22 November 2018

EQUITIES

CMCM US Price (at 04:34, 21 Nov 2018 GMT)	Unc	lerperform US\$8.54
Valuation - PER	US\$	7.50-8.00
12-month target	US\$	7.94
12-month TSR	%	-7.0
GICS sector	Software	& Services
Market cap	US\$m	1,220
30-day avg turnover	US\$m	4.7
Number shares on issue	m	142.9

Investment fundamentals

Year end 31 Dec		2017A	2018E	2019E	2020E
Revenue	m	4,974.8	5,005.7	5,446.9	5,551.0
EBIT	m	719.3	534.3	644.0	858.5
Reported profit	m	1,348.2	1,053.5	704.9	885.9
Adjusted profit	m	1,621.6	640.7	792.7	975.4
EPS adj	Rmb	11.33	4.43	5.43	6.62
EPS adj growth	%	402.5	-60.9	22.6	22.0
PER adj	х	5.2	13.4	10.9	8.9
Total DPS	Rmb	0.00	0.00	0.00	0.00
Total div yield	%	0.0	0.0	0.0	0.0
ROE	%	41.5	12.9	14.0	14.2
EV/EBITDA	х	9.1	48.9	10.6	8.3
Net debt/equity	%	-9.4	-6.9	-15.6	-25.2
P/BV	х	1.7	1.6	1.4	1.1

CMCM US vs S&P 500, & rec history



Note: Recommendation timeline - if not a continuous line, then there was no Macquarie coverage at the time or there was an embargo period. Source: FactSet, Macquarie Research, November 2018 (all figures in Rmb unless noted, TP in USD)

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United States

Cheetah Mobile (CMCM US) Blurry outlook amid macro uncertainty

Key points

- CMCM 3Q18 sales beat, while earnings missed our estimate on high opex.
- Weak 4Q18 guidance reflects a tighter budget among Chinese advertisers.
- ▶ We are lowering 2018E/2019E adj net profit 9%/1% and our TP 12% to US\$7.94 and maintaining an Underperform rating

Event

Cheetah's 3Q18 sales saw resumed growth thanks to strong mobile game and domestic mobile utility businesses, while an opex hike drove an earnings miss vs our estimate. With ongoing high opex and lacklustre guidance amid macro uncertainly, we are lowering 2018E/2019E adj net profit 9%/1% and our TP 12% to US\$7.94. We are retaining an Underperform rating.

Impact

- 3Q revenue beats, while earnings miss our estimate. Sales for 3Q18 grew 13% YoY/23% QoQ to Rmb1.35bn, 1%/3% above our/BBG estimates on stronger mobile game and domestic mobile utility businesses. Thanks to a better sales mix, the GM of 72% (+5ppts YoY/+4ppts QoQ) came in 2ppts above both our/BBG estimates. Non-GAAP OPM, however, dropped 1ppt YoY and 2ppt QoQ to 10.7%, missing our estimate by 2ppt on promotional events for the mobile utility and mobile game businesses. Non-GAAP net income grew 20% YoY (down 8% QoQ) to Rmb193m, 2% below our estimate 5% above the BBG estimate (one estimate only).
- Mobile game and domestic mobile utility the drivers, while S&M also • jumped. Thanks to new game launches and the company's efforts in game monetization, mobile game sales jumped 78% YoY (106% QoQ) to an all-time high level. This was mainly driven by Bricks n Balls, the casual game launched in early-2018, with more monetization starting 3Q. In-app purchases contributed 31% of mobile game sales in 3Q18 vs 24% in 3Q17. Other flagship titles, eg, Dancing Line and Rolling Sky, also saw sales growth on YoY and QoQ bases thanks to innovative ads format and increasing eCPM. Domestic mobile utility sales also grew 54% YoY (+18% QoQ) thanks to increasing mobile traffic and eCPM, which also offset the decline in overseas mobile utility sales and PC utility revenue.
- 4Q18 guidance reflects tighter ad budgets amid macro uncertainty. The company guided to 4Q18 revenue of RMB1,390m-1,450m, or 0-3% YoY growth. The soft guidance reflects the reduction in ad budgets amid macro uncertainly in China. The company is seeing mobile game sales remaining solid, and we expect mobile game sales doubling YoY in 4Q18.

