CMB International Global Markets | Equity Research | Company Update

Great Wall Motor (2333 HK/601633 CH)

Wey could be key to FY25 earnings growth

Maintain BUY. Great Wall's 4Q24 earnings were a mixed bag, in our view, as revenue missed but GPM and SG&A expenses beat our prior estimates. We believe a stronger model cycle in FY25E than FY24 could be a positive catalyst for its share price. In particular, new Wey-brand models could be key to Great Wall's sales volume and profit growth in FY25E. We still see room for Great Wall's overseas sales growth, as it expands its footprint in Latin America.

- 4Q24 revenue miss, GPM and SG&A beat. Although Great Wall's 4Q24 net profit was in line with the company's preliminary results announced in Jan 2025, its 4Q24 revenue missed our prior forecast by 9%, as the average selling price (ASP) declined QoQ. 4Q24 GPM without the warranty provision adjustment was 19.1%, or 0.4ppts higher than our projection. 4Q24 SG&A expenses (incl. warranty provision) were about RMB900mn lower than our forecast. Forex loss from ruble depreciation was also lower than most of its peers.
- FY25E outlook. We project FY25E sales volume to rise 9% YoY to 1.35mn units (10,000 units lower than our prior forecast), driven by the Haval and Wey brands. A plethora of new models (likely 3 for Haval and 3 for Wey) in FY25E and overseas growth (+28% YoY to 0.58mn units in FY25E) are key to FY25E sales volume, in our view. We also expect vehicle ASP to continue rising 1% YoY in FY25E to about RMB143,000, aided by higher sales contribution from Wey.

We project Great Wall's FY25E gross profit to rise RMB3.0bn YoY to RMB42.5bn, with 36% of the growth being from Wey, as sales volume growth from Tank slows down. We also expect its net cash position to be further strengthened in FY25E, which could lift net finance income. A possible forex gain in FY25E could also aid Great Wall's net profit. Taken together, we cut our FY25E net profit estimates by 5% to RMB13.1bn, as we revise down its overseas ASP and GPM slightly.

Valuation/Key risks. We maintain our BUY rating for both A and H shares. Our H-share target price of HK\$17.00 is based on 10x (unchanged) our revised FY25E EPS and our A-share target price of RMB32.00 is based on Great Wall's current A/H premium of about 100% (vs. the average A/H premium of about 120% in the past 12 months). Key risks to our rating and target prices include lower sales volume and margins, slower tech transformation than we expect, as well as a sector de-rating.

Earnings Summary - 2333 HK

(YE 31 Dec)	FY22A	FY23A	FY24A	FY25E	FY26E
Revenue (RMB mn)	137,340	173,212	202,195	221,460	238,775
YoY growth (%)	0.7	26.1	16.7	9.5	7.8
Net profit (RMB mn)	8,266.0	7,021.6	12,692.2	13,130.0	12,895.7
YoY growth (%)	22.9	(15.1)	80.8	3.4	(1.8)
EPS (Reported) (RMB)	0.91	0.82	1.49	1.53	1.50
P/E (x)	14.5	16.3	8.9	8.7	8.9
P/B (x)	1.8	1.7	1.4	1.3	1.2
Yield (%)	2.1	2.2	3.4	3.5	3.4
ROE (%)	13.0	10.5	17.2	15.6	13.7

Source: Company data, Bloomberg, CMBIGM estimates



2333 HK 601633 CH BUY BUY Maintain Maintain TΡ HK\$17.00 RMB32.00 Prior TP HK\$17.00 RMB35.00 **Up/Downside** 19.7% 21.1% **Current Price** HK\$14.2 RMB26.4

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Source: FactSet Stock Performance

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	233	3 HK	6016	533 CH
	Abs.	Rel.	Abs.	Rel.
1-mth	10.2%	8.0%	6.1%	9.5%
3-mth	6.9%	-8.3%	0.1%	8.7%
6-mth	0.6%	-11.4%	-4.1%	-4.9%
Source	: FactSet			

Stock Data

(LC)	2333 HK (601633 CH
Mkt Cap (mn)	121589.7	226225.3
Avg 3 mths t/o (mn)	437.07	520.91
52w High	16.94	32.03
52w Low	9.17	21.83
Issued Shares (mn)	8562.655	8562.655
Source: FactSet		



