 2.13 | 1.64 | 2.21 | 2.77 |

Source: Company data, CMBIS estimates

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