6 Mar 2023



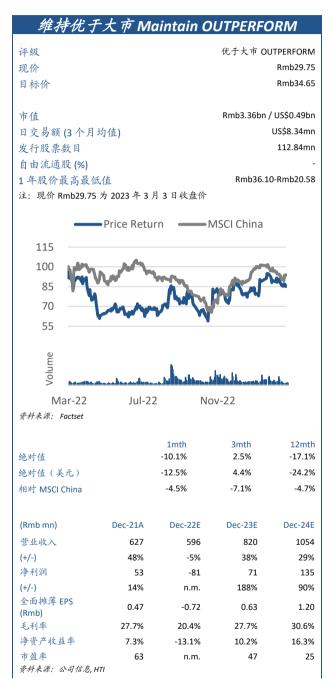
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游戏游艺设备龙头, 23年关注动漫 IP 衍生产品业务复苏

Leading Company in Game and Amusement Equipments, Recovery of Animation-IP-Derived Business in 2023



观点聚焦 Investment Focus



(Please see APPENDIX 1 for English summary)

游戏游艺设备龙头,资源优势突出。公司主要从事游戏游艺设备设计、研发、生产、销售和运营,形成完整产业链布局,已建立一支经验丰富的国际化管理团队,以董事长苏本立为核心的部分国际化管理团队成员从事游戏游艺产业超过 30 年,公司董事 Ota Toshihiro、研发总监 Aoshima Mitsuo 均来自于日本,同时拥有釓象电子(截至 22 年三季报持股 2.9%)等优质战略股东。

线下游乐业态受疫情影响严重,整体经营有望逐步恢复。2022 年前三季度,公司总营收 4.6 亿元 (+18.7%),疫情下公司游戏游艺设备销售和动漫 IP 衍生产品业务收入仍呈现较高同比增长;归母净利 1943 万元 (同比-57.4%),扣非归母净利 2150 万元 (同比-49.7%),主要系受疫情影响自营游乐场业务毛利率大幅下滑,及公司加大研发投入、营销及汇率波动等因素影响导致费用同比增长显著;经营活动现金流净额 3304 万元 (+806.5%)。公司预计2022 年归母净亏损 7500 万元-5000 万元,扣非归母净亏损 7000 万元-4500 万元。主要受疫情影响日常经营及公司资产组减值影响。

游戏游艺设备业务为第一大主营,海外销售实现较快提升。2022年前三季度,公司游戏游艺设备收入 2.1 亿元(+24.2%),毛利率29.8%(-2.6pct),收入和毛利占比分别为 45.7%和 53.6%,主要受益于海外(欧美市场)恢复,2022 年上半年公司海外游戏游艺设备收入 4963 万元(+468.5%),新推出产品《狂野飙车 9 竞速传奇》系列深受海外消费者喜爱,而国内游戏游艺设备收入受疫情影响较 21 年同期仍小幅下滑。公司重视发展前瞻性技术和储备优质 IP 资源,每年基本保持推出 5-10 款新的游戏游艺设备。

动漫 IP 衍生产品业务具备高成长性。2022 年前三季度,公司动漫 IP 衍生产品收入 1.3 亿元(+12.7%),毛利率 38%(-0.3pct),收入和毛利占比分别为 27.5%和 41.1%。2022 年前三季度,受疫情影响公司动漫卡通设备开机率低于 21 年同期,《宝可梦》和《奥特曼融合激战》单品坪效下滑;收入增量主要是《奥特曼系列变身大决战》相纸销售收入提升,及 22 年推出 IP 新品《我的世界》带来,截至 22 年三季度,《我的世界》设备投放超过 500 台,22 年全年铺设量约在 500-800 台。22Q3 单季,卡片单机位坪效排行《宝可梦》第一、《我的世界》第二、《奥特曼融合激战》第三。未来公司会加大国潮 IP 产品研发及持续保持国际 IP 产品接洽,做好相应储备。我们认为,依靠设备直销渠道优势和优质 IP 资源优势,公司动漫 IP 衍生产品业务具有一定壁垒。

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自营游乐场业务受疫情影响毛利承压。2022 年前三季度: 1)公司游乐场运营业务收入 7896 万元 (+7.3%), 主要系较 21 年同期新增游乐场所致; 毛利率-9%, 游乐场经营主要成本基本固定, 受疫情影响毛利率出现明显下滑。截至 22 年三季度,公司自营游乐场 13 个(集中在广东地区)。2)公司设备合作运营收入 1889 万元 (-23.5%), 毛利率 51.5% (+15.5pct)。

