

Sunny Optical (2382 HK)

Shipment weakness likely to persist into 1Q23E; Maintain HOLD

Sunny Optical reported Dec HLS/HCM shipment with 40%/29% YoY decline (vs -26%/-23% in Nov), below our expectations mainly due to Android inventory destocking and order correction after a soft holiday season. In addition, VLS shipment decelerated to 1% YoY in Dec (vs 47% YoY in Nov). Our below-consensus EPS (10%/8% below in FY22/23E) mainly reflected our concerns on continued shipment/margin pressure into 1H23E. Despite potential upside in iPhone HLS, AR/VR and auto modules in 2023E, we expect high sales exposure to Android clients (75%+ of sales) will remain an overhang in near term. We trimmed FY22-24E EPS by 3-7% to reflect slower demand recovery. For 2H22E, we estimate rev/NP to decline 14%/44% YoY. Trading at 34.2x/24.1x FY22/23E P/E, we think the stock is fairly valued. Maintain HOLD and lowered SOTP-based TP to HK\$96.3.

- **Worse-than-expected HLS/HCM shipment in Dec; Expect near-term order correction after soft holiday season.** Sunny posted Dec HLS/HCM shipment of 72.4mn/36.9mn, -40%/-29% YoY (vs -26%/-23% in Jul). FY22 HLS/HCM shipment reached 1,193mn/517mn, -17%/-23% YoY (vs full-year guidance -15/-20% YoY). Overall, we believe Android ongoing destocking and Apple's potential order cut will remain an overhang in the near term. While Sunny's iPhone HLS business is growing, its sales contribution (6% of full-year shipment) will not become major growth driver at this stage.
- **Auto lens momentum faded in Dec; Positive on auto cam module and AR/VR.** VLS shipment in Dec was 4.9mn unit (+1.4% YoY/-34% MoM), below market expectations, while FY22 shipment came in at 78.9mn, +16% YoY, in-line with guidance of 10-15% YoY, as auto demand is gradually recovering in 2H22. Looking ahead, we are positive on auto lens ASP upside on spec upgrade in 2H23E, and mgmt. guided for RMB10bn revenue for auto camera module on LiDAR/AU-HUD order wins. For AR/VR, mgmt. guided 50% YoY revenue growth for VR/AR segment in 2022.
- **Our FY22-24E EPS are 8-14% below consensus; Maintain HOLD.** While we maintain our positive view on Sunny's industry leadership and product roadmap, we believe inventory destocking and high exposure to handset segment (79% of sales, vs 8% for auto-related) will remain the overhang for the stock. We cut FY22-24E EPS by 3-7% to reflect slower demand recovery. We think the stock is fairly valued at 34.2x/24.1x FY22/23E P/E. Maintain HOLD with new SOTP-based TP of HK\$96.3 (23.0x FY23E P/E).

Earnings Summary

| (YE 31 Dec) | FY20A | FY21A | FY22E | FY23E | FY24E |
|----------------------|---------|---------|---------|---------|---------|
| Revenue (RMB mn) | 38,002 | 37,497 | 32,136 | 36,324 | 41,303 |
| YoY growth (%) | 0.4 | (1.3) | (14.3) | 13.0 | 13.7 |
| Net profit (RMB mn) | 4,950.3 | 5,061.1 | 2,704.5 | 3,833.9 | 4,641.7 |
| YoY growth (%) | 23.2 | 2.2 | (46.6) | 41.8 | 21.1 |
| EPS (Reported) (RMB) | 4.47 | 4.57 | 2.43 | 3.45 | 4.17 |
| Consensus EPS (RMB) | 0.00 | 4.57 | 2.71 | 3.76 | 4.86 |
| P/E (x) | 25.5 | 38.3 | 34.2 | 24.1 | 19.9 |
| P/B (x) | 7.4 | 9.2 | 3.9 | 3.5 | 3.0 |
| Yield (%) | 0.6 | 0.5 | 0.6 | 0.8 | 1.0 |
| ROE (%) | 33.5 | 26.8 | 12.3 | 15.6 | 16.5 |
| Net gearing (%) | (4.6) | (16.1) | (21.2) | (21.5) | (30.6) |

