

2016年8月1日

金蝶国际 [0268.HK]

重新聚焦于核心的ERP业务

金蝶国际宣布,将向主席徐少春和高级管理层出售三项亏损互联网业务的股权,总代价为 1.074亿元人民币, 其后公司将把业务重点放在核心的企业资源规划(ERP)业务之上。我们 认为,公司出售该三项互联网业务的原因,是由于来自互联网巨头的激烈竞争(包括阿里巴巴 的丁丁和腾讯的Wework)。在短期内,该三项互联网业务不太可能扭亏为盈,并将拖累整体 业绩。我们认为市场对金蝶出售其亏损互联网业务的看法将好坏参半。一些投资者希望公司专 注于具有盈利能力及有不俗现金流的ERP业务,但也有投资者因看好公司的云计算相关业务将 推动增长而买入该股。管理层表示,尽管出售了三大互联网业务,但对于2017年实现云业务收 入占总收入30%的目标,现时仍保持不变。基于云计算的ERP业务是金蝶的增长动力,将有助 公司实现其增长目标。我们对于出售业务的消息抱持正面看法,因为金蝶盈利能力的波动性将 减低, 而互联网业务将不再是公司业绩的拖累。由于出售亏损业务带来的正面影响需要待2016 下半年才浮现,因此若公司在公布2016年中报后股价下挫,将为投资者带来重新关注的机会。 我们仍然认为,金蝶将成为深港通开通的受益者之一。我们维持买入评级,目标价为3.33港元 (基于36.8倍2016年市盈率,高于36倍的历史平均水平,但低于A股上市的同业)。

投资亮点

- 出售亏损业务。金蝶宣布将出售三项亏损互联网业务的股权,总代价为1.074亿元人民币,其后公 司将把业务重点放在核心的ERP业务之上。在出售前,金蝶的云相关业务包括: (一)云之家,其 为企业数达到180万名的企业社交网络; (二) Kuaidi100,是一个会计应用程式; (三)云ERP; (四)金蝶医疗; (五)友商网,是一个金融服务云平台。于出售事项后,金蝶仍将拥有云计算 ERP业务,并持有云之家的和友商网的15%股份作为互联网业务。在2015年,该三项业务产生的 经营亏损约为1亿元人民币。在短期内,该三项互联网业务不太可能扭亏为盈。所出售的业务聘用 400-500名员工, 出售交易带来的财务影响将反映在2016下半年业绩。
- 云计算仍是增长动力。管理层表示,出售的云计算业务对金蝶的收入没有太大贡献。对于云计算业 务收入占总收入30%的目标,现时仍保持不变。管理层预计,云计算业务收入占总收入的比例将在 2020年达到50%。管理层又指出,大多数云ERP业务的新客户都是从竞争对手取得的客户,因 此,云ERP并没有蚕食传统ERP业务的表现。在2015年,金蝶的云ERP业务实现快速增长,由 2014年的1,800万元人民币上升至2015年的约1.15亿人民币。预计云ERP业务的增长将在2016年及 以后保持强劲。云ERP业务仍处于投资阶段,因此其盈利能力将在未来持续改善。
- 上调盈利预测。我们将2016年和2017年的净利润预测分别上调11.2%和9.2%,上调盈利是由于我 们预期在公司削减员工数目后,2016及2017年的经营利润率将上升2个百分点。

主要财务指标(百万元人民币) 1,546.5 1,586.2 1,759.7 2,002.9 变动 (同比%) (9.3) (3.5) 2.6 10.9 13.8 毛利润 1,275.8 1,292.1 1,631.6 1,205.9 1,433.4 毛利润率(%) 75.3 净利润 126.4 197.0 105.8 224.0 308.3 净利润率(%) 7.9 12.7 6.7 12.7 15.4 每股收益(基本) 0.05 0.08 0.04 0.08 0.11 变动(同比%) (49.5) 101.1 37.7 每股股息 \$0.000 \$0.012 \$0,000 \$0.024 \$0.032 净资产收益率(%) 7.6 10.5 4.1 6.7 8.7 0.58 1.13 1.56 股息收益率(%) 市盈率 (倍) 41.5 53.2 26.9 26.5 19.2 2.7 市净率 (倍) 3.0 1.8 1.6 2.05% 4.05% 自由现金流收益率(%) 1.12% 2.18% 5.15% 220.2 234.6 250.0 266.6 284.5 资本开支(百万元) 每股自由现金流 32.7 15.5 Net cash Net cash Net cash 净负债比率(%)

