

# Xiaomi (1810 HK)

## 1Q24 beat on strong margins; Positive on upbeat SU7 delivery target

Xiaomi's 1Q24 revenue/net profit growth of 27%/101% YoY beat our/consensus estimates, mainly driven by a stronger GPM, improving revenue mix and better finance incomes. Looking ahead, Xiaomi reiterated its positive view on smartphone global share gains, new retail strategy execution and EV shipment deliveries, and mgmt. guided to target 120k annual EV deliveries (vs 100k prior guidance). We believe Xiaomi's share gain momentum, AIoT sales strength and overseas internet revenue will continue to drive earnings growth into FY24E-25E. We raise FY24-26E EPS by 12-16% to factor in the strong 1Q results, and lift SOTP-based TP to HK\$25.39. Upcoming catalysts include SU7 shipment progress and smartphone market share gains.

- **1Q24 beat on better margins.** Xiaomi's 1Q24 global smartphone shipments increased 33.7% YoY and ASP dropped 0.6% YoY due to an increasing share of lower-ASP smartphone shipments overseas. By segment, smartphone/AIoT/internet revenue rose 32.9%/21.0%/14.5% YoY, boosted by strong SP/Pad/TWS/large home appliance shipments, a large global user base and better monetization in overseas internet segment. Despite market concerns on rising BOM cost pressure, 1Q24 blended GPM came in at 22.3%, better than our/consensus estimates, mainly due to resilient smartphone margin and record-high AIoT GPM of 19.9% with a better product mix.
- **2024E outlook: 120k SU7 annual delivery target, new retail strategy to accelerate for AIoT expansion.** Xiaomi guided to target 120k annual EV deliveries (vs. prior 100k units) and 10k monthly deliveries in June. Xiaomi's EV sales network targeted to expand to 219 stores in 46 cities by year-end, together with Xiaomi's new retail strategy targeting at opening another 10k new stores in China in FY24-26. Overseas retail channels expansion plan is also set to boost AIoT sales. Overall, we expect Xiaomi's revenue/adj. net profit to grow 24%/19% YoY in FY24E.
- **Our FY24-26E EPS are 28-39% above consensus; Maintain BUY.** We raise FY24-26E EPS by 12%-16% to factor in the strong 1Q24 results, and lift SOTP-based TP to HK\$25.39, implying 25x FY24E P/E. Reiterate BUY. Catalysts include EV product shipment progress and smartphone market share gains.

### Earnings Summary

(YE 31 Dec)	FY22A	FY23A	FY24E	FY25E	FY26E
Revenue (RMB mn)	280,044	270,970	337,161	377,185	414,232
YoY growth (%)	(14.7)	(3.2)	24.4	11.9	9.8
Adjusted net profit (RMB mn)	8,518.0	19,272.8	22,973.7	25,196.1	28,277.4
YoY growth (%)	(61.4)	126.3	19.2	9.7	12.2
EPS (Adjusted) (RMB)	0.34	0.77	0.92	1.01	1.14
Consensus EPS (RMB)	N/A	N/A	0.66	0.73	0.89
P/E (x)	51.2	22.7	19.0	17.3	15.5
P/B (x)	3.0	2.7	2.4	2.2	2.0
Yield (%)	0.0	0.0	0.0	0.0	0.0
ROE (%)	1.8	11.3	10.6	10.7	11.0
Net gearing (%)	70.9	76.9	83.0	57.1	57.1

Source: Company data, Bloomberg, CMBIGM estimates

## BUY (Maintain)

<b>Target Price</b>	<b>HK\$25.39</b>
(Previous TP)	HK\$23.77
<b>Up/Downside</b>	<b>34.0%</b>
<b>Current Price</b>	<b>HK\$18.94</b>

### China Technology

#### Alex NG

(852) 3900 0881

alexng@cmbi.com.hk

#### Claudia LIU

claudialiu@cmbi.com.hk

### Stock Data

Mkt Cap (HK\$ mn)	385,277.5
Avg 3 mths t/o (HK\$ mn)	2,030.4
52w High/Low (HK\$)	19.98/9.99
Total Issued Shares (mn)	20342.0

