

### Capital Goods | Company Research

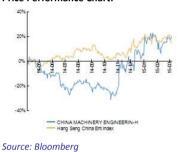
Bringing China to the World

18 March 2015

# 持有

### 下调

| Market Data: Mar,17      |           |
|--------------------------|-----------|
| Closing Price (HK\$)     | 7.16      |
| Price Target (HK\$)      | 6.80      |
| HSCEI                    | 11,607    |
| HSCCI                    | 4,454     |
| 52-week High/Low (HK\$)  | 6.96/3.87 |
| Market Cap (US\$)        | 3,537     |
| Market Cap (HK\$m)       | 27,436    |
| Shares Outstanding (m)   | 4,126     |
| Exchange Rate (Rmb-HK\$) | 1.26      |
| Price Performance Chart: |           |



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### **Related Reports**

"CHINA MACHINERY ENGINEERING CORP (1829:HK): Building bridges" Nov 5,2014

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# 耐心等待

# 中国机械工程 (1829:HK)

| <b>Financial summary and</b> | valuation |           |           |           |           |
|------------------------------|-----------|-----------|-----------|-----------|-----------|
|                              | 2012      | 2013      | 2014E     | 2015E     | 2016E     |
| Revenue (Rmbm)               | 21,296.06 | 21,426.30 | 22,509.23 | 28,623.87 | 34,276.12 |
| YoY (%)                      | 3.79      | 0.61      | 5.05      | 27.17     | 19.75     |
| Net income (Rmbm)            | 1,928.16  | 1,960.28  | 2,030.31  | 2,452.31  | 2,822.91  |
| YoY (%)                      | 30.96     | 1.67      | 3.57      | 20.78     | 15.11     |
| EPS (Rmb)                    | 0.48      | 0.48      | 0.49      | 0.59      | 0.68      |
| Diluted EPS (Rmb)            | 0.48      | 0.48      | 0.49      | 0.59      | 0.68      |
| ROE (%)                      | 19.44     | 16.67     | 15.56     | 16.75     | 17.13     |
| Debt/asset (%)               | 71.48     | 63.21     | 62.07     | 64.85     | 66.21     |
| Dividend yield (%)           | 3.60      | 3.34      | 3.03      | 3.66      | 4.21      |
| PE (x)                       | 11.85     | 11.96     | 11.55     | 9.56      | 8.31      |
| PB (x)                       | 2.30      | 2.00      | 1.80      | 1.60      | 1.42      |
| EV/Ebitda (x)                | 10.98     | 9.77      | 10.65     | 8.51      | 7.50      |

Note: Diluted EPS is calculated as if all outstanding convertible securities, such as convertible preferred shares, convertible debentures, stock options and warrants, were exercised.

### 投资要点:

**短期盈利受压,长期受益于一路一带战略。**考虑到伊拉克项目的延迟超出我们原先的预 期,2014 年新生效合同金额可能低于公司此前的指引和我们的预期,我们下调公司未来 几年的盈利预测。

伊拉克项目的推迟超出预期。中国机械工程在伊拉克萨拉哈丁有兩台 63 萬千瓦電站工程 項目。该项目自 2011 年 12 月 15 日签約, 合同总额为 11.89 亿美元。2014 年 6 月, 伊拉 克政局动荡,公司启动紧急撤离机制,项目暂停。我们原本预期伊拉克政局将于 2015 年 年初平静下来,项目将于年初顺利复工并把 2014 年拉下的施工进度顺利追回。伊拉克项 目推进逊于预期, 谨慎起见, 我们假设伊拉克的项目在未来两年中对盈利没有贡献。公司 撤离前以收到项目约 40%的收入不受影响。

公司 2014 年新有效合同可能会逊于公司原先的目标。公司上半年仅 2 亿美金的项目生效, 下半年仅公告了约 26 亿美金的合同生效,考虑到有一些项目由于金额较小,公司并未公 告,我们预计公司 2014 年新生效合同金额约 30 亿美金,低于年初的目标。我们进而下调 未来两年的收入预测。