TMT行业一软件

买入

收盘价: 2.45港元 (2016年7月31日)

目标价: 3.33港元(+36.0%)

股价表	 現			
(HK\$)				(HK\$ million)
5				500
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3	M	W	man	- 300
2				- 200
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0		<u> </u>		4 10 3 10 3 10 4 3 4 10 10 3 1 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Jul15		ov15 Jan16 er (RHS)	Mar16 Price (LHS)	May16

市值 9.29亿美元 28.55亿股 己发行股数 PricewaterhouseCoo

pers 73.3% 自由流通量

52周交易区间 2.34-4.01港元

三个月日均成交量 370万美元

CEO, 徐少春 主要股东 (26.2%)

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来源:公司,中国银河国际证券研究部估计





Kingdee International [0268.HK]

Refocusing on Core ERP Business.

Kingdee International [0268.HK] announced that it will sell its stakes in three loss-making internet businesses to Chairman Robert Xu and senior management for a total consideration of RMB107.4m to allow Kingdee to focus on its core enterprise resource planning (ERP) business. The reason for selling the three internet businesses, in our view, is keen competition from the internet giants - Alibaba's Dingding and Tencent's Wework. The three internet businesses were unlikely to turn around in the near term and would have been a drag on overall performance. We believe market reaction to Kingdee's disposal of its loss-making internet businesses will be mixed. Some investors prefer Kingdee to concentrate on its profitable, cash-generative ERP business, but there are investors who bought Kingdee shares based on its cloud-related business as the future growth driver. According to management, despite the disposal of the three internet businesses, the Company's target of 30% of turnover to be cloud-based in 2017 remains unchanged. Its cloud-based ERP business is the growth driver for Kingdee to achieve the target. We take a positive view on the news flow of the disposal, since Kingdee's profitability will be less volatile and the internet businesses will no longer be a drag on its financial position. Since the positive impact of the disposal of its loss-making businesses will emerge only in 2H2016, any share price weakness after the release of its 1H2016 results would provide a good re-visit opportunity. We also maintain the view that Kingdee will be one of the beneficiaries of Shenzhen-Hong Kong Connect. We maintain our BUY rating with a new target price of HK\$3.33 (based on 36.8x 2016E PER, higher than its historical average of 36x, but lower than its A-share listed peers).

Investment Highlights

- Disposal of loss making businesses. Kingdee announced that it will sell its stakes in three loss-making internet businesses for a total consideration of RMB107.4m to allow Kingdee to focus on its core ERP business. Before the disposal, Kingdee's cloud-related businesses included (a) Cloud Hub, an enterprise social network with 1.8m users, (b) Kuaidi100, an accounting app, (c) Cloud ERP, (d) Kingdee Medical, and (e) Youshang.com, a financial services cloud platform. After the disposal, Kingdee will still own a cloud-based ERP business, and a 15% stake in Cloud Hub and Youshang.com as internet-based operations. In 2015, the three business incurred operating losses of about RMB100m. The three internet businesses are unlikely to turn around in the near term and would have been a drag on overall performance. The businesses being disposed of have 400-500 employees. The financial impact will be reflected in the 2H2016 results.
- Cloud computing remains a growth driver. The cloud businesses being disposed of have not contributed much to the Kingdee's top line according to management. The Company's target of 30% of its turnover to be cloud based remains unchanged, and management expects this to be 50% of turnover by 2020. Management also noted that most customers for cloud-based ERP are new customers or acquired from its competitors, so there is no cannibalization of traditional ERP by cloud ERP. Kingdee's cloud ERP business reported fast growth in 2015, from RMB18m in 2014 to about RMB115m in 2015. Growth in the Company's cloud ERP business is expected to remain strong in 2016 and beyond. Cloud-based ERP is still at the investment stage, so its profitability will continue to improve going forward.
- Upward earnings adjustment. We revised upwards our net profit forecasts for 2016 and 2017 by 11.2% and 9.2%, respectively. The upward earnings adjustment is due to a 2ppt upward revision in operating margin assumptions for 2016 and 2017 which are the result of a cut in the number of staff.

