CMB International Global Markets | Equity Research | Company Update

Tencent (700 HK)

Quality growth strategy underpins strong earnings growth

Tencent announced 1Q24 results: total revenue increased by 6% YoY to RMB159.5bn, in line with our/consensus estimate; non-IFRS net income grew by 54% YoY to RMB50.3bn, 17/16% ahead of our/consensus estimate, as Tencent's quality growth strategy drove better-than-expected GPM expansion (+7.1ppt YoY). We expect the GPM expansion to continue in the rest of FY24, driven by the increased contribution from high-margin revenue streams such as Video Accounts (VA) and Mini Games. The improving profitability should in turn support Tencent's shareholder return. We raise FY24-26E earnings forecast by 6-8% and now forecast a non-IFRS net income CAGR of 15% over FY24-26E. We lift our SOTP-derived TP to HK\$480.0 (previous: HK\$445.0). Maintain BUY.

- Games gross receipts recovered YoY in 1Q24. Games revenue was down 1% YoY to RMB48.1bn in 1Q24, in line with consensus estimate. Domestic games revenue dropped by 2% YoY to RMB34.5bn in 1Q24 due to a slowing monetization pace in 2H23. Nonetheless, domestic games gross receipts returned to positive YoY growth of 3% in 1Q24, with gross receipts of *HoK* and *Peacekeeper Elite* recovering YoY in Mar 2024. International games revenue was up 3% YoY to RMB13.6bn in 1Q24; and gross receipts registered solid growth of 34% YoY in 1Q24, driven by strong performance of Supercell's games like *Brawl Stars*. Supported by the gross receipt recovery and new game launch, we are positive on a rebound of games revenue in 2Q24E.
- Strong ad revenue growth on enhanced monetization. Online ad revenue grew by 26% YoY to RMB26.5bn in 1Q24 (7% ahead of consensus), mainly on strong growth of high-margin Weixin ad properties (e.g. VA and Weixin Search) and enhancement of ad infrastructure. Ad GPM rose by 13.1ppt YoY to 54.8% in 1Q24. User time spend on VA grew by over 80% YoY in 1Q24 and is now over 2x of Weixin Moments. VA ad revenue was up by over 100% YoY in 1Q24, driven by higher click-through rate and video views. For 2Q24E, management expects the ad revenue growth rate to normalize.
- Business services revenue maintained solid momentum. Fintech and Business Services (FBS) revenue increased by 7% YoY to RMB52.3bn in 1Q24, 5% below consensus due to a slowdown in fintech business growth. Fintech revenue recorded single-digit YoY growth in 1Q24, mainly due to soft offline consumption. Business services revenue registered a teens YoY growth rate in 1Q24, fuelled by solid growth of cloud revenue and VA e-commerce revenue. Monetization of Tencent's SaaS solutions accelerated, with WeCom/Tencent Meeting revenue tripling/doubling YoY in 1Q24.
- Sustainable GPM expansion. Overall GPM rose by 7.1ppt YoY to 52.6% in 1Q24, with VAS/ad/FBS GPM +3.4/13.1/11.1ppt YoY, driven by growth of high-quality revenue streams such as Mini Games and VA. We expect GPM expansion to sustain in the rest of FY24, and forecast non-IFRS net income to grow 27/10% in FY24/25E. Current valuation of 17x FY24E non-IFRS PE (14x FY24E PE if excl. strategic investment) remains attractive in our view. BUY.

Earnings Summary

| (YE 31 Dec) | FY22A | FY23A | FY24E | FY25E | FY26E |
|------------------------------|-----------|-----------|-----------|-----------|-----------|
| Revenue (RMB mn) | 554,552 | 609,015 | 661,885 | 718,940 | 771,702 |
| Adjusted net profit (RMB mn) | 115,649.0 | 157,688.0 | 199,533.9 | 219,128.8 | 238,242.0 |
| EPS (Adjusted) (RMB) | 12.13 | 16.66 | 20.60 | 22.63 | 24.60 |
| Consensus EPS (RMB) | 12.13 | 16.66 | 19.31 | 21.88 | 24.74 |
| P/E (x) | 53.2 | 31.1 | 22.9 | 19.5 | 18.3 |

Source: Company data, Bloomberg, CMBIGM estimates



BUY (Maintain)