阿根廷铁路项目最终生效。中国机械工程公告收到阿根廷铁路项目的预付款和出口信报的 保函,项目历时三年后正式生效。项目总金额 24.7 亿美金,建设期 48 个月。由于该合同 包含部分贸易类项目,利润率低于基建类,我们预计该项目的毛利率约为 10%。我们认为 该项目在未来四年中将给公司盈利带来贡献。

耐心等待政策利好。 公司在其 2012 年的招股书中公布公司控股股东有意于 2015 年年底前 将从事国际工程承包的中国电工,中成套和中自控注入中国机械工程。由于目前该交易还 未完成,我们没有在模型中将三家公司考虑进收入中,但是我们认为这三家公司共计将使 中国机械工程的收入增加约20-40%。同时从"一路一带"中亚和南亚投资战略讲话中, 政府提到了更多的有利政策之后,公司股价已上升约 76% 然而政策出台到落地的时间差, 我们认为未来两到三年益处还不能显现。

稍事休息。我们下调公司评级至持有。考虑到伊拉克项目的延迟超出我们原先的预期 2014 年新生效合同金额可能低于公司此前的指引和我们的预期,我们下调 2014 年 EPS 至人民 币 0. 49 元, 2015 年 EPS 至人民币 0. 59 元, 2016 年 EPS 至人民币 0. 68 元。对应下调目标 价至 6.80 港币,自 2014 年 11 月我们推荐以来,公司股价上涨 34%。我们建议投资者等 待更好的买入时机。



### **Investment Highlights:**

**Earnings revision and policy upside**. We revise down our earnings forecasts for CMEC on the basis of an indefinite suspension of works at its Iraqi project and a lower-than-targeted new contracts book, as well as weaker margin outlook.

Indefinite suspension in Iraq. CMEC evacuated its US\$1.19bn Salah Al-din 2x 630MW Power Plant construction project in mid-2014 due to the worsening political situation. Initially we anticipated a resumption of works by end-2014, but we now see limited prospect of a resumption before 2016. Due to the high level of uncertainty that the company can recommence work on the project in the near term, we adjust our forecasts to assume no contribution in the coming two years. Previously, we had noted that the company had received c.40% of the project value.

**Contracting new orders.** Our reviews of CMEC's announcements of new contracts secured over 2014 finds a significant shortfall compared with the company's target for the year, causing us to adjust our revenue forecasts for the forward two years.

Margin clarity in Argentina project. The company broke ground on its US\$2.47bn two-year Argentine railway project as of end-2014. We forecast a c.10% margin for the project, a relatively low level compared with its typical margins. We expect the project to contribute to earnings growth over the coming four years.

Policy benefits some way down the road. The company stated in its 2012 pre-IPO prospectus that central state-owned parent China National Machinery Industry Corp (Sinomach) intended to inject assets from three unlisted subsidiaries into CMEC by end-2015. As the deals have yet to be completed, we do not factor in additional revenues that may accrue as a result, but note that the three firms' combined revenue may enlarge CMEC revenue by 20-40%. Meanwhile, since government officials began attaching a greater policy priority in speeches to the "One Belt, One Road" Central and South Asia investment strategy, the company's stock has gained c.76%; however, we caution that benefits are unlikely within the next two-to-three years given the political agreements necessary before works can start.

**Downgrade from BUY to Hold.** To factor in lower than expected new orders, the impact of the Iraq project, and lower margins, we lower our EPS forecasts from Rmb0.53 to Rmb0.49 in 14E, from Rmb0.78 to Rmb0.59in 15E and from Rmb0.84 to Rmb0.68in 16E. We lower our target price from HK\$7.12 to HK\$6.80. Due to the recent surge in share price with limited fundamental support, particularly given our weaker earnings outlook, we see no further upside to the company's valuation from current levels and downgrade our rating from BUY to Hold.



