30 Sep 2024

新奥能源 ENN Energy Holdings (2688 HK)

天然气业务稳健增长，泛能及智家业务盈利能力增强

Steady Growth in Natural Gas Business, Enhanced Profitability in Integrated Energy and Smart Home Services

观点聚焦 Investment Focus

维持优于大市 Maintain OUTPERFORM

评级	优于大市 OUTPERFORM
现价	HK$60.00
目标价	HK$73.99
HTI ESG	4.7-3.6-3.5

E-S-G: 0-5, (Please refer to the Appendix for ESG comments)

市值	HK$67.87bn / US$8.73bn
日交易额 (3 个月均值)	US$31.46mn
发行股票数目	1,131mn
自由流通股 (%)	66%
1 年股价最高最低值	HK$79.30-HK$45.25

注：现价 HK$60.00 为 2024 年 09 月 27 日收盘价

资料来源：Factset

	1mth	3mth	12mth
绝对值	11.1%	-9.5%	-5.3%
绝对值（美元）	11.4%	-9.1%	-4.7%
相对 MSCI China	-8.4%	-26.6%	-22.4%

Rmb mn	Dec-23A	Dec-24E	Dec-25E	Dec-26E
Revenue	113,858	122,475	132,386	143,859
Revenue (+/-)	3%	8%	8%	9%
Net profit	6,816	8,134	8,633	9,357
Net profit (+/-)	16%	19%	6%	8%
Diluted EPS (Rmb)	6.03	7.19	7.63	8.27
GPM	12.6%	13.8%	13.8%	13.8%
ROE	18.1%	18.5%	16.8%	15.5%
P/E	10	8	8	7

资料来源：公司信息, HTI

(Please see APPENDIX 1 for English summary)

2024H1 新奥能源营收同比增长，净利润有所下滑。公司 2024 年上半年实现营收 545.87 亿元，同比增长 0.9%；净利润 25.73 亿元，同比下滑 22.8%；国内基础业务核心利润 30.80 亿元，同比增长 9.5%；基本每股收益 2.29 元，同比下滑 0.66 元。利润率方面，受公司在国际市场机会的减少以及国内房地产形式导致工程安装业务的低迷，公司利润率均同比下跌。毛利率达 11.84%，同比下滑 1.38pct；营业利润率达 7.15%，同比下滑 2.59pct；净利率达 4.71%，同比下滑 1.45pct。

天然气业务持续增长，公司进一步扩大天然气市场份额及客户基础。新奥能源在 2024 年上半年的天然气业务板块实现了稳健增长，零售气量同比增长 4.5%，达到 127.1 亿立方米，显示出市场需求的持续增长。指的注意的是，工商业零售气量同比增长 5.4%，其占比扩大至 75.2%。公司通过创新模式和技术应用，成功开发了新的工商业用户，日开口气量达到 726.2 万立方米，新增家庭用户 77.5 万户，表明公司在扩大客户基础方面取得了显著成效。此外，公司积极推进居民气价调整，截至 2024 年 7 月底累计完成居民气量调价比例达到 59%，有助于提升盈利能力。

泛能及智家业务显著增长，毛利占比有所提升。泛能业务在报告期内实现销售量 197.4 亿千瓦时，同比增长 26%，毛利同比增长 23%，达到 14.0 亿元人民币。智家业务毛利同比增长 23%，交易客户数量增加至 268.3 万户，客单价提升至 325 元/户。公司通过深化数智应用推动业务升级，实现了泛能业务的快速增长，预计下半年智家业务毛利增长 20%-30%。。

债务结构得到优化，融资成本有所降低。公司通过偿还部分贷款和回购美元债券，减少了债务总额，同时保持了良好的信用评级，这为公司未来的投资和扩张提供了坚实的财务基础。公司将继续监控市场条件，灵活调整融资策略，以支持其业务增长和股东回报。具体来说，公司在 2024 年上半年的净负债比率从 25.3% 降至 24.3%，显示出公司在降低财务杠杆方面的努力。

估值预测和投资建议：展望 2024，我们认为受制于宏观及行业环境，公司新增接驳量的下降将对未来盈利影响仍然负面，但公司整体运营相对稳健。基于公司业绩表现，我们维持对公司 FY24-26 年公司主营业收入预测为 1,224.75/1,323.86/1,438.59 亿元，对应归母净利润为 81.34/86.33/93.57 亿元，目标价为 73.99HKD/股，维持“优于大市”评级。

风险：宏观经济政策风险；天然气价格波动风险；终端需求不及预期风险。

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表一：新奥能源估值预测及财务总结

Calculation	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
EBIT							12,436	13,338	14,382	15,896	17,351	19,067	21,422	23,888	26,843	30,401	34,703
EBITDA							14,925	16,215	17,705	19,652	21,594	23,857	26,758	29,829	33,457	37,762	42,893
Total debt						22,361	22,809	23,265									

