CMB International Global Markets | Equity Research | Company Update

# Sunny Optical (2382 HK)

# 1H23 preview: Better ASP to offset shipment weakness; Focus on demand recovery in 2H23E

Sunny will unveil 1H23E results in mid-Aug. We estimate 1H23E revenue/net profit to decline 11%/10% YoY, -8%/+3% vs consensus estimate, given 1H23 inventory destocking and weak Android demand. Looking into 2H23E, we expect channel restocking to kick off and camera spec migration will resume in flagship models (e.g. periscope/OIS) in 3Q23E. We remain positive on Sunny's HCM/HLS shipment YoY recovery, steady VLS shipment growth and strong XR growth momentum in 2H23E. We lower FY23E revenue/NP by 5%/10% to reflect weaker HLS/HCM shipment in 1H23, offset by spec upgrade and gradual demand recovery in 2H23E. While we are positive on Sunny's technology leadership and non-smartphone outlook, we think the stock is fairly valued at 26.1x FY23E P/E. Maintain HOLD with new SOTP-based TP of HK78.3 (implied 24.5x FY23E P/E).

- 1H23 preview: expect revenue/NP to decline 11%/10% YoY. We estimate 1H23 revenue/net profit to decline 11%/10% YoY, mainly due to weak 1H23 shipment and inventory destocking. By segment, we expect HCM/HLS revenue to drop 11%/flattish YoY on weaker shipment and ASP recovery, while VLS revenue will climb 31% YoY driven by easing semi shortage and rising ADAS adoption. We estimate lower GPM of 18.6% on slow spec upgrade and lower utilization. In addition, Sunny reported solid set of June HCM/HSL shipment of +29%/+26% YoY and +8%/-4% MoM, largely in-line with market expectations as sequential shipment recovery is well on track.
- 2H23E outlook: HCM/HLS to resume YoY growth; VLS steady growth; XR driven by Pancake and new models. Looking forward, we expect smartphone inventory to return to healthy level in 3Q23E and shipment to normalise in 4Q23E. As for Sunny, we forecast: 1) HCM/HLS shipment of 16%/30% YoY in 2H23E driven by Android HoH recovery and Apple lens share gain; 2) VLS shipment with steady growth of 10% YoY off high base and improving ASP thanks to easing price competition by auto OEM, NEV subsidy succession and easing chip shortage; 3) XR revenue growth of ~30% YoY in FY23E driven by Meta Quest 3 and pancake products.
- Recovery well on track into 2H23E; Maintain HOLD on fair valuation. Despite a weak 1H23, we expect HCM/HLS recovery in 2H23E driven by Apple share gain and product launches, and steady VLS shipment growth given inventory restocking. We remain positive on Sunny's technology leadership and nonsmartphone upside in the long term. Trading at 26.1x FY23E P/E, we believe the stock is fairly valued and maintain HOLD.

## **Earnings Summary**

(YE 31 Dec)	FY21A	FY22A	FY23E	FY24E	FY25E
Revenue (RMB mn)	37,497	33,197	33,896	38,282	40,672
YoY growth (%)	(1.3)	(11.5)	2.1	12.9	6.2
Net profit (RMB mn)	5,061.1	2,474.1	2,990.3	3,439.1	3,832.8
YoY growth (%)	2.2	(51.1)	20.9	15.0	11.4
EPS (Reported) (RMB)	4.57	2.20	2.65	3.05	3.40
Consensus EPS (RMB)	4.58	2.48	2.79	3.61	4.46
P/E (x)	38.3	46.8	26.1	22.7	20.4
P/B (x)	9.2	5.1	3.2	2.9	2.7
Yield (%)	0.5	0.9	1.7	1.9	2.1
ROE (%)	26.8	11.5	13.0	13.8	14.2
Net gearing (%)	(16.1)	(22.6)	(1.3)	(24.6)	(12.0)

Source: Company data, Bloomberg, CMBIGM estimates



# HOLD (Maintain)

# Target Price

(Previous TP Up/Downside Current Price HK\$78.3 HK\$86.75) 4.1% HK\$75.20

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#### Stock Data

Mkt Cap (HK\$ mn)	82,494.4
Avg 3 mths t/o (HK\$ mn)	368.3
52w High/Low (HK\$)	123.20/67.55
Total Issued Shares (mn)	1097.0
Source: FactSet	

