

603605 CH
PROYA COSMETICS
Rating: OUTPERFORM
Target Price: Rmb133.11

Hongke Li
hongke.li@htisec.com

Liting Wang
liting.wang@htisec.com

1H23 业绩超预期，提质提效扩大优势

投资要点：

珀莱雅发布 2023 半年报：上半年实现收入 36.27 亿元，同比增长 38.12%；归母净利润 4.99 亿元，同比增长 68.21%，扣非归母净利润 4.79 亿元，同比增长 70.49%。摊薄 EPS 为 1.24 元；加权平均净资产收益率 13.29%，经营性现金流净额 11.81 亿元，同比增长 65.49%。拟以股本 3.97 亿股为基数，向全体股东每 10 股派发现金红利 3.80 元（含税），不转增不送股。

简评及投资建议：

1、1H23 业绩超预期，盈利持续优化。公司 1H23 收入 36.27 亿元，同比增长 38.12%，主因线上渠道营收增长；归母净利 4.99 亿元，同比增长 68.21%；毛利率增长 2.39pct 至 70.51%，主因线上直营占比增加，以及主推大单品策略。

(A) 分品类：1H23 护肤类（含洁肤）产品收入 30.56 亿元，同比增长 38.06%，收入占比为 84.44%；美容彩妆类产品收入为 4.66 亿元，同比增长 32.30%，收入占比为 12.87%；洗护类产品收入为 0.97 亿元，同比增长 94.17%，收入占比为 2.69%。

(B) 分品牌：1H23 公司主品牌珀莱雅实现收入 28.92 亿元，同比增长 35.86%，毛利率增加 1.06pct 至 71.35%，收入占比为 79.87%；彩棠实现收入 4.14 亿元，同比增长 78.65%，收入占比为 11.45%；OR/悦芙媿/其他品牌分别实现收入 0.97/1.32/0.84 亿元，分别增长 94.17%/64.80%/10.71%，收入占比分别为 2.69%/3.64%/2.35%。

(C) 分渠道：1H23 公司持续推进线上渠道为主、线下渠道并行的策略，线上收入 33.30 亿元，同比增长 44.23%，占比 92.03% 远超线下，其中线上直销占比 73.49%；线下收入 2.89 亿元，同比下降 5.81%，其中日化收入 2.41 亿元，同比增长 5.64%。

2、1H23 期间费用率增 1.4pct，宣传推广增加&股权激励费用影响。1H23 销售费率 43.56%，同比增长 1.03pct，其中新品孵化与线下、海外渠道探索使得形象宣传推广费投入同比增长 50.34%；研发费率 2.52%，同比增长 0.20pct；管理费率 5.30%，同比增长 0.46pct，剔除限制性股票股权激励费用同比下降 0.70pct；财务费用率同比下降 0.27pct 至 -0.84%，系利息收入及汇兑损益综合影响所致；最终期间费用率同比增长 1.41pct 至 50.55%，其中单 2Q 增长 0.96pct 至 49.82%。

3、1H23 营业利润增长 68.0%，最终归母净利润增长 68.2%。资产减值损失减少 3738 万至 5218 万元。此外，有效税率下降 1.60pct 至 21.50%，少数股东损益提高 1716 万元，最终 1H23 归母净利润增长 68.21% 至 4.99 亿元，扣非归母净利润增长 70.49% 至 4.79 亿元。

主要财务数据及预测

	2021	2022	2023E	2024E	2025E
营业收入(百万元)	4633	6385	8238	10177	12338
(+/-)YoY(%)	23.5%	37.8%	29.0%	23.5%	21.2%
净利润(百万元)	576	817	1100	1379	1701
(+/-)YoY(%)	21.0%	41.9%	34.6%	25.3%	23.4%
全面摊薄 EPS(元)	1.45	2.06	2.77	3.48	4.29
毛利率(%)	66.5%	69.7%	70.6%	70.8%	71.0%
净资产收益率(%)	20.0%	23.2%	25.0%	25.6%	25.8%