Key Financials (in RMB m)	2013	2014	2015	2016E	2017E
Revenue	1,602.1	1,546.5	1,586.2	1.759.7	2,002.9
Change (yoy %)	(9.3)	(3.5)	2.6	10.9	13.8
Gross Profit	1,205.9	1,275.8	1,292.1	1,433.4	1,631.6
Gross Margin %	75.3	82.5	81.5	81.5	81.5
Net Profit	126.4	197.0	105.8	224.0	308.3
Net Margin %	7.9	12.7	6.7	12.7	15.4
EPS (Basic)	0.05	0.08	0.04	0.08	0.11
Change (yoy %)	n.a.	54.3	(49.5)	101.1	37.7
DPS	\$0.000	\$0.012	\$0.000	\$0.024	\$0.032
ROE (%)	7.6	10.5	4.1	6.7	8.7
Dividend Yield (%)	-	0.58	-	1.13	1.56
PER (x)	41.5	26.9	53.2	26.5	19.2
PBR (x)	3.0	2.7	1.8	1.7	1.6
FCF Yield (%)	1.12%	2.18%	2.05%	4.05%	5.15%
Capex (m)	220.2	234.6	250.0	266.6	284.5
Free cash flow per share	0.0	0.1	0.1	0.1	0.1
Net Gearing (%)	32.7	15.5	Net cash	Net cash	Net cash

TMT Sector—Software

BUY

Close: HK\$2.45 (Jul 31, 2016)

Target Price: HK\$3.33 (+36.0%)

Share Price Performance



Market Cap US\$929m Shares Outstanding 2,855m

Auditor Pricewaterhouse-Coopers

Free Float 73.3% 52W range HK\$2.34-4.01

Major Shareholder CEO, Mr Xu Shao Chun (26.2%)

US\$3.7m

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Source: Bloomberg, CGIS Research



