

CTGDF (601888 CH)

A weak 3Q on Sanya's lockdown; resilient online sales made up the gap but unavoidably diluted GPM

- **Sanya's lockdown weighed on CTGDF's 3Q results as we expected**, with recurring net profits standing at RMB656mn, down ~45%, as we exclude non-core Beijing airport rental concession and Hainan tax cut impact. Despite this, revenue of the quarter rose 8% QoQ to RMB11.7bn, when online sales with Sunrise Shanghai made up most of the offline hiccups. The change in sales mix also led to an almost 10pp/11pp QoQ decline in GPM/OPM to 24.7%/ 12.5%, respectively.
- **Key takeaways from management calls.**
 - 1) **Forex impact:** management has taken a few initiatives to mitigate the adverse impact from a strengthening USD (against RMB). This includes enriching forex reserves, extending payments (dominated in foreign currencies), and cost sharing with suppliers.
 - 2) **Synergy with Swire Property:** A piece of land was jointly acquired for the expansion of Haitang Bay Phase 1, and both CTGDF and Swire will work out the expansion of Haitang Bay Phase 2&3 together.
 - 3) **The opening of the Haikou DFS mall on 28 Oct:** with a total of 280k sq m, the mall covers 800+ global luxury brands and 25 of them, including YSL, Prada, Burberry, BV, Moncler, etc., had their first footstep in Hainan. On the other hand, according to our survey, customer could enjoy 20% for every 2 cosmetic items purchased. For other popular brands like Shisedo, La Mer, Dior, discount ranges from 28-32% off MSRP.
- **Earnings change.** To reflect the 3Q results, we cut our 2022/23E revenue by 16.6%/ 23.8%, GPM by 1.6/0.9pp, leading to an average 23% cut in net profits for the periods. Our current forecast implies 4Q22E revenue/ net profits to be RMB17.7bn/2.2bn, with a 32.4% GPM, barring any unexpected lockdown for the quarter. For now, we assume Hainan will generate RMB54bn/75bn sales from duty-free operators (DF plus non-DF) in 2022/23 and CTGDF will share ~80%/~77% of it.
- **Valuation.** Our revised TP is based on an unchanged 45.0x roll-forward end-23E P/E which still represents 2-year average since 2020.

Earnings summary

(YE 31 Dec)	FY20A	FY21A	FY22E	FY23E	FY24E
Revenue (RMB mn)	52,597	67,676	57,080	73,409	101,991
YoY growth (%)	8.2	28.7	(15.7)	28.6	38.9
Net income (RMB mn)	6,140	9,654	6,830	9,976	13,224
EPS (RMB)	3.1	4.9	3.5	5.1	6.7
YoY growth (%)	32.6	57.2	(29.3)	46.1	32.6
Consensus EPS (RMB)	n.a	n.a	4.0	6.0	8.0
P/E (x)	n.a	n.a	52.2	35.7	27.0
P/B (x)	n.a	n.a	10.4	8.7	7.1
Div Yield (%)	n.a	n.a	0.6	0.9	1.2
ROE (%)	27.5	32.6	20.0	24.3	26.4
Net gearing (%)	54.6	32.8	49.5	52.0	53.8

Source: Company data, Bloomberg, CMBIGM estimates

BUY (Maintain)

Target Price	RMB230.0
(Previous TP)	RMB253.0)
Up/Downside	+25.6%
Current Price	RMB182.6

China Consumer - Duty free and travelling

Joseph Wong
 (852) 3900 0838
 josephwong@cmbi.com.hk

Stock Data

Mkt Cap (RMB mn)	376,810
Avg 3 mths t/o (RMB mn)	1,970
52w High/Low (RMB)	237.8/ 153.6
Total Issued Shares (mn)	1,952