DCF assumptions	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
Valuation benchmark date							31/12/2024										
Cost of equity							11.6%										
Cost of debt							3.0%										
Weight of debt							28.0%										
Weight of equity							72.0%										
WACC							9.0%										
Exit year terminal growth rate							2.5%										

DCF valuation	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
							0	1	2	3	4	5	6	7	8	9	10
EBIT							12,436	13,338	14,382	15,896	17,351	19,067	21,422	23,888	26,843	30,401	34,703
EBIAT							9,723	10,459	11,261	12,456	13,603	14,946	16,792	18,724	21,036	23,820	27,183
Depreciation & Amortization							2,489	2,877	3,324	3,756	4,242	4,789	5,335	5,941	6,614	7,361	8,190
Changes in NWC							284	1,045	436	611	657	499	482	392	243	81	(150)
Capex							(7,550)	(11,153)	(12,882)	(13,010)	(14,694)	(16,588)	(17,114)	(19,058)	(21,216)	(23,612)	(26,271)
FCF							**4,947**	**3,228**	**2,139**	**3,814**	**3,808**	**3,646**	**5,495**	**5,999**	**6,677**	**7,650**	**8,952**
PV of FCF							4,947	2,962	1,800	2,945	2,698	2,370	3,277	3,282	3,351	3,523	3,782
Sum of PV of FCF							34,936										
1) Terminal growth method																	
Terminal value																	141,187.72
PV of terminal value							59,645.78										
EV							**94,581.98**										
(+) cash							11,712.59										
(-) total debt							(22,808.69)										
(-) NCI							(6,695.07)										
Equity value							76,790.80										
Total diluted shares							1,131.22										
Equity value per share (in CNY)							67.88										
Equity value per share (in HKD)							73.99										

EV - g vs WACC

		g				
	94,581.98	1.5%	2.0%	2.5%	3.0%	3.5%
WACC	11.0%	65603.87	67650.33	69937.55	72510.68	75426.88
	10.0%	74582.88	77374.35	80538.02	84153.64	88325.51
	9.0%	86107.85	90033.20	94562.45	99846.58	106091.45
	8.0%	101369.19	107110.32	113895.30	122037.27	131988.58
	7.0%	122424.87	131277.85	142098.16	155623.55	173013.33

ENN Energy
Financial Summary
millions CNY

	2022A	2023A	2024E	2025E	2026E
Income Statement					
Revenue:					
Revenue	110,051	113,858	122,475	132,386	143,859
Cost of sales	(94,295)	(99,520)	(105,612)	(114,159)	(124,052)
Gross profit	**15,756**	**14,338**	**16,863**	**18,228**	**19,807**
Other operating income	(616)	1,290	1,290	1,290	1,290
Sales expense	(1,180)	(1,171)	(1,260)	(1,362)	(1,480)
Management expense	(4,261)	(4,144)	(4,458)	(4,818)	(5,236)
Operating income (loss)	**9,699**	**10,313**	**12,436**	**13,338**	**14,382**
Finance cost	(672)	(786)	(897)	(967)	(1,040)
Share of profits less losses from associates	68	14	114	65	65
Share of profits less losses from JCEs	(43)	464	286	236	329
Income before income taxes (EBT)	9,052	10,005	11,939	12,672	13,735
Income tax expenses	(2,388)	(2,273)	(2,712)	(2,879)	(3,120)
Net income	**6,664**	**7,732**	**9,227**	**9,793**	**10,614**
Net income attributable to NCI	(799)	(916)	(1,093)	(1,160)	(1,257)
Net income to common shareholders	**5,865**	**6,816**	**8,134**	**8,633**	**9,357**
Cash Flow Statement					
Operating cashflow	10,102	NA	12,000	13,716	14,374
Investment cashflow	(5,726)	NA	(10,415)	(13,059)	(14,922)
Financing cashflow	(5,021)	NA	438	447	456
Net cash change	(645)	1,633	2,024	1,104	(92)
Cash BB	8,684	8,056	9,689	11,713	12,817
Cash EB	8,039	9,689	11,713	12,817	12,725