### **New contract value**

Based on our monitoring of CMEC project announcements over the past year, we found a significant shortfall compared with its initial full year target. We note that the company does not publicise details of all of its smaller projects, for which we make allowance. Nonetheless, we see little likelihood that the company secured more than US\$2.8bn in new contracts, representing a shortfall of c.30% from its original target of US\$4bn.

Fig1: New contracts summary 2014

| Date of announcement | Project<br>location | Project details  | Project value | Project<br>duration |
|----------------------|---------------------|--|---------------|---------------------|
| 1H14                 |                     | Newly effective contract total value of 1H14                       | US\$197.2m    |                     |
| 14December 2014      | Argentina           | 1,500km stretch of the Belgrano cargo railway and equipment supply | US\$2.47bn    | 48mths              |
| 14 December 2014     | Thailand            | Construction of broadband network                                  | US\$120m      | 12mths              |
| 2014 total           |                     |  | US2.79bn      |                     |

Source: Company data, SWS Research

# Iraqi power plant

CMEC signed a US\$1.19bncontract to construct a 2x 630MW Power Plant in the Iraqi governorate of Salah Al-din on 15 December 2011. The project covers geographical surveys, design, equipment and material supply, performance testing of the units, training of staff on behalf of the owner and operating guidance during the one-year warranty period for the units. CMEC, as the general contractor, subcontracted most of the construction to suppliers. As a result, we do not expect the project to occur further costs prior to resumption of works. In addition, we estimate that the company had received c.40% of the contract value by the time it evacuated its staff.

Given the complexities of the situation and the high degree of uncertainty over how long it will take to retake the region from Islamic State control, we assume for the purpose of our three-year forecasts that the project has been written off, although the company's low level of equipment and other fixed asset investments, we assume almost zero impairment costs associated with such a write-off.

# **Argentine railway**

The company broke ground on its US\$2.47bn two-year Argentine railway project as of end-2014. We forecast a c.10% gross margin for the project, a relatively low level compared with its typical margins of 12%-15%, as the project also includes trains and equipment procurement (a lower-margin business than construction). We expect the project to contribute to earnings growth over the coming four years.

# **Asset injection**

CMEC parent China National Machinery Industry Corporation (SINOMACH), a central state-owned enterprise (SOE), intends to list several subsidiaries through an asset injection into CEMC. According to CMEC's pre-IPO prospectus, SINOMACH planned to transfer three companies to CMEC within three years of CMEC going public.



China National Electric Engineering Corporation (CNEEC)is focused on international engineering services, ranging from consultation, engineering, procurement& construction (EPC)and financing to maintenance. The company has economic and trade links in over 70 countries. The company generated revenue of Rmb3.75bn in 2011, the most recent full year of publicly available data.

China National Complete Engineering Corporation (CMCEC) provides project contracting services on civil construction, agricultural development, energy and environmental protection projects both domestically and overseas. The company booked revenue of Rmb1.46bn in 2011.

China National Automatic Control System Corporation (CACS)is mainly focused on industrial automation, intelligent building technology, the integration of computer management system, R&D, manufacture and marketing of mechanical and electrical products. The company also offers transportation and insurance services, generating revenue of Rmb1.53bn in 2011.

The three companies booked a combined revenue of Rmb6.74bn in 2011, equivalent to 32% of CMEC's total revenue in the same year.

Fig2: CNEEC, CMCEC and CACS revenue,. 2011-1H2012

| 6=. 0.1==0, 0.110=0 0.100 |       |        |
|---------------------------|-------|--------|
| (Rmbm)                    | 2011  | 1H2O12 |
| CNEEC                     | 3,754 | 2,434  |
| CMCEC                     | 1,457 | 828    |
| CACS                      | 1,526 | 582    |
| Total                     | 6,737 | 3,844  |

Source: Company data, SWS Research

Given the similar business lines and mix of international and domestic projects among the three companies and CMEC, we believe it is reasonable to assume a relatively similar rate of revenue growth for the three companies since the most recent data was released in 2011 as CMEC.