Figure 1:	: Earnir	nas pro	iection
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Income Statement (RMB m)	FY2013	FY2014	FY2015	FY2016F	FY2017F	Cash Flow Statement (RMB m)	FY2013	FY2014	FY2015	FY2016F	FY2017F
Revenue	1,602	1,547	1,586	1,760	2,003	Net Income	239	300	229	329	397
Growth yoy%	(9.3%)	(3.5%)	2.6%	10.9%	13.8%	Depreciation & Amort.	220	235	250	267	285
Gross Profit	1,206	1,276	1,292	1,433	1,632	Change in Working Capital	66	72	17	64	75
Growth yoy%	5.1%	5.8%	1.3%	10.9%	13.8%	Cash from Ops.	524	607	496	660	757
Selling General & Admin Exp.	(1,266)	(1,210)	(1,347)	(1,402)	(1,534)	Capital Expenditure	(455)	(470)	(359)	(377)	(396)
Others Operating Expenses/Items	299	234	284	298	299	Sale of Property, Plant, and Equipment	-	-	-	-	-
Operating Income	239	300	229	329	397	Change in Investing Acitivities	(8)	56	(384)	(38)	(18)
Growth yoy%	n.a.	n.a.	n.a.	n.a.	n.a.	Cash from Investing	(463)	(415)	(744)	(415)	(415)
Interest Expense	(110.7)	(97.3)	(94.3)	(96.0)	(98.4)	Net increase in bank borrowings	(17)	273	(380)	27	37
Interest and Invest. Income	8.8	23.8	29.9	35.6	71.3						
Income/(Loss) from Affiliates	(0.1)	(0.6)	(2.2)	(2.4)	(2.5)	Issuance of Common Stock	16	33	1,000	0	0
Other Non-Operating Inc. (Exp.)	0	0	0	0	0	Common Dividends Paid	0	0	(31)	0	(67)
Impairment of Goodwill	-	-	-	-	-	Special Dividend Paid	-	-	-	-	
Gain (Loss) On Sale Of Invest.	_	-	-	-	-	Other Financing Activities	(100)	(76)	(75)	(68)	(38)
Gain (Loss) On Sale Of Assets	_	-	-	-	-	Cash from Financing	(101)	230	514	(42)	(68)
Income Tax Expense	(17)	(25)	(57)	(43)	(59)		` ,			` ,	` ,
Minority Int. in Earnings	7	(3)	0	0	0	Net Change in Cash	(40)	423	266	204	274
Net Income	126	197	106	224	308		(- 3)		•		=- •
Growth yoy%	n.a.	55.9%	(46.3%)	111.8%	37.7%						
Balance Sheet (RMB m)	FY2013	FY2014	FY2015	FY2016F	FY2017F	Ratios	FY2013	FY2014	FY2015	FY2016F	FY2017F
ASSETS						Profitability					
Cash And Equivalents	1,003	1,528	2,174	2,467	3,643	Return on Assets %	3.2%	3.2%	4.7%	2.1%	4.0%
Receivables	277	244	278	308	351	Return on Capital %	7.3%	7.3%	8.2%	4.8%	6.7%
Inventory	4	4	4	4	5	Return on Equity %	7.6%	7.6%	10.5%	4.1%	6.7%
Other Current Assets	296	327	618	450	518						
Total Current Assets	1,580	2,103	3,074	3,230	4,517	Margin Analysis					
