

联化科技 Lianhe Chemical Technology (002250 CH)

21 年实现扣非归母净利润 2.88 亿元,同比增长 357.20% The Company Achieved a Net Profit after Deduction of Rmb288mn in 2021, YOY 357.20%

观点聚焦 Investment Focus

维持优于大市 Maintain OUTPERFORM 评级 优于大市 OUTPERFORM 现价 Rmh13 03 Rmb17.85 目标价 Rmb12.03bn / US\$1.86bn 市值 日交易额 (3 个月均值) US\$14.42mn 发行股票数目 923.25mn 71% 自由流通股(%) Rmh29 07-Rmh12 29 1年股价最高最低值 注: 现价 Rmb13.03 为 2022 年 4 月 22 日收盘价 Price Return — —MSCI China 150 125 100 75 50 10V Apr-21 Aug-21 Dec-21 Apr-22 资料来源: Factset 1mth 12mth 3mth 绝对值 -5 2% -28.9% -40.6% -6.6% -30.1% -40.2% 绝对值(美元) 相对 MSCI China 4.7% -5.2% -0.3% (Rmb mn) Dec-21A Dec-22E Dec-24E Dec-23E 营业收入 6.587 7.813 8.858 10.047 (+/-) 13% 38% 19% 13% 净利润 315 474 602 799 (+/-)187% 50% 27% 33% 全面摊薄 EPS 0.34 0.51 0.65 0.87 (Rmb) 26.9% 28.5% 29.0% 29.6% 毛利率 净资产收益率 5.0% 7.0% 8.3% 9.9% 市盈率 15 资料来源:公司信息,HTI

(Please see APPENDIX 1 for English summary)

- 公司发布 2021 年年报。2021 年公司实现营业收入 65.87 亿元,同 比增加 37.75%; 扣非净利润 2.88 亿元,同比增长 357.20%。扣除商 營減值后归母净利润 3.59 亿元,同比改善幅度显著。
- 2021 年江苏基地复产带来收入的大幅增长。2022 年的经营目标为 2022 年工业业务收入同比增长不低于 15%。1) 分产品营业收入来 看, 医药、植保、功能化学品 2021 年营业收入同比变化 22.02%、 57.86%、22.27%至 12.17、42.77、7.34 亿元; 2) 分产品毛利率来 看, 医药、植保、功能化学品 2021 年毛利率同比变化 1.77、8.50、 18.17个百分点至 40.66%、22.98%、25.74%; 3)销售、管理(包括 研发)、财务费用率 2021 年同比分别变化-0.02、-6.35、-1.16 个百 分点至 0.22%、16.53%、1.53%, 合计三项费用率变化-7.52 个百分 点至18.28%,研发费用的增加主要系公司持续加大研发投入所致; 4) 农药、医药、功能化学品销量同比增长 75.27%、12.24%、 53.81%到 18809、1449、33716 吨, 其中农药和功能化学品销量大 增分别因为江苏复产、市场需求增加。除草剂、杀虫剂、杀菌剂产 能分别 21005、8265、6097 吨,产能利用率 70.42%、56.74%、 44.76%, 在建产能 0、3300、1750 吨; 医药产能 2166 吨, 产能利 用率 87.42%, 在建产能 280吨; 功能化学品 51131吨, 产能利用率 69.34%, 无在建。
- 医药板块收入维持高速增长,2021年完成了超过8个新分子注册中间体与原料药项目的工艺验证,未来有望切入 CRO。1)公司 2021年商业化、临床3期、其他临床阶段的产品个数分别为17、33、69个,各自收入分别为7.5、1.5、3.2亿元,单个产品收入体量分别为4385、460、463万元,其中产品数量一共119个,同比增加7%。2)医药核心研发团队在2021年规模扩大近40%,有1/3以上的员工拥有硕士或博士学位。2021年,医药研发团队利用公司的连续化管式反应技术,对公司的项目进行产业化工艺研究,且已经研发了10个项目的管式工艺,在降低成本、减少安全风险、减少三废方面都发挥着巨大的作用。同时,往更多的未涉及领域发展,包括长链lipids、核酸等等。3)公司还将根据客户新的需求,搭建CRO平台,组建CRO团队,更好地为客户提供一站式解决方案。
- 盈利预测。受原材料价格上涨影响,公司业绩低于预期,我们下调对公司的盈利预测。我们预计 2022-2024 年公司净利润分别为 4.74 (-27.52%)、6.02 (-25.81%)和 7.99 (新引入)亿元,对应 EPS 分别为 0.51、0.65、0.87 元。参考同行业可比公司估值,给予公司 2022 年 35 倍 PE,对应目标价 17.85 元 (上期目标价 24.30 元,基于 2021 年 50 倍 PE, -26.54%),维持"优于大市"评级。
- **风险提示**。环保监管趋严、新产品研发失败、原材料涨价、宏观经济下行。

