

# 厦门象屿 Xiamen Xiangyu (600057 CH)

3Q23 业绩点评: 需求低迷影响短期业绩, 长期价值不改

### Weak Demand Impacts Short-term Performance, Long-term Value Remains Intact



观点聚焦 Investment Focus

#### 维持优于大市 Maintain OUTPERFORM 证绍 优于大市 OUTPERFORM 现价 Rmb6.40 目标价 Rmb7.75 HTI ESG 3.8-4.0-4.5 E-S-G: 0-5, (Please refer to the Appendix for ESG comments) Rmb14.52bn / US\$1.98bn 市值 日交易额 (3 个月均值) US\$13.61mn 发行股票数目 2.268mn 自由流通股(%) 1年股价最高最低值 Rmb12.38-Rmb6.25 注: 现价 Rmb6.40 为 2023 年 11 月 1 日收盘价 Price Return — MSCI China 150 125 100 75 50 Jul-23 Mar-23 Nov-22 资料来源: Factset 1mth 3mth 12mth -6.0% -30.2% 绝对值 -23.1% 绝对值 (美元) -6.2% -24.9% -30.3% 相对 MSCI China 31.0% 15.3% 16.0% (Rmb mn) Dec-22A Dec-23E Dec-24E Dec-25E 营业收入 538,148 602 875 511.744 545.713 10.47% (+/-) 16.35% -4.91% 6.64% 净利润 2.637 1.613 2.510 2.889 (+/-)20.18% -38.85% 55.64% 15.12% 全面摊薄 EPS 1.16 0.71 1.11 1.27 (Rmb) 毛利率 2 13% 1 67% 2.03% 2.06% 净资产收益率 15.43% 8.62% 11.83% 11.99% 市盈率 5 资料来源:公司信息,HTI

(Please see APPENDIX 1 for English summary)

#### 事件

公司发布 2023 年三季报: 2023 年前三季度,公司实现营业收入 3686 亿元,同比增长-5.90%,归母净利润 11.81 亿元,同比-46.45%;其中第三季度,公司实现营业收入 1351 亿元,同比-1.83%,归母净利润 2.90 亿元,同比-64.56%。

#### 点评

大宗商品需求低迷,价格整体下行,拖累业绩。国内需求复苏进程存在波动,2023 年 4-8 月我国 PMI 指数持续处于收缩区间,经过 9 月暂时的反弹,10 月 PMI 再次跌入收缩区间。外部需求不佳影响商品价格,23 年 Q1-Q3 和 Q3 单季度大宗商品价格指数均值分别同比-10.1%/-6.9%,但 Q3 大宗商品价格环比呈上升趋势。公司面对外部压力公司选择适当让利于客户,保证经营货量相对稳定,因此公司毛利润及毛利率均下降。23Q1-Q3 公司毛利润为59.36亿元,同比下降33.6%,毛利率为1.61%,同比减少0.56pct;Q3 单季度毛利润为 17.80 亿元,同比下降 31.4%,毛利率为1.32%,同比减少 0.57pct。

行业低谷期积极获取市场份额。依托品牌优势、服务优势,公司通过地推扩大客户群及市场份额,以降低单个客户需求减少对业绩的影响。2023年上半年,公司活跃客户数量达9886家,同比增加453家。此外,公司持续优化客户结构,提升制造业企业客户数量及服务量比重。我们认为,公司主动扩展客户,巩固行业地位,助力公司抵御下行周期。

主要盈利预测及假设:考虑到大宗商品需求仍较弱,并根据公司最新业绩情况,我们下调公司盈利预测,预计公司 23-25 年归母净利润分别为 16.13/25.10/28.89 亿元(原为 20.14/26.21/30.20 亿元),对应 EPS 分别为 0.71/1.11/1.27 元。考虑到公司是大宗商品供应链行业龙头,不断改善品类结构、迭代业务模式,长期仍具备成长价值,给予 2024 年 7 倍 PE 估值(原为 2023 年 11x),对应目标价 7.75 元(-21%),维持"优于大市"评级。

风险提示: 大宗商品价格大幅波动,宏观经济恢复不及预期,行业政策发生变动。

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| Table 1 可 | 七公司盈利预测与估值表 |         |       |        |       |
|-----------|-------------|---------|-------|--------|-------|
| 代码        | 答 sh        | EPS (元) |       | PE (倍) |       |
|           | 简称          | 2023E   | 2024E | 2023E  | 2024E |
| 000906    | 浙商中拓        | 1.46    | 1.78  | 4.9    | 4.0   |
| 600153    | 建发股份        | 2.80    | 2.45  | 3.5    | 4.0   |
|           | 均值          | 2.13    | 2.11  | 4.2    | 4.0   |

