30 Aug 2024



海兴电力 Hangzhou Hexing Electrical (603556 CH)

2024H1 业绩符合市场预期,海外市场保持高增

Financial Performance in Line with Expections in 1H24, Overseas Markets Maintains High Growth



观点聚焦 Investment Focus

维持优于大市 Maintain OUTPERFORM						
评级			优于大市 OL	JTPERFORM		
现价				Rmb46.20		
目标价 Rmb54.21						
HTI ESG 3.8-3.5-3.5						
E-S-G: 0-5, (Please refer to	o the Appendix fo	or ESG comments)				
市值			Rmb22.58bn /	' US\$3.17bn		
日交易额 (3 个月均值			ι	JS\$21.42mn		
发行股票数目				488.68mn		
自由流通股 (%)				30%		
1年股价最高最低值			Rmb53.60	0-Rmb21.08		
注: 现价 Rmb46.20	为 2024 年 08	月 29 日收盘价				
	Price Retu	rn —N	ISCI China			
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160			MA			
200		Mary	1	محد		
130 ———	المرر	V				
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Aug-23	Dec-2	3 An	r-24			
资料来源: Factset	DCC 2	5 AP	1 24			
绝对值		1mth 11.3%	3mth -6.0%	12mth 100.7%		
绝对值(美元)		13.3%	-4.4%	105.5%		
相对 MSCI China		10.7%	1.4%	108.1%		
747, Wiser enina		10.770	1.470	100.170		
Rmb mn	Dec-23A	Dec-24E	Dec-25E	Dec-26E		
Revenue	4,200	5,294	6,562	7,966		
Revenue (+/-)	27%	26%	24%	21%		
Net profit	982	1,194	1,500	1,826		
Net profit (+/-)	48%	22%	26%	22%		
Diluted EPS (Rmb)	2.01	2.44	3.07	3.74		
GPM	41.9%	40.9%	40.5%	40.0%		
ROE	15.6%	17.2%	19.5%	21.4%		
P/E	23	19	15	12		
资料来源:公司信息,H	П					

(Please see APPENDIX 1 for English summary)

营收和归母净利润符合市场预期。公司 2024 年上半年实现营收22.55 亿元,同比增长20.04%,其中2024Q2实现营收13.53 亿元,同比增长24.70%,环比增长50.07%。实现归母净利润5.33 亿元,同比增长22.00%,其中2024Q2实现归母净利润3.19 亿元,同比增长22.32%,环比增长49.36%。受供应链降本以及受益于原材料价格下降影响,2024H1公司综合毛利率为44.2%,同比增长5.75pct,其中2024Q2毛利率为44.16%,同比增长5.86pct,环比微降0.09pct,整体业绩符合预期。

期间费用率有所上升,净利率维持高水平。公司 2024 年上半年期间费用率为 17.01%,较去年同期上升 5.52pct, 主要原因是汇率影响导致财务费用有所上升,财务费用率为-2.37%,同比上升 6.48pct; 销售费用率为 8.66%,较去年同期下降 1.37pct。随着公司综合解决方案类产品的营收占比不断提升,毛利率上升抵消汇兑影响,公司 2024H1 净利率为 23.64%,同比增长达 0.39pct,盈利能力维持高位。

新能源业务有望成为公司第二增长极,海外营收继续保持两位数增速。公司依托亚洲、非洲、拉美、欧洲、中东五大海外区域总部构建面向全球的营销网络,在南非建设的新能源渠道业务已经开始贡献收入,同时启动了其他优势市场的新能源渠道业务开拓,公司欧洲工厂已成功试产,墨西哥工厂建设有序推进,非洲合资工厂建设规划已启动,2024H1 公司海外市场实现营业收入 14.29 亿元,同比增长 17.90%,其中其中非洲/亚洲/拉美/欧洲收入分别为4.58/4.31/3.99/1.41 亿元,同比+23%/+75%/+6%/-34%。

