

Thermo Fisher (TMO US)

A promising year ahead

Thermo Fisher (TMO) delivered a strong performance in 4Q24, with revenue up by 4.7% YoY and adjusted EPS up by 7.6%, beating consensus by 1.0%/2.7%, respectively. This marks an acceleration in earnings growth, with sequential improvements across all business segments. Mgmt's 2025 guidance projects revenue growth of 1.4-2.6% YoY and adjusted EPS growth of 5.7-7.5% YoY.

- Robust demand outlook. TMO experienced a significant resurgence in demand in 4Q24, driven by continued pharmaceutical innovation and a positive biotech funding environment. This momentum is expected to persist. According to mgmt's discussions with clients in early 2025, MNC clients are confidence about future prospects, particularly those benefiting from GLP 1 drugs, while biotech clients also maintain an optimistic outlook. Mgmt. is convinced that the industry will revert to long-term growth of 4-6%, while TMO can achieve organic growth of 7-9% through market share expansion. Notably, in order to meet the burgeoning demand, TMO plans to invest US\$1.4-1.7bn in capex in 2025, reflecting an 11% YoY increase (midpoint), the first YoY capex growth since 2021.
- Broad-based growth across all segments in 4Q24. Life Science registered 5.5% YoY growth in the quarter, the first positive growth since 1Q22, driven by the bioproduction and biosciences businesses. Despite persistent headwinds in China, Analytical Instruments still managed to achieve 7.3% YoY growth in 4Q24. This segment has emerged as the fastest-growing segment within the Company, mainly driven by electron microscopy, chromatography, and mass spectrometry businesses. As the largest revenue source, Laboratory Products and Biopharma Services grew by 3.8% YoY, fueled by CDMO and research and safety market channels businesses. The clinical CRO business delivered low single-digit growth in 2024. We are confident that TMO will sustain an upward trajectory in 2025.
- China remains a strategic market. In 2024, revenue from China recorded low single-digit growth, with a clear sequential improvement throughout the year. This represented a substantial recovery compared to the high single-digit decline in 2023, signalling stabilizing demand. Mgmt. noted that China's equipment stimulus policies began contributing revenue in 4Q24, with a robust inflow of equipment orders. As TMO's 2nd largest individual market, China remains a key strategic focus. Given the Chinese government's continued rollout of economic stimulus measures, we believe that market stabilization and potential recovery will serve as a critical catalyst for TMO's earnings growth moving forward.
- Maintain BUY. We raise TP from US\$670 to US\$690, based on a 10-year DCF model with WACC of 7.32% and terminal growth of 2.0%. We forecast TMO's revenue to grow by 2.9%/ 5.3%/ 8.1% YoY and adjusted net income to increase by 5.6%/ 9.9%/ 10.6% YoY in 2025E/ 26E/ 27E, respectively.

Earnings Summary

(YE 31 Dec)	FY23A	FY24A	FY25E	FY26E	FY27E
Revenue (US\$ mn)	42,857	42,879	44,129	46,459	50,221
YoY growth (%)	(4.6)	0.1	2.9	5.3	8.1
Adjusted net profit (US\$ mn)	8,364	8,380	8,852	9,733	10,767
YoY growth (%)	(8.7)	0.2	5.6	9.9	10.6
EPS (Adjusted) (US\$)	21.67	21.94	23.38	26.06	29.24
Consensus EPS (US\$)	na	na	23.33	25.77	28.89
P/E (Adjusted) (x)	27.0	26.6	24.9	22.3	19.9

Source: Company data, Bloomberg, CMBIGM estimates

BUY (Maintain)

 Target Price
 U\$\$690.00

 (Previous TP
 U\$\$670.00)

 Up/Downside
 18.5%

 Current Price
 U\$\$582.38

China Healthcare

Jill WU, CFA (852) 3900 0842 jillwu@cmbi.com.hk

Benchen HUANG, CFA huangbenchen@cmbi.com.hk

Stock Data

Mkt Cap (US\$ mn)	222,469.2
Avg 3 mths t/o (US\$ mn)	1,089.9
52w High/Low (US\$)	624.21/501.29
Total Issued Shares (mn)	382.0

Source: FactSet

Shareholding Structure

Vanguard	8.6%
BlackRock	7.6%

Source: Bloomberg

Share Performance

	Absolute	Relative
1-mth	8.4%	6.9%
3-mth	4.1%	1.8%
6-mth	-3.3%	-16.4%

Source: FactSet



Source: FactSet



Figure 1: Earnings revision

		New			Old			Diff (%)	
US\$mn	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Revenue	44,129	46,459	50,221	45,457	49,234	NA	-2.92%	-5.64%	NA
Gross profit	18,426	20,024	22,265	18,768	20,743	NA	-1.82%	-3.47%	NA
Operating profit	7,715	8,698	9,980	7,653	8,934	NA	0.81%	-2.64%	NA
Non-GAAP net profit	8,852	9,733	10,767	8,752	9,662	NA	1.14%	0.73%	NA
Non-GAAP EPS (US\$)	23.38	26.06	29.24	23.19	25.99	NA	0.83%	0.29%	NA
Gross margin	41.76%	43.10%	44.33%	41.29%	42.13%	NA	+0.47ppt	+0.97ppt	NA
Operating margin	17.48%	18.72%	19.87%	16.84%	18.15%	NA	+0.65ppt	+0.58ppt	NA
Net margin	20.06%	20.95%	21.44%	19.25%	19.62%	NA	+0.81ppt	+1.32ppt	NA