Target Price (Previous TP Up/Downside Current Price

HK\$480.00 HK\$445.00) 25.7% HK\$381.80

China Internet

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Stock Data

| Mkt Cap (HK\$ mn) | 3,614,500.6 |
|--------------------------|---------------|
| Avg 3 mths t/o (HK\$ mn) | 6,822.0 |
| 52w High/Low (HK\$) | 381.80/262.20 |
| Total Issued Shares (mn) | 9467.0 |
| Source: FactSet | |

Shareholding Structure

| MIH TC | 25.6% |
|-------------------------------|-------|
| Advance Data Services Limited | 8.4% |
| Source: HKEx | |

Share Performance

| | Absolute | Relative |
|-----------------|----------|----------|
| 1-mth | 23.3% | 8.1% |
| 3-mth | 31.7% | 9.6% |
| 6-mth | 24.0% | 13.1% |
| Source: FactSet | | |

12-mth Price Performance





Business forecasts update and valuation

Figure 1: Tencent: forecast revision

| | | Current | | | Previous | | C | Change (%) | |
|---------------------|-------|---------|-------|-------|----------|-------|---------|------------|---------|
| (RMB bn) | FY24E | FY25E | FY26E | FY24E | FY25E | FY26E | FY24E | FY25E | FY26E |
| Revenue | 661.9 | 718.9 | 771.7 | 655.5 | 707.6 | 751.3 | 1.0% | 1.6% | 2.7% |
| Gross profit | 351.0 | 386.5 | 418.9 | 327.2 | 361.4 | 391.6 | 7.3% | 6.9% | 7.0% |
| Adjusted net profit | 199.5 | 219.1 | 238.2 | 185.4 | 206.4 | 225.1 | 7.6% | 6.1% | 5.8% |
| Adjusted EPS (RMB) | 20.6 | 22.6 | 24.6 | 19.1 | 21.3 | 23.2 | 7.6% | 6.1% | 5.8% |
| Gross margin | 53.0% | 53.8% | 54.3% | 49.9% | 51.1% | 52.1% | 3.1 ppt | 2.7 ppt | 2.2 ppt |
| Adjusted net margin | 30.1% | 30.5% | 30.9% | 28.3% | 29.2% | 30.0% | 1.9 ppt | 1.3 ppt | 0.9 ppt |

Source: CMBIGM estimates

Figure 2: CMBIGM estimates vs consensus

| | CMBIGM | | | C | Consensus | | Diff (%) | | |
|---------------------|--------|-------|-------|-------|-----------|-------|----------|---------|---------|
| (RMB bn) | FY24E | FY25E | FY26E | FY24E | FY25E | FY26E | FY24E | FY25E | FY26E |
| Revenue | 661.9 | 718.9 | 771.7 | 666.0 | 732.5 | 799.6 | -0.6% | -1.8% | -3.5% |
| Gross Profit | 351.0 | 386.5 | 418.9 | 336.8 | 375.9 | 413.8 | 4.2% | 2.8% | 1.2% |
| Adjusted net profit | 199.5 | 219.1 | 238.2 | 185.0 | 210.3 | 234.3 | 7.9% | 4.2% | 1.7% |
| Adjusted EPS (RMB) | 20.6 | 22.6 | 24.6 | 19.3 | 21.9 | 24.7 | 6.7% | 3.4% | -0.6% |
| Gross Margin | 53.0% | 53.8% | 54.3% | 50.6% | 51.3% | 51.8% | 2.5 ppt | 2.4 ppt | 2.5 ppt |
| Adjusted net margin | 30.1% | 30.5% | 30.9% | 27.8% | 28.7% | 29.3% | 2.4 ppt | 1.8 ppt | 1.6 ppt |

