## CMB International Global Markets | Equity Research | Sector Update



## China CIS sector

# Maintain long-term positive outlook; near-term challenges persist

We expect global CIS sales to decline 5.1% YoY in 2022, mainly dragged by the weak performance in mobile CIS market. We expect CIS market to recover in 2H23, as mobile CIS inventory level returns to a normal level. However, challenges remain given high uncertainties in economy and geopolitical issues.

- 2022 CIS outlook by markets: 1) Mobile CIS market (the largest CIS segment) will drop 9.8% YoY in revenue. The lackluster handset shipment has resulted in slower-than-expected CIS destocking during 1H22, and we see no sign of recovery (especially for domestic Android OEMs) in 2H22. 2) Auto CIS market will outperform again in 2022, with 24% YoY growth. This is driven by increasing electrification and ADAS penetration, that utilize high number of cameras per vehicle. 3) Security CIS sales will also fall, as the government and enterprises are expected to be more conservative in spending.
- China semi sector plunged on the recent U.S. export curbs (Oct-7) on China semi industry with restrictions focusing on purchase and manufacture specific advanced chips. Unlike chips (CPU, GPU, FPGA, etc.) developed utilizing advanced nodes, most CIS can be manufactured at mature nodes (22nm or older). We believe the revised stricter restrictions have less marginal impact on CIS names. In our view, the end use demand for CIS is the key area of focus. Should 1) domestic smartphone OEM's share to bounce, or 2) mobile CIS inventory returns to normal level, or 3) security spending from enterprises and government picks up again, we believe these would be positive catalysts that could re-accelerate CIS growth.
- Long-term outlook of domestic CIS suppliers remains positive. Willsemi will continue to ride the tailwind of auto CIS market growth and enjoy share gain. The Company is also well-positioned in AR/VR industry, which is expected to gain momentum in 2023/24E. GalaxyCore will enjoy share gain in mobile CIS market in 2023/24E as their own production line has entered mass production in Sep 2022. Being the CIS leader in mid- to low-end mobile CIS market, GalaxyCore's product mix will improve while avg. ASP will rise.
- We maintain BUY for Willsemi (603501 CH) with revised TP of RMB120. We maintain BUY for GalaxyCore (688728 CH) with revised TP of RMB20.

#### Valuation Table

		Mkt Cap	Last Price	TP	P/E	E (x)	R	OE
Name	Ticker	(US\$ mn)	(LC)	(LC)	FY22E	FY23E	FY22E	FY23E
Willsemi	603501 CH	12,424	74.89	120.0	22.6	21.3	19.2	16.9
GalaxyCore	688728 CH	5,342	15.26	20.0	37.0	30.8	11.9	12.5
Sony	SONY US	82,505	9891.00	NA	14.0	12.5	11.3	11.5
Samsung	005930 KS	234,853	56,200.00	NA	9.7	11.8	12.2	9.4
STM	STM FP	29,709	33.62	NA	8.4	8.7	33.3	25.2
ON Semi	ON US	28,087	64.83	NA	12.6	12.9	39.7	28.4
Avg.					17.4	16.3	21.3	17.3

Source: Company data, Bloomberg and CMBIGM estimates as of 10 October 2022

# OUTPERFORM (Maintain)

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#### **Related Reports**

- "China Tech Update: China TMT Hardware barometer" – 30 May 2022 (<u>Link</u>)
- "China CIS Sector Can non-mobile CIS strength offset handset weakness? We remain cautiously optimistic" 1 Apr 2022 (<u>Link</u>)



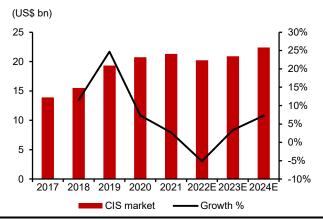
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## **Section Title: Focus Charts**

2.7% YoY (the slowest growth in the past decade)



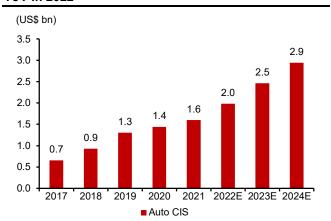
Source: Yole, CMBIGM estimates

**Figure Share** gain/loss

Market share change%	2019	2020	2021
Sony	3.31%	-3.60%	-0.15%
Samsung	0.34%	0.67%	1.00%
Willsemi	2.09%	3.54%	1.28%
GalaxyCore	0.71%	1.93%	0.10%
SmartSens	0.20%	0.62%	0.87%
OnSemi	-0.99%	0.21%	0.00%
Others	-5.66%	-3.30%	-3.16%

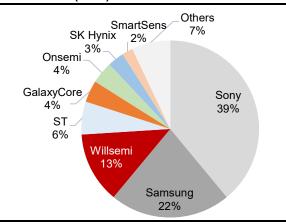
Source: Company filings, Yole, Counterpoint, Strategy analytics, Bloomberg and CMBIGM estimates

Figure 5: Auto CIS market is expected to grow 11.8% YoY in 2022



Source: Yole, IHS, CMBIGM estimates

Figure 1: CIS market sales was US\$ 21.3bn in 2021, Figure 2: Top 3 (Sony/Samsung/Willsemi) took ~74% market share (2021)



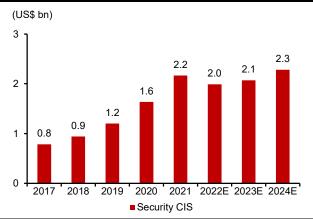
Source: Yole, CMBIGM estimates

for Figure 4: Key smartphone OEMs' share change: Samsung/Willsemi/GalaxyCore/SmartSens during 2019- Samsung and Honor gained share in 8M22 and Apple is expected to gain share in 2H22

Market share change%	2019	2020	2021	8M22
Samsung	0.75%	-0.14%	-1.05%	2.49%
Apple	-0.52%	1.62%	2.60%	-0.78%
Xiaomi	0.09%	2.45%	2.82%	-1.14%
Vivo	0.84%	0.83%	1.40%	-0.72%
Орро	0.55%	0.56%	1.48%	-1.18%
Honor		2.97%	-0.38%	1.86%
Transsion	0.40%	0.94%	2.16%	-0.14%
Other	-2.11%	-9.24%	-9.02%	-0.38%