#### Shareholding Structure

Sun Xu Ltd	35.5%
JP Morgan Chase & Co	4.9%
Source: HKEx	

#### Share Performance

1-mth	Absolute -3.0%	Relative 0.8%
3-mth	-22.3%	-14.7%
6-mth	-21.7%	-10.0%

# Source: FactSet



Source: FactSet

#### **Related Reports:**

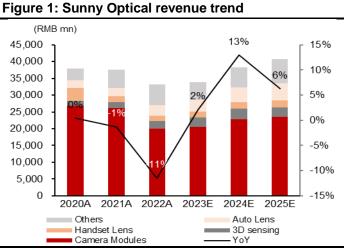
1) NDR takeaways: a bumpy 1H23 ahead; Auto/VR/AR biz to drive longterm growth 28 Mar 2023 (<u>link</u>)

2) Strong auto/XR pipeline to weather smartphone headwinds – 22 Mar 2023 (link)

3) 2H22 first take: weakness in-line; awaiting recovery – 21 Mar 2023 (link)

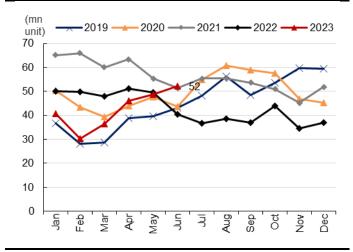


# **Focus Charts**



#### Source: Company data, CMBIGM estimates

# Figure 3: Sunny HCM shipment trend



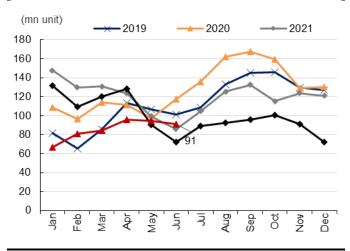
Source: Company data, CMBIGM estimates

50% 45% 2% 44.0% 42.8% 41.5% 40% 39.5% 33.4% 35% . -33.8% 30% 25% 20% 15% 10.7<mark>%</mark> 10.3% 13.1% 13.7% 2.6%10% 9.3% 5% 0% 2017A 2018A 2019A 2020A 2021A 2022A 2023E Optical Components **Optoelectronic Products** 

## Figure 2: Sunny Optical GPM trend

Source: Company data, CMBIGM estimates

### Figure 4: Sunny HLS shipment trend



Source: Company data, CMBIGM estimates

# Figure 5: Sunny's roadmap in automotive modules F



Source: Company, CMBIGM

# Figure 6: Upgrade trend for next-gen cameras



Source: Company, CMBIGM



# **1H23 Results Preview**

# Figure 7: 1H23 results preview

						СМВІ		Consensus	
RMB mn	2H20	1H21	2H21	1H22	2H22	1H23E	YoY	1H23E	Diff (%)
Revenue	19,138	19,833	17,663	16,972	16,225	15,045	-11%	16,313	-8%
Gross profit	5,022	4,946	3,790	3,522	3,083	2,792	-21%	3,155	-11%
Operating profit	3,630	3,345	2,506	1,798	1,216	1,524	-15%	1,217	25%
Net profit	3,133	2,688	2,305	1,358	1,050	1,219	-10%	1,188	3%
EPS (RMB)	2.86	2.46	2.11	1.24	0.96	1.11	-10%	1.11	0%
Gross margin	26.2%	24.9%	21.5%	20.8%	19.0%	18.6%	-2.2 ppt	19.3%	-0.8 ppt
Operating margin	19.0%	16.9%	14.2%	10.6%	7.5%	10.1%	-0.5 ppt	7.5%	2.7 ppt
Net margin	16.4%	13.6%	13.1%	8.0%	6.5%	8.1%	0.1 ppt	7.3%	0.8 ppt

