31 Mar 2025



中化化肥 Sinofert Holdings (297 HK)

股东应占溢利同比增长 69.49%, 公司受益于钾肥价格上涨 NPAtS up 69.49% YOY in 2024, the company benefits from the increase in potash fertilizer price.

观点聚焦 Investment Focus



(Please see APPENDIX 1 for English summary)

- 2024 年股东应占溢利同比增长 69.49%。公司 2024 年实现营业收入 212.65 亿元,同比减少 2.13%,股东应占溢利为 10.61 亿元,同比增加 69.49%,年度每股基本盈利为 0.1511 元,同比增加 69.49%。 若剔除阳煤平原已确认的相关减值或损失后,2024 年公司股东应占溢利为 12.29 亿元,与 2023 年 11.49 亿相比,同比增长 6.96%。董事会建议派付 2024 年末期股息每股港币 0.0571 元,同比增长 16.29%,预计 2024 年派发现金分红总额约人民币 3.7038 亿元,股利支付率为 34.89%。
- 分产品看: 2024年公司销量为721万吨,同比基本持平。公司复合肥、磷肥、钾肥销售额分别为67.48亿元、66.60亿元、39.39亿元,分别同比增长2.49%、增长18.09%、下降24.97%,营业额占比分别为32%、31%、19%。分业务看,公司基础业务、成长业务、生产业务营业额分别为108.68亿元、80.20亿元、23.77亿元,其中成长业务销售额同比增长2.23%,分部溢利分别同比下降4.90%、增长45.11%、下降23.45%。
- 公司受益于钾肥价格上涨。公司是中国钾肥进口大合同的谈判企业之一,也是国内钾肥供应保障者和钾肥储备单位;公司基础业务包括战略采集的钾肥等产品的销售。2023-2024 年,公司钾肥营业收入分别为52.50 亿元、39.39 亿元,营业收入占比分别为24.00%、19.00%。根据百川盈孚,截至2025 年3月27日,氯化钾价格为3068.33元/吨,日环比下跌0.54%,月环比上涨7.99%,月同比上涨41.66%,年同比上涨18.80%。
- 生物肥销量大幅增长,业绩贡献显著提高。公司将科技创新作为核心驱动,响应国家减肥增效政策,自 2022 年起重点布局"生物+"战略。公司生物+主要开展生物制剂/生物技术、Bio+土壤健康、Bio+养分高效三部分的技术攻关和产品研发。在生物制剂方面,公司主要发展生物刺激素、微生物菌剂等产品;在 Bio+养分高效方面,公司主要发展 Bio+复合肥/水溶肥、Bio+磷肥/钾肥产品;在土壤健康方面,公司主要发展 Bio+有机/无机产品和 Bio+土壤调节产品。2024 年生物肥料实现销量 135 万吨,同比增长 23.85%,收入占比从 2022 年的 12%提升至 2024 年的 22%,毛利占比从 2022 年的 14%提升至 2024 年的 36%。
- 盈利预测。我们预计公司 2025-2027 年归母净利润分别为 14.00 亿元 (-3.45%)、16.01 亿元 (+0.57%)、18.63 亿元 (新增),对应 EPS 分别为 0.20、0.23、0.27 元/股。结合可比公司估值及 AH 股估值差异,给予公司 2025 年 6.5 倍 PE,对应目标价 1.3 元,按照港元兑人民币 0.92 汇率计算,对应目标价为 1.41 港币,维持"优于大市"评级。
- 风险提示。原材料及产品价格大幅波动、进度不及预期、下游需求不及预期、宏观经济下行。

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公司名称	股票代码	股价 (元)	EPS(元/股)			PE (倍)		
			2023	2024E	2025E	2023	2024E	2025E
云天化	600096.CH	23.85	2.47	2.91	3.01	9.66	8.20	7.92
湖北宜化	000422.CH	15.44	0.43	0.9	1.05	35.91	17.16	14.70
新洋丰	000902.CH	13.07	0.96	1.09	1.26	13.61	11.99	10.37
 平均						19.73	12.45	11.00

资料来源: Wind, 海通国际, 股价为 2025 年 3 月 27 日收盘价, 每股收益均为 Wind 一致预期, 云天化 2024 年 EPS 为实际值;

