

医药：寻找确定性的细分赛道成长

Healthcare industry: looking for certainty in segmentation track growth

孟科含 kehan meng kehan.meng@htise.com

2023年6月30日

严肃医疗复苏、中药与国企改革等引领行业发展

一、严肃医疗复苏：相关药品、器械持续增长，寻找渗透率低的潜力品种

受过去三年疫情影响，严肃医疗需求受到压制，后疫情时代复苏良好，促进相关药品与器械企业实现快速增长

建议关注：

1. 大药企中走出创新产品生命周期的公司：恒瑞医药、科伦药业等
2. 医疗器械领域中能不断提高国产化率的公司，建议关注内镜、血透、电生理领域
3. 受益于疫后复苏的药品、麻醉企业

二、中药：行业政策支持自上而下，国企改革激发活力，业绩边际改善明显

1. 收入端：受益于医保政策支持、CDE对于中药审评审批加速支持中药创新药发展
2. 利润端：受益于国企改革，降本增效提升盈利水平，利润率明显增长

三、国企改革带来的机会

建议关注血制品、中药领域受益于国企改革主线的企业，经营效益持续提升

四、医疗服务：景气度与高壁垒持续，疫情后快速复苏

在国家持续鼓励社会办医的政策支持下，可推动终端民营医疗服务发展，并且影响有关细分市场的商业模式以及企业品牌的发展方向

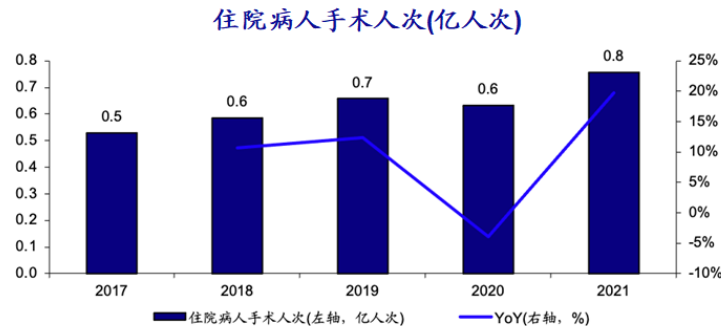
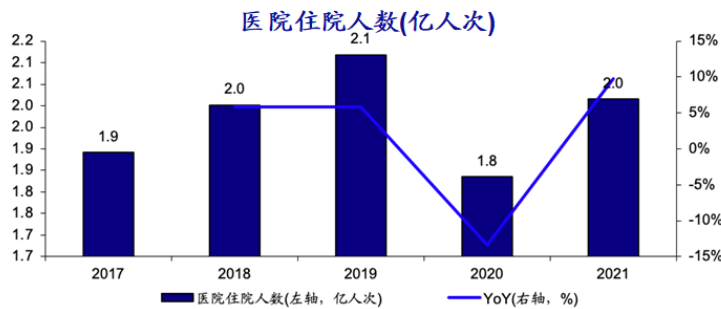
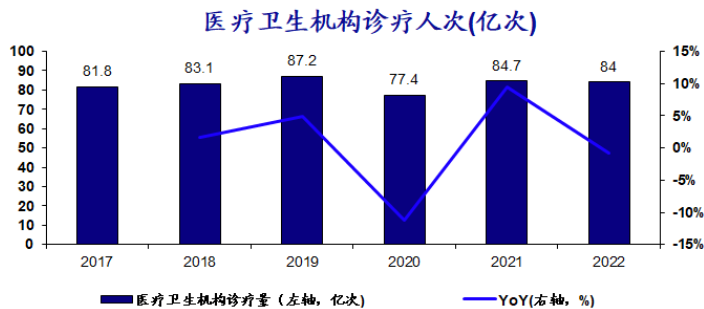
五、CXO及上游产业链：需求端快速复苏，供给侧逐步出清

持续受益于中国工程师红利，外包率提升趋势预计不变

风险提示：医疗行业竞争加剧风险，行业增速不达预期风险，行业集采风险

严肃医疗复苏：医院诊疗在后疫情时代迎来修复

- 医院诊疗在2020年受疫情影响，就诊人次下滑，下滑幅度住院 > 门诊：医院诊疗人次同比-11.2%，住院人数同比-13.4%，综合医院门急诊同比-14.3%，住院病人手术人次同比-4.0%。
- 2021年伴随疫情影响减弱、社会秩序逐步恢复，医院诊疗修复至2019年疫情前水平。



For full disclosure of risks, valuation methodologies and target price formation on all HTI rated stocks, please refer to the latest full report on our website at equities.htisec.com

严肃医疗复苏：麻醉药复苏，大企业中科伦走出新的成长曲线

- 2022年大型成熟药企仍受到医保、疫情的压制，体现在报表上仅先声药业2022年营收超20%增长，表中成熟药企2022年营收合计同比增长7%，而2022年利润合计表现下滑，但剔除中国生物制药联营企业后，上述公司2021-22年净利润分别为342.2亿元、376.2亿元，2022年同比增长10%。
- 2023Q1疫情管控放开后院内用药受到较大冲击，表中公司营收合计下滑9%，利润下滑10%。我们认为科伦药业（+25%）、人福医药（+20%）、恩华药业（+19%）等公司营收端增速较快，可能与新冠用药及住院增加有关。

表：2022年营收>40亿元的成熟药企业绩汇总

证券简称	营收 (亿元)						净利润 (亿元)						净利润率	
	2021	2022	YOY	2022Q1	2023Q1	YOY	2021	2022	YOY	2022Q1	2023Q1	YOY	2021	2022
复星医药	390.1	439.5	13%	103.8	108.7	5%	47.4	37.3	-21%	4.6	9.9	113%	12%	8%
华东医药	345.6	377.1	9%	89.3	101.1	13%	23.0	25.0	9%	7.0	7.6	7%	7%	7%
石药集团	278.7	309.4	11%	78.7			56.1	60.9	9%	14.0			20%	20%
中国生物制药	268.6	287.8	7%				146.1	25.4	-83%				54%	9%
人福医药	205.5	223.4	9%	51.8	62.3	20%	13.2	24.8	89%	9.1	6.7	-27%	6%	11%
恒瑞医药	259.1	212.8	-18%	54.8	54.9	0%	45.3	39.1	-14%	12.4	12.4	0%	17%	18%
科伦药业	172.8	189.1	9%	44.8	56.0	25%	11.0	17.1	55%	2.9	8.1	178%	6%	9%
健康元	159.0	171.4	8%	46.6	45.6	-2%	13.3	15.0	13%	4.6	4.6	0%	8%	9%
丽珠集团	120.6	126.3	5%	34.8	34.1	-2%	17.8	19.1	8%	5.5	5.8	5%	15%	15%
远大医药	86.0	95.6	11%				24.0	20.8	-13%				28%	22%
翰森制药	99.4	93.8	-6%				27.1	25.8	-5%				27%	28%
康哲药业	83.4	91.5	10%				30.2	32.6	8%				36%	36%
海普瑞	63.7	71.6	12%	19.1	13.0	-32%	2.4	7.3	202%	2.3	0.7	-72%	4%	10%
先声药业	50.0	63.2	26%				15.1	9.3	-38%				30%	15%
绿叶制药	52.0	59.8	15%				-1.3	6.0	-550%				-3%	10%
恩华药业	39.4	43.0	9%	9.9	11.8	19%	8.0	9.0	13%	1.9	2.3	21%	20%	21%
合计	2673.7	2855.4	7%	533.7	487.6	-9%	478.5	374.6	-22%	64.5	58.0	-10%	18%	13%

For full disclosure of risks, valuation methodologies and target price formation on all HTI rated stocks, please refer to the latest full report on our website at equities.htisec.com

医疗器械：出海产品层级逐步提升

► 出海的医疗器械产品呈现从低端到中高端的变化。除了迈瑞医疗、南微医学与新冠检测相关公司之外，近年来上市的怡和嘉业、美好医疗、海泰新光等公司海外业务收入增速较快。

板块	公司	总市值 20230602	海外业务收入增速					海外业务收入占比					占比走势	
			2018	2019	2020	2021	2022	2017	2018	2019	2020	2021		2022
设备	迈瑞医疗	3656	14%	100%	41%	1%	17%	28%	26%	42%	47%	40%	39%	
	联影医疗	1142	-	128%	143%	113%	111%	0%	2%	3%	4%	7%	12%	
	怡和嘉业	116	20%	41%	59%	83%	159%	67%	60%	62%	45%	70%	85%	
	美好医疗	171	-	27%	7%	34%	31%	0%	96%	95%	85%	89%	94%	
	开立医疗	250	25%	10%	-25%	34%	19%	49%	49%	53%	43%	46%	45%	
	澳华内镜	88	-2%	59%	-1%	0%	4%	48%	40%	33%	37%	28%	23%	
	海泰新光	79	6%	29%	8%	4%	48%	88%	85%	87%	86%	80%	76%	
	奕瑞科技	309	44%	48%	11%	38%	20%	38%	44%	53%	41%	37%	34%	
	福瑞股份	73	-3%	14%	-13%	3%	14%	58%	55%	66%	59%	54%	55%	
	理邦仪器	90	16%	11%	145%	-44%	4%	58%	57%	56%	67%	53%	52%	
祥生医疗	59	21%	19%	-7%	27%	-14%	75%	75%	79%	82%	87%	78%		
高值耗材	南微医学	167	43%	32%	-5%	45%	12%	45%	44%	41%	39%	38%	42%	
低值耗材	采纳股份	41	69%	32%	65%	45%	10%	80%	88%	92%	54%	90%	94%	
	维力医疗	55	14%	12%	27%	-18%	28%	60%	58%	49%	55%	45%	47%	
	振德医疗	89	2%	30%	508%	-64%	-26%	72%	68%	67%	74%	54%	33%	
IVD	新产业	467	19%	29%	140%	-7%	26%	20%	19%	20%	37%	30%	32%	
	普门科技	107	-9%	83%	209%	237%	21%	6%	4%	6%	14%	34%	33%	