Source: Bloomberg, CMBIGM estimates

Figure 3: Tencent: quarterly financials

| (RMB bn) | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | Cons. | Diff% | CMBI | Diff% |
|---------------------|--------|-------|-------|--------|-------|-------|--------|--------|-------|---------|-------|---------|
| SNS revenue | 29.2 | 29.9 | 28.6 | 31.0 | 29.7 | 29.7 | 28.2 | 30.5 | 30.5 | 0.2% | 30.4 | 0.4% |
| YoY % | 0.6% | -1.4% | -1.7% | 6.3% | 1.6% | -0.4% | -1.5% | -1.4% | | | | |
| QoQ % | 0.2% | 2.3% | -4.2% | 8.2% | -4.2% | 0.3% | -5.3% | 8.3% | | | | |
| Games revenue | 42.5 | 42.9 | 41.8 | 48.4 | 44.5 | 46.0 | 40.9 | 48.1 | 47.3 | 1.8% | 47.4 | 1.4% |
| YoY % | -1.2% | -4.6% | -2.3% | 10.9% | 4.8% | 7.4% | -2.2% | -0.5% | | | | |
| QoQ % | -2.5% | 0.8% | -2.5% | 15.7% | -7.9% | 3.3% | -11.1% | 17.6% | | | | |
| Online ad revenue | 18.6 | 21.4 | 24.7 | 21.0 | 25.0 | 25.7 | 29.8 | 26.5 | 24.8 | 6.8% | 24.3 | 9.0% |
| YoY % | -18.4% | -4.7% | 14.6% | 16.5% | 34.2% | 20.0% | 20.8% | 26.4% | | | | |
| QoQ % | 3.6% | 15.0% | 15.0% | -15.0% | 19.3% | 2.9% | 15.8% | -11.0% | | | | |
| FBS revenue | 42.2 | 44.8 | 47.2 | 48.7 | 48.6 | 52.0 | 54.4 | 52.3 | 55.1 | -5.1% | 55.4 | -5.7% |
| YoY % | 0.8% | 3.5% | -1.5% | 13.9% | 15.2% | 16.1% | 15.1% | 7.4% | | | | |
| QoQ % | -1.3% | 6.2% | 5.4% | 3.1% | -0.1% | 7.0% | 4.5% | -3.8% | | | | |
| Total revenue | 134.0 | 140.1 | 145.0 | 150.0 | 149.2 | 154.6 | 155.2 | 159.5 | 158.8 | 0.4% | 158.6 | 0.6% |
| YoY % | -3.1% | -1.6% | 0.5% | 10.7% | 11.3% | 10.4% | 7.1% | 6.3% | | | | |
| QoQ % | -1.1% | 4.5% | 3.5% | 3.5% | -0.5% | 3.6% | 0.4% | 2.8% | | | | |
| Overall GPM | 43.2% | 44.2% | 42.6% | 45.5% | 47.5% | 49.5% | 50.0% | 52.6% | 49.6% | 3.0 ppt | 48.8% | 3.8 ppt |
| - VAS GPM | 50.6% | 51.7% | 49.8% | 53.9% | 54.0% | 55.5% | 53.7% | 57.3% | | | | |
| - Ad GPM | 40.6% | 46.3% | 44.2% | 41.7% | 48.9% | 52.3% | 56.8% | 54.8% | | | | |
| - FBS GPM | 33.3% | 33.3% | 33.6% | 34.5% | 38.4% | 40.9% | 43.9% | 45.6% | | | | |
| G&A% | 19.6% | 18.9% | 18.8% | 16.4% | 17.0% | 17.0% | 17.5% | 15.6% | | | | |
| S&M% | 5.9% | 5.1% | 4.2% | 4.7% | 5.6% | 5.1% | 7.1% | 4.7% | | | | |
| Non-IFRS net margin | 21.6% | 24.7% | 20.5% | 21.7% | 24.7% | 29.5% | 27.5% | 31.5% | | | | |
| Non-IFRS net profit | 28.9 | 34.6 | 29.7 | 32.5 | 36.9 | 45.6 | 42.7 | 50.3 | 43.0 | 16.9% | 43.1 | 16.5% |
| YoY % | -15.1% | 8.9% | 19.4% | 44.9% | 27.6% | 31.9% | 43.7% | 54.5% | | | | |

Source: Company data, CMBIGM estimates



Our SOTP-derived target price of HK\$480.0 comprises, per share:

1) HK\$182.0 for the online games business, based on a 19x 2024E PE, which is on par with the average PE for its global gaming peers.

2) HK\$32.6 for the SNS business, including the market cap of Tencent's stake in its subsidiaries, the valuation of Tencent Video (based on a 2.5x 2024E PS, at a premium to the 2.0x average PS of its peers given its content and user traffic leadership), and the valuation of other membership services (based on a 2.0x 2024E PS).

3) HK\$85.6 for the advertising business, based on an 18x 2024E PE, on par with the industry average.