Balance Statement					
Current Assets					
Cash and equivalents	8,056	9,689	11,713	12,817	12,725
Accounts receivable	14,785	13,723	14,762	15,956	17,339
Inventories	1,708	1,682	1,785	1,929	2,097
Financial assets	1,488	303	1,176	989	823
Other current assets	1,096	978	300	300	1,032
	27,133	**26,375**	**29,735**	**31,991**	**34,015**
Non-current Assets					
Property Plant & Equipment - Net	50,380	50,330	55,763	64,410	74,340
Advanced lease payments	0	0	0	0	0
Investment in associates	3,607	4,708	5,900	7,193	8,599
Investment in joint ventures	4,870	5,117	5,417	5,717	6,017
Goodwill and intangible assets	7,069	6,845	6,845	6,845	6,845
Deferred tax assets	1,557	1,442	1,404	1,468	1,438
Other non-current assets	7,735	8,314	8,308	8,119	8,247
	75,218	**76,756**	**83,637**	**93,752**	**105,487**
Total Assets	**102,351**	**103,131**	**113,372**	**125,743**	**139,502**
Current Liabilities					
Accounts payable	11,533	10,799	11,460	12,387	13,461
Tax payable	1,517	1,287	1,416	1,557	1,713
Short-term borrowings and other current bank loans	6,341	8,767	8,942	9,121	9,304
Other current liabilities	16,691	14,070	14,774	15,512	16,288
	36,082	**34,923**	**36,592**	**38,578**	**40,765**
Non-current Liabilities					
Long-term borrowings an other non-current bank debt	13,451	13,156	13,419	13,688	13,961
Deferred tax liabilities	2,974	2,574	2,703	2,838	2,980
Lease liabilities	284	633	665	698	733
Other non-current liabilities	4,005	3,583	3,404	3,664	3,550
	20,714	**19,946**	**20,190**	**20,887**	**21,224**
Total Liabilities	**56,796**	**54,869**	**56,782**	**59,465**	**61,989**
Shareholder's Equity	**45,555**	**48,262**	**56,590**	**66,277**	**77,513**

资料来源：公司报告，HTI

APPENDIX 1

Summary

In 2024H1, ENN Energy's revenue grew year-on-year, while net profit declined. The company achieved revenue of 54.587 billion yuan in the first half of 2024, a year-on-year increase of 0.9%; net profit was 2.573 billion yuan, a year-on-year decrease of 22.8%; the core profit of domestic basic business was 3.08 billion yuan, a year-on-year increase of 9.5%; the basic earnings per share were 2.29 yuan, a year-on-year decrease of 0.66 yuan. In terms of profit margins, affected by the reduction of opportunities in the international market and the sluggish performance of the engineering installation business due to the domestic real estate situation, the company's profit margins fell year-on-year. The gross margin reached 11.84%, a year-on-year decline of 1.38 percentage points; the operating profit margin was 7.15%, a year-on-year decline of 2.59 percentage points; the net profit margin was 4.71%, a year-on-year decline of 1.45 percentage points.

Natural gas business continues to grow, and the company further expands its natural gas market share and customer base. ENN Energy achieved steady growth in the natural gas business segment in the first half of 2024, with retail gas volume increasing by 4.5% year-on-year to 12.71 billion cubic meters, indicating the continuous growth of market demand. Notably, the retail gas volume for industrial and commercial users grew by 5.4% year-on-year, accounting for 75.2% of the total. The company has successfully developed new industrial and commercial users through innovative models and technical applications, with a daily opening gas volume of 7.262 million cubic meters and 775,000 new household users, showing significant results in expanding the customer base. In addition, the company actively promoted the adjustment of residential gas prices, and as of the end of July 2024, a total of 59% of the residential gas volume had been adjusted, which is helpful for improving profitability.

Pan-energy and smart home businesses have grown significantly, and the proportion of gross profit has increased. The pan-energy business achieved a sales volume of 197.4 billion kilowatt-hours during the reporting period, a year-on-year increase of 26%, with gross profit increasing by 23% year-on-year to 1.4 billion yuan. The gross profit of the smart home business increased by 23% year-on-year, with the number of transaction customers increasing to 2.683 million, and the unit price increasing to 325 yuan/customer. The company has promoted business upgrades through the in-depth application of digital intelligence, achieving rapid growth in pan-energy business, and expects the gross profit of the smart home business to grow by 20%-30% in the second half of the year.

The debt structure has been optimized, and financing costs have been reduced. The company has reduced its total debt by repaying some loans and repurchasing US dollar bonds, while maintaining a good credit rating, providing a solid financial foundation for the company's future investment and expansion. The company will continue to monitor market conditions and adjust financing strategies flexibly to support its business growth and shareholder returns. Specifically, the company's net debt ratio in the first half of 2024 fell from 25.3% to 24.3%, showing the company's efforts to reduce financial leverage.

Valuation forecast and investment recommendation: Looking forward to 2024, we believe that due to the constraints of the macro and industry environment, the decline in the company's new connections will continue to have a negative impact on future profits, but the company's overall operations are relatively stable. Based on the company's performance, we maintain our forecast for the company's main business revenue for FY24-26 at 122.475 billion yuan/132.386 billion yuan/143.859 billion yuan, corresponding to the net profit attributable to the parent of 8.134 billion yuan/8.633 billion yuan/9.357 billion yuan, with a target price of 73.99 HKD/share, and maintain the OUTPERFORM rating.