Source: Company data, CMBIGM estimates

Figure 2: CMBIGM estimates vs consensus

<u> </u>	CMBIGM			(Consensus		Diff (%)		
US\$mn	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Revenue	44,129	46,459	50,221	43,909	46,840	50,269	0.50%	-0.81%	-0.10%
Gross profit	18,426	20,024	22,265	18,730	20,071	21,669	-1.62%	-0.24%	2.75%
Operating profit	7,715	8,698	9,980	10,314	11,235	12,349	-25.20%	-22.58%	-19.18%
Non-GAAP net profit	8,852	9,733	10,767	8,840	9,659	10,709	0.14%	0.76%	0.54%
Non-GAAP EPS (US\$)	23.38	26.06	29.24	23.33	25.77	28.89	0.22%	1.15%	1.21%
Gross margin	41.76%	43.10%	44.33%	42.66%	42.85%	43.11%	-0.90ppt	+0.25ppt	+1.23ppt
Operating margin	17.48%	18.72%	19.87%	23.49%	23.99%	24.57%	-6.01ppt	-5.26ppt	-4.69ppt
Net margin	20.06%	20.95%	21.44%	20.13%	20.62%	21.30%	-0.07ppt	+0.33ppt	+0.14ppt

Source: Company data, Bloomberg, CMBIGM estimates

Figure 3: DCF valuation of Thermo Fisher

DCF Valuation (in US\$bn)	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2034E
EBIT	7.7	8.6	9.9	11.4	13.1	14.9	16.9	19.1	21.5	24.1
Tax rate	11.5%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
EBIT*(1-tax rate)	6.8	7.8	8.9	10.3	11.8	13.4	15.2	17.2	19.4	21.7
+ D&A	3.2	3.1	3.1	3.5	4.0	4.5	5.0	5.6	6.3	7.0
 Change in working capital 	(0.4)	(0.5)	(0.9)	(1.0)	(1.1)	(1.2)	(1.4)	(1.6)	(1.7)	(1.9)
- Capex	(5.6)	(5.7)	(5.8)	(5.8)	(5.8)	(5.8)	(5.8)	(5.8)	(5.8)	(5.8)
FCFF	4.1	4.7	5.3	7.0	8.8	10.8	13.1	15.5	18.1	20.9
Terminal value										445.3

rerminai vaiue	
Terminal growth rate	2.50%
WACC	7.32%
Cost of equity	8.69%
Cost of debt	5.30%
Equity beta	0.86
Risk free rate	4.40%
Market risk premium	5.00%
Target debt to asset ratio	35.00%
Effective corporate tax rate	10.00%
DV (4 : 1 41001)	0400
PV of terminal value (US\$bn)	219.8
Total PV (US\$bn)	287.3
Net debt (US\$bn)	26.1
Non-controlling interest (US\$bn)	(0.0)
Equity value (US\$bn)	261.2
# of shares (mn)	379
Price per share (US\$)	690.00

Source: CMBIGM estimates



Figure 4: Valuation range based on sensitivity analysis

Price pe	r share			WACC		
(US\$)		6.32%	6.82%	7.32%	7.82%	8.32%
	3.5%	1,221.22	1,006.83	849.19	728.58	633.43
Terminal	3.0%	1,050.85	886.28	760.38	661.08	580.86
growth	2.5%	925.11	793.65	690.00	606.27	537.33
rate	2.0%	828.48	720.25	632.85	560.89	500.68
	1.5%	751.91	660.65	585.52	522.69	469.41

Source: CMBIGM estimates

Figure 5: Global peer valuation

Company	Ticker	Rating	Mkt Cap	Revenue CAGR	Net income CAGR		P/E (x)		PEG (x)	PB (x)	ROE	Div. yield
			US\$bn	23-26E	23-26E	24E	25E	26E	24E	24E	24E	24E
Overseas												
Thermo Fisher	TMO US	BUY	221.1	2.7%	5.2%	24.9	22.3	19.9	4.8	4.1	16.5%	0.3%
Danaher	DHR US	NR	152.5	2.6%	3.3%	28.1	27.5	24.6	8.6	3.0	9.7%	0.5%
Samsung Bio	207940 KS	NR	53.5	19.9%	22.8%	76.3	60.7	48.7	3.3	7.1	9.8%	0.0%
Lonza	LONN SW	NR	49.0	8.4%	14.6%	45.0	37.1	31.1	3.1	4.7	9.4%	0.7%
IQVIA	IQV US	NR	38.9	4.3%	7.2%	19.3	18.1	16.3	2.7	5.7	29.1%	0.0%
LabCorp	LH US	NR	20.7	5.9%	7.1%	17.0	15.5	14.1	2.4	2.5	15.3%	1.2%
ICON	ICLR US	NR	16.4	3.2%	7.2%	14.2	13.9	12.3	2.0	1.7	9.9%	0.0%
Sartorius	SRT GR	NR	17.9	5.7%	8.8%	52.3	40.8	32.4	6.0	4.0	11.1%	0.4%
Medpace	MEDP US	NR	11.4	9.5%	17.4%	30.8	29.1	25.5	1.8	11.7	48.0%	0.0%
Charles River	CRL US	NR	8.6	0.2%	-0.5%	16.4	17.2	15.4	na	2.2	12.4%	0.0%
Bachem	BANB SW	NR	4.8	18.7%	18.9%	36.5	33.0	23.6	1.9	3.1	8.8%	1.5%
Overseas average				7.4%	10.2%	32.8	28.7	24.0	0.4	4.5	16.4%	0.4%
China												
WuXi AppTec	603259 CH	BUY	22.9	6.9%	7.5%	16.1	14.4	12.4	2.2	2.9	16.6%	1.7%
WuXi Biologics	2269 HK	BUY	11.2	12.0%	9.7%	17.0	15.1	13.0	1.8	1.7	11.8%	0.0%
Tigermed	300347 CH	BUY	5.5	6.5%	5.7%	44.4	40.2	32.3	7.8	2.6	5.8%	0.7%
Pharmaron	300759 CH	NR	5.8	9.7%	10.7%	25.8	24.7	21.3	2.4	3.3	13.1%	0.9%
Joinn	6127 HK	BUY	1.6	3.5%	-9.9%	80.8	31.2	19.8	na	0.9	1.0%	0.4%
Asymchem	002821 CH	NR	3.9	-0.8%	-11.5%	28.4	22.9	18.4	na	1.6	5.7%	1.0%
China average				6.3%	2.0%	35.4	24.8	19.5	3.5	2.2	9.0%	0.8%