For full disclosure of risks, valuation methodologies and target price formation on all HTI rated stocks, please refer to the latest full report on our website at equities.htisec.com

中药：医保政策支持，中药创新药审评审批加速

- 2021年12月31日，国家医保局、中医药管理局发布关于医保支持中医药传承创新发展的指导意见，将符合条件的中医医药机构纳入医保定点，提高中药和中医医疗服务项目纳入医保支付范围，并指出中医医疗机构可暂不实行DRG付费，在医保终端覆盖范围、医疗服务、产品价格和支付方式上都给予了较大的支持。回顾2017-2020年，医保谈判药品中中药占比从10%提升至31%，中药纳入医保的比例逐年攀升，2021年中药医保入围后的中标率（84%）高于西药入围后的中标率（53%），同时中药医保降价也较为温和，我们认为支付端对于中医药的扶持逐步加强。
- 2021年国家药监局累计批准12款中药新药上市，数量创近5年新高，其中1.1类新药有7个。2022年，国家药监局共批准7个中药新药上市，其中4款中药新药集中在2022年12月获批上市。共有10款中药新药提交上市申请，创下近5年来新高。共有36个中药新药获得临床试验默示许可，较2021年的32个增加了4个，其中1类中药创新药有25个、2类中药改良型新药有11个。

图 2021年医保谈判药品类别中标率

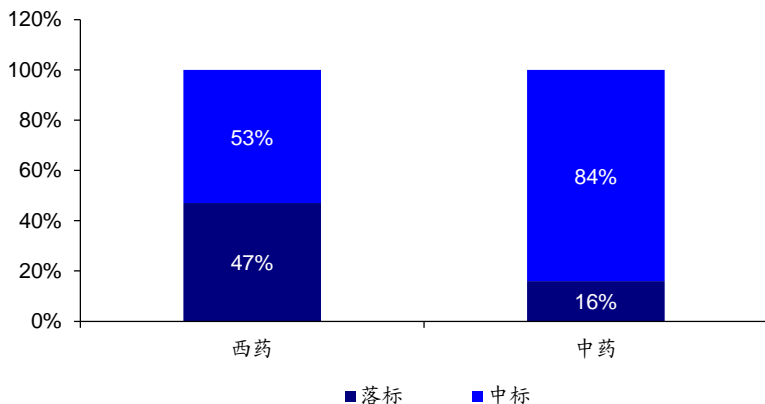
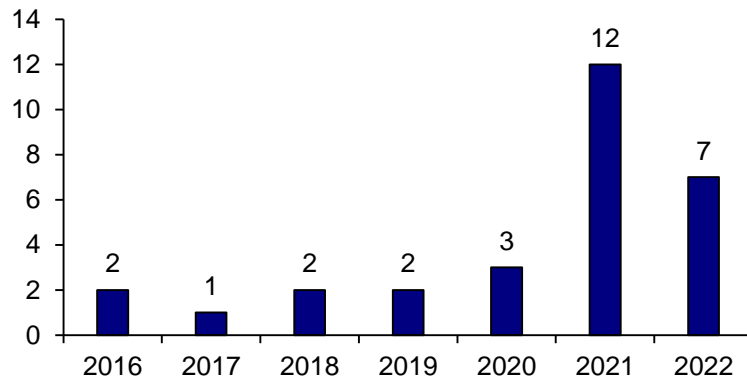


图 2016-2022年中药新药获批数量情况（单位：个）



For full disclosure of risks, valuation methodologies and target price formation on all HTI rated stocks, please refer to the latest full report on our website at equities.htisec.com

国企改革：中药国企降本增效，盈利能力显著提升

- 2020年6月30日，习近平总书记主持召开中央深改委第十四次会议，审议通过了《国企改革三年行动方案（2020-2022年）》，我们认为这是面向新发展阶段我国深化国有企业改革的纲领性文件。方案提出要完善国资监管体制，深化混合所有制改革；健全市场化经营机制，提高国企核心竞争力。
- 广誉远、太极集团、达仁堂实际控制人发生变更，部分中药国企实现股权变更梳理，落实混合所有制改革，董监高等管理层通过更加市场化制选举，上述一系列高效改革方案为中药上市企业注入增长新动能。23年Q1以国企改革企业为代表的中药公司净利润实现高速增长，降本增效成果逐步显现。

股票代码	股票简称	收入 (亿元)		收入增速			归母净利润 (亿元)		归母净利润增速		
		2021	2022	2021	2022	23Q1	2021	2022	2021	2022	23Q1
国企改革											
600129.SH	太极集团	121.49	140.51	8.40%	15.60%	25.30%	-5.23	3.5	-891.90%	-166.80%	991.20%
600329.SH	达仁堂	69.08	82.49	4.60%	19.40%	14.00%	7.69	8.62	16.20%	12.00%	100.80%
600422.SH	昆药集团	82.54	82.82	7.00%	0.30%	-19.20%	5.08	3.83	11.10%	-24.50%	14.50%
600572.SH	康恩贝	61.51	60	4.10%	-2.40%	25.30%	20.09	3.58	343.20%	-82.20%	175.20%
OTC											
000999.SZ	华润三九	153.2	180.79	12.30%	18.00%	49.50%	20.47	24.49	28.10%	19.60%	36.90%
600566.SH	济川药业	76.31	89.96	23.80%	17.90%	9.90%	17.19	21.71	34.60%	26.30%	16.40%
002737.SZ	葵花药业	44.61	50.95	28.90%	14.20%	47.30%	7.05	8.67	20.60%	23.10%	85.30%
600285.SH	羚锐制药	26.94	30.02	15.50%	11.40%	15.60%	3.62	4.65	11.10%	28.70%	10.30%
603896.SH	寿仙谷	7.67	8.29	20.60%	8.10%	1.20%	2.01	2.78	32.40%	38.30%	6.10%
600750.SH	江中药业	28.74	38.12	17.70%	32.60%	41.40%	5.06	5.96	6.70%	17.90%	31.10%
600479.SH	千金药业	36.64	40.26	1.00%	9.90%	0.80%	3.02	3.04	1.70%	0.50%	9.80%
600436.SH	片仔癀	80.22	86.94	23.20%	8.40%	12.00%	24.31	24.72	45.50%	1.70%	11.70%
600085.SH	同仁堂	146.03	153.72	13.90%	5.30%	30.10%	12.27	14.26	19.00%	16.20%	30.90%
000423.SZ	东阿阿胶	38.49	40.42	12.90%	5.00%	20.10%	4.4	7.8	917.40%	77.10%	100.90%
600771.SH	广誉远	8.54	9.95	-23.00%	16.40%	55.20%	-3.16	-3.99	-1088.20%	26.10%	26.20%
600976.SH	健民集团	32.78	36.41	33.50%	11.10%	10.40%	3.25	4.08	119.70%	25.50%	12.20%
中药创新药											
002603.SZ	以岭药业	101.17	125.33	15.20%	23.90%	44.60%	13.44	23.62	10.30%	75.70%	148.30%
600557.SH	康缘药业	36.49	43.51	20.30%	19.20%	25.40%	3.21	4.34	21.90%	35.50%	28.60%
600535.SH	天士力	79.52	85.93	-41.40%	8.10%	10.90%	23.59	-2.57	109.50%	-110.90%	147.70%
603998.SH	方盛制药	15.67	17.92	22.50%	14.40%	3.30%	0.7	2.86	9.80%	308.10%	86.40%
002873.SZ	新天药业	9.7	10.88	29.10%	12.10%	-16.20%	1.01	1.16	35.80%	15.40%	-18.70%
300181.SZ	佐力药业	14.57	18.05	33.60%	23.90%	12.80%	1.79	2.73	102.00%	52.20%	41.80%
配方颗粒											
300026.SZ	红日药业	76.71	66.5	18.20%	-13.30%	-4.20%	6.87	6.24	19.90%	-9.20%	-26.40%

For full disclosure of risks, valuation methodologies and target price formation on all HTI rated stocks, please refer to the latest full report on our website at equities.htisec.com

国企改革：血制品企业受益，业绩增长稳健

- ▶ 天坛生物：收入与利润稳健增长，主要受销量增加、成本费用控制、其他收益增加以及2021年6月份对成都蓉生公司增资带来子公司持股比例变化等因素影响；
- ▶ 华兰生物：血制品业务因原料成本增加毛利率减少，疫苗业务因流感疫苗接种受疫情影响，计提了较多的减值准备；
- ▶ 博雅生物：营收与利润快速增长，针对欣和的资产计提了减值准备，以及参与投资的高特佳基金公允价值减少的影响；
- ▶ 派林生物：快速增长主要系公司优化产品结构，推动提质增效，血制品业务毛利率提升6pcts。