Source: Company data, Bloomberg, CMBIGM estimates

HOLD (Maintain)

Target Price HK\$96.30
 (Previous TP HK\$102.30)
Up/Downside +0.7%
Current Price HK\$95.65

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Stock Data

| | |
|--------------------------|--------------|
| Mkt Cap (HK\$ mn) | 104,928.1 |
| Avg 3 mths t/o (HK\$ mn) | 86.5 |
| 52w High/Low (HK\$) | 225.40/67.55 |
| 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

| | Absolute | Relative |
|-------|----------|----------|
| 1-mth | -10.7% | -16.7% |
| 3-mth | 29.3% | 4.3% |
| 6-mth | -17.8% | -16.2% |

Source: FactSet

12-mth Price Performance



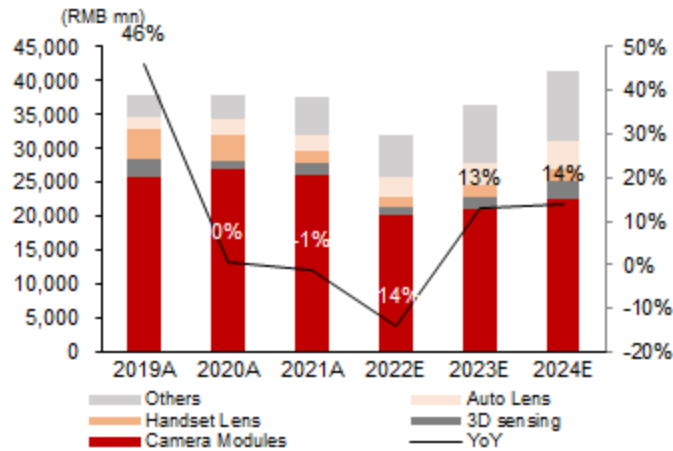
Source: FactSet

Related Reports:

- 1) [Soft HLS/HCM in Aug; Still awaiting turning point – 13 Sep 2022](#)
- 2) [Shipment guidance lowered as expected; Awaiting market recovery – 17 Aug 2022](#)