2024 年国网三批次智能电表招标超预期,招标规模将修复。2024 年国网发布的年内第一次招标公告,智能电表招标总计达 4414 万 只,同比增长 84.55%,招标数量超预期,2024H1 公司分别中标国 网和南网计量产品 3.02 亿元和 2.52 亿元,同比分别增长 21.6%和 224.9%。2024 年智能电表及终端第一、二批累计招标 5966.4 万 只,同比减少 16%,后续国网将安排第三批智能电表招标,全年招 标规模有望修复。

盈利预测及投资建议:根据国家电网的电表采购规模、周期和订单情况,以及海外业务拓展情况,我们维持公司 2024-2026 年实现营收分别为 52.94 亿元/65.62 亿元/79.66 亿元,归母净利润分别为11.94 亿元/15 亿元/18.26 亿元的预测,根据 DCF 模型维持 54.21 元/股的目标价及"优大于市"评级。

风险提示: 1、电网投资不及预期; 2、市场竞争激烈导致毛利率 大幅下降; 3、原材料价格大幅上涨; 4、汇率风险。

杨斌 Bin Yang bin.yang@htisec.com 余小龙 Bruce Yu bruce.xl.yu@htisec.com

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表 1: DCF 模型

现金流预测	2023A	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E
营业收入	4,200	5,294	6,562	7,966	9,558	11,270	13,052	14,941	16,973	19,126	21,397
YoY	26.9%	26.0%	24.0%	21.4%	20.0%	17.9%	15.8%	14.5%	13.6%	12.7%	11.9%
EBIT	990	1,338	1,692	2,071	2,496	2,949	3,417	3,927	4,467	5,030	5,610
YoY	57.3%	35.2%	26.5%	22.4%	20.5%	18.1%	15.9%	14.9%	13.8%	12.6%	11.5%
EBIT Margin	23.6%	25.3%	25.8%	26.0%	26.1%	26.2%	26.2%	26.3%	26.3%	26.3%	26.2%
EBIT*(1 - t)	847	1,177	1,489	1,823	2,197	2,595	3,007	3,456	3,931	4,426	4,937
+ 折旧和摊销	144	84	107	134	165	200	239	282	329	381	436
- 营运资本变化	144	(493)	(98)	(505)	(173)	(574)	(217)	(622)	(264)	(784)	(1,458
- 资本性支出	(224)	(320)	(390)	(460)	(530)	(600)	(670)	(740)	(810)	(880)	(950)
自由现金流	911	448	1,107	991	1,659	1,621	2,359	2,376	3,186	3,143	2,965
YoY		-50.8%	146.9%	-10.5%	67.3%	-2.3%	45.5%	0.7%	34.1%	-1.3%	-5.7%
分析											
自由现金流现值		10,545							税率		12.0%
终值		30,021							负债率		25.0%
终值的现值		11,248							β		1.60
企业价值		21,793							无风险利率		2.7%
净现金/(负债), 少数股东权益		4,698							风险溢价		7.0%
权益价值		26,491							权益成本		13.9%
每股股价 (rmb)		54.21							债务成本		5.0%
									债务成本(税后)		4.4%
,											11.5%
,									WACC 永续增长率		
		E和WACC的智		0.50	1.00/	4 50/	2.09/	2.5%	WACC 永续增长率		11.5% 1.5%
	续增长率	-0.5%	0.0%	0.5%	1.0%	1.5%	2.0%	2.5%	WACC 永续增长率 3.0%		
	续增长率 10.0%	-0.5% 57.08	0.0% 58.41	59.89	61.54	63.37	65.44	67.78	WACC 永续增长率 3.0% 70.45		
	续增长率 10.0% 10.5%	-0.5% 57.08 54.49	0.0% 58.41 55.67	59.89 56.96	61.54 58.39	63.37 59.97	65.44 61.74	67.78 63.73	WACC 永续增长率 3.0% 70.45 65.99		
永	续增长率 10.0% 10.5% 11.0%	-0.5% 57.08 54.49 52.15	0.0% 58.41 55.67 53.18	59.89 56.96 54.31	61.54 58.39 55.56	63.37 59.97 56.93	65.44 61.74 58.46	67.78 63.73 60.17	WACC 永续增长率 3.0% 70.45 65.99 62.09		
	读增长率 10.0% 10.5% 11.0% 11.5%	-0.5% 57.08 54.49 52.15 50.00	0.0% 58.41 55.67 53.18 50.92	59.89 56.96 54.31 51.91	61.54 58.39 55.56 53.01	63.37 59.97 56.93 54.21	65.44 61.74 58.46 55.54	67.78 63.73 60.17 57.01	WACC 永续增长率 3.0% 70.45 65.99 62.09 58.66		