Source: FactSet

### Shareholding Structure

Lin Bin	8.6%
Smart Mobile Holdings Ltd	8.6%

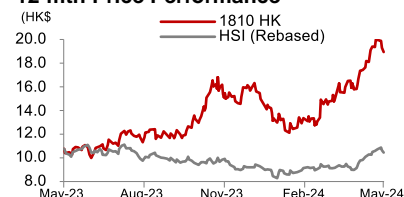
Source: HKEx

### Share Performance

	Absolute	Relative
1-mth	17.1%	4.4%
3-mth	43.3%	27.0%
6-mth	22.7%	16.4%

Source: FactSet

### 12-mth Price Performance



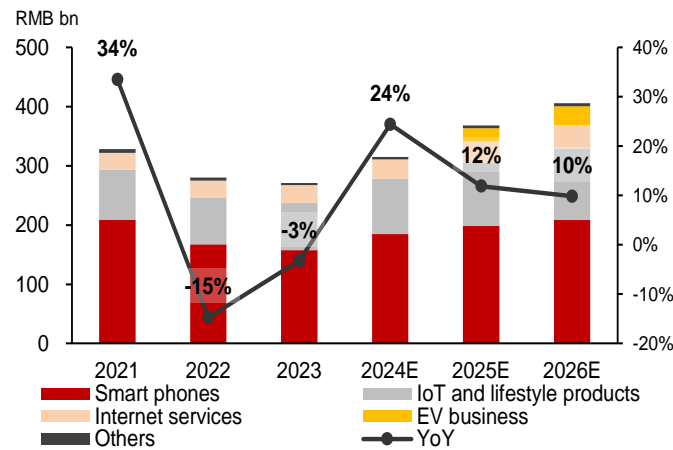
Source: FactSet

### Related reports:

1. Xiaomi (1810 HK)-1Q24E preview: Expect strong earnings ahead; Raise TP to HK\$ 23.77-9 May 2024 ([link](#))
2. Xiaomi (1810 HK)-Key takeaways from Xiaomi Investor Day-24 Apr 2024 ([link](#))
3. Xiaomi (1810 HK)-Xiaomi EV SU7's pricing and pre-order above expectations; Raise TP to HK\$ 22.19- 2 Apr 2024 ([link](#))
4. Xiaomi (1810 HK)- Raise TP and estimates on 4Q23 beat; All eyes on EV official launch on 28 March-20 Mar 2024 ([link](#))