Source: Company data, CMBIS estimates

## Figure 8: 1H23 revenue breakdown

RMB mn	2H21	1H22	2H22	1H23E	ΥοΥ
Optical comp (VLS, HLS)	4,432	4,399	5,069	3,809	-13%
Auto lens shipment (mn unit)	31	38	41	47	25%
ASP (Rmb)	36.1	35.8	42.7	37.5	5%
Handset lens Shipment (mn unit)	7,225	6,516	5,410	5,128	-21%
ASP (Rmb)	3.0	3.0	3.3	3.3	12%
Optoelectronic (HCM)	13,026	12,371	10,955	11,032	-11%
HCM shipment (mn unit)	312	289	228	255	-12%
ASP (Rmb)	38.2	38.6	39.0	38.9	1%
Optical instruments	206	202	202	205	1%
Total Revenue	17,663	16,972	16,225	15,045	-11%
Gross Margin					
Optical comp (VLS, HLS)	35.9%	35.5%	31.5%	33.5%	-2 ppt
Optoelectronic (HCM)	12.4%	11.6%	9.7%	10.0%	-1.6 ppt
Optical instruments	49.3%	44.6%	46.3%	46.0%	1.4 ppt
Blended GPM	21.5%	20.8%	19.0%	18.6%	-2.2 ppt

Source: Company data, CMBIS estimates

# Figure 9: P&L forecast

RMB mn	FY21	FY22	1H23E	2H23E	FY23E	FY24E	FY25E
Revenue	37,497	33,197	15,045	18,851	33,896	38,282	40,672
YoY	-1.3%	-11.5%	-11.4%	16.2%	2.1%	12.9%	6.2%
Cost of sales	(28,761)	(26,592)	(12,253)	(15,110)	(27,363)	(30,799)	(32,508)
Gross profit	8,736	6,605	2,792	3,741	6,533	7,483	8,164
GPM (%)	23.3%	19.9%	18.6%	19.8%	19.3%	19.5%	20.1%
YoY	0.4%	-24.4%	-20.7%	21.4%	-1.1%	14.5%	9.1%
SG&A	(1,032)	(1,281)	(471)	(571)	(1,042)	(1,091)	(1,159)
% of rev	-2.8%	-3.9%	-3.1%	-3.0%	-3.1%	-2.9%	-2.9%
R&D	(2,642)	(2,803)	(1,204)	(1,480)	(2,683)	(3,024)	(3,213)
% of rev	-7.0%	-8.4%	-8.0%	-7.9%	-7.9%	-7.9%	-7.9%
Other gain & loss	252	537	789	353	151	471	-
Operating profit	5,851	3,014	1,524	2,161	3,685	4,221	4,698
OPM (%)	15.6%	9.1%	10.1%	11.5%	10.9%	11.0%	11.6%
YoY	-0.4%	-48.5%	-15.2%	77.7%	22.3%	14.5%	11.3%
Net profit	4,993	2,408	1,219	1,680	2,899	3,334	3,716
NPM (%)	13.3%	7.3%	8.1%	8.9%	8.6%	8.7%	9.1%
YoY	2.3%	-51.8%	-10.2%	60.0%	20.4%	15.0%	11.4%

Source: Company data, CMBIGM estimates



# **Earnings Revision**

# Figure 10: CMBIGM earnings revisions

		New		Old			Change (%)		
RMB mn	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E
Revenue	33,896	38,282	40,672	35,763	40,427	42,729	-5%	-5%	-5%
Gross profit	6,533	7,483	8,164	7,106	8,237	9,008	-8%	-9%	-9%
Operating profit	3,685	4,221	4,698	4,084	4,712	5,282	-10%	-10%	-11%
Net profit	2,899	3,334	3,716	3,212	3,721	4,178	-10%	-10%	-11%
EPS (RMB)	2.65	3.05	3.40	2.94	3.40	3.82	-10%	-10%	-11%
Gross margin	19.3%	19.5%	20.1%	19.9%	20.4%	21.1%	-0.6 ppt	-0.8 ppt	-1 ppt
Operating margin	10.9%	11.0%	11.6%	11.4%	11.7%	12.4%	-0.5 ppt	-0.6 ppt	-0.8 ppt
Net margin	8.6%	8.7%	9.1%	9.0%	9.2%	9.8%	-0.4 ppt	-0.5 ppt	-0.6 ppt