Source: Bloomberg, CMBIGM
Note: Data of Thermo Fisher, WuXi AppTec, WuXi Bio, Tigermed and Joinn are based on CMBIGM forecasts, while data of other companies are based on Bloomberg consensus as of 6 Feb 2025.



Financial Summary

Cont of goods sold C5,944 C2,757 C5,208 C5,702 C6,408 C2,7956 C7056 profit 18,971 17,100 17,671 18,425 20,024 22,286 C9perating expenses (10,578) (10,241) (10,334) (10,711) (11,325) (12,285 C5,684 expense (14,471) (1,337) (1,900) (1,453) (1,553) (1,036 C5,684 expense (1,471) (1,437) (1,900) (1,453) (1,553) (1,036 C5,684 expense (1,471) (4,99) (379) (4,00) (400)	INCOME STATEMENT	2022A	2023A	2024A	2025E	2026E	2027E
Cost of goods sold (25,944) (25,757) (25,208) (25,702) (26,439) (27,956) Operating expenses (10,578) (10,241) (10,344) (10,171) (11,326) (12,286) SGAA expense (6,939) (6,939) (13,437) (1,530) (1,453) (1,533) (1,703) RAD expense (1,411) (1,337) (1,300) (1,453) (1,553) (1,703) Oberating profit 8,383 8,599 7,337 7,715 8,698 9,898 Interest income 272 879 1,076 769 642 49,898 Interest supense (76,5) (1,375) (1,300) (1,148) (977) (911 Interest supense (76,5) (1,375) (1,300) (1,148) (977) (911 Interest supense (704) (65) (1,300) (1,148) (977) (911 Interest supense (703) (2,324) (2,024) (1,001) (1,001) (1,001) (1,001) (1,001) <td>YE 31 Dec (US\$ mn)</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	YE 31 Dec (US\$ mn)						
Gross profit 18,971 17,100 17,671 18,428 20,024 22,285	Revenue	44,915	42,857	42,879	44,129	46,459	50,221
Gross profit 18,971 17,100 17,671 18,426 20,242 22,285 Operating expenses (10,578) (10,248) (10,578) (10,248) (10,373) (10,128) (12,285) SGA expense (1,471) (1,439) (1,439) (1,453) (1,533) (1,170) (1,503) (1,503) (1,170) (1,503) (1,503) (1,170) (1,503) (1,503) (1,170) (1,507) (1,500) (1,000) (400)	Cost of goods sold	(25,944)	(25,757)	(25,208)	(25,702)	(26,436)	(27,956)
SGAA expense (8,993) (8,445) (8,855) (8,856) (9,373) (10,1025)	5	• • •		,			22,265
SGAA expense (8,993) (8,445) (8,855) (8,856) (9,373) (10,1025)	·	•		•	· ·	-	(12,285)
RAD expense (1,471) (1,337) (1,337) (1,453) (1,453) (1,553) (1,753) (1,753) (1,753) (1,753) (1,753) (1,653) (1,853) (8,859) 7,337 7,715 8,898 9,898 1,988 1,428 1,448						(9.373)	
Ohners (114) (459) (379) (400) <t< td=""><td>•</td><td> ,</td><td> ,</td><td> ,</td><td></td><td></td><td> ,</td></t<>	•	,	,	,			,
Operating profit 8,393 6,859 7,337 7,715 8,688 9,886 Interacts income 272 879 1,078 769 62 448 Interact expenses (726) (1,375) (1,390) (1,146) (977) (811 Other income/expense (703) (258) 7,037 7,276 8,303 9,000 Income lax (703) (254) (657) (857) (830) 9,000 Income lax (703) (264) (657) (837) (930) (960) Others (1772) (59) (42) (100) (100<	•						(400)
Interest Number 1,000			, ,			` '	9,980
Interest expense (7,726)							490
Other income/expense (104) (65) 12 (60) (60) (60) Pre-tax profit 7,835 6,298 7,037 7,276 8,303 9,600 Others (172) (659) (42) (100)							(811)
Pe-tax profit 7,835 6,298 7,037 7,276 8,303 9,806	•	, ,		* ' '	,	, ,	(60)
Income tax	•	, ,	` '		` '	` '	9,600
Others (172) (59) (42) (100) (100) (100) (100) (100) 5,955 6,338 6,339 7,373 8,544 Mnority interest (10) 40 (3) (3) (3) (3) (4) Net profit 6,950 5,995 6,335 6,336 7,370 8,536 Adjusted net profit 9,159 8,364 8,380 8,852 9,733 10,767 Gross dividends 470 540 596 596 693 800 BALANCE SHEET 2022A 2023A 2024A 2025E 2026E 2027E YE 31 Dec (US\$ mn) 2006 (US\$ mn) 2006 (US\$ mn) 22,138 23,235 24,144 26,028 Cash & equivalents 8,524 8,077 4,009 4,699 5,015 5,676 Cash & equivalents 8,524 8,077 4,009 4,699 5,015 5,677 Account receivables 8,115 8,221 1,91 8,45 8,891	-	•	•	•	· ·		•
After tax profit 6,960 5,955 6,338 6,339 7,373 8,544 Mincrity interest (10) 40 (3) (3) (3) (4) Met profit 6,950 5,995 6,335 6,336 7,370 8,534 Adjusted net profit 9,159 8,364 8,380 8,852 9,733 10,765 Cross dividends 470 504 596 596 693 803 BALANCE SHEET 2022A 2023A 2024A 2025E 2026E 2027E EALANCE SHEET 2022A 2023A 2024A 2025E 2026E 2027E <td></td> <td>, ,</td> <td></td> <td>, ,</td> <td></td> <td>, ,</td> <td>, ,</td>		, ,		, ,		, ,	, ,