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盈利假设:

- 1) 增长率假设: 22 年的经营目标为 22 年工业业务收入同比增长不低于 15%; a. 2021 年公司完成超过 8 个新分子注册中间体与原料药项目工艺验证, 我们预计未来几年将为业务营收带来增量。我们预计公司医药中间体 2022-2024 年营收增长率为 18%、10%、10%; b. 作为中国植保产品定制服务领域的先行者和领先者, 与多个国际农化/植保公司开展了以技术创新为基础的 CDMO 业务, 解决了客户 CRO 和 CMO 无法良好衔接的痛点, 大大缩短客户新产品上市的周期。我们预计公司农药中间体 2022-2024 年营收增长率为 20%、15%、15%。c. 2021 年公司功能化学品事业部管道内产品个数 30 个, 其中中试完成待商业化项目 2个,中试阶段项目个数 8 个,中试前阶段项目个数 20 个。我们预计公司功能化学品 2022-2024 年营收增长率为 15%、10%、10%。
- 2) 毛利率假设: a. 我们预计公司农药中间体 2022-2024 年毛利率为 25%、26%、27%; b. 我们预计公司医药中间体 2022-2024 年毛利率均为 41%; c. 我们预计公司功能化学品 2022-2024 年毛利率均为 26%。

£1 联化科技分产品盈利预	测			
项目	2021	2022E	2023E	2024E
总收入 (百万元)	6586.78	7812.77	8857.62	10047.39
总成本 (百万元)	4814.32	5589.91	6286.18	7070.49
总毛利 (百万元)	1772.46	2222.85	2571.44	2976.90
总毛利率	26.91%	28.45%	29.03%	29.63%
农药中间体 (植保)				
收入 (百万元)	4277.23	5132.68	5902.58	6787.96
成本 (百万元)	3294.51	3849.51	4367.91	4955.21
毛利 (百万元)	982.72	1283.17	1534.67	1832.75
毛利率	22.98%	25.00%	26.00%	27.00%
医药中间体				
收入 (百万元)	1216.90	1435.94	1579.53	1737.49
成本 (百万元)	722.17	847.20	931.92	1025.12
毛利 (百万元)	494.73	588.73	647.61	712.37
毛利率	40.66%	41.00%	41.00%	41.00%
功能化学品				
收入 (百万元)	734.12	844.23	928.66	1021.52
成本 (百万元)	545.13	624.73	687.21	755.93
毛利 (百万元)	188.99	219.50	241.45	265.60
毛利率	25.74%	26.00%	26.00%	26.00%
其他工业产品				
收入 (百万元)	248.17	285.40	328.21	377.44
成本 (百万元)	170.04	191.22	219.90	252.89
毛利 (百万元)	78.13	94.18	108.31	124.56
毛利率	31.48%	33.00%	33.00%	33.00%
工业地产				
收入 (百万元)	78.59	82.52	86.64	90.98
成本 (百万元)	42.44	46.21	48.52	50.95
毛利 (百万元)	36.14	36.31	38.12	40.03
毛利率	45.99%	44.00%	44.00%	44.00%
其他业务				
收入 (百万元)	31.78	32.00	32.00	32.00
成本 (百万元)	40.02	31.04	30.72	30.40
毛利 (百万元)	-8.24	0.96	1.28	1.60
毛利率	-25.94%	3.00%	4.00%	5.00%