永	東增长率 10.0% 10.5% 11.0% 11.5% 12.0%	-0.5% 57.08 54.49 52.15 50.00 48.04	0.0% 58.41 55.67 53.18 50.92 48.85	59.89 56.96 54.31 51.91 49.73	61.54 58.39 55.56 53.01 50.70	63.37 59.97 56.93 54.21 51.75	65.44 61.74 58.46 55.54 52.91	67.78 63.73 60.17 57.01 54.19	WACC 永续增长率 3.0% 70.45 65.99 62.09 58.66 55.61		
永	東增长率 10.0% 10.5% 11.0% 11.5% 12.0% 12.5%	-0.5% 57.08 54.49 52.15 50.00 48.04 46.23	0.0% 58.41 55.67 53.18 50.92 48.85 46.96	59.89 56.96 54.31 51.91 49.73 47.74	61.54 58.39 55.56 53.01 50.70 48.59	63.37 59.97 56.93 54.21 51.75 49.52	65.44 61.74 58.46 55.54 52.91 50.54	67.78 63.73 60.17 57.01 54.19 51.66	WACC 永续增长率 3.0% 70.45 65.99 62.09 58.66 55.61 52.89		
永	東增长率 10.0% 10.5% 11.0% 11.5% 12.0%	-0.5% 57.08 54.49 52.15 50.00 48.04	0.0% 58.41 55.67 53.18 50.92 48.85	59.89 56.96 54.31 51.91 49.73	61.54 58.39 55.56 53.01 50.70	63.37 59.97 56.93 54.21 51.75	65.44 61.74 58.46 55.54 52.91	67.78 63.73 60.17 57.01 54.19	WACC 永续增长率 3.0% 70.45 65.99 62.09 58.66 55.61		
· · · · · · · · · · · · · · · · · · ·	读增长率 10.0% 10.5% 11.0% 11.5% 12.0% 12.5% 13.0%	-0.5% 57.08 54.49 52.15 50.00 48.04 46.23 44.57	0.0% 58.41 55.67 53.18 50.92 48.85 46.96 45.21	59.89 56.96 54.31 51.91 49.73 47.74	61.54 58.39 55.56 53.01 50.70 48.59	63.37 59.97 56.93 54.21 51.75 49.52	65.44 61.74 58.46 55.54 52.91 50.54	67.78 63.73 60.17 57.01 54.19 51.66	WACC 永续增长率 3.0% 70.45 65.99 62.09 58.66 55.61 52.89		
水 WACC	读增长率 10.0% 10.5% 11.0% 11.5% 12.0% 12.5% 13.0%	-0.5% 57.08 54.49 52.15 50.00 48.04 46.23	0.0% 58.41 55.67 53.18 50.92 48.85 46.96 45.21	59.89 56.96 54.31 51.91 49.73 47.74 45.91	61.54 58.39 55.56 53.01 50.70 48.59	63.37 59.97 56.93 54.21 51.75 49.52 47.49	65.44 61.74 58.46 55.54 52.91 50.54	67.78 63.73 60.17 57.01 54.19 51.66	WACC 永续增长率 3.0% 70.45 65.99 62.09 58.66 55.61 52.89		
水 WACC	東増长率 10.0% 10.5% 11.0% 11.5% 12.0% 12.5% 13.0%	-0.5% 57.08 54.49 52.15 50.00 48.04 46.23 44.57	0.0% 58.41 55.67 53.18 50.92 48.85 46.96 45.21	59.89 56.96 54.31 51.91 49.73 47.74	61.54 58.39 55.56 53.01 50.70 48.59 46.67	63.37 59.97 56.93 54.21 51.75 49.52	65.44 61.74 58.46 55.54 52.91 50.54 48.39	67.78 63.73 60.17 57.01 54.19 51.66 49.37	3.0% 70.45 65.99 62.09 58.66 55.61 52.89 50.45		
水 WACC	10.0% 10.5% 11.0% 11.5% 12.0% 12.5% 13.0% 13.0%	-0.5% 57.08 54.49 52.15 50.00 48.04 46.23 44.57	0.0% 58.41 55.67 53.18 50.92 48.85 46.96 45.21	59.89 56.96 54.31 51.91 49.73 47.74 45.91 0.5%	61.54 58.39 55.56 53.01 50.70 48.59 46.67	63.37 59.97 56.93 54.21 51.75 49.52 47.49	65.44 61.74 58.46 55.54 52.91 50.54 48.39	67.78 63.73 60.17 57.01 54.19 51.66 49.37	WACC 永续增长率 3.0% 70.45 65.99 62.09 58.66 55.61 52.89 50.45		