Minority interest (10)		, ,				, ,	, ,
Net profit 6,950 5,995 6,335 6,36e 7,370 8,364 Adjusted net profit 9,159 8,364 8,360 8,852 9,733 10,761 Cross dividends 470 540 596 596 596 693 800 BALANCE SHEET 2022A 2023A 2024A 2025E 2026E 2027E YE 31 Dec (US\$ mn) 2 24,589 22,138 23,235 24,144 26,022 Cash & equivalents 8,524 8,077 4,009 4,699 5,015 5,676 Account receivables 8,115 8,221 8,191 8,445 8,891 9,611 Inventories 5,634 5,088 4,978 5,132 5,278 5,562 Prepayment 0 <td>•</td> <td>•</td> <td>•</td> <td></td> <td>•</td> <td>•</td> <td>•</td>	•	•	•		•	•	•
Adjusted net profit 9,159 8,364 8,380 8,852 9,733 10,767 Gross dividends 470 540 596 596 596 693 803 BAL ANCE SHEET 2022A 2023A 2024A 2025E 2026E 2027E YE 31 Dec (US\$ mn) 2002 Current assets 25,229 24,589 22,138 23,235 24,144 26,028 Cash & equivalents 8,524 8,077 4,009 4,699 5,015 5,875 Account receivables 5,145 8,221 8,191 8,445 8,891 9,911 Inventories 5,634 5,088 4,978 5,132 5,278 5,586 Prepayment 0	-	` '					
BALANCE SHEET 2022A 2023A 2024A 2025E 2026E 2027E YE 31 Dec (US\$ mn) Current assets 25,229 24,589 22,138 23,235 24,144 26,028 Cash & equivalents 8,524 8,077 4,009 4,699 5,015 5,874 Account receivables 8,115 8,221 8,191 8,445 8,891 9,611 Inventories 5,634 5,088 4,978 6,132 5,278 5,582 Prepayment 0	-		•				· ·
BALANCE SHEET 2022A 2023A 2024A 2025E 2026E 2027E VE 31 Dec (US\$ mn) VE 21 Dec (US\$ mn) VE 24,589 22,138 23,235 24,144 26,026 Cash & equivalents 8,524 8,077 4,009 4,699 5,015 5,876 Account receivables 8,115 8,221 8,191 8,445 8,891 9,811 Inventories 5,634 5,088 4,978 5,132 5,278 5,586 Prepayment 0 <t< td=""><td></td><td>· · · · · · · · · · · · · · · · · · ·</td><td>•</td><td>•</td><td>· ·</td><td>· ·</td><td>· ·</td></t<>		· · · · · · · · · · · · · · · · · · ·	•	•	· ·	· ·	· ·
YE 31 Dec (US\$ mn) Current assets 25,229 24,589 22,138 23,235 24,144 26,028 Cash & equivalents 8,524 8,077 4,009 4,699 5,015 5,875 Account receivables 8,115 8,221 8,191 8,445 8,891 9,611 Inventories 5,634 5,088 4,978 5,132 5,278 5,582 Prepayment 0	Cross dividends	470	040	550	000	030	000
Current assets 25,229 24,589 22,138 23,235 24,144 26,026 Cash & equivalents 8,524 8,077 4,009 4,699 5,015 5,875 Account receivables 8,115 8,221 8,191 8,445 8,891 9,611 Inventories 5,634 5,088 4,978 5,132 5,278 5,582 Prepayment 0	BALANCE SHEET	2022A	2023A	2024A	2025E	2026E	2027E
Cash & equivalents 8,524 8,077 4,009 4,699 5,015 5,875 Account receivables 8,115 8,221 8,191 8,445 8,891 9,611 Inventories 5,634 5,088 4,978 5,132 5,278 5,582 Prepayment 0 0 0 0 0 0 0 0 0 Other current assets 1,644 1,760 3,517 <t< td=""><td>YE 31 Dec (US\$ mn)</td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	YE 31 Dec (US\$ mn)						
Account receivables 8,115 8,221 8,191 8,445 8,891 9,611 Inventories 5,634 5,088 4,978 5,132 5,278 5,582 Prepayment 0	Current assets	25,229	24,589	22,138	23,235	24,144	26,028
Inventories	Cash & equivalents	8,524	8,077	4,009	4,699	5,015	5,875
Prepayment 0 0 0 0 0 0 0 Other current assets 1,844 1,760 3,517 3,517 3,517 3,517 Contract assets 1,312 1,443 1,442 1,492	Account receivables	8,115	8,221	8,191	8,445	8,891	9,611
Other current assets 1,644 1,760 3,517 3,512 3,512 3,512 </td <td>Inventories</td> <td>5,634</td> <td>5,088</td> <td>4,978</td> <td>5,132</td> <td>5,278</td> <td>5,582</td>	Inventories	5,634	5,088	4,978	5,132	5,278	5,582
Contract assets 1,312 1,443 1,442 2,782 2,781 2,782 104 22,781 11,223 11,223 11,223 11,223 14,442 14,452 14,922 108,805 Current liabilities 17,010 14,012 13,332 13,288 13,272 13,345 13,443 1,443 1,443 1,443 1,443 1,443 1,443 1,443 1,443 1,443 1,443 1,443 1,442 14,292 14,842 14,292 </td <td>Prepayment</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td>	Prepayment	0	0	0	0	0	0