Source: Company filings, Yole, Counterpoint, Strategy analytics, Bloomberg and CMBIGM estimates

Figure 6: Security CIS market is expected to maintain at a similar level as 2021





## **CIS** comp table

Figure 7: CIS comp table

	Willsemi	Galaxycore	SmartSens	Sony	On Semi
	603501 CH	688728 CH	688213 CH	6758 JT	ON US
Market Cap (US\$mn)	12,424.0	5,342.0	2,102.9	83,748.4	28,086.7
EV (US\$mn)	13,212.7	5,866.3	2,165.0	96,149.0	29,809.4
Rating	BUY	BUY	NR	NR	NR
ΓP (LC)	120.00	20.00	-	-	-
Current Price (LC)	74.89	15.26	37.6	9891	64.83
Jpside/(Downside)	60.2%	31.1%	-	-	-
YTD performance %	-67.4%	-49.8%		-33.5%	-5.3%
CIS revenue breakdown by market					
Mobile					
Security					
Automotive					
Other					
FY22 estimates*					
Sales (US\$mn)	3,219.8	951.3		79,599.0	8,260.0
Growth%	-4.8%	-3.1%		-9.9%	22.6%
GPM (%)	33.8%	31.0%		30.0%	49.2%
EBITDA margin (%)	23.7%	20.0%		19.3%	39.8%
NPM (%)	18.4%	15.1%		7.9%	25.0%
EPS (US\$)	0.50	0.06		4.68	4.62
FCF yield	2.2%	-8.0%		10.1%	4.9%
FY23E estimates*					
Sales (RMBmn)	3,704.8	1,048.3		83,383.0	8,449.0
Growth%	15.1%	10.2%		4.8%	2.3%
GPM (%)	34.5%	31.0%		30.2%	48.7%
EBITDA margin (%)	24.6%	20.4%		18.5%	37.5%
NPM (%)	17.0%	16.4%		7.9%	26.2%
EPS (RMB)	0.53	0.07		5.29	4.68
FCF yield	4.0%	-8.0%		8.7%	6.0%
/aluation (FY22E) *					
P/E	22.6	37.0		14.5	12.6
EV/EBITDA	17.3	30.9		6.3	9.1
/aluation (FY23E) *					
P/E	21.3	30.8		12.2	12.9
EV/EBITDA	14.5	27.4		6.2	9.4

Source: Company filings, Bloomberg, Counterpoint, Yole, Strategy Analytics, CMBIGM as of 10 October 2022

<sup>\*</sup>Sony and On Semi's FY22/23 estimates are based on Bloomberg consensus data.

<sup>\*</sup>Sony's FYE is March 31.

<sup>\*</sup>FX rates are based on Bloomberg estimates: RMB/USD = 7.117 and JPY/USD = 135.364.



## **Valuation Table**

		Mkt Cap	Last Price	TP	P/E	Ē (x)	R	0E
Name	Ticker	(US\$ mn)	(LC)	(LC)	FY22E	FY23E	FY22E	FY23E
Global								
Willsemi	603501 CH	12,424	74.89	120.0	22.6	21.3	19.2	16.9
Sony	SONY US	82,505	9891.00	NA	14.0	12.5	11.3	11.5
Samsung	005930 KS	234,853	56,200.00	NA	9.7	11.8	12.2	9.4
STM	STM FP	29,709	33.62	NA	8.4	8.7	33.3	25.2
ON Semi	ON US	28,087	64.83	NA	12.6	12.9	39.7	28.4
Avg.					18.2	16.6	21.6	17.3
Domestic								
Willsemi	603501 CH	12,424	74.89	120.0	22.6	21.3	19.2	16.9
GalaxyCore	688728 CH	5,342	15.26	20.0	37.0	30.8	11.9	12.5
Gigadevice	603986 CH	7,990	85.50	NA	19.3	16.0	19.0	19.2
Maxscend	300782 CH	6,066	81.12	NA	25.1	19.9	20.2	21.2
Goodix	603160 CH	2,919	45.48	NA	67.2	34.5	3.4	6.9
SG Micro	300661 CH	6,791	136.10	NA	44.6	33.1	34.5	32.7
Avg.					35.7	25.7	18.0	18.3

Source: Company data, Bloomberg and CMBIGM estimates as of 10 October 2022



## CIS market review and outlook

## 2022: Auto CIS's strength cannot offset the handset weakness

Based on our estimates, we expect global CIS sales to decline 5.1% YoY in 2022, mainly dragged by the weak performance in mobile CIS market. We expect CIS market to recover in 2H23, as mobile CIS inventory level returns to a normal level. However, challenges remain given high uncertainties in economy and geopolitical issues.

Mobile CIS market will remain the largest segment (63% of total CIS sales in 2021); however, its share will shrink further to 60% in 2022. In 1H22, the lackluster handset shipment has resulted in slower-than-expected CIS destocking. We see no sign of recovery in 2H22, especially for domestic Android OEMs. Therefore, we estimate **mobile CIS** sales to decline 9.8% YoY in 2022. For domestic CIS manufacturers, their businesses are largely exposed to domestic clients, which will negatively affect their 2022 performance.

Auto CIS market will outperform again in 2022, with 24% YoY growth. This is driven by increasing number of cameras per car as electrification and ADAS penetration are climbing. For auto CIS suppliers, we expect the market share will be more consolidated to the top 3 (Onsemi, Willsemi and Sony) in the following years, due to stringent requirement and longer verification cycle.

We lowered the growth forecast for security CIS market in 2022, as we expect the government and enterprises will be more conservative in spending. The segment sales may still be weak in 2H22 due to financial tightness.

Figure 8: CIS market sales was US\$ 21.3bn in 2021, +2.7% YoY (the slowest growth in the past decade)

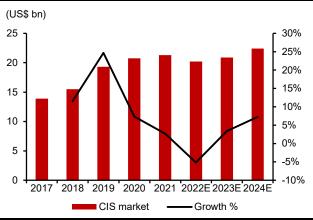
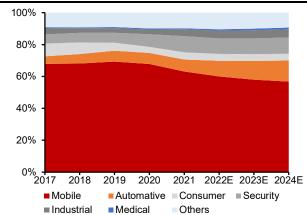


Figure 9: Mobile CIS was still the largest segment (63.1%) in 2021 and its share will gradually shrink



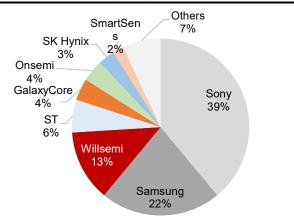
Source: Yole, CMBIGM estimates

Source: Yole, CMBIGM estimates

For domestic CIS suppliers, Willsemi (603501 CH) and GalaxyCore (688728 CH) gained shares in the past years. We still hold a positive outlook for these companies in the long term, despite the headwinds from mobile CIS market in 2022.

