

1368 HK Xtep International Rating: OUTPERFORM Target Price: HK\$6.65

Kai Sheng k.sheng@htisec.com

Xi Liang xi.liang@htisec.com

Mengxuan Zhou mx.zhou@htisec.com

Xiaorui Hu amber.xr.hu@htisec.com

24Q4 主品牌流水回暖, 索康尼全年收入规模有望破 10 亿

投资要点:

- 主品牌 Q4 流水环比回暖, 折扣同比改善, 库存水平健康。主品牌流水 24Q4 高单增长, 高基数下实现较好增长 (23Q4:增 30+%), 环比回暖 (24Q1/Q2/Q3:增高单/10%/中单), 全年流水高单位数增长 (23 全年:增 20+%)。 24Q4 零售折扣水平为 7-75 折, 同比改善 (23Q4:7 折), 环比折扣增加 (24Q3:75 折), 我们判断主因 Q4 节假日及线上大促。全年渠道库存周转保持 4 个月健康水平。
- 索康尼持续高增,全年收入规模有望突破 10 亿元。索康尼 24Q4 流水同比增长 50%,维持高增趋势(24Q3:增 50+%),24 全年流水同比增长 60+%。专业运动(索康尼、迈乐品牌为主)2023 全年收入约 8 亿元,24H1 收入同比增长 72.2% 至 5.9 亿元,我们预测 2024 全年索康尼品牌收入规模突破 10 亿元。2023 年索康尼成为公司除主品牌外第一个实现盈利的品牌,2024 年 1 月起公司持有索康尼及迈乐中国业务 100%所有权,我们预测随高利润品牌协同效应加强,索康尼盈利水平将持续提升。
- 索康尼渠道升级拓展+产品矩阵扩充推新。索康尼扩大新形象店布局,9 月起先后在深圳、上海揭幕两家月球概念店,结合月亮和冠军元素,凸显索康尼核心跑鞋技术。12 月末在北京开设首个城市体验店,延续月亮概念设计,致敬宇航员1965 年穿索康尼太空鞋登月的历史时刻,更融合当地特色的跑步路线。24Q4索康尼除推出 LAMFO、设计师 Jae Tips 联名鞋款外,更推出羽绒服、慢跑裤、通勤裤等,丰富品类。我们判断新形象店有助提升整体店效,公司出售时尚运动分部后将集中资源加强成长品牌发展力度,预测索康尼积极渠道升级拓展+产品矩阵丰富将延续。
- 主品牌及索康尼马拉松领域跑鞋领先地位稳固。本届上海马拉松首次成为世界马拉松大满贯候选赛事,主品牌全局完赛跑者穿着率连年攀升至22.4%、首次超越国际品牌登顶全局穿着率榜首,索康尼蝉联全局穿着率前三。北京马拉松主品牌蝉联全局及破三跑鞋穿着率第一、全局穿着率两倍于第二名,索康尼连续两年居全局穿着率前三。
- 盈利预测与估值。我们看好公司在跑步领域完整和专业的跑步矩阵, 索康尼进入盈利阶段, 中长期有望形成有力第二增长曲线。我们预计公司 2024/2025 年净利润 12.6/13.9 亿元,目标价 6.65 港元,按照汇率 1 港币=0.92 元人民币, 对应 2025年市盈率 12x, 维持"优于大市"评级。
- 风险提示。零售环境疲软,新品牌增长不及预期,店铺拓展进展放缓,行业政策变化等。

主要财务数据及预测

2022	2023	2024E	2025E	2026E
12930	14346	14966	16420	18331
29.13%	10.94%	4.32%	9.72%	11.64%
922	1044	1263	1394	1564
1.47%	13.22%	21.05%	10.32%	12.25%
0.35	0.40	0.47	0.52	0.58
40.92%	42.17%	42.81%	43.03%	43.25%
11.18%	11.77%	13.31%	13.67%	14.26%
	12930 29.13% 922 1.47% 0.35 40.92%	12930 14346 29.13% 10.94% 922 1044 1.47% 13.22% 0.35 0.40 40.92% 42.17%	12930 14346 14966 29.13% 10.94% 4.32% 922 1044 1263 1.47% 13.22% 21.05% 0.35 0.40 0.47 40.92% 42.17% 42.81%	12930 14346 14966 16420 29.13% 10.94% 4.32% 9.72% 922 1044 1263 1394 1.47% 13.22% 21.05% 10.32% 0.35 0.40 0.47 0.52 40.92% 42.17% 42.81% 43.03%