资料来源: Wind, HTI, 可比公司为 wind 一致预期, PE 对应股价为 2023 年 11 月 1 日。

# 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   |
|------------|---------------|-----------------|---------------|--------|--------------------|---------|--------------|--------------|---------|
| 毎股指标(元)    |               |                 |               |        | 营业总收入              | 538,148 | 511,744      | 545,713      | 602,875 |
| 毎股收益       | 1.16          | 0.71            | 1.11          | 1.27   | 营业成本               | 526,673 | 503,221      | 534,626      | 590,427 |
| 每股净资产      | 7.58          | 8.25            | 9.35          | 10.63  | 毛利率%               | 2.1%    | 1.7%         | 2.0%         | 2.1%    |
| 每股经营现金流    | 2.76          | 9.77            | -2.89         | 7.45   | 营业税金及附加            | 691     | 563          | 622          | 687     |
| 毎股股利       | 0.61          | 0.00            | 0.00          | 0.00   | 营业税金率%             | 0.1%    | 0.1%         | 0.1%         | 0.1%    |
| 价值评估 (倍)   |               |                 |               |        | 营业费用               | 2,340   | 2,149        | 2,347        | 2,592   |
| P/E        | 5.51          | 9.00            | 5.78          | 5.02   | 营业费用率%             | 0.4%    | 0.4%         | 0.4%         | 0.4%    |
| P/B        | 0.84          | 0.78            | 0.68          | 0.60   | 管理费用               | 1,479   | 1,638        | 1,763        | 1,929   |
| P/S        | 0.03          | 0.03            | 0.03          | 0.02   | 管理费用率%             | 0.3%    | 0.3%         | 0.3%         | 0.3%    |
| EV/EBITDA  | 3.12          | -0.90           | 0.57          | -1.15  | EBIT               | 6,625   | 4,779        | 6,823        | 7,730   |
| 股息率%       | 9.5%          | 0.0%            | 0.0%          | 0.0%   | 财务费用               | 1,203   | 1,609        | 1,749        | 1,982   |
| 盈利能力指标(%)  | 3.370         | 0.070           | 0.070         | 0.070  | 财务费用率%             | 0.2%    | 0.3%         | 0.3%         | 0.3%    |
| 毛利率        | 2.1%          | 1.7%            | 2.0%          | 2.1%   | 资产减值损失             | -677    | -200         | -300         | -300    |
| 净利润率       | 0.5%          | 0.3%            | 0.5%          | 0.5%   | 投资收益               | -188    | 358          | 273          | 301     |
| 净资产收益率     | 15.4%         | 8.6%            | 11.8%         | 12.0%  | 营业利润               | 4,813   | 2,729        | 4,548        | 5,250   |
| 资产回报率      | 2.3%          | 1.4%            | 1.8%          | 2.0%   | 营业外收支              | 218     | 100          | 100          | 100     |
| 投资回报率      | 8.8%          | 5.8%            | 7.3%          | 7.4%   | 利润总额               | 5,032   | 2,829        | 4,648        | 5,350   |
| 盈利增长(%)    | 0.070         | 3.6%            | 7.5%          | 7.470  | EBITDA             | 7,482   | 5,443        | 7,514        | 8,451   |
| 营业收入增长率    | 16.4%         | -4.9%           | 6.6%          | 10.5%  | 所得税                | 1,254   | 5,445<br>679 | 1,162        | 1,338   |
| EBIT增长率    | 10.4%         | -4.9%<br>-27.9% | 42.8%         | 13.3%  | 有效所得税率%            | 24.9%   | 24.0%        | 25.0%        | 25.0%   |
| 净利润增长率     |               |                 |               |        | 少数股东损益             | 1,141   | 538          | 23.0%<br>976 |         |
| 偿债能力指标     | 20.2%         | -38.8%          | 55.6%         | 15.1%  | リ                  |         |              |              | 1,124   |
| 资产负债率      | CO 40/        | 67.20/          | CO 00/        | CO 20/ | <b>归两</b> 每公司州有有行机 | 2,637   | 1,613        | 2,510        | 2,889   |
| 流动比率       | 68.4%<br>1.37 | 67.3%           | 69.9%<br>1.36 | 68.2%  |                    |         |              |              |         |
| 速动比率       |               | 1.40            |               | 1.40   | 资产负债表 (百万元)        | 2022    | 20225        | 20245        | 20255   |