We expect that **Willsemi** will continue to ride the tailwind of auto CIS market growth and enjoy share gain. The Company is also well-positioned in AR/VR industry, which is expected to gain momentum in 2023/24E. **GalaxyCore** will enjoy share gain in mobile CIS market in 2023/24E as their own production line has entered mass production in Sep 2022. Being the CIS leader in mid- to low-end mobile CIS market, GalaxyCore's product mix will improve while avg. ASP will rise.

Figure 10: Top 3 (Sony/Samsung/Willsemi) took Figure 11: Samsung/Willsemi/GalaxyCore/SmartSens ~74% market share (2021) gained share during 2019-2021



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Source:	Yole.	CMRIGM	estimates

Market share	2019	2020	2021
change%			
Sony	3.31%	-3.60%	-0.15%
Samsung	0.34%	0.67%	1.00%
Willsemi	2.09%	3.54%	1.28%
GalaxyCore	0.71%	1.93%	0.10%
SmartSens	0.20%	0.62%	0.87%
OnSemi	-0.99%	0.21%	0.00%
Others	-5.66%	-3.30%	-3.16%

Source: Company filings, Yole, Counterpoint, Strategy analytics, Bloomberg and CMBIGM estimates



#### Mobile CIS

16

12

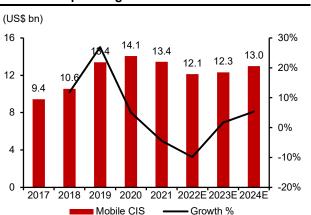
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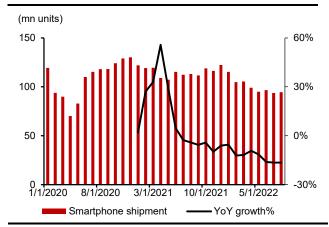
The smartphone market continues to be weak as expected. We estimate 2022 mobile CIS sales will drop 9.8% YoY, due to 1) lower smartphone shipment (sluggish demand) and 2) primary camera setup downgrade (BOM pressure).

Figure 12: Mobile CIS market to decline 9.8% YoY, due to lower smartphone shipment and primary camera setup downgrade



Source: Company filings, Counterpoint, Yole, Strategy Analytics, **CMBIGM** 

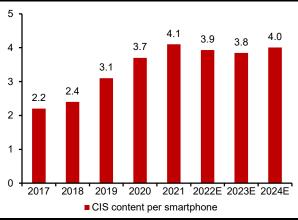
Figure 13: Monthly smartphone shipment declined 12.4% YoY on average during Jan 2022 and Aug 2022



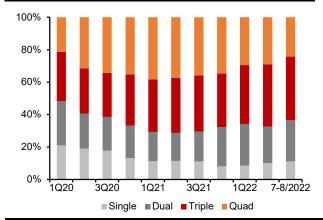
Source: Company filings, Counterpoint, Yole, Strategy Analytics, **CMBIGM** 

In 1H22, the average CIS content declined to 3.9 from 4.1 in 2021. The trend has not been reversed as the quad-camera's share dropped further to 24.2% in the first two months of 3Q22 (vs. 35.7% in 3Q21 and 29.0% in 2Q22). This was mainly due to BOM pressure for domestic OEMs as some depth cameras were being replaced with Al algorithm. Counterpoint has pointed out that Samsung will "remove the depth camera from its Galaxy A series next year as mid-end chipsets can use Al algorithm to produce bokeh effects." Following the trend, we estimate the average CIS content will decline 4.1% YoY in 2022 and 2.1% in 2023.

Figure 14: Average CIS content declined to 3.9 in Figure 15: Quad cameras (rear)' share shrink in 2022 1H22 from 4.1 in 2021



Source: Counterpoint, CMBIGM

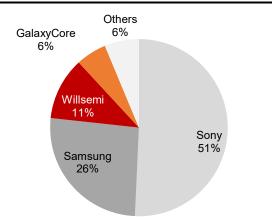


Source: Counterpoint, CMBIGM



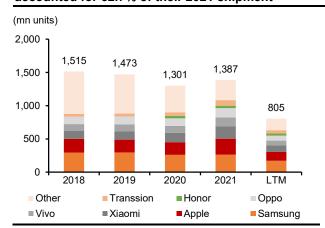
Sony, Samsung and Willsemi are the top 3 players in mobile CIS market, accounting for 88% share in 2021. In 2022, we expect **Sony will gain the most share**, driven by stronger demand for iPhone. Willsemi is likely to lose 2.6% share due to declining OVM's share in smartphone market. GalaxyCore's share will slightly drop by 0.05% based on our estimate, better than Willsemi thanks to a broader client base including Samsung.

~88% market share (2021)



Source: Company filings, Yole, Counterpoint, Strategy analytics, Bloomberg and CMBIGM estimates

Figure 18: Global smartphone shipment accounted Figure 19: Key smartphone OEMs' share change: accounted for 52.7% of their 2021 shipment



Source: Counterpoint, CMBIGM estimates

Figure 16: Top 3 (Sony/Samsung/Willsemi) took Figure 17: Share gain/loss for mobile CIS suppliers in 2020-2021

Market share change%	2020	2021
Sony	-3.30%	3.30%
Samsung	1.30%	-3.00%
Willsemi	4.33%	0.34%
GalaxyCore	2.14%	0.37%
Others	-4.48%	-1.01%

Source: Company filings, Yole, Counterpoint, Strategy analytics, Bloomberg and CMBIGM estimates

for 58.0% of 2021 shipment in 8M22, while OVM only Samsung and Honor gained share in 8M22 and Apple is expected to gain share in 2H22

Market share change%	2019	2020	2021	8M22
Samsung	0.75%	-0.14%	-1.05%	2.49%
Apple	-0.52%	1.62%	2.60%	-0.78%
Xiaomi	0.09%	2.45%	2.82%	-1.14%
Vivo	0.84%	0.83%	1.40%	-0.72%
Орро	0.55%	0.56%	1.48%	-1.18%
Honor		2.97%	-0.38%	1.86%
Transsion	0.40%	0.94%	2.16%	-0.14%
Other	-2.11%	-9.24%	-9.02%	-0.38%

Source: Company filings, Yole, Counterpoint, Strategy analytics, Bloomberg and CMBIGM estimates



#### **Auto CIS**

According to IHS's Sep forecast, global light vehicle production will increase 5.7% YoY and 5.3% YoY in 2022 and 2023. Although supply chain is improving, challenges still remain given high uncertainties in economy and geopolitical issues.