资料来源:公司年报(2022-2023), HTI 备注:净利润为归属母公司所有者的净利润



表 1 可比公司估值表

公司名称	八司女孙 吓恶心切		股价	净利润 (百万元)			市盈率 (X)				
公可石孙	公司名称 股票代码	(亿港元)	(港元)	2022	2023	2024E	2025E	2022	2023	2024E	2025E
安踏体育	2020.HK	2236	79.20	11295	14547	14881	16699	19.80	15.37	15.03	13.39
李宁	2331.HK	400	15.48	3517	3409	3782	4163	11.38	11.74	10.58	9.61
平均								15.59	13.55	12.80	11.50

注:收盘价为 2025 年 1 月 16 日价格,行情、净利润货币单位为港币,净利润来自 Wind 一致预期。

资料来源: Wind, HTI



财务报表分析和预测

主要财务指标	2023	2024E	2025E	2026E	利润表(百万元)	2023	2024E	2025E	2026E
毎股指标(元)					营业总收入	14346	15582	16420	18331
每股收益	0.40	0.47	0.52	0.58	营业成本	8296	8926	9383	10434
每股净资产	3.36	3.54	3.80	4.09	毛利率%	42.2%	42.7%	42.9%	43.1%
每股经营现金流	0.48	0.55	0.47	0.48	营业税金及附加	-	-	-	-
每股股利 (港元)	0.22	0.70	0.28	0.32	营业税金率%	-	_	-	-
价值评估(倍)					营业费用	3369	3646	3809	4216
P/E	10.27	11.10	10.06	8.96	营业费用率%	23.5%	23.4%	23.2%	23.0%
P/B	1.21	1.48	1.38	1.28	管理费用	1540	1652	1740	1916
P/S	1.06	1.02	0.93	0.83	管理费用率%	10.7%	10.6%	10.6%	10.5%
EV/EBITDA	7.11	8.01	6.93	5.86	EBIT	1233	1358	1487	1765
股息率%	3.8%	12.4%	5.0%	5.6%	财务费用	140	2	-16	-26
盈利能力指标(%)					财务费用率%	1.0%	0.0%	-0.1%	-0.1%
毛利率	42.2%	42.8%	43.0%	43.2%	资产减值损失	-	-	-	-
净利润率	7.2%	8.5%	8.5%	8.6%	投资收益	_	_	_	_
净资产收益率	11.8%	13.3%	13.7%	14.3%	营业利润	1001	1357	1503	1791
资产回报率	6.0%	6.9%	7.2%	7.6%	营业外收支	448	461	406	351
投资回报率	7.1%	7.2%	7.2%	8.9%	利润总额	1449	1818	1909	2142
盈利增长(%)	7.170	7.270	7.570	0.570	EBITDA	1541	1712	1830	2099
营业收入增长率	10.9%	8.6%	5.4%	11.6%	所得税	416	545	534	600
EBIT增长率	34.9%	10.2%	9.5%	18.7%	有效所得税率%	28.7%	30.0%	28.0%	28.0%
净利润增长率	13.2%	21.6%	8.0%	12.2%	少数股东损益	3	30.0%	4	28.0%
	15.2%	21.0%	6.0%	12.270		1044	1269	1370	1538
偿债能力指标 资产负债率	40 50/	40.70/	47.20/	40.70/	归属母公司所有者净利润	1044	1209	1370	1556
	48.5%	49.7%	47.3%	49.7%					
流动比率	2.06	2.00	2.15	2.02	* * * * / : \	2000	20245	20255	20255
速动比率	1.59	1.48	1.70	1.51	资产负债表 (百万元)	2023	2024E	2025E	2026E
现金比率	0.56	0.58	0.66	0.57	货币资金	3295	3997	4394	4775
经营效率指标					应收账款及应收票据	6015	6134	6702	7557
应收账款周转天数	115.29	115.29	115.29	115.29	存货	1794	2560	1962	3031
存货周转天数	88.55	87.80	86.75	86.12	其它流动资产	941	1121	1276	1500
总资产周转率	0.85	0.86	0.85	0.89	流动资产合计	12044	13812	14334	16863
固定资产周转率	9.69	9.55	9.63	10.34	长期股权投资	495	495	495	495
					固定资产	1592	1670	1741	1804
					在建工程	-	-	-	-
					无形资产	1818	1636	1473	1325
现金流量表(百万元)	2023	2024E	2025E	2026E	非流动资产合计	5281	5202	5134	5074
净利润	1044	1269	1370	1538	资产总计	17325	19014	19468	21938
少数股东损益	3	4	4	5	短期借款	1372	1372	1372	1372
非现金支出	307	354	343	334	应付票据及应付账款	2531	3460	2837	4165
非经营收益	-61	-373	-318	-262	预收账款	-	-	-	-
营运资金变动	-21	85	-260	-352	其它流动负债	1948	2069	2456	2824
经营活动现金流	1255	1334	1135	1257	流动负债合计	5851	6901	6666	8362
资产	-493	-250	-250	-250	长期借款	2152	2152	2152	2152
投资	-66	-125	-125	-125	其它长期负债	400	400	400	400
其他	-356	461	406	351	非流动负债合计	2552	2552	2552	2552
投资活动现金流	-915	87	32	-24	负债总计	8402	9453	9217	10914
债权募资	48	0	0	0	实收资本	5-02	3.33	,,	10314
股权募资	0	0	0	0	归属于母公司所有者权益	8863	9497	10182	10951
其他	-510	-719	-769	-853	少数股东权益	61	64	69	73
融资活动现金流	-510 - 461	-719 - 719	-769 - 769	-853	ン	17325	1 9014	19468	21938
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备注: (1) 表中计算估值指标的收盘价日期为 1 月 16 日; (2) 以上各表均为简表资料来源: 公司年报(2023), HTI