资料来源：公司年报（2021-2022），HTI
备注：净利润为归属母公司所有者的净利润

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，海通证券印度私人有限公司，海通国际株式会社和海通国际证券集团其他各成员单位的证券研究团队所组成的全球品牌，海通国际证券集团各成员分别在其许可的司法管辖区内从事证券活动。关于海通国际的分析师证明，重要披露声明和免责声明，请参阅附录。(Please see appendix for English translation of the disclaimer)

4、经营回顾：（1）聚焦核心单品系列，新营销策略塑造品牌力。①**珀莱雅**：持续深化“大单品策略”，聚焦双抗、红宝石、源力三大系列，核心单品不断升级，强化品牌心智；推出“循环系列”和“云朵防晒”，丰富产品矩阵；23年上半年珀莱雅在天猫平台，精华品类排名第1，面霜、面膜品类排名第2，眼霜品类排名第5。同时品牌围绕“年轻感”与“科技力”开展营销事件，6月在全国6个城市开设7家早C晚A酒咖快闪，传递品牌“科学配方”理念。②**彩棠**：保持大单品领先地位，市场份额不断提升，3月发布“争青系列”，推出“三色腮红盘”、“综合眉部盘”及“哑雾口红”3款新品，发布系列概念广告，线下举办发布会，明星高叶、马思纯亮相支持；618期间推出“原生肌气垫”，升级“柔雾蜜粉饼”，“三色腮红盘”23年上半年天猫腮红类目排名第2。③**Off&Relax**：明星单品渗透率持续提升，头皮预洗品类“头皮清零液”618期间获天猫头皮预洗类目排名第2；开展一系列品牌活动，传播品牌理念。④**悦芙媞**：多产品全新升级，聚焦品类搭建，提升“油皮护肤专家”消费者认知。

（2）全渠道精细化运营，珀莱雅多平台成交国货第一。①**线上**：集中运营天猫旗舰店、抖音和京东。天猫旗舰店夯实大单品矩阵战略，打造超级大单品，618期间及23年上半年珀莱雅天猫旗舰店成交金额获天猫美妆排名第4，国货排名第1；抖音优化珀莱雅三大系列矩阵账号，23年上半年成交金额珀莱雅美妆排名第3，国货排名第1；京东重点人群精细化运营，38活动及618期间，珀莱雅成交额京东美妆国货排名第1。②**线下**：日化渠道拓展新型商城集合店合作，节假日期间加强店铺零售管理，抗衰明星新品蕴能系列上市帮助门店提高客单价；百货渠道加强专柜建设，推进全国多零售系统直营合作，多城市多点位布局“早C晚A酒咖”快闪活动。

（3）基础研发加速布局，多研发中心积极筹备。公司持续推进国际科学院建设，杭州龙坞研发中心和上海研发中心正在建设中，日本研发中心正在筹备中。累计拥有专利234项，新增发明专利4项、实用型专利5项、外观设计专利8项；起草发布2项国家标准，累计主导或参与制定国家标准16项、行业标准3项、团体标准18项。

（4）信息化赋能供应链。①**供应链方面**：实现产品开发到产品交付完整供应链数字化管理，多协同系统数据互通，实现全链路透明，三大智能引擎持续赋能品牌做大。②**生产方面**：湖州生产基地新增多条面膜自动线、新购2台2吨德国EKATO乳化锅，物流智能仓库正式投入试行，库内业务操作95%以上实现无人化。

维持对公司的判断。公司近年来打造以“产品、内容、运营”等为主线的前中后台高效协同的自驱型组织，沿多品牌多品类路径稳步迈进。公司2022年7月发布新一期限制性股权激励方案，凸显龙头持续成长信心。在当前行业分化加剧、马太效应凸显的环境下，公司中长期成长确定性价值尤为突出。

更新盈利预测。我们预计公司 2023-2025 年收入各 82.38 亿元、101.77 亿元、123.38 亿元，同比增长 29.0%、23.5%、21.2%；归母净利润 11.00 亿元、13.79 亿元、17.01 亿元，同比增长 34.6%、25.3%、23.4%，EPS 各 2.77 元、3.48 元、4.29 元。

参照可比公司估值，考虑到公司作为美妆新国货的领军者，围绕“6*N 战略”持续强化综合实力，且扁平化、模块化的网状组织使其决策能力和运营效率更高，公司处于快速发展期，**按照 2023 年给以其 48 倍 PE，对应合理市值 528 亿元，目标价 133.11 元，维持“优于大市”评级。**