Figure 20: Auto CIS market is expected to grow 24% YoY in 2022

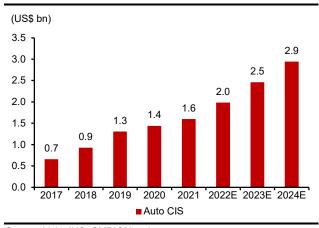
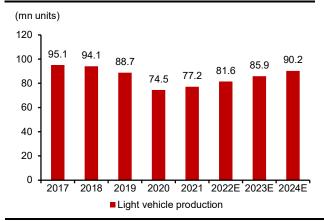


Figure 21: Global light vehicle production to grow 5.1% YoY

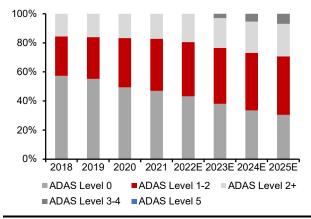


Source: Yole, IHS, CMBIGM estimates

Source: IHS, Yole, CMBIGM estimates

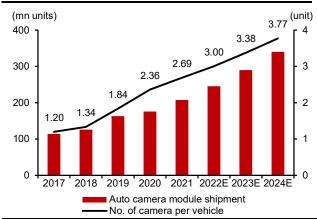
We expect global auto CIS market to grow 24% YoY in 2022. This is driven by increasing number of cameras per car as: 1) the transition from ordinary vehicles to electrified intelligent vehicles will require installation of a large number of cameras; 2) Advanced Driver Assistance Systems ("ADAS") toward Autonomous Driving ("AD") demand. Currently, there are ~2.7 cameras per vehicle and we estimate the number will be 4.2 in 2025. Prototypes presented nowadays are already installed with 10+ cameras.

Figure 22: ADAD penetration rate is expected to accelerate



Source: Yole, IHS, CMBIGM estimates

Figure 23: No. of camera per vehicle to grow 10.8% YoY in 2022



Source: Yole, IHS, CMBIGM estimates



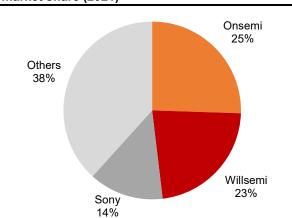
For auto CIS suppliers, Onsemi, Willsemi and Sony accounted for 62% of market share. We expect the market share will be more consolidated to the top 3 in the following years, due to stringent requirement and longer verification cycle.

On Semi faced supply chain bottleneck in 2021 and its share dropped by 8.5%. However, the Company's Automotive Sensing Division's revenue grew 75% YoY in 1H22, due to "the strategy to focus on a product mix that yields higher margins, and an increase in average selling prices driven by strong market demand".

Willsemi is also well-positioned. According to Digitimes, "since the company's first car-use CIS hit the market in 2005, OmniVision (Willsemi) has sold over 800mn automotive CIS chips, ranking as the world's No.2 supplier of such chips". Willsemi's current auto CIS clients include Mercedes-Benz, BMW, Volkswagen, Toyota, Tesla and China's Changan Auto, Great Wall Motor, BYD Auto, and Geely Automobile. Willsemi's auto CIS sales reached RMB2.3bn in 2021 (85% YoY growth) and RMB1.6bn in 1H22. We expect the segment revenue will grow at least 50% YoY in 2022.

We also hold a positive outlook for Sony, as the Company is catching up in auto CIS market. Given its technology strength, we believe the Company should enjoy share gain as well, especially beyond 2022.

Figure 24: Top 3 (On Semi/Willsemi/Sony) took ~62% Figure 25: Auto CIS market share will be more market share (2021) consolidated to the top 3



Source: Company data, Yole and CMBIGM estimates

**Market share** 2019 2020 2021 change% Onsemi -3.89% -2.37% -4.22% Willsemi -6.97% -1.96% 9.53% Sony -0.92% 1.41% 2.78% -8.09% Others 11.78% 2.93%

Source: Company data, Yole, IHS, Bloomberg and CMBIGM estimates



## **Security CIS**

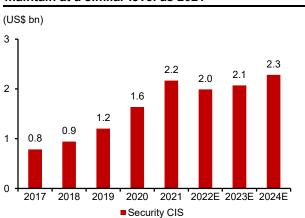
In the near term, the government and enterprise are likely to be more conservative in spending and security CIS market sales will continue to be weak in 2H22. However, we remain a long-term positive outlook for domestic security CIS market and we believe Chinese ecosystem including upstream CIS players and downstream camera suppliers will drive market growth.

For downstream security camera suppliers, Hikvision and Dahua were leading in the securities market, representing a combined market share of 56%. From 2018 to 2021, security camera market grew from US\$19.9bn to US\$32.3bn at 18% CAGR, while Hikvision and Dahua's shares remain stable.

However, we remain our positive long-term outlook for this market as security camera continues to upgrade (i.e., resolution and integrated new features, such as autonomous checkout and anti-lifting). Currently, 2MP/5MP accounted for 90% of market share. The security CIS market is expected to grow at 9.0% 2022-26E CAGR.

A few Chinese players are well-positioned to enjoy the growth. Willsemi (603501 CH) led the market with 22% market share in 2021, followed by Smartsens (688213 CH) and GalaxyCore (688728 CH). Among the players, we are particularly positive on Willsemi given its leading position and the ability to monetize both its CIS and ISP solution for cameras.