Risks: Macroeconomic policy risks; fluctuations in natural gas prices; the risk of terminal demand not meeting expectations.

APPENDIX 2

ESG Comments

Environmental:

Carbon emission intensity was 28.5% lower than that of 2019

Social:

Continued to promote business intelligence, to achieve immediate monitoring and early warning and evaluation of safety production, and the rate of work-related injury incidents in millions of hours dropped to 0.4

Governance:

Maintained transparency in company management

附录 APPENDIX

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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

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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.

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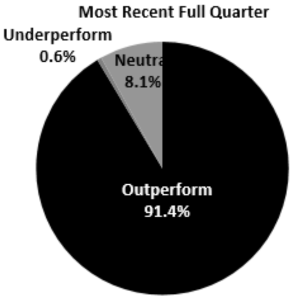

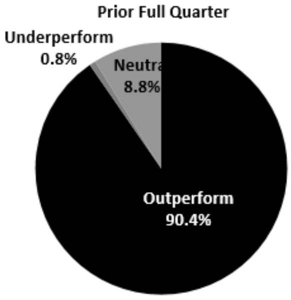

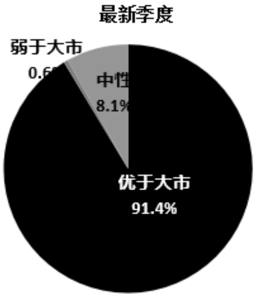

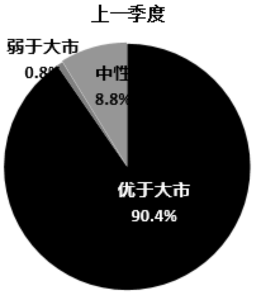

截至 2024 年 6 月 30 日海通国际股票研究评级分布

	优于大市	中性 (持有)	弱于大市
海通国际股票研究覆盖率	91.4%	8.1%	0.6%
投资银行客户*	3.1%	4.8%	0.0%

*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 June 30, 2024

	Outperform	Neutral (hold)	Underperform
HTI Equity Research Coverage	91.4%	8.1%	0.6%
IB clients*	3.1%	4.8%	0.0%

*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.

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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.

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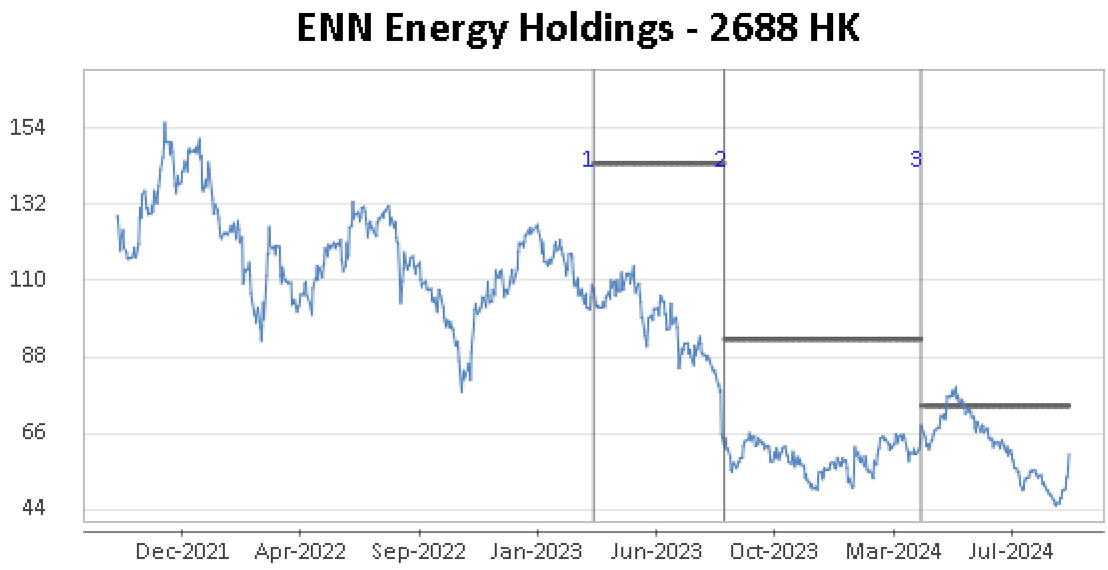

1. 31 Mar 2023 OUTPERFORM at 107.10 target 143.82.
2. 28 Aug 2023 OUTPERFORM at 63.80 target 93.07.
3. 14 Apr 2024 OUTPERFORM at 66.50 target 73.99.

Source: Company data Bloomberg, HTI estimates