Non-current assets 71,925 74,137 75,184 77,523 80,047 82,781 PP&E 9,280 9,448 9,306 9,896 10,525 11,231 Intangibles 17,442 16,670 15,533 14,482 13,577 12,798 Goodwill 41,196 44,020 45,853 48,653 51,453 54,253 Other non-current assets 4,007 3,999 4,492 4,492 4,492 Total assets 97,154 98,726 97,322 100,758 104,192 108,805 Current liabilities 17,010 14,012 13,332 13,288 13,272 13,345 Short-term borrowings 5,579 3,609 2,214 2,114 2,014 1,914 Account payables 3,381 2,872 2,872 2,928 3,012 3,185 Other current liabilities 5,449 4,842 5,557 5,557 5,557 5,557 5,557 5,557 5,557 5,557 5,557 5,557 </td <td>Other current assets</td> <td>1,644</td> <td>1,760</td> <td>3,517</td> <td>3,517</td> <td>3,517</td> <td>3,517</td>	Other current assets	1,644	1,760	3,517	3,517	3,517	3,517
PP&E 9,280 9,448 9,306 9,896 10,525 11,237 Intangibles 17,442 16,670 15,533 14,482 13,577 12,795 Goodwill 41,196 44,020 45,853 48,653 51,453 54,253 Other non-current assets 4,007 3,999 4,492 4,492 4,492 Total assets 97,154 98,726 97,322 100,758 104,192 108,805 Current liabilities 17,010 14,012 13,332 13,288 13,272 13,345 Short-term borrowings 5,579 3,609 2,214 2,114 2,014 1,914 Account payables 3,381 2,872 2,872 2,928 3,012 3,185 Other current liabilities 5,449 4,842 5,557 5,557 5,557 5,557 Contract liabilities 36,112 37,990 34,438 33,838 33,238 32,688 Long-term borrowings 28,999 31,308 29,061	Contract assets	1,312	1,443	1,443	1,443	1,443	1,443
Intangibles 17,442 16,670 15,533 14,482 13,577 12,798 Goodwill 41,196 44,020 45,853 48,653 51,453 54,253 Other non-current assets 4,007 3,999 4,492 4,492 4,492 4,492 Total assets 97,154 98,726 97,322 100,758 104,192 108,805 Current liabilities 17,010 14,012 13,332 13,288 13,272 13,345 Short-term borrowings 5,579 3,609 2,214 2,114 2,014 1,914 Account payables 3,381 2,872 2,872 2,928 3,012 3,185 Coher current liabilities 5,449 4,842 5,557	Non-current assets	71,925	74,137	75,184	77,523	80,047	82,781
Goodwill 41,196 44,020 45,853 48,653 51,453 54,253 Other non-current assets 4,007 3,999 4,492 4,492 4,492 4,492 Total assets 97,154 98,726 97,322 100,758 104,192 108,805 Current liabilities 17,010 14,012 13,332 13,288 13,272 13,345 Short-term borrowings 5,579 3,609 2,214 2,114 2,014 1,914 Account payables 3,381 2,872 2,872 2,928 3,012 3,185 Other current liabilities 5,449 4,842 5,557 5,557 5,557 5,557 Contract liabilities 36,112 37,990 34,438 33,838 33,238 32,688 Non-current liabilities 36,112 37,990 34,438 33,838 33,238 32,688 Non-current liabilities 7,203 6,682 5,377 5,177 4,977 4,777 Total liabilities 16,743	PP&E	9,280	9,448	9,306	9,896	10,525	11,237
Other non-current assets 4,007 3,999 4,492 4,492 4,492 1,492 1,492 1,492 1,492 108,808 Current liabilities 17,010 14,012 13,332 13,288 13,272 13,345 Short-term borrowings 5,579 3,609 2,214 2,114 2,014 1,914 Account payables 3,381 2,872 2,872 2,928 3,012 3,185 Other current liabilities 5,449 4,842 5,557 5,557 5,557 5,557 Contract liabilities 2,601 2,689 <td>Intangibles</td> <td>17,442</td> <td>16,670</td> <td>15,533</td> <td>14,482</td> <td>13,577</td> <td>12,799</td>	Intangibles	17,442	16,670	15,533	14,482	13,577	12,799
Total assets 97,154 98,726 97,322 100,758 104,192 108,805 Current liabilities 17,010 14,012 13,332 13,288 13,272 13,345 Short-term borrowings 5,579 3,609 2,214 2,114 2,014 1,914 Account payables 3,381 2,872 2,872 2,928 3,012 3,185 Other current liabilities 5,449 4,842 5,557 1	Goodwill	41,196	44,020	45,853	48,653	51,453	54,253
Current liabilities 17,010 14,012 13,332 13,288 13,272 13,345 Short-term borrowings 5,579 3,609 2,214 2,114 2,014 1,914 Account payables 3,381 2,872 2,872 2,928 3,012 3,185 Other current liabilities 5,449 4,842 5,557 7,568 2,689 2,689 2,689	Other non-current assets	4,007	3,999	4,492	4,492	4,492	4,492
