

30 March 2015

Buy
Unchanged

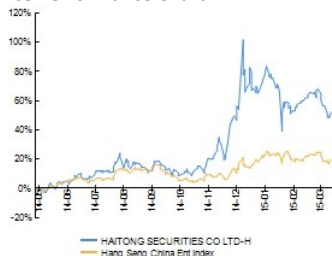
业绩创新高

海通证券(6837:HK)

Market Data: Mar,27

Closing Price (HK\$)	17.96
Price Target (HK\$)	22.70
HSCEI	11,898
HSCCI	4,447
52-week High/Low (HK\$)	23.20/9.83
Market Cap (USD Mn)	20,249
Market Cap (HK\$ Mn)	156,998
Shares Outstanding (Mn)	9,585
Exchange Rate (RMB-HK\$)	1.26

Price Performance Chart:



Source: Bloomberg

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"HAITONG SECURITIES (6837:HK) –
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Financial summary and valuation

	2013	2014	2015E	2016E	2017E
Revenue (Rmbm)	12,803	23,667	36,213	46,740	59,361
YoY (%)	19.97	84.86	53.01	29.07	27.00
Net income (Rmbm)	4,281	8,119	14,828	20,081	27,157
YoY (%)	31.63	89.65	82.63	35.43	35.24
EPS (Rmb)	0.42	0.80	1.22	1.66	2.24
Diluted EPS (Rmb)	0.42	0.80	1.22	1.66	2.24
ROE (%)	6.68	11.24	11.21	12.24	13.20
Debt/asset (%)	62.10	79.51	71.35	71.83	72.24
Dividend Yield (%)	0.83	2.10	2.58	3.49	4.72
PE (x)	33.94	17.7	11.6	8.6	6.4
PB (x)	2.22	2.0	1.8	1.5	1.2

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:

2014 年业绩强劲增长。海通证券昨晚宣布 2014 年归属母公司净利润同比增长 91.1% 至人民币 77.1 亿元（我们预测人民币 72 亿元, 彭博一致预期 72.9 亿元）。每股收益同比增长 90.5% 至人民币 0.8 元（我们预测人民币 0.75 元, 彭博一致预期 0.76 元）。公司建议每 10 股派发现金股利人民币 2.5 元（同比增长 108%），相当于 37% 派息率。

创新业务增长持续。2014 年，经纪业务佣金同比增长 35.3% 至人民币 63 亿，主要由于日均成交额同比增长 55%。海通证券的经纪业务市占率从 2013 年的 4.75% 增长到 2014 年的 5.13%。融资融券余额同比增长 188%，市场份额在从 2013 年的 5.73% 下降到 2014 年的 5.65%。利息收入增长强劲增长至人民币 77 亿，同比增长 109.8%，较高的利息收入主要由融资融券，金融期货和股票回购业务驱动，创新业务占总收入的比例增加至 34%，同比上升 8 个百分点。这在很大程度上抵消了增加的债务利息支出，同比增长 192.4% 至人民币 43 亿，使得成本收入比从 2013 年的 53% 下降至 2014 年的 47%。

杠杆扩张支撑净资产收益率增长。资产端，总资产同比增长 108.5% 至人民币 3526 亿，主要由在资本密集型业务的扩张下，客户贷款及垫款的（同比增长 144.6%）和销售金融资产（同比增长 485.1%）增长的驱动。负债端，主要由于在 2014 年下半年股市上涨的驱动下应付经纪客户帐款的增长（同比增长 99.8%）及卖出回购金融负债（同比增长 131%）和 UT 融资租赁业务的合并带来的应付长期借款的增长（同比增长 100%）。杠杆比率从 2013 年底的 2.01 倍增长至 2014 年的 3.76 倍，驱动净资产收益率增长 5.18 个百分点至 11.88%。