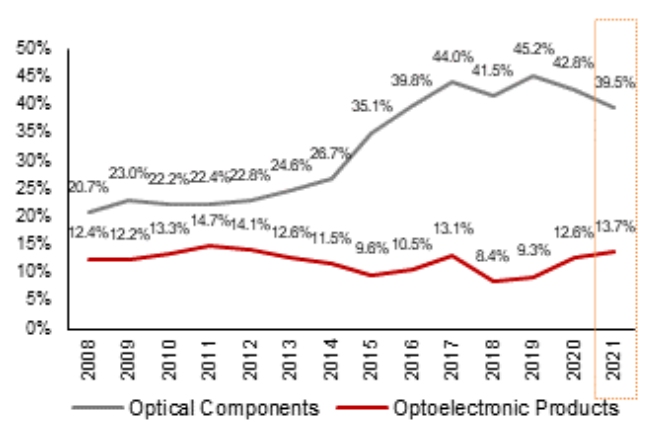
Focus Charts

Figure 1: Sunny Optical revenue trend



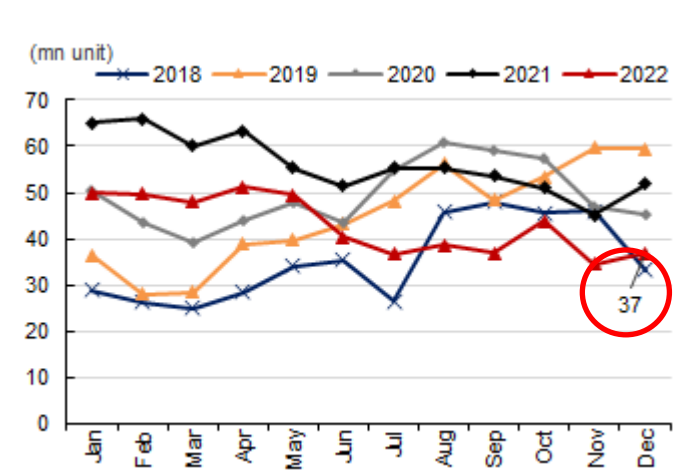
Source: Company data, CMBIGM estimates

Figure 2: Sunny Optical GPM trend



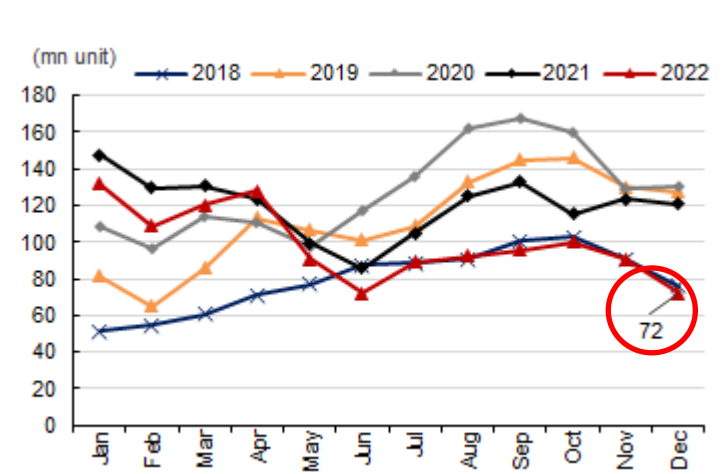
Source: Company data, CMBIGM estimates

Figure 3: Sunny HCM shipment trend



Source: Company data, CMBIGM estimates

Figure 4: Sunny HLS shipment trend



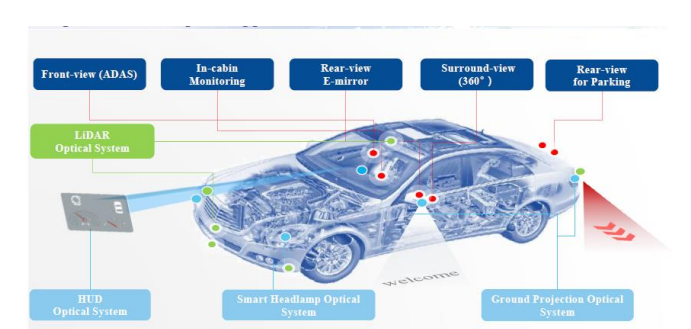
Source: Company data, CMBIGM estimates

Figure 5: Sunny next-gen handset camera products



Source: Company data, CMBIGM estimates

Figure 6: Sunny opportunities in vehicle cameras



Source: Counterpoint, CMBIGM estimates

Earnings Revision

Figure 7: CMBIGM earnings revisions

| RMB mn | New | | | Old | | | Change (%) | | |
|------------------|--------|--------|--------|--------|--------|--------|------------|---------|---------|
| | FY22E | FY23E | FY24E | FY22E | FY23E | FY24E | FY22E | FY23E | FY24E |
| Revenue | 32,136 | 36,324 | 41,303 | 34,253 | 39,141 | 44,853 | -6% | -7% | -8% |
| Gross profit | 6,497 | 7,679 | 9,003 | 6,777 | 8,191 | 9,622 | -4% | -6% | -6% |
| Operating profit | 3,377 | 4,591 | 5,533 | 3,463 | 4,903 | 5,855 | -2% | -6% | -5% |
| Net profit | 2,656 | 3,765 | 4,558 | 2,731 | 4,035 | 4,836 | -3% | -7% | -6% |
| EPS (RMB) | 2.43 | 3.45 | 4.17 | 2.50 | 3.69 | 4.43 | -3% | -7% | -6% |
| Gross margin | 20.2% | 21.1% | 21.8% | 19.8% | 20.9% | 21.5% | 0.4 ppt | 0.2 ppt | 0.3 ppt |
| Operating margin | 10.5% | 12.6% | 13.4% | 10.1% | 12.5% | 13.1% | 0.4 ppt | 0.1 ppt | 0.3 ppt |
| Net margin | 8.3% | 10.4% | 11.0% | 8.0% | 10.3% | 10.8% | 0.3 ppt | 0.1 ppt | 0.3 ppt |