Short-term borrowings 5,579 3,609 2,214 2,114 2,014 1,914 Account payables 3,381 2,872 2,872 2,928 3,012 3,185 Other current liabilities 5,449 4,842 5,557 5,557 5,557 5,557 Contract liabilities 2,601 2,689	Total assets	97,154	98,726	97,322	100,758	104,192	108,809
Short-term borrowings 5,579 3,609 2,214 2,114 2,014 1,914 Account payables 3,381 2,872 2,872 2,928 3,012 3,185 Other current liabilities 5,449 4,842 5,557 5,557 5,557 5,557 Contract liabilities 2,601 2,689	Current liabilities	17.010	14.012	13.332	13.288	13.272	13.345
Account payables 3,381 2,872 2,872 2,928 3,012 3,188 Other current liabilities 5,449 4,842 5,557 5,557 5,557 5,557 Contract liabilities 2,601 2,689 2,689 2,689 2,689 2,689 2,689 Non-current liabilities 36,112 37,990 34,438 33,838 33,238 32,638 Long-term borrowings 28,909 31,308 29,061 28,661 28,261 27,861 Other non-current liabilities 7,203 6,682 5,377 5,177 4,977 4,777 Total liabilities 53,122 52,002 47,770 47,126 46,510 45,983 Share capital 441 442 442 442 442 442 Capital surplus 16,743 17,286 17,286 17,286 17,286 17,286 Retained earnings 41,910 47,364 53,409 59,486 66,532 74,672 Other reserves (15,116) (18,357) (21,577) (23,577) (26,577) (29,577) <td></td> <td></td> <td>•</td> <td></td> <td>•</td> <td></td> <td>-</td>			•		•		-
Other current liabilities 5,449 4,842 5,557 5,557 5,557 5,557 Contract liabilities 2,601 2,689 2,689 2,689 2,689 2,689 2,689 Non-current liabilities 36,112 37,990 34,438 33,838 33,238 32,638 Long-term borrowings 28,909 31,308 29,061 28,661 28,261 27,861 Other non-current liabilities 7,203 6,682 5,377 5,177 4,977 4,777 Total liabilities 53,122 52,002 47,770 47,126 46,510 45,983 Share capital 441 442 442 442 442 442 Capital surplus 16,743 17,286 17,286 17,286 17,286 17,286 Retained earnings 41,910 47,364 53,409 59,486 66,532 74,672 Other reserves (15,116) (18,357) (21,577) (23,577) (26,577) (29,577) Total shareholders eq	<u> </u>						
Contract liabilities 2,601 2,689 3,638 33,838 33,238 32,610 32,601 32,601 32,601							
Non-current liabilities 36,112 37,990 34,438 33,838 33,238 32,638 Long-term borrowings 28,909 31,308 29,061 28,661 28,261 27,861 Other non-current liabilities 7,203 6,682 5,377 5,177 4,977 4,777 Total liabilities 53,122 52,002 47,770 47,126 46,510 45,983 Share capital 441 442 442 442 442 442 442 A42							
Long-term borrowings 28,909 31,308 29,061 28,661 28,261 27,861 Other non-current liabilities 7,203 6,682 5,377 5,177 4,977 4,777 Total liabilities 53,122 52,002 47,770 47,126 46,510 45,983 Share capital 441 442 442 442 442 442 442 A42							
Other non-current liabilities 7,203 6,682 5,377 5,177 4,977 4,777 Total liabilities 53,122 52,002 47,770 47,126 46,510 45,983 Share capital 441 442 442 442 442 442 442 442 60,510 17,286		•	•	•	· ·	· ·	· ·
Total liabilities 53,122 52,002 47,770 47,126 46,510 45,983 Share capital 441 442	5						
Capital surplus 16,743 17,286 16,22 74,672 14,672 17,286 18,349 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td>45,983</td></td<>							45,983
Capital surplus 16,743 17,286 16,632 74,672 <t< td=""><td>Ohana aarital</td><td></td><td>440</td><td>440</td><td>440</td><td>440</td><td>446</td></t<>	Ohana aarital		440	440	440	440	446
Retained earnings 41,910 47,364 53,409 59,486 66,532 74,672 Other reserves (15,116) (18,357) (21,577) (23,577) (26,577) (29,577) Total shareholders equity 43,978 46,735 49,560 53,637 57,683 62,823 Minority interest 54 (11) (8) (5) (2) 33	·						
Other reserves (15,116) (18,357) (21,577) (23,577) (26,577) (29,577) Total shareholders equity 43,978 46,735 49,560 53,637 57,683 62,823 Minority interest 54 (11) (8) (5) (2) 33							
Total shareholders equity 43,978 46,735 49,560 53,637 57,683 62,823 Minority interest 54 (11) (8) (5) (2) 3	5						
Minority interest 54 (11) (8) (5) (2)							
10tal equity and nabilities 97,154 96,726 97,322 100,758 104,192 108,808	-						3
	Total equity and habilities	97,154	96,726	31,322	100,758	104,192	108,809