Figure 1: Quarterly results

RMB mn	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24	ΥοΥ	QoQ
Sales volume (units)	220,074	298,722	344,819	366,659	275,333	279,523	294,144	379,479	3.5%	29.0%
ASP (RMB)	131,949	137,026	143,648	146,481	155,665	173,757	172,791	157,957	7.8%	-8.6%
Revenue	29,039	40,933	49,532	53,709	42,860	48,569	50,825	59,941	11.6%	17.9%
Gross profit	4,666	7,124	10,728	8,921	8,587	10,374	10,574	9,913	11.1%	-6.3%
R&D expenses	(1,534)	(1,975)	(1,992)	(2,553)	(1,960)	(2,225)	(2,014)	(3,086)	20.9%	53.2%
SG&A expenses	(2,515)	(2,810)	(2,876)	(3,822)	(2,708)	(3,097)	(3,437)	(3,345)	-12.5%	-2.7%
Operating profit	(71)	1,296	4,130	1,846	3,633	4,501	3,725	2,062	11.7%	-44.6%
Net profit	174	1,187	3,634	2,027	3,228	3,851	3,350	2,264	11.7%	-32.4%
Gross margin	16.1%	17.4%	21.7%	16.6%	20.0%	21.4%	20.8%	16.5%	-0.1 ppts	-4.3 ppts
Operating margin	-0.2%	3.2%	8.3%	3.4%	8.5%	9.3%	7.3%	3.4%	0.0 ppts	-3.9 ppts
Net margin	0.6%	2.9%	7.3%	3.8%	7.5%	7.9%	6.6%	3.8%	0.0 ppts	-2.8 ppts

Source: Company data, CMBIGM

Figure 2: Earnings revision

		New			Old			Diff (%)	
RMB mn	FY24A	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
Revenue	202,195	221,460	238,775	208,035	234,600	257,100	-2.8%	-5.6%	-7.1%
Gross profit	39,449	42,472	45,353	41,826	47,333	51,052	-5.7%	-10.3%	-11.2%
Operating profit	13,921	14,342	14,244	14,279	15,349	15,541	-2.5%	-6.6%	-8.3%
Net profit	12,692	13,130	12,896	12,772	13,868	13,928	-0.6%	-5.3%	-7.4%
Gross margin	19.5%	19.2%	19.0%	20.1%	20.2%	19.9%	-0.6 ppts	-1.0 ppts	-0.9 ppts
Operating margin	6.9%	6.5%	6.0%	6.9%	6.5%	6.0%	0.0 ppts	-0.1 ppts	-0.1 ppts
Net margin	6.3%	5.9%	5.4%	6.1%	5.9%	5.4%	0.1 ppts	0.0 ppts	0.0 ppts

Source: CMBIGM estimates

Figure 3: CMBI estimates vs consensus

		CMBIGM		1	Consensus	5		Diff (%)	
RMB mn	FY24A	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
Revenue	202,195	221,460	238,775	203,654	236,442	266,798	-0.7%	-6.3%	-10.5%
Gross profit	39,449	42,472	45,353	42,006	49,071	55,609	-6.1%	-13.4%	-18.4%
Operating profit	13,921	14,342	14,244	13,570	15,485	17,658	2.6%	-7.4%	-19.3%
Net profit	12,692	13,130	12,896	12,586	14,491	16,643	0.8%	-9.4%	-22.5%
Gross margin	19.5%	19.2%	19.0%	20.6%	20.8%	20.8%	-1.1 ppts	-1.6 ppts	-1.8 ppts
Operating margin	6.9%	6.5%	6.0%	6.7%	6.5%	6.6%	0.2 ppts	-0.1 ppts	-0.7 ppts
Net margin	6.3%	5.9%	5.4%	6.2%	6.1%	6.2%	0.1 ppts	-0.2 ppts	-0.8 ppts