2022年	收入 (亿元)	YOY	归母净利润 (亿元)	YOY	扣非归母净利润 (亿元)	YOY	备注
天坛生物	42.61	3.63%	8.81	15.92%	8.54	12.93%	血制品收入42.44亿 (+3.59%)
华兰生物	45.17	1.82%	10.76	-17.14%	8.94	-25.61%	血制品收入26.79亿 (+3.14%)， 疫苗收入18.18亿 (-0.38%)
博雅生物	27.59	4.08%	4.32	25.45%	3.92	33.61%	血制品收入13.15亿 (+8.63%)， 利润里有8000w左右的理财收益
派林生物	24.05	21.98%	5.87	50.14%	5.18	99.39%	血制品23.96亿 (+21.87%)，利润 里有6000w左右的业绩补偿款

For full disclosure of risks, valuation methodologies and target price formation on all HTI rated stocks, please refer to the latest full report on our website at equities.htisec.com

医疗服务：景气度与高壁垒持续，疫情后快速复苏

- ▶ 在国家持续鼓励社会办医的政策支持下，可推动终端民营医疗服务发展，并且影响有关细分市场的商业模式以及企业品牌的发展方向。
- ▶ 23Q1复苏强劲。在1月份仍受放开冲击的情况下，一季度各家公司同比均取得较高的增速。其中爱尔眼科23Q1收入同比增速20%，普瑞眼科为39%。利润端修复快于收入端。

图 医疗服务各公司22年与23Q1业绩情况汇总

板块	公司	2022				2023Q1			
		营收(亿元)	yoy	归母(亿元)	yoy	营收(亿元)	yoy	归母(亿元)	yoy
眼科	爱尔眼科	161.1	7.39%	25.24	8.65%	50.21	20.44%	7.81	27.92%
	华夏眼科	32.33	5.51%	5.12	12.50%	9.31	15.10%	1.5	34.01%
	普瑞眼科	17.26	0.91%	0.21	-78.09%	6.5	38.73%	1.62	334.85%
	何氏眼科	9.55	-0.74%	0.33	-61.55%	3.07	26.91%	0.57	117.82%
口腔	通策医疗	27.19	-2.23%	5.48	-21.99%	6.75	3.04%	1.69	1.49%
肿瘤	海吉亚医疗	32.06	38.30%	4.77	8.00%	-	-	-	-
中医	固生堂	16.27	18.31%	1.83	136.15%	-	-	-	-
民营医院	国际医学	27.11	-7.19%	-	-	10.59	247.40%	-	-
	三星医疗	90.98	29.55%	9.48	37.40%	22.48	13.42%	2.7	63.84%

For full disclosure of risks, valuation methodologies and target price formation on all HTI rated stocks, please refer to the latest full report on our website at equities.htisec.com

CXO及上游产业链：供给侧出清，需求端不断向好

- ▶ 我们认为2022年是CXO短中长期逻辑经受考验的一年，短期受新冠相关收入的扰动，对22、23年表观收入利润增速造成波动；从中长期角度来看，生物医药投融资下滑对需求端有一定影响，中美贸易冲突等外部事件也存在着潜在影响。

- ▶ 我们认为2023年，CXO的基本面逻辑有望向好：
 1. CXO估值回落到底部位置，基于2022年单季度业绩基数变化，2023年各公司业绩同比增速逐季度向上；
 2. 新冠相关收入将逐渐出清，大品种药品的持续诞生为头部CDMO带来业绩增长的稳定性；
 3. 生物医药投融资在美联储结束加息后，有望恢复。跨国大药企是全球研发费用的基本盘，受投融资影响小，头部CXO公司更能切入大药企的供应链；
 4. 全球CXO的外包率仍在提升，中国CXO的全球市占率在提升，中国工程师红利仍在。

- ▶ 投资建议：建议从生物医药投融资好转、大品种药品诞生等事件关注需求端恢复情况，CXO估值处于历史底部位置，重视板块估值修复机会。我们看好龙头与二三线公司间能力的分化，建议关注：药明康德，药明生物，泰格医药，康龙化成，凯莱英等；同时关注细分赛道中从逆境中修复的公司：普蕊斯，诺思格，泓博医药等。

- ▶ 风险提示：医药行业研发投入的不确定性，核心客户的流失风险，订单执行不力的风险。

CXO业绩总结：23年回归内生常规业务增速，行业内部分化，看好龙头 维持高增速



- 我们认为承接新冠相关业务的CXO公司，22年经历高增速之后，23年开始回归内生常规业务的高增速。
- 我们认为，进入23年，CXO内部将更加分化，龙头在前期高资本开支、人员扩张的基础上，在生物医药投融资增速放缓等待复苏的大背景下，我们认为龙头将维持较高的收入增速，市场份额有望进一步提高。

表：部分CXO公司22全年、23年一季度业绩

赛道	公司	22年收入 (亿元)	22年收入 yoy	22年毛利率	22年归母 净利润 (亿元)	22年归母 净利润 yoy	23Q1收入 (亿元)	23Q1收入 yoy	23Q1归母 净利润 (亿元)	23Q1归母 净利润 yoy	23Q1 毛利率
临床前 CRO	药明康德	393.5	72%	36%	94.0	83%	89.6	5.8	23.0	14%	40%
	康龙化成	102.7	38%	36%	18.3	25%	27.2	29.5	4.4	20%	36%
	昭衍新药	22.7	50%	49%	10.7	93%	3.7	36.3	1.9	50%	52%
临床 CRO	泰格医药	70.9	36%	43%	15.4	25%	18.0	-0.7	3.8	1%	40%
	诺思格	6.4	5%	38%	1.1	14%	1.6	-5.5	0.3	8%	36%
	普蕊斯	5.9	17%	26%	0.7	25%	1.6	30.0	0.3	160%	25%
CDMO	合全药业	214.5	165%	/	61.6	193%	/	/	/	/	/
	药明生物	152.7	48%	47%	49.3	49%	/	/	/	/	/
	凯莱英	102.6	121%	44%	33.0	209%	22.5	22.5	6.3	26%	48%
	博腾股份	70.3	126%	41%	20.1	283%	13.8	13.8	3.0	-20%	50%
	和元生物	2.9	14%	52%	0.4	-28%	0.3	0.3	-0.3	-363%	-21%

注：药明康德利润为经调整Non-IFRS归母净利润，康龙化成净利润为经调整Non-IFRS归母净利润，泰格医药为扣非归母净利润，药明生物为经调整归母净利润

For full disclosure of risks, valuation methodologies and target price formation on all HTI rated stocks, please refer to the latest full report on our website at equities.htisec.com

上游赛道短期受到行业投融资寒冬影响，需要自下而上寻找具备 α 的公司



• 上游赛道的业绩增速出现一定分化。

(1) 工业端客户占比较高、下游以CDMO、生产阶段为主的，受投融资传导影响较小。

(2) 2022年同期承接新冠业务研发、核酸检测试剂生产相关业务的公司，短期业绩增速仍受到新冠收入出清的扰动。

我们认为，以临床前CRO为主要业务的模式动物，受biotech投融资影响最大，较为适合作为行业景气度恢复的前瞻指标。

表：部分上游公司22全年、23年一季度业绩

赛道	公司	22年收入 (亿元)	22收入yoy	22年毛利率	23Q1收入 (亿元)	23Q1收入yoy	23Q1毛利率	备注
培养基	奥浦迈	2.94	38%	63.82%	0.68	-7%	65.4%	
	多宁生物	7.98	34%	44.23%	/	/	/	
	澳斯康	0.29	16%	/	/	/	/	仅蛋白抗体培养基
分子砌块	毕得医药	8.34	38%	44.11%	2.52	42%	43.51%	
	皓元医药	2.46	78%	/	/	/	/	仅分子砌块
	药石科技	3.53	40%	60.16%	/	/	/	仅分子砌块
模式动物	药康生物	5.17	31%	71.29%	1.4	21%	69.21%	
	南模生物	3.03	10%	41.47%	0.87	19%	39.78%	
	百奥赛图	4.06	2.64	53.8%	/	/	/	仅临床前CRO
科研试剂	泰坦科技	26.08	21%	21.83%	6.55	13%	19.88%	
	阿拉丁	3.78	31%	58.65%	0.87	-5%	61.61%	

For full disclosure of risks, valuation methodologies and target price formation on all HTI rated stocks, please refer to the latest full report on our website at equities.htisec.com

1. 医疗行业竞争加剧风险
2. 行业增速不达预期风险
3. 行业集采风险

Summary

I . Serious medical recovery: related drugs and devices continue to grow, looking for potential varieties with low penetration rate affected by the past three years of the epidemic, serious medical demand was suppressed, and the post-epidemic era recovered well, promoting related drugs and devices companies to achieve rapid growth.

It is recommended to focus on: 1, big pharmaceutical companies out of the life cycle of innovative products. 2, medical devices in the field can continue to improve the localization rate of the company, it is recommended to focus on endoscopy, hemodialysis, electrophysiology field. 3, benefit from the post-epidemic recovery of drugs, anesthesia companies .