维持买入。我们将 2015/2016 的日均成交额分别上调至 5000 亿/6500 亿，引入 2017 年日均成交额预测 8450 亿。因此我们提高我们的 EPS 预测在 15E 从人民币 0.88 至人民币 1.22（同比增长 51%），在 16E 从人民币 1.12 至人民币 1.66（同比增长 35%），增加 2017 年 EPS 的预测人民币 2.22（同比增长 35%）。我们维持 22.7 港元的目标价，代表 2.55x 15E PB。目标价还有 26.4% 的上升空间，我们维持买入建议。

Results beat. Haitong Securities reported 2014 net profit of Rmb7.71bn (+91.1% YoY vs our forecast of Rmb7.20bn and consensus forecast of Rmb7.29bn), resulting in EPS of Rmb0.80 (+90.5% YoY vs our forecast of Rmb0.75 and consensus forecast of Rmb0.76). The company proposed a final dividend of Rmb0.25(+108%YoY), representing a 37% payout ratio.

New businesses continued to thrive. In 2014, brokerage commission was up 35.3% YoY to Rmb6.3bn, mainly driven by 55% YoY growth in daily turnover. Brokerage market share expanded from 4.74% at end-2013 to 5.13% at end-2014. Margin financing balance, up 188% YoY, market share fell from 5.73% to 5.65% at end-2014. Interest income increased robustly to Rmb7.7bn, up 109.75% YoY, as higher interest income driven by the margin financing, financial futures and stock-repo businesses, total revenue contribution from new businesses increased to 34%, up 8ppts YoY. At the same time, It was largely offset by higher interest expense given the increase in debt, new H-share issuance and expenses from UT Capital, it was up 192.4% YoY to Rmb4.3, resulting in a decline in cost-to-income ratio from 53% for 2013 to 47% for 2014, a positive.

Rising leverage to support ROE. In terms of the balance sheet, total assets were up by 108.5% YoY to Rmb352.6bn, primarily driven by loans and advances to customers (+144.6% YoY), and financial assets under resale (+485.1% YoY), due to business expansions in capital-intensive businesses. On the liabilities side, the key drivers were accounts payable to brokerage clients (+99.8% YoY) due to rise in the equities market in 2H14, financial liabilities sold under repo (+131.0% YoY) and the long-term borrowings following the merger of UT Capital bonds payable (+100.0% YoY). Leverage ratio up from 2.01x in end-2013 to 3.76x in end-2014, driving ROE up 5.18ppts YoY to 11.88%.

Maintain BUY. We raise our turnover forecasts from Rmb400bn to Rmb500bn in 15E, from Rmb500bn to Rmb650bn in 16E and forecast 17E turnover of Rmb845bn. We thus upgrade our EPS forecasts from Rmb0.88 to Rmb1.22 in 15E (+51% YoY), from Rmb0.1.12 to Rmb1.66 in 16E (+35% YoY) and forecast 17E EPS of Rmb2.22 (+35% YoY). We maintain our target price of HK\$22.7, representing 2.55x 15E PB. With 26.4% upside, we maintain our BUY recommendation.

APPENDIX

Fig1: Forecast Income Statement

Rmbm	2013	2014	2015E	2016E	2017E
Revenue					
Commission and fee income	6,751	9,516	12,874	15,633	19,745
Interest income	3,671	7,700	15,672	21,989	28,763
Net investment gains	2,150	5,709	6,850	8,220	9,865
Total revenue	12,572	22,925	35,397	45,842	58,373
Other income and gains	231	742	816	898	988
Total revenue and other income	12,803	23,667	36,213	46,740	59,361
Depreciation and amortization	307	284	299	313	329
Staff costs	2,621	4,131	5,371	6,982	9,076
Commissions to account executives	334	427	668	814	901
Brokerage, commissions and other transaction exp	514	868	1,217	1,591	2,059
Interest expenses	1,484	4,340	5,642	6,771	7,448
Other operating expenses	2,203	3,362	3,699	4,069	4,069
Total expenses	7,465	13,414	16,895	20,539	23,882
Share of result of an associate	117	167	192	221	254
Profit before income tax	5,455	10,420	19,510	26,422	35,734
Income tax expense	1,174	2,301	4,683	6,341	8,576
Profit for the year	4,281	8,119	14,828	20,081	27,157
Attributable to:					
Owners of the Company	4,035	7,711	14,082	19,071	25,791
Non-controlling interests	246	408	746	1,010	1,366