风险提示：行业竞争加剧，项目孵化风险，国际局势的不确定性给供应链带来的不确定性影响。

表 1 公司分渠道收入情况（1H2023）

分渠道	2023H1 收入 (亿元)	2022H1 收入 (亿元)	较 2022H1 同比增长	2021H1 收入 (亿元)	较 2021H1 同比增长
线上	直营	26.59	52.36%	10.91	205.22%
	分销	6.71	19.04%	4.54	485.68%
	小计	33.30	44.23%	15.45	-56.57%
线下	日化	2.41	5.64%	2.68	7.84%

其它	0.48	0.79	-39.15%	0.99	143.43%
小计	2.89	3.07	-5.81%	3.67	-86.92%
合计	36.19	26.16	38.36%	19.11	100.73%

资料来源：公司 2021、2022、2023 半年报，HTI

表 2 公司分品牌收入情况（1H2023）

分品牌	2023H1 收入 (亿元)	2022H1 收入 (亿元)	相较 2022H1 增长	2021H1 收入 (亿元)	相较 2021H1 增长
自有品牌					
珀莱雅	28.92	21.28	35.86%	14.87	94.49%
彩棠	4.14	2.32	78.65%	1.10	276.36%
OR	0.97	0.50	94.17%		
悦芙媿	1.32	0.80	64.80%		
其它品牌	0.84	0.76	10.71%	2.57	-67.32%
小计	36.19	25.66	41.02%	18.54	95.20%
代理品牌					
跨境代理品牌	0.00	0.50	35.86%	0.58	-100.00%
合计	36.19	26.16	38.36%	19.11	100.73%

注：OR 和悦芙媿品牌数据从 22 年开始单独披露,彩棠品牌数据从 21 年开始单独披露，因此无法拆分该三者与其它品牌 2021 收入及相较 2021 同比增长

资料来源：公司 2021、2022、2023 半年报，HTI

表 3 公司分品类收入情况（1H2023）

分品类	2023H1 收入 (亿元)	2022H1 收入 (亿元)	相较 2022H1 增长	2021H1 收入 (亿元)	相较 2021H1 增长
护肤类（含洁肤）	30.56	22.64	38.06%	16.30	87.48%
美容彩妆类	4.66	3.52	32.30%	2.71	71.96%
洗护类	0.97	0.50	94.17%	-	-
其它类	0.00	0.00	0.00%	0.11	-100.00%
合计	36.19	26.16	38.36%	19.11	89.38%

注：洗护类数据从 22 年开始单独披露，因此无法拆分其与其它品类 2021 收入及相较 2021 同比增长

资料来源：公司 2021、2022、2023 半年报，HTI

表 4 公司单季度合并损益表分析

	1Q2022	2Q2022	3Q2022	4Q2022	1Q2023	2Q2023	2021	2022
营业总收入（万元）	125436	137159	133613	242338	162151	200548	463315	638545
同比增长（%）	38.53	35.50	22.07	49.51	29.27	46.22	23.47	37.82
营业总成本（万元）	106032	118115	111594	200393	135890	162777	397081	536133
营业成本（万元）	40674	43030	37425	72356	48592	58357	155416	193485
毛利（万元）	84762	94129	96188	169981	113560	142191	307899	445060
毛利率（%）	67.57	68.63	71.99	70.14	70.03	70.90	66.46	69.70
营业税金及附加（万元）	1305	1238	959	2138	1780	2067	4068	5639
营业税金及附加/营业收入（%）	1.04	0.90	0.72	0.88	1.10	1.03	0.88	0.88
销售费用（万元）	53153	58540	58399	108493	70092	87907	199153	278584
销售费用/营业收入（%）	42.37	42.68	43.71	44.77	43.23	43.83	42.98	43.63
管理费用（万元）	6472	6242	10858	9158	9518	9695	23699	32730
管理费用/营业收入（%）	5.16	4.55	8.13	3.78	5.87	4.83	5.12	5.13
研发费用（万元）	2998	3108	3430	3264	5187	3965	7658	12801
研发费用/营业收入（%）	2.39	2.27	2.57	1.35	3.20	1.98	1.65	2.00
财务费用（万元）	-618.5	-862.0	-1744.8	-874.3	-1389.8	-1645.5	-748	-4,100
财务费用/营业收入（%）	-0.49	-0.63	-1.31	-0.36	-0.86	-0.82	-0.16	-0.64
营业利润（万元）	20640	19504	22038	43576	28220	39227	67135	105759
同比增长（%）	57.42	61.25	26.06	78.25	36.72	101.12	20.95	57.53
营业外收入（万元）	41	-11	30	57	60	76	25	118

