BUY

33% **★** side

Target price: HK\$45.87 Prior TP: HK\$49.12

1209 HK Price: HK\$34.50

TP basis: P/E

Sector rating: OVERWEIGHT

Forecast Revisions (%)

Year ended 31 Dec	25E	26E	27E
Revenue	(2.0)	0	0
Core EPS	4.4	5.2	0

Source: BOCI Research estimates

Trading Summary



(%)	YTD	1M	3M	12M
Absolute	19.4	7.1	19.0	46.2
Relative to HSI	2.0	8.5	1.8	3.5
Shares outstanding (m)				2,283
Free float (%)				26
Market cap. (HK\$ m)				78,746
3M avg. daily turnover (F	łK\$ m)			116
Net debt/equity (%) (202	5E)			NM
Major shareholder (%)				
China Resources Cor	mpany Lim	ited		74

Source: Company data, FactSet, BOCI Research

Prices as of 26 March 2025

CR Mixc Lifestyle

Largely in line with commercial segment beat

CR Mixc's 2024 revenue grew 15.4% YoY to RMB17.0bn, 1.6% more than our estimation. Residential property management revenue grew 11.6% YoY and was 0.4% below our estimation; while commercial revenue grew 21.4% YoY and beat our estimation by 4.6%. Gross margin improved by 1.1ppts to 32.9%, 0.5ppt better than our estimation. Core net margin improved by 0.8ppt to 20.6%, 0.6ppt below our estimation. As a result, core net profit increased by 20.1% YoY to RMB3.5bn, 1.0% below our estimation and 1.76% below market consensus. Operating cash flow (OCF) to net profit ratio further increased by 17.2ppts to 121.4%. Dividend payout ratio excluding special dividend reached 57.4%. Including special dividend, the ratio is close to 100%. We lifted our 2025-26E EPS by 4.4-5.2%, respectively, but cut our TP by 6.6% to HK\$45.87, considering more competition. Maintain BUY rating.

Key Factors for Rating

- Performance of the commercial segment exceeded expectation. Gross margin of the segment improved by 1.8ppts to 60.2%, 0.1ppt higher than our estimation. Revenue contribution from the commercial segment expanded by 1.8ppts to 36.8% in 2024. Among shopping malls, revenue and pre-tax profit contribution from third-party projects increased by 1.8ppts and 3.5ppts to 21.0% and 27.8%, respectively. Retail sales increased by 18.7% YoY (SSSG: 4.6%), outperforming the national growth at 3.5%. Luxury retail also recorded positive growth at 5.6% YoY (SSSG: 1.8%). In 2024, 21 new shopping malls were opened among which 7 were third-party projects, adding total shopping malls in operation to 122 among which 30 are third-party. 15 shopping malls are planned to open in 2025 with 8 being third-party. In terms of third-party expansion, CR Mixc secured 12 projects in 2024. At the same time, the parent company secured three new comprehensive development land parcels in the year. By end-2024, total projects secured but not opened reached 77, among which 39 are first-party and 38 are third-party.
- For property management segment, net addition of third-party GFA amounted to 34.85m sqm in 2024. 79.7% of the new GFA are urban public spaces, while 15.1% are residential. Total contracted GFA and managed GFA increased by 5.9% and 11.6% YoY during 2024 to 450.5m and 413.1m sqm, respectively. Going forward, CR Mixc's main focus on third-party expansion in the property management segment includes urban space as well as higher-end residential. For 2025, the company targets to obtain at least RMB1bn of new annualised contract value.

Investment Summary

Year ended 31 Dec	2023	2024	2025E	2026E	2027E
Revenue (RMB m)	14,767	17,043	18,754	21,199	23,058
Reported net profit (RMB m)	2,929	3,629	4,254	4,716	5,097
Core EPS (RMB)	1.279	1.536	1.864	2.066	2.233
Fully diluted EPS (RMB)	1.283	1.590	1.864	2.066	2.233
Core P/E (x)	25.2	21.0	17.3	15.6	14.4
Fully diluted P/E (x)	25.1	20.3	17.3	15.6	14.4
EV/EBITDA (x)	12.6	11.8	13.0	11.1	9.8
P/B (x)	4.6	4.5	4.6	4.1	3.6
DPS (RMB)	0.704	2.113	1.114	1.234	1.347
Yield (%)	2.2	6.6	3.5	3.8	4.2
ROE (%)	19.3	21.6	26.3	28.0	26.8

Source: Company data, BOCI Research estimates

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Important disclosures and certifications are located at the back of this research report. BOCI research is available electronically on www.bociresearch.com.