We believe the three subsidiaries are likely to operate at a slightly lower net margin than CMEC, of c.5%, based on our assumption that management at these firms is less well incentivized to ensure costs are controlled. However, given the lack of publicly available information around the target companies' project roster or profitability, we conduct a scenario analysis using a range of net margins, with an upper limit at close to CMEC's net margin in 2011, of 10%. We found that, assuming a base case net profitability of 5% among all three companies, CMEC's net profit line would have received a bump of c.27.4%; a more negative assumption of an average net margin of 2% across all three companies would yield a 10.9% increase in CMEC's net profit for the year, while at the high-end, assuming all three companies achieved a similar net margin as CMEC of c.10%, the result would be a 54.7% increase to CMEC's 2011 bottom line. As a result, while we do not factor in any contribution from the companies as yet, we note the significant impact likely as and when any announcement regarding completion of the asset injection is made.



Fig3: Scenario analysis of contribution from acquisition targets to CMEC 2011 net profit

| Net margin | Net profit contribution to CMEC (Rmbm) | CMEC 2011 net increase |
|------------|--|------------------------|
| 2%         | 161.43                                 | 10.9%                  |
| 5%         | 403.58                                 | 27.4%                  |
| 10%        | 807.16                                 | 54.7%                  |

Source: Company data, SWS Research

# **Adjusting forecasts**

We cut our 15E revenue forecast from Rmb34.12bn to Rmb28.62bn, and downgraded our 16E revenue forecast from Rmb38.27bn to Rmb34.27bn, to remove assumptions of revenue from the company's Iraqi project and to account for the lower-than-expected 2014 new order book.

Fig4: Revenue forecast adjustments

| (Rmbm)  | 2015E  | 2016E  |
|---|--------|--------|
| Previous revenue forecast   | 34,124 | 38,277 |
| Less: forecast revenue from Iraq project                            | 4,318  | 801    |
| Less: forecast revenue from new orders that have yet to materialize | 1,182  | 3,200  |
| Current revenue forecast  | 28,624 | 34,276 |

Source: Company data, SWS Research

We also cut our 15E and 16E gross and net profit line forecasts by a larger amounts than our revenue adjustments. We believe the company's Argentine project, which will contribute significant earnings over the coming years and which we expect to carry a lower-than-average gross margin, will weigh on the company's overall gross margin. Additionally, we see a higher expense ratio as likely in 2014 on the impact of the evacuation of personnel in Iraq, which likely drove the SG&A expenses line higher in 2014. We cut our 14E net profit forecast from Rmb2.17bn to Rmb2.03bn to factor in higher than expected expense ratio in 2H14.

Fig5: Key forecast adjustments

| 8-11-7     | Jon 100 J 100 COLOR 100 J 100 COLOR |         |         |          |              |         |          |            |         |
|------------|---|---------|---------|----------|--------------|---------|----------|------------|---------|
| (Rmbm)     |   | Revenue |         |          | Gross profit |         |          | Net profit |         |
| (KIIIDIII) | Previous  | Current | Chg (%) | Previous | Current      | Chg (%) | Previous | Current    | Chg (%) |
| 14E        | 22,509  | 22,509  | 0.0%    | 3,693    | 3,693        | 0.0%    | 2,170    | 2,030      | -6.5%   |
| 15E        | 34,124  | 28,624  | -16.1%  | 5,748    | 4,593        | -20.1%  | 3,230    | 2,458      | -23.9%  |
| 16E        | 38,277  | 34,276  | -10.5%  | 6,218    | 5,377        | -13.5%  | 3,474    | 2,823      | -18.7%  |

Source: Company data, SWS Research

We cut our forecast cash flow from operations in 15E from Rmb10.01bn to Rmb5.86bn, due largely to the effects of our revenue forecast revision. We also expect a lower financing cost as a result in 15E, lowering from Rmb932m to Rmb674m due to declining cash flow and the influence of interest rate cuts likely in 15E. Declining net profit depressed the company's dividend payout, further reducing financing cost.