4) HK\$81.4 for the fintech business, based on a 4.0x 2024E PS, at a premium to the peer average (1.9x). This mainly reflects Tencent's strong leadership in China's digital payment market and its potential to capture other fintech business opportunities.

5) HK\$20.7 for the cloud business, based on a 4.0x 2024E PS, at a discount to the industry average (5.7x) as Tencent's current offerings involve mainly the lower-margin IaaS Business.

6) HK\$71.2 for strategic investments, based on the current market value of Tencent's listed investments and the book value of its unlisted investments. We apply a 30% holding company discount to the fair value of Tencent's equity investments.

7) HK\$6.4 for net cash.

Figure 4: Tencent: SOTP valuation

| | 2024E net profit (RMBmn) | 2024E revenue (RMBmn) | 2024E PE (x) | 2024E PS (x) | Market cap (RMBmn) | Valuation to Tencent (RMBmn) | As % of total valuation | Per share valuation (HK\$) |
|--|--------------------------------|-----------------------------|-----------------|-----------------|-----------------------|------------------------------------|-------------------------------|----------------------------------|
| Online games | 83,622 | | 19x | | | 1,588,826 | 37.9 | 182.0 |
| Social network services (SNS) | | 119,761 | | | | 284,721 | 6.8 | 32.6 |
| Tencent Music (TME) | | | | | 180,402 | 99,401 | 2.4 | 11.4 |
| China Literature | | | | | 29,471 | 17,441 | 0.4 | 2.0 |
| Ниуа | | | | | 7,650 | 3,626 | 0.1 | 0.4 |
| Online video – subscription | | 20,700 | | 2.5x | | 51,750 | 1.2 | 5.9 |
| Others | | 56,251 | | 2.0x | | 112,503 | 2.7 | 12.9 |
| Online advertising | 41,493 | | 18x | | | 746,876 | 17.8 | 85.6 |
| Fintech | | 177,628 | | 4.0x | | 710,513 | 17.0 | 81.4 |
| Cloud (business services) | | 45,186 | | 4.0x | | 180,745 | 4.3 | 20.7 |
| Net cash | | | | | | 56,244 | 1.3 | 6.4 |
| Valuation of core business | | | | | | 3,567,926 | | |
| RMB/HK\$ | | | | | | 0.92 | | |
| Valuation of core business (HK\$mn) | | | | | | 3,869,768 | | |
| Valuation per share – core business (HK\$) | | | | | | 408.8 | | |
| Valuation per share – investments (HK\$) | | | | | | 71.2 | 14.8 | |
| Valuation per share – Tencent (HK\$) | | | | | | 480.0 | | |

Source: Company data, CMBIGM estimates



| Figure 5: Peer cor | nparison: online | games and a | dvertising | sector | | | | | | |
|----------------------|------------------|-------------|------------|-------------|-------|--------|-------|-------|--|--|
| | | Price | EPS gr | owth (YoY % |) | PE (x) | | | | |
| Companies | Ticker | (Local) | FY24E | FY25E | FY26E | FY24E | FY25E | FY26E | | |
| Online games | | | | | | | | | | |
| NetEase | NTES US | 99.5 | 5 | 4 | 13 | 14 | 13 | 12 | | |
| Electronic Arts | EA US | 126.6 | 19 | 4 | 13 | 18 | 17 | 15 | | |
| Take Two Interactive | TTWO US | 144.0 | (37) | 157 | 55 | NA | 25 | 16 | | |
| Nexon | 3659 JP | 2,652.0 | (20) | 22 | 7 | 23 | 19 | 18 | | |
| Nintendo | 7974 JP | 8,306.0 | 16 | (20) | 12 | 21 | 27 | 24 | | |
| Bandai Namco | 7832 JP | 3,166.0 | (14) | 22 | 9 | 26 | 21 | 20 | | |
| Perfect World | 002624 CH | 9.8 | 23 | 28 | 4 | 18 | 14 | 13 | | |
| 37 Interactive | 002555 CH | 16.6 | 0 | 14 | 5 | 11 | 10 | 9 | | |
| Average PE | | | | | | 19 | 18 | 16 | | |
| Online advertising | | | | | | | | | | |
| Focus Media | 002027 CH | 6.6 | 13 | 12 | 15 | 17 | 15 | 13 | | |
| Baidu | BIDU US | 111.8 | 1 | 7 | 12 | 10 | 10 | 9 | | |
| Meta | Meta US | 468.0 | 41 | 15 | 13 | 22 | 19 | 17 | | |
| Google | GOOG US | 170.9 | 26 | 15 | 12 | 22 | 20 | 17 | | |
| Average PE | | | | | | 18 | 16 | 14 | | |