II.Chinese medicine: industry policy support from the top down, state-owned enterprise reform to stimulate vitality, performance marginal improvement obvious income side: benefit from medical insurance policy support, CDE for Chinese medicine review and approval to accelerate support for the development of innovative Chinese medicine profit side: benefit from the restructuring of state-owned enterprises, reduce costs and increase efficiency to improve profitability, profit margins increased significantly .

III.The opportunities brought about by the reform of state-owned enterprises recommended to focus on blood products, Chinese medicine field benefit from the main line of reform of state-owned enterprises, operating efficiency continues to improve.

IV. Medical services: the boom and high barriers to continue, the rapid recovery after the epidemic in the country to continue to encourage social medical policy support, can promote the development of terminal private medical services, and influence the business model of the relevant market segments and the direction of development of corporate brands

V. CXO and upstream industry chain: rapid recovery on the demand side and gradual clearing on the supply side Continued benefit from China's engineer dividend, the trend of outsourcing rate increase is expected to remain unchanged.

Risk tips: risk of increased competition in the medical industry, risk of industry growth rate not meeting expectations, risk of industry collection.

重要信息披露

本研究报告由海通国际分销，海通国际是由海通国际研究有限公司(HTIRL)，Haitong Securities India Private Limited (HSIPL)，Haitong International Japan K.K. (HTIJKK)和海通国际证券有限公司(HTISCL)的证券研究团队所组成的全球品牌，海通国际证券集团(HTISG)各成员分别在其许可的司法管辖区内从事证券活动。

IMPORTANT DISCLOSURES

This research report is distributed by Haitong International, a global brand name for the equity research teams of Haitong International Research Limited (“HTIRL”), Haitong Securities India Private Limited (“HSIPL”), Haitong International Japan K.K. (“HTIJKK”), Haitong International Securities Company Limited (“HTISCL”), and any other members within the Haitong International Securities Group of Companies (“HTISG”), each authorized to engage in securities activities in its respective jurisdiction.

HTIRL分析师认证Analyst Certification:

我，孟科含，在此保证 (i) 本研究报告中的意见准确反映了我们对本研究中提及的任何或所有目标公司或上市公司的个人观点，并且 (ii) 我的报酬中没有任何部分与本研究报告中表达的具体建议或观点直接或间接相关；及就此报告中所讨论目标公司的证券，我们（包括我们的家属）在其中均不持有任何财务利益。我和我的家属（我已经告知他们）将不会在本研究报告发布后的3个工作日内交易此研究报告所讨论目标公司的证券。I, Kehan Meng, certify that (i) the views expressed in this research report accurately reflect my personal views about any or all of the subject companies or issuers referred to in this research and (ii) no part of my compensation was, is or will be directly or indirectly related to the specific recommendations or views expressed in this research report; and that I (including members of my household) have no financial interest in the security or securities of the subject companies discussed. I and my household, whom I have already notified of this, will not deal in or trade any securities in respect of the issuer that I review within 3 business days after the research report is published.

利益冲突披露 Conflict of Interest Disclosures

海通国际及其某些关联公司可从事投资银行业务和/或对本研究中的特定股票或公司进行做市或持有自营头寸。就本研究报告而言，以下是有关该等关系的披露事项（以下披露不能保证及时无遗漏，如需了解及时全面信息，[请发邮件至ERD-Disclosure@htisec.com](mailto:ERD-Disclosure@htisec.com)）

HTI and some of its affiliates may engage in investment banking and / or serve as a market maker or hold proprietary trading positions of certain stocks or companies in this research report. As far as this research report is concerned, the following are the disclosure matters related to such relationship (As the following disclosure does not ensure timeliness and completeness, please send an email to ERD-Disclosure@htisec.com if timely and comprehensive information is needed).

海通证券股份有限公司和/或其子公司（统称“海通”）在过去12个月内参与了688301.CH, 2315.HK and 2273.HK的投资银行项目。投资银行项目包括：1、海通担任上市前辅导机构、保荐人或主承销商的首次公开发行项目；2、海通作为保荐人、主承销商或财务顾问的股权或债务再融资项目；3、海通作为主经纪商的新三板上市、目标配售和并购项目。

Haitong Securities Co., Ltd. and/or its subsidiaries (collectively, the "Haitong") have a role in investment banking projects of 688301.CH, 2315.HK and 2273.HK within the past 12 months. The investment banking projects include 1. IPO projects in which Haitong acted as pre-listing tutor, sponsor, or lead-underwriter; 2. equity or debt refinancing projects of 688301.CH, 2315.HK and 2273.HK for which Haitong acted as sponsor, lead-underwriter or financial advisor; 3. listing by introduction in the new three board, target placement, M&A projects in which Haitong acted as lead-brokerage firm.

688301.CH, 2315.HK 及 2273.HK 目前或过去12个月内是海通的投资银行业务客户。

688301.CH, 2315.HK and 2273.HK are/were an investment bank clients of Haitong currently or within the past 12 months.

海通期货-青岛海洋创新产业投资基金有限公司-海通期货-通合共盈FOF三十六期单一资产管理计划,黑龙江省新产业投资集团龙江清洁能源有限公司,金华中开院高新产业发展合伙企业(有限合伙),青岛海洋创新产业投资基金有限公司,威海市鲲鹏服务贸易创新产业投资基金合伙企业(有限合伙),中山市长青新产业有限公司,青岛海洋创新产业投资基金有限公司,威海市鲲鹏服务贸易创新产业投资基金合伙企业(有限合伙),中山市长青新产业有限公司, 600535.CH, 300015.CH, 香港华润(集团)有限公司上海代表处, 600085.CH, 000403.CH, 603127.CH, 600557.CH 及 石药集团欧意药业有限公司 目前或过去12个月内是海通的客户。海通向客户提供非投资银行业务的证券相关业务服务。

海通期货-青岛海洋创新产业投资基金有限公司-海通期货-通合共盈FOF三十六期单一资产管理计划,黑龙江省新产业投资集团龙江清洁能源有限公司,金华中开院高新产业发展合伙企业(有限合伙),青岛海洋创新产业投资基金有限公司,威海市鲲鹏服务贸易创新产业投资基金合伙企业(有限合伙),中山市长青新产业有限公司,青岛海洋创新产业投资基金有限公司,威海市鲲鹏服务贸易创新产业投资基金合伙企业(有限合伙),中山市长青新产业有限公司, 600535.CH, 300015.CH, 香港华润(集团)有限公司上海代表处, 600085.CH, 000403.CH, 603127.CH, 600557.CH and 石药集团欧意药业有限公司 are/were a client of Haitong currently or within the past 12 months. The client has been provided for non-investment-banking securities-related services.

武汉华夏理工学院及 600557.CH 目前或过去 12 个月内是海通的客户。海通向客户提供非证券业务服务。

武汉华夏理工学院 and 600557.CH are/were a client of Haitong currently or within the past 12 months. The client has been provided for non-securities services.

海通在过去 12 个月中获得对 2315.HK 及 2273.HK 提供投资银行服务的报酬。

Haitong received in the past 12 months compensation for investment banking services provided to 2315.HK and 2273.HK.

海通预计将（或者有意向）在未来三个月内从 2273.HK 获得投资银行服务报酬。

Haitong expects to receive, or intends to seek, compensation for investment banking services in the next three months from 2273.HK.

海通在过去的 12 个月中从海通期货 - 青岛海洋创新产业投资基金有限公司 - 海通期货 - 通合共盈 FOF 三十六期单一资产管理计划, 黑龙江省新产业投资集团龙江清洁能源有限公司, 金华中开院高新产业发展合伙企业（有限合伙）, 青岛海洋创新产业投资基金有限公司, 威海市鲲鹏服务贸易创新产业投资基金合伙企业（有限合伙）, 中山市长青新产业有限公司, 600535.CH, 武汉华夏理工学院, 600085.CH, 000403.CH 及 603127.CH 获得除投资银行服务以外之产品或服务的报酬。

Haitong has received compensation in the past 12 months for products or services other than investment banking from 海通期货 - 青岛海洋创新产业投资基金有限公司 - 海通期货 - 通合共盈 FOF 三十六期单一资产管理计划, 黑龙江省新产业投资集团龙江清洁能源有限公司, 金华中开院高新产业发展合伙企业（有限合伙）, 青岛海洋创新产业投资基金有限公司, 威海市鲲鹏服务贸易创新产业投资基金合伙企业（有限合伙）, 中山市长青新产业有限公司, 600535.CH, 武汉华夏理工学院, 600085.CH, 000403.CH and 603127.CH.

评级定义（从2020年7月1日开始执行）：

海通国际（以下简称“HTI”）采用相对评级系统来为投资者推荐我们覆盖的公司：优于大市、中性或弱于大市。投资者应仔细阅读HTI的评级定义。并且HTI发布分析师观点的完整信息，投资者应仔细阅读全文而非仅看评级。在任何情况下，分析师的评级和研究都不能作为投资建议。投资者的买卖股票的决策应基于各自情况（比如投资者的现有持仓）以及其他因素。

分析师股票评级

优于大市，未来12-18个月内预期相对基准指数涨幅在10%以上，基准定义如下

中性，未来12-18个月内预期相对基准指数变化不大，基准定义如下。根据FINRA/NYSE的评级分布规则，我们会将中性评级划入持有这一类别。

弱于大市，未来12-18个月内预期相对基准指数跌幅在10%以上，基准定义如下

各地股票基准指数：日本 – TOPIX, 韩国 – KOSPI, 台湾 – TAIEX, 印度 – Nifty100, 美国 – SP500; 其他所有中国概念股 – MSCI China.