Source: Company data, CMBIGM estimates

# Figure 11: CMBIGM estimates vs consensus

	CMBIGM			(	Consensus		Diff (%)			
RMB mn	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	
Revenue	33,896	38,282	40,672	36,346	41,184	46,529	-7%	-7%	-13%	
Gross profit	6,533	7,483	8,164	7,330	8,834	10,327	-11%	-15%	-21%	
Operating profit	3,685	4,221	4,698	3,210	4,224	5,204	15%	0%	-10%	
Net profit	2,899	3,334	3,716	3,079	3,972	4,894	-6%	-16%	-24%	
EPS (RMB)	2.65	3.05	3.40	2.79	3.61	4.46	-5%	-16%	-24%	
Gross margin	19.3%	19.5%	20.1%	20.2%	21.4%	22.2%	-0.9 ppt	-1.9 ppt	-2.1 ppt	
Operating margin	10.9%	11.0%	11.6%	8.8%	10.3%	11.2%	2 ppt	0.8 ppt	0.4 ppt	
Net margin	8.6%	8.7%	9.1%	8.5%	9.6%	10.5%	0.1 ppt	-0.9 ppt	-1.4 ppt	

Source: Bloomberg, CMBIGM estimates

# Figure 12: Major assumptions

	FY21	FY22	FY23E	FY24E	FY25E
Shipment volume (mn unit)					
Optical Components					
Handset lens sets	1,440	1,193	1,216	1,338	1,445
YoY(%)	-6%	-17%	2%	10%	8%
Vehicle lens sets	68	79	93	111	131
YoY(%)	21%	16%	17%	20%	18%
Optoelectronic Products					
Handset camera modules	674	517	519	571	599
YoY(%)	14%	-23%	0%	10%	5%
Other optoelectronic (3D sensing)	59	51	37	41	45
YoY(%)	45%	-14%	-26%	10%	10%
Optical Instruments					
Microscopic instruments	258	320	341	375	412
YoY(%)	32%	24%	7%	10%	10%
<u>Revenue (RMB mn)</u>					
Optical components	8,776	9,468	9,207	10,567	12,057
Optoelectronic products	28,334	23,326	24,294	27,286	28,150
Optical instruments	387	403	396	428	464
Total Revenue	37,497	33,197	33,896	38,282	40,672
YoY(%)	-1.3%	-11.5%	2.1%	12.9%	6.2%
Gross Margin	23.3%	19.9%	19.3%	19.5%	20.1%
Optical components	39.5%	33.4%	33.8%	34.0%	34.0%
Optoelectronic products	13.7%	10.7%	10.3%	10.5%	10.5%
Optical instruments	45.1%	42.0%	46.0%	46.0%	46.0%

Source: Company data, CMBIGM estimates



# Valuation

# Maintain HOLD with new TP of HK\$78.3

We maintain HOLD with new TP of HK\$78.3. We derived our 12-month TP from SOTP valuation methodology and our TP is based on weighted-average target P/E multiple of 24.4x FY23E EPS, in order to reflect 1) Sunny's diversification in multiple businesses with different growth profiles, and 2) visibility of product upcycles across different segments.

We assign 18x P/E to its CCM business to reflect its China's No.1 position, product upcycle and advanced technology capacity. We assign 35x P/E for its vehicle lens business to reflect the high-margin and high-growth industry nature of vehicle lens (25% CAGR FY20-23E) and Sunny's No.1 global market share. We apply a 25x P/E to its handset lens segment given secular upgrade trend and continued share gains from peers.

## Figure 13: Sunny Optical – SOTP valuation

Business segment	% of FY23E Profit	FY23E EPS (RMB)	Target P/E
Camera modules	38.2%	1.01	18x
Handset lenses	37.4%	0.99	25x
Vehicle lenses	21.8%	0.58	35x
Others	2.6%	0.07	25x
Total (RMB) /Implied P/E		2.65	24.5x
TP (HK\$)			78.3