营业外支出（万元）	66	-11	37	370	243	48	380	461
利润总额（万元）	20616	19505	22031	43263	28037	39254	66780	105415
同比增长（%）	57.26	61.15	26.01	79.64	36.00	101.25	21.96	57.85
所得税费用（万元）	3676	5589	2466	10556	5820	8644	11075	22287
有效所得税率（%）	17.83	28.65	11.19	24.40	20.76	22.02	16.58	21.14
净利润（万元）	16940	13916	19565	32708	22216	30610	55705	83128
同比增长（%）	58.59	36.65	41.26	55.83	31.15	119.97	23.35	49.23
净利润率（%）	13.50	10.15	14.64	13.50	13.70	15.26	12.02	13.02
少数股东损益（万元）	1098	64	-273	499	1413	1464	-1907	1388
归母净利润（万元）	15842	13852	19838	32209	20803	29146	57612	81740
同比增长（%）	44.16	19.20	43.55	52.05	31.32	110.41	21.03	41.88

资料来源：Wind，HTI

表 5 珀莱雅收入预测的主要假设（百万元，2020-2025E）

	2020	2021	2022	2023E	2024E	2025E
电商渠道						
收入	2624	3924	5788	7662	9589	11724
收入增速（%）	58.58%	49.55%	47.50%	32.38%	25.15%	22.26%
毛利率（%）		68.27%	70.90%	71.50%	71.60%	71.70%
线下渠道						
收入	1124	696	574	547	554	573
收入增速（%）	-23.11%	-38.05%	-17.62%	-4.63%	1.20%	3.50%
毛利率（%）		56.93%	59.53%	60.03%	60.23%	60.43%
日化专营店						
收入	846	503	443	416	416	429
收入增速（%）	-19.26%	-40.52%	-11.96%	-6.00%	0.00%	3.00%
毛利率（%）						
其他（包含商超、单品牌店、其他）						
收入	279	193	131	131	137	144
收入增速（%）	-32.67%	-30.54%	-32.32%	0.00%	5.00%	5.00%
毛利率（%）						
总营业收入	3752	4633	6385	8238	10177	12338
收入增速（%）	20.13%	23.47%	37.82%	29.01%	23.54%	21.23%
毛利率（%）	63.55%	66.46%	69.70%	70.57%	70.82%	71.01%

资料来源：Wind，HTI

表 6 可比公司估值情况（倍）

估值	可比公司				
	贝泰妮	丸美股份	上海家化	华熙生物	平均
PE（倍，2023）	32.99	36.41	25.33	40.13	33.71
PS（倍，2023）	6.74	4.96	2.24	5.95	4.97
PEG（倍，2023）	2.64	1.50	1.14	6.89	3.04