| 现金比率       | 0.65          | 0.83            | 0.76          | 0.85   | 货币资金               | 2022    | 2023E        | 2024E        | 2025E   |
| 经营效率指标     | 0.28          | 0.61            | 0.43          | 0.63   | 应收账款及应收票据          | 19,828  | 43,278       | 38,325       | 56,966  |
|            | 44.00         | 44.00           | 44.00         | 44.00  |                    | 21,118  | 12,454       | 23,117       | 16,287  |
| 应收账款周转天数   | 11.82         | 11.82           | 11.82         | 11.82  | 存货                 | 28,520  | 19,737       | 31,244       | 25,010  |
| 存货周转天数     | 17.33         | 17.33           | 17.33         | 17.33  | 其它流动资产             | 27,757  | 24,068       | 28,328       | 27,806  |
| 总资产周转率     | 5.10          | 4.40            | 4.24          | 4.24   | 流动资产合计             | 97,223  | 99,537       | 121,014      | 126,069 |
| 固定资产周转率    | 53.19         | 50.34           | 53.40         | 58.50  | 长期股权投资             | 1,540   | 1,540        | 1,540        | 1,540   |
|            |               |                 |               |        | 固定资产               | 10,147  | 10,184       | 10,253       | 10,356  |
|            |               |                 |               |        | 在建工程               | 156     | 256          | 356          | 456     |
|            |               |                 |               |        | 无形资产               | 2,004   | 2,142        | 2,281        | 2,419   |
| 现金流量表(百万元) | 2022          | 2023E           | 2024E         | 2025E  | 非流动资产合计            | 17,833  | 18,146       | 18,500       | 18,888  |
| 净利润        | 2,637         | 1,613           | 2,510         | 2,889  | 资产总计               | 115,056 | 117,683      | 139,514      | 144,957 |
| 少数股东损益     | 1,141         | 538             | 976           | 1,124  | 短期借款               | 11,959  | 15,491       | 19,375       | 23,648  |
| 非现金支出      | 1,674         | 1,163           | 1,240         | 1,270  | 应付票据及应付账款          | 37,854  | 26,258       | 39,390       | 34,422  |
| 非经营收益      | 2,397         | 1,349           | 1,570         | 1,810  | 预收账款               | 24      | 23           | 24           | 27      |
| 营运资金变动     | -1,626        | 17,492          | -12,862       | 9,814  | 其它流动负债             | 21,135  | 29,341       | 30,326       | 32,069  |
| 经营活动现金流    | 6,223         | 22,154          | -6,566        | 16,907 | 流动负债合计             | 70,972  | 71,112       | 89,115       | 90,166  |
| 资产         | -234          | -885            | -944          | -1,008 | 长期借款               | 3,195   | 3,517        | 3,860        | 4,239   |
| 投资         | 2,260         | -437            | 0             | 0      | 其它长期负债             | 4,497   | 4,513        | 4,513        | 4,513   |
| 其他         | 178           | 809             | 273           | 301    | 非流动负债合计            | 7,693   | 8,030        | 8,373        | 8,752   |
| 投资活动现金流    | 2,204         | -514            | -671          | -707   | 负债总计               | 78,665  | 79,142       | 97,488       | 98,918  |
| 债权募资       | -2,060        | 3,618           | 4,228         | 4,652  | 实收资本               | 2,254   | 2,253        | 2,253        | 2,253   |
| 股权募资       | 12,043        | -1              | 0             | 0      | 归属于母公司所有者权益        | 17,092  | 18,703       | 21,213       | 24,102  |
| 其他         | -13,727       | -1,807          | -1,944        | -2,212 | 少数股东权益             | 19,300  | 19,838       | 20,814       | 21,937  |
| 融资活动现金流    | -3,744        | 1,810           | 2,284         | 2,440  | 负债和所有者权益合计         | 115,056 | 117,683      | 139,514      | 144,957 |
| 现金净流量      | 5,013         | 23,450          | -4,953        | 18,641 |                    | -       | •            | •            | •       |