Source: Bloomberg, CMBIGM estimates



Financial Summary

INCOME STATEMENT	2021A	2022A	2023A	2024A	2025E	2026E
YE 31 Dec (RMB mn)						
Revenue	136,405	137,340	173,212	202,195	221,460	238,775
Cost of goods sold	(114,367)	(110,739)	(141,772)	(162,747)	(178,988)	(193,422)
Gross profit	22,037	26,601	31,440	39,449	42,472	45,353
Operating expenses	(17,959)	(22,335)	(26,062)	(29,281)	(32,215)	(35,155)
Selling expense	(5,192)	(5,876)	(7,286)	(7,830)	(8,701)	(9,023)
Admin expense	(4,043)	(4,893)	(4,735)	(4,756)	(4,860)	(5,136)
R&D expense	(4,490)	(6,445)	(8,054)	(9,284)	(10,571)	(12,161)
Others	(4,234)	(5,121)	(5,986)	(7,409)	(8,083)	(8,835)
Operating profit Other income	4,078 1,161	4,265 886	5,378 744	10,168 435	10,257 500	10,198 500
Other expense	(47)	(46)	(121)	(72)	(100)	(100)
Gain/loss on financial assets at FVTPL	306	(40)	(121)	42	(100)	(100)
Investment gain/loss	1,109	671	761	877	966	967
Other gains/(losses)	427	492	962	2,924	2,319	2,023
EBITDA	13,547	16,132	16,599	25,318	26,840	28,573
Depreciation	3,928	4,000	4,081	4,722	5,030	5,315
Depreciation of ROU assets	216	427	463	740	1,099	1,429
Other amortisation	1,449	2,182	3,284	4,691	5,463	6,746
EBIT	7,954	9,523	8,771	15,165	15,248	15,083
Interest income	313	475	249	299	640	1,096
Interest expense	(472)	(716)	(947)	(882)	(505)	(439)
Net Interest income/(expense)	448	2,488	126	(91)	800	1,056
Foreign exchange gain/loss	147	2,027	(127)	(343)	200	0
Pre-tax profit	7,482	8,807	7,824	14,283	14,742	14,644
Income tax	(757)	(554)	(801)	(1,591)	(1,622)	(1,757)
After tax profit	6,725	8,253	7,023	12,692	13,121	12,887
Minority interest	1	13	(1)	(0)	9	9
Net profit	6,726	8,266	7,022	12,692	13,130	12,896
Gross dividends	3,418	2,534	2,563	3,853	3,939	3,869
BALANCE SHEET	2021A	2022A	2023A	2024A	2025E	2026E
YE 31 Dec (RMB mn)						
Current assets	108,366	107,681	118,584	133,435	149,067	168,224
Cash & equivalents	33,048	35,773	38,337	30,741	40,856	55,092
Account receivables	41,497	33,919	41,235	54,149	55,820	58,876
Inventories	13,966	22,375	26,628	25,408	29,423	31,795
Prepayment	1,749	2,229	3,873	1,942	1,962	1,855
Financial assets at FVTPL	414	495	0	0	0	0
Other current assets	17,691	12,890	8,511	21,195	21,007	20,606
Non-current assets	67,042	77,677	82,686	83,831	84,631	84,923
PP&E	27,441	26,949	30,235	30,014	30,993	29,698
Right-of-use assets	227	1,093	736	1,831	1,932	1,503
Deferred income tax	2,777	3,253	4,660	5,450	5,450	5,450
Investment in JVs & assos	9,524	10,286	10,751	11,551	12,204	12,862
Intangibles	7,091	8,197	11,310	12,345	13,052	13,125
	28	28	28	28	28	28
Financial assets at FVTPL Other non-current assets	871 19,083	1,615 26,256	2,128 22,838	1,771 20,841	1,771 19,200	1,771 20,486
Total assets	175,408	185,357	201,270	217,266	233,698	253,147
Current liabilities	95,597	95,802	110,835	122,229	128,433	138,527
Short-term borrowings	95,597 8,721	95,802 10,425	12,221	9,597	6,200	6,500
Account payables	74,793	71,638	81,488	9,597 93,844	6,200 102,979	6,500 111,284
Other current liabilities	11,932	13,337	16,771	18,048	18,399	19,853
Lease liabilities	151	402	354	739	854	889
Non-current liabilities	17,683	24,339	21,926	16,041	16,452	15,634
Long-term borrowings	8,917	15,600	13,331	6,639	6,439	5,939
Convertible bonds	3,215	3,317	3,418	3,517	3,484	2,833
Deferred income	4,113	3,585	3,198	3,455	3,883	4,151
Other non-current liabilities	1,437	1,838	1,979	2,431	2,646	2,711
Total liabilities	113,280	120,141	132,762	138,270	144,885	154,161