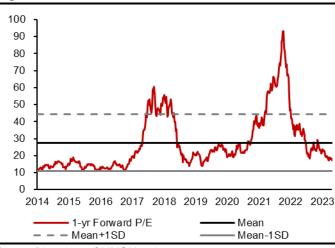
Source: Company data, CMBIGM estimates

### Figure 14: Peers' valuation

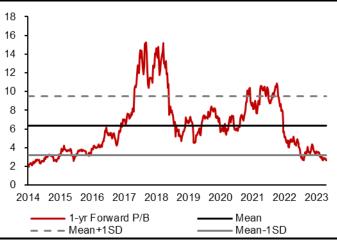
			Market			Up/						
			Сар	Price	TP	Down	P/E	(x)	P/E	i (x)	ROE	: (%)
Company	Ticker	Rating	(US\$ mn)	(LC)	(LC)	-side	FY23E	FY24E	FY23E	FY24E	FY23E	FY24E
Sunny Optical	2382 HK	HOLD	10,537	75.2	78.3	4%	26.1	22.7	3.2	2.9	13.0	13.8
Q tech	1478 HK	BUY	478	3.2	5.2	65%	6.6	4.9	0.6	0.6	9.8	12.0
Cowell	1415 HK	NR	1,704	15.70	NA	NA	17.1	12.0	3.7	2.9	23.6	26.7
Truly	732 HK	NR	408	1.01	NA	NA	-	-	-	-	-	-
Catcher	2474 TT	NR	3,759	173.00	NA	NA	16.0	15.7	0.7	0.7	4.6	4.5
Largan	3008 TT	NR	10,123	2375.00	NA	NA	18.6	16.5	2.0	1.8	11.1	11.6
Lite-on	2301 TT	NR	9,077	120.00	NA	NA	21.4	17.8	3.4	3.1	15.7	18.6
Primax	4915 TT	NR	910	62.00	NA	NA	10.1	9.4	1.6	1.5	15.5	15.8
O-film	002456 CH	NR	2,665	5.89	NA	NA	-	-	8.1	8.1	(42.5)	(22.5)
			Average				16.5	14.1	2.9	2.7	6.2	9.9

Source: Bloomberg, CMBIGM estimates

#### Figure 15: 12M forward P/E band



## Figure 16: 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	38,002	37,497	33,197	33,896	38,282	40,672
Cost of goods sold	(29,304)	(28,761)	(26,592)	(27,363)	(30,799)	(32,508)
Gross profit	8,698	8,736	6,605	6,533	7,483	8,164
Selling expense	(313)	(274)	(353)	(286)	(287)	(305)
Admin expense	(719)	(758)	(929)	(756)	(804)	(854)
R&D expense	(2,499)	(2,642)	(2,803)	(2,683)	(3,024)	(3,213)
Others	698	789	504	877	854	907
Operating profit	5,877	5,851	3,014	3,685	4,221	4,698
Share of (losses)/profits of associates/JV	0	19	(6)	(6)	(6)	(6)
Net Interest income/(expense)	(224)	(230)	(293)	(322)	(354)	(390)
Pre-tax profit	5,653	5,640	2,715	3,357	3,861	4,302
Income tax	(703)	(579)	(241)	(366)	(421)	(470)
Minority interest	68	68	66	91	105	117
Net profit	4,950	5,061	2,474	2,990	3,439	3,833
Net dividends	799	974	1,048	1,261	1,451	1,617
BALANCE SHEET	2020A	2021A	2022A	2023E	2024E	2025E
YE 31 Dec (RMB mn)						
Current assets	25,630	27,989	30,646	27,691	35,280	32,481
Cash & equivalents	2,842	5,605	7,033	2,323	8,395	5,393
Account receivables	8,212	7,448	7,205	7,757	9,141	8,812
Inventories	5,783	5,482	4,721	5,924	6,058	6,589
ST bank deposits	238	1,112	485	485	485	485
Financial assets at FVTPL	8,480	8,314	10,086	10,086	10,086	10,086
Other current assets	74	28	1,115	1,115	1,115	1,115
Non-current assets	9,809	10,785	12,356	13,695	14,262	14,514
PP&E	7,513	8,303	10,120	11,453	11,987	12,221
Other non-current assets	2,295	2,481	2,236	2,241	2,275	2,294
Total assets	35,438	38,774	43,001	41,386	49,543	46,995
Current liabilities	13,411	11,873	19,337	15,992	22,161	17,397
Short-term borrowings	2,071	1,539	1,990	1,990	1,990	1,990
Account payables	10,733	9,869	12,917	9,573	15,741	10,978
Other current liabilities	9,223	15,493	8,757	13,830	9,650	16,630
Non-current liabilities	5,201	6,005	1,482	1,482	1,482	1,482
Long-term borrowings	0	700	30	30	30	30
Other non-current liabilities	5,201	5,305	1,452	1,452	1,452	1,452
Total liabilities	18,612	17,879	20,819	17,474	23,643	18,879
Share capital	105	105	105	105	105	105
Other reserves	16,492	20,483	21,733	23,371	25,254	27,353
Total shareholders equity	16,826	20,895	22,182	23,911	25,900	28,116
Minority interest	229	307	344	435	541	658
Total equity and liabilities	35,438	38,774	43,001	41,386	49,543	46,995
CASH FLOW	2020A	2021A	2022A	2023E	2024E	2025E
YE 31 Dec (RMB mn)						
Operating						
Profit before taxation	5,643	5,640	2,715	3,357	3,861	4,302
Depreciation & amortization	1,570	1,638	1,816	2,166	2,466	2,766
Change in working capital	115	200	4,053	(5,100)	4,651	(4,966)
Others	(168)	(499)	(1,207)	(50)	(101)	(98)
Net cash from operations	7,160	6,979	7,377	374	10,877	2,004
Investing						
Capital expenditure	(2,271)	(2,498)	(3,633)	(3,500)	(3,000)	(3,000)
Others	(3,705)	(403)	(201)	0	0	0
Net cash from investing	(5,976)	(2,902)	(3,834)	(3,500)	(3,000)	(3,000)
Financing						
Dividend paid	(796)	(974)	(1,048)	(1,261)	(1,451)	(1,617)
Net borrowings	1,017	0	0	0	0	0
Share repurchases	(151)	0	0	0	0	0
Others	(291)	(267)	(1,111)	(322)	(354)	(390)
Net cash from financing	(222)	(1,241)	(2,159)	(1,584)	(1,805)	(2,007)