备注: (1)表中计算估值指标的收盘价日期为 2023年 11月 1日; (2)以上各表均为简表

资料来源:公司 2022 年财报,HTI



#### **APPENDIX 1**

#### Summary

The company issued its 3Q23 results. In 1-3Q23, the company realized revenue of RMB 368.6 billion (-5.90%) and net profit of RMB1.181 billion (-46.45%). In 3Q23, the revenue was 135.1 billion (-1.83%), and the net profit was RMB 0.290 billion (-64.56%).

Commodity demand remains weak, leading to price declines and impacting performance. From April to August 2023, China's PMI remained in the contraction zone, with a temporary rebound in September, followed by another decline in October. Poor external demand is affecting commodity prices, resulting in an average YoY decrease of -10.1%/-6.9% in commodity price indices for Q1-Q3 and Q3 of 2023. However, the commodity prices showed a sequential increase in Q3. Faced with external pressure, the company decided to provide certain concessions to customers to maintain relatively stable operational volumes, resulting in a decrease in both gross profit and gross profit margin. The company's gross profit for Q1-Q3 of 2023 was CNY 5.936 billion (-33.6% YoY), with a gross profit margin of 1.61%, a decrease of 0.56 percentage points YoY. In Q3, the gross profit was CNY 1.78 billion (-31.4% YoY), with a gross profit margin of 1.32%, a decrease of 0.57 percentage point YoY.

During the industry downturn, the company actively sought to gain market share. Leveraging its brand and service advantages, the company expanded its customer base and market share through field promotions to mitigate the impact of reduced demand from individual customers on its performance. We believe that the company's proactive customer expansion efforts will help it withstand the downward economic cycle.

**Earnings and valuation:** Considering the weak demand for commodities and based on the latest performance of the company, we reduce the company's net profit in FY23-25E. We expect the company's net profit in FY23-25E to be Rmb1.613/2.510/2.889bn and EPS to be 0.71/1.11/1.27, respectively. We assigned FY24PE of 7x and derive the target price of Rmb7.75. Maintain Outperform rating.

Risks: commodity price fluctuations, macroeconomic recovery weaker than expected, and changes in industry policies

#### **APPENDIX 2**

#### **ESG Comments**

#### **Environmental:**

The company is expanding its presence in the new energy sector by engaging in trade and logistics within the lithium battery and photovoltaic industry chains, aligning with the era's demand for green development.

#### Social:

The company actively fulfills its social responsibility by participating in targeted poverty alleviation and purchasing poverty-alleviation products.

#### Governance:

Corporate governance is stable.



#### 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。

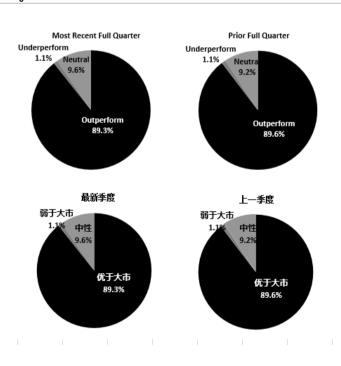
**弱于大市**,未来 12-18 个月内预期相对基准指数跌幅在 10%以上,基准定义如 下

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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#### 评级分布 Rating Distribution





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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.

**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.

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#### 截至 2023 年 9 月 30 日海通国际股票研究评级分布

|             | 优于大市  | 中性<br>(持有) | 弱于大市  |
|-------------|-------|------------|-------|
| 海通国际股票研究覆盖率 | 89.3% | 1.1%       | 9.6%  |
| 投资银行客户*     | 3.9%  | 5.8%       | 10.0% |

<sup>\*</sup>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 September 30, 2023

|                              | Outperform | Neutral | Underperform |
|------------------------------|------------|---------|--------------|
|                              |            | (hold)  |              |
| HTI Equity Research Coverage | 89.3%      | 1.1%    | 9.6%         |
| IB clients*                  | 3.9%       | 5.8%    | 10.0%        |

<sup>\*</sup>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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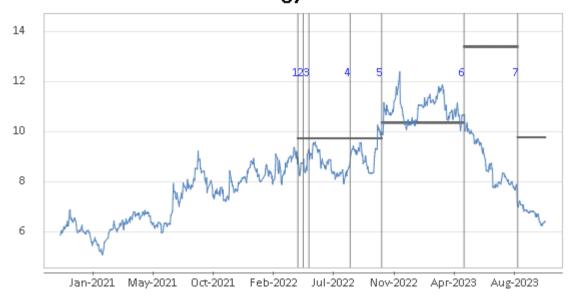
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#### **Recommendation Chart**

## Xiamen Xiangyu - 600057 CH



- 1. 24 Apr 2022 OUTPERFORM at 8.98 target 9.73.
- 2. 4 May 2022 OUTPERFORM at 8.74 target 9.73.
- 3. 17 May 2022 OUTPERFORM at 9.28 target 9.73.
- 4. 18 Aug 2022 OUTPERFORM at 8.64 target 9.73.
- 5. 28 Oct 2022 OUTPERFORM at 9.78 target 10.36.
- 6. 2 May 2023 OUTPERFORM at 10.66 target 13.39.
- 7. 31 Aug 2023 OUTPERFORM at 7.17 target 9.77.

Source: Company data Bloomberg, HTI estimates