Source: Wind

Shareholding Structure

China Travel Group	53.3%
HKSC	9.8%
CSFC	3.0%

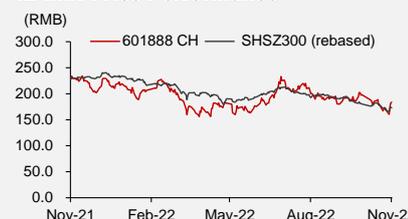
Source: Wind

Share Performance

	Absolute	Relative
1-mth	-7.4%	-3.5%
3-mth	8.2%	2.2%
6-mth	0.9%	11.0%

Source: Wind

12-mth Price Performance



Source: Wind

Related Reports

1. [Lockdown in Sanya likely represents yet another entry opportunity](#) – 9 Aug 2022
2. [Looking past the weak 2Q: earnings risk diminishing as consensus is subtly edging down: upgrade to BUY](#) – 8 Jun 2022
3. [1Q22 below market although GPM rebounded on strong 2M22 momentum: keep Hold on fluid COVID situation](#) – 26 Apr 2022

Figure 1: Earnings revision

RMB mn	New			Old			Diff (%)		
	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E
Revenue	57,080	73,409	101,991	68,404	96,391	134,166	-16.6%	-23.8%	-24.0%
Gross Profit	18,035	25,487	36,770	23,764	34,381	49,554	-24.1%	-25.9%	-25.8%
EBIT	10,454	15,207	20,124	14,345	19,802	27,229	-27.1%	-23.2%	-26.1%
Net profit	6,830	9,976	13,224	8,952	12,969	17,858	-23.7%	-23.1%	-25.9%
Gross Margin	31.6%	34.7%	36.1%	34.7%	35.7%	36.9%	-3.1ppt	-0.9ppt	-0.9ppt
EBIT Margin	18.3%	20.7%	19.7%	21.0%	20.5%	20.3%	-2.7ppt	0.2ppt	-0.6ppt
Net Margin	12.0%	13.6%	13.0%	13.1%	13.5%	13.3%	-1.1ppt	0.1ppt	-0.3ppt

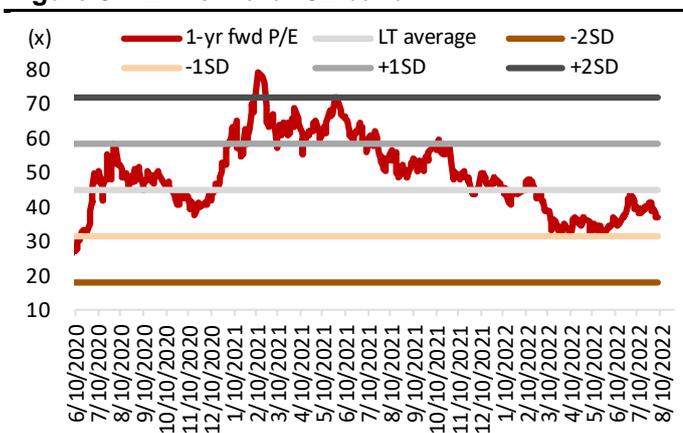
Source: Company data, CMBIGM estimates

Figure 2: CMBIGM estimates vs consensus

RMB mn	CMBIGM			Consensus			Diff (%)		
	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E
Revenue	57,080	73,409	101,991	66,781	100,462	128,487	-14.5%	-26.9%	-20.6%
Gross Profit	18,035	25,487	36,770	23,021	36,577	47,647	-21.7%	-30.3%	-22.8%
Operating Profit	10,454	15,207	20,124	12,542	19,486	24,994	-16.6%	-22.0%	-19.5%
Net profit	6,830	9,976	13,224	8,357	13,479	17,348	-18.3%	-26.0%	-23.8%
Gross Margin	31.6%	34.7%	36.1%	34.5%	36.4%	37.1%	-2.9ppt	-1.7ppt	-1ppt
Operating Margin	18.3%	20.7%	19.7%	18.8%	19.4%	19.5%	-0.5ppt	1.3ppt	0.3ppt
Net Margin	12.0%	13.6%	13.0%	12.5%	13.4%	13.5%	-0.5ppt	0.2ppt	-0.5ppt