Earnings and target price revision

 We are lowering 2018E/2019E adj net profit 9%/1% and lowering our target price, based on an unchanged 0.7x PEG, to US\$7.94 from US\$9.00.

Price catalyst

- 12-month price target: US\$7.94 based on a PER methodology.
- Catalyst: 4Q18 results, game performance. •

Action and recommendation

We are maintaining an Underperform rating.

Fig 1 3Q18 results review

(RMB mn)	3Q17	2Q18	3Q18	QoQ	YoY	MQ	diff	BBG	diff
Total revenue	1,195	1,103	1,352	23%	13%	1,339	1%	1,307	3%
Utility products and related	825	756	836	11%	1%	832	0%		
services									
Mobile entertainment	362	333	498	50%	37%	483	3%		
COGS	400	351	382	9%	-4%	406	-6%		
Gross profit	795	752	970	29%	22%	933	4%	911	7%
Operating expense	672	625	852	36%	27%	791	8%		
R&D	175	155	175	13%	0%	162	9%		
S&M	409	370	568	54%	39%	509	12%		
G&A	89	100	108	8%	22%	120	-10%		
Operating income	123	127	118	-7%	-4%	142	-17%		
Non-GAAP operating	144	142	145	2%	0%	168	-14%		
income									
GAAP net income	140	197	167	-15%	20%	171	-3%	155	8%
Non-GAAP net income	161	211	193	-8%	20%	197	-2%	184	5%
GPM	67%	68%	72%	361 bps	522 bps	70%	211 bps	70%	
Non-GAAP OPM	12.1%	12.8%	10.7%	(213 bps)	(136 bps)	12.5%	(183 bps)	0.0%	
Non-GAAP NPM	13.5%	19.1%	14.3%	(484 bps)	82 bps	14.7%	(43 bps)	14.0%	
Source: Bloomberg, Macquarie	e Research, No	ovember 2018							

Fig 2 Estimate revisions

New estimates (RMB mn)				
	4Q18E	2018E	2019E	2020E
Net revenues	1,405	5,006	5,447	5,551
Gross profit	1,001	3,478	3,754	3,822
Adjusted operating profit	115	534	644	859
Adjusted net profit	157	641	793	975
Adjusted diluted EPS (RMB)	1.09	4.43	5.43	6.62
Adjusted NPM	11%	13%	15%	18%
Old estimates (RMB mn)	4Q18E	2018E	2019E	2020E
Net revenues	1,480	5,068	5,781	5,917
Gross profit	1,033	3,471	3,950	4,046
Adjusted operating profit	188	631	807	1,040
Adjusted net profit	215	703	804	1,003
Adjusted diluted EPS (RMB)	1.47	4.82	5.48	6.77
Adjusted NPM	15%	14%	14%	17%
Estimates revision	4Q18E	2018E	2019E	2020E
Net revenues	-5%	-1%	-6%	-6%
Gross profit	-3%	0%	-5%	-6%
Adjusted operating profit	-39%	-15%	-20%	-17%
Adjusted net profit	-27%	-9%	-1%	-3%
Adjusted diluted EPS (RMB)	-26%	-8%	-1%	-2%
Adjusted NPM	(334 bps)	(106 bps)	64 bps	62 bps
Source: Company data, Macquarie Rese	arch, November 2018			