Ratings Definitions (from 1 Jul 2020):

Haitong International uses a relative rating system using Outperform, Neutral, or Underperform for recommending the stocks we cover to investors. Investors should carefully read the definitions of all ratings used in Haitong International Research. In addition, since Haitong International Research contains more complete information concerning the analyst's views, investors should carefully read Haitong International Research, in its entirety, and not infer the contents from the rating alone. In any case, ratings (or research) should not be used or relied upon as investment advice. An investor's decision to buy or sell a stock should depend on individual circumstances (such as the investor's existing holdings) and other considerations.

Analyst Stock Ratings

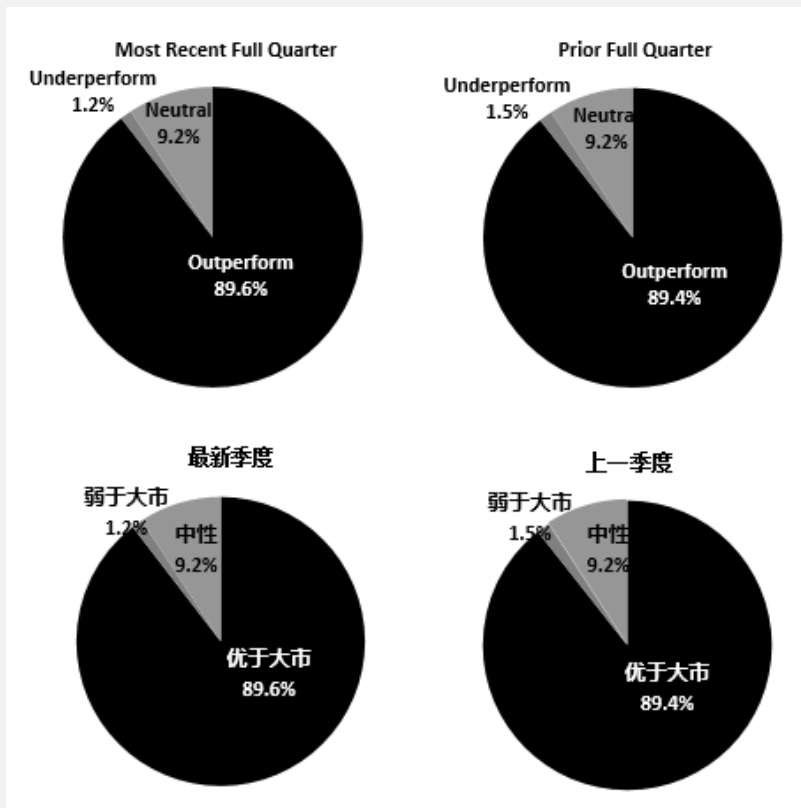
Outperform: The stock's total return over the next 12-18 months is expected to exceed the return of its relevant broad market benchmark, as indicated below.

Neutral: The stock's total return over the next 12-18 months is expected to be in line with the return of its relevant broad market benchmark, as indicated below. For purposes only of FINRA/NYSE ratings distribution rules, our Neutral rating falls into a hold rating category.

Underperform: The stock's total return over the next 12-18 months is expected to be below the return of its relevant broad market benchmark, as indicated below.

Benchmarks for each stock's listed region are as follows: Japan – TOPIX, Korea – KOSPI, Taiwan – TAIEX, India – Nifty100, US – SP500; for all other China-concept stocks – MSCI China.

评级分布 Rating Distribution



截至2023年3月31日海通国际股票研究评级分布

	优于大市	中性 (持有)	弱于大市
海通国际股票研究覆盖率	89.6%	9.2%	1.2%
投资银行客户*	5.2%	6.4%	9.5%

*在每个评级类别里投资银行客户所占的百分比。

上述分布中的买入，中性和卖出分别对应我们当前优于大市，中性和落后大市评级。

只有根据FINRA/NYSE的评级分布规则，我们才将中性评级划入持有这一类别。请注意在上表中不包含非评级的股票。

此前的评级系统定义（直至2020年6月30日）：

买入，未来12-18个月内预期相对基准指数涨幅在10%以上，基准定义如下

中性，未来12-18个月内预期相对基准指数变化不大，基准定义如下。根据FINRA/NYSE的评级分布规则，我们会将中性评级划入持有这一类别。

卖出，未来12-18个月内预期相对基准指数跌幅在10%以上，基准定义如下

各地股票基准指数：日本 – TOPIX, 韩国 – KOSPI, 台湾 – TAIEX, 印度 – Nifty100; 其他所有中国概念股 – MSCI China.

Haitong International Equity Research Ratings Distribution, as of Mar 31, 2023

	Outperform	Neutral (hold)	Underperform
HTI Equity Research Coverage	89.6%	9.2%	1.2%
IB clients*	5.2%	6.4%	9.5%

*Percentage of investment banking clients in each rating category.

BUY, Neutral, and SELL in the above distribution correspond to our current ratings of Outperform, Neutral, and Underperform.

For purposes only of FINRA/NYSE ratings distribution rules, our Neutral rating falls into a hold rating category. Please note that stocks with an NR designation are not included in the table above.

Previous rating system definitions (until 30 Jun 2020):

BUY: The stock's total return over the next 12-18 months is expected to exceed the return of its relevant broad market benchmark, as indicated below.

NEUTRAL: The stock's total return over the next 12-18 months is expected to be in line with the return of its relevant broad market benchmark, as indicated below.

For purposes only of FINRA/NYSE ratings distribution rules, our Neutral rating falls into a hold rating category.

SELL: The stock's total return over the next 12-18 months is expected to be below the return of its relevant broad market benchmark, as indicated below.

Benchmarks for each stock's listed region are as follows: Japan – TOPIX, Korea – KOSPI, Taiwan – TAIEX, India – Nifty100; for all other China-concept stocks – MSCI China.

海通国际非评级研究：海通国际发布计量、筛选或短篇报告，并在报告中根据估值和其他指标对股票进行排名，或者基于可能的估值倍数提出建议价格。这种排名或建议价格并非为了进行股票评级、提出目标价格或进行基本面估值，而仅供参考使用。

Haitong International Non-Rated Research: Haitong International publishes quantitative, screening or short reports which may rank stocks according to valuation and other metrics or may suggest prices based on possible valuation multiples. Such rankings or suggested prices do not purport to be stock ratings or target prices or fundamental values and are for information only.

海通国际A股覆盖：海通国际可能会就沪港通及深港通的中国A股进行覆盖及评级。海通证券（600837.CH），海通国际于上海的母公司，也会于中国发布中国A股的研究报告。但是，海通国际使用与海通证券不同的评级系统，所以海通国际与海通证券的中国A股评级可能有所不同。

Haitong International Coverage of A-Shares: Haitong International may cover and rate A-Shares that are subject to the Hong Kong Stock Connect scheme with Shanghai and Shenzhen. Haitong Securities (HS; 600837 CH), the ultimate parent company of HTISG based in Shanghai, covers and publishes research on these same A-Shares for distribution in mainland China. However, the rating system employed by HS differs from that used by HTI and as a result there may be a difference in the HTI and HS ratings for the same A-share stocks.

海通国际优质100 A股（Q100）指数：海通国际Q100指数是一个包括100支由海通证券覆盖的优质中国A股的计量产品。这些股票是通过基于质量的筛选过程，并结合对海通证券A股团队自下而上的研究。海通国际每季对Q100指数成分作出复审。

Haitong International Quality 100 A-share (Q100) Index: HTI's Q100 Index is a quant product that consists of 100 of the highest-quality A-shares under coverage at HS in Shanghai. These stocks are carefully selected through a quality-based screening process in combination with a review of the HS A-share team's bottom-up research. The Q100 constituent companies are reviewed quarterly.

MSCI ESG評級免責聲明條款： 尽管海通国际的信息供货商（包括但不限于MSCI ESG Research LLC及其联属公司（「ESG方」）从其认为可靠的来源获取信息（「信息」），ESG方均不担保或保证此处任何数据的原创性，准确性和/或完整性，并明确表示不作出任何明示或默示的担保，包括可商售性和针对特定目的的适用性。该信息只能供阁下内部使用，不得以任何形式复制或重新传播，并不得用作任何金融工具、产品或指数的基础或组成部分。此外，信息本质上不能用于判断购买或出售何种证券，或何时购买或出售该证券。即使已被告知可能造成的损害，ESG方均不承担与此处任何资料有关的任何错误或遗漏所引起的任何责任，也不对任何直接、间接、特殊、惩罚性、附带性或任何其他损害赔偿（包括利润损失）承担任何责任。

MSCI ESG Disclaimer: Although Haitong International's information providers, including without limitation, MSCI ESG Research LLC and its affiliates (the "ESG Parties"), obtain information (the "Information") from sources they consider reliable, none of the ESG Parties warrants or guarantees the originality, accuracy and/or completeness, of any data herein and expressly disclaim all express or implied warranties, including those of merchantability and fitness for a particular purpose. The Information may only be used for your internal use, may not be reproduced or disseminated in any form and may not be used as a basis for, or a component of, any financial instruments or products or indices. Further, none of the Information can in and of itself be used to determine which securities to buy or sell or when to buy or sell them. None of the ESG Parties shall have any liability for any errors or omissions in connection with any data herein, or any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages.