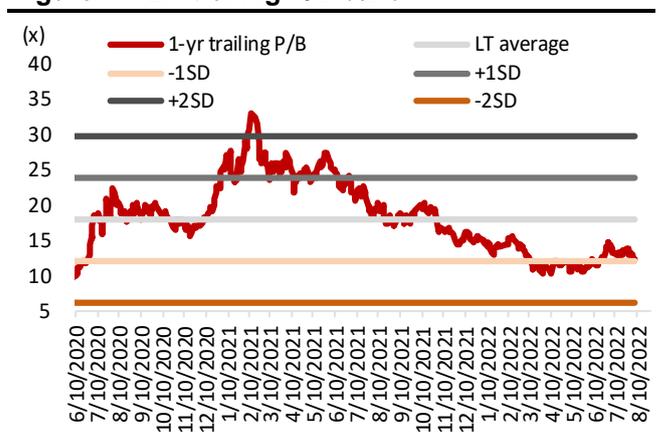
Source: Company data, CMBIGM estimates

Figure 3: 12M forward P/E band



Source: Company data, Bloomberg, CMBIGM

Figure 4: 12M trailing P/B band



Source: Company data, Bloomberg, CMBIGM

Financial Summary

Income statement

YE 31 Dec (RMB mn)	FY20A	FY21A	FY22E	FY23E	FY24E
Revenue	52,597	67,676	57,080	73,409	101,99
Duty-paid sales	19,708	24,006	22,832	28,540	32,821
Duty-free sales	32,361	42,936	34,248	44,868	69,170
Gross profit	21,376	22,793	18,035	25,487	36,770
D&A	(516)	(480)	(542)	(647)	(754)
Selling expenses	(8,847)	(3,861)	(3,996)	(5,652)	(10,19)
Administration expenses	(1,637)	(2,250)	(1,884)	(2,422)	(3,366)
Other operating expenses	(568)	(1,360)	(1,159)	(1,558)	(2,327)
EBIT	9,809	14,843	10,454	15,207	20,124
EBITDA	10,325	15,323	10,996	15,854	20,878
Finance costs, net	545	43	(181)	131	209
Non-operating income	(676)	(245)	228	-	-
Total investment gains/(loss)	(7)	161	-	-	-
Pre-tax profit	9,672	14,801	10,501	15,339	20,333
Income tax	(2,335)	(2,437)	(1,748)	(2,553)	(3,385)
Less: Minority interests	(1,197)	(2,711)	(1,923)	(2,809)	(3,724)
Net profit	6,140	9,654	6,830	9,976	13,224

Cash flow summary

YE 31 Dec (RMB mn)	FY20A	FY21A	FY22E	FY23E	FY24E
Net income	6,140	9,654	6,830	9,976	13,224
D&A	516	480	542	647	754
Change in working capital	(2,888)	(2,955)	4,868	(1,360)	(2,802)
Others	4,435	1,151	1,663	2,417	3,252
Net cash fr. operating act.	8,202	8,329	13,902	11,681	14,429
Capex & investments	(1,234)	(2,155)	(2,358)	(2,191)	(2,026)
Associated companies	(1,542)	(62)	-	-	-
Others	337	338	(54)	-	-
Net cash fr. investing act.	(3,814)	(2,318)	(2,412)	(2,191)	(2,026)
Equity raised	-	-	-	-	-
Change of Debts	255	-	-	-	-
Dividend paid	(1,658)	(3,431)	(2,172)	(3,172)	(4,205)
Others	20	(386)	(776)	(1,121)	(1,533)
Net cash fr. financing act.	(1,383)	(3,817)	(2,947)	(4,293)	(5,739)
Net change in cash	3,005	2,194	8,543	5,196	6,664
Cash at the beginning of the year	12,032	14,858	16,856	25,400	30,596
Exchange difference	(331)	(196)	-	-	-
Cash at the end of the year	14,706	16,856	25,400	30,596	37,260
Less: pledged cash	50	-	-	-	-