Fig 3 Ratios

YE 31 December		2015	2016	2017	2018E	2019E	2020E	17-18E	18E-19E	18E-21E
Per ADR EPADS, basic	(USD)	0.20	-0.08	1.49	1.14	0.72	0.92	-24%	-36%	-4%
EPADS, basic EPADS, diluted EPADS, non-GAAP	(USD) (USD) (USD)	0.20	-0.08	1.45	1.10	0.72	0.92	-24%	-36%	-4%
diluted	· · · ·	0.53	0.33	0.62	0.67	0.79	0.99	9%	18%	17%
BVADS, diluted Net cash per ADR	(USD) (USD)	3.07 2.04	3.06 1.86	4.63 3.95	5.45 2.66	6.28 3.62	7.68 5.18	18% -33%	15% 36%	18% 37%
Avg. ADR, basic	`(mn)	138	139	139	141	142	143	1%	1%	1%
Avg. ADR, diluted	(mn)	143	142	143	145	146	147	2%	1%	1%
Value	V	1.6 %	1.4.2	1.0 v	1.0 ×	1.0 ×	11.			
EV/Revenue EV/EBITDA	X X	1.6 x 21.5 x	1.4 x 114.9 x	1.2 x 10.1 x	1.2 x 10.7 x	1.2 x 9.1 x	1.1 x 6.7 x			
EV/FCF	X	4.3 x	101.4 x	15.5 x	9.7 x	8.9 x	5.7 x			
Price/ Sales	Х	2.2 x	1.9 x	1.6 x	1.6 x	1.5 x	1.5 x			
Price/ Book	Х	2.8 x	2.8 x	1.8 x	1.6 x	1.4 x	1.1 x			
P/E (basic) Non-GAAP P/E (diluted)	X X	43.1 x 16.1 x	-102.2 x 26.2 x	5.7 x 13.8 x	7.5 x 12.7 x	11.8 x 10.8 x	9.3 x 8.6 x			
Non-GAAP P/E (diluted),	X									
ex cash		12.3 x	20.5 x	7.4 x	8.8 x	6.2 x	3.4 x			
Profit & loss		500	057	704	700	705		404	50/	50/
Net revenue EBITDA	(USD mn) (USD mn)	569 43	657 8	764 92	760 87	795 102	829 139	-1% -5%	5% 17%	5% 26%
Operating profit	(USD mn)	21	-14	68	69	81	115	1%	17%	29%
Pretax profit	(USD mn)	36	-10	220	178	102	136	-19%	-43%	-1%
Adjusted Net income	(USD mn)	76	46	88	97	116	146	10%	19%	18%
Profitability	0/	750/	CC0/	C 40/	c0%/	C00/	60%	500 haa	(55 kms)	(00 hms)
Gross margin EBITDA margin	% %	75% 8%	66% 1%	64% 12%	69% 12%	69% 13%	69% 17%	526 bps (52 bps)	(55 bps) 130 bps	(62 bps) 837 bps
Operating margin	%	4%	-2%	9%	9%	10%	14%	(32 bp3) 17 bps	108 bps	781 bps
Adjusted net margin	%	13%	7%	12%	13%	15%	18%	126 bps	175 bps	526 bps
Cash Flow										
Operating Cash Flow	(USD mn)	146	57	95	47	162	220	-50%	241%	71%
Free Cash Flow : +EBIT*(1-t)	(USD mn) (USD mn)	219 15	9 (12)	60 66	96 59	105 69	162 98	59% -10%	10% 17%	27% 29%
+SBC	(USD mn)	49	44	11	12	13	13	1070	17.70	2070
+D&A	(USD mn)	23	22	23	18	21	24	-23%	15%	13%
+Capex & Investments	(USD mn)	(24)	(23)	(24)	(24)	(23)	(23)	-1%	-4%	-1%
+Change in NWC	(USD mn)	156	(23)	(16)	31	25	51	-288%	-17%	20%
Yield Dividend yield	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0 bps	0 bps	0 bps
FCF yield	%	17.8%	0.8%	4.9%	7.7%	8.4%	12.9%	279 bps	68 bps	780 bps
Earnings yield	%	2.3%	-1.0%	17.4%	13.3%	8.5%	10.8%	(410 bps)	(481 bps)	(154 bps)
Balance sheet		(225)	(22.5)	(====;	(2.2.7)	(====`	(=			
Net debt (cash)	(USD mn) (USD mn)	(293)	(264)	(563)	(385)	(529)	(762)	-32%	37%	38%
Net debt/ equity Shareholders' equity	(USD mn)	cash 441	cash 434	cash 660	cash 789	cash 917	cash 1,131	20%	16%	19%
Efficiency										
ROE (average)	%	19%	11%	16%	14%	14%	14%	(222 bps)	31 bps	(60 bps)
ROA (average)	%	12%	6%	9%	8%	9%	9%	(57 bps)	71 bps	29 bps
ROIC (average)	%	5%	-3%	10%	8%	9%	11%	(173 bps)	69 bps	316 bps
*based on 10.80 share price; Source: Company data, Macquarie Research, November 2018										