# **APPENDIX**

### **Consolidated Income Statement**

| (Rmbm)            | 2012   | 2013   | 2014E  | 2015E  | 2016E  |
|-------------------|--------|--------|--------|--------|--------|
| Revenue           | 21,296 | 21,426 | 22,509 | 28,624 | 34,276 |
| CostofSales       | 17,565 | 17,684 | 18,816 | 24,031 | 28,899 |
| GrossProfit       | 3,732  | 3,743  | 3,693  | 4,593  | 5,377  |
| OtherIncome       | 10     | 353    | 353    | 353    | 353    |
| SG&AExpenses      | 1,565  | 1,715  | 1,801  | 2,004  | 2,399  |
| Ebitda            | 2,162  | 2,432  | 2,232  | 2,793  | 3,171  |
| Ebit              | 2,063  | 2,328  | 2,108  | 2,661  | 3,034  |
| FinanceCosts      | 553    | 336    | 646    | 667    | 796    |
| ProfitBeforeTax   | 2,616  | 2,664  | 2,754  | 3,327  | 3,830  |
| IncomeTaxExpense  | 688    | 704    | 724    | 875    | 1,007  |
| MinorityInterests | 0      | 1      | 0      | 0      | 0      |
| ProfitfortheYear  | 1,928  | 1,960  | 2,030  | 2,452  | 2,823  |

### **Consolidated Cash Flow Statement**

| (Rmbm)                         | 2012    | 2013    | 2014E | 2015E | 2016E |
|--------------------------------|---------|---------|-------|-------|-------|
| ProfitBeforeTaxation           | 2,616   | 2,664   | 2,754 | 3,327 | 3,830 |
| DeprAndAmortisation            | 99      | 104     | 124   | 132   | 137   |
| FinancingCost                  | 553     | 336     | 646   | 667   | 796   |
| LossesFromInvestments          | 0       | 0       | 0     | 0     | 0     |
| ChangeInWorkingCapital         | 2,017   | 1,886   | 549   | 2,271 | 2,133 |
| Others                         | 5,692   | (1,327) | 4,391 | 6,773 | 6,850 |
| CFFromOperatingActivities      | 6,972   | (2,195) | 2,192 | 5,945 | 5,426 |
| Capex                          | (99)    | (38)    | (15)  | (31)  | (27)  |
| OtherCFFromInvestingActivities | (2,501) | 777     | (36)  | 376   | 826   |
| CFFromInvestingActivities      | (2,597) | 739     | (51)  | 345   | 799   |
| EquityFinancing                | 3,012   | 0       | 0     | 0     | 0     |
| NetChangeInLiabilities         | (98)    | 100     | 0     | 0     | 0     |
| DividendAndInterestPaid        | (365)   | (795)   | (722) | (869) | (999) |
| OtherCFFromFinancingActivities | 0       | 0       | 0     | 0     | 0     |
| CFFromFinancingActivities      | 2,549   | (694)   | (722) | (869) | (999) |
| NetCashFlow                    | 6,924   | (2,150) | 1,419 | 5,420 | 5,226 |
| FCFF                           | 3,393   | 3,576   | 2,042 | 4,159 | 4,270 |
| FCFE                           | 2,742   | 3,340   | 1,396 | 3,492 | 3,474 |