盈利预测与估值。我们对收入假设: 1) 游戏游艺设备: 2022Q4 单季受疫情及防控管控放开初期感染率提升影响, 2022 年我们预计公司游戏游艺设备同比小幅下滑5%, 2023-2024 年, 我们认为公司国内游戏游艺设备业务稳步增长,海外关注东南亚、中东市场恢复进度,预计 2023-2024 年公司游戏游艺设备收入同比增速分别为15%和10%,整体公司 2022-2024 年游戏游艺设备收入分别为 2.9 亿元、3.3 亿元和3.6 亿元。2) 动漫 IP 衍生产品: 我们预计 2022-2024 年公司动漫 IP 卡通设备铺设分别为12800 个机位、16100 个机位和19900 个机位,其中《我的世界》一台机器相当于4个机位,平均单机位收入分别为1.34万元、1.94万元和2.37万元,则2022-2024 年公司动漫 IP 衍生产品收入分别为1.7亿元、3.1亿元和4.7亿元,同比变化分别为-1.7%、+81.9%和+50.6%。3) 游乐场运营: 我们假设公司2022-2024年新增自营游乐场分别为0个、2个和1个,游乐场单台机器坪效分别为3.5万元、4.3万元和5万元,则2022-2024年公司游乐场运营收入分别为8850万元、1.2亿元和1.6亿元,同比变化分别为-11.3%、+37.2%和+30.4%。4)设备合作运营:我们假设公司2022-2024年设备合作运营收入同比变化分别为-25%、+30%、+20%,则设备合作运营收入分别为2321万元、3017万元和3621万元。

整体我们预计公司 2022-2024 年总营收分别为 6.0 亿元、8.2 亿元和 10.5 亿元,同比分别-4.9%、+37.5%和+28.6%;归母净利分别为-8145 万元、7124 万元和 1.4 亿元,同比分别-255%、+187.5%和+89.9%,对应全面摊薄 EPS分别为-0.72 元、0.63 元和 1.2 元。参考可比公司 2023 年 60 倍 PE 估值,考虑到公司为细分营销赛道龙头,我们给予公司 2023 年 55 倍 PE 估值(上调 22%),对应目标价 34.65 元/股(下调 39%),维持"优于大市"评级。

风险提示: 2022 线下娱乐消费恢复进度不及预期。

表 1 我们对公司分项主营业务收入预计(万元)

	2021	2022E	2023E	2024E
游戏游艺设备	30274.25	28760.54	33074.62	36382.08
YOY (%)	14.47%	-5.00%	15.00%	10.00%
动漫 IP 衍生产品	17499.53	17202.93	31289.62	47111.46
YOY (%)	156.52%	-1.69%	81.89%	50.57%
设备合作运营	3094.84	2321.13	3017.47	3620.96
YOY (%)	9.90%	-25.00%	30.00%	20.00%
游乐场运营	9979.96	8849.91	12144.81	15833.72
YOY (%)	77.71%	-11.32%	37.23%	30.37%
总营收	62702.47	59634.51	82026.51	105448.22
YOY (%)	47.55%	-4.89%	37.55%	28.55%

资料来源:wind,HTI

表	2	可	比	公司	估	值	表
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代码	简称	市值(亿元)	归母净利 (亿元)			PE (倍)		
1(1)	11 71	中但(1676)	2021	2022E	2023E	2021	2022E	2023E
002292.SZ	奥飞娱乐	77	-4.17	0.18	1.47	-18	426	52
1119.HK	创梦天地	46	-1.57	-0.72	1.93	-29	-63	24
2255.HK	海昌海洋公园	135	8.45	-3.82	0.98	16	-35	139
9992.HK	泡泡玛特	266	8.54	6.80	9.73	31	39	27
	均值						-	60