Share capital	9,236	8,765	8,498	8,556	8,582	8,637
Capital surplus	10,907	6,690	6,927	9,964	10,576	11,746
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Retained searings 41.803 40.177 52.229 (61.43) 70.222 79.549 Dithe reserves 89 570 346 (604) (677) (1.050) Total attentolders equity 62.154 65.571 78.988 88.714 98.986 Monoty inferest 4 15 8 8 (1) (10) Total attentolders equity and liabilities 175.408 185.357 201.270 217.266 233.698 253.147 CASH FLOW 2021A 2022A 2023A 2024A 2025E 2026E Y 31 Doc (RMB m)						据 商 課 行 A Wholly Owned S	i 全 灸 附 具 机 ubsidiary Of China Merchanis Na
Total shareholders equity 62,124 65,201 7,998 88,814 98,967 Total equity and liabilities 175,408 185,357 201,270 217,268 233,698 253,147 CASH FLOW 2021A 2022A 2023A 2024A 2025E 2026E Y 31 bc (RMS mn) 7,824 11,283 11,763 14,742 14644 Deprodicition & anontization 5,544 6,609 7,824 10,163 11,633 14,643 Deprodicition & anontization 5,544 6,609 7,824 10,163 11,622 11,767 Change invoking capital 24,154 (1,969) 35,21 4,382 2,864 12,871 Investing (1,156) (1,63) (16,713) (1,1,797) (1,1,84) (1,3,318) Acquistion of subalidinies/ investments (36,484) (18,445) (14,32) 365,623 2,6,528 2,6,528 2,6,528 2,6,528 1,6,100 Acquistion of subalidinies/ investments (36,484) (14,142) 3,099 3,11,13,100	Retained earnings	41,893	49,177	52,729	61,431	70,622	79,649
Minorfy invested 4 15 8 8 (1) (10) Total equity and liabilities 175,408 185,537 201,270 217,266 233,698 223,147 CASH FLOW 2021A 2022A 2023A 2024A 2022E 2026E YE 31 Dec (MIS mn)	Other reserves	89	570	348	(964)	(967)	(1,036)
Total equity and liabilities 175,408 185,357 201,270 217,268 233,698 253,147 CASH FLOW 2021A 2022A 2023A 2024A 2025E 2028E YE 31 Dec (RMB mn) Operating 2018 6.609 7.828 10.153 11.553 13.480 Chenge in vorting capital 0.41.55 (1.609) 0.621 43.82 2.264 2.277 Others (1.155) (0.42) (11.777) (11.82) (13.318)	Total shareholders equity	62,124	65,201	68,501	78,988	88,814	98,996
CASH FLOW 2021A 2022A 2023A 2024A 2025E 2026E YE 31 Dec (RMB mn) Operating Text before traxition 7.482 8.807 7.824 14.283 14.742 14.644 Deprediation & anonization 5.584 6.609 7.824 10.153 11.593 11.622 11.750 Change in working capital 24.154 (1.300) 3.521 4.382 2.864 2.287 Vortems (1.156) (642) (016) 555 (1.049) 2.91 Not cash from operations 35.316 12.311 17.754 27.783 20.528 2.944 Investing (13.091) (16.849) (16.113) (11.789) (1.6384) 0.0141 (13.891) Net concedes from disponal of short-term investing (13.649) (64.77) (2.563) (2.829) (2.349) (2.869) (2.041) (1.1084) Invisioning and (5.340) (6477) (2.563) (3.823) (3.939) (3.869) Net cash from financing (9.532)	Minority interest	4	15	8	8	(1)	(10)
Visit Dor (RMB mn) Operating Operating Profix before straation 5,594 6,699 7,824 14,283 14,742 14,644 Depreciation & amortization 5,594 6,699 7,828 10,153 11,593 13,480 Tars paid (7157) (1554) 6,609 7,828 10,153 11,622 2,117 Tars paid (2,154) (1,106) 3,521 4,822 2,864 2,277 Others (1,165) (142) (161) 5,564 (1,249) 221 Investing Investing Investing (11,175) (11,737) (11,184) (13,318) Acceptation of audicaines/ investments (36,649) (18,945) (14,133) (7,647) 0 0 0 Net cash from investing (11,175) (10,059) (10,451) (23,269) (9,141) (11,268) Prinating (6,22) (3,33) 16,825 (26,833) (3,339) (3,849) (3,849) Not cash from investing (20,210) <td>Total equity and liabilities</td> <td>175,408</td> <td>185,357</td> <td>201,270</td> <td>217,266</td> <td>233,698</td> <td>253,147</td>	Total equity and liabilities	175,408	185,357	201,270	217,266	233,698	253,147