Balance sheet

YE 31 Dec (RMB mn)	FY20A	FY21A	FY22E	FY23E	FY24E
Non-current assets	10,948	16,932	18,788	20,332	21,603
Fixed asset	1,591	1,843	2,714	3,537	4,312
PP&E/Fixed assets	2,449	2,401	2,346	2,267	2,164
Intangible assets	1,233	290	1,330	2,130	2,730
Construction-in-progress	5,676	12,397	12,397	12,397	12,397
Current assets	30,971	38,542	41,453	49,172	60,904
Cash	14,706	16,856	25,400	30,596	37,260
Account receivable	129	106	89	115	160
Prepayments	256	348	348	348	348
Other current assets	15,881	21,232	15,616	18,113	23,136
Current liabilities	15,661	17,136	16,371	17,534	19,801
Borrowings	417	411	411	411	411
Account payables	4,327	5,880	5,115	6,278	8,545
Other payables	7,246	6,122	6,122	6,122	6,122
Tax payables	3,671	4,722	4,722	4,722	4,722
Non-current liabilities	79	3,546	3,546	3,546	3,546
Borrowings	-	-	-	-	-
Deferred income	74	55	55	55	55
Others	5	3,491	3,491	3,491	3,491
Minority Interest	3,871	5,173	6,060	7,356	9,075
Total net assets	26,179	34,791	40,283	48,383	59,120
Shareholders' equity	22,308	29,619	34,223	41,027	50,045

Key ratios

YE 31 Dec	FY20A	FY21A	FY22E	FY23E	FY24E
Sales mix (%)					
Duty-paid sales	37.5	35.5	40.0	38.9	32.2
Duty-free sales	61.5	63.4	60.0	61.1	67.8
P&L ratios (%)					
Gross margin	40.6	33.7	31.6	34.7	36.1
Operating margin	18.6	21.9	18.3	20.7	19.7
Pre-tax margin	18.4	21.9	18.4	20.9	19.9
Net margin	11.7	14.3	12.0	13.6	13.0
Balance sheet analysis					
Current ratio (x)	0.5	0.4	0.6	0.6	0.6
Net receivable days	0.9	0.6	0.6	0.6	0.6
Net payable days	50.6	47.8	47.8	47.8	47.8
Inventory turnover days	172.8	160.7	130.0	125.0	120.0
Net debt to equity (%)	54.6	32.8	49.5	52.0	53.8
Returns (%)					
ROE	27.5	32.6	20.0	24.3	26.4
ROA	14.6	17.4	11.3	14.4	16.0
Dividend yield	0.5	0.8	0.7	1.0	1.3
Per share					
EPS (RMB)	3.1	4.9	3.5	5.1	6.8
DPS (RMB)	1.0	1.6	1.1	1.6	2.2
BVPS (RMB)	11.4	15.2	17.5	21.0	25.6

Source: Company data, CMBIGM estimates

Disclosures & Disclaimers

Analyst Certification

The research analyst who is primary responsible for the content of this research report, in whole or in part, certifies that with respect to the securities or issuer that the analyst covered in this report: (1) all of the views expressed accurately reflect his or her personal views about the subject securities or issuer; and (2) no part of his or her compensation was, is, or will be, directly or indirectly, related to the specific views expressed by that analyst in this report.

Besides, the analyst confirms that neither the analyst nor his/her associates (as defined in the code of conduct issued by The Hong Kong Securities and Futures Commission) (1) have dealt in or traded in the stock(s) covered in this research report within 30 calendar days prior to the date of issue of this report; (2) will deal in or trade in the stock(s) covered in this research report 3 business days after the date of issue of this report; (3) serve as an officer of any of the Hong Kong listed companies covered in this report; and (4) have any financial interests in the Hong Kong listed companies covered in this report.

CMBIGM Ratings

BUY : Stock with potential return of over 15% over next 12 months
HOLD : Stock with potential return of +15% to -10% over next 12 months
SELL : Stock with potential loss of over 10% over next 12 months
NOT RATED : Stock is not rated by CMBIGM

OUTPERFORM : Industry expected to outperform the relevant broad market benchmark over next 12 months
MARKET-PERFORM : Industry expected to perform in-line with the relevant broad market benchmark over next 12 months
UNDERPERFORM : Industry expected to underperform the relevant broad market benchmark over next 12 months

CMB International Global Markets Limited

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

CMB International Global Markets Limited ("CMBIGM") is a wholly owned subsidiary of CMB International Capital Corporation Limited (a wholly owned subsidiary of China Merchants Bank)

Important Disclosures

There are risks involved in transacting in any securities. The information contained in this report may not be suitable for the purposes of all investors. CMBIGM does not provide individually tailored investment advice. This report has been prepared without regard to the individual investment objectives, financial position or special requirements. Past performance has no indication of future performance, and actual events may differ materially from that which is contained in the report. The value of, and returns from, any investments are uncertain and are not guaranteed and may fluctuate as a result of their dependence on the performance of underlying assets or other variable market factors. CMBIGM recommends that investors should independently evaluate particular investments and strategies, and encourages investors to consult with a professional financial advisor in order to make their own investment decisions.