Source: Company data, CMBIGM estimates

Figure 8: CMBIGM estimates vs consensus

| RMB mn | CMBIGM | | | Consensus | | | Diff (%) | | |
|------------------|--------|--------|--------|-----------|--------|--------|----------|----------|----------|
| | FY22E | FY23E | FY24E | FY22E | FY23E | FY24E | FY22E | FY23E | FY24E |
| Revenue | 32,136 | 36,324 | 41,303 | 33,063 | 37,847 | 43,861 | -3% | -4% | -6% |
| Gross profit | 6,497 | 7,679 | 9,003 | 6,817 | 8,275 | 10,142 | -5% | -7% | -11% |
| Operating profit | 3,377 | 4,591 | 5,533 | 3,161 | 4,336 | 5,434 | 7% | 6% | 2% |
| Net profit | 2,656 | 3,765 | 4,558 | 3,022 | 4,178 | 5,239 | -12% | -10% | -13% |
| EPS (RMB) | 2.43 | 3.45 | 4.17 | 2.71 | 3.76 | 4.86 | -10% | -8% | -14% |
| Gross margin | 20.2% | 21.1% | 21.8% | 20.6% | 21.9% | 23.1% | -0.4 ppt | -0.7 ppt | -1.3 ppt |
| Operating margin | 10.5% | 12.6% | 13.4% | 9.6% | 11.5% | 12.4% | 0.9 ppt | 1.2 ppt | 1 ppt |
| Net margin | 8.3% | 10.4% | 11.0% | 9.1% | 11.0% | 11.9% | -0.9 ppt | -0.7 ppt | -0.9 ppt |

Source: Bloomberg, CMBIGM estimates

Figure 9: P&L forecast

| RMB mn | FY20 | FY21 | 1H22 | 2H22E | FY22E | FY23E | FY24E |
|-------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Revenue | 38,002 | 37,497 | 16,972 | 15,164 | 32,136 | 36,324 | 41,303 |
| ...YoY | 0.4% | -1.3% | -14.4% | -14.1% | -14.3% | 13.0% | 13.7% |
| Cost of sales | (29,304) | (28,761) | (13,449) | (12,190) | (25,639) | (28,646) | (32,300) |
| Gross profit | 8,698 | 8,736 | 3,522 | 2,974 | 6,497 | 7,679 | 9,003 |
| GPM (%) | 22.9% | 23.3% | 20.8% | 19.6% | 20.2% | 21.1% | 21.8% |
| ...YoY | 12.2% | 0.4% | -28.8% | -21.5% | -25.6% | 18.2% | 17.2% |
| SG&A | (1,032) | (1,032) | (601) | (500) | (1,102) | (1,053) | (1,156) |
| ...% of rev | -2.7% | -2.8% | -3.5% | -3.3% | -3.4% | -2.9% | -2.8% |
| R&D | (2,499) | (2,642) | (1,468) | (1,289) | (2,757) | (2,652) | (3,015) |
| ...% of rev | -6.6% | -7.0% | -8.7% | -8.5% | -8.6% | -7.3% | -7.3% |
| Other gain & loss | 698 | 252 | 698 | 252 | 537 | 394 | - |
| Operating profit | 5,877 | 5,851 | 1,798 | 1,579 | 3,377 | 4,591 | 5,533 |
| OPM (%) | 15.5% | 15.6% | 10.6% | 10.4% | 10.5% | 12.6% | 13.4% |
| ...YoY | 22.3% | -0.4% | -46.3% | -37.0% | -42.3% | 36.0% | 20.5% |
| Net profit | 4,882 | 4,993 | 1,358 | 1,298 | 2,656 | 3,765 | 4,558 |
| NPM (%) | 12.8% | 13.3% | 8.0% | 8.6% | 8.3% | 10.4% | 11.0% |
| ...YoY | 22.3% | 2.3% | -49.5% | -43.7% | -46.8% | 41.8% | 21.1% |