CASH FLOW	2022A	2023A	2024A	2025E	2026E	2027E
YE 31 Dec (US\$ mn)						
Operating						
Profit before taxation	7,835	6,298	7,037	7,276	8,303	9,600
Depreciation & amortization	3,381	3,406	3,108	3,211	3,125	3,066
Tax paid	(703)	(284)	(657)	(837)	(830)	(960)
Change in working capital	(1,049)	(537)	(379)	(351)	(509)	(850)
Others	(310)	(477)	(443)	36	70	107
Net cash from operations	9,154	8,406	8,666	9,336	10,160	10,963
Investing						
Capital expenditure	(2,243)	(1,479)	(1,400)	(1,550)	(1,650)	(1,800)
Acquisition of subsidiaries/ investments	(39)	(3,660)	(3,132)	(4,000)	(4,000)	(4,000)
Others	123	(3)	(1,309)	0	0	0
Net cash from investing	(2,159)	(5,142)	(5,841)	(5,550)	(5,650)	(5,800)
Financing						
Dividend paid	(455)	(523)	(583)	(596)	(693)	(803)
Net borrowings	654	(155)	(2,403)	(500)	(500)	(500)
Proceeds from share issues	0	0	0	0	0	0
Share repurchases	(3,000)	(3,000)	(4,000)	(2,000)	(3,000)	(3,000)
Others	(9)	56	195	0	0	0
Net cash from financing	(2,810)	(3,622)	(6,791)	(3,096)	(4,193)	(4,303)
Net change in cash						
Cash at the beginning of the year	4,491	8,537	8,097	4,009	4,699	5,015
Exchange difference	(139)	(82)	(91)	0	0	0
Cash at the end of the year	8,537	8,097	4,040	4,699	5,015	5,875
GROWTH	2022A	2023A	2024A	2025E	2026E	2027E
YE 31 Dec						
Revenue	14.5%	(4.6%)	0.1%	2.9%	5.3%	8.1%
Gross profit	(3.4%)	(9.9%)	3.3%	4.3%	8.7%	11.2%
Operating profit	(16.3%)	(18.3%)	7.0%	5.2%	12.7%	14.7%
Net profit	(10.0%)	(13.7%)	5.7%	0.0%	16.3%	15.8%
Adj. net profit	(8.2%)	(8.7%)	0.2%	5.6%	9.9%	10.6%
PROFITABILITY	2022A	2023A	2024A	2025E	2026E	2027E
YE 31 Dec						
Gross profit margin	42.2%	39.9%	41.2%	41.8%	43.1%	44.3%
Operating margin	18.7%	16.0%	17.1%	17.5%	18.7%	19.9%
Adj. net profit margin	20.4%	19.5%	19.5%	20.1%	20.9%	21.4%
Return on equity (ROE)	16.4%	13.2%	13.2%	12.3%	13.2%	14.2%
GEARING/LIQUIDITY/ACTIVITIES	2022A	2023A	2024A	2025E	2026E	2027E
YE 31 Dec	0.0	2.2	0.0	0.5	2.4	0.4
Net debt to equity (x)	0.6	0.6	0.6	0.5	0.4	0.4
Current ratio (x)	1.5	1.8	1.7	1.7	1.8	2.0
Receivable turnover days	65.4	69.6	69.9	69.9	69.9	69.9
Inventory turnover days	75.2	76.0	72.9	72.9	72.9	72.9
Payable turnover days	44.0	44.3	41.6	41.6	41.6	41.6
VALUATION	2022A	2023A	2024A	2025E	2026E	2027E
YE 31 Dec	05.4	07.0	00.0	04.0	00.0	40.0
P/E (adjusted)	25.1	27.0	26.6	24.9	22.3	19.9
P/B P/CFPS	5.2	4.8	4.5	4.1	3.8	3.4
	24.9 0.2	26.7 0.2	25.7 0.3	23.6 0.3	21.4 0.3	19.6 0.4
Div yield (%)	U.Z	U.Z	0.3	0.3	0.3	0.4