Key Risks for Rating

Cash collection rate may deteriorate under economic uncertainty.

Valuation

■ We trimmed our target 2025E P/E from 25x to 23x considering intensified competition and economic uncertainties. The stock currently trades at 17.3x 2025E P/E, which we think is undemanding considering CR Mixc's unparalleled competitiveness in the commercial management segment, stronger growth and decent margin.

Cash Collection and Account Receivables

Trade receivables amounted to c.RMB2.37bn by end-2024, up by c.17% excluding some one-off impacts. The growth rate was higher than the revenue growth rate of 15.4%. According to management, the excessive growth of trade receivables mainly come from residential projects, for which cash collection rate decreased by 2ppts. On the other hand, cash collection for urban space was well maintained at 91.5%. Overall cash collect rate combining residential and urban space projects remained at over 90%.

Figure 1. 2024 Results Summary

(RMB m)	2023	2024	YoY (%)	BOCI 2024E	Actual vs estimates	Market consensus	Actual vs consensus
Property management services	6,018	6,660	10.7	8,398	NA		
Value-added services to property developers	821	718	(12.5)	696	NA		
Community value-added services	1,426	1,516	6.3	1,666	NA		
Urban space	1,336	1,821	36.3	-	NA		
Residential property management services	9,601	10,715	11.6	10,760	(0.4)		
Shopping malls	3,238	4,209	30.0	3,964	6.2		
Office buildings	1,928	2,065	7.1	2,035	1.5		
Commercial operational and property management services	5,166	6,274	21.4	5,999	4.6		
Ecosystem business	-	53	NA	12	347.1		
Revenue	14,767	17,043	15.4	16,771	1.6	17,531	(2.79)
Cost of sales	(10,073)	(11,433)	13.5	(11,332)	0.9		
Gross profit							
Property management services	843	958	13.6	1,144	NA		
Value-added services to property developers	282	237	(15.8)	234	NA		
Community value-added services	388	388	0.1	444	NA		
Urban space	165	235	42.5	-	NA		
Residential property management services	1,678	1,819	8.4	1,822	(0.2)		
Shopping malls	2,329	3,056	31.2	2,879	6.2		
Office buildings	687	721	4.9	725	(0.6)		
Commercial property management and operational services	3,016	3,777	25.2	3,604	4.8		
Ecosystem business	-	13	NA	5	180.3		
Gross profit	4,694	5,609	19.5	5,431	3.3	5,587	0.40
Selling and marketing costs	(285)	(291)	2.1	(235)	23.8		
Administrative expenses	(950)	(975)	2.7	(822)	18.7		
Other operating expenses	(49)	(81)	65.7	(84)	(3.3)		
Share of profits less losses of associates	0	0	1,325.0	-	NA		
Share of profits less losses of joint ventures	3	3	15.9	-	NA		
Operating profit	3,413	4,266	25.0	4,291	(0.6)	4,511	(5.45)