Operating Portilations amontization 5.884 6.09 7.828 10.133 11.533 11.4,64 Deprotilation & amontization 5.894 6.09 7.828 10.153 11.533 11.483 Darp calial (757) (554) (819) (1.591) (1.622) (1.757) Others (1.155) (421) (618) 555 (1.249) 22,854 22,77 Net cash from opprations 35,316 (2.31) (1.737) (1.848) (2.318) Net cash from opprations (30,691) (16.540) (14.153) (17,737) (1.848) (2.326) Net cash from investing (11,175) (10,505) (10,451) (23,296) (8,141) (11.208) Financing (11,175) (10,505) (10,451) (23,296) (8,141) (11,208) Net cash from investing (11,175) (10,505) (10,451) (23,296) (3,133) (3,039) (3,039) (3,039) (3,039) (3,039) (3,039) (3,039) (3,039) (3,0	CASH FLOW	2021A	2022A	2023A	2024A	2025E	2026E
Profit Serve standing 7,42 8,807 7,244 14,243 14,742 14,543 Deprediation Samotization 5,554 6,609 7,828 10,153 11,503 13,480 Change in working capital (757) (564) (801) (1,153) (1,02) (1,757) Change in working capital (24,154 (1,602) (3(19) 27,753 26,528 28,94 Net cash from operations (13,091) (16,301) (16,713) (11,777) (11,844) (13,318) Capital expenditure (13,091) (16,301) (16,173) (17,77) (11,844) (13,318) Net cash from disposal of short-term investiments (36,640) (14,129) (75,457) 0 0 Net cash from investing (11,175) (10,451) (12,239) 7,264 1,910 Net cash from investing (11,175) (11,42) 2,039 7,30 2,543 1,910 Net cash from investing (12,177) (11,280) 3,513 1,339 1,3489 Net cash fro	YE 31 Dec (RMB mn)						
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Tax paid (757) (654) (801) (1.591) (1.622) (1.757) Chapge in working capital 24.164 (1.090) 3.521 4.332 2.864 2.277 Others (1.159) (1.459) (1.421) 17.754 27.783 2.8.528 2.8.64 Investing Investing (13.091) (16.301) (17.71) (11.737) (11.884) (13.318) Acquisition of subsidiariser investments (30.849) (18.945) (14.139) (20.757) 0 0 Acquisition of subsidiariser investments (30.849) (16.301) (16.713) (11.737) (11.884) (13.318) Acquisition of subsidiariser investments (30.849) (10.450) (20.39) (20.20) 20.00 20.00 20.01 20.80 (21.178) (21.208) (21.108) (21.108) (21.108) (21.108) (21.108) (21.108) (21.108) (21.108) (21.108) (21.108) (21.108) (21.108) (21.108) (21.108) (21.1010) (21.108) (21.101)	Profit before taxation	7,482	8,807	7,824	14,283	14,742	14,644
Change in working capital 24, 154 (1, 1309) 3, 521 1, 332 2, 264 1, 2277 Net cash from operations 35, 316 12, 311 17, 754 27, 753 26, 523 28, 944 Investing (1, 66, 301) (16, 713) (11, 737) (11, 884) (13, 318) Aquisition of subsidiaries/ investments (36, 849) (18, 846) (14, 139) (75, 457) 0 0 0 Net concoded from disposal of short-term 37, 251 23, 689 18, 862 63, 169 200 2000 Universiments (15, 151) 1, 042 2, 039 7, 30 2, 5, 53 1, 910 Net cash from investing (11, 175) (10, 451) (23, 289) (6, 343) (6, 471) (2, 563) (3, 393) (3, 689) Net cash from financing (8, 22) 8, 925 526 (8, 686) (4, 477) (1, 103) Net change in cash	Depreciation & amortization	5,594	6,609	7,828	10,153	11,593	13,490