资料来源: WIND, 公司 2021 年年报、海通国际

				EPS(元/股)			PE (倍)	
公司名称	股票代码	股价 (元)	2021	2022E	2023E	2021	2022E	2023E
002821.SZ	凯莱英	287.51	4.07	9.55	10.30	107.02	30.12	27.91
300363.SZ	博腾股份	75.90	0.96	2.46	2.82	92.95	30.91	26.92
603456.SH	九州药业	45.48	0.76	1.07	1.45	73.89	42.36	31.28
	平均值					91.29	34.46	28.70

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资料来源: WIND,海通国际,股价为 2022 年 4 月 22 日收盘价,每股收益均为 WIND 一致预期



财务报表分析和预测

主要财务指标	2021	2022E	2023E	2024E	利润表 (百万元)	2021	2022E	2023E	2024E
毎股指标(元)					营业总收入	6587	7813	8858	10047
每股收益	0.34	0.51	0.65	0.87	营业成本	4814	5590	6286	7070
每股净资产	6.83	7.29	7.89	8.71	毛利率%	26.9%	28.5%	29.0%	29.6%
每股经营现金流	0.80	1.76	1.23	1.07	营业税金及附加	63	70	80	90
每股股利	0.05	0.05	0.05	0.05	营业税金率%	1.0%	0.9%	0.9%	0.9%
价值评估 (倍)					营业费用	15	16	18	20
P/E	38.14	25.38	19.99	15.06	营业费用率%	0.2%	0.2%	0.2%	0.2%
P/B	1.91	1.79	1.65	1.50	管理费用	772	1016	1151	1206
P/S	1.83	1.54	1.36	1.20	管理费用率%	11.7%	13.0%	13.0%	12.0%
EV/EBITDA	16.05	10.81	9.28	7.60	EBIT	581	741	881	1140
股息率%	0.4%	0.4%	0.4%	0.4%	财务费用	101	109	79	76
盈利能力指标(%)	2,.		*****	*****	财务费用率%	1.5%	1.4%	0.9%	0.8%
毛利率	26.9%	28.5%	29.0%	29.6%	资产减值损失	-79	0	0	0
净利润率	4.8%	6.1%	6.8%	8.0%	投资收益	37	39	44	50
净资产收益率	5.0%	7.0%	8.3%	9.9%	营业利润	450	723	916	1213
资产回报率	2.5%	3.7%	4.3%	5.2%	营业外收支	-33	-8	-8	-8
投资回报率	5.1%	7.1%	7.8%	9.2%	利润总额	417	715	908	1205
盈利增长(%)	3.170	7.170	7.070	9.270	EBITDA	1152	1218	1389	1679
营业收入增长率	37.7%	18.6%	13.4%	13.4%	所得税	94	157	200	265
EBIT增长率	-2.6%	27.5%	18.9%		有效所得税率%	22.5%	22.0%		203
				29.4%			22.0% 84	22.0%	
净利润增长率	186.6%	50.3%	26.9%	32.8%	少数股东损益	8		106	141
偿债能力指标	40.00/	46.00/	46.20/	45.50/	归属母公司所有者净利润	315	474	602	799
资产负债率	49.9%	46.8%	46.2%	45.6%					
流动比率	1.02	1.12	1.20	1.31					
速动比率	0.52	0.45	0.50	0.59	资产负债表(百万元)	2021	2022E	2023E	2024E
现金比率	0.11	0.04	0.08	0.10	货币资金	561	200	386	569
经营效率指标					应收账款及应收票据	1332	1391	1626	1927
应收账款周转天数	73.81	65.00	67.00	70.00	存货	2253	2757	3100	3584
存货周转天数	170.80	180.00	180.00	185.00	其它流动资产	1006	731	776	1042
总资产周转率	0.52	0.61	0.64	0.65	流动资产合计	5151	5079	5888	7121
固定资产周转率	1.57	1.84	2.09	2.38	长期股权投资	71	71	71	71
					固定资产	4193	4235	4247	4228
					在建工程	2472	2712	2952	3192
					无形资产	512	522	542	572
现金流量表 (百万元)	2021	2022E	2023E	2024E	非流动资产合计	7491	7783	8054	8305
净利润	315	474	602	799	资产总计	12642	12861	13942	15427
少数股东损益	8	84	106	141	短期借款	1660	342	200	200
非现金支出	699	478	508	539	应付票据及应付账款	2677	3216	3617	4068
非经营收益	66	56	29	23	预收账款	0	78	89	100
营运资金变动	-350	538	-112	-510	其它流动负债	689	898	998	1075
经营活动现金流	738	1629	1133	992	流动负债合计	5026	4534	4903	5444
资产	-1643	-778	-788	-798	长期借款	679	879	929	979
投资	0	0	0	0	其它长期负债	608	608	608	608
其他	107	39	44	50	非流动负债合计	1287	1487	1537	1587
投资活动现金流	-1536	-739	-744	-748	负债总计	6313	6021	6440	7031
债权募资	967	-1118	-92	50	实收资本	923	923	923	923
股权募资	0	0	0	0	归属于母公司所有者权益	6301	6729	7285	8038
其他	-175	-133	-111	-111	少数股东权益	28	112	218	359
融资活动现金流	-1/3 792	-133 - 1251	-203	-111 -61	 	12642	12861	13942	1 5427
现金净流量	-24	-361	186	183	A 现代的有个处理证明	12072	12001	10372	1372/