水 WACC	10.0% 10.5% 11.0% 11.5% 12.0% 12.5% 13.0% 10.0% 10.0% 10.5%	-0.5% 57.08 54.49 52.15 50.00 48.04 46.23 44.57	0.0% 58.41 55.67 53.18 50.92 48.85 46.96 45.21	59.89 56.96 54.31 51.91 49.73 47.74 45.91 0.5% 5.1%	61.54 58.39 55.56 53.01 50.70 48.59 46.67	63.37 59.97 56.93 54.21 51.75 49.52 47.49 1.5% 16.9% 10.6%	65.44 61.74 58.46 55.54 52.91 50.54 48.39 2.0% 20.7%	67.78 63.73 60.17 57.01 54.19 51.66 49.37 2.5% 25.0% 17.6%	WACC 永续增长率 3.0% 70.45 65.99 62.09 58.66 55.61 52.89 50.45		
水 WACC	使増长率 10.0% 10.5% 11.5% 11.5% 12.0% 12.5% 13.0% 第1.50 10.0% 10.5% 11.0%	-0.5% 57.08 54.49 52.15 50.00 48.04 46.23 44.57 -0.5% 5.3% 0.5% -3.8%	0.0% 58.41 55.67 53.18 50.92 48.85 46.96 45.21 0.0% 7.8% 2.7% -1.9%	59.89 56.96 54.31 51.91 49.73 47.74 45.91 0.5% 5.1% 0.2%	61.54 58.39 55.56 53.01 50.70 48.59 46.67	63.37 59.97 56.93 54.21 51.75 49.52 47.49 1.5% 16.9% 10.6% 5.0%	65.44 61.74 58.46 55.54 52.91 50.54 48.39 2.0% 20.7% 13.9% 7.8%	67.78 63.73 60.17 57.01 54.19 51.66 49.37 2.5% 25.0% 17.6% 11.0%	WACC 永续增长率 3.0% 70.45 65.99 62.09 58.66 55.61 52.89 50.45 3.0% 30.0% 21.7% 14.5%		
外 WACC ROPE 永	使着长率 10.0% 10.5% 11.0% 11.5% 12.0% 12.5% 13.0% 第二十二二 東着长率 10.0% 10.5% 11.0% 11.5%	-0.5% 57.08 54.49 52.15 50.00 48.04 46.23 44.57 -0.5% 5.3% 0.5% -3.8% -7.8%	0.0% 58.41 55.67 53.18 50.92 48.85 46.96 45.21 0.0% 7.8% -1.9% -6.1%	59.89 56.96 54.31 51.91 49.73 47.74 45.91 0.5% 10.5% 5.1% 0.2% -4.2%	61.54 58.39 55.56 53.01 50.70 48.59 46.67 1.0% 13.5% 7.7% 2.5% -2.2%	63.37 59.97 56.93 54.21 51.75 49.52 47.49 1.5% 10.6% 5.0% 0.0%	65.44 61.74 58.46 55.54 52.91 50.54 48.39 2.0% 20.7% 13.9% 7.8% 2.4%	67.78 63.73 60.17 57.01 54.19 51.66 49.37 25.5% 25.0% 11.0% 5.2%	WACC 永续增长率 3.0% 70.45 65.99 62.09 58.66 55.61 52.89 50.45 3.0% 30.0% 21.7% 14.5% 8.2%		
外 WACC ROPE 永	使増长率 10.0% 10.5% 11.5% 11.5% 12.0% 12.5% 13.0% 第1.50 10.0% 10.5% 11.0%	-0.5% 57.08 54.49 52.15 50.00 48.04 46.23 44.57 -0.5% 5.3% 0.5% -3.8%	0.0% 58.41 55.67 53.18 50.92 48.85 46.96 45.21 0.0% 7.8% 2.7% -1.9%	59.89 56.96 54.31 51.91 49.73 47.74 45.91 0.5% 5.1% 0.2%	61.54 58.39 55.56 53.01 50.70 48.59 46.67	63.37 59.97 56.93 54.21 51.75 49.52 47.49 1.5% 16.9% 10.6% 5.0%	65.44 61.74 58.46 55.54 52.91 50.54 48.39 2.0% 20.7% 13.9% 7.8%	67.78 63.73 60.17 57.01 54.19 51.66 49.37 2.5% 25.0% 17.6% 11.0%	WACC 永续增长率 3.0% 70.45 65.99 62.09 58.66 55.61 52.89 50.45 3.0% 30.0% 21.7% 14.5%		

