CMB International Global Markets | Equity Research | Company Update

# Weichai Power-H (2338 HK)

# Short-term earnings under pressure; Import substitution strategy to support long-term earnings

In the post-results call, Weichai reiterated its import substitution strategy over the coming years: (1) To increase the installation of agricultural machinery engine to LOVOL Heavy Industry to 200k units in 2025E (24k in 2021); (2) To achieve 20% market share in hydraulic powertrain for excavator in 2025E; (3) To achieve 15% global market share in large-bore high speed engine segment in 2025E. That said, we believe the weakness of HDT demand will continue to exert pressure on the earnings in the foreseeable future. We trim our earnings forecast in 2022E/23E by 5%/1% (30%/28% below consensus). Our SOTP-based TP is revised down to HK\$16.1. We still maintain **BUY** as we think the undemanding valuation offers an option to capture the opportunities in the aforementioned non-HDT engine businesses and hydrogen fuel cell growth in the long-run.

- HDT engine. Weichai's HDT engine sales volume was 429k units in 2021, with market share expanding 2.8ppt YoY to 30.7% in 2021. We forecast Weichai to achieve 34% market share this year, driven by more sales to Sinotruk (3808 HK, HOLD). That said, this would still imply 19% YoY decline HDT engine sales volume (to 347k units) based on our estimates. We expect cost pressure is manageable given the strong bargaining power over suppliers.
- HDT segment loss to continue. Weichai revealed that Shaanxi Heavy-duty Motor's loss continued in 2M22. We expect loss will continue in the automobile segment this year given the weak HDT demand as well as the cost pressure.
- Not difficult to boost agricultural machinery engine through LOVOL. Weichai targets to boost the 60k units of engines to LOVOL this year (24k in 2021), and further to 200k units in 2025E. Given Weichai owns 39.3% interest in LOVOL Heavy, we believe the target should not be difficult to achieve.
- Need time to see contribution of hydraulic powertrain. "Hydraulic + engine" for excavator (>20T) is an area currently controlled by foreign players. Weichai revealed that its hydraulic powertrain can help (1) increase operating efficiency by 10%, (2) reduce fuel consumption by 15-20%, (3) reduce noise by 2 decibels. Weichai plans to boost sales volume to LOVOL and Shantui (000680 HK). We believe penetration to leading excavator makers such as SANY Heavy (600031 CH, BUY) and XCMG (000425 CH) remains the key for Weichai's hydraulic powertrain growth, which could take time in our view.

## **Earnings Summary**

(YE 31 Dec)	FY20A	FY21A	FY22E	FY23E	FY24E
Revenue (RMB mn)	197,491	203,548	184,598	196,119	205,599
YoY growth (%)	13.3	3.1	(9.3)	6.2	4.8
Net income (RMB mn)	9,207	9,255	7,936	9,191	10,283
EPS (RMB)	1.16	1.06	0.91	1.05	1.18
YoY growth (%)	1.1	(8.6)	(14.2)	15.8	11.9
Consensus EPS (RMB)	n/a	n/a	1.29	1.46	1.17
P/E (x)	9.1	9.6	11.1	9.6	8.6
EV / EBITDA (x)	3.6	3.2	3.6	3.2	3.0
P/B (x)	1.6	1.3	1.2	1.1	1.0
Yield (%)	3.8	3.6	3.1	3.6	4.1
ROE (%)	19.1	15.2	10.8	11.7	12.0
Net gearing (%)	Net cash				

Source: Company data, Bloomberg, CMBIGM estimates



# **BUY (Maintain)**

Target Price	HK\$16.1
(Previous TP	HK\$17.20)
Up/Downside	+29%
Current Price	HK\$12.46

#### **China Capital Goods**

Wayne Fung, CFA (852) 3900 0826 waynefung@cmbi.com.hk

#### Stock Data

Mkt Cap (HK\$ mn)	136,543
Avg 3 mths t/o (HK\$ mn)	99.14
52w High/Low (HK\$)	20.75/10.02
Total Issued Shares (mn)	1,934 (H)
	6,783 (A)