班盃伊ル重 -24 -361 186 183 备注: (1)表中计算估值指标的收盘价日期为 4 月 22 日; (2)以上各表均为简表资料来源: 公司年报(2021),海通国际



APPENDIX 1

Summary

- The company released its 2021 annual report. In 2021, the company achieved operating income of Rmb6.587bn, a year-on-year increase of 37.75%; deducting non-net profit of Rmb288mn, a year-on-year increase of 357.20%. Net profit attributable to the parent company after deducting goodwill impairment was Rmb359mn, a significant year-on-year improvement.
- The resumption of production at the Jiangsu base in 2021 brought a substantial increase in revenue. The operating target for 2022 is to achieve a year-on-year growth of no less than 15% in industrial business revenue in 2022. 1) In terms of operating income by product, the operating income of pharmaceuticals, plant protection, and functional chemicals in 2021 changed from 22.02%, 57.86%, 22.27% to Rmb1.217bn, Rmb4.277bn, and Rmb734mn; 2) In terms of gross profit margin by product, pharmaceutical, the gross profit margin of plant protection and functional chemicals in 2021 changes by 1.77, 8.50, 18.17 percentage points year-on-year to 40.66%, 22.98%, and 25.74%; 3) Sales, management (including R&D), and financial expense ratios changed from -0.02, -6.35, -1.16 percentage points year-on-year to 0.22%, 16.53%, and 1.53% respectively in 2021, and the total three expense ratios changed by -7.52 percentage points to 18.28 %, the increase in R&D expenses was mainly due to the company's continued increase in R&D investment; 4) The sales volume of pesticides, pharmaceuticals and functional chemicals increased by 75.27%, 12.24%, 53.81% year-on-year to 18,809, 1,449, and 33,716 tons, of which pesticides and functional chemicals sharp increase in product sales was due to the resumption of production in Jiangsu and the increase in market demand. The production capacities of herbicides, insecticides and fungicides were 21005, 8265 and 6097 tons respectively, the capacity utilization rate was 70.42%, 56.74% and 44.76%, the capacity under construction is 0, 3300 and 1750 tons; the pharmaceutical production capacity was 2166 tons and the capacity utilization rate is 87.42%. , 280 tons of production capacity under construction; 51,131 tons of functional chemicals, capacity utilization rate of 69.34%, no capacity under construction.
- The revenue of the pharmaceutical sector maintained rapid growth. In 2021, the process verification of more than 8 new molecular registration intermediates and API projects has been completed, and it is expected to cut into CRO in the future.