表 2: 财务数据汇总

	2022A	2023A	2024E	2025E	2026
利润表	2022A	2023A	2024E	2023E	2020
销售收入	3,310	4,200	5,294	6,562	7,966
消售成本	2,044	2,440	3,129	3,905	4,777
其他收入	2,044	-		-	4,777
消售费用	290	311	392	486	589
では	142	158	185	230	279
以务费用	121	171	19	13	21
が 発前利润	754	1,147	1,357	1,705	2,07
元明 でいろう	-90	-165	-163	-205	-24
争利润	664	982	1,194	1,500	1,82
見る流量表	004	302	1,134	1,000	1,02
至营性现金流	675	1,101	605	1,708	1,65
ェニ (エル・エル) 受資现金流	-246	-243	647	-410	-53
· · · · · · · · · · · · · · · · · · ·	-186	-263	-338	-517	-70
争现金变动	243	596	915	782	42
明初现金总额	2,998	3,251	3,844	5,463	6,24
期末现金总额	3,251	3,844	5,463	6,243	6,66
	3,231	3,044	5,405	0,243	0,00
资产负债表 ^{充动资产}					
ルロング/ DD 金	3,569	4,551	5,463	6,243	6,66
业金 定期 <i>存款/</i> 结构性存款	3,569	4,551	5,463	6,243	6,66
立收款	1,021	1,092	1,809 1.063	1,787	2,57
字货 ************************************	891	761	.,	1,327	1,62
其他应收款	53	115	116	144	17
可供出售金融资产	1,101	253	100	150	20
其他流动资产	200	372	800	900	1,00
h-14h mis Marwhy	6,834	7,144	9,351	10,550	12,24
ド流动资产	•				
	0	0	0	0	4.00
国定資产	452	569	797	1,064	1,36
E形资产及其他	191	188	196	212	23
其他长期投资	18	28	30	50	7
^{第延项目和其他非流动资产}	551	1,146	500	600	70
总资产	1,212	1,931	1,523	1,927	2,37
	8,046	9,076	10,874	12,476	14,61
統动负债 豆期借款	F.2	105	225	225	40
	53	125	225	325	42
立付款	805	879	1,350	1,432	1,97
其他应付款	193	265	323	411	48
欠关联方及股东款项	0	0	0	0	
立交税费	0	0	0	0	4.50
其他流动负债	514	653	900	1,200	1,50
tendent de re-	1,589	2,144	3,019	3,590	4,60
非流动负债					
鲍延项目	46	81	250	400	50
	435	218	318	418	51
其他非流动负债			568	818	1,01
其他非流动负债	481	299			
总负债	2,071	2,443	3,588	4,408	5,62
总负债 投东权益				4,408 8,068	5,62 8,99
总负债 股东权益 对务比率	2,071 5,975	2,443 6,632	3,588 7,287	8,068	8,99
总负债 投东权益 对 务比率	2,071 5,975 38.2%	2,443 6,632 41.9%	3,588 7,287 40.9%	8,068 40.5%	8,99
2.负债 82东权益 对务比率 毛利率 生业利润率	2,071 5,975 38.2% 19.0%	2,443 6,632 41.9% 23.6%	3,588 7,287 40.9% 25.3%	8,068 40.5% 25.8%	8,99 40.0 26.0
2.负债 按条权益 持条比率 生小利润率 多利率	2,071 5,975 38.2% 19.0% 20.1%	2,443 6,632 41.9% 23.6% 23.4%	3,588 7,287 40.9% 25.3% 22.6%	8,068 40.5% 25.8% 22.9%	8,99 40.0 26.0 22.9
2.负债 投充收益 对务比率 E引率 性处利润率 争利率 ROAE	2,071 5,975 38.2% 19.0% 20.1% 11.8%	2,443 6,632 41.9% 23.6% 23.4% 15.6%	3,588 7,287 40.9% 25.3% 22.6% 17.2%	40.5% 25.8% 22.9% 19.5%	40.0 26.0 22.9 21.4
2.负债 投充权益 对务比率 巨利率 ●利率 (OAE	2,071 5,975 38.2% 19.0% 20.1% 11.6% 110.3	2,443 6,632 41.9% 23.6% 23.4% 15.6% 91.8	3,588 7,287 40.9% 25.3% 22.6% 17.2% 100.0	40.5% 25.8% 22.9% 19.5% 100.0	40.0 26.0 22.9 21.4