Source: Company data, BOCI research estimates, Bloomberg

Figure 1	2024	Results	Summary	(cont'd)
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rigure 1. 2024 Results Summary (cont d)			:	BOCI	Actual vs	Market	Actual vs
(RMB m)	2023	2024	YoY (%)	2024E	estimates	consensus	consensus
Bank interest income	395	413	4.4	465	(11.3)		
Finance costs	(117)	(116)	(1.2)	(119)	(2.4)		
Gain/(loss) on changes in fair value of investment property	39	41	3.4	-	NA		
Government grants	96	41	(57.4)	96	(57.4)		
Exchange gains (losses)	(6)	(3)	(45.9)	-	NA		
Other gains	92	255	177.8	-	NA		
Profit before taxation	3,912	4,895	25.1	4,733	3.4		
			į				
Income tax expenses	(969)	(1,165)	20.2	(1,173)	(0.7)		
			-		i !		
Profit for the year	2,943	3,730	26.8	3,560	4.8		
			!		1		
Minority interests	(14)	(101)	625.2	(17)	499.4		
Profit attributable to equity holders of the Company	2,929	3,629	23.9	3,543	2.4	3,570	1.66
Net income	2,929	3,629	23.9	3,543	2.4		
Core net income	2,920	3,507	20.1	3,543	(1.0)	3,570	(1.76)
EPS	1.283	1.608	25.3	1.556	3.3		
Core EPS	1.279	1.554	21.5	1.556	(0.1)		
DPS(excludes special dividend)	0.704	0.922	31.0	0.854	7.9		
Special dividend per share	0.575	0.614	6.8		i		
Gross margin (%)	31.8	32.9	1.1ppts	32.4	0.5ppts		
Operating margin (%)	23.1	25.0	1.9ppts	25.6	(0.6ppts)		
Net margin (%)	19.8	21.3	1.5ppts	21.1	0.2ppts		
Core Net margin (%)	19.8	20.6	0.8ppts	21.1	(0.6ppts)		
SG&A expenses as % of revenue (%)	8.4	7.4	(0.9ppts)	6.3	1.1ppts		
Dividend payout ratio (%)	54.9	57.4	2.5ppts	54.9	2.4ppts		
Special dividend payout ratio (%)	44.8	38.2	(6.6ppts)	NA	NA		
Revenue % contribution from each segments (%)							
Value-added services to property developers	9.7	8.9	(0.8ppts)	9.9	NA		
Property management services	40.8	39.1	(1.7ppts)	50.1	NA		
Community value-added services	5.6	4.2	(1.3ppts)	4.2	NA		
Urban space	9.0	10.7	1.6ppts	0.0	NA		
Residential property management services	65.0	62.9	(2.1ppts)	64.2	(1.3ppts)		
Shopping malls	21.9	24.7	2.8ppts	23.6	1.1ppts		
Office buildings	13.1	12.1	(0.9ppts)	12.1	0.0ppts		
Commercial property management and operational services	35.0	36.8	1.8ppts	35.8	1.0ppts		
Ecosystem business	0.0	0.3	0.3ppts	0.1	0.2ppts		
Gross margin (%)			1		1		
Residential property management services	17.5	17.0	(0.5ppts)	16.9	0.0ppts		
Commercial property management and operational services	58.4	60.2	1.8ppts	60.1	0.1ppts		
Ecosystem business	NA	25.0	NA	39.9	(14.9ppts)		