 1) In 2021, the company had 17, 33, and 69 products in commercialization, clinical phase 3, and other clinical stages, respectively, with their respective revenues of Rmb750, 150, and 320mn, and a single product revenue of Rmb43.85, 4.60, 4.63mn, including a total of 119 products, an increase of 7% year-on-year. 2) The core pharmaceutical R&D team expanded by nearly 40% in 2021, and more than 1/3 of the employees have a master's or doctoral degree. In 2021, the pharmaceutical R&D team used the company's continuous tubular reaction technology to conduct industrial process research on the company's projects, and has developed tubular processes for 10 projects, which can reduce costs, reduce safety risks, and reduce three wastes. play a huge role. At the same time, the team develop into more uninvolved fields, including long-chain lipids, nucleic acids, etc. 3) The company will also build a CRO platform and set up a CRO team according to the new needs of customers to better provide customers with one-stop solutions.
- Earnings forecast and investment rating. Affected by rising raw material prices, the company's performance was lower than expected, and we lowered our profit forecast for the company. We estimate that the company's NAPtS in 2022-2024 will be Rmb474mn(-27.52%), Rmb602mn(-25.81%) and Rmb799mn(newly introduced), the corresponding EPS will be Rmb0.51, 0.65 and 0.87. With reference to comps valuation, we value the company at 35x FY22E PER with a target price of Rmb17.85 (the previous TP was Rmb24.30 based on 50x FY21E PER, -26.54%). We maintain an "OUTPERFORM" rating.
- Risk: Stricter environmental supervision, failure of new product research and development, rising raw material prices, macroeconomic downturn

附录 APPENDIX

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。

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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。

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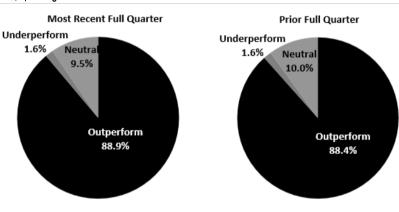
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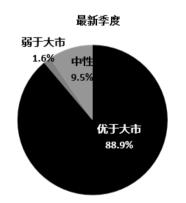
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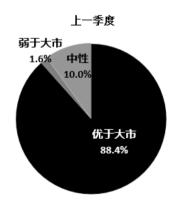
Outperform: The stock's total return over the next 12-18 months is expected to exceed the return of its relevant broad market benchmark, as indicated below.

Neutral: The stock's total return over the next 12-18 months is expected to

评级分布 Rating Distribution









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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.

截至 2022 年 3 月 31 日海通国际股票研究评级分布

M= 1 0 N 0 - 11 N 0 - 11 N	优于大市	中性 (持有)	弱于大市
海通国际股票研究覆盖率	88.9%	9.5%	1.6%
投资银行客户*	6.8%	5.8%	0.0%

^{*}在每个评级类别里投资银行客户所占的百分比。

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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.

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	Outperform	Neutral	Underperform	
		(hold)		
HTI Equity Research Coverage	88.9%	9.5%	1.6%	
IB clients*	6.8%	5.8%	0.0%	

^{*}Percentage of investment banking clients in each rating category.

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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.

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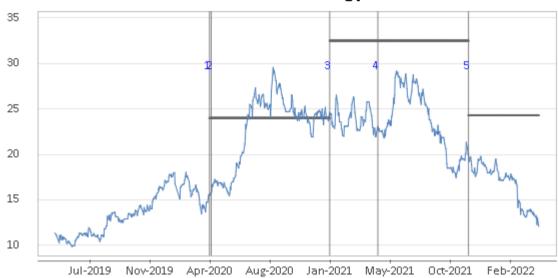
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Recommendation Chart

Lianhe Chemical Technology - 002250 CH



- 1. 12 Apr 2020 OUTPERFORM at 15.57 target 24.0.
- 2. 14 Apr 2020 OUTPERFORM at 15.57 target 24.0.
- 3. 7 Jan 2021 OUTPERFORM at 24.24 target 32.5.
- 4. 26 Apr 2021 OUTPERFORM at 22.45 target 32.5.
- 5. 17 Nov 2021 OUTPERFORM at 19.37 target 24.3.

Source: Company data Bloomberg, HTI estimates