2.负债 投东权益 对务比率 E利率 生业利润率 移利率 ROAE 含效账款周转率 字货周转率	2,071 5,975 38.2% 19.0% 20.1% 11.6% 110.3 140.6	2,443 6,632 41.9% 23.6% 23.4% 15.6% 91.8 123.5	3,588 7,287 40.9% 25.3% 22.6% 17.2% 100.0 124.0	40.5% 25.8% 22.9% 19.5% 100.0 124.0	40.0 26.0 22.9 21.4 100 124
	2,071 5,975 38.2% 19.0% 20.1% 11.6% 110.3	2,443 6,632 41.9% 23.6% 23.4% 15.6% 91.8	3,588 7,287 40.9% 25.3% 22.6% 17.2% 100.0	40.5% 25.8% 22.9% 19.5% 100.0	40.0 26.0 22.9 21.4 100 124
2.负债 货东权益 对务比率 E利率 含业利润率 多利率 COAE 齿收账款周转率 学货周转率 分资产总负债	2,071 5,975 38.2% 19.0% 20.1% 11.6% 110.3 140.6	2,443 6,632 41.9% 23.6% 23.4% 15.6% 91.8 123.5	3,588 7,287 40.9% 25.3% 22.6% 17.2% 100.0 124.0	40.5% 25.8% 22.9% 19.5% 100.0 124.0	40.0 26.0 22.9 21.4 100 124
总负债 使东权益 对务比率 E利率 当业利润率 争利率 ROAE 当改账款周转率 学货周转率 总资产总负债	2,071 5,975 38.2% 19.0% 20.1% 11.8% 110.3 140.6 25.7%	2,443 6,632 41.9% 23.6% 23.4% 15.6% 91.8 123.5 26.9%	3,588 7,287 40.9% 25.3% 22.6% 17.2% 100.0 124.0 33.0%	8,068 40.5% 25.8% 22.9% 19.5% 100.0 124.0 35.3%	8,99 40.0 26.0 22.9 21.4 100 124 38.5
总负债 股东权益 财务比率 E利率 等利率 多利率 SQAE 总效账款周转率 学货周转率 总资产总负债	2,071 5,975 38.2% 19.0% 20.1% 11.6% 110.3 140.6 25.7%	2,443 6,632 41.9% 23.6% 23.4% 15.6% 91.8 123.5 26.9%	3,588 7,287 40.9% 25.3% 22.6% 17.2% 100.0 124.0 33.0%	8,068 40.5% 25.8% 22.9% 19.5% 100.0 124.0 35.3%	8,99 40.0 26.0 22.9 21.4 100 124 38.5
总负债 财务比率 E利率 营业利润率 争利率 GOAE 营业张款周转率 等资产应负债 事股数据(元) PPS	2,071 5,975 38.2% 19.0% 20.1% 11.6% 110.3 140.6 25.7%	2,443 6,632 41.9% 23.6% 23.4% 15.6% 91.8 123.5 26.9%	3,588 7,287 40.9% 25.3% 22.6% 17.2% 100.0 124.0 33.0%	8,068 40.5% 25.8% 22.9% 19.5% 100.0 124.0 35.3% 3.07 16.51	8,99 40.0 26.0 22.9 21.4 100 124 38.5
总负债 股东权益 树务比率 E利率 OOAE 营业批款周转率 学货周转率 总资产总负债 更股数据(元) PPS PPS	2,071 5,975 38.2% 19.0% 20.1% 11.6% 110.3 140.6 25.7%	2,443 6,632 41.9% 23.6% 23.4% 15.6% 91.8 123.5 26.9%	3,588 7,287 40.9% 25.3% 22.6% 17.2% 100.0 124.0 33.0% 2.44 14.91 1.47	8,068 40.5% 25.8% 22.9% 19.5% 100.0 124.0 35.3% 3.07 16.51 1.84	8,99 40.0 26.0 22.8 21.4 100 124 38.5 3.7 18.4 2.2
总负债 财务比率 E利率 营业利润率 争利率 GOAE 营业张款周转率 等资产应负债 事股数据(元) PPS	2,071 5,975 38.2% 19.0% 20.1% 11.6% 110.3 140.6 25.7%	2,443 6,632 41.9% 23.6% 23.4% 15.6% 91.8 123.5 26.9%	3,588 7,287 40.9% 25.3% 22.6% 17.2% 100.0 124.0 33.0%	8,068 40.5% 25.8% 22.9% 19.5% 100.0 124.0 35.3% 3.07 16.51	8,99 40.0 26.0 22.5 21.4 100 124 38.5