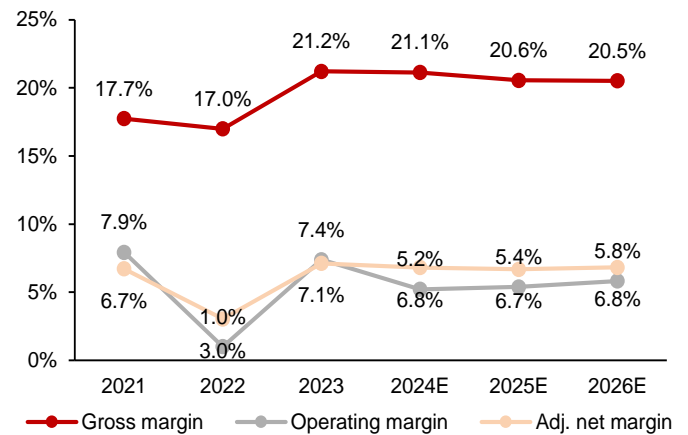
## Focus Charts

Figure 1: Xiaomi revenue trend



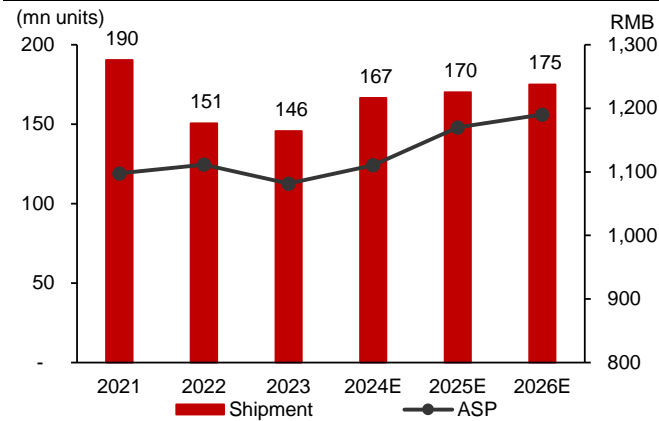
Source: Company data, CMBIGM estimates

Figure 2: Xiaomi margin trend



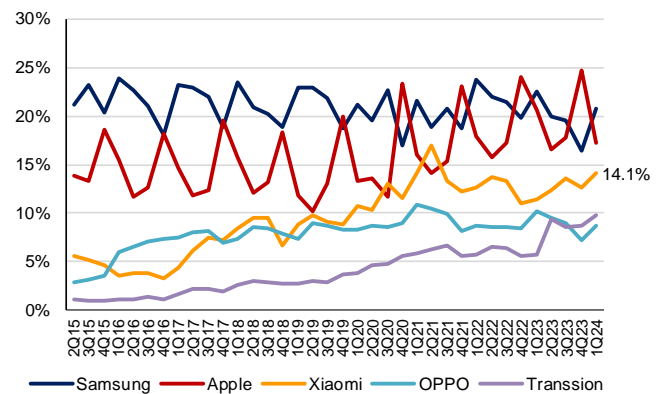
Source: Company data, CMBIGM estimates

Figure 3: Xiaomi smartphone shipment forecast



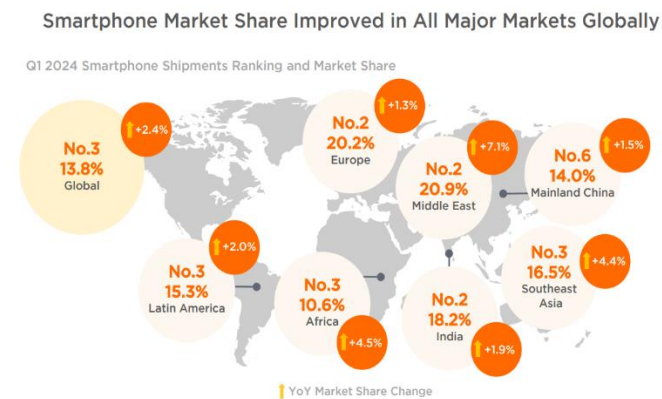
Source: Company data, CMBIGM estimates

Figure 4: Global smartphone market share



Source: IDC, CMBIGM

Figure 5: Xiaomi's global smartphone market share gains



Source: Company data, CMBIGM

Figure 6: Smartphone premiumization strategy

Relentless Execution of Smartphone Premiumization Strategy



Source: Company data, CMBIGM

## 1Q24 Review

Figure 7: 1Q24 results review

RMB mn	1Q23	4Q23	1Q24	QoQ	YoY	CMBIGM	
						1Q24E	Diff %
Revenue	59,477	73,244	75,507	3.1%	27%	75,167	0%
Gross profit	11,592	15,614	16,830	7.8%	45%	16,236	4%
Operating profit	5,900	5,057	3,683	-27.2%	-38%	8,091	-54%
Adj. net profit	3,233	4,910	6,491	32.2%	101%	5,403	20%
Adj. EPS (RMB)	0.13	0.20	0.26	31.4%	99%	0.22	19%
Gross margin	19.5%	21.3%	22.3%	1 ppt	2.8 ppt	21.6%	0.7 ppt
Operating margin	9.9%	6.9%	4.9%	-2 ppt	-5 ppt	10.8%	-5.9 ppt
Adj. net margin	5.4%	6.7%	8.6%	1.9 ppt	3.2 ppt	7.2%	1.4 ppt