### **Consolidated Balance Sheet**

| (Rmbm)                    | 2012   | 2013   | 2014E  | 2015E  | 2016E  |
|---------------------------|--------|--------|--------|--------|--------|
| CurrentAssets             | 27,936 | 25,904 | 27,584 | 34,463 | 41,514 |
| BankBalancesAndCash       | 12,089 | 14,550 | 15,969 | 21,389 | 26,615 |
| TradeAndOtherReceivables  | 5,510  | 4,895  | 5,142  | 6,539  | 7,830  |
| Inventories               | 226    | 213    | 226    | 289    | 348    |
| OtherCurrentAssets        | 10,111 | 6,246  | 6,246  | 6,246  | 6,721  |
| LongTermInvestment        | 0      | 0      | 0      | 0      | 0      |
| PP&E                      | 444    | 485    | 523    | 538    | 569    |
| IntangibleAndOtherAssets  | 6,389  | 5,564  | 6,300  | 6,644  | 6,668  |
| TotalAssets               | 34,770 | 31,953 | 34,407 | 41,646 | 48,751 |
| CurrentLiabilities        | 24,271 | 19,790 | 20,936 | 26,604 | 31,874 |
| Borrowings                | 134    | 234    | 234    | 234    | 234    |
| TradeAndOtherPayables     | 10,943 | 12,227 | 13,010 | 16,615 | 19,981 |
| OtherCurrentLiabilities   | 13,193 | 7,329  | 7,691  | 9,754  | 11,658 |
| LongTermLiabilities       | 581    | 407    | 421    | 401    | 401    |
| TotalLiabilities          | 24,852 | 20,197 | 21,357 | 27,005 | 32,275 |
| MinorityInterests         | (3)    | 16     | (9)    | (12)   | (12)   |
| ShareholderEquity         | 9,920  | 11,740 | 13,059 | 14,653 | 16,487 |
| ShareCapital              | 4,018  | 4,126  | 4,126  | 4,126  | 4,126  |
| Reserves                  | 5,902  | 7,614  | 8,933  | 10,527 | 12,362 |
| EquityAttributable        | 9,920  | 11,740 | 13,059 | 14,653 | 16,487 |
| TotalLiabilitiesAndEquity | 34,770 | 31,953 | 34,407 | 41,646 | 48,751 |



### **Kev Financial Ratios**

| Rey Financial Ratios      |       |        |       |       |       |
|---------------------------|-------|--------|-------|-------|-------|
|                           | 2012  | 2013   | 2014E | 2015E | 2016E |
| Per share ratios (Rmb)    |       |        |       |       |       |
| Earnings per share        | 0.48  | 0.48   | 0.49  | 0.59  | 0.68  |
| OperatingCFPerShare       | 1.74  | (0.53) | 0.53  | 1.44  | 1.32  |
| DividendPerShare          | 0.20  | 0.19   | 0.17  | 0.21  | 0.24  |
| NetAssetsPerShare         | 2.47  | 2.85   | 3.16  | 3.55  | 3.99  |
| Key Operating Ratios(%)   |       |        |       |       |       |
| ROIC                      | 14.90 | 14.19  | 11.63 | 13.11 | 13.32 |
| ROE                       | 19.44 | 16.67  | 15.56 | 16.75 | 17.14 |
| GrossMargin               | 17.52 | 17.47  | 16.41 | 16.05 | 15.69 |
| Ebitda Margin             | 10.15 | 11.35  | 9.92  | 9.76  | 9.25  |
| Ebit Margin               | 9.69  | 10.87  | 9.37  | 9.29  | 8.85  |
| GrowthRateOfRevenue       | 3.79  | 0.61   | 5.05  | 27.17 | 19.75 |
| GrowthRateOfProfit        | 30.96 | 1.67   | 3.57  | 20.78 | 15.12 |
| DebtToAssetRatio          | 71.48 | 63.21  | 62.07 | 64.85 | 66.21 |
| TurnoverRateOfNetAssets   | 2.15  | 1.82   | 1.72  | 1.96  | 2.08  |
| TurnoverRateOfTotalAssets | 0.61  | 0.67   | 0.65  | 0.69  | 0.70  |
| EffectiveTaxRate          | 26.29 | 26.42  | 26.29 | 26.29 | 26.29 |
| DividendYield             | 3.60  | 3.34   | 3.03  | 3.66  | 4.21  |
| Valuation Ratios (x)      |       |        |       |       |       |
| PE                        | 11.85 | 11.96  | 11.55 | 9.56  | 8.31  |
| РВ                        | 2.30  | 2.00   | 1.80  | 1.60  | 1.42  |
| EV/Sale                   | 1.11  | 1.11   | 1.06  | 0.83  | 0.69  |
| EV/Ebitda                 | 10.98 | 9.77   | 10.65 | 8.51  | 7.50  |

### **Information Disclosure:**

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