

# 欢乐家 HUANLEJIA Food Group (300997 CH)

2023 年报点评:椰子汁突破十亿大关,回购、分红彰显发展信心 Coconut juice broke through 1 billion, buybacks and dividends demonstrated development confidence



观点聚焦 Investment Focus

维持优于	<sup>r</sup> 大市M	aintain O	UTPERFO	DRM			
评级			优于大市 OI	JTPERFORM			
现价				Rmb15.00			
目标价	Rmb18.00						
HTI ESG				.5-4.8-5.0			
E-S-G: 0-5, (Please refer	to the Appendix J	for ESG comments)					
市值			Rmb6.71bn /	US\$0.93bn			
日交易额 (3 个月均	值)			US\$8.39mn			
发行股票数目				447.50mn			
自由流通股 (%)				95%			
1年股价最高最低值	直		Rmb16.26	5-Rmb10.56			
注: 现价 Rmb15.00	) 为 2024 年 3	月26日收盘价					
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Mar-23	Jul-23	B No	v-23				
资料来源: Factset							
		1mth	3mth	12mth			
绝对值		10.2%	9.0%	16.6%			
绝对值 (美元)		10.1%	8.0%	11.0%			
相对 MSCI China		10.4%	7.1%	34.2%			
(Rmb mn)	Dec-23A	Dec-24E	Dec-25E	Dec-26E			
营业收入	1,923	2,231	2,529	2,818			
(+/-)	20%	16%	13%	11%			
净利润	278	344	409	471			
(+/-)	37%	23%	19%	15%			
全面摊薄 EPS (Rmb)	0.62	0.77	0.91	1.05			
毛利率	38.7%	39.7%	40.3%	40.6%			
净资产收益率	18.8%	21.0%	22.4%	23.1%			
i .							
市盈率	24	20	16	14			

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事件。公司 23 年实现营收 19.2 亿元,同比增长 20.5%;归母净利润 2.8 亿元,同比增长 36.9%;扣非归母净利润 2.7 亿元,同比增长 37.1%。23Q4 实现营收 6.2 亿元,同比增长 15.6%;归母净利润 1.0 亿元,同比增长 19.7%;扣非归母净利润 1.0 亿元,同比增长 19.8%。

椰子汁突破十亿大关,水果罐头稳健增长。公司全年饮料/罐头实现营收 11.4/7.6 亿元,收入占比同比+0.8/-1.2pct 至 59.5%/39.4%。分产品来看,23年/23Q4公司椰子汁实现营收 10.0/3.8 亿元,同比+24.4%/+30.0%。得益于增网点+拓品类等营销工作的顺利开展,1.25L PET 瓶装和 245ml 蓝彩铁罐两大传统单品营收同比提升24.5%,占据椰子汁总量的 75.5%。23 年/23Q4 公司黄桃罐头实现营收 3.0/0.69 亿元,同比+50.0%/+10.7%,橘子罐头营收 2.0/0.55 亿元,同比+6.5%/-13.5%,二者占水果罐头收入比重同比+6.2pct 至69.6%。分地区来看,23 年公司西北/西南/东北市场营收同比+43.9%/25.4%/23.2%,跑赢平均增速;华中/华东/华北/华南区域发展维持稳健,同比+13.9%/16.6%/19.3%/15.4%。

毛利率同比加速上行,加大费投拓展市场。23 年/23Q4 公司毛利率同比+5.2/+6.8pct至38.7%/41.1%,主要得益于高毛利的椰子汁收入占比同比+1.6pct/6.8pct至52.0%/61.5%,同时报告期内橘子增产的利好带动原材采购成本降幅超过30%。23年/23Q4公司销售费用率同比+2.0/5.3pct至12.4%/12.5%,主因公司全力推进终端网点的开拓工作,加大了人员费用投入,销售人员同比+17.0%至384人,人工成本同比增长58.9%。23年公司经销商数量同比增加353个至2157家,单个经销商营收同比+5.9%至88.1万/家。23年/23Q4公司管理费用率同比+0.6/1.1pct至6.4%/5.7%,主要是人工成本增加所致。综合来看,23年/23Q4公司净利润率同比+1.7pct/+0.6pct至14.5%/16.6%,盈利能力稳步提升。

回购股份提高分红,彰显长期发展信心。展望 24 年,公司将持续推进传统业务的渠道精耕和精细化管理工作,在原有 70 万终端的基础上力争实现百万终端的突破。23 年末新品椰鲨椰子水上市,公司陆续完成了线上铺货、冠名"北浪南行"冲浪纪录片、赞助舟山群岛和海南马拉松等赛事活动,为旺季销售积极蓄力。同时,公司 235g 水果罐头已完成零食量贩渠道的导入工作,后续有望继续带入椰子汁等其他新品,贡献收入增量。成本端,橘子采购价格的下行以及包材成本压力的放缓,有望驱动业绩快速增长。截至 3 月 21 日,公司已完成总金额约 2.25 亿的股份回购,用于维护公司价值及股东权益,并将在告十二个月后采用集中竞价交易方式出售。目前尚有回购资金不低于1亿元,不高于2亿元股份回购计划有待实施,预计用于注销并减少注册资本。为进一步提升股东回报,23 年公司分红率同比提升14pct至60%。