盟浪义利（FIN-ESG）数据通免责声明条款：在使用盟浪义利（FIN-ESG）数据之前，请务必仔细阅读本条款并同意本声明：

第一条 义利（FIN-ESG）数据系由盟浪可持续数字科技有限责任公司（以下简称“本公司”）基于合法取得的公开信息评估而成，本公司对信息的准确性及完整性不作任何保证。对公司的评估结果仅供参考，并不构成对任何个人或机构投资建议，也不能作为任何个人或机构购买、出售或持有相关金融产品的依据。本公司不对任何个人或机构投资者因使用本数据表述的评估结果造成的任何直接或间接损失负责。

第二条 盟浪并不因收到此评估数据而将收件人视为客户，收件人使用此数据时应根据自身实际情况作出自我独立判断。本数据所载内容反映的是盟浪在最初发布本数据日期当日的判断，盟浪有权在不发出通知的情况下更新、修订与发出其他与本数据所载内容不一致或有不同结论的数据。除非另行说明，本数据（如财务业绩数据等）仅代表过往表现，过往的业绩表现不作为日后回报的预测。

第三条 本数据版权归本公司所有，本公司依法保留各项权利。未经本公司事先书面许可授权，任何个人或机构不得将本数据中的评估结果用于任何营利性目的，不得对本数据进行修改、复制、编译、汇编、再次编辑、改编、删减、缩写、节选、发行、出租、展览、表演、放映、广播、信息网络传播、摄制、增加图标及说明等，否则因此给盟浪或其他第三方造成损失的，由用户承担相应的赔偿责任，盟浪不承担责任。

第四条 如本免责声明未约定，而盟浪网站平台载明的其他协议内容（如《盟浪网站用户注册协议》《盟浪网用户服务（含认证）协议》《盟浪网隐私政策》等）有约定的，则按其他协议的约定执行；若本免责声明与其他协议约定存在冲突或不一致的，则以本免责声明约定为准。

SusallWave FIN-ESG Data Service Disclaimer: Please read these terms and conditions below carefully and confirm your agreement and acceptance with these terms before using SusallWave FIN-ESG Data Service.

1. FIN-ESG Data is produced by SusallWave Digital Technology Co., Ltd. (In short, SusallWave)'s assessment based on legal publicly accessible information. SusallWave shall not be responsible for any accuracy and completeness of the information. The assessment result is for reference only. It is not for any investment advice for any individual or institution and not for basis of purchasing, selling or holding any relative financial products. We will not be liable for any direct or indirect loss of any individual or institution as a result of using SusallWave FIN-ESG Data.

2. SusallWave do not consider recipients as customers for receiving these data. When using the data, recipients shall make your own independent judgment according to your practical individual status. The contents of the data reflect the judgment of us only on the release day. We have right to update and amend the data and release other data that contains inconsistent contents or different conclusions without notification. Unless expressly stated, the data (e.g., financial performance data) represents past performance only and the past performance cannot be viewed as the prediction of future return.

3. The copyright of this data belongs to SusallWave, and we reserve all rights in accordance with the law. Without the prior written permission of our company, none of individual or institution can use these data for any profitable purpose. Besides, none of individual or institution can take actions such as amendment, replication, translation, compilation, re-editing, adaption, deletion, abbreviation, excerpts, issuance, rent, exhibition, performance, projection, broadcast, information network transmission, shooting, adding icons and instructions. If any loss of SusallWave or any third-party is caused by those actions, users shall bear the corresponding compensation liability. SusallWave shall not be responsible for any loss.

4. If any term is not contained in this disclaimer but written in other agreements on our website (e.g. User Registration Protocol of SusallWave Website, User Service (including authentication) Agreement of SusallWave Website, Privacy Policy of Susallwave Website), it should be executed according to other agreements. If there is any difference between this disclaimer and other agreements, this disclaimer shall be applied.

重要免责声明:

非印度证券的研究报告: 本报告由海通国际证券集团有限公司 (“HTISGL”) 的全资附属公司海通国际研究有限公司 (“HTIRL”) 发行, 该公司是根据香港证券及期货条例 (第571章) 持有第4类受规管活动 (就证券提供意见) 的持牌法团。该研究报告在HTISGL的全资附属公司Haitong International (Japan) K.K. (“HTIJKK”) 的协助下发行, HTIJKK是由日本关东财务局监管为投资顾问。

印度证券的研究报告: 本报告由从事证券交易、投资银行及证券分析及受Securities and Exchange Board of India (“SEBI”) 监管的Haitong Securities India Private Limited (“HTSIPL”) 所发行, 包括制作及发布涵盖BSE Limited (“BSE”) 和National Stock Exchange of India Limited (“NSE”) 上市公司 (统称为「印度交易所」) 的研究报告。HTSIPL于2016年12月22日被收购并成为海通国际证券集团有限公司 (“HTISG”) 的一部分。

所有研究报告均以海通国际为名作为全球品牌, 经许可由海通国际证券股份有限公司及/或海通国际证券集团的其他成员在其司法管辖区发布。

本文件所载信息和观点已被编译或源自可靠来源, 但HTIRL、HTISGL或任何其他属于海通国际证券集团有限公司 (“HTISG”) 的成员对其准确性、完整性和正确性不做任何明示或暗示的声明或保证。本文件中所有观点均截至本报告日期, 如有更改, 恕不另行通知。本文件仅供参考使用。文件中提及的任何公司或其股票的说明并非意图展示完整的内容, 本文件并非/不应被解释为对证券买卖的明示或暗示地出价或征价。在某些司法管辖区, 本文件中提及的证券可能无法进行买卖。如果投资产品以投资者本国货币以外的币种进行计价, 则汇率变化可能会对投资产生不利影响。过去的表现并不一定代表将来的结果。某些特定交易, 包括设计金融衍生工具的, 有产生重大风险的可能性, 因此并不适合所有的投资者。您还应认识到本文件中的建议并非为您量身定制。分析师并未考虑到您自身的财务情况, 如您的财务状况和风险偏好。因此您必须自行分析并在适用的情况下咨询自己的法律、税收、会计、金融和其他方面的专业顾问, 以期在投资之前评估该项建议是否适合于您。若由于使用本文件所载的材料而产生任何直接或间接的损失, HTISG及其董事、雇员或代理人对此均不承担任何责任。

除对本文内容承担责任的分析师除外, HTISG及我们的关联公司、高级管理人员、董事和雇员, 均可不时作为主事人就本文件所述的任何证券或衍生品持有长仓或短仓以及进行买卖。HTISG的销售员、交易员和其他专业人士均可向HTISG的相关客户和公司提供与本文件所述意见相反的口头或书面市场评论意见或交易策略。HTISG可做出与本文件所述建议或意见不一致的投资决策。但HTIRL没有义务来确保本文件的收件人了解到该等交易决定、思路或建议。

请访问海通国际网站 www.equities.htisec.com, 查阅更多有关海通国际为预防和避免利益冲突设立的组织 and 行政安排的内容信息。

非美国分析师披露信息: 本项研究首页上列明的海通国际分析师并未在FINRA进行注册或者取得相应的资格, 并且不受美国FINRA有关与本项研究目标公司进行沟通、公开露面和自营证券交易的第2241条规则之限制。

IMPORTANT DISCLAIMER

For research reports on non-Indian securities: The research report is issued by Haitong International Research Limited (“HTIRL”), a wholly owned subsidiary of Haitong International Securities Group Limited (“HTISGL”) and a licensed corporation to carry on Type 4 regulated activity (advising on securities) for the purpose of the Securities and Futures Ordinance (Cap. 571) of Hong Kong, with the assistance of Haitong International (Japan) K.K. (“HTIJKK”), a wholly owned subsidiary of HTISGL and which is regulated as an Investment Adviser by the Kanto Finance Bureau of Japan.

For research reports on Indian securities: The research report is issued by Haitong Securities India Private Limited (“HSIPL”), an Indian company and a Securities and Exchange Board of India (“SEBI”) registered Stock Broker, Merchant Banker and Research Analyst that, inter alia, produces and distributes research reports covering listed entities on the BSE Limited (“BSE”) and the National Stock Exchange of India Limited (“NSE”) (collectively referred to as “Indian Exchanges”). HSIPL was acquired and became part of the Haitong International Securities Group of Companies (“HTISG”) on 22 December 2016.

All the research reports are globally branded under the name Haitong International and approved for distribution by Haitong International Securities Company Limited (“HTISCL”) and/or any other members within HTISG in their respective jurisdictions.

The information and opinions contained in this research report have been compiled or arrived at from sources believed to be reliable and in good faith but no representation or warranty, express or implied, is made by HTIRL, HTISCL, HSIPL, HTIJKK or any other members within HTISG from which this research report may be received, as to their accuracy, completeness or correctness. All opinions expressed herein are as of the date of this research report and are subject to change without notice. This research report is for information purpose only. Descriptions of any companies or their securities mentioned herein are not intended to be complete and this research report is not, and should not be construed expressly or impliedly as, an offer to buy or sell securities. The securities referred to in this research report may not be eligible for purchase or sale in some jurisdictions. If an investment product is denominated in a currency other than an investor's home currency, a change in exchange rates may adversely affect the investment. Past performance is not necessarily indicative of future results. Certain transactions, including those involving derivatives, give rise to substantial risk and are not suitable for all investors. You should also bear in mind that recommendations in this research report are not tailor-made for you. The analyst has not taken into account your unique financial circumstances, such as your financial situation and risk appetite. You must, therefore, analyze and should, where applicable, consult your own legal, tax, accounting, financial and other professional advisers to evaluate whether the recommendations suits you before investment. Neither HTISG nor any of its directors, employees or agents accepts any liability whatsoever for any direct or consequential loss arising from any use of the materials contained in this research report.