注: 收盘价为 2023 年 2 月 28 日价格, EPS 为 wind 一致预期

资料来源: wind, HTI

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	627	596	820	1054
毎股收益	0.47	-0.72	0.63	1.20	营业成本	453	475	593	732
每股净资产	8.33	5.53	6.16	7.36	毛利率%	27.7%	20.4%	27.7%	30.6%
每股经营现金流	0.52	-0.04	1.31	0.64	营业税金及附加	2	4	4	5
每股股利	0.20	0.00	0.00	0.00	营业税金率%	0.4%	0.6%	0.5%	0.5%
价值评估(倍)					营业费用	30	25	33	37
P/E	63.30	n.m.	47.22	24.79	营业费用率%	4.8%	4.2%	4.0%	3.5%
P/B	3.58	5.39	4.84	4.05	管理费用	39	41	49	61
P/S	4.13	5.64	4.10	3.19	管理费用率%	6.2%	6.8%	6.0%	5.8%
EV/EBITDA	34.26	33.65	20.55	14.18	EBIT	76	60	119	188
股息率%	0.7%	0.0%	0.0%	0.0%	财务费用	12	13	8	8
盈利能力指标(%)	0.770	0.070	0.070	0.070	财务费用率%	1.9%	2.1%	1.0%	0.7%
毛利率	27.7%	20.4%	27.7%	30.6%	ペカ	-10	-66	-10	-10
争利润率	8.4%	-13.7%	8.7%	12.8%	投资收益	0	0	0	0
净资产收益率	7.3%	-13.1%	10.2%	16.3%	营业利润	56	- 78	80	151
• • • • • •					营业外收支				
资产回报率	4.3%	-7.3%	5.9%	9.4%		1	-4	-2 -2	-2
投资回报率	7.5%	7.3%	12.1%	16.7%	利润总额	57	-82	78	149
盈利增长(%)					EBITDA	155	104	166	240
营业收入增长率	47.6%	-4.9%	37.5%	28.6%	所得税	5	-1	7	13
EBIT 增长率	24.2%	-20.3%	96.9%	58.4%	有效所得税率%	8.5%	1.0%	9.0%	9.0%
净利润增长率	14.1%	-255.0%	187.5%	89.9%	少数股东损益	0	0	0	0
偿债能力指标					归属母公司所有者净利润	53	-81	71	135
资产负债率	40.4%	44.1%	42.7%	42.2%					
流动比率	1.93	1.79	1.94	2.06					
速动比率	1.17	0.97	1.33	1.42	资产负债表(百万元)	2021	2022E	2023E	2024E
现金比率	0.35	0.14	0.37	0.33	货币资金	125	50	145	158
经营效率指标					应收账款及应收票据	277	289	354	505
应收账款周转天数	152.62	180.00	150.00	150.00	存货	244	264	201	267
存货周转天数	155.19	200.00	150.00	120.00	其它流动资产	50	44	51	49
总资产周转率	0.60	0.51	0.70	0.80	流动资产合计	695	648	750	979
固定资产周转率	2.36	2.28	3.19	4.18	长期股权投资	0	0	0	0
					固定资产	264	259	254	250
					在建工程	1	1	1	1
					无形资产	31	31	30	30
	2021	2022E	2023E	2024E	非流动资产合计	518	468	462	458
净利润	53	-81	71	135	资产总计	1213	1115	1212	1437
少数股东损益	0	0	0	0	短期借款	19	19	19	19
非现金支出	99	140	67	72	应付票据及应付账款	219	190	206	282
非经营收益	2	13	11	11	预收账款	0	0	0	0
营运资金变动	-109	-76	-2	-146	其它流动负债	122	152	162	175
经营活动现金流		-70 - 5	-2 147		流动负债合计				
	45			72		361	361	387	476
资产	-103	-43	-44	-50	长期借款	54	54	54	54
投资	0	0	0	0	其它长期负债	76	76	76	76
其他	0	0	0	0	非流动负债合计	130	130	130	130
投资活动现金流	-103	-43	-44	-50	负债总计	491	491	517	606
债权募资	-93	0	0	0	实收资本	87	113	113	113
股权募资	287	0	0	0	归属于母公司所有者权益	723	624	695	830
其他	-54	-26	-9	-9	少数股东权益	0	0	0	0
融资活动现金流	140	-26	-9	-9	负债和所有者权益合计	1213	1115	1212	1437
现金净流量	79	-75	95	13					

备注: (1) 表中计算估值指标的收盘价日期为 2023.2.28; (2) 以上各表均为简表资料来源: 公司年报(2021), HTI



APPENDIX 1

Summary

- A leading company in game and amusement equipments with outstanding advantaged in resources.
- Offline amusement business had been seriously affected by the pandemic, and the overall operation is expected to recover gradually. In the first three quarters of 2022, the total revenue of the company was Rmb460mn (+18.7% YoY), and the net profit was Rmb19.43mn (-57.4% YoY).
- Game and amusement equipment had become the largest major business, and the overseas sales achieved relatively rapid growth.
- The business of animation-IP-derived products had demonstrated potential for fast growth.
- The gross profit of the self-run amusement park business was negatively affected by the pandemic.
- We expect the company's diluted EPS to be Rmb-0.72/0.63/1.20 in 2022/2023/2024, respectively. By referring to the 60x PE valuation of comparable companies in 2023, given the company leads the niche market, we use a 55x PE valuation in 2023 (22% up) for the company, corresponding to a TP of Rmb34.65 per share (39% down). We maintain the OUTPERFORM rating.

5

Risks: Slower-than-expected recovery of offline entertainment consumption in 2022

附录 APPENDIX

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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。

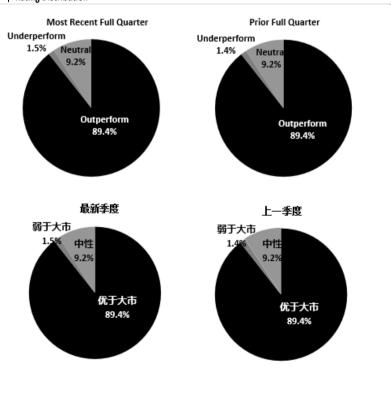
弱于大市,未来 12-18 个月内预期相对基准指数跌幅在 10%以上,基准定义如 下

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.

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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.

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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.

截至 2022 年 12 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	89.4%	9.2%	1.5%
投资银行客户*	5.2%	7.3%	8.3%

^{*}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 Dec 31, 2022

	Outperform	Neutral	Underperform	
		(hold)		
HTI Equity Research Coverage	89.4%	9.2%	1.5%	
IB clients*	5.2%	7.3%	8.3%	

^{*}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.

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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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Recommendation Chart

Guangzhou Wahlap Technology - 301011 CH



- 1. 2 Aug 2021 OUTPERFORM at 55.28 target 70.2.
- 2. 15 Nov 2021 OUTPERFORM at 63.76 target 74.25.
- 1.3-for-1 split implemented on 11 Aug 2022

Source: Company data Bloomberg, HTI estimates