Figure 26: Security CIS market is expected to Figure 27: Share gain/loss for mobile CIS suppliers in maintain at a similar level as 2021



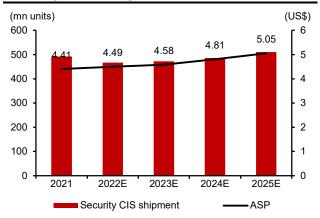
2020-2021

Market share change%	2020	2021
Willsemi	NA	5.87%
SmartSens	4.23%	2.37%
Sony	-12.61%	-9.05%
Others	NA	3.04%

Source: Company data, Yole, CMBIGM estimates

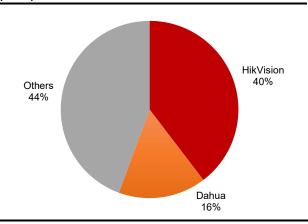
Source: Company filings, Yole and CMBIGM estimates

Figure 28: We expect security CIS ASP to increase, driven by camera upgrade



Source: Yole, CMBIGM estimates

Figure 29: Security camera suppliers' market share (2021)





## Willsemi (603501 CH)

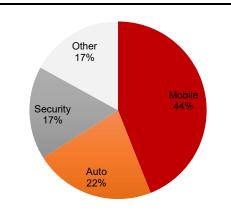
## Maintain BUY, with TP revised down to RMB120

We lowered our forecasts for Willsemi, as we see no sign of recovery in domestic smartphone OEMs' shipment in the near term. The lackluster handset shipment has resulted in long-than-expected inventory consumption for CIS suppliers. Although we are still optimistic about the Company's auto CIS sales, we expect the growth from auto segment may not offset the weakness in mobile CIS market.

In a longer horizon, **we maintain our BUY rating for Willsemi**, as we expect the Company will continue to ride the tailwind of auto CIS market growth and enjoy share gain. Willsemi is also well-positioned in AR/VR industry, which is expected to gain momentum in 2023/24E.

Figure 30: Willsemi's CIS sales breakdown by market Figure 31: CMBI estimates: Share gain/loss for (1H22)

Willsemi by markets



Market share change%	2020	2021	2022E	2023E
Mobile	4.33%	0.34%	-3.16%	0.19%
Auto	-1.96%	9.53%	5.50%	3.50%
Security	NA	5.87%	-1.30%	1.28%

Source: Company filings and CMBIGM estimates

Source: Company filings, Yole, Counterpoint, Strategy analytics, Bloomberg and CMBIGM estimates

However, given the near-term weakness in mobile market, we revised down our TP to RMB120, based on the same 32x FY23E P/E. We believe the valuation is justified, given depressed market sentiment and weakened consumer confidence.

Potential downside risks include: 1) worse-than-expected global economy that curbs consumer spending and 2) slower-than-expected destocking of mobile CIS products.



						A Wholly Owned Subsid	liary Of China Merchants
Figure 32: Financials (RMBmn)	FY20A	FY21A	1H22A	2H22E	FY22E	FY23E	FY24I
Revenue							
Mobile CIS	10,288	9,758	3,211	3,411	6,622	6,766	7,51
YoY%	62%	-5%			-32%	2%	119
Security CIS	1,764	3,060	1,241	1,510	2,750	3,037	3,74
YoY%		74%			-10%	10%	239
Auto CIS	1,243	2,300	1,606	2,083	3,688	5,146	6,54
YoY%		85%			60%	40%	27%
Other	1,402	1,146	1,241	951	2,192	3,113	4,72
YoY%		7%			14%	17%	219
Total CIS	14,697	16,264	7,298	7,955	15,253	18,061	22,53
YoY%	50%	11%			-6%	18%	25%
Display driver	744	1,963	1,188	605	1,793	1,917	2,19
YoY%	na	164%	94%		-9%	7%	149
Other	1,827	2,153	620	658	1,278	1,517	1,80
YoY%	16%	18%			-41%	19%	19%
Total IC design	17,267	20,380	9,106	9,978	19,084	22,397	27,662
YoY%	52%	18%	-14%		-6%	17%	24%
Semi distribution	2,485	3,660	1,925	1,878	3,803	3,946	4,20
YoY%	11%	47%	4%		4%	4%	79
Other	71	64	41	23	64	64	6-
YoY%	89%	-10%			0%	0%	0%
Total Revenue	19,824	24,104	11,072	11,879	22,951	26,407	31,93
YoY%	45%	22%			-5%	15%	219
Gross profit							
CIS	4,610	5,471			5,528	6,788	8,64
GPM%	31%	34%			36%	38%	389
Display driver	179	1,195			986	958	1,05
GPM%	24%	61%			55%	50%	48%
Other	693	1,058			611	737	878

Source: Bloomberg, CMBIGM estimates

Total

...GPM%

5,930

30%

8,314

34%

7,746

34%

9,117

35%

11,245

35%



Figure 33: Earnings revision

		New			Old		Diff (%)			
US\$ mn	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E	
Revenue	22,951	26,407	31,934	24,548	30,957	38,004	-7%	-15%	-16%	
Gross Profit	7,746	9,117	11,245	8,195	10,728	13,404	-5%	-15%	-16%	
Operating Profit	4,616	4,924	6,278	4,709	6,316	8,026	-2%	-22%	-22%	
Net profit	4,220	4,502	5,739	4,316	5,547	7,212	-2%	-19%	-20%	
EPS (US\$ cents)	3.541	3.767	4.797	3.871	4.955	6.596	-9%	-24%	-27%	
Gross Margin	33.8%	34.5%	35.2%	33.4%	34.7%	35.3%	0.4 ppt	-0.1 ppt	-0.1 ppt	
Operating Margin	20.1%	18.6%	19.7%	19.2%	20.4%	21.1%	0.9 ppt	-1.8 ppt	-1.5 ppt	
Net Margin	18.4%	17.0%	18.0%	17.6%	17.9%	19.0%	0.8 ppt	-0.9 ppt	-1 ppt	