This report or any information contained herein, have been prepared by the CMBIGM, solely for the purpose of supplying information to the clients of CMBIGM or its affiliate(s) to whom it is distributed. This report is not and should not be construed as an offer or solicitation to buy or sell any security or any interest in securities or enter into any transaction. Neither CMBIGM nor any of its affiliates, shareholders, agents, consultants, directors, officers or employees shall be liable for any loss, damage or expense whatsoever, whether direct or consequential, incurred in relying on the information contained in this report. Anyone making use of the information contained in this report does so entirely at their own risk.

The information and contents contained in this report are based on the analyses and interpretations of information believed to be publicly available and reliable. CMBIGM has exerted every effort in its capacity to ensure, but not to guarantee, their accuracy, completeness, timeliness or correctness. CMBIGM provides the information, advices and forecasts on an "AS IS" basis. The information and contents are subject to change without notice. CMBIGM may issue other publications having information and/ or conclusions different from this report. These publications reflect different assumption, point-of-view and analytical methods when compiling. CMBIGM may make investment decisions or take proprietary positions that are inconsistent with the recommendations or views in this report.

CMBIGM may have a position, make markets or act as principal or engage in transactions in securities of companies referred to in this report for itself and/or on behalf of its clients from time to time. Investors should assume that CMBIGM does or seeks to have investment banking or other business relationships with the companies in this report. As a result, recipients should be aware that CMBIGM may have a conflict of interest that could affect the objectivity of this report and CMBIGM will not assume any responsibility in respect thereof. This report is for the use of intended recipients only and this publication, may not be reproduced, reprinted, sold, redistributed or published in whole or in part for any purpose without prior written consent of CMBIGM.

Additional information on recommended securities is available upon request.

For recipients of this document in the United Kingdom

This report has been provided only to persons (I) falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended from time to time) ("The Order") or (II) are persons falling within Article 49(2) (a) to (d) ("High Net Worth Companies, Unincorporated Associations, etc.") of the Order, and may not be provided to any other person without the prior written consent of CMBIGM.

For recipients of this document in the United States

CMBIGM is not a registered broker-dealer in the United States. As a result, CMBIGM is not subject to U.S. rules regarding the preparation of research reports and the independence of research analysts. The research analyst who is primary responsible for the content of this research report is not registered or qualified as a research analyst with the Financial Industry Regulatory Authority ("FINRA"). The analyst is not subject to applicable restrictions under FINRA Rules intended to ensure that the analyst is not affected by potential conflicts of interest that could bear upon the reliability of the research report. This report is intended for distribution in the United States solely to "major US institutional investors", as defined in Rule 15a-6 under the US, Securities Exchange Act of 1934, as amended, and may not be furnished to any other person in the United States. Each major US institutional investor that receives a copy of this report by its acceptance hereof represents and agrees that it shall not distribute or provide this report to any other person. Any U.S. recipient of this report wishing to effect any transaction to buy or sell securities based on the information provided in this report should do so only through a U.S.-registered broker-dealer.

For recipients of this document in Singapore

This report is distributed in Singapore by CMBI (Singapore) Pte. Limited (CMBIGMG) (Company Regn. No. 201731928D), an Exempt Financial Adviser as defined in the Financial Advisers Act (Cap. 110) of Singapore and regulated by the Monetary Authority of Singapore. CMBIGMG may distribute reports produced by its respective foreign entities, affiliates or other foreign research houses pursuant to an arrangement under Regulation 32C of the Financial Advisers Regulations. Where the report is distributed in Singapore to a person who is not an Accredited Investor, Expert Investor or an Institutional Investor, as defined in the Securities and Futures Act (Cap. 289) of Singapore, CMBIGMG accepts legal responsibility for the contents of the report to such persons only to the extent required by law. Singapore recipients should contact CMBIGMG at +65 6350 4400 for matters arising from, or in connection with the report.