Source: Company data, CMBIGM estimates

Figure 8: Revenue breakdown

RMB mn	FY23	1Q24	2Q24E	3Q24E	4Q24E	FY24E	FY25E	FY26E
<b>Smart phones</b>	<b>157,461</b>	<b>46,480</b>	<b>45,510</b>	<b>45,150</b>	<b>47,880</b>	<b>185,020</b>	<b>198,900</b>	<b>208,250</b>
...YoY	-6%	33%	24%	8%	8%	18%	8%	5%
Shipments (mn)	145,600	40,600	41,000	43,000	42,000	166,600	170,000	175,000
...YoY	-3%	34%	25%	3%	4%	14%	2%	3%
ASP (RMB)	1,081	1,145	1,110	1,050	1,140	1,111	1,170	1,190
...YoY	-2.7%	-0.6%	-0.2%	5.4%	4.4%	2.7%	5.4%	1.7%
<b>IoT and lifestyle products</b>	<b>80,108</b>	<b>20,373</b>	<b>26,000</b>	<b>23,747</b>	<b>23,144</b>	<b>93,264</b>	<b>106,232</b>	<b>121,043</b>
...YoY	0%	21%	17%	15%	14%	16%	14%	14%
Smart TVs and laptops	19,482	4,656	4,935	5,231	5,610	20,433	22,476	24,723
...YoY	-18%	-1%	-1%	3%	10%	5%	10%	10%
Other IoTs	60,626	15,717	21,065	18,515	17,534	72,831	83,756	96,319
...YoY	8%	30%	34%	21%	15%	20%	15%	15%
<b>Internet services</b>	<b>30,107</b>	<b>8,048</b>	<b>8,142</b>	<b>8,268</b>	<b>8,398</b>	<b>32,856</b>	<b>36,142</b>	<b>39,756</b>
...YoY	6%	15%	9%	7%	7%	9%	10%	10%
Advertising services	20,500	5,500	5,610	5,724	5,936	22,770	25,047	27,552
...YoY	11%	25%	10%	6%	6%	11%	10%	10%
Internet value-added	9,607	2,548	2,532	2,544	2,462	10,086	11,095	12,204
...YoY	-2%	-3%	8%	8%	8%	5%	10%	10%
Gaming	4,387	1,200	1,094	1,161	1,030	4,485	4,933	5,427
...YoY	7%	-11%	8%	8%	8%	2%	10%	10%
Other (incl. Youpin fintech, etc.)	5,220	1,348	1,438	1,383	1,432	5,601	6,161	6,777
...YoY	-9%	5%	8%	8%	8%	7%	10%	10%
<b>EV Business</b>						22,220	31,350	39,710
<b>Others</b>	<b>3,294</b>	<b>605</b>	<b>1,274</b>	<b>980</b>	<b>942</b>	<b>3,801</b>	<b>4,561</b>	<b>5,473</b>
...YoY	-30%	-4%	20%	20%	20%	15%	20%	20%
<b>Total</b>	<b>270,970</b>	<b>75,507</b>	<b>85,545</b>	<b>85,845</b>	<b>90,264</b>	<b>337,161</b>	<b>377,185</b>	<b>414,232</b>
...YoY	-3%	27%	27%	21%	23%	24%	12%	10%
<b>Gross margin</b>								
Smart phones	14.6%	14.8%	14.5%	14.3%	14.0%	14.4%	14.0%	14.0%
IoT and lifestyle products	16.3%	19.9%	19.8%	19.3%	18.5%	19.4%	18.0%	17.5%
Internet services	74.2%	74.2%	75.0%	74.8%	74.5%	74.6%	74.5%	74.5%
EV Business	-	-	4.0%	8.0%	10.0%	8.1%	10.0%	11.0%
Others	-27.8%	-11.9%	10.0%	10.0%	10.0%	6.5%	11.0%	12.0%
<b>Total</b>	<b>21.2%</b>	<b>22.3%</b>	<b>22.2%</b>	<b>22.2%</b>	<b>21.6%</b>	<b>20.6%</b>	<b>21.5%</b>	<b>21.5%</b>

Source: Company data, CMBIGM estimates

## Earnings Revision

### Our FY24-26E adj. NP are 28-39% above consensus

We raise FY24-26E adj. EPS by 12-16% to reflect strong 1Q24 performance and better-than-expected margins. Our FY24-26E EPS are 28-39% above consensus given our more positive view on smartphone share gains and EV business upside.

**Figure 9: CMBIGM earnings revision**

RMB mn	New			Old			Change (%)		
	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
Revenue	337,161	377,185	414,232	335,701	375,130	411,867	0%	1%	1%
Gross profit	71,259	77,530	84,980	68,683	76,131	84,008	4%	2%	1%
Operating profit	17,569	20,308	24,106	21,547	23,621	27,881	-18%	-14%	-14%
Adj. net profit	22,974	25,196	28,277	20,030	21,722	25,200	15%	16%	12%
Adj. EPS (RMB)	0.92	1.01	1.14	0.80	0.87	1.01	15%	16%	12%
Gross margin	21.1%	20.6%	20.5%	20.5%	20.3%	20.4%	0.7 ppt	0.3 ppt	0.1 ppt
Operating margin	5.2%	5.4%	5.8%	6.4%	6.3%	6.8%	-1.2 ppt	-0.9 ppt	-1 ppt
Adj. net margin	6.8%	6.7%	6.8%	6.0%	5.8%	6.1%	0.8 ppt	0.9 ppt	0.7 ppt