Fig 4 Financials

YE December	2015	2016	2017	2018E	2019E	2020E	17–18E	18E–19E	18E–21E
Consolidated income statem	nent (RMB mn)								
Revenue	3,684	4,565	4,975	5,006	5,447	5,551	1%	9%	6%
Gross profit	2,749	3,021	3,195	3,478	3,754	3,822	9%	8%	5%
GP margin	75%	66%	64%	69%	69%	69%	526 bps	(55 bps)	(62 bps)
SG&A (inc.SBC)	2,930	3,424	2,822	3,098	3,286	3,143	10%	6%	1%
Operating profit	135	(97)	446	457	556	769	3%	22%	106%
OP margin	4%	-2%	9%	9%	10%	14%	17 bps	108 bps	781 bps
Adjusted net income	492	321	574	641	793	975	12%	24%	19%
GAAP net income	177	(81)	1,348	1,053	705	886	-22%	-33%	-3%
EBITDA	281	56	598	576	698	929	-4%	11%	20%
EBITDA margin	8%	1%	12%	12%	13%	17%	(52 bps)	130 bps	837 bps
Consolidated balance sheet (F	RMB mn)								
Current assets	3,042	3,172	5,397	5,811	7,198	8,886	8%	24%	23%
Cash and cash	1,965	1,579	2,408	2,673	3,765	5,250	11%	41%	37%
equivalents	,	,	,		-,	-,			
Short-term investments	29	361	1,396	1,535	1,689	1,858	10%	10%	10%
Accounts receivables	621	601	621	625	680	693	1%	9%	6%
Prepayments and other	359	571	918	924	1,005	1,025	1%	9%	6%
current assets				•_ ·	.,	.,	.,.	• / •	
Due from related parties	64	44	54	54	59	60	1%	9%	6%
Deferred tax assets	4	16	-	-	-	-			
Non-current assets	1,901	2,369	2,052	2,245	2,414	2,566	9%	8%	6%
Total asset	4,943	5,541	7,449	8,056	9,613	11,452	8%	19%	19%
Current liabilities	1,709	2,066	2,166	2,517	2,985	3,527	16%	19%	19%
Accounts payable	137	195	165	141	156	160	-14%	11%	6%
Accrued expenses and	1,428	1,739	1,869	2,243	2,691	3,229	20%	20%	20%
other current liabilities	1,420	1,755	1,000	2,240	2,001	0,220	2070	2070	2070
Redemption right liabilities	0	-		_	_				
Deferred revenue	54	49							
Due to related parties	63	71	82	82	82	82	0%	0%	0%
Total non-current	186	274	128	128	133	134	0%	4%	3%
liabilities	100	214	120	120	155	134	0%	470	3%
Bank loans	4.4	110							
	11 99	119 112	73	- 73	- 73	70	00/	00/	00/
Deferred tax liabilities			73 55	-	-	73 61	0%	0% 9%	0%
Other liabilities	74	36		55	60	-	1%		6%
Total liabilities	1,895	2,340	2,294	2,645	3,118	3,662	15%	18%	18%
Total shareholders'	2,912	3,012	4,293	5,198	6,282	7,577	21%	21%	20%
equity	400	100	040	040	040	040			
Non-controlling interests	136	189	213	213	213	213	00/	4.00/	100/
Total liabilities, mezzanine	4,943	5,541	7,449	8,056	9,613	11,452	8%	19%	19%
equity and equity									
Conso	lidated cash flo	w statement	(RMB mn)						
Operating cash flow	1,065	(63)	1,210	312	1,108	1,476	-50%	255%	72%
Net income (loss)	492	321	574	641	793	975	12%	24%	19%
Depreciation and	147	154	153	119	142	160	-22%	19%	13%
Amortisation									
Change in net working	1,011	(160)	(1,296)	201	173	340	-291%	-14%	21%
capital		· · · ·							
Investing cash flow	(871)	(721)	(177)	(312)	(312)	(312)	105%	0%	0%
Capex	(157)	(157)	(157)	(157)	(157)	(157)	0%	0%	0%
Purchase of intangible	(155)	(486)	`15 5	(155)	(155)	(155)	-200%	0%	0%
assets		· · · ·		(<i>'</i>	· · · ·	, <i>,</i> ,			
Others	(559)	(79)	(176)	-					
Financing cash flow	678	398	(204)	265	296	321	-48%	12%	10%
Capital	589	310	(58)	264	290	320	-557%	10%	10%
Debt increase	89	88	· · /	204	291	520	-100%		128%
	09	00	(146)	0	5	1	-100%	1329%	120%
(decrease)	872	(207)	829	265	1,092	1,485	-73%	312%	84%
Net change in cash	012	(387)	029	205	1,092	1,405	-13%	31270	04 70
Effect of exchange rate									
changes on cash and cash									
equivalents	070	(007)		005	4 000	4 405	740/	0400/	0.407
Net increase in cash and	872	(387)	829	265	1,092	1,485	-71%	312%	84%
cash equivalents									
Cash and cash equivalents	1,093	1,965	1,579	2,407	2,673	3,765	71%	11%	30%
at the beginning of the year				·				-	
Cash and cash	1,965	1,579	2,408	2,673	3,765	5,250	11%	41%	37%
equivalents at the end of									
the year									
Source: Company data, Macqu	uarie Research	November 2	2018						
and an and a start		,							