Source: Company data, CMBIGM estimates

Figure 10: Major assumptions

| | FY20 | FY21 | FY22E | FY23E | FY24E |
|-----------------------------------|---------------|---------------|---------------|---------------|---------------|
| Shipment volume (mn unit) | | | | | |
| Optical Components | | | | | |
| Handset lens sets | 1,530 | 1,440 | 1,193 | 1,247 | 1,371 |
| ...YoY(%) | 14% | -6% | -17% | 5% | 10% |
| Vehicle lens sets | 56 | 68 | 79 | 93 | 111 |
| ...YoY(%) | 12% | 21% | 16% | 18% | 20% |
| Optoelectronic Products | | | | | |
| Handset camera modules | 593 | 674 | 517 | 554 | 609 |
| ...YoY(%) | 10% | 14% | -23% | 7% | 10% |
| Other optoelectronic (3D sensing) | 41 | 59 | 51 | 73 | 106 |
| ...YoY(%) | -18% | 45% | -14% | 45% | 45% |
| Optical Instruments | | | | | |
| Microscopic instruments | 195 | 258 | 320 | 352 | 387 |
| ...YoY(%) | -1% | 32% | 24% | 10% | 10% |
| Revenue (RMB mn) | | | | | |
| Optical Components | 9,181 | 8,776 | 9,455 | 11,599 | 13,582 |
| Optoelectronic Products | 28,494 | 28,334 | 22,324 | 24,386 | 27,347 |
| Optical instruments | 326 | 387 | 357 | 339 | 373 |
| Total Revenue | 38,002 | 37,497 | 32,136 | 36,324 | 41,303 |
| ...YoY(%) | 0.4% | -1.3% | -14.3% | 13.0% | 13.7% |
| Gross Margin | | | | | |
| Optical Components | 42.8% | 39.5% | 34.7% | 35.0% | 35.0% |
| Optoelectronic products | 12.6% | 13.7% | 10.4% | 11.2% | 11.9% |
| Optical instruments | 39.2% | 45.1% | 45.2% | 45.5% | 45.5% |

Source: Company data, CMBIGM estimates

Valuation

Maintain HOLD with new TP of HK\$96.3

We maintain HOLD with new TP of HK\$96.3. We derived our 12-month TP from SOTP valuation methodology and our TP is based on weighted-average target P/E multiple of 23.2x 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 15x P/E to its CCM business to reflect its China 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 11: Sunny Optical – SOTP valuation

| Business segment | % of FY23E Profit | FY23E EPS (RMB) | Target P/E |
|---------------------------------|-------------------|-----------------|--------------|
| Camera modules | 35.6% | 1.23 | 15x |
| Handset lenses | 44.8% | 1.54 | 25x |
| Vehicle lenses | 17.7% | 0.61 | 35x |
| Others | 1.9% | 0.06 | 25x |
| Total (RMB) /Implied P/E | | 3.45 | 23.2x |
| TP (HK\$) | | | 96.3 |