Source: Company data, CMBIGM estimates

**Figure 10: CMBIGM estimates vs consensus**

RMB mn	CMBIGM			Consensus			Diff (%)		
	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
Revenue	337,161	377,185	414,232	324,879	370,966	420,388	4%	2%	-1%
Gross profit	71,259	77,530	84,980	63,928	71,666	80,840	11%	8%	5%
Operating profit	17,569	20,308	24,106	15,349	18,366	23,057	14%	11%	5%
Adj. net profit	22,974	25,196	28,277	16,154	17,723	22,174	42%	42%	28%
Adj. EPS (RMB)	0.92	1.01	1.14	0.66	0.73	0.89	39%	38%	28%
Gross margin	21.1%	20.6%	20.5%	19.7%	19.3%	19.2%	1.5 ppt	1.2 ppt	1.3 ppt
Operating margin	5.2%	5.4%	5.8%	4.7%	5.0%	5.5%	0.5 ppt	0.4 ppt	0.3 ppt
Adj. net margin	6.8%	6.7%	6.8%	5.0%	4.8%	5.3%	1.8 ppt	1.9 ppt	1.6 ppt

Source: Bloomberg, CMBIGM estimates

**Figure 11: P&L forecast**

RMB mn	FY23	1Q24	2Q24E	3Q24E	4Q24E	FY24E	FY25E	FY26E
<b>Revenue</b>	<b>270,970</b>	<b>75,507</b>	<b>85,545</b>	<b>85,845</b>	<b>90,264</b>	<b>337,161</b>	<b>377,185</b>	<b>414,232</b>
...YoY	-3%	27%	27%	21%	23%	24%	12%	10%
Cost of sales	(213,494)	(58,677)	(67,380)	(67,907)	(71,938)	(265,902)	(299,655)	(329,251)
<b>Gross profit</b>	<b>57,476</b>	<b>16,830</b>	<b>18,165</b>	<b>17,938</b>	<b>18,326</b>	<b>71,259</b>	<b>77,530</b>	<b>84,980</b>
GPM (%)	21.2%	22.3%	21.2%	20.9%	20.3%	21.1%	20.6%	20.5%
...YoY	21%	45%	28%	11%	17%	24%	9%	10%
SG&A	(24,353)	(7,004)	(7,271)	(7,468)	(8,575)	(30,319)	(32,626)	(35,831)
...% of rev	-9.0%	-9.3%	-8.5%	-8.7%	-9.5%	-9.0%	-8.7%	-8.7%
R&D	(19,098)	(5,159)	(5,817)	(6,009)	(6,680)	(23,665)	(25,649)	(26,097)
...% of rev	-7.0%	-6.8%	-6.8%	-7.0%	-7.4%	-7.0%	-6.8%	-6.3%
<b>Operating profit</b>	<b>20,009</b>	<b>3,683</b>	<b>5,148</b>	<b>4,487</b>	<b>4,250</b>	<b>17,569</b>	<b>20,308</b>	<b>24,106</b>
OPM (%)	7.4%	4.9%	6.0%	5.2%	4.7%	5.2%	5.4%	5.8%
...YoY	610%	-38%	27%	-10%	-16%	-12%	16%	19%
<b>Adj. net profit</b>	<b>19,273</b>	<b>6,491</b>	<b>5,922</b>	<b>5,843</b>	<b>4,753</b>	<b>22,974</b>	<b>25,196</b>	<b>28,277</b>
NPM (%)	7.1%	8.6%	6.9%	6.8%	5.3%	6.8%	6.7%	6.8%
...YoY	126%	101%	15%	-2%	-3%	19%	10%	12%

Source: Company data, CMBIGM estimates

## Valuation and risks

### Maintain BUY with new SOTP-based TP of HK\$25.39

We derive a new SOTP-based TP of HK\$25.39 in order to reflect different growth profiles of Xiaomi's various businesses. We assign 15x/15x/15x FY24E P/E to its smartphone/AIoT/Internet businesses, in-line with its peers. For EV business, we assign 0.75x FY25E P/S, in-line with the average of its Chinese EV peers (Li Auto, Xpeng, NIO, BYD). Upcoming catalysts include EV product shipment ramp-up, and smartphone market share gains.