Source: Bloomberg

#### **Shareholding Structure**

Weichai Holdings Group	16.3%
Weifang Investment Group	3.4%
CCASS	4.8%
Free float (H-share)	22.2%
Free float (A-share)	53.3%
Source: HKEx. Company data	

#### Share Performance

	Absolute	Relative
1-mth	-2.7%	-1.3%
3-mth	-18.3%	-13.3%
6-mth	-23.0%	-14.1%
Source: Bloom	bera	

#### **12-mth Price Performance**



Source: Bloomberg

Auditor: Ernst & Young

#### **Related Reports**

 China HDT Sector - Lower industry forecast on weak recovery; D/G Weichai-A; BUY Weichai & Sinotruk on valuatoin – 25 Mar 2022 (link)



# Figure 1: Weichai's 2021 results highlight

(RMB mn)	2020	2021	Change (YoY)	1H20	1H21	Change (YoY)	2H20	2H21	Change (YoY)
Revenue									
Diesel engines	62,720	64,460	3%	31,263	42,313	35%	31,457	22,146	-30%
Automobiles and major components	85,907	74,258	-14%	42,660	55,262	30%	43,246	18,996	-56%
Forklift trucks & supply chain solution	65,110	78,625	21%	30,158	38,770	29%	34,952	39,855	14%
Intersegment sales	-16,246	-13,795	-15%	(9,587)	(9,957)	4%	(6,659)	(3,837)	-42%
Total revenue	197,491	203,548	3%	94,495	126,388	34%	102,997	77,160	-25%
Segment profit									
Diesel engines	8,524	7,407	-13%	4,699	5,623	20%	3,825	1,785	-53%
Automobiles and major components	1,668	446	-73%	1,539	1,437	-7%	129	(991)	n/a
Forklift trucks & supply chain solution	1,789	5,338	198%	531	2,841	435%	1,258	2,496	98%
Intersegment sales	-127	-591	364%	(381)	(697)	83%	254	106	-58%
Total segment profit	11,854	12,601	6%	6,388	9,204	44%	5,466	3,396	-38%
Segment margin			Change (ppt)			Change (ppt)			Change (ppt)
Diesel engines	13.6%	11.5%	-2.10	15.0%	13.3%	-1.74	12.2%	8.1%	-4.10
Automobiles and major components	1.9%	0.6%	-1.34	3.6%	2.6%	-1.01	0.3%	-5.2%	-5.51
Forklift trucks & supply chain solution	2.7%	6.8%	4.04	1.8%	7.3%	5.57	3.6%	6.3%	2.66
Average	6.0%	6.2%	0.19	6.8%	7.3%	0.52	5.3%	4.4%	-0.91
(RMB mn)	2020	2021	Change (YoY)	1H20	1H21	Change (YoY)	2H20	2H21	Change (YoY)
Revenue	197,491	203,548	3%	94,495	126,388	34%	102,997	77,160	-25%
Cost of sales	(159,353)	(163,947)	3%	(75,990)	(102,577)	35%	(83,363)	(61,370)	-26%
Gross profit	38,138	39,601	4%	18,505	23,811	29%	19,634	15,790	-20%
Other income	1,369	670	-51%	266	402	51%	1,103	268	-76%
Other gains and losses	(15)	830	n/a	283	320	13%	(298)	509	n/a
S&D expenses	(10,862)	(10,903)	0%	(5,313)	(6,313)	19%	(5,550)	(4,589)	-17%
Administrative and R&D expenses	(13,723)	(14,944)	9%	(5,980)	(7,777)	30%	(7,743)	(7,166)	-7%
Taxes and surcharges	(831)	(797)	-4%	(433)	(514)	19%	(398)	(282)	-29%
Impairment loss of assets	(1,227)	(895)	-27%	(558)	(258)	-54%	(669)	(638)	-5%
EBIT	12,850	13,563	6%	6,772	9,671	43%	6,078	3,892	-36%
D&A	8,858	10,597	20%	4,290	5,202	21%	4,568	5,395	18%
EBITDA	21,708	24,160	11%	11,062	14,873	34%	10,645	9,287	-13%
Other expenses	(142)	(145)	2%	(46)	(52)	14%	(96)	(93)	-3%
Net finance cost	(279)	450	n/a	(166)	196	n/a	(113)	255	n/a
Finance income and others	1,278	1,724	35%	422	727	72%	856	998	17%
Finance expenses	(1,557)	(1,274)	-18%	(588)	(531)	-10%	(969)	(743)	-23%
Share of profit of JV and associates	253	187	-26%	145	158	9%	108	29	-73%
Pretax profit	12,682	14,055	11%	6,705	9,972	49%	5,977	4,083	-32%
Income tax	(1,407)	(2,493)	77%	(1,003)	(1,717)	71%	(404)	(776)	92%
After tax profit	11,275	11,562	3%	5,702	8,255	45%	5,573	3,307	-41%
MI	(2,068)	(2,307)	12%	(1,022)	(1,823)	78%	(1,046)	(484)	-54%
Net profit	9,207	9,255	1%	4,680	6,432	37%	4,527	2,823	-38%
Key ratios			Change (ppt)			Change (ppt)			Change (ppt)
Gross margin	19.3%	19.5%	0.1	19.6%	18.8%	-0.7	19.1%	20.5%	1.4
S&D expenses ratio	5.5%	5.4%	-0.1	5.6%	5.0%	-0.6	5.4%	5.9%	0.6
									1.8
Administrative and R&D expenses ratio	6.9%	7.3%	0.4	6.3%	6.2%	-0.2	7.5%	9.3%	1.0