Source: Bloomberg, CMBIGM estimates

Note: data as of market close on 13 May

Figure 6: Peer comparison: online video, fintech, and cloud sectors

| | | Price | Revenue | growth (YoY | %) | | PS (x) | |
|-----------------------|-----------|---------|---------|-------------|-------|-------|--------|-------|
| Companies | Ticker | (Local) | FY24E | FY25E | FY26E | FY24E | FY25E | FY26E |
| Online video | | | | | | | | |
| iQiyi | IQ US | 5.1 | 6.4 | 6.9 | 6.7 | 1.0 | 1.0 | 0.9 |
| Mango Excellent Media | 300413 CH | 25.1 | 12.4 | 9.5 | 7.1 | 2.9 | 2.6 | 2.5 |
| Average PS | | | | | | 2.0 | 1.8 | 1.7 |
| Cloud | | | | | | | | |
| Microsoft | MSFT US | 413.7 | 14.9 | 14.5 | 15.4 | 10.9 | 9.5 | 8.3 |
| Google | GOOG US | 170.9 | 25.0 | 7.4 | 10.2 | 6.6 | 6.1 | 5.6 |
| Salesforce | CRM US | 277.5 | 9.2 | 10.3 | 0.0 | 7.1 | 6.4 | 6.4 |
| Kingsoft Cloud | KC US | 3.6 | 3.8 | 10.3 | 10.5 | 0.9 | 0.8 | 0.7 |
| Amazon | AMZN US | 186.6 | 11.9 | 11.3 | 11.4 | 3.0 | 2.7 | 2.5 |
| Average PS | | | | | | 5.7 | 5.1 | 4.7 |
| Fintech | | | | | | | | |
| PayPal | PYPL US | 64.0 | 8.0 | 8.0 | 7.4 | 2.1 | 1.9 | 1.8 |
| Square | SQ US | 69.7 | 15.1 | 11.7 | 9.9 | 1.7 | 1.5 | 1.4 |
| Average PS | | | | | | 1.9 | 1.7 | 1.6 |

Source: Bloomberg, CMBIGM estimates

Note: data as of market close on 13 May

Our calculation of the valuation of Tencent's strategic investments is based on the current market value of Tencent's listed investments and the book value of its unlisted investments. We apply a 30% holding company discount to the fair value of Tencent's equity investments.



| Figure 7: Tencent: valuation of st | ategic investme | ents | | A range of the patienting of child prevention |
|---|-----------------|-------------------|------------------|---|
| Name | Ticker | Tencent's stake % | Mkt cap (US\$mn) | Value to Tencent (HK\$mn) |
| PDD Holdings Inc | PDD US | 15.5 | 195,150 | 235,784 |
| Sea Ltd | SE US | 20.0 | 36,533 | 56,992 |
| Kuaishou Technology | 1024 HK | 18.9 | 32,569 | 48,013 |
| Spotify Technology SA | SPOT US | 8.6 | 57,668 | 38,639 |
| Snap Inc | SNAP US | 17.5 | 25,863 | 35,363 |
| NU Holdings Ltd/Cayman Islands | NU US | 7.9 | 54,236 | 33,463 |
| KE Holdings Inc | BEKE US | 11.3 | 22,038 | 19,424 |
| Futu Holdings Ltd | FUTU US | 21.6 | 10,221 | 17,228 |
| Meituan | 3690 HK | 1.7 | 97,845 | 13,127 |
| JD.com Inc | 9618 HK | 2.7 | 51,044 | 10,591 |
| Tongcheng Travel Holdings Ltd | 780 HK | 21.1 | 6,336 | 10,408 |
| Krafton Inc | 259960 KS | 13.5 | 9,197 | 9,677 |
| Vipshop Holdings Ltd | VIPS US | 11.5 | 9,116 | 8,191 |
| Reddit Inc | RDDT US | 9.7 | 9,515 | 7,228 |
| Kanzhun Ltd | BZ US | 9.9 | 9,264 | 7,132 |
| Bilibili Inc | 9626 HK | 13.4 | 6,546 | 6,847 |
| Warner Music Group Corp | WMG US | 4.9 | 16,703 | 6,410 |
| Netmarble Corp | 251270 KS | 17.5 | 3,965 | 5,419 |
| Tuhu Car Inc | 9690 HK | 18.7 | 2,798 | 4,081 |
| Yixin Group Ltd | 2858 HK | 53.9 | 585 | 2,457 |
| ZhongAn Online P&C Insurance C | 6060 HK | 8.1 | 2,912 | 1,838 |
| Maoyan Entertainment | 1896 HK | 13.7 | 1,458 | 1,562 |
| Kadokawa Corp | 9468 JP | 6.9 | 2,751 | 1,472 |
| Lilium NV | LILM US | 29.3 | 581 | 1,328 |
| Ubisoft Entertainment SA | UBI FP | 5.5 | 3,079 | 1,311 |
| Paradox Interactive AB | PDX SS | 9.1 | 1,625 | 1,155 |
| Other listed entities as a whole | | | 54,969 | 25,553 |
| Listed investments (current value) | | | | 610,691 |
| Unlisted investments (book value) | | | | 351,861 |
| Total investment value | | | | 962,553 |
| Holdco discount | | | | 30% |
| Valuation of strategic investments | | | | 673,787 |
| Valuation of strategic investments per sh | are | | | 71.2 |
| Source: Bloomberg, company data, CMBIGN | estimates | | | |