欢乐家 (300997 CH) 维持优于大市

投資建议与盈利预测。我们预计公司 24-26 年营收为 22.3/25.3/28.2 亿,归母净利润为 3.4/4.1/4.7 亿,对应 EPS 分别为 0.77/0.91/1.05 (前值 0.68/0.79)。参考可比公司平均估值,考虑到公司是业内 A 股领先标的,在产品创新和渠道多元化赋能下,具备较好的成长空间,给予公司 24 年 24 倍 PE (不变),目标价 18 元,维持"优于大市"评级。

风险提示: 行业竞争加剧,原材料价格波动,食品安全风险

# 表 1 可比上市公司估值预测

上市公司 证券代码	证券代码	收盘价(元)	EPS (元)		PE(倍)	
	权益训 (九)	2023E	2024E	2023E	2024E	
承德露露	000848.SZ	8.3	0.61	0.66	13.6	12.6
养元饮品	603156.SH	25.6	1.39	1.58	18.4	16.2
农夫山泉	9633.HK	41.7	0.98	1.18	38.5	32.1
东鹏饮料	605499.SH	187.5	5.06	6.57	37.0	28.5
平均值						22.3

资料来源: wind, HTI

注: 收盘价为 2024 年 3 月 26 日数据, 盈利预测来源于 Wind 一致预期

财务报表分析和预测

主要财务指标	2023A	2024E	2025E	2026E	利润表	2023A	2024E	2025E	2026E
<b></b> 身股指标(元)					营业收入	1,923	2,231	2,529	2,818
<b>F股收益</b>	0.62	0.77	0.91	1.05	营业成本	1,178	1,344	1,511	1,674
F股净资产	3.32	3.66	4.08	4.56	营业毛利	745	886	1,018	1,144
股经营现金流	0.78	0.83	1.10	1.26	销售费用	237	272	298	327
股股利	0.34	0.42	0.50	0.57	管理费用	124	138	152	166
'值评估 (倍)					营业利润	384	476	568	651
<b>′</b> E	24.11	19.52	16.40	14.26	应占联营公司溢利	0	0	0	0
/B	4.52	4.09	3.68	3.29	其他收益净额	19	22	23	26
'S	3.49	3.01	2.65	2.38	EBITDA	436	536	638	727
//EBITDA	13.33	10.80	8.94	7.69	折旧及摊销	-62	-71	-83	-90
.息率%	2.3%	2.8%	3.3%	3.8%	EBIT	375	465	555	637
利能力指标(%)					财务费用	-7	-9	-10	-11
1利率	38.7%	39.7%	40.3%	40.6%	利息收入	7	8	8	9
利润率	14.5%	15.4%	16.2%	16.7%	所得税	-97	-120	-144	-164
资产回报率	18.8%	21.0%	22.4%	23.1%	净利润	278	344	409	471
	18.8%	21.0%	22.4%	23.1%	净利润(未含少数股东		344	409	471
资回报率	10.070	21.0/0	22.7/0	23.1/0	益)	1,7,2,70	J-7	<del>-</del> 03	7/1
.利增长 (%)					股本	448	448	448	448
业收入增长率	20.5%	16.0%	13.4%	11.5%	EPS	0.62	0.77	0.91	1.05
IT增长率	35.8%	24.0%	19.5%	14.8%			֥		
利润增长率	36.9%	23.5%	19.1%	15.0%	资产负债表(百万元)	2023A	2024E	2025E	2026E
ポープ (大工) 情能力指标	30.370	23.3/0	13.1/0	13.070	流动资产	1,288	1,357	1,500	1,657
产负债率	33.4%	31.2%	30.3%	29.3%	现金及现金等价物	895	923	1,013	1,119
万 贝顶平 .动比率	33.4 <i>7</i> 0 1.77	1.87	1.93	29.3%	存货	248	268	301	334
动比率	1.77	1.87	1.55	1.60	行贝 应收账款及票据	248 123	268 144	163	182
金比率	1.43	1.50	1.35	1.80	应收外款文示据 抵押银行存款	0	0	0	0
	1.23	1.27	1.51	1.55	其他	22	22	22	22
营效率指标	24	24	24	24		939			
收账款周转天数	24	24 73	24 73	73	非流动资产		1,024	1,118	1,225
货周转天数	73				固定资产	632	721	820	931
资产周转率	0.86	0.94	0.97	0.98	预付租金	4	4	4	4
定资产周转率	3.04	3.09	3.08	3.03	商誉	0	0	0	0
人・ロナノー・・					无形资产 - 双节公司四次	163	159	154	150
金流量表(百万元)	2023A	2024E	2025E	2026E	联营公司投资	2	2	2	2
税前利润	437	535	636	725	递延所得税	46	46	46	46
务费用/收入	-1	1	2	2	其他	92	92	92	92
得税	-97	-120	-144	-164	总资产	2,227	2,381	2,618	2,882
运资本变化	83	-43	-1	-1	流动负债	726	724	776	826
他	-71	0	0	0	应付账款及票据	418	416	467	518
营活动现金流	351	373	493	562	合同负债	0	0	0	0
资	18	0	0	0	短期借款	0	0	0	0
本性支出	-134	-156	-177	-197	应付税款	73	73	73	73
他	2	8	8	9	其他	236	236	236	236
资活动现金流	-114	-148	-168	-188	非流动负债	18	18	18	18
款变动	0	0	0	0	长期借款	0	0	0	0
付利息	-7	-9	-10	-11	养老金固定收益	0	0	0	0
付股息	-54	-152	-188	-224	递延所得说	0	0	0	0
权融资	0	0	0	0	其他	18	18	18	18
他	-75	-36	-36	-34	股本	448	448	448	448
资活动现金流	-135	-197	-234	-268	储备	1,036	1,192	1,378	1,591
现金流	102	28	90	106	股东权益(不含少数股 权益)	-	1,639	1,825	2,038
率变动	61	0	0	0	少数股东权益	0	0	0	0