资料来源：Wind 一致预期，HTI

注：所有市值数据均截止 2023 年 9 月 12 日收盘价

财务报表分析和预测

主要财务指标	2022	2023E	2024E	2025E	利润表（百万元）	2022	2023E	2024E	2025E
每股指标（元）					营业总收入	6385	8238	10177	12338
每股收益	2.06	2.77	3.48	4.29	营业成本	1935	2424	2970	3576
每股净资产	8.88	11.11	13.58	16.63	毛利率%	69.7%	70.6%	70.8%	71.0%
每股经营现金流	2.80	2.95	3.87	4.57	营业税金及附加	56	73	90	109
每股股利	0.72	0.83	1.01	1.23	营业税金率%	0.9%	0.9%	0.9%	0.9%
价值评估（倍）					营业费用	2786	3668	4603	5642
P/E	81.31	59.91	47.80	38.75	营业费用率%	43.6%	44.5%	45.2%	45.7%
P/B	18.86	14.95	12.23	9.99	管理费用	327	431	466	521
P/S	4.79	5.19	4.20	3.47	管理费用率%	5.1%	5.2%	4.6%	4.2%
EV/EBITDA	36.44	42.95	33.75	27.19	EBIT	1153	1460	1824	2217
股息率%	0.4%	0.5%	0.6%	0.7%	财务费用	-41	6	6	6
盈利能力指标（%）					财务费用率%	-0.6%	0.1%	0.1%	0.0%
毛利率	69.7%	70.6%	70.8%	71.0%	资产减值损失	165	49	54	32
净利润率	12.8%	13.4%	13.6%	13.8%	投资收益	-6	-6	-6	-6
净资产收益率	23.2%	25.0%	25.6%	25.8%	营业利润	1058	1419	1779	2194
资产回报率	14.1%	15.9%	16.7%	17.2%	营业外收支	-3	0	0	0
投资回报率	69.8%	88.9%	119.4%	151.8%	利润总额	1054	1419	1779	2194
盈利增长（%）					EBITDA	1242	1462	1828	2222
营业收入增长率	37.8%	29.0%	23.5%	21.2%	所得税	223	300	376	464
EBIT 增长率	57.3%	26.6%	24.9%	21.5%	有效所得税率%	21.1%	21.1%	21.1%	21.1%
净利润增长率	41.9%	34.6%	25.3%	23.4%	少数股东损益	14	19	23	29
偿债能力指标					归属母公司所有者净利润	817	1100	1379	1701
资产负债率	38.8%	35.8%	34.1%	32.2%					
流动比率	2.9	3.2	3.3	3.4	资产负债表（百万元）	2022	2023E	2024E	2025E
速动比率	2.4	2.7	2.8	2.9	货币资金	3161	4073	5166	6459
现金比率	2.2	2.5	2.6	2.7	应收账款及应收票据	102	229	253	319
经营效率指标					存货	669	705	861	1038
应收帐款周转天数	6.9	10.1	9.1	9.4	其它流动资产	215	251	298	349
存货周转天数	105.4	106.1	105.9	105.9	流动资产合计	4147	5258	6578	8165
总资产周转率	1.2	1.3	1.3	1.4	长期股权投资	139	139	139	139
固定资产周转率	11.3	14.2	17.1	20.3	固定资产	570	588	604	609
					在建工程	207	217	227	237
现金流量表（百万元）	2022	2023E	2024E	2025E	无形资产	420	420	420	420
净利润	817	1100	1379	1701	非流动资产合计	1631	1659	1685	1700
少数股东损益	14	19	23	29	资产总计	5778	6917	8264	9865
非现金支出	259	51	58	37	短期借款	200	200	200	200
非经营收益	2	12	12	12	应付票据及应付账款	545	706	840	1021
营运资金变动	19	-13	62	36	预收账款	0	1	1	1
经营活动现金流	1111	1169	1535	1815	其它流动负债	682	756	966	1146
资产	-167	-30	-30	-20	流动负债合计	1428	1662	2006	2368
投资	-131	0	0	0	长期借款	0	0	0	0
其他	0	-6	-6	-6	其它长期负债	813	813	813	813
投资活动现金流	-298	-36	-36	-26	非流动负债合计	813	813	813	813
债权募资	0	0	0	0	负债总计	2241	2475	2819	3181
股权募资	166	113	0	0	实收资本	284	397	397	397
其他	-231	-334	-406	-496	普通股股东权益	3524	4410	5389	6601
融资活动现金流	-65	-221	-406	-496	少数股东权益	13	31	55	84
现金净流量	748	912	1093	1293	负债和所有者权益合计	5778	6917	8264	9865

备注：（1）表中计算估值指标的收盘价日期为 09 月 12 日；（2）以上各表均为简表

资料来源：公司年报（2022），HTI

APPENDIX 1

Summary

Investment Highlights:

Pechoin released its 2023 semi-annual report: In the first half of the year, it achieved revenue of RMB 3.627 billion (up 38.12% YOY). Net profit attributable to the parent company was RMB 499 million (up 68.21% YOY). Diluted EPS of RMB 1.24. Dividend proposed: RMB 3.80 per 10 shares.