**Figure 12: Xiaomi – SOTP valuation**

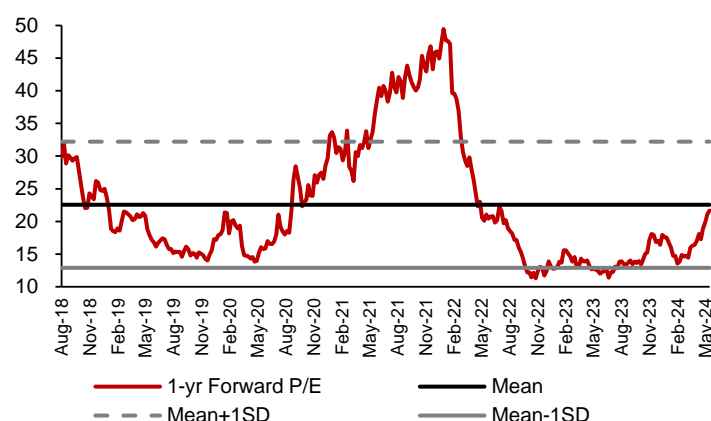
Business segment	FY24E Rev (RMB mn)	% of FY24E Core NP	FY24E NP (RMB mn)	Valuation methodology	Target Multiple (x)	Valuation (RMB mn)
Smart phones	185,020	38%	12,532	P/E	15.0	187,987
AIoT and lifestyle products	93,264	26%	8,497	P/E	15.0	127,453
Internet services	32,856	35%	11,537	P/E	15.0	173,059
Others	3,801	0%	116	P/E	10.0	1,163
EV (FY25E)	31,350			P/S	0.75	23,513
			<b>32,683</b>			<b>513,175</b>
Investment (Rmb mn)						68,000
<b>Total (RMB mn)</b>						<b>581,175</b>
<b>No of shares (mn)</b>						<b>24,885</b>
<b>TP (RMB)</b>						<b>23.35</b>
<b>TP (HK\$)</b>						<b>25.39</b>

Source: Company data, CMBIGM estimates

## Risks

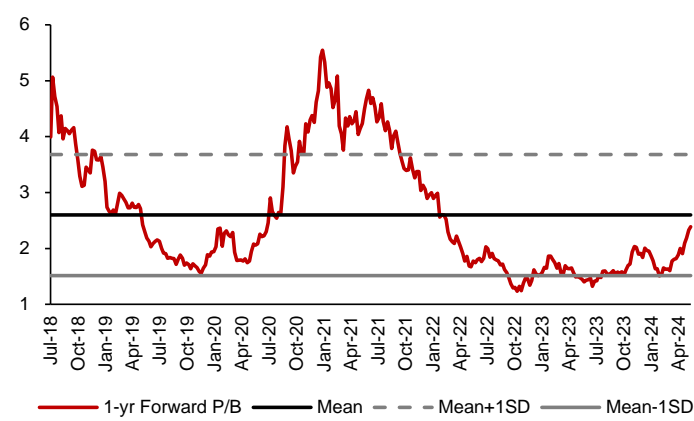
Potential risk factors including intensified smartphone market competition and slower-than-expected EV production ramp-up.