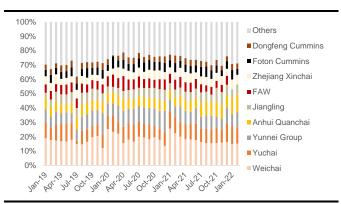
Source: Company data, CMBIGM

# Figure 2: Weichai's quarterly results

(RMB mn)	1Q20	1Q21	Chg (YoY)	2Q20	2Q21	Chg (YoY)	3Q20	3Q21	Chg (YoY)	4Q20	4Q21	Chg (YoY)
Revenue	38,999	65,471	68%	55,495	60,917	10%	52,889	40,041	-24%	50,107	37,119	-26%
Cost of sales	(30,247)	(52,929)	75%	(45,743)	(49,648)	9%	(42,667)	(31,888)	-25%	(40,696)	(29,482)	-28%
Gross profit	8,752	12,542	43%	9,752	11,269	16%	10,222	8,153	-20%	9,412	7,637	-19%
Other income	97	159	64%	169	243	44%	250	133	-47%	853	136	-84%
Other gains and losses	164	214	31%	120	106	-11%	(163)	170	n/a	(135)	339	n/a
S&D expenses	(2,718)	(3,408)	25%	(2,595)	(2,905)	12%	(2,845)	(2,630)	-8%	(2,705)	(1,959)	-28%
Administrative and R&D expenses	(2,840)	(3,955)	39%	(3,139)	(3,822)	22%	(3,401)	(3,368)	-1%	(4,342)	(3,798)	-13%
Taxes and surcharges	(165)	(270)	63%	(267)	(245)	-8%	(169)	(78)	-54%	(229)	(204)	-11%
Impairment loss of assets	(237)	(237)	0%	(320)	(21)	-93%	(120)	(152)	27%	(550)	(486)	-12%
EBIT	3,052	5,046	65%	3,720	4,624	24%	3,775	2,228	-41%	2,303	1,664	-28%
Other expenses	(40)	(28)	-29%	(6)	(24)	287%	(35)	(12)	-66%	(61)	(81)	33%
Net finance cost	14	98	582%	(181)	97	n/a	(70)	194	n/a	(43)	61	n/a
Share of profit of JV and associates	22	63	192%	123	95	-22%	28	43	56%	81	(15)	n/a
Pretax profit	3,049	5,179	70%	3,656	4,793	31%	3,697	2,453	-34%	2,280	1,629	-29%
Income tax	(457)	(812)	78%	(546)	(905)	66%	(698)	(517)	-26%	294	(258)	n/a
After tax profit	2,592	4,367	<b>69%</b>	3,110	3,888	25%	3,000	1,936	-35%	2,573	1,371	-47%
MI	(527)	(1,024)	94%	(494)	(800)	62%	(574)	(467)	-19%	(472)	(17)	-96%
Net profit	2,064	3,344	62%	2,616	3,088	18%	2,426	1,469	-39%	2,101	1,354	-36%
Key ratios			Chg (ppt)			Chg (ppt)			Chg (ppt)			Chg (ppt)
Gross margin	22.4%	19.2%	-3.3	17.6%	18.5%	0.9	19.3%	20.4%	1.0	18.8%	20.6%	
S&D expense ratio	7.0%	5.2%	-1.8	4.7%	4.8%	0.1	5.4%	6.6%	1.2	5.4%	5.3%	-0.1
Administrative and R&D expense ratio	7.3%	6.0%	-1.2	5.7%	6.3%	0.6	6.4%	8.4%	2.0	8.7%	10.2%	1.6
Effective tax rate	15.0%	15.7%	0.7	14.9%	18.9%	4.0	18.9%	21.1%	2.2	-12.9%	15.9%	28.7