Source: Company data, CMBIGM estimates

Figure 34: CMBIGM estimates vs consensus

		CMBIGM		(	Consensus			Diff (%)	
US\$ mn	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E
Revenue	22,951	26,407	31,934	28,269	33,428	38,566	-19%	-21%	-17%
Gross Profit	7,746	9,117	11,245	9,865	11,821	13,677	-21%	-23%	-18%
Operating Profit	4,616	4,924	6,278	5,543	6,816	7,947	-17%	-28%	-21%
Net profit	4,220	4,502	5,739	5,040	6,198	7,225	-16%	-27%	-21%
EPS (US\$ cents)	3.541	3.767	4.797	3.835	4.771	5.600	-8%	-21%	-14%
Gross Margin	33.8%	34.5%	35.2%	34.9%	35.4%	35.5%	-1.1 ppt	-0.8 ppt	-0.3 ppt
Operating Margin	20.1%	18.6%	19.7%	19.6%	20.4%	20.6%	0.5 ppt	-1.7 ppt	-0.9 ppt
Net Margin	18.4%	17.0%	18.0%	17.8%	18.5%	18.7%	0.6 ppt	-1.5 ppt	-0.8 ppt

Source: Company data, CMBIGM estimates

Figure 35: 12M forward P/E chart

70 65 60 45 40 35 30 25 20 10-20 01-21 04-21 07-21 10-21 01-22 04-22 07-22 1-yr Forward P/E — Mean — — Mean+1SD — Mean-1SD

Source: Company data, CMBIGM estimates

Figure 36: 12M forward P/E band





## Galaxycore (688728 CH)

## Maintain BUY, with TP revised down to RMB20

We lowered our forecasts for GalaxyCore, as we see no sign of recovery in domestic smartphone OEMs' shipment in the near term. This has resulted in long-than-expected inventory consumption for CIS suppliers.

We maintain our BUY rating for **GalaxyCore**. We expect the Company will enjoy share gain in mobile CIS market in 2023/24E as their own production line has entered mass production in Sep 2022. Being the CIS leader in mid- to low-end mobile CIS market, GalaxyCore's product mix will improve while avg. ASP will rise.

However, given the near-term weakness in mobile market, we revised down our TP to RMB20, based on the same 40x FY23E P/E. We believe the valuation is justified, given depressed market sentiment and weakened consumer confidence.

Potential downside risks include: 1) worse-than-expected global economy that curbs consumer spending and 2) slower-than-expected destocking of mobile CIS products.

Figure 37: Financials

(DMD)	EVACA	EV00A	EVOLA	EVOCE	EVONE	EVOAE
(RMBmn)	FY19A	FY20A	FY21A	FY22E	FY23E	FY24E
Revenue						
CIS	3,194	5,864	5,937	5,826	6,636	7,775
YoY%	-	84%	1%	-2%	14%	17%
Display driver	486	591	1,062	955	836	806
YoY%	-	22%	80%	-10%	-12%	-4%
Other	10	0	0	0	0	0
YoY%	-	-96%	nm	na	na	na
Total Revenue	3,690	6,456	6,998	6,781	7,472	8,581
YoY%	-	75%	8%	-3%	10%	15%
Gross Margin						
CIS	27.5%	28.5%	29.7%	27.9%	28.9%	29.5%
Display driver	15.2%	27.8%	56.1%	50.0%	47.0%	45.0%
Total	26.0%	28.4%	33.7%	31.0%	31.0%	30.9%

Source: Bloomberg and CMBIGM estimates.



Figure 38: Earnings revision

		New			Old		Diff (%)			
US\$ mn	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E	
Revenue	6,781	7,472	8,581	9,512	12,699	na	-29%	-41%	na	
Gross Profit	2,101	2,314	2,656	3,216	4,243	na	-35%	-45%	na	
Operating Profit	1,134	1,364	1,367	2,018	2,603	na	-44%	-48%	na	
Net profit	1,021	1,228	1,231	1,817	2,344	na	-44%	-48%	na	
EPS (RMB)	0.413	0.496	0.498	0.726	0.936	na	-43%	-47%	na	
Gross Margin	31.0%	31.0%	30.9%	32.1%	30.1%	na	-1.1 ppt	0.9 ppt	na	
Operating Margin	16.7%	18.3%	15.9%	18.9%	16.8%	na	-2.1 ppt	1.4 ppt	na	
Net Margin	15.1%	16.4%	14.3%	16.9%	15.0%	na	-1.8 ppt	1.4 ppt	na	

Source: Company data, CMBIGM estimates

Figure 39: CMBIGM estimates vs consensus

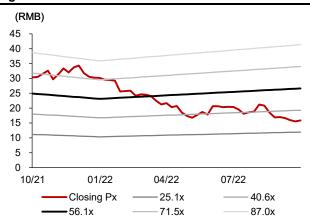
CMBIGM				(	Consensus		Diff (%)			
US\$ mn	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E	
Revenue	6,781	7,472	8,581	6,842	8,455	11,096	-1%	-12%	-23%	
Gross Profit	2,101	2,314	2,656	2,087	2,409	3,363	1%	-4%	-21%	
Operating Profit	1,134	1,364	1,367	1,262	1,514	1,982	-10%	-10%	-31%	
Net profit	1,021	1,228	1,231	1,040	1,272	1,642	-2%	-4%	-25%	
EPS (RMB)	0.413	0.496	0.498	0.420	0.498	0.597	-2%	0%	-17%	
Gross Margin	31.0%	31.0%	30.9%	30.5%	28.5%	30.3%	0.5 ppt	2.5 ppt	0.6 ppt	
Operating Margin	16.7%	18.3%	15.9%	18.4%	17.9%	17.9%	-1.7 ppt	0.3 ppt	-1.9 ppt	
Net Margin	15.1%	16.4%	14.3%	15.2%	15.0%	14.8%	-0.1 ppt	1.4 ppt	-0.5 ppt	