APPENDIX 1

Summary

Investment Highlights:

Main brand Q4 turnover improved, discounts better YoY, healthy inventory. Main brand turnover grew well in 24Q4, with high single-digit growth annually. Retail discount in 24Q4 was 70-75%, improved YoY, increased QoQ due to holidays and online promotions. Inventory turnover maintained at 4 months.

Saucony's high growth continues, annual revenue expected to exceed 1 billion RMB. Saucony's 24Q4 turnover grew 50% YoY, maintaining high growth. 2023 professional sports revenue was 0.8 billion RMB, 24H1 revenue grew 72.2% YoY to 0.59 billion RMB. Saucony became profitable in 2023, with full ownership from January 2024. Profitability expected to improve with synergy.

Saucony channel upgrade and product expansion. New concept stores opened in Shenzhen and Shanghai, highlighting core shoe technology. First city experience store opened in Beijing, integrating local running routes. New products include LAMFO, designer Jae Tips shoes, down jackets, and pants.

Main brand and Saucony lead in marathon shoes. Shanghai Marathon saw main brand's wear rate rise to 22.4%, surpassing international brands. Saucony remained in top three. In Beijing Marathon, main brand led in wear rate, Saucony in top three for two years.

Profit forecast and valuation. We are optimistic about the company's running matrix. Saucony's profitability marks a second growth curve. We estimate 2024/2025 net profit at 1.26/1.39 billion RMB. Our target price of HKD6.65 is equivalent to 12x PER of 2025, and we maintain the OUTPERFORM rating.

Risk Warning. Weak retail environment, new brand growth weaker than expected, slower store expansion, policy changes.

附录 APPENDIX

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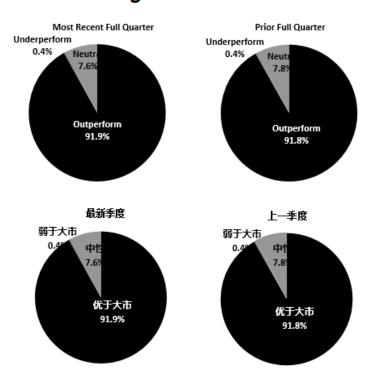
Outperform: The stock's total return over the next 12-18 months is expected to exceed the return of its relevant broad market benchmark, as indicated below.

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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Ratings Distribution



截至 2024年 12月 31日海通国际股票研究评级分布

	优于大市	中性	弱于大市
		(持有)	
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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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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

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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, 2024

	Outperform	Neutral	Underp er for m
		(h ol d)	
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IB clients*	2.1%	2.2%	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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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 U74140 M H 2011FT C224070

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 U74140 M H 2011FT C224070

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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