Source: Bloomberg, company data, CMBIGM estimates Note: data as of the market close on 13 May

Risks

Slower-than-expected GPM expansion; decline in revenue of legacy games; macro headwinds weighing on ads and FBS revenue growth.



Financial Summary

| INCOME STATEMENT | 2021A | 2022A | 2023A | 2024E | 2025E | 2026E |
|--|-----------|-----------|-----------|-----------|-----------|-----------|
| YE 31 Dec (RMB mn) | | | | | | |
| Revenue | 560,118 | 554,552 | 609,015 | 661,885 | 718,940 | 771,702 |
| Cost of goods sold | (314,174) | (315,806) | (315,906) | (310,847) | (332,488) | (352,843) |
| Gross profit | 245,944 | 238,746 | 293,109 | 351,038 | 386,452 | 418,859 |
| Operating expenses | 19,026 | (127,919) | (133,035) | (141,766) | (153,898) | (164,638) |
| Selling expense | (40,594) | (29,229) | (34,211) | (38,058) | (40,980) | (43,215) |
| Admin expense | (89,847) | (106,696) | (103,525) | (108,549) | (117,906) | (126,559) |
| Others | 149,467 | 8,006 | 4,701 | 4,842 | 4,987 | 5,137 |
| Operating profit | 264,970 | 110,827 | 160,074 | 209,272 | 232,553 | 254,222 |
| Share of (losses)/profits of associates/JV | (16,444) | (16,129) | 5,800 | 5,800 | 5,800 | 1,523 |
| Interest income | 6,650 | 8,592 | 13,808 | 14,550 | 12,864 | 3,967 |
| Interest expense | (7,114) | (9,352) | (12,268) | (10,364) | (2,846) | (2,800) |
| Pre-tax profit | 241,412 | 85,346 | 153,606 | 204,709 | 235,507 | 252,944 |
| Income tax | (20,252) | (21,516) | (43,276) | (55,471) | (60,720) | (66,268) |
| After tax profit | 221,160 | 63,830 | 110,330 | 149,238 | 174,787 | 186,676 |
| Minority interest | (2,988) | (466) | (2,832) | (2,995) | (3,279) | (3,578) |
| Net profit | 218,172 | 63,364 | 107,498 | 146,243 | 171,508 | 183,098 |
| Adjusted net profit | 123,788 | 115,649 | 157,688 | 199,534 | 219,129 | 238,242 |
| Gross dividends | 12,704 | 20,256 | 28,485 | 37,586 | 41,143 | 0 |
| BALANCE SHEET | 2021A | 2022A | 2023A | 2024E | 2025E | 2026E |
| YE 31 Dec (RMB mn) | | | | | | |
| Current assets | 484,812 | 565,989 | 518,446 | 503,701 | 634,529 | 803,208 |
| Cash & equivalents | 167,966 | 156,739 | 172,320 | 138,109 | 220,613 | 352,457 |
| Account receivables | 49,331 | 45,467 | 46,606 | 50,858 | 53,584 | 55,791 |
| Inventories | 1,063 | 2,333 | 456 | 1,920 | 2,044 | 2,150 |
| Prepayment | 65,390 | 76,685 | 88,411 | 82,274 | 86,686 | 93,826 |