Source: Company data, BOCI research estimates, Bloomberg



Income Statement	t (RMB m	1)				Cash-flow Stateme	ent (RMB	m)			
Year ended 31 Dec	2023	2024	2025E	2026E	2027E	Year ended 31 Dec	2023	2024	2025E	2026E	2027E
Revenue	14,767	17,043	18,754	21,199	23,058	Pre-tax profit	3,912	4,895	5,738	6,360	6,891
Cost of sales	(10,073)	(11,433)	(12,462)	(14,113)	(15,381)	Depr. & amortisation	274	207	250	295	342
Operating exp.	(1,283)	(1,347)	(1,482)	(1,675)	(1,822)	Net interest expenses	(278)	(297)	(887)	(909)	(996)
EBITDA	3,685	4,470	5,060	5,706	6,196	Chg. in working capital	(120)	48	532	507	392
Depr & amortisation	274	207	250	295	342	Tax paid	(735)	(977)	(1,181)	(1,354)	(1,511)
Operating profit (EBIT)	3,411	4,263	4,810	5,410	5,854	Other operating activ's	(13)	(26)	(354)	0	(0)
Net interest inc./(exp.)	278	297	887	909	996	CF from operations	3,040	3,850	4,098	4,899	5,117
Other gains/(losses)	223	336	41	41	41	CAPEX	(432)	(102)	(112)	(126)	(137)
Pre-tax profit	3,912	4,895	5,738	6,360	6,891	Decr./(incr.) in invest.	(1,737)	(4,474)	(188)	(213)	(231)
Tax on profit	(969)	(1,165)	(1,366)	(1,514)	(1,652)	Other investing activ's	0	348	(786)	(268)	(204)
Min. int./others	(14)	(101)	(118)	(131)	(143)	CF from investing	(2,169)	(4,227)	(1,086)	(607)	(573)
Net profit	2,929	3,629	4,254	4,716	5,097	Net incr. in debt	0	0	0	0	, ,
Core net profit	2,920	3,507	4,254	4,716	5,097	Dividends paid	(2,090)	(1,726)	(4,957)	(2,625)	(2,895)
EPS (RMB)	1.283	1.590	1.864	2.066	2.233	Other financing activ's	204	123	720	746	835
Core EPS (RMB)	1.279	1.536	1.864	2.066	2.233	CF from financing	(1,886)	(1,603)	(4,237)	(1,879)	(2,060)
DPS (RMB)	0.704	2.113	1.114	1.234	1.347	Change in cash	(1,014)	(1,980)	(1,225)	2,413	2,484
Revenue YoY %	22.9	15.4	10.0	13.0	8.8	Cash at start of year	12,593	11,580	9,571	8,346	10,759
EBIT YoY %	44.0	25.0	12.8	12.5	8.2	Free cash flow to firm	1,214	35	4,016	5,316	5,655
EBITDA YoY %	41.6	21.3	13.2	12.3	8.6	Free cash flow to equity	1,214	(83)	3,899	5,201	5,541
	31.2	20.1		10.8					3,099	5,201	5,541
Core net profit YoY%			21.3		8.1	Source: Company data, BOCI I	Research estim	ates			
Fully diluted EPS YoY%	32.8	23.9	17.2	10.8	8.1						
Source: Company data, BOC	Research estir	nates				Key Ratios					
Balance Sheet (R	MB m)					Year ended 31 Dec Profitability (%)	2023	2024	2025E	2026E	2027E
As at 31 Dec	2023	2024	2025E	2026E	2027E	EBITDA margin	25.0	26.2	27.0	26.9	26.9
Cash & cash equiv.	11,647	9,669	8,445	10,858	13,391	EBIT margin	23.1	25.0	25.6	25.5	25.4
Receivables	1,996	2,366	2,534	2,865	3,116	Pre-tax margin	26.5	28.7	30.6	30.0	29.9
Inventories	203	240	203	203	203	Net profit margin	19.8	21.3	22.7	22.2	22.1
Other current assets	5,673	3,981	4,767	5,035	5,239	Liquidity (x)	10.0	21.0			,
Total current assets	19,518	16,256	15,949	18,961	21,949	Current ratio	2.3	1.8	1.7	1.8	2.0
Fixed assets	552	614	520	498	468	Interest coverage	2.3	36.8	41.3	47.0	51.1
Intangible assets	3,474	3,168	3,770	3,935	4,108	Net debt to equity (%)	NM	NM	NM	NM	NM
ŭ					,	. , ,					
Other long term assets	4,239	8,869	9,003	9,059	9,111	Quick ratio	2.3	1.8	1.6	1.8	2.0
Total long-term assets	8,265	12,652	13,294	13,493	13,687	Valuation (x)	05.4	00.0	47.0	45.0	44.4
Total assets	27,783	28,908	29,243	32,454	35,635		25.1	20.3	17.3	15.6	14.4
Creditors	1,546	1,656	1,913	2,166	2,361		25.2	21.0	17.3	15.6	14.4
_	0	0	0	0	0	Core P/E @ target price	33.5	27.9	23.0	20.7	19.2
		7,172	7,661	8,291	8,774	P/B	4.6	4.5	4.6	4.1	3.6
Other current liabs.	6,794				44 405	P/FCF	28.2	19.6	18.5	15.4	14.8
Other current liabs. Total current liabs.	6,794 8,340	8,828	9,574	10,457	•					111	9.8
Other current liabs. Total current liabs. Long-term borrowings	8,340 0	0	3	3	3	EV/EBITDA	12.6	11.8	13.0	11.1	
Other current liabs. Total current liabs. Long-term borrowings	8,340	•	•		•		12.6	11.8	13.0	11.1	