Others (1,166) (642) (618) 555 (1,049) 291 Net cash from oparations 35,316 12,311 17,754 27,783 26,528 26,944 Investing Capilal appenditure (11,330) (16,301) (16,713) (11,737) (11,846) (13,318) Appliation of subsidiaries/investments (33,649) (18,345) (14,139) (75,457) 0 0 0 Net proceeds from disposal of short-term investing 37,251 23,3699 18,362 63,169 200 200 Others 1,515 1,042 2,039 730 2,543 1,910 Net cash from investing (11,175) (10,695) (10,451) (23,296) (3,647) (1,100) Net cash from investing (9,632) (3,133) 1,052 (2,178) (2,727) (3,309) (3,589) Net cash from innancing (9,632) 3,179 2,783 3,5151 3,785 2,7210 37,325 51,515 Cash at the biginning of the year 13,591 <td>Tax paid</td> <td>(757)</td> <td>(554)</td> <td>(801)</td> <td>(1,591)</td> <td>(1,622)</td> <td>(1,757)</td>	Tax paid	(757)	(554)	(801)	(1,591)	(1,622)	(1,757)
Net cash from operations 35,316 12,311 17,754 27,783 26,528 26,944 Investing			,			,	
Investing Investing <t< td=""><td></td><td></td><td>. ,</td><td>. ,</td><td></td><td></td><td></td></t<>			. ,	. ,			
Capital opendiure (13,091) (16,201) (16,713) (11,737) (11,834) (13,318) Acquisition of subsidiaries/ investments (36,849) (18,945) (14,139) (75,457) 0 0 Immements (13,081) (16,0301) (14,139) (75,457) 0 0 Others 1,515 1,042 2,039 730 2,543 1,910 Not cash from investing (11,177) (10,050) (10,451) (23,296) (8,141) (11,020) Financing	Net cash from operations	35,316	12,311	17,754	27,783	26,528	28,944
Acquisition of subsidiaries/investments (36,849) (18,946) (14,139) (75,457) 0 0 Net proceeds from disposal of short-term 37,251 23,699 18,362 63,169 200 200 Others 1,515 1,042 2.039 7.30 2.2543 1.910 Net cash from investing (11,175) (10,0505) (10,451) (23,296) (9,141) (11,208) Financing (12,23) 6.263 (6,8686) (4,467) (1,100) Net borrowings (92) 8,925 5.263 (8,686) (4,467) (1,100) Net borrowings (92) (3,133) 1,052 (12,178) (7,272) (3,500) Net change in cash (13,23) 1,052 27,210 37,325 51,515 Cash at the beginning of the year 13,591 27,908 26,899 35,272 27,210 37,325 51,515 GROWTH 2021A 2022A 2023A 2024A 2025E 20,26E YE 31 Doc	-						
Net proceeds from disposal of short-term investments 37,251 23,699 18,362 63,169 200 200 Others 1,515 1,042 2,039 730 2,543 1,910 Net cash from investing (11,175) (10,050) (10,451) (23,296) (9,141) (11,00) Financing 3,939 (3,869) Net cash from financing (9,232) 8,925 526 (8,686) (4,467) (1,100) Others (1,142) 3,039 3,611 1,134 1,468 Net cash from financing (9,632) (3,133) 1,052 (12,176) (7,272) (3,500) Net cash from financing (9,632) (3,133) 1,052 27,210 37,325 51,561 Cash at the beginning of the year 13,591 22,024 2024A 20224E 2026E 20262E 2026E 2055%		,					
investments 37,431 23,039 16,302 65,109 2,000 2,000 Others 1,515 1,042 2,039 730 2,543 1,910 Net cash from investing (11,175) (10,055) (10,451) (23,286) (9,141) (11,208) Financing 5,263 (3,853) (3,393) (3,869) Net convings (92) 8,925 526 (8,686) (4,467) (1,00) Others (4,200) (11,142) 3,089 361 1,134 1,468 Net cash from financing (9,632) (3,133) 1,052 (12,178) (7,272) (3,500) Net change in cash Cash at the beginning of the year 27,908 26,899 35,272 27,210 37,325 51,561 GROWTH 2021A 2022A 2023A 2024A 2025E 2026E YE 31 Dec 26,1% 16,7% 9,5% 7,8% Rowenue 32,0% 0,7% 26,1% <td< td=""><td>•</td><td>(36,849)</td><td>(18,945)</td><td>(14,139)</td><td>(75,457)</td><td>0</td><td>0</td></td<>	•	(36,849)	(18,945)	(14,139)	(75,457)	0	0
Ohers 1.515 1.042 2.039 730 2.543 1.910 Net cash from investing (11,175) (10,050) (10,451) (23,296) (9,141) (11,020) Financing Dividend paid (5,340) (647) (2.563) (3,853) (3,363) (3,869) Net cash from financing (9,632) (3,133) 1,052 (12,176) (7,272) (3,500) Net cash from financing (9,632) (3,133) 1,052 (12,176) (7,272) (3,500) Net cash from financing (9,632) (3,173) 0		37,251	23,699	18,362	63,169	200	200