| ST bank deposits | 83,813 | 104,776 | 185,983 | 213,880 | 245,321 | 280,662 |
| Financial assets at FVTPL | 10,573 | 27,963 | 14,903 | 15,648 | 16,431 | 17,252 |
| Other current assets | 106,676 | 152,026 | 9,767 | 1,012 | 9,850 | 1,070 |
| Non-current assets | 1,127,552 | 1,012,142 | 1,058,800 | 1,119,888 | 1,190,251 | 1,243,663 |
| PP&E | 61,914 | 53,978 | 53,232 | 73,451 | 89,099 | 101,417 |
| Deferred income tax | 26,068 | 29,882 | 29,017 | 25,296 | 33,699 | 29,625 |
| Investment in JVs & assos | 323,188 | 252,715 | 261,665 | 273,109 | 284,919 | 297,084 |
| Intangibles | 171,376 | 161,802 | 177,727 | 206,554 | 233,332 | 257,888 |
| Financial assets at FVTPL | 192,184 | 206,085 | 211,145 | 211,145 | 211,145 | 211,145 |
| Other non-current assets | 352,822 | 307,680 | 326,014 | 330,333 | 338,058 | 346,504 |
| Total assets | 1,612,364 | 1,578,131 | 1,577,246 | 1,623,589 | 1,824,780 | 2,046,871 |
| Current liabilities | 403,098 | 434,204 | 352,157 | 320,801 | 345,290 | 373,894 |
| Short-term borrowings | 19,003 | 22,026 | 55,698 | 16,653 | 17,812 | 18,902 |
| Account payables | 109,470 | 92,381 | 100,948 | 95,108 | 100,712 | 110,799 |
| Tax payable | 12,506 | 13,488 | 17,664 | 13,353 | 13,997 | 14,557 |
| Other current liabilities | 256,673 | 299,955 | 171,693 | 189,532 | 206,614 | 223,481 |
| Lease liabilities | 5,446 | 6,354 | 6,154 | 6,154 | 6,154 | 6,154 |
| Non-current liabilities | 332,573 | 361,067 | 351,408 | 370,986 | 382,654 | 395,468 |
| Long-term borrowings | 136,936 | 163,668 | 155,819 | 156,074 | 156,150 | 156,173 |
| Bond payables | 145,590 | 148,669 | 137,101 | 139,672 | 140,981 | 141,642 |
| Deferred income | 4,526 | 3,503 | 3,435 | 12,434 | 13,300 | 14,114 |
| Other non-current liabilities | 45,521 | 45,227 | 55,053 | 62,807 | 72,223 | 83,539 |
| Total liabilities | 735,671 | 795,271 | 703,565 | 691,787 | 727,944 | 769,362 |
| Retained earnings | 669,911 | 705,981 | 813,911 | 961,036 | 1,122,791 | 1,299,886 |
| Other reserves | 136,388 | 15,410 | (5,320) | (97,320) | (97,320) | (97,320) |
| Total shareholders equity | 806,299 | 721,391 | 808,591 | 863,716 | 1,025,471 | 1,202,566 |
| Minority interest | 70,394 | 61,469 | 65,090 | 68,085 | 71,364 | 74,943 |
| Total equity and liabilities | 1,612,364 | 1,578,131 | 1,577,246 | 1,623,589 | 1,824,780 | 2,046,871 |