Analysis and investment advice:

1. Performance: Revenue was up 38.12% to RMB 3.627 billion mainly due to online sales. Net profit attributable to the parent company was 499 million, up 68.21%. Gross margin increased 2.39 points to 70.51%.

Breakdown:

A. By product category - skincare (including cleansers) contributed 84.44% to revenue and was up 38.06% to RMB 3.056 billion; Beauty makeup was up 32.30% to RMB 466 million, representing 12.87% of revenue.

B. By brand - Pechoin contributed 79.87% to revenue and was up 35.86% to RMB 2.892 billion.

C. By channel - The online revenue stood at RMB 3.33 billion, up by 44.23%.

2. Expenses: The expense ratio increased by 1.4 points impacted by promotional increase & equity incentive costs.

3. Profit: Operating profit grew by 68.0%. The final net profit attributable to the parent company increased by 68.2%.

4. Operation Review:

(1) Focused on core single products

(3) Accelerate the foundation R&D.

(4) Empower the supply chain with information

Updated earnings forecast: Revenue for 2023-2025 is projected at RMB 8.238 billion, RMB 10.177 billion, and RMB 12.338 billion, up 29.0%, 23.5%, 21.2% YOY respectively. Net profit attributable to the parent company is projected to be RMB 1.1 billion, RMB 1.379 billion, and RMB 1.701 billion, up 34.6%, 25.3%, 23.4% YOY respectively.

Considering its leading position in the new national makeup and intensely competitive market, we give a 48x PE on its 2023 earnings, corresponding to a reasonable market value of RMB 52.8 billion and a target price of RMB 133.11, maintain "Outperform" rating.

Risk Alert: Intensified industry competition, risk of project incubation, uncertainty of international situation imposing on the supply chain.

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(HITIL)，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 ("HITIL"), 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.

HTIL 分析师认证 Analyst Certification:

我，李宏科，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, Hongke Li, 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.

我，汪立亭，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, Liting Wang, 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）

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).

北京东方宝辰国际投资有限公司,北京东方贝格资产管理有限公司—东方贝格二十号君博澄明多策略私募证券投资基金,北京东方贝格资产管理有限公司—东方贝格二十一号华宇顺为均衡配置私募证券投资基金,北京东方贝格资产管理有限公司—东方贝格泓海 1 号私募证券投资基金,北京东方华晟投资管理有限公司,北京东方顺泰金属制品有限公司,北京东方蜗牛投资管理有限公司,北京东方蜗牛投资管理有限公司—东方蜗牛复合策略一号基金,北京东方蜗牛投资管理有限公司—东方蜗牛积极进取二号私募基金,北京东方蜗牛投资管理有限公司—东方蜗牛稳健回报三号私募基金,北京东方引擎投资管理有限公司—引擎资本基金长青混合私募证券投资基金,北京东方雨虹防水技术股份有限公司,北京东方雨虹防水技术股份有限公司回购专用证券账户,北京东方海长基投资基金管理有限公司,北京东世佳商贸有限公司,北京东泰阳光纺织有限公司,北京东绿谷农业科技有限公司,富诚海富资管—北京东方雨虹防水技术股份有限公司 2021 年员工持股计划—富诚海富通东方雨虹员工持股单一资产管理计划,南京东宇汽车集团有限公司,上海京东工贸商行及北京东方蜗牛投资管理有限公司—东方蜗牛复合策略一号基金目前或过去 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。