Financing Dividend paid (5,340) (647) (2,563) (3,853) (3,393) (3,869) Dividend paid (52,340) (647) (2,563) (3,853) (3,393) (3,869) Net cash from financing (9,632) (1,1412) 3,089 361 1,134 1,468 Net cash from financing (9,632) (1,1412) 3,089 35,272 27,210 37,325 Schange difference (192) 317 18 (371) 0 0 Cash at the beginning of the year 27,908 26,899 35,272 27,210 37,325 51,561 GROWTH 2021A 2022A 2023A 2024A 2025E 2026E YE 31 Dec Revenue 32,0% 0.7% 26,1% 16.7% 9.5% 7.8% Gross profit 24,0% 20.7% 18.2% 25.5% 7.7% 6.8% Operating profit (16.1%) 4.6% 2.61% 89.1% 0.9% (1.1%) PROFITABILITY 202		1,515	1,042	2,039	730	2,543	1,910
Dividend paid (5,340) (647) (2,563) (3,853) (3,939) (3,869) Net borrwings (92) 8,925 526 (8,686) (4,467) (1,100) Others (4,200) (11,412) 3,089 361 1,134 1,468 Net cash from financing (9,632) (3,133) 1,052 (12,178) (7,272) (3,500) Net cash at the beginning of the year 13,591 27,908 26,899 35,272 27,210 37,325 Stchange difference (192) 317 18 (371) 0 0 0 Cash at the end of the year 27,908 26,899 35,272 27,210 37,325 51,561 GROWTH 2021A 2022A 2023A 2024A 2025E 2026E YE 31 Dec Revenue 32.0% 0.7% 26.1% 89.1% 0.9% (0.6%) BITDA 19.2% 19.1% 2.9% 52.5% 6.0% 6.5% BITDA 22.5% 17.	Net cash from investing				(23,296)	(9,141)	
Dividend paid (5,340) (647) (2,563) (3,853) (3,939) (3,869) Net borrowings (92) 8,925 526 (6,666) (4,467) (1,100) Others (4,200) (11,412) 3,089 361 1,134 1,468 Net cash from financing (9,532) (3,133) 1,052 (12,178) (7,272) (3,500) Net cash from financing (9,532) (3,133) 1,052 (12,178) (7,272) (3,500) Net cash from financing (9,532) (192) 317 18 (371) 0 0 0 Cash at the beginning of the year 27,908 26,899 35,272 27,210 37,325 51,561 GROWTH 2021A 2022A 2023A 2024A 2025E 2026E YE 31 Dec Revenue 32.0% 0.7% 26.1% 89.1% 0.9% (0.6%) PBTDA 19.2% 19.1% 2.9% 52.5% 6.0% 6.5% BITDA <td< td=""><td>Financing</td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	Financing						
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Net cash from financing (9,632) (3,133) 1,052 (12,178) (7,272) (3,500) Net change in cash Cash at the beginning of the year 13,591 27,908 26,899 35,272 27,210 37,325 Exchange difference (192) 317 18 (371) 0 0 0 Cash at the end of the year 27,908 26,899 35,272 27,210 37,325 51,561 GROWTH 2021A 2022A 2023A 2024A 2025E 2026E YE 31 De Revenue 32.0% 0.7% 26.1% 16.7% 9.5% 7.8% Gross profit 24.0% 20.7% 18.2% 25.5% 7.7% 6.8% Operating profit (16.1%) 4.6% 26.1% 89.1% 0.9% (1.6%) SITDA 19.2% 19.1% 2.9% 52.5% 6.0% 6.5% EBITDA 25.5% 19.7% (7.9%) 72.2% 0.5% (1.1%) PROFITABILITY 202	Net borrowings	(92)	8,925				(1,100)
Net change in cash Cash at the beginning of the year 13,591 27,908 26,899 35,272 27,210 37,325 Exchange difference (192) 317 18 (371) 0 0 Cash at the end of the year 27,908 26,899 35,272 27,210 37,325 51,561 GROWTH 2021A 2022A 2023A 2024A 2025E 2026E YE 31 Dec Revenue 32,0% 0.7% 26,1% 16.7% 9.5% 7.8% Gross profit 24,0% 20.7% 18.2% 25.5% 7.0% 6.6% Operating profit (16.1%) 4.6% 26.1% 89.1% 0.9% (0.6%) EBITDA 19.2% 19.1% 2.9% 52.5% 6.0% 6.5% EBIT 22.5% 19.7% 19.6% 12.5% 19.8% 14.1% PROFITABILITY 2021A 2022A 2023A 2024A 2025E 2026E YE 31 De Itali 11.3% 13.	Others	(4,200)	(11,412)	3,089	361	1,134	1,468