数据来源: wind, HTI

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APPENDIX 1

Summary

Highlights:

Revenue and net profit attributable to shareholders in line with market expectations. The company achieved a revenue of 2.255 billion yuan in 1H 2024, a year-on-year increase of 20.04%. In Q2, the company achieved a revenue of 1.353 billion yuan, a year-on-year increase of 24.70% and a month-on-month increase of 50.07%. The net profit attributable to the parent company was 533 million yuan, a year-on-year increase of 22.00%, the net profit attributable to the parent company was 319 million yuan in 2Q 2024, a year-on-year increase of 22.32% and a month-on-month increase of 49.36%. Affected by the cost reduction in the supply chain and the decrease in raw material prices, the GPM in 1H 2024 was 44.2%, a year-on-year increase of 5.75 pct., the GPM in 2Q 2024 was 44.16%, a year-on-year increase of 5.86 pct, a slight decrease by 0.09 pct month on month, and the overall performance in line with market expectations.

The expense ratio has increased during the period, while the net profit margin maintains a high level. The company's expense ratio for 1H 2024 was 17.01%, an increase of 5.52 pct yoy, mainly due to the impact of exchange rates leading to an increase in financial expenses. The financial expense ratio was -2.37%, an increase of 6.48 pct yoy; The sales expense ratio was 8.66%, a decrease of 1.37 pct yoy. With the continuous increase in the proportion of revenue from the company's comprehensive solution products, the increase in GPM offsets the impact of foreign exchange. The net profit margin of the company in 1H 2024 was 23.64%, a yoy increase of 0.39pct, and the profitability remained high.