北京东方宝辰国际投资有限公司,北京东方贝格资产管理有限公司—东方贝格二十号君博澄明多策略私募证券投资基金,北京东方贝格资产管理有限公司—东方贝格二十一号华宇顺为均衡配置私募证券投资基金,北京东方贝格资产管理有限公司—东方贝格泓海 1 号私募证券投资基金,北京东方华晟投资管理有限公司,北京东方顺泰金属制品有限公司,北京东方蜗牛投资管理有限公司,北京东方蜗牛投资管理有限公司—东方蜗牛复合策略一号基金,北京东方蜗牛投资管理有限公司—东方蜗牛积极进取二号私募基金,北京东方蜗牛投资管理有限公司—东方蜗牛稳健回报三号私募基金,北京东方引擎投资管理有限公司—引擎资本基金长青混合私募证券投资基金,北京东方雨虹防水技术股份有限公司,北京东方雨虹防水技术股份有限公司回购专用证券账户,北京东方海长基投资基金管理有限公司,北京东世佳商贸有限公司,北京东泰阳光纺织有限公司,北京东绿谷农业科技有限公司,富诚海富资管—北京东方雨虹防水技术股份有限公司 2021 年员工持股计划—富诚海富通东方雨虹员工持股单一资产管理计划,南京东宇汽车集团有限公司,上海京东工贸商行及北京东方蜗牛投资管理有限公司—东方蜗牛复合策略一号基金 is/was a client of Haitong currently or within the past 12 months. The client has been provided for non-investment-banking securities-related services.

海通在过去的 12 个月中从北京东方宝辰国际投资有限公司,北京东方贝格资产管理有限公司—东方贝格二十号君博澄明多策略私募证券投资基金,北京东方贝格资产管理有限公司—东方贝格二十一号华宇顺为均衡配置私募证券投资基金,北京东方贝格资产管理有限公司—东方贝格泓海 1 号私募证券投资基金,北京东方华晟投资管理有限公司,北京东方顺泰金属制品有限公司,北京东方蜗牛投资管理有限公司,北京东方蜗牛投资管理有限公司—东方蜗牛复合策略一号基金,北京东方蜗牛投资管理有限公司—东方蜗牛积极进取二号私募基金,北京东方蜗牛投资管理有限公司—东方蜗牛稳健回报三号私募基金,北京东方引擎投资管理有限公司—引擎资本基金长青混合私募证券投资基金,北京东方雨虹防水技术股份有限公司,北京东方雨虹防水技术股份有限公司回购专用证券账户,北京东方海长基投资基金管理有限公司,北京东世佳商贸有限公司,北京东泰阳光纺织有限公司,北京东绿谷农业科技有限公司,富诚海富资管—北京东方雨虹防水技术股份有限公司 2021 年员工持股计划—富诚海富通东方雨虹员工持股单一资产管理计划,南京东宇汽车集团有限公司及上海京东工贸商行获得除投资银行服务以外的产品或服务的报酬。

Haitong has received compensation in the past 12 months for products or services other than investment banking from 北京东方宝辰国际投资有限公司,北京东方贝格资产管理有限公司—东方贝格二十号君博澄明多策略私募证券投资基金,北京东方贝格资产管理有限公司—东方贝格二十一号华宇顺为均衡配置私募证券投资基金,北京东方贝格资产管理有限公司—东方贝格泓海 1 号私募证券投资基金,北京东方华晟投资管理有限公司,北京东方顺泰金属制品有限公司,北京东方蜗牛投资管理有限公司,北京东方蜗牛投资管理有限公司—东方蜗牛复合策略一号基

金,北京东方蜗牛投资管理有限公司-东方蜗牛积极进取二号私募基金,北京东方蜗牛投资管理有限公司-东方蜗牛稳健回报三号私募基金,北京东方引擎投资管理有限公司-引擎资本基金,长青混合私募基金,北京东方雨虹防水技术股份有限公司,北京东方雨虹防水技术股份有限公司回购专用证券账户,北京东海长基投资管理有限公司,北京东世佳商贸有限公司,北京东泰阳光纺织品有限公司,北京东绿谷农业科技有限公司,富诚海富资管-北京东方雨虹防水技术股份有限公司 2021 年员工持股计划-富诚海富通东方雨虹员工持股单一资产管理计划,南京东宇汽车集团有限公司 and 上海京东工贸商行。