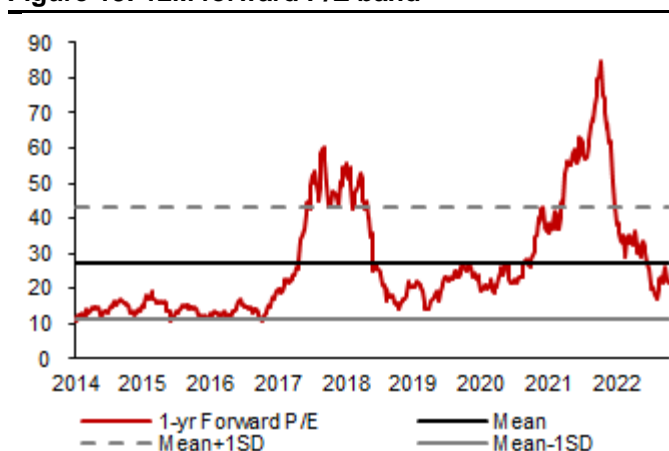
Sources: Company data, CMBIGM estimates

Figure 12: Peers' valuation

| Company | Ticker | Rating | Market Cap (US\$ mn) | Price (LC) | TP (LC) | Up/Down -side | P/E (x) FY22E | P/E (x) FY23E | P/B (x) FY22E | P/B (x) FY23E | ROE (%) FY22E | ROE (%) FY23E |
|----------------|-----------|--------|----------------------|------------|---------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Sunny Optical | 2382 HK | Hold | 13,435 | 95.65 | 96.3 | 1% | 34.2 | 24.1 | 3.9 | 3.5 | 12.3 | 15.6 |
| Q tech | 1478 HK | Buy | 780 | 5.1 | 5.6 | 9% | 20.0 | 9.8 | 1.1 | 1.0 | 5.5 | 10.3 |
| Cowell | 1415 HK | NR | 1,421 | 13.22 | NA | NA | 17.6 | 13.0 | 3.5 | 2.8 | 22.2 | 24.6 |
| Truly | 732 HK | NR | 547 | 1.35 | NA | NA | - | - | - | - | - | - |
| Catcher | 2474 TT | NR | 4,163 | 177.50 | NA | NA | 9.8 | 16.2 | 0.8 | 0.8 | 8.3 | 4.9 |
| Largan | 3008 TT | NR | 9,551 | 2180.00 | NA | NA | 12.2 | 16.1 | 1.9 | 1.8 | 15.5 | 11.9 |
| Lite-on | 2301 TT | NR | 5,128 | 66.10 | NA | NA | 10.8 | 9.9 | 2.0 | 1.9 | 19.0 | 19.7 |
| Primax | 4915 TT | NR | 858 | 57.00 | NA | NA | 9.3 | 8.7 | 1.5 | 1.5 | 16.6 | 16.9 |
| O-film | 002456 CH | NR | 2,345 | 4.88 | NA | NA | - | - | 3.2 | 3.7 | (35.0) | (12.8) |
| Average | | | | | | | 16.4 | 14.1 | 2.2 | 2.1 | 8.0 | 11.2 |