Net change in cash						
Cash at the beginning of the year	1,917	2,842	5,605	7,033	2,323	8,395
Exchange difference	(37)	(73)	44	0	0	0
Cash at the end of the year	2,842	5,605	7,033	2,323	8,395	5,393
GROWTH	2020A	2021A	2022A	2023E	2024E	2025E
YE 31 Dec						
Revenue	0.4%	(1.3%)	(11.5%)	2.1%	12.9%	6.2%
Gross profit	12.2%	0.4%	(24.4%)	(1.1%)	14.5%	9.1%
Operating profit	22.3%	(0.4%)	(48.5%)	22.3%	14.5%	11.3%
Net profit	23.2%	2.2%	(51.1%)	20.9%	15.0%	11.4%
PROFITABILITY	2020A	2021A	2022A	2023E	2024E	2025E
YE 31 Dec						
Gross profit margin	22.9%	23.3%	19.9%	19.3%	19.5%	20.1%
Operating margin	15.5%	15.6%	9.1%	10.9%	11.0%	11.6%
Return on equity (ROE)	33.5%	26.8%	11.5%	13.0%	13.8%	14.2%
GEARING/LIQUIDITY/ACTIVITIES	2020A	2021A	2022A	2023E	2024E	2025E
YE 31 Dec						
Net debt to equity (x)	(0.0)	(0.2)	(0.2)	(0.0)	(0.2)	(0.1)
Current ratio (x)	1.9	2.4	1.6	1.7	1.6	1.9
Receivable turnover days	85.7	76.2	80.6	80.6	80.6	80.6
Inventory turnover days	68.1	71.5	70.0	71.0	71.0	71.0
Payable turnover days	137.4	130.7	156.4	150.0	150.0	150.0
VALUATION	2020A	2021A	2022A	2023E	2024E	2025E
YE 31 Dec						
P/E	25.5	38.3	46.8	26.1	22.7	20.4
P/B	7.4	9.2	5.1	3.2	2.9	2.7
Div yield (%)	0.6	0.5	0.9	1.7	1.9	2.1
EV	16,826.1	20,895.3	22,182.4	23,911.3	25,899.7	28,115.8
EV/Sales	0.4	0.6	0.7	0.7	0.7	0.7

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



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