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

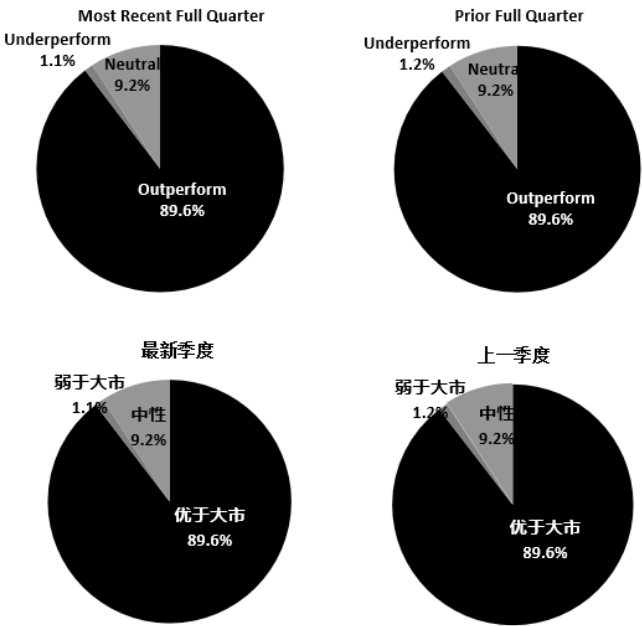
Outperform: The stock's total return over the next 12-18 months is expected to exceed the return of its relevant broad market benchmark, as indicated below.

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 6 月 30 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%	1.1%
投资银行客户*	4.7%	5.6%	10.0%

*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 Jun 30, 2023

	Outperform	Neutral (hold)	Underperform
HTI Equity Research Coverage	89.6%	9.2%	1.1%
IB clients*	4.7%	5.6%	10.0%

*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.

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（“HSIPL”）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。HSIPL 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和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)的特牌公司。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

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权益权益。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、广告或公开发行。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”）公司（废除及过度性）文书第 2016/396 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”。

本项研究仅供收件人使用，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 Corporations (Repeal and Transitional) Instrument 2016/396, 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

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

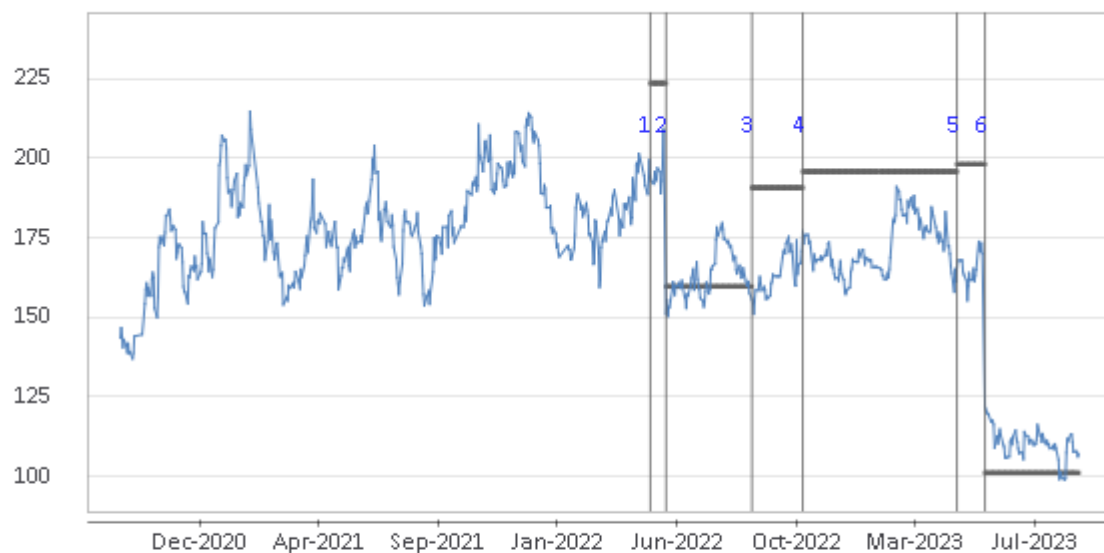
"Please note that Registration granted by SEBI and Certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors".

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>

PROYA COSMETICS - 603605 CH



1. 12 May 2022 OUTPERFORM at 194.44 target 223.64.
2. 5 Sep 2022 OUTPERFORM at 157.7 target 190.79.
3. 2 Nov 2022 OUTPERFORM at 170.83 target 195.87.
4. 27 Apr 2023 OUTPERFORM at 161.21 target 198.18.
- 1.4-for-1 split implemented on 30 May 2022
- 1.4-for-1 split implemented on 29 May 2023