| CASH FLOW | 2021A | 2022A | 2023A | 2024E | 2025E | 2026E |
|---|-----------|-----------|-----------|-----------|-----------|-----------|
| YE 31 Dec (RMB mn) | | | | | | |
| Operating | | | | | | |
| Profit before taxation | 241,412 | 85,346 | 153,606 | 204,709 | 235,507 | 252,944 |
| Depreciation & amortization | 56,818 | 60,230 | 55,298 | 58,620 | 72,183 | 83,684 |
| Tax paid | (20,252) | (21,516) | (43,276) | (55,471) | (60,720) | (66,268) |
| Change in working capital | (2,844) | (28,405) | 16,661 | 12,421 | 15,424 | 17,500 |
| Others | (99,948) | 50,437 | 39,673 | 14,550 | 5,273 | 10,449 |
| Net cash from operations | 175,186 | 146,091 | 221,962 | 234,829 | 267,667 | 298,309 |
| Investing | | | | | | |
| Capital expenditure | (34,931) | (33,892) | (36,477) | (38,850) | (41,355) | (43,503) |
| Acquisition of subsidiaries/ investments | (117,642) | 59,711 | (105,332) | (31,929) | (68,999) | (43,920) |
| Net proceeds from disposal of short-term investments | 0 | 0 | 0 | 0 | 0 | 0 |
| Others | (25,976) | (130,690) | 16,648 | (68,815) | (73,252) | (77,056) |
| Net cash from investing | (178,549) | (104,871) | (125,161) | (139,595) | (183,607) | (164,478) |
| Financing | | | | | | |
| Net borrowings | 45,239 | 31,982 | 30,834 | (32,776) | 12,605 | 13,650 |
| Proceeds from share issues | 0 | 0 | 0 | 0 | 0 | 0 |
| Others | (23,619) | (91,935) | (113,407) | (96,668) | (14,161) | (15,637) |
| Net cash from financing | 21,620 | (59,953) | (82,573) | (129,445) | (1,556) | (1,987) |
| Net change in cash | | | | | | |
| Cash at the beginning of the year | 152,798 | 167,966 | 156,739 | 172,320 | 138,109 | 220,613 |
| Exchange difference | (3,089) | 7,506 | 1,353 | 0 | 0 | 0 |
| Cash at the end of the year | 167,966 | 156,739 | 172,320 | 138,109 | 220,613 | 352,457 |
| GROWTH | 2021A | 2022A | 2023A | 2024E | 2025E | 2026E |
| YE 31 Dec | | | | | | |
| Revenue | 16.2% | (1.0%) | 9.8% | 8.7% | 8.6% | 7.3% |
| Gross profit | 11.0% | (2.9%) | 22.8% | 19.8% | 10.1% | 8.4% |
| Operating profit | 49.5% | (58.2%) | 44.4% | 30.7% | 11.1% | 9.3% |
| Net profit | 42.7% | (71.0%) | 69.7% | 36.0% | 17.3% | 6.8% |
| Adj. net profit | 0.9% | (6.6%) | 36.4% | 26.5% | 9.8% | 8.7% |
| PROFITABILITY | 2021A | 2022A | 2023A | 2024E | 2025E | 2026E |
| YE 31 Dec | | | | | | |
| Gross profit margin | 43.9% | 43.1% | 48.1% | 53.0% | 53.8% | 54.3% |
| Operating margin | 47.3% | 20.0% | 26.3% | 31.6% | 32.3% | 32.9% |
| Adj. net profit margin | 22.1% | 20.9% | 25.9% | 30.1% | 30.5% | 30.9% |
| Return on equity (ROE) | 28.9% | 8.3% | 14.1% | 17.5% | 18.2% | 16.4% |
| GEARING/LIQUIDITY/ACTIVITIES | 2021A | 2022A | 2023A | 2024E | 2025E | 2026E |
| YE 31 Dec | | | | | | |
| Net debt to equity (x) | 0.2 | 0.2 | 0.2 | 0.2 | 0.1 | (0.0) |
| Current ratio (x) | 1.2 | 1.3 | 1.5 | 1.6 | 1.8 | 2.1 |
| Receivable turnover days | 32.1 | 29.9 | 27.9 | 28.0 | 27.2 | 26.4 |
| VALUATION | 2021A | 2022A | 2023A | 2024E | 2025E | 2026E |
| YE 31 Dec | | | | | | |
| P/E | 15.4 | 53.2 | 31.1 | 22.9 | 19.5 | 18.3 |
| P/E (diluted) | 15.7 | 54.0 | 31.6 | 23.2 | 19.8 | 18.6 |
| P/B | 4.2 | 4.7 | 4.1 | 3.9 | 3.3 | 2.8 |

Source: Company data, CMBIGM estimates. Note: The calculation of net cash includes financial assets.



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|--|---|--|--|
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| | | | |
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