Cash at he beginning of the year 13,591 27,908 26,899 35,272 27,210 37,325 Exchange difference (192) 317 18 (371) 0 0 0 Cash at the end of the year 27,908 26,899 35,272 27,210 37,325 51,561 CROWTH 2021A 2022A 2023A 2024A 2025E 2026E YE 31 De Revenue 32,0% 0.7% 26,1% 16,7% 9,5% 7,7% 6,8% Gross profit 24,0% 20,7% 18,2% 25,5% 7,7% 6,8% Operating profit (16,1%) 4,6% 26,1% 88,1% 0,9% (0,6%) EBITO 22,5% 19,7% (7,9%) 72,9% 0,5% (1,1%) Net profit 25,4% 22,9% (15,1%) 80,8% 3,4% (1,1%) PROFITABILITY 2021A 2022A 2023A 2024A 2025E 2026E YE 31 De 11,3% 13,0%	Net cash from financing	(9,632)	(3,133)	1,052	(12,178)	(7,272)	(3,500)
Exchange difference (192) 317 18 (371) 0 0 Cash at the end of the year 27,908 26,899 35,272 27,210 37,325 51,561 CROWTH 2021A 2022A 2023A 2024A 2025E 2026E YE 31 Dec Revenue 32.0% 0.7% 26.1% 16.7% 9.5% 7.8% Gross profit 24.0% 20.7% 18.2% 25.5% 7.7% 6.8% Operating profit (16.1%) 4.6% 26.1% 89.1% 0.9% (0.6%) EBITDA 19.2% 19.1% 2.9% 52.5% 6.0% 6.5% EBIT 25.4% 29.9% (15.1%) 80.8% 3.4% (1.8%) PROFITABILITY 2021A 2022A 2023A 2024A 2025E 2026E YE 31 Dec 7 19.4% 18.2% 19.5% 19.2% 19.0% Gross profit margin 16.2% 19.4% 3.1% 5.0% 4.6%	Net change in cash						
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CROWTH 2021A 2022A 2023A 2024A 2025E 2026E YE 31 Dec Revenue 32.0% 0.7% 26.1% 16.7% 9.5% 7.8% Gross profit 24.0% 20.7% 18.2% 25.5% 7.7% 6.8% Operating profit (16.1%) 4.6% 26.1% 88.1% 0.9% (0.6%) EBITDA 19.2% 19.1% 2.9% 52.5% 6.0% 6.5% EBIT 22.5% 19.7% (7.9%) 72.9% 0.5% (1.1%) Net profit 25.4% 22.9% (15.1%) 80.8% 3.4% (1.8%) PROFITABILITY 2021A 2022A 2023A 2024A 2025E 2026E YE 31 Dec T T 18.2% 19.5% 19.2% 19.0% Operating margin 16.2% 19.4% 18.2% 19.5% 12.1% 12.0% Gross profit margin 16.2% 19.4% 18.2% 19.5% 12.1% 12.0% </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>							
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Return on equity (ROE) 11.3% 13.0% 10.5% 17.2% 15.6% 13.7% GEARING/LIQUIDITY/ACTIVITIES 2021A 2022A 2023A 2024A 2025E 2026E YE 31 Dec T.1 1.1 1.1 1.1 1.1 1.1 1.2 1.2 VALUATION 2021A 2022A 2023A 2024A 2025E 2026E YE 31 Dec P/E 18.1 14.5 16.3 8.9 8.7 8.9 P/E 18.1 14.5 16.3 8.9 8.7 8.9 P/B 2.0 1.8 1.7 1.4 1.3 1.2 P/CFPS 3.4 9.7 6.4 4.1 4.3 3.9	Operating margin		3.1%			4.6%	4.3%
GEARING/LIQUIDITY/ACTIVITIES 2021A 2022A 2023A 2024A 2025E 2026E YE 31 Dec 1.1 1.1 1.1 1.1 1.1 1.2 1.2 Current ratio (x) 1.1 1.1 1.1 1.1 1.1 1.2 1.2 VALUATION 2021A 2022A 2023A 2024A 2025E 2026E YE 31 Dec P/E 18.1 14.5 16.3 8.9 8.7 8.9 P/B 2.0 1.8 1.7 1.4 1.3 1.2 P/CFPS 3.4 9.7 6.4 4.1 4.3 3.9	EBITDA margin	9.9%	11.7%	9.6%	12.5%	12.1%	12.0%
YE 31 Dec Current ratio (x) 1.1 1.1 1.1 1.1 1.2 1.2 VALUATION 2021A 2022A 2023A 2024A 2025E 2026E YE 31 Dec P/E 18.1 14.5 16.3 8.9 8.7 8.9 P/B 2.0 1.8 1.7 1.4 1.3 1.2 P/CFPS 3.4 9.7 6.4 4.1 4.3 3.9	Return on equity (ROE)	11.3%	13.0%	10.5%	17.2%	15.6%	13.7%
Current ratio (x)1.11.11.11.11.21.2VALUATION2021A2022A2023A2024A2025E2026EYE 31 DecP/E18.114.516.38.98.78.9P/B2.01.81.71.41.31.2P/CFPS3.49.76.44.14.33.9	GEARING/LIQUIDITY/ACTIVITIES	2021A	2022A	2023A	2024A	2025E	2026E
VALUATION2021A2022A2023A2024A2025E2026EYE 31 DecP/E18.114.516.38.98.78.9P/B2.01.81.71.41.31.2P/CFPS3.49.76.44.14.33.9							
YE 31 DecP/E18.114.516.38.98.78.9P/B2.01.81.71.41.31.2P/CFPS3.49.76.44.14.33.9							
P/E18.114.516.38.98.78.9P/B2.01.81.71.41.31.2P/CFPS3.49.76.44.14.33.9		2021A	2022A	2023A	2024A	2025E	2026E
P/B2.01.81.71.41.31.2P/CFPS3.49.76.44.14.33.9		40.4	4 A E	46.0	0.0	0.7	0.0
P/CFPS 3.4 9.7 6.4 4.1 4.3 3.9							
	Div yield (%)	2.8	2.1	2.2	3.4	3.5	3.4

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



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