Net Property, Plant & Equipment	760	774	789	805	821	Gross Margin %	75.3%	75.3%	82.5%	81.5%	81.5%
Long-term Investments	-	-	-	-	-	SG&A Margin %	79.0%	79.0%	78.2%	84.9%	79.7%
Other Intangibles	-	-	-	-	-	EBIT Margin %	15.4%	15.4%	20.9%	16.3%	20.7%
Deferred Tax Assets, LT	-	-	-	-	-	EBITDA Margin %	27.1%	27.1%	33.9%	30.0%	34.0%
Other Long-Term Assets	1,588	1,516	1,621	1,781	859	Net Income Margin %	7.9%	7.9%	12.7%	6.7%	12.7%
Goodwill											
Accounts Receivable Long-Term						Asset Turnover					
Total Long Term Assets	2,348	2,290	2,410	2,586	1,680	Total Asset Turnover	0.4x	0.4x	0.4x	0.3x	0.3x
Total Assets	3,928	4,393	5,484	5,816	6,197	Fixed Asset Turnover	0.7x	0.7x	0.7x	0.7x	0.7x
	-,	.,	-,	-,	-,	Accounts Receivable Turnover	4.6x	5.4x	5.9x	6.1x	6.0x
LIABILITIES & EQUITY						Inventory Turnover	407.0x	407.0x	393.9x	392.0x	392.0x
Accounts Payable	363	303	357	396	451	inventory rumover		101.00	000.0%	002.0%	002.07
Accrued Exp.	-	-	-	-	-	Liquidity					
Short-term Borrowings	420	546	244	270	307	Current Ratio	1.6x	1.7x	2.0x	3.3x	3.2x
Curr. Port. of LT Debt	720	340	2-1-1	270	-	Quick Ratio	1.3x	1.3x	1.7x	2.7x	
Curr. Income Taxes Payable		_	_	_	-						
Unearned Revenue, Current	-	_	-	-	-	Avg. Days Sales Out.	63.0	63.0	57.7	63.9	63.9
Other Current Liabilities	160					Avg. Days Inventory Out.	0.9	0.9	0.9	0.9	0.9
	169	181	318	349	385	Avg. Days Payable Out.	462.1	414.8	448.9	409.8	421.7
Total Current Liabilities	952	1,029	919	1,016	1,144	Avg. Cash Conversion Cycle	-16.0	-16.0	-8.5	-13.3	-13.3
Long-Term Debt	1,155	1,291	1,213	1,213	1,213	Net Debt to Equity	33%	33%	16%	Net cash	Net Cash
Def. Tax Liability, Non-Curr.	66	74	106	116	128						
Other Non-Current Liabilities	0	0	0	0	0	Growth Over Prior Year	/c ==:	(0. ==:	/o ==::		, = =
Total Liabilities	2,173	2,395	2,237	2,345	2,485	Total Revenue	(9.3%)	(9.3%)	(3.5%)	2.6%	10.9%
Common Stock	65	65	72	72	72	Net Income	(190%)	55.9%	(46.3%)	111.8%	37.7%
Additional Paid In Capital			-	-	-	Payout Ratio %	0.0%	0.0%	0.0%	15.5%	0.0%
Retained Earnings	1,686	1,924	3,145	3,369	3,610						
Treasury Stock	-	-	-	0	0						
Comprehensive Inc. and Other	-	-	-	-	-						
Minority Interest	4.5	9.2	29.6	29.9	30.2						
Total Equity	1,755	1,998	3,247	3,471	3,712						
Total Liabilities And Equity	3,928	4,393	5,484	5,816	6,197						