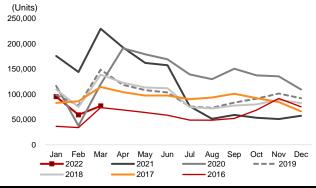
Source: Company data, CMBIGM

# Figure 3: China multi-cylinder engine market share



Source: CICEIA, CMBIGM

### Figure 5: China monthly HDT sales volume



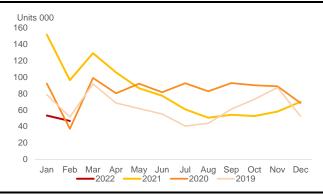
#### Source: Cvworld, CMBIGM

# Figure 7: KION's latest guidance for 2022E

	2020	2021	2022E guidance			
(EUR mn)			Low-end	High-end		
Order intake	9,443	12,482	11,600	12,800		
Growth (YoY)	4%	32%	-7%	3%		
Revenue	8,342	10,294	11,000	12,000		
Growth (YoY)	-5%	23%	7%	17%		
Adjusted EBIT	547	842	1,010	1,150		
Growth (YoY)	-36%	54%	20%	37%		
Adjusted EBIT margin	6.6%	8.2%	9.2%	9.6%		
Net income	211	568	-	-		
Growth (YoY)	-53%	169%	-	-		

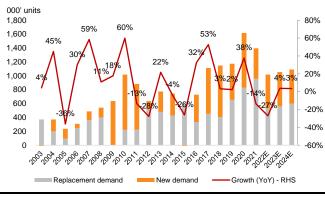
Source: Company data, CMBIGM

# Figure 4: Weichai's multi-cylinder engine monthly sales volume





# Figure 6: CMBI HDT sales projection



Source: Wind, CMBIGM estimates

# Figure 8: KION's quarterly financials

KION	1Q21	2Q21	3Q21	4Q21
(EUR mn)				
Order intake	2,626	3,255	3,107	3,493
Growth (YoY)	26%	40%	34%	28%
Revenue	2,375	2,593	2,566	2,761
Growth (YoY)	17%	36%	24%	18%
Adjusted EBIT	215	247	229	151
Growth (YoY)	49%	305%	44%	-17%
Adjusted EBIT margin	9.1%	9.5%	8.9%	5.5%
Net income	137	154	140	137
Growth (YoY)	101%	n/a	71%	76%