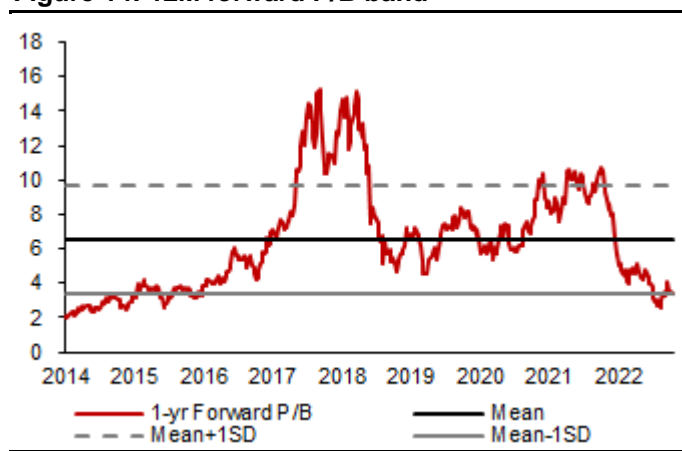
Source: Bloomberg, CMBIGM estimates

Figure 13: 12M forward P/E band



Source: Bloomberg, CMBIGM estimates

Figure 14: 12M forward P/B band



Source: Bloomberg, CMBIGM estimates

Financial Summary

| INCOME STATEMENT | 2019A | 2020A | 2021A | 2022E | 2023E | 2024E |
|--|----------|----------|----------|----------|----------|----------|
| YE 31 Dec (RMB mn) | | | | | | |
| Revenue | 37,849 | 38,002 | 37,497 | 32,136 | 36,324 | 41,303 |
| Cost of goods sold | (30,098) | (29,304) | (28,761) | (25,639) | (28,646) | (32,300) |
| Gross profit | 7,751 | 8,698 | 8,736 | 6,497 | 7,679 | 9,003 |
| Selling expense | (279) | (313) | (274) | (285) | (291) | (330) |
| Admin expense | (650) | (719) | (758) | (817) | (763) | (826) |
| R&D expense | (2,209) | (2,499) | (2,642) | (2,757) | (2,652) | (3,015) |
| Others | 205 | 698 | 789 | 747 | 618 | 702 |
| Operating profit | 4,806 | 5,877 | 5,851 | 3,377 | 4,591 | 5,533 |
| Share of (losses)/profits of associates/JV | (6) | 0 | 19 | 20 | 20 | 20 |
| Net Interest income/(expense) | (250) | (224) | (230) | (240) | (264) | (291) |
| Pre-tax profit | 4,550 | 5,653 | 5,640 | 3,157 | 4,347 | 5,263 |
| Income tax | (531) | (703) | (579) | (452) | (513) | (621) |
| Minority interest | 28 | 68 | 68 | 49 | 69 | 84 |
| Net profit | 4,019 | 4,950 | 5,061 | 2,704 | 3,834 | 4,642 |
| Net dividends | 623 | 799 | 974 | 518 | 734 | 889 |
| BALANCE SHEET | 2019A | 2020A | 2021A | 2022E | 2023E | 2024E |
| YE 31 Dec (RMB mn) | | | | | | |
| Current assets | 22,446 | 25,630 | 27,989 | 25,498 | 32,994 | 33,062 |
| Cash & equivalents | 1,917 | 2,842 | 5,605 | 7,123 | 7,873 | 11,407 |
| Account receivables | 9,630 | 8,212 | 7,448 | 5,973 | 9,198 | 8,052 |
| Inventories | 5,146 | 5,783 | 5,482 | 2,948 | 6,470 | 4,149 |
| ST bank deposits | 21 | 238 | 1,112 | 1,112 | 1,112 | 1,112 |
| Financial assets at FVTPL | 5,663 | 8,480 | 8,314 | 8,314 | 8,314 | 8,314 |
| Other current assets | 69 | 74 | 28 | 28 | 28 | 28 |
| Non-current assets | 8,247 | 9,809 | 10,785 | 11,995 | 12,970 | 13,651 |
| PP&E | 6,567 | 7,513 | 8,303 | 9,550 | 10,497 | 11,144 |
| Other non-current assets | 1,680 | 2,295 | 2,481 | 2,445 | 2,473 | 2,507 |
| Total assets | 30,693 | 35,438 | 38,774 | 37,493 | 45,965 | 46,714 |
| Current liabilities | 12,630 | 13,411 | 11,873 | 8,406 | 13,778 | 10,775 |
| Short-term borrowings | 1,119 | 2,071 | 1,539 | 1,539 | 1,539 | 1,539 |
| Account payables | 11,322 | 10,733 | 9,869 | 6,428 | 11,780 | 8,751 |
| Other current liabilities | 5,622 | 9,223 | 15,493 | 21,120 | 18,868 | 25,649 |
| Non-current liabilities | 5,336 | 5,201 | 6,005 | 6,005 | 6,005 | 6,005 |
| Long-term borrowings | 0 | 0 | 700 | 700 | 700 | 700 |
| Other non-current liabilities | 5,336 | 5,201 | 5,305 | 5,305 | 5,305 | 5,305 |
| Total liabilities | 17,967 | 18,612 | 17,879 | 14,411 | 19,784 | 16,780 |
| Share capital | 105 | 105 | 105 | 105 | 105 | 105 |
| Other reserves | 12,448 | 16,492 | 20,483 | 22,621 | 25,651 | 29,320 |
| Total shareholders equity | 12,726 | 16,826 | 20,895 | 23,082 | 26,181 | 29,934 |
| Minority interest | 173 | 229 | 307 | 356 | 425 | 508 |
| Total equity and liabilities | 30,693 | 35,438 | 38,774 | 37,493 | 45,965 | 46,714 |