**Figure 13: 12M forward P/E band**



Source: Bloomberg, CMBIGM

**Figure 14: 12M forward P/B band**



Source: Bloomberg, CMBIGM

## Financial Summary

INCOME STATEMENT	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec (RMB mn)						
<b>Revenue</b>	<b>328,309</b>	<b>280,044</b>	<b>270,970</b>	<b>337,161</b>	<b>377,185</b>	<b>414,232</b>
Cost of goods sold	(270,048)	(232,467)	(213,494)	(265,902)	(299,655)	(329,251)
<b>Gross profit</b>	<b>58,261</b>	<b>47,577</b>	<b>57,476</b>	<b>71,259</b>	<b>77,530</b>	<b>84,980</b>
Selling expense	(20,981)	(21,323)	(19,227)	(24,077)	(26,026)	(28,582)
Admin expense	(4,739)	(5,114)	(5,127)	(6,242)	(6,601)	(7,249)
R&D expense	(13,167)	(16,028)	(19,098)	(23,665)	(25,649)	(26,097)
Other income	827	1,136	740	898	898	898
Gain/loss on financial assets at FVTPL	8,132	(1,662)	3,501	(1,179)	(1,179)	(1,179)
Investment gain/loss	275	(400)	46	334	334	334
<b>EBIT</b>	<b>26,029</b>	<b>2,816</b>	<b>20,009</b>	<b>17,569</b>	<b>20,308</b>	<b>24,106</b>
<b>Net Interest income/(expense)</b>	<b>(1,612)</b>	<b>1,117</b>	<b>2,002</b>	<b>5,043</b>	<b>5,043</b>	<b>5,043</b>
Foreign exchange gain/loss	(2,580)	(1,369)	1,697	241	1,000	1,000
Others	0	0	0	0	0	0
<b>Pre-tax profit</b>	<b>24,417</b>	<b>3,934</b>	<b>22,011</b>	<b>22,612</b>	<b>25,351</b>	<b>29,149</b>
Income tax	(5,134)	(1,431)	(4,537)	(4,266)	(4,783)	(5,499)
Minority interest	(56)	29	(1)	(23)	(26)	(30)
<b>Net profit</b>	<b>19,283</b>	<b>2,503</b>	<b>17,474</b>	<b>18,345</b>	<b>20,568</b>	<b>23,649</b>
<b>Adjusted net profit</b>	<b>22,039</b>	<b>8,518</b>	<b>19,273</b>	<b>22,974</b>	<b>25,196</b>	<b>28,277</b>
Net dividends	0	0	0	0	0	0
BALANCE SHEET	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec (RMB mn)						
<b>Current assets</b>	<b>185,851</b>	<b>160,415</b>	<b>199,053</b>	<b>226,330</b>	<b>245,831</b>	<b>276,134</b>
Cash & equivalents	23,512	27,607	33,631	22,161	61,406	55,107
Account receivables	23,095	19,625	21,924	31,338	25,926	35,042
Inventories	52,398	50,438	44,423	73,756	59,424	86,910
Prepayment	19,852	18,578	20,079	20,079	20,079	20,079
ST bank deposits	31,041	29,875	52,798	52,798	52,798	52,798
Financial assets at FVTPL	30,910	9,846	20,194	20,194	20,194	20,194
Other current assets	5,045	4,446	6,005	6,005	6,005	6,005
<b>Non-current assets</b>	<b>107,040</b>	<b>113,092</b>	<b>125,195</b>	<b>129,951</b>	<b>134,832</b>	<b>139,711</b>
PP&E	6,965	9,138	13,721	18,477	23,358	28,237
Deferred income tax	1,662	2,278	2,161	2,161	2,161	2,161
Investment in JVs & assos	10,231	7,932	6,922	6,922	6,922	6,922
Intangibles	5,579	4,630	8,629	8,629	8,629	8,629
Financial assets at FVTPL	50,114	55,980	60,200	60,200	60,200	60,200
Other non-current assets	32,490	33,134	33,562	33,562	33,562	33,562
<b>Total assets</b>	<b>292,892</b>	<b>273,507</b>	<b>324,247</b>	<b>356,281</b>	<b>380,663</b>	<b>415,846</b>
<b>Current liabilities</b>	<b>115,727</b>	<b>89,628</b>	<b>115,588</b>	<b>129,276</b>	<b>133,090</b>	<b>144,623</b>
Short-term borrowings	5,527	2,151	6,183	6,183	6,183	6,183
Account payables	74,643	53,094	62,099	75,787	79,601	91,134
Tax payable	2,335	1,384	1,838	1,838	1,838	1,838
Other current liabilities	33,222	32,999	45,467	45,467	45,467	45,467
<b>Non-current liabilities</b>	<b>39,732</b>	<b>39,957</b>	<b>44,398</b>	<b>44,398</b>	<b>44,398</b>	<b>44,398</b>
Long-term borrowings	20,720	21,493	21,674	21,674	21,674	21,674
Deferred income	1,203	983	1,494	1,494	1,494	1,494
Other non-current liabilities	17,809	17,480	21,230	21,230	21,230	21,230
<b>Total liabilities</b>	<b>155,459</b>	<b>129,584</b>	<b>159,986</b>	<b>173,674</b>	<b>177,488</b>	<b>189,021</b>
Share capital	407	406	407	407	407	407
Other reserves	137,212	143,658	163,995	182,364	202,958	226,638
<b>Total shareholders equity</b>	<b>137,432</b>	<b>143,923</b>	<b>164,262</b>	<b>182,607</b>	<b>203,175</b>	<b>226,824</b>
Minority interest	220	265	266	243	217	186
<b>Total equity and liabilities</b>	<b>292,892</b>	<b>273,507</b>	<b>324,247</b>	<b>356,281</b>	<b>380,663</b>	<b>415,846</b>