The new energy business is expected to become the company's second growth pole, with overseas revenue continuing to maintain double-digit growth rates. The company relies on its five major overseas regional headquarters in Asia, Africa, Latin America, Europe, and the Middle East to build a global marketing network. The new energy channel business built in South Africa has begun to contribute revenue, while also initiating the development of new energy channel business in other advantageous markets. The company's European factory has successfully undergone trial production, the construction of the Mexico factory is progressing in an orderly manner, and the plan for the construction of joint venture factories in Africa has been launched. In 1H 2024, the company's overseas market achieved a revenue of 1.429 billion yuan, a YoY increase of 17.90%. Among them, the revenue from Africa/Asia/Latin America/Europe is respectively 4.58/4.31/3.99/141 billion yuan, +23%/+75%/+6%/-34% yoy.

The bidding for three batches of smart meters by State Grid in 2024 exceeded expectations, and the bidding scale will be repaired. In the first tender announcement of the year released by State Grid in 2024, the total number of smart meter tenders reached 44.14 million, a year-on-year increase of 84.55%, exceeding expectations. In 1H 2024, the company won the bid for State Grid's and South Grid's metering products for 302 million yuan and 252 million yuan, respectively, an increase of 21.6% and 224.9% yoy. In 2024, a total of 59.664 million smart meters and terminals were tendered in the first and second batches, a YoY decrease of 16%. State Grid will arrange the third batch of smart meter tenders in the future, and the annual tender scale is expected to be restored.

Investment suggestions: Based on the orders, as well as overseas business expansion, we maintain the company to achieve revenue of 5.3 /6.6 /8.0 billion yuan respectively from 2024 to 2026, with a net profit attributable to the parent company of 1.2 /1.5 /1.8 billion yuan, maintain the target price of 54.21 yuan and an "OUTPERFORM" rating.

Risk: 1. The power grid investment is less than expected; 2. The fierce market competition has led to a significant decrease in gross profit margin; 3. The prices of raw materials have significantly increased; 4. Foreign exchange risk.

APPENDIX 2

ESG Comments

Environmental:

Motivate renewable energy

Social:

Good product quality and safety

Governance:

Good corporate governance



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 T

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。

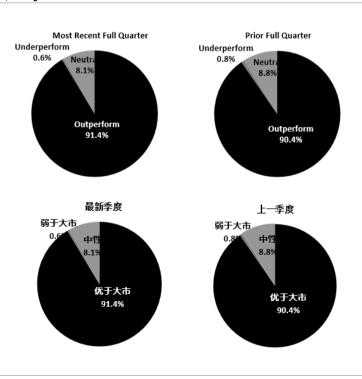
弱于大市,未来 12-18 个月内预期相对基准指数跌幅在 10%以上,基准定义如 下

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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截至 2024 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
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^{*}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.

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		(hold)	
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^{*}Percentage of investment banking clients in each rating category.

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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

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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

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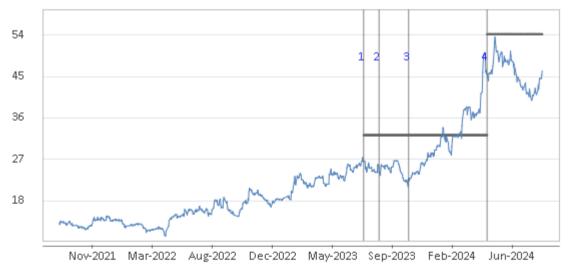
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Recommendation Chart

Hangzhou Hexing Electrical - 603556 CH



- 1. 21 Jul 2023 OUTPERFORM at 27.40 target 32.26.
- 2. 27 Aug 2023 OUTPERFORM at 24.20 target 32.26.
- 3. 31 Oct 2023 OUTPERFORM at 21.08 target 32.26.
- 4. 28 Apr 2024 OUTPERFORM at 45.51 target 54.21.

Source: Company data Bloomberg, HTI estimates