Source: Company data, CMBIGM





### Figure 9: Change in key assumptions for Weichai

Change in key assumptions		2022E			2023E	
Sales volume (unit)	Old	New	Change	Old	New	Change
Engine total	937,809	942,824	0.5%	1,002,397	1,009,983	0.8%
HDT (Shaanxi Heavy-duty Motor)	119,460	112,500	-5.8%	125,433	118,125	-5.8%
Gear box (Shaanxi Fast Gear Company)	1,158,129	1,072,290	-7.4%	1,181,292	1,093,736	-7.4%
(RMB mn)						
Revenue						
Diesel engines	56,269	56,569	0.5%	61,146	61,609	0.8%
Automobiles and major components	76,655	63,979	-16.5%	78,403	66,652	-15.0%
Forklift trucks & supply chain solution	76,940	79,018	2.7%	81,557	83,759	2.7%
Intersegment sales	(15,740)	(14,967)	-4.9%	(16,583)	(15,902)	-4.1%
Total revenue	194,124	184,598	-4.9%	204,523	196,119	-4.1%
Segment profit						
Diesel engines	6,640	5,940	-10.5%	7,338	6,777	-7.6%
Automobiles and major components	690	(320)	n/a	941	333	-64.6%
Forklift trucks & supply chain solution	5,232	5,373	2.7%	5,546	5,696	2.7%
Intersegment sales	(157)	(150)	-4.9%	(166)	(159)	-4.1%
Total segment profit	12,404	10,843	-12.6%	13,658	12,647	-7.4%
Segment margin		Cha	ange (ppt)		Cha	nge (ppt)
Diesel engines	11.8%	10.5%	-1.3	12.0%	11.0%	-1.0
Automobiles and major components	0.9%	-0.5%	-1.4	1.2%	0.5%	-0.7
Forklift trucks & supply chain solution	6.8%	6.8%	0.0	6.8%	6.8%	0.0
Average	6.4%	5.9%	-0.5	6.7%	6.4%	-0.2
Net profit	8,329	7,936	-4.7%	9,301	9,191	-1.2%

Source: Company data, CMBIGM estimates

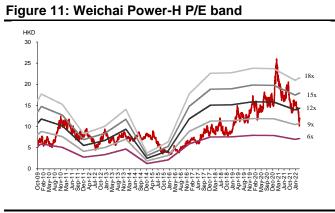
### Figure 10: SOTP valuation

SOTP valuation	Valuation methodology	Target multiple	EBITDA	Estimated EV	Net cash / (Net debt)	Equity value
		(x)	2022E (RMB mn)	(RMB mn)		(RMB mn)
Weichai core business	EV/EBITDA	4.5	8,300	37,350	47,195	84,545
KION Group	Proportionate market value	-	-	-	-	24,774
Ballard Power Systems	Proportionate market value	-	-	-	-	4,380
Ceres Power	Proportionate market value	-	-	-	-	2,388
Share of JV/associates	P/B	1	-	-	-	3,518
Minority interest in core business						(4,435)
Total NAV					-	115,171
NAV per share (RMB)						13.2
NAV per share (HK\$)						16.1

Note 1: Weichai owns 45.2% interest in KION, 20% interest in Ballard Power and 20% interest in Ceres Power.

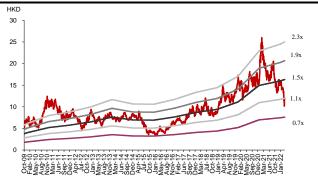
Note 2: Share of JV / associates exclude Ballard Power and Ceres Power