HTISG and our affiliates, officers, directors, and employees, excluding the analysts responsible for the content of this document, will from time to time have long or short positions in, act as principal in, and buy or sell, the securities or derivatives, if any, referred to in this research report. Sales, traders, and other professionals of HTISG may provide oral or written market commentary or trading strategies to the relevant clients and the companies within HTISG that reflect opinions that are contrary to the opinions expressed in this research report. HTISG may make investment decisions that are inconsistent with the recommendations or views expressed in this research report. HTI is under no obligation to ensure that such other trading decisions, ideas or recommendations are brought to the attention of any recipient of this research report.

Please refer to HTI's website www.equities.htisec.com for further information on HTI's organizational and administrative arrangements set up for the prevention and avoidance of conflicts of interest with respect to Research.

Non U.S. Analyst Disclosure: The HTI analyst(s) listed on the cover of this Research is (are) not registered or qualified as a research analyst with FINRA and are not subject to U.S. FINRA Rule 2241 restrictions on communications with companies that are the subject of the Research; public appearances; and trading securities by a research analyst.

分发和地区通知:

除非下文另有规定，否则任何希望讨论本报告或者就本项研究中讨论的任何证券进行任何交易的收件人均应联系其所在国家或地区的海通国际销售人员。

香港投资者的通知事项: 海通国际证券股份有限公司(“HTISCL”)负责分发该研究报告，HTISCL是在香港有权实施第1类受规管活动(从事证券交易)的持牌公司。该研究报告并不构成《证券及期货条例》(香港法例第571章)(以下简称“SFO”)所界定的要约邀请，证券要约或公众要约。本研究报告仅提供给SFO所界定的“专业投资者”。本研究报告未经过证券及期货事务监察委员会的审查。您不应仅根据本研究报告中所载的信息做出投资决定。本研究报告的收件人就研究报告中产生或与之相关的任何事宜请联系HTISCL销售人员。

美国投资者的通知事项: 本研究报告由HTIRL, HSIPL或HTIJKK编写。HTIRL, HSIPL, HTIJKK以及任何非HTISG美国联营公司，均未在美国注册，因此不受美国关于研究报告编制和研究分析人员独立性规定的约束。本研究报告提供给依照1934年“美国证券交易法”第15a-6条规定的豁免注册的「美国主要机构投资者」(“Major U.S. Institutional Investor”)和「机构投资者」(“U.S. Institutional Investors”)。在向美国机构投资者分发研究报告时，Haitong International Securities (USA) Inc. (“HTI USA”)将对报告的内容负责。任何收到本研究报告的美国投资者，希望根据本研究报告提供的信息进行任何证券或相关金融工具买卖的交易，只能通过HTI USA。HTI USA位于340 Madison Avenue, 12th Floor, New York, NY 10173, 电话(212) 351-6050。HTI USA是在美国于U.S. Securities and Exchange Commission (“SEC”)注册的经纪商，也是Financial Industry Regulatory Authority, Inc. (“FINRA”)的成员。HTIUSA不负责编写本研究报告，也不负责其中包含的分析。在任何情况下，收到本研究报告的任何美国投资者，不得直接与分析师直接联系，也不得通过HSIPL, HTIRL或HTIJKK直接进行买卖证券或相关金融工具的交易。本研究报告中出现的HSIPL, HTIRL或HTIJKK分析师没有注册或具备FINRA的研究分析师资格，因此可能不受FINRA第2241条规定的与目标公司的交流，公开露面和分析师账户持有的交易证券等限制。投资本研究报告中讨论的任何非美国证券或相关金融工具(包括ADR)可能存在一定风险。非美国发行的证券可能没有注册，或不受美国法规的约束。有关非美国证券或相关金融工具的信息可能有限制。外国公司可能不受审计和汇报的标准以及与美国境内生效相符的监管要求。本研究报告中以美元以外的其他货币计价的任何证券或相关金融工具的投资或收益的价值受汇率波动的影响，可能对该等证券或相关金融工具的价值或收入产生正面或负面影响。美国收件人的所有问询请联系:

Haitong International Securities (USA) Inc.
340 Madison Avenue, 12th Floor
New York, NY 10173
联系人电话: (212) 351 6050

DISTRIBUTION AND REGIONAL NOTICES

Except as otherwise indicated below, any Recipient wishing to discuss this research report or effect any transaction in any security discussed in HTI's research should contact the Haitong International salesperson in their own country or region.

Notice to Hong Kong investors: The research report is distributed by Haitong International Securities Company Limited ("HTISCL"), which is a licensed corporation to carry on Type 1 regulated activity (dealing in securities) in Hong Kong. This research report does not constitute a solicitation or an offer of securities or an invitation to the public within the meaning of the SFO. This research report is only to be circulated to "Professional Investors" as defined in the SFO. This research report has not been reviewed by the Securities and Futures Commission. You should not make investment decisions solely on the basis of the information contained in this research report. Recipients of this research report are to contact HTISCL salespersons in respect of any matters arising from, or in connection with, the research report.

Notice to U.S. investors: As described above, this research report was prepared by HTIRL, HSIPL or HTIJKK. Neither HTIRL, HSIPL, HTIJKK, nor any of the non U.S. HTISG affiliates is registered in the United States and, therefore, is not subject to U.S. rules regarding the preparation of research reports and the independence of research analysts. This research report is provided for distribution to "major U.S. institutional investors" and "U.S. institutional investors" in reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended. When distributing research reports to "U.S. institutional investors," HTI USA will accept the responsibilities for the content of the reports. Any U.S. recipient of this research report wishing to effect any transaction to buy or sell securities or related financial instruments based on the information provided in this research report should do so only through Haitong International Securities (USA) Inc. ("HTI USA"), located at 340 Madison Avenue, 12th Floor, New York, NY 10173, USA; telephone (212) 351 6050. HTI USA is a broker-dealer registered in the U.S. with the U.S. Securities and Exchange Commission (the "SEC") and a member of the Financial Industry Regulatory Authority, Inc. ("FINRA"). HTI USA is not responsible for the preparation of this research report nor for the analysis contained therein. Under no circumstances should any U.S. recipient of this research report contact the analyst directly or effect any transaction to buy or sell securities or related financial instruments directly through HSIPL, HTIRL or HTIJKK. The HSIPL, HTIRL or HTIJKK analyst(s) whose name appears in this research report is not registered or qualified as a research analyst with FINRA and, therefore, may not be subject to FINRA Rule 2241 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account. Investing in any non-U.S. securities or related financial instruments (including ADRs) discussed in this research report may present certain risks. The securities of non-U.S. issuers may not be registered with, or be subject to U.S. regulations. Information on such non-U.S. securities or related financial instruments may be limited. Foreign companies may not be subject to audit and reporting standards and regulatory requirements comparable to those in effect within the U.S. The value of any investment or income from any securities or related financial instruments discussed in this research report denominated in a currency other than U.S. dollars is subject to exchange rate fluctuations that may have a positive or adverse effect on the value of or income from such securities or related financial instruments. All inquiries by U.S. recipients should be directed to:

Haitong International Securities (USA) Inc.
340 Madison Avenue, 12th Floor
New York, NY 10173
Attn: Sales Desk at (212) 351 6050

中华人民共和国的通知事项：在中华人民共和国（下称“中国”，就本报告目的而言，不包括香港特别行政区、澳门特别行政区和台湾）只有根据适用的中国法律法规而收到该材料的人员方可使用该材料。并且根据相关法律法规，该材料中的信息并不构成“在中国从事生产、经营活动”。本文件在中国并不构成相关证券的公共发售或认购。无论根据法律规定或其他任何规定，在取得中国政府所有的批准或许可之前，任何法人或自然人均不得直接或间接地购买本材料中的任何证券或任何实益权益。接收本文件的人员须遵守上述限制性规定。

加拿大投资者的通知事项：在任何情况下该等材料均不得被解释为在任何加拿大的司法管辖区内出售证券的要约或认购证券的要约邀请。本材料中所述证券在加拿大的任何要约或出售行为均只能在豁免向有关加拿大证券监管机构提交招股说明书的前提下由Haitong International Securities (USA) Inc.（“HTI USA”）予以实施，该公司是一家根据National Instrument 31-103 Registration Requirements, Exemptions and Ongoing Registrant Obligations（“NI 31-103”）的规定得到「国际交易商豁免」（“International Dealer Exemption”）的交易商，位于艾伯塔省、不列颠哥伦比亚省、安大略省和魁北克省。在加拿大，该等材料在任何情况下均不得被解释为任何证券的招股说明书、发行备忘录、广告或公开发售。加拿大的任何证券委员会或类似的监管机构均未审查或以任何方式批准该等材料、其中所载的信息或所述证券的优点，任何与此相反的声明即属违法。在收到该等材料时，每个加拿大的收件人均将被视为属于National Instrument 45-106 Prospectus Exemptions第1.1节或者Securities Act (Ontario)第73.3(1)节所规定的「认可投资者」（“Accredited Investor”），或者在适用情况下National Instrument 31-103第1.1节所规定的「许可投资者」（“Permitted Investor”）。