Other current liabs. Total current liabs. Long-term borrowings Other long-term liabs.	8,340 0	0	3	3	3	EV/EBITDA	12.6 6.4	7.1	13.0 6.5	5.2	4.8
Other current liabs. Total current liabs. Long-term borrowings Other long-term liabs. Share capital	8,340 0 3,408	0 3,359	3 3,529	3,635	3 3,745	EV/EBITDA Activity ratios Inventory days Accounts					4.8 47.3
Other current liabs. Total current liabs. Long-term borrowings Other long-term liabs. Share capital Reserves/others	8,340 0 3,408	0 3,359 0	3 3,529 0	3 3,635 0	3 3,745 0	EV/EBITDA Activity ratios Inventory days Accounts receivables days	6.4 43.9	7.1 46.7	6.5 47.7	5.2 46.5	47.3
Short-term debt Other current liabs. Total current liabs. Long-term borrowings Other long-term liabs. Share capital Reserves/others Shareholders' equity M.I./Pref. shr/Oth	8,340 0 3,408 0 15,948	0 3,359 0 16,525	3 3,529 0 15,822	3 3,635 0 17,913	3 3,745 0 20,164	EV/EBITDA Activity ratios Inventory days Accounts receivables days Accounts payables days	6.4	7.1	6.5	5.2	
Other current liabs. Total current liabs. Long-term borrowings Other long-term liabs. Share capital Reserves/others Shareholders' equity M.I./Pref. shr/Oth	8,340 0 3,408 0 15,948 15,948	0 3,359 0 16,525 16,525	3 3,529 0 15,822 15,822	3 3,635 0 17,913 17,913	3 3,745 0 20,164 20,164	EV/EBITDA Activity ratios Inventory days Accounts receivables days Accounts payables days Returns (%)	6.4 43.9 35.7	7.1 46.7 34.3	6.5 47.7 34.7	5.2 46.5 35.1	47.3 35.8
Other current liabs. Total current liabs. Long-term borrowings Other long-term liabs. Share capital Reserves/others Shareholders' equity M.I./Pref. shr/Oth Total liabs. & equity	8,340 0 3,408 0 15,948 15,948	0 3,359 0 16,525 16,525 196	3 3,529 0 15,822 15,822 314	3 3,635 0 17,913 17,913 445	3 3,745 0 20,164 20,164 588	EV/EBITDA Activity ratios Inventory days Accounts receivables days Accounts payables days Returns (%) Dividend payout ratios	6.4 43.9 35.7 54.9	7.1 46.7 34.3	6.5 47.7 34.7 59.8	5.2 46.5 35.1 59.8	47.3 35.8 60.3
Other current liabs. Total current liabs. Long-term borrowings Other long-term liabs. Share capital Reserves/others Shareholders' equity M.I./Pref. shr/Oth Total liabs. & equity Per share (RMB)	8,340 0 3,408 0 15,948 15,948	0 3,359 0 16,525 16,525 196	3 3,529 0 15,822 15,822 314	3 3,635 0 17,913 17,913 445	3 3,745 0 20,164 20,164 588	EV/EBITDA Activity ratios Inventory days Accounts receivables days Accounts payables days Returns (%) Dividend payout ratios Return on equity	6.4 43.9 35.7 54.9 19.3	7.1 46.7 34.3 132.9 21.6	6.5 47.7 34.7 59.8 26.3	5.2 46.5 35.1 59.8 28.0	47.3 35.8 60.3 26.8
Other current liabs. Total current liabs. Long-term borrowings Other long-term liabs. Share capital Reserves/others Shareholders' equity	8,340 0 3,408 0 15,948 15,948 88 27,783	0 3,359 0 16,525 16,525 196 28,908	3 3,529 0 15,822 15,822 314 29,243	3 3,635 0 17,913 17,913 445 32,454	3 3,745 0 20,164 20,164 588 35,635	EV/EBITDA Activity ratios Inventory days Accounts receivables days Accounts payables days Returns (%) Dividend payout ratios	6.4 43.9 35.7 54.9	7.1 46.7 34.3	6.5 47.7 34.7 59.8	5.2 46.5 35.1 59.8	47.3

Source: Company data, BOCI Research estimates

Source: Company data, BOCI Research estimates

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HOLD: Stock with expected total absolute return (including dividends) between -10% to +10% over the next twelve months

SELL: Stock with expected total absolute return (including dividends) < -10% over the next twelve months

OVERWEIGHT: Sector expected to outperform the market benchmark over the next twelve months NEUTRAL: Sector expected to perform in-line with market benchmark over the next twelve months UNDERWEIGHT: Sector expected to underperform the market benchmark over the next twelve months



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