Source: Company data, CMBIGM estimates



Source: Bloomberg, Company data, CMBIGM estimates

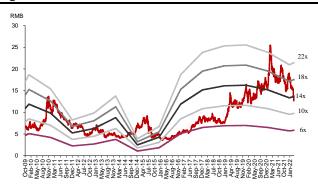
# Figure 12: Weichai Power-H P/B band



Source: Bloomberg, Company data, CMBIGM estimates

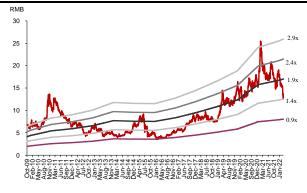


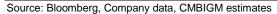
### Figure 13: Wechai Power-A P/E band

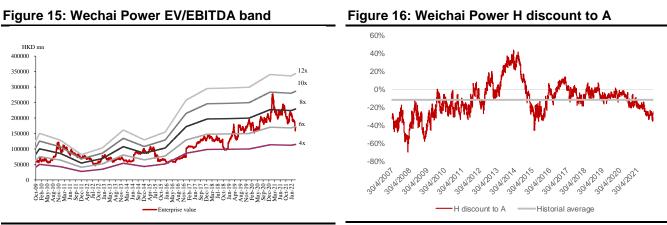


Source: Bloomberg, Company data, CMBIGM estimates

#### Figure 14: Weichai Power-A P/B band







#### Source: Bloomberg, Company data, CMBIGM estimates

Source: Bloomberg, CMBIGM

Risk factors: (1) Weaker-than-expected recovery engine demand; (2) further increase in component cost; (3) new business growth below expectations.



# **Financial Summary**

#### **Income statement**

Income statement					
YE 31 Dec (RMB mn)	FY20A	FY21A	FY22E	FY23E	FY24E
Revenue	197,491	203,548	184,598	196,119	205,599
Cost of sales	(159,353)	(163,947)	(148,786)	(158,072)	(165,507)
Gross profit	38,138	39,601	35,812	38,047	40,092
Operating expenses	(25,289)	(26,038)	(23,885)	(24,340)	(24,991)
EBIT	12,850	13,563	11,927	13,707	15,100
Other expenses	(142)	(145)	(222)	(235)	(247)
Net finance cost	(279)	450	563	747	1,079
Finance income and others	1,278	1,724	1,775	1,977	2,325
Finance expenses	(1,557)	(1,274)	(1,212)	(1,230)	(1,246)
profit of JV & associates	253	187	216	240	244
Pretax profit	12,682	14,055	12,484	14,458	16,176
Income tax	(1,407)	(2,493)	(2,310)	(2,675)	(2,993)
After tax profit	11,275	11,562	10,175	11,784	13,184
MI	(2,068)	(2,307)	(2,238)	(2,592)	(2,900)
Net profit	9,207	9,255	7,936	9,191	10,283
D&A	8,858	10,597	9,343	10,220	10,927
EBITDA	21,708	24,160	21,270	23,927	26,028

	Cash flow summary					
	YE 31 Dec (RMB mn)	FY20A	FY21A	FY22E	FY23E	FY24E
	Pretax profit	12,682	14,055	12,484	14,458	16,176
	Finance cost	1,557	1,274	1,212	1,230	1,246
	Interest income	(1,278)	(1,724)	(1,775)	(1,977)	(2,325)
	Share of profit or loss of associates	(253)	(187)	(216)	(240)	(244)
	Depreciation	6,699	8,473	7,239	8,009	8,609
	Amortization of intangible assets	2,087	2,065	2,042	2,150	2,257
	Income tax paid	(1,407)	(2,493)	(2,310)	(2,675)	(2,993)
	Change in working capital	1,114	(8,767)	(1,576)	2,148	2,677
	Others	1,727	1,963	1,837	2,039	2,387
	Cash flow from operation	22,928	14,658	18,937	25,142	27,790
	Net capex on PP&E	(5,992)	(3,610)	(10,700)	(8,700)	(6,700)
	Investment in JV/associates	(537)	(3,082)	0	0	0
	Investment in subsidiaries	(938)	(496)	0	0	0
	Dividend received	145	143	123	137	139
	Others	(2,095)	1,636	0	0	0
	Cash flow from investing	(9,417)	(5,409)	(10,577)	(8,563)	(6,561)
	Proceeds from equity financing	0	14,050	0	0	0
	Net bank borrowings	1,052	(5,913)	300	800	100
	Dividend paid	(3,459)	(4,837)	(3,229)	(2,778)	(3,217)
	Interest paid	0	0	(1,212)	(1,230)	(1,246)
	Others	(579)	(176)	0	0	0
	Cash flow from financing	(2,986)	3,123	(4,141)	(3,208)	(4,363)
	Change in cash	10,525	12,372	4,220	13,371	16,867
	Cash at beginning of the year	48,818	62,216	75,043	79,263	92,634
	Exchange gains/(losses) and others	2,873	455	0	0	0
_	Cash at the end of the year	62,216	75,043	79,263	92,634	109,501