新加坡投资者的通知事项：本研究报告由Haitong International Securities (Singapore) Pte Ltd（“HTISSPL”）[公司注册编号201311400G]于新加坡提供。HTISSPL是符合《财务顾问法》（第110章）（“FAA”）定义的豁免财务顾问，可（a）提供关于证券，集体投资计划的部分，交易所衍生品合约和场外衍生品合约的建议（b）发行或公布有关证券、交易所衍生品合约和场外衍生品合约的研究分析或研究报告。本研究报告仅提供给符合《证券及期货法》（第289章）第4A条项下规定的机构投资者。对于因本研究报告而产生的或与之相关的任何问题，本研究报告的收件人应通过以下信息与HTISSPL联系：

Haitong International Securities (Singapore) Pte. Ltd
50 Raffles Place, #33-03 Singapore Land Tower, Singapore 048623
电话: (65) 6536 1920

日本投资者的通知事项：本研究报告由海通国际证券有限公司所发布，旨在分发给从事投资管理的金融服务提供商或注册金融机构（根据日本金融机构和交易法（“FIEL”）第61（1）条，第17-11（1）条的执行及相关条款）。

英国及欧盟投资者的通知事项：本报告由从事投资顾问的Haitong International Securities Company Limited所发布，本报告只面向有投资相关经验的专业客户发布。任何投资或与本报告相关的投资行为只面对此类专业客户。没有投资经验或相关投资经验的客户不得依赖本报告。Haitong International Securities Company Limited的分支机构的净长期或短期金融权益可能超过本研究报告中提及的实体已发行股本总额的0.5%。特别提醒有些英文报告有可能此前已经通过中文或其它语言完成发布。

澳大利亚投资者的通知事项：Haitong International Securities (Singapore) Pte Ltd, Haitong International Securities Company Limited和Haitong International Securities (UK) Limited分别根据澳大利亚证券和投资委员会（以下简称“ASIC”）第03/1102、03/1103或03/1099号规章在澳大利亚分发本项研究，该等规章免除了根据2001年《公司法》在澳大利亚为批发客户提供金融服务时海通国际需持有澳大利亚金融服务许可的要求。ASIC的规章副本可在以下网站获取：www.legislation.gov.au。海通国际提供的金融服务受外国法律法规规定的管制，该等法律与在澳大利亚所适用的法律存在差异。

印度投资者的通知事项：本报告由从事证券交易、投资银行及证券分析及受Securities and Exchange Board of India（“SEBI”）监管的Haitong Securities India Private Limited（“HTSIPL”）所发布，包括制作及发布涵盖BSE Limited（“BSE”）和National Stock Exchange of India Limited（“NSE”）（统称为「印度交易所」）研究报告。

研究机构名称: Haitong Securities India Private Limited

SEBI 研究分析师注册号: INH000002590

地址: 1203A, Floor 12A, Tower 2A, One World Center

841 Senapati Bapat Marg, Elphinstone Road, Mumbai 400 013, India

CIN U74140MH2011FTC224070

电话: +91 22 43156800 传真: +91 22 24216327

合规和申诉办公室联系人: Prasanna Chandwaskar; 电话: +91 22 43156803; 电子邮箱: prasanna.chandwaskar@htisec.com

“请注意，SEBI 授予的注册和 NISM 的认证并不保证中介的表现或为投资者提供任何回报保证”。

，未经海通国际的书面同意不得予以复制和再次分发。

版权所有：海通国际证券集团有限公司2019年。保留所有权利。

People’s Republic of China (PRC): In the PRC, the research report is directed for the sole use of those who receive the research report in accordance with the applicable PRC laws and regulations. Further, the information on the research report does not constitute "production and business activities in the PRC" under relevant PRC laws. This research report does not constitute a public offer of the security, whether by sale or subscription, in the PRC. Further, no legal or natural persons of the PRC may directly or indirectly purchase any of the security or any beneficial interest therein without obtaining all prior PRC government approvals or licenses that are required, whether statutorily or otherwise. Persons who come into possession of this research are required to observe these restrictions.

Notice to Canadian Investors: Under no circumstances is this research report to be construed as an offer to sell securities or as a solicitation of an offer to buy securities in any jurisdiction of Canada. Any offer or sale of the securities described herein in Canada will be made only under an exemption from the requirements to file a prospectus with the relevant Canadian securities regulators and only by Haitong International Securities (USA) Inc., a dealer relying on the “international dealer exemption” under National Instrument 31-103 Registration Requirements, Exemptions and Ongoing Registrant Obligations (“NI 31-103”) in Alberta, British Columbia, Ontario and Quebec. This research report is not, and under no circumstances should be construed as, a prospectus, an offering memorandum, an advertisement or a public offering of any securities in Canada. No securities commission or similar regulatory authority in Canada has reviewed or in any way passed upon this research report, the information contained herein or the merits of the securities described herein and any representation to the contrary is an offence. Upon receipt of this research report, each Canadian recipient will be deemed to have represented that the investor is an “accredited investor” as such term is defined in section 1.1 of National Instrument 45-106 Prospectus Exemptions or, in Ontario, in section 73.3(1) of the Securities Act (Ontario), as applicable, and a “permitted client” as such term is defined in section 1.1 of NI 31-103, respectively.

Notice to Singapore investors: This research report is provided in Singapore by or through Haitong International Securities (Singapore) Pte Ltd (“HTISSPL”) [Co Reg No 201311400G. HTISSPL is an Exempt Financial Adviser under the Financial Advisers Act (Cap. 110) (“FAA”) to (a) advise on securities, units in a collective investment scheme, exchange-traded derivatives contracts and over-the-counter derivatives contracts and (b) issue or promulgate research analyses or research reports on securities, exchange-traded derivatives contracts and over-the-counter derivatives contracts. This research report is only provided to institutional investors, within the meaning of Section 4A of the Securities and Futures Act (Cap. 289). Recipients of this research report are to contact HTISSPL via the details below in respect of any matters arising from, or in connection with, the research report:

Haitong International Securities (Singapore) Pte. Ltd.
10 Collyer Quay, #19-01 - #19-05 Ocean Financial Centre, Singapore 049315
Telephone: (65) 6536 1920

Notice to Japanese investors: This research report is distributed by Haitong International Securities Company Limited and intended to be distributed to Financial Services Providers or Registered Financial Institutions engaged in investment management (as defined in the Japan Financial Instruments and Exchange Act ("FIEL") Art. 61(1), Order for Enforcement of FIEL Art. 17-11(1), and related articles).

Notice to UK and European Union investors: This research report is distributed by Haitong International Securities Company Limited. This research is directed at persons having professional experience in matters relating to investments. Any investment or investment activity to which this research relates is available only to such persons or will be engaged in only with such persons. Persons who do not have professional experience in matters relating to investments should not rely on this research. Haitong International Securities Company Limited's affiliates may have a net long or short financial interest in excess of 0.5% of the total issued share capital of the entities mentioned in this research report. Please be aware that any report in English may have been published previously in Chinese or another language.

Notice to Australian investors: The research report is distributed in Australia by Haitong International Securities (Singapore) Pte Ltd, Haitong International Securities Company Limited, and Haitong International Securities (UK) Limited in reliance on ASIC Class Order 03/1102, 03/1103 or 03/1099, respectively, which exempts those HTISG entities from the requirement to hold an Australian financial services license under the Corporations Act 2001 in respect of the financial services it provides to wholesale clients in Australia. A copy of the ASIC Class Orders may be obtained at the following website, www.legislation.gov.au. Financial services provided by Haitong International Securities (Singapore) Pte Ltd, Haitong International Securities Company Limited, and Haitong International Securities (UK) Limited are regulated under foreign laws and regulatory requirements, which are different from the laws applying in Australia.

Notice to Indian investors: The research report is distributed by Haitong Securities India Private Limited ("HSIPL"), an Indian company and a Securities and Exchange Board of India ("SEBI") registered Stock Broker, Merchant Banker and Research Analyst that, inter alia, produces and distributes research reports covering listed entities on the BSE Limited ("BSE") and the National Stock Exchange of India Limited ("NSE") (collectively referred to as "Indian Exchanges").

Name of the entity: Haitong Securities India Private Limited
SEBI Research Analyst Registration Number: INH000002590

APPENDIX 2

Address : 1203A, Floor 12A, Tower 2A, One World Center

841 Senapati Bapat Marg, Elphinstone Road, Mumbai 400 013, India

CIN U74140MH2011FTC224070

Ph: +91 22 43156800 Fax:+91 22 24216327

Details of the Compliance Officer and Grievance Officer : Prasanna Chandwaskar : Ph: +91 22 43156803; Email id: prasanna.chandwaskar@htisec.com

“Please note that Registration granted by SEBI and Certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors”.

This research report is intended for the recipients only and may not be reproduced or redistributed without the written consent of an authorized signatory of HTISG.

Copyright: Haitong International Securities Group Limited 2019. All rights reserved.

<http://equities.htisec.com/x/legal.html>