财务报表分析和预测

资产负债表	2024	2025E	2026E	2027E	利润表	2024	2025E	2026E	2027E
流动资产	12,391	14,984	17,375	19,545	营业总收入	21,265	22,693	24,979	27,292
现金	3,104	4,544	5,666	7,151	营业成本	18,721	19,969	21,982	23,881
应收账款	293	688	757	827	销售费用	608	633	667	737
存货	5,225	5,255	6,101	6,522	管理费用	757	658	724	791
其他	3,770	4,496	4,851	5,046	财务费用	57	-26	-85	-113
非流动资产	9,026	8,641	8,465	8,296					
固定资产	4,531	4,402	4,280	4,163	营业利润	821	1,432	1,606	1,883
无形资产	1,860	1,804	1,750	1,698	利润总额	1,224	1,630	1,864	2,168
租金按金					所得税	149	212	242	282
使用权资产									
其他	2,635	2,435	2,435	2,435	净利润	1,075	1,418	1,621	1,886
资产总计	21,417	23,625	25,840	27,841	少数股东损益	14	18	20	24
流动负债	9,613	9,661	10,763	11,499					
短期借款	873	0	0	0	归属母公司净利润	1,061	1,400	1,601	1,863
应付账款	3,287	3,148	3,834	4,031	EBITDA	1,261	1,717	1,883	2,152
其他	5,453	6,513	6,928	7,467	EPS (元)	0.15	0.20	0.23	0.27
非流动负债	1,169	1,179	1,189	1,199					
长期借款	944	954	964	974					
租赁负债									
其他	225	225	225	225	主要财务比率	2023	2024E	2025E	2026E
负债合计	10,782	10,840	11,952	12,698	成长能力				
少数股东权益	218	236	256	280	营业收入	-2.13%	6.71%	10.08%	9.26%
股本	5,887	7,024	7,024	7,024	营业利润	-22.93%	74.37%	12.17%	17.25%
留存收益和资本公积	4,530	5,525	6,608	7,839	归属母公司净利润	69.69%	31.92%	14.33%	16.34%
归属母公司股东权益	10,417	12,549	13,632	14,863	获利能力				
负债和股东权益	21,417	23,625	25,840	27,841	毛利率	11.96%	12.00%	12.00%	12.50%
		,			净利率	4.99%	6.17%	6.41%	6.82%
现金流量表	2024E	2025E	2026E	2027E	ROE	10.19%	11.16%	11.74%	12.53%
经营活动现金流	1,839	1,350	1,591	2,068	ROIC	0.06	0.09	0.09	0.10
净利润	1,061	1,400	1,601	1,863	偿债能力	0.00	0.03	0.03	0.10
折旧摊销	440	285	277	269	资产负债率	50.34%	45.88%	46.25%	45.61%
V 4 - 84	110	203	277	203	X7 X X I	30.3 170	13.0070	-	-
少数股东权益	14	18	20	24	净负债比率	-0.12	-0.28	0.34	0.41
营运资金变动及其他	324	-353	-307	-88	流动比率	1.29	1.55	1.61	1.70
					速动比率	0.65	0.87	0.92	1.01
投资活动现金流	2,514	272	72	72	营运能力				
资本支出	0	-100	-100	-100	总资产周转率	0.99	0.96	0.97	0.98
其他投资	2,514	372	172	172	应收账款周转率	72.68	33.00	33.00	33.00
					应付账款周转率	5.69	6.34	5.73	5.92
筹资活动现金流	28	-182	-542	-655	毎股指标 (元)				
借款增加	28	-863	10	10	每股收益	0.15	0.20	0.23	0.27
普通股增加	0	1,137	0	0	每股经营现金	0.26	0.19	0.23	0.29
已付股利	0	-456	-552	-665	每股净资产	1.51	1.82	1.98	2.16
其他	0	0	0	0	估值比率				
现金净增加额	3,940	1,441	1,122	1,485	P/E	6.09	5.45	4.76	4.09
					P/B	0.62	0.61	0.56	0.51
	5 16 1二 43 14 45 11				EV/EBITDA	3.97	2.35	1.90	0.98

备注: (1) 表中计算估值指标的收盘价日期为 2025 年 3 月 31 日; (2) 以上各表均为简表

资料来源: Wind, 海通国际

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APPENDIX 1

Summary

Profit Attributable to Shareholders Increases 69.49% YOY in 2024. The Company realized operating revenue of RMB21.265 billion in 2024, a year-on-year decrease of 2.13%; profit attributable to shareholders was RMB1.061 billion, a year-on-year increase of 69.49%, and basic earnings per share for the year was RMB0.1511, a year-on-year increase of 69.49%. Excluding the relevant impairment or loss recognized by Yang Coal Plains, the profit attributable to shareholders of the Company would be RMB1,229 million in 2024, representing a year-on-year increase of 6.96% compared with RMB1,149 million in 2023. The Board of Directors has recommended the payment of a final dividend of HK\$0.0571 per share for 2024, representing an increase of 16.29% year-on-year. It is expected that the total cash dividends to be paid in 2024 will amount to approximately RMB370.38 million, representing a dividend payout ratio of 34.89%.