Source: Company data, CMBIGM estimates

Figure 40: 12M forward P/E chart

Source: Company data, CMBIGM estimates

Figure 41: 12M forward P/E band





# Financial Summary – Willsemi (603501 CH)

Income statement						Cash flow summary					
YE 31 Dec (RMB mn)	FY20A	FY21A	FY22E	FY23E	FY24E	YE 31 Dec (RMB mn)	FY20A	FY21A	FY22E	FY23E	FY24E
Revenue	19,824	24,104	22,951	26,407	31,934	Pretax profit	2,683	4,546	4,226	4,508	5,747
COGS	-13,894	-15,790	-15,204	-17,290	-20,689	D&A	765	879	855	967	1,162
Gross Profit	5,930	8,314	7,746	9,117	11,245	Change in working capital	-221	-3,328	-1,657	-1,006	-1,293
						Others	117	96	-15	712	732
SG&A	-1,147	-1,201	-1,250	-1,377	-1,665	Net cash from operating	3,345	2,192	3,408	5,182	6,348
R&D exp.	-1,727	-2,110	-2,009	-2,312	-2,796						
Financing exp.	-275	-356	-463	-429	-449	Capex	-1,133	-1,122	-1,406	-1,563	-1,839
Other opex	176	352	593	-75	-57	Purchase/sale of investments	-373	-1,969	-3,076	-877	-1,080
Operating profit	2,956	5,000	4,616	4,924	6,278	Purchase/sale of subs	-1,163	96	12	12	12
						Other	38	96	1,005	346	436
Non-operating income	44	5	3	4	4	Net cash from investing	-2,631	-2,899	-3,464	-2,082	-2,470
Non-operating exp.	-9	-3	-2	-3	-3						
Pre-tax profit	2,991	5,002	4,617	4,925	6,279	Change in shares	683	1,203	2,086	628	217
						Change in debt	1,567	3,066	2,524	-263	429
Income tax expenses	-308	-456	-391	-417	-532	Dividend/interests paid	-413	-569	-934	-959	-991
Net profit	2,683	4,546	4,226	4,508	5,747	Other	-3	-767	-284	-242	-275
Non-controlling interests	-23	70	6	6	8	Net cash from financing	1,835	2,932	3,391	-836	-621
Net profit to shareholders	2,706	4,476	4,220	4,502	5,739						
						Net change in cash	2,548	2,226	3,335	2,264	3,257
Adj. EBITDA	3,830	5,949	5,440	6,502	8,088	Cash, beginning	3,116	5,423	7,630	10,947	13,193
						Exchange difference	-241	-18	-18	-18	-18
						Cash, end	5,423	7,630	10,947	13,193	16,432
Balance sheet						Key ratios					
YE 31 Dec (RMB mn)	FY20A	FY21A	FY22E	FY23E	FY24E	YE 31 Dec (RMB mn)	FY20A	FY21A	FY22E	FY23E	FY24E
Current assets	13,913	20,296	24,908	28,861	32,974	· · ·					
Cash & equivalents	5,456	7,671	10,989	13,235	16,474	CMOS	14,697	16,264	15,253	18,061	22,533
Trade & other receivables	2,583	3,029	2,718	3,367	3,583	TDDI	744	1,963	1,793	1,917	2,194
Inventories	5,274	8,781	10,485	11,299	11,961	Others	4,383	5,877	5,905	6,430	7,207
Other current assets	600	814	715	961	954		19,824	24,104	22,951	26,407	31,934
Other danient decote	000	011	7.10	001	001	CMOS %	74.1%	67.5%	66.5%	68.4%	70.6%
Non-current assets	8,735	11,784	15,258	16,731	18,309	omeo /u	7 1.170	07.070	00.070	00.170	7 0.070
PPE	1,871	1,863	2,040	2,308	2,622	Growth (%)					
Intangibles	1,509	1,604	1,547	1,476	1,410	Revenue	45.4%	21.6%	-4.8%	15.1%	20.9%
Goodwill	2,800	2,998	2,986	2,974	2,962	Adj. EBITDA	102.5%	55.4%	-8.6%	19.5%	24.4%
Other non-current assets	2,556	5,320	8,686	9,973	11,315	Net profit	481.2%	65.4%	-5.7%	6.7%	27.5%
Total assets	22,648	32,080	40,166	45,592	51,282		1011270	00.170	<b>0</b> / 0	070	2.1070
Total accord	,0.10	02,000	-10,100	10,002	01,202	Profit & loss ratio (%)					
Current liabilities	6,845	8.700	11,798	11,850	11.182	Gross margin	29.9%	34.5%	33.8%	34.5%	35.2%
ST debt & LT debt to mature	3,041	3,745	7,247	6,453	•	EBITDA margin	19.3%	24.7%	23.7%	24.6%	25.3%
Trade & other payables	2,544	3,956	3,964	4,377		Net profit margin	13.7%	18.6%	18.4%	17.0%	18.0%
Other current liabilities	1,260	999	587	1,020	964	rtot pront margin	10.770	10.070	10.170	11.070	10.070
Other danient habilities	1,200	000	001	1,020	001	Balance sheet ratio					
Non-current liabilities	4,278	7,076	6,376	7,171	8.181	Net debt/total equity (%)	6.7%	10.9%	4.4%	net	net
LT debt	3,182	3,448	2,720	3,251	4,044	Debt/EBITDA	1.6	1.6	2.2	1.8	1.5
Bonds payables	0,102	2,250	2,000	2,000	2,000	Interest coverage	12.9	14.5	11.4	12.3	15.2
Other non-current liabilities	1,096	1,378	1,656	1,919	2,137	Cash conversion cycle (days)	123.1	152.5	209.2	212.0	197.0
Total liabilities	11,123	15,776	18,174	19,020	19,363	ousin servicioni syste (uuye)	120.1	102.0	203.2	212.0	137.0
Total habilities	, . 20	10,770	10,174	10,020	10,000	Profitability (%)					
Total equity	11,525	16,304	21,992	26,572	31,919	ROE	23.5%	27.5%	19.2%	16.9%	18.0%
Share capital	868	876	1,192	1,195	1,196		11.9%	14.0%	10.5%	9.9%	11.2%
Reserves	7,248	8,434	10,204	10,829	11,045		11.070	1 1.0 /0	10.070	0.070	/0
Treasury stock	-255.4	-741.7	-741.7	-741.7	-741.7						
Retained earnings	3,895	8,049	11,767	15,790		Per share data (RMB)	3.21	5.16	3.54	3.77	4.80
Other equities	-516.2	-418.8	-541.4	-618.9	-716.3	•	13.33	18.67	18.36	22.14	26.57
Minority interests	286	106	112	119		BVPS	14,697	16,264	15,253	18,061	22,533
Total liabilities and equity	22,648	32,080	40,166	45,592	51,282	DV1 0	17,037	10,204	10,200	10,001	22,000
. J.a. naominos una equity	22,040	J2,000	<del>7</del> 0,100	70,002	51,202						