CASH FLOW	2021A	2022A	2023A	2024E	2025E	2026E
<b>YE 31 Dec (RMB mn)</b>						
<b>Operating</b>						
Profit before taxation	24,417	3,934	22,011	22,612	25,351	29,149
Depreciation & amortization	3,062	3,707	(1,383)	1,987	2,663	3,405
Tax paid	(2,442)	(3,420)	(4,083)	(4,266)	(4,783)	(5,499)
Change in working capital	(15,725)	(21,255)	25,862	(25,059)	23,558	(25,069)
Others	474	12,644	(1,107)	0	0	0
<b>Net cash from operations</b>	<b>9,785</b>	<b>(4,390)</b>	<b>41,300</b>	<b>(4,727)</b>	<b>46,789</b>	<b>1,985</b>
<b>Investing</b>						
Capital expenditure	(7,169)	(5,800)	(3,200)	(6,743)	(7,544)	(8,285)
Acquisition of subsidiaries/ investments	(1,086)	(25)	0	0	0	0
Net proceeds from disposal of short-term investments	166,947	23,136	0	0	0	0
Others	(203,699)	(1,763)	(31,969)	0	0	0
<b>Net cash from investing</b>	<b>(45,008)</b>	<b>15,549</b>	<b>(35,169)</b>	<b>(6,743)</b>	<b>(7,544)</b>	<b>(8,285)</b>
<b>Financing</b>						
Net borrowings	9,227	(2,791)	0	0	0	0
Proceeds from share issues	0	0	0	0	0	0
Share repurchases	(7,007)	(2,386)	0	0	0	0
Others	2,278	(2,677)	(505)	0	0	0
<b>Net cash from financing</b>	<b>4,499</b>	<b>(7,855)</b>	<b>(505)</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Net change in cash</b>						
Cash at the beginning of the year	55,580	24,339	27,607	33,631	22,161	61,406
Exchange difference	791	398	0	0	0	0
<b>Cash at the end of the year</b>	<b>24,339</b>	<b>27,607</b>	<b>33,631</b>	<b>22,161</b>	<b>61,406</b>	<b>55,107</b>
GROWTH	2021A	2022A	2023A	2024E	2025E	2026E
<b>YE 31 Dec</b>						
Revenue	33.5%	(14.7%)	(3.2%)	24.4%	11.9%	9.8%
Gross profit	58.5%	(18.3%)	20.8%	24.0%	8.8%	9.6%
EBIT	8.3%	(89.2%)	610.4%	(12.2%)	15.6%	18.7%
Net profit	(5.1%)	(87.0%)	598.3%	5.0%	12.1%	15.0%
Adj. net profit	69.5%	(61.4%)	126.3%	19.2%	9.7%	12.2%
PROFITABILITY	2021A	2022A	2023A	2024E	2025E	2026E
<b>YE 31 Dec</b>						
Gross profit margin	17.7%	17.0%	21.2%	21.1%	20.6%	20.5%
Adj. net profit margin	6.7%	3.0%	7.1%	6.8%	6.7%	6.8%
Return on equity (ROE)	14.8%	1.8%	11.3%	10.6%	10.7%	11.0%
GEARING/LIQUIDITY/ACTIVITIES	2021A	2022A	2023A	2024E	2025E	2026E
<b>YE 31 Dec</b>						
Net debt to equity (x)	1.0	0.7	0.8	0.8	0.6	na
Current ratio (x)	1.6	1.8	1.7	1.8	1.8	1.9
Receivable turnover days	15.6	19.4	16.1	12.0	12.0	12.0
Inventory turnover days	63.6	80.7	81.1	45.4	45.4	45.4
Payable turnover days	99.2	100.3	98.5	94.6	94.6	94.6
VALUATION	2021A	2022A	2023A	2024E	2025E	2026E
<b>YE 31 Dec</b>						
P/E	22.6	51.2	22.7	19.0	17.3	15.5
P/E (diluted)	19.9	51.2	22.7	19.0	17.3	15.5
P/B	3.2	3.0	2.7	2.4	2.2	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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## 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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