Macquarie Research

Macquarie Quant View

The Quant View page below has been derived from models that are developed and maintained by Sales and Trading personnel at Macquarie. The models are not a product of the Macquarie Research Department.

The quant model currently holds a strong negative view on Cheetah Mobile. The strongest style exposure is Earnings Momentum, indicating this stock has received earnings upgrades and is well liked by sell side analysts. The weakest style exposure is Price Momentum, indicating this stock has had weak medium to long term returns which often persist into the future.

538/625

0

0

Global rank in Software & Services 20% (1/5)

% of BUY recommendations Number of Price Target downgrades Number of Price Target upgrades

Macquarie Alpha Model ranking

A list of comparable companies and their Macquarie Alpha model score (higher is better).





Displays where the company's ranked based on the fundamental consensus Price Target and Macquarie's Quantitative Alpha model. Two rankings: Local market (China) and Global sector (Software & Services)

Factors driving the Alpha Model

For the comparable firms this chart shows the key underlying styles and their contribution to the current overall Alpha score.



Macquarie Earnings Sentiment Indicator

The Macquarie Sentiment Indicator is an enhanced earnings revisions signal that favours analysts who have more timely and higher conviction revisions. Current score shown below.



What drove this Company in the last 5 years

Which factor score has had the greatest correlation with the company's returns over the last 5 years.



Drivers of Stock Return

Breakdown of 1 year total return (local currency) into returns from dividends, changes in forward earnings estimates and the resulting change in earnings multiple.



How it looks on the Alpha model

A more granular view of the underlying style scores that drive the alpha (higher is better) and the percentile rank relative to the sector and market.



Source (all charts): FactSet, Thomson Reuters, and Macquarie Quant. For more details on the Macquarie Alpha model or for more customised analysis and screens, please contact the Macquarie Global Quantitative/Custom Products Group (cpg@macquarie.com)

Important disclosures:

Recommendation definitions

Macquarie - Australia/New Zealand

Outperform - return >3% in excess of benchmark return Neutral - return within 3% of benchmark return Underperform - return >3% below benchmark return

Benchmark return is determined by long term nominal GDP growth plus 12 month forward market dividend yield, which is currently around 9%.

Macquarie – Asia/Europe

Outperform - expected return >+10% Neutral - expected return from -10% to +10% Underperform - expected return <-10%

Mazi Macquarie - South Africa

Outperform - expected return >+10% Neutral - expected return from -10% to +10% Underperform - expected return <-10%

Macquarie - Canada

Outperform - return >5% in excess of benchmark return Neutral - return within 5% of benchmark return Underperform - return >5% below benchmark return

Macquarie - USA

Outperform (Buy) - return >5% in excess of Russell 3000 index return Neutral (Hold) - return within 5% of Russell 3000 index return Underperform (Sell)- return >5% below Russell 3000

index return

Volatility index definition*

This is calculated from the volatility of historical price movements

Very high-highest risk - Stock should be expected to move up or down 60-100% in a year - investors should be aware this stock is highly speculative.