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Balance sheet						Key ratios					
YE 31 Dec (RMB mn)	FY20A	FY21A	FY22E	FY23E	FY24E	YE 31 Dec	FY20A	FY21A	FY22E	FY23E	FY24E
Non-current assets	118,235	116,406	117,918	116,563	112,502	Sales mix (%)					
PP&E	31,720	33,188	34,949	33,940	30,332	Diesel engines	31.8	31.7	30.6	31.4	32.5
Investment in JV/associates	4,944	6,713	6,806	6,909	7,014	Automobiles and major components	43.5	36.5	34.7	34.0	32.4
Goodwill	24,666	22,847	22,847	22,847	22,847	Forklift trucks & supply chain solution	33.0	38.6	42.8	42.7	43.2
Long term receivables	9,623	9,522	9,522	9,522	9,522	Intersegment sales	(8.2)	(6.8)	(8.1)	(8.1)	(8.1)
Intangible assets	23,826	20,908	20,566	20,116	19,560	Total	100.0	100.0	100.0	100.0	100.0
Others	23,457	23,228	23,228	23,228	23,228	Profit & loss ratio (%)					
Current assets	152,515	160,638	164,630	182,367	193,789	Gross margin	19.3	19.5	19.4	19.4	19.5
Prepayments	1,095	1,570	1,508	1,446	1,384	EBIT margin	6.5	6.7	6.5	7.0	7.3
Inventories	31,226	31,585	30,375	34,586	29,803	After tax profit margin	5.7	5.7	5.5	6.0	6.4
Trade receivables	15,422	18,191	19,235	19,452	18,852	Growth (%)					
Notes receivables	28,780	16,562	16,562	16,562	16,562	Revenue	13.3	3.1	(9.3)	6.2	4.8
Others	13,775	17,688	17,688	17,688	17,688	Gross profit	0.3	3.8	(9.6)	6.2	5.4
Cash	62,216	75,043	79,263	92,634	109,501	EBIT	(10.9)	5.5	(12.1)	14.9	10.2
						Net profit	1.1	0.5	(14.2)	15.8	11.9
Current liabilities	123,713	115,382	114,440	121,816	119,210	Balance sheet ratio					
Trade and bills payables	45,450	39,596	37,854	44,430	41,724	Current ratio (x)	1.2	1.4	1.4	1.5	1.6
Notes payable	22,970	27,797	27,797	27,797	27,797	Receivable turnover days	27	30	37	36	34
Bank borrowings	17,006	12,982	13,782	14,582	14,682	Inventory turnover days	64	70	76	75	71
Others	38,287	35,006	35,006	35,006	35,006	Payable turnover days	94	95	95	95	95
Non-current liabilities	66,604	58,700	58,200	58,200	58,200	Net debt / total equity (%)	Net cash				
Bank borrowings	20,729	18,839	18,339	18,339	18,339	Profitability (%)					
Long term payables	21,205	18,427	18,427	18,427	18,427	ROA	4.4	4.2	3.6	4.1	4.4
Others	24,670	21,435	21,435	21,435	21,435	ROE	19.1	15.2	10.8	11.7	12.0
Equity	80,433	102,962	109,908	118,914	128,880	Per share data					
Shareholders' equity	51,202	70,907	75,614	82,028	89,094	EPS (RMB)	1.16	1.06	0.91	1.05	1.18
MI	29,231	32,055	34,293	36,886	39,786	BVPS (RMB)	6.45	8.13	8.66	9.40	10.21
						DPS (RMB)	0.41	0.37	0.32	0.37	0.41

Source: Company data, CMBIGM estimates



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#### CMB International Global Markets Limited

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

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