| CASH FLOW | 2019A | 2020A | 2021A | 2022E | 2023E | 2024E |
|-------------------------------------|----------------|----------------|--------------|----------------|----------------|----------------|
| YE 31 Dec (RMB mn) | | | | | | |
| Operating | | | | | | |
| Profit before taxation | 4,550 | 5,643 | 5,640 | 3,157 | 4,347 | 5,263 |
| Depreciation & amortization | 1,227 | 1,570 | 1,638 | 1,753 | 2,053 | 2,353 |
| Change in working capital | (1,477) | 115 | 200 | 569 | (1,396) | 438 |
| Others | 361 | (168) | (499) | (202) | (256) | (339) |
| Net cash from operations | 4,662 | 7,160 | 6,979 | 5,276 | 4,748 | 7,714 |
| Investing | | | | | | |
| Capital expenditure | (2,760) | (2,271) | (2,498) | (3,000) | (3,000) | (3,000) |
| Others | (796) | (3,705) | 5,400 | 0 | 0 | 0 |
| Net cash from investing | (3,556) | (5,976) | 2,902 | (3,000) | (3,000) | (3,000) |
| Financing | | | | | | |
| Dividend paid | (623) | (796) | (974) | (518) | (734) | (889) |
| Net borrowings | (382) | 1,017 | 0 | 0 | 0 | 0 |
| Share repurchases | (170) | (151) | 0 | 0 | 0 | 0 |
| Others | (266) | (291) | 2,215 | (240) | (264) | (291) |
| Net cash from financing | (1,441) | (222) | 1,241 | (758) | (999) | (1,180) |
| Net change in cash | | | | | | |
| Cash at the beginning of the year | 2,254 | 1,917 | 2,842 | 5,605 | 7,123 | 7,873 |
| Exchange difference | (2) | (37) | (8,358) | 0 | 0 | 0 |
| Cash at the end of the year | 1,917 | 2,842 | 5,605 | 7,123 | 7,873 | 11,407 |
| GROWTH | 2019A | 2020A | 2021A | 2022E | 2023E | 2024E |
| YE 31 Dec | | | | | | |
| Revenue | 46.0% | 0.4% | (1.3%) | (14.3%) | 13.0% | 13.7% |
| Gross profit | 57.8% | 12.2% | 0.4% | (25.6%) | 18.2% | 17.2% |
| Operating profit | 56.2% | 22.3% | (0.4%) | (42.3%) | 36.0% | 20.5% |
| Net profit | 60.0% | 23.2% | 2.2% | (46.6%) | 41.8% | 21.1% |
| PROFITABILITY | 2019A | 2020A | 2021A | 2022E | 2023E | 2024E |
| YE 31 Dec | | | | | | |
| Gross profit margin | 20.5% | 22.9% | 23.3% | 20.2% | 21.1% | 21.8% |
| Operating margin | 12.7% | 15.5% | 15.6% | 10.5% | 12.6% | 13.4% |
| Return on equity (ROE) | 36.5% | 33.5% | 26.8% | 12.3% | 15.6% | 16.5% |
| GEARING/LIQUIDITY/ACTIVITIES | 2019A | 2020A | 2021A | 2022E | 2023E | 2024E |
| YE 31 Dec | | | | | | |
| Net debt to equity (x) | (0.1) | (0.0) | (0.2) | (0.2) | (0.2) | (0.3) |
| Current ratio (x) | 1.8 | 1.9 | 2.4 | 3.0 | 2.4 | 3.1 |
| Receivable turnover days | 76.5 | 85.7 | 76.2 | 76.2 | 76.2 | 76.2 |
| Inventory turnover days | 49.8 | 68.1 | 68.1 | 60.0 | 60.0 | 60.0 |
| Payable turnover days | 111.5 | 137.4 | 137.4 | 116.0 | 116.0 | 116.0 |
| VALUATION | 2019A | 2020A | 2021A | 2022E | 2023E | 2024E |
| YE 31 Dec | | | | | | |
| P/E | 24.0 | 25.5 | 38.3 | 34.2 | 24.1 | 19.9 |
| P/B | 7.4 | 7.4 | 9.2 | 3.9 | 3.5 | 3.0 |
| Div yield (%) | 0.6 | 0.6 | 0.5 | 0.6 | 0.8 | 1.0 |
| EV | 12,726.2 | 16,826.1 | 20,895.3 | 23,081.7 | 26,181.2 | 29,933.8 |
| EV/Sales | 0.3 | 0.4 | 0.6 | 0.7 | 0.7 | 0.7 |

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

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|-----------------------|---|
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