By products: in 2024, the company's sales were 7.21 million tons, basically flat year-on-year. The company's sales of compound fertilizer, phosphate fertilizer and potash fertilizer were 6.748 billion yuan, 6.660 billion yuan and 3.939 billion yuan respectively, up 2.49%, up 18.09% and down 24.97% year-on-year, with turnover accounting for 32%, 31% and 19% respectively. By business segment, the turnover of the Company's basic business, growth business and production business amounted to RMB10.868 billion, RMB8.020 billion and RMB2.377 billion, respectively, of which the sales of the growth business increased by 2.23% year-on-year, and the segment profit decreased by 4.90%, increased by 45.11%, and decreased by 23.45% year-on-year, respectively.

The company is benefiting from the rising price of potash fertilizer. The company is one of the negotiators of China's potash import large contract, and is also the domestic potash supply guarantor and potash reserve unit; the company's basic business includes the sales of strategically collected potash and other products. In 2023-2024, the company's potash operating income was 5.250 billion yuan, 3.939 billion yuan, and the operating income accounted for 24.00%, 19.00%, respectively. According to Baichuan Yingfu, as of March 27, 2025, the price of potassium chloride was RMB 3,068.33 per ton, down 0.54% day-on-day, up 7.99% monthon-month, and up 18.80% year-on-year.

Bio-fertilizer sales have increased significantly, and performance contribution has improved significantly. The company takes scientific and technological innovation as the core driver, responds to the national policy of weight loss and efficiency increase, and focuses on the strategy of "Bio+" from 2022 onwards. The Company's Bio+ strategy focuses on the technological research and product development of biological agents/biotechnology, Bio+ soil health and Bio+ nutrient efficiency. In terms of biological preparations, the company mainly develops biostimulants, microbial fungicides and other products; in terms of Bio+ Nutrient Efficient, the company mainly develops Bio+ Compound Fertilizers/Water-soluble Fertilizers, Bio+ Phosphorus Fertilizers/Potassium Fertilizers; in terms of Soil Health, the company mainly develops Bio+ Organic/Organic and Bio+ Soil Conditioning Products. Revenue share increased from 12% in 2022 to 22% in 2024, and gross profit share increased from 14% in 2022 to 36% in 2024.

Profit Forecast. We expect the company's 2025-2027 net profit will be 1.400 billion yuan (-3.45%), 1.601 billion yuan (+0.57%), 1.863 billion yuan (new), corresponding to EPS of 0.20, 0.23, 0.27 yuan per share. Combined with the valuation of comparable companies and AH stock valuation differences, the company is given 6.5 times PE in 2025, corresponding to a target price of 1.3 yuan, according to the exchange rate of Hong Kong dollar to RMB0.92, corresponding to a target price of 1.41 Hong Kong dollars, maintain the "outperform" rating.

Risk Tips. Sharp fluctuations in raw material and product prices, less-than-expected progress, less-than-expected downstream demand, macroeconomic downturn.

APPENDIX 2

ESG Comments

Environmental:

随著政府环境保护管理要求日益提高和污染治理力度加大,要求企业必须高度重视生态文明和环境保护工作。集团附属涉及资源开发、化肥生产等企业严格执行《中华人民共和国环境保护法》、《中华人民共和国大气污染防治法》、《中华人民共和国水污染防治法》等法规,严格执行企业环境风险源的排查管理,落实防治污染空气、地表水、地下水、土壤等措施,制定突发环境污染事件应急预案,配备必要的应急处置物资,认真做好应急演练,落实在重污染天气及时启动应急预案实施限产,二零二三年公司未发生重大环境污染事件。

Social:

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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 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。

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Analyst Stock Ratings

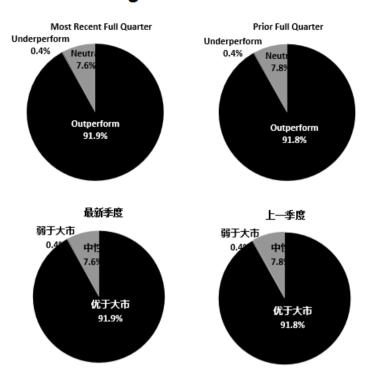
Outperform: The stock's total return over the next 12-18 months is expected to exceed the return of its relevant broad market benchmark, as indicated below.

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Ratings Distribution



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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

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

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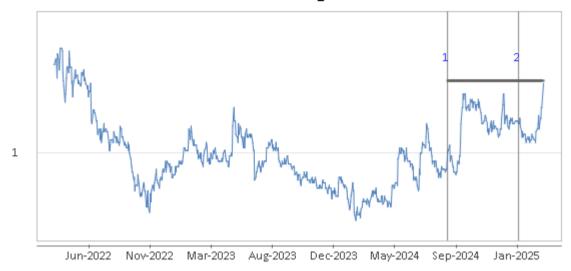
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Recommendation Chart

Sinofert Holdings - 297 HK



- 1. 28 Aug 2024 OUTPERFORM at 0.94 target 1.27.
- 2. 3 Feb 2025 OUTPERFORM at 1.12 target 1.27.

Source: Company data Bloomberg, HTI estimates