# Financial Summary – GalaxyCore (688728 CH)

Income statement						Cash flow summary					
YE 31 Dec (RMB mn)	FY20A	FY21E	FY22E	FY23E	FY24F	YE 31 Dec (RMB mn)	FY20A	FY21E	FY22E	FY23E	FY24F
Revenue	6,456	7,001	6,781	7,472	8,581	Pretax profit	773	1,258	1,021	1,228	1,231
COGS	-4,623	-4,641	-4,680	-5,158	-5,925	D&A	39	82	116	155	203
Gross Profit	1,833	2,360	2,101	2,314	2,656	Change in working capital	-1,295	-1,111	307	-1,118	124
0.000	1,000	_,000	_,	_,0	_,000	Others	177	210	327	182	398
SG&A	-222	-256	-226	-239	-275	Net cash from operating	-306	439	1,771	446	1,956
R&D exp.	-595	-520	-509	-538	-618	rect cash from operating	-000	400	.,,,,	440	1,500
Financing exp.	-103	-137	-91	-231	-275	Capex	-405	-3,816	-4,792	-3,483	-2,720
Other opex	-28	-19	-141	58	-121	Purchase/sale of investments	-8	-81	-95	-29	-50
Operating profit	885	1,428	1,134	1,364	1,367		0	0	-93	-29	-50
Operating profit	005	1,420	1,134	1,304	1,307	Other	29	0	-622	42	45
Non-operating income	0	0	0	0	0	Net cash from investing	-384	-3,898	-5,509	-3,470	-2,72 <b>6</b>
	-13	-5	0	0	0	Net cash from investing	-304	-5,030	-5,509	-3,470	-2,720
Non-operating exp.	872					Change in charge	0	0	0	0	0
Pre-tax profit	0/2	1,424	1,135	1,364	1,368	Change in shares					
Income tou comence	00	100	110	100	107	Change in debt	983	2,299	3,162	1,964	1,348
Income tax expenses	-99	-166	-113	-136	-137	Dividend/interests paid	-83	-123	-197	-252	-291
Net profit	773	1,258	1,021	1,228	1,231	Other	866	3,496	49	-0	-0
Non-controlling interests	0	0	0	0	0	Net cash from financing	1,765	5,672	3,015	1,712	1,058
Net profit to shareholders	773	1,258	1,021	1,228	1,231						
						Net change in cash	1,076	2,214	-724	-1,313	288
Adj. EBITDA	1,068	1,703	1,355	1,525	1,749	Cash, beginning	329	1,374	3,586	2,861	1,547
						Exchange difference	-31	-1	-1	-1	-1
						Cash, end	1,374	3,586	2,861	1,547	1,833
Balance sheet						Key ratios					
YE 31 Dec (RMB mn)	FY20A	FY21E	FY22E	FY23E	FY24E	YE 31 Dec (RMB mn)	FY20A	FY21E	FY22E	FY23E	FY24E
Current assets	4,815	8,919	9,515	8,351	8,681	Revenue by segment					
Cash & equivalents	1,470	4,511	4,433	3,119	3,405	CMOS	5,864	5,937	5,826	6,636	7,775
Trade & other receivables	1,026	564	483	570	569	TDDI	591	1,062	955	836	806
Inventories	2,077	3,484	3,971	4,052	3,959	Others	0	2	0	0	0
Other current assets	242	360	628	610	747	Total	6,456	7,001	6,781	7,472	8,581
						CMOS %	91%	85%	86%	89%	91%
Non-current assets	902	4,385	8,240	12,904	15,262						
PPE	248	269	303	461	626	Growth (%)					
Intangibles	201	248	269	290	316	Revenue	74.9%	8.4%	-3.1%	10.2%	14.8%
Goodwill	0	0	0	0	0	Adj. EBITDA	128.6%	59.4%	-20.4%	12.5%	14.7%
Other non-current assets	452	3,869	7,669	12,152	14,320	Net profit	115.2%	62.8%	-18.9%	20.2%	0.3%
Total assets	5,716	13,304	17,754	21,254	23,943	·					
	,	•	•	•	,	Profit & loss ratio (%)					
Current liabilities	2,785	4,983	8,320	10,468	11,915	Gross margin	28.4%	33.7%	31.0%	31.0%	30.9%
ST debt & LT debt to	1,568	3,670	6,777	8,766		EBITDA margin	16.5%	24.3%	20.0%		20.4%
Trade & other payables	1,030	948	1,360	1,325		Net profit margin	12.0%	18.0%	15.1%		14.3%
Other current liabilities	188	365	182	377	334	1 3					
	.55		.02	J. 1		Balance sheet ratio					
Non-current liabilities	212	771	865	991	1.002	Net debt/total equity (%)	11.0%	net	32.1%	61.5%	64.3%
LT debt	201	352	407	381	350	,	1.2	1.7	5.3	6.0	6.0
Bonds payables	0	0	0	0	0	Interest coverage	20.1	16.6	6.9	6.0	6.0
Other non-current liabilities	11	419	459	609	652	Cash conversion cycle (days)	43.6	156.5	203.5	177.0	156.0
Total liabilities	2,997	5,754	9,185	11,459	12,917	(adjo)	-+0.0	100.0	200.0	177.0	100.0
i otai nabindes	2,331	J, 1 J4	3,103	11,403	12,317	Profitability (%)					
Total equity	2,719	7,550	8,570	9,796	11,026	• • •	28.4%	16.7%	11.9%	12.5%	11.2%
Share capital	2,719	7,550	0,570	9,790	0		13.5%	9.5%	5.8%	5.8%	5.1%
Reserves			5,259		5,259	NOA	13.570	9.070	J.0 /0	J.0 /0	J. 1 /0
	1,712	5,259		5,259		Por charo data (DMP)					
Retained earnings	1,041	2,299	3,320	4,548		Per share data (RMB)	0.27	0.54	0.44	0.50	0.50
Other equities	-33	-8	-10	-11		EPS BVDS	0.37	0.54	0.41	0.50	
Minority interests  Total liabilities and equity	0	0	0	0	0	BVPS	1.30	3.24	3.46	3.96	4.46
rotal habilities and equity	5,716	13,304	17,754	21,254	23,943						



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