High - stock should be expected to move up or down at least 40-60% in a year - investors should be aware this stock could be speculative.

Medium - stock should be expected to move up or down at least 30-40% in a year.

Low-medium - stock should be expected to move up or down at least 25-30% in a year.

Low - stock should be expected to move up or down at least 15-25% in a year * Applicable to Asia/Australian/NZ/Canada stocks only

Recommendations - 12 months Note: Quant recommendations may differ from Fundamental Analyst recommendations

Financial definitions

All "Adjusted" data items have had the following adjustments made:

Added back: goodwill amortisation, provision for catastrophe reserves, IFRS derivatives & hedging, IFRS impairments & IFRS interest expense Excluded: non recurring items, asset revals, property revals, appraisal value uplift, preference dividends & minority interests

EPS = adjusted net profit / efpowa*

ROA = adjusted ebit / average total assets ROA Banks/Insurance = adjusted net profit /average total assets

ROE = adjusted net profit / average shareholders funds Gross cashflow = adjusted net profit + depreciation *equivalent fully paid ordinary weighted average number of shares

All Reported numbers for Australian/NZ listed stocks are modelled under IFRS (International Financial Reporting Standards).

Recommendation proportions - For guarter ending 30 September 2018

			•	-	-	
	AU/NZ	Asia	RSA	USA	CA	EUR
Outperform	51.56%	59.51%	45.05%	46.88%	67.86%	46.70%
Neutral	33.20%	28.92%	37.36%	47.70%	25.00%	42.73%
Underperform	15.23%	11.57%	17.58%	5.42%	7.14%	10.57%

(for global coverage by Macquarie, 3.70% of stocks followed are investment banking clients) (for global coverage by Macquarie, 2.04% of stocks followed are investment banking clients) (for global coverage by Macquarie, 0.47% of stocks followed are investment banking clients)

CMCM US vs S&P 500, & rec history



(all figures in USD currency unless noted)

Note: Recommendation timeline - if not a continuous line, then there was no Macquarie coverage at the time or there was an embargo period. Source: FactSet, Macquarie Research, November 2018

12-month target price methodology

CMCM US: US\$7.94 based on a PER methodology

Company-specific disclosures:

Important disclosure information regarding the subject companies covered in this report is available at www.macquarie.com/research/disclosures.

Date	Stock Code (BBG code)	Recommendation	Target Price
21-Aug-2018	CMCM US	Underperform	US\$9.00
09-Jul-2018	CMCM US	Underperform	US\$8.06
22-May-2018	CMCM US	Underperform	US\$10.23
22-Mar-2018	CMCM US	Underperform	US\$10.60
14-Mar-2018	CMCM US	Underperform	US\$11.00
25-Nov-2017	CMCM US	Neutral	US\$11.40
23-Aug-2017	CMCM US	Neutral	US\$11.00
22-Nov-2016	CMCM US	Neutral	US\$11.50
20-May-2016	CMCM US	Neutral	US\$11.00

Target price risk disclosures:

CMCM US: Any inability to compete successfully in their markets may harm the business. This could be a result of many factors which may include geographic mix and introduction of improved products or service offerings by competitors. The results of operations may be materially affected by global economic conditions generally, including conditions in financial markets. The company is exposed to market risks, such as changes in interest rates, foreign exchange rates and input prices. From time to time, the company will enter into transactions, including transactions in derivative instruments, to manage certain of these exposures.

Analyst certification:

We hereby certify that all of the views expressed in this report accurately reflect our personal views about the subject company or companies and its or their securities. We also certify that no part of our compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in this report. The Analysts responsible for preparing this report receive compensation from Macquarie that is based upon various factors including Macquarie Group Ltd total revenues, a portion of which are generated by Macquarie Group's Investment Banking activities. General disclaimers:

Macquarie Research

Cheetah Mobile (CMCM US)

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