Figure	5. Poor	comparison

Ticker	Company				PE			EV/EBITD#		F	P/B	R	0E		ROA	Div	yield		Share Price	Performance	
		Price	Market Cap	2014F	014F 2015F	2016F	2014F	2015F	2016F	2013	2014F	2013	2014F	2013	2014F	2013	2014F	1M	3M	6M	12M
		Lcy	US\$m	X	X	X	X	X	X	X	X	%	%	%	%	%	%	%	%	%	%
HK Listed S	oftware plays																				
268 HK	Kingdee	2.45	929	26.5	19.2	18.4	8.3	5.3	7.7	1.8	1.7	4.1	6.7	4.0	5.1	0.0	0.4	1.7	-3.2	-8.2	-32.9
1297 HK	Sinosoft	4.26	567	19.2	15.7	12.5	12.6	10.4	7.8	4.3	3.8	19.7	20.6	17.6	18.2	0.6	0.7	-2.7	0.5	20.0	-3.2
354 HK	Chinasoft	3.13	871	17.8	14.4	11.9	9.3	8.2	6.8	1.7	1.6	9.8	9.3	4.8	5.3	0.0	0.0	4.0	11.0	15.9	1.0
596 HK	Inspur	1.52	177	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	0.8	n.a.	0.0	n.a.	0.0	n.a.	n.a.	n.a.	16.9	19.7	17.8	-1.3
861 HK	Digital China	6.03	915	17.8	14.9	14.0	23.6	19.0	16.3	0.7	0.8	7.6	5.5	1.9	1.7	n.a.	2.1	1.3	12.3	11.6	11.3
856 HK	VST	1.85	347	4.6	4.2	3.8	6.0	5.5	4.9	0.7	0.6	11.6	14.2	3.0	3.5	6.7	6.6	-11.9	3.9	32.1	-34.2
1588 HK	Chanjet	8.48	237	18.0	1454.4	24.2	n.a.	n.a.	n.a.	1.8	1.8	-6.9	-1.9	-6.1	-1.9	0.0	1.2	0.1	-27.0	-38.7	-55.1
2280 HK	Hc International Inc	4.52	589	24.4	18.5	18.0	21.6	16.6	18.1	1.4	1.6	2.9	6.7	1.2	3.0	0.0	n.a.	-8.1	-13.7	26.6	-15.7
Average				19.0	220.7	14.7	13.9	11.4	10.3	1.7	1.7	6.1	8.7	3.1	4.8	1.2	1.8	0.2	0.4	9.6	-16.3
A-share Lis	ted Software plays																				
000555 CH	Digital China Information -A	31.89	4,400	61.9	46.6	34.8	50.1	38.3	28.1	9.0	6.9	11.3	12.0	5.1	5.9	n.a.	0.2	-1.3	9.3	24.6	-3.8
300253 CH	Winning Health Technology-A	22.98	2,806	59.7	57.0	38.9	77.5	55.1	41.0	10.1	11.9	17.1	22.8	8.3	11.6	n.a.	0.5	-6.1	11.4	13.8	-30.9
300166 CH	Beijing Orient National-A	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	13.6	14.4	10.2	11.5	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
600588 CH	Yonyou Network Technology-A	22.69	4,994	81.0	56.6	44.1	65.6	61.8	64.9	6.2	5.7	6.8	7.2	2.6	4.4	n.a.	0.7	-0.5	2.2	11.4	-16.5
300271 CH	Beijing Thunisoft Corp Ltd-A	17.85	1,724	38.3	29.1	22.4	34.2	26.0	21.6	7.4	5.1	15.8	15.2	10.0	8.5	n.a.	0.4	-5.7	-2.6	-5.5	-5.9
600410 CH	Beijing Teamsun Technology-A	11.08	1,492	52.8	30.8	n.a.	n.a.	n.a.	n.a.	4.2	n.a.	2.2	n.a.	0.4	n.a.	n.a.	n.a.	-0.9	2.5	3.4	-49.5
600718 CH	Neusoft Corp-A	17.51	3,271	46.1	35.5	31.1	48.3	37.4	30.0	3.2	3.5	6.7	5.5	3.6	3.7	n.a.	0.5	-4.2	-1.7	-6.4	0.8
000977 CH	Inspur Electronic Informat-A	24.20	3,635	36.5	27.6	21.4	33.3	25.9	19.3	6.1	6.6	17.4	19.6	6.4	8.6	n.a.	0.4	3.5	4.9	16.2	-19.5
300290 CH	Bringspring Science And Te-A	15.24	736	69.3	46.9	35.4	59.4	39.4	28.4	5.7	3.8	7.9	6.7	6.1	n.a.	n.a.	n.a.	-15.3	4.4	10.6	-11.7
002063 CH	Ygsoft Inc -A	13.67	1,214	53.6	35.5	27.3	63.0	41.2	29.7	4.8	4.5	7.4	9.4	4.5	n.a.	n.a.	0.4	-11.4	3.5	1.9	-40.2
Average				54.7	39.9	31.5	54.5	41.0	33.6	6.0	5.9	10.6	12.6	5.8	8.0	n.a.	0.5	-5.1	3.1	5.7	-21.7
Overseas L	isted Software plays																				
SAP GY	SAP	78.43	107,037	20.3	18.6	17.1	12.6	12.5	12.1	4.2	3.7	14.3	17.8	8.6	10.9	n.a.	1.6	15.8	14.8	7.2	20.4
CRM US	Salesforce.Com	82.33	55,779	85.9	62.8	50.3	32.3	25.1	20.3	10.0	9.1	-7.5	12.1	-0.1	4.6	0.0	0.0	4.2	8.6	21.0	11.4
IBM US	IBM	161.37	154,245	11.9	11.4	10.8	9.5	8.9	8.6	9.8	8.2	101.0	81.1	10.3	11.0	3.3	3.4	8.7	10.6	29.3	0.2
ORCL US	Oracle	41.19	169,815	14.9	13.7	12.6	9.1	8.8	8.2	3.6	3.6	20.8	23.4	8.0	6.0	1.5	1.4	1.6	3.3	13.4	3.5
Average				33.3	26.6	22.7	15.9	13.8	12.3	6.9	6.2	32.2	33.6	6.7	8.1	1.6	1.6	7.6	9.3	17.7	8.9

Sources: Bloomberg, Company, CGIS Research estimates for covered stocks; Kingdee: P/B, ROE, ROA and Dividend Yield for 2015 and 2016F



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