Disclosures & Disclaimers

Analyst Certification

The research analyst who is primary responsible for the content of this research report, in whole or in part, certifies that with respect to the securities or issuer that the analyst covered in this report: (1) all of the views expressed accurately reflect his or her personal views about the subject securities or issuer; and (2) no part of his or her compensation was, is, or will be, directly or indirectly, related to the specific views expressed by that analyst in this report.

Besides, the analyst confirms that neither the analyst nor his/her associates (as defined in the code of conduct issued by The Hong Kong Securities and Futures Commission) (1) have dealt in or traded in the stock(s) covered in this research report within 30 calendar days prior to the date of issue of this report; (2) will deal in or trade in the stock(s) covered in this research report 3 business days after the date of issue of this report; (3) serve as an officer of any of the Hong Kong listed companies covered in this report; and (4) have any financial interests in the Hong Kong listed companies covered in this report.

CMBIGM Ratings

BUY

Stock with potential return of over 15% over next 12 months

Stock with potential return of +15% to -10% over next 12 months

SELL

Stock with potential loss of over 10% over next 12 months

NOT RATED : Stock is not rated by CMBIGM

OUTPERFORM : Industry expected to outperform the relevant broad market benchmark over next 12 months

MARKET-PERFORM : Industry expected to perform in-line with the relevant broad market benchmark over next 12 months

UNDERPERFORM : Industry expected to underperform the relevant broad market benchmark over next 12 months

CMB International Global Markets Limited

Address: 45/F, Champion Tower, 3 Garden Road, Hong Kong, Tel: (852) 3900 0888 Fax: (852) 3900 0800

CMB International Global Markets Limited ("CMBIGM") is a wholly owned subsidiary of CMB International Capital Corporation Limited (a wholly owned subsidiary of China Merchants Bank)

Important Disclosures

There are risks involved in transacting in any securities. The information contained in this report may not be suitable for the purposes of all investors. CMBIGM does not provide individually tailored investment advice. This report has been prepared without regard to the individual investment objectives, financial position or special requirements. Past performance has no indication of future performance, and actual events may differ materially from that which is contained in the report. The value of, and returns from, any investments are uncertain and are not guaranteed and may fluctuate as a result of their dependence on the performance of underlying assets or other variable market factors. CMBIGM recommends that investors should independently evaluate particular investments and strategies, and encourages investors to consult with a professional financial advisor in order to make their own investment decisions.

This report or any information contained herein, have been prepared by the CMBIGM, solely for the purpose of supplying information to the clients of CMBIGM or its affiliate(s) to whom it is distributed. This report is not and should not be construed as an offer or solicitation to buy or sell any security or any interest in securities or enter into any transaction. Neither CMBIGM nor any of its affiliates, shareholders, agents, consultants, directors, officers or employees shall be liable for any loss, damage or expense whatsoever, whether direct or consequential, incurred in relying on the information contained in this report. Anyone making use of the information contained in this report does so entirely at their own risk.

The information and contents contained in this report are based on the analyses and interpretations of information believed to be publicly available and reliable. CMBIGM has exerted every effort in its capacity to ensure, but not to guarantee, their accuracy, completeness, timeliness or correctness. CMBIGM provides the information, advices and forecasts on an "AS IS" basis. The information and contents are subject to change without notice. CMBIGM may issue other publications having information and/ or conclusions different from this report. These publications reflect different assumption, point-of-view and analytical methods when compiling. CMBIGM may make investment decisions or take proprietary positions that are inconsistent with the recommendations or views in this report.

CMBIGM may have a position, make markets or act as principal or engage in transactions in securities of companies referred to in this report for itself and/or on behalf of its clients from time to time. Investors should assume that CMBIGM does or seeks to have investment banking or other business relationships with the companies in this report. As a result, recipients should be aware that CMBIGM may have a conflict of interest that could affect the objectivity of this report and CMBIGM will not assume any responsibility in respect thereof. This report is for the use of intended recipients only and this publication, may not be reproduced, reprinted, sold, redistributed or published in whole or in part for any purpose without prior written consent of CMBIGM. Additional information on recommended securities is available upon request.

For recipients of this document in the United Kingdom

This report has been provided only to persons (l)falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended from time to time) ("The Order") or (II) are persons falling within Article 49(2) (a) to (d) ("High Net Worth Companies, Unincorporated Associations, etc...) of the Order, and may not be provided to any other person without the prior written consent of CMBIGM.

For recipients of this document in the United States

CMBIGM is not a registered broker-dealer in the United States. As a result, CMBIGM is not subject to U.S. rules regarding the preparation of research reports and the independence of research analysts. The research analyst who is primary responsible for the content of this research report is not registered or qualified as a research analyst with the Financial Industry Regulatory Authority ("FINRA"). The analyst is not subject to applicable restrictions under FINRA Rules intended to ensure that the analyst is not affected by potential conflicts of interest that could bear upon the reliability of the research report. This report is intended for distribution in the United States solely to "major US institutional investors", as defined in Rule 15a-6 under the US, Securities Exchange Act of 1934, as amended, and may not be furnished to any other person in the United States. Each major US institutional investor that receives a copy of this report by its acceptance hereof represents and agrees that it shall not distribute or provide this report to any other person. Any U.S. recipient of this report wishing to effect any transaction to buy or sell securities based on the information provided in this report should do so only through a U.S.-registered broker-dealer.

For recipients of this document in Singapore

This report is distributed in Singapore by CMBI (Singapore) Pte. Limited (CMBISG) (Company Regn. No. 201731928D), an Exempt Financial Adviser as defined in the Financial Advisers Act (Cap. 110) of Singapore and regulated by the Monetary Authority of Singapore. CMBISG may distribute reports produced by its respective foreign entities, affiliates or other foreign research houses pursuant to an arrangement under Regulation 32C of the Financial Advisers Regulations. Where the report is distributed in Singapore to a person who is not an Accredited Investor, Expert Investor or an Institutional Investor, as defined in the Securities and Futures Act (Cap. 289) of Singapore, CMBISG accepts legal responsibility for the contents of the report to such persons only to the extent required by law. Singapore recipients should contact CMBISG at +65 6350 4400 for matters arising from, or in connection with the report.