Source : Company data, SWS Research

Fig2: Forecast Balance Sheet

Rmbm	2013	2014	2015E	2016E	2017E
Non-current assets					
Property and equipment	1171.60	1210.15	1270.65	1334.18	1400.89
Goodwill	623.07	2600.62	2600.62	2600.62	2600.62
Other intangible assets	256.13	254.79	254.79	254.79	254.79
Investments accounted for using equity method	2231.27	5686.14	6254.76	6880.23	7568.25
Available-for-sale investments	4720.91	8714.79	10457.74	12549.29	15059.15
Deferred tax assets	430.94	566.82	651.84	749.62	862.06
Total non-current assets	13,077.44	48,996.08	56,447.16	65,314.42	75,873.94
Current assets					
Loans and advances to customers	26531.10	64883.36	65252.01	82601.22	105648.23
Accounts receivable	1647.26	4384.35	5217.38	6208.68	7388.33
Other receivables and prepayments	1889.35	2453.97	2576.67	2705.50	2840.78
Available-for-sale investments	4951.87	3990.61	4788.73	5746.48	6895.77
Loan and receivable investments	2086.06	3347.03	3347.03	3347.03	3347.03
Held-to-maturity investments	281.61	3.01	3.61	4.33	5.19
Financial assets held under resale agreements	9036.99	52873.46	63448.15	76137.78	91365.33
Financial assets at fair value through profit or loss	47590.05	56273.06	73154.97	87785.97	105343.16
Deposits with exchanges	3693.84	5495.66	6320.01	7268.02	8358.22
Clearing settlement funds	5751.05	14818.88	17782.65	21339.18	25607.02
Bank balances and cash	52586.99	85703.61	151979.80	210276.74	291910.77
Total current assets	156046.16	303626.07	405149.90	516955.59	664951.44
Total assets	169,123.60	352,622.15	461,597.06	582,270.02	740,825.37
Current liabilities					
Borrowings	5796.40	19807.57	22778.71	25056.58	27562.24
Short-term financing bills payables	3000.00	22926.59	5000.00	5000.00	5000.00
Placements from other financial institutions	1120.00	14270.00	16410.50	18872.08	21702.89
Accounts payable to brokerage clients	40429.57	80766.84	121150.26	169610.37	237454.52
Other payables and accruals	3295.50	7697.58	10006.85	13008.90	16911.57
Tax liabilities	2.74	2.49	2.49	2.49	2.49
Financial liabilities at fair value through profit or loss	395.28	816.78	939.29	1080.18	1242.21
Financial assets sold under repurchase agreements	6506.51	15028.55	19537.11	25398.24	33017.71
Total current liabilities	26111.91	59807.86	71769.44	86123.32	103347.99
Net current assets	86657.90	221124.26	267594.65	344152.17	446241.63
Net assets	64105.16	72264.20	132269.77	164038.68	205688.75
Equity					
Share capital	9,584.72	9,584.72	11501.70	11501.70	11501.70
Reserves	32383.07	32383.60	32383.60	32383.60	32383.60
Retained profits	11780.55	16557.45	33514.98	56810.45	88323.11
Equity attributable to owners of the company	61506.99	68364.43	87320.43	110713.68	142343.68
Non-controlling interests	2598.17	3899.77	4094.76	4299.50	4514.47
Total equity	64105.16	72264.20	91415.19	115013.18	146858.15
Total Liabilities & Equity	169123.60	352622.15	420742.48	533244.52	681994.78

Source : Company data, SWS Research

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