 期末现金及等价物
 895
 923
 1,013
 1,119
 负债及所有者权益

 备注: (1)表中计算估值指标的收盘价日期为 2024年3月26日; (2)以上各表均为简表

资料来源:公司年报(2023),HTI



欢乐家 (300997 CH) 维持优于大市

#### **APPENDIX 1**

#### Summary

The company achieved a revenue of 1.92 billion yuan in 2023, a year-on-year increase of 20.5%. The net profit attributable to the parent company was 280 million yuan, a year-on-year increase of 36.9%. In Q4 23, the company achieved a revenue of 620 million yuan, a year-on-year increase of 15.6%. The net profit attributable to the parent company was 100 million yuan, a year-on-year increase of 19.7%.

We expect the company's revenue to be 2.23/2.53/2.82 billion from 2024 to 2026, with a net profit attributable to shareholders of 340/410/470 million, corresponding to EPS of 0.77/0.91/1.05 (previous value 0.68/0.79). Referring to the average valuation of comparable companies, considering that the company is a leading A-share target in the industry and has good growth potential under the empowerment of product innovation and diversified channels, the company is given a 24x PE (unchanged) with a target price of 18 yuan, maintaining the "outperform" rating.

Risk warning: Intensified industry competition, fluctuations in raw material prices, food safety risks.



# APPENDIX 2

# **ESG Comments**

#### **Environmental:**

The company has not been punished for any environmental issues.

# Social:

 $The \ company \ actively \ protects \ the \ rights \ and \ interests \ of \ shareholders, creditors, consumers, and \ customers.$ 

#### Governance:

The company's governance structure did not undergo significant adjustments.



# 附录 APPENDIX

#### 重要信息披露

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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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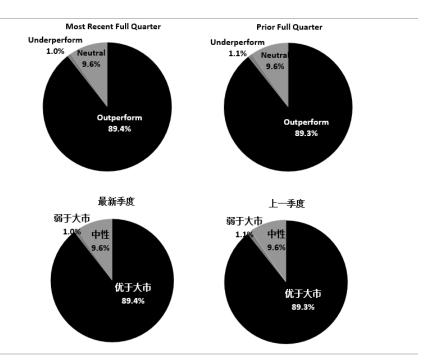
# Analyst Stock Ratings

**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.



#### 截至 2023年 12月 31日海通国际股票研究评级分布

, , , , , , , , , , , , , , , , , , ,	优于大市	<b>中性</b> (持有)	弱于大市
海通国际股票研究覆盖率	89.4%	9.6%	1.0%
投资银行客户*	3.9%	5.1%	5.6%

<sup>\*</sup>在每个评级类别里投资银行客户所占的百分比。

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## 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 December 31, 2023

	Outperform	N e utr al	Underp er for m
		(h ol d)	
HTI Equity Research Coverage	89.4%	9.6%	1.0%
IB clients*	3.9%	5.1%	5.6%

<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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#### Previous rating system definitions (until 30 Jun 2020):

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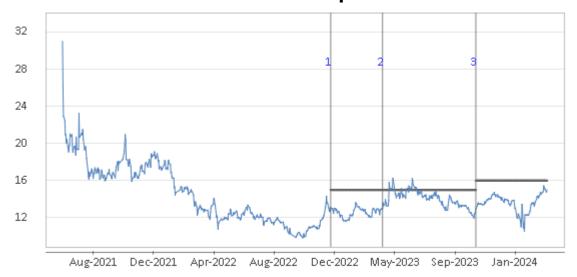
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#### Recommendation Chart

# **HUANLEJIA Food Group - 300997 CH**



- 1. 23 Dec 2022 OUTPERFORM at 12.95 target 15.0.
- 2. 12 Apr 2023 OUTPERFORM at 13.01 target 15.0.
- 3. 29 Oct 2023 OUTPERFORM at 12.99 target 16.0.

Source: Company data Bloomberg,  $\operatorname{HTI}$  estimates

