

Rating Buy

Asia China

Industrials

Manufacturing

Company AviChina

Reuters Bloomberg Exchange Ticker 2357.HK 2357 HK HSI 2357

Date 18 June 2018

Company Update

Price at 15 Jun 2018 (HKD)	4.43
Price target - 12mth (HKD)	6.50
52-week range (HKD)	5.75 - 3.61
HANG SENG INDEX	30,309

Don't miss this plane, this time

Recent sell-off looks overdone; reiterating Buy on strong fundamentals

AviChina's share price was down 12% over the past two trading days (HSCEI: down 1%). We believe the sell-off was possibly driven by 1) weak A-share trading sentiment for the defence sector on easing of political tension in the Korean Peninsula and 2) the market's misinterpretation of its H-share full-circulation trial (i.e. anticipating AVIC to sell down), which possibly led to some sell-off ahead of the implementation.

These two non-fundamental factors, along with the weak 10 results previously, have brought the stock's valuation back down to 2 STDEV below its five-year average. Such a level was only seen prior to March's NPC meeting, when a better-than-expected defence budget increase confirmed this year's fundamental improvement.

In this note, we try to clarify the intentions behind AviChina's H-share full-circulation trial (i.e. \neq controlling shareholder selling down - confirmed by AVIC) and explain how this scheme along with a new management team (to be finalized in the AGM) should pave the way for future injections of AVIC's high quality assets. In terms of reforms, we expect two possible moves in the near term which could involve 1) an asset restructuring (AviChina's parentco AVIC has completed the restructuring of its jet fighter assets last year and we believe similar core defence assets like helicopter assembly assets could be the next target and management has indicated that AviChina could be the key asset consolidator for AVIC's helicopter business) and 2) management incentive plan/ESOP (as part of AVIC's mixed ownership reform).

Post the recent pullback, we believe the current level looks very attractive (16x 2018E P/E and 1.4x 2018E P/B vs. 9% ROE) and recommend investors accumulate on weakness.

Full-circulation ≠ controlling shareholder selling down

On 14 June, Mr. WANG Xuejun, the parentco AVIC's director of capital management department (which is responsible for AVIC's asset restructuring matters), confirmed at an interview with local media (China Aviation News) that the parentco does not have any intention to reduce its shareholding in this strategically important listco post the full circulation and that the trial will benefit both AviChina and the parentco AVIC in three ways: 1) attaching market value to AVIC's shareholding; 2) laying a good foundation for future asset injections from

Valuation & Risks

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Price/price relative



Performance (%)	1m	3m	12m
Absolute	-15.1	-12.8	-4.3
HANG SENG INDEX	-2.7	-3.9	18.6
Source: Deutsche Bank			

Key indicators (FY1)	
ROE (%)	8.6
Net debt/equity (%)	1.0
Book value/share (CNY)	2.43
Price/book (x)	1.5
Net interest cover (x)	11.2
Operating profit margin (%)	8.2
Source: Deutsche Bank	

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the parentco (as these transactions often involve direct equity placement by the listco to the parentco in exchange for assets and non-tradeable domestic shares, they essentially de-incentivise the parentco to inject assets into AviChina - which is why A-share listcos were preferred options in the past); and 3) more flexible capital operations using these tradable shares by the parentco (e.g., equity pledge financing).

A strong management team should help ensure execution

Based on the AGM circular and barring any unexpected voting results coming out on 29 June, we expect AviChina's key management team and board of directors to consist of: 1) Chairman Mr. TAN Ruisong (who is also AVIC's newly appointed chairman); 2) President Mr. CHEN Yuanxian (AVIC's Vice President, who's in charge of the group's strategy and planning); 3) Executive Vice President Mr. YAN Lingxi (who used to be AVIC's deputy director of capital management and prior to that, AviChina's board secretary since listing); 4) Non-Executive Director Mr. LI Yao (AVIC's CFO); and 5) Non-Executive Director Mr. WANG Xuejun (AVIC's director of capital management department).

From the perspective of interest alignment (with the parentco), we believe the new management team of AviChina, barring any unexpected changes in the AGM would have the most dominant presence of parentco's management team among all of AVIC's listcos. More importantly, some members of the management team including the chairman and president still hold shares that were awarded during AviChina's 2011 management incentive plan.

Two possible next moves...

After the full-circulation trial is over and new management team comes onboard, we believe it's likely that 1) a management incentive plan or employee stock ownership program could be unveiled; and 2) an asset injection could be initiated (possibly unlisted helicopter assembly assets in our view, as management has indicated that AviChina will likely be the asset consolidator for AVIC's helicopter, avionics and electromechanical business.).

...and two near-term catalysts at the sector level

We are expecting two upcoming events that could boost the sector's sentiment in the near term:

- 1. The likely unveiling of a dedicated R&D fund for airborne systems by the government: AVIC recently merged its avionics and electromechanical segments into the airborne system segment (not yet at the listco level though). Our analysis of China's "Made in China 2025" policy initiative (where government support for airborne system is specifically mentioned) and what happened to the aero engine segment in the past (this is another important area that is mentioned in the document and it went through significant restructuring where a new entity is set up to receive such dedicated grant) has led us to believe a similar grant could likely be awarded to this newly merged entity. In late 2015 when a similar event happened for the aero engine business (spinoff, restructuring and R&D fund), trading sentiment in A-share defence sector was boosted, triggering a decent rally during that period.
- **2. Further progress on defence research institutes reform:** Last year in 3Q, the government initiated the first batch of trial involving 41 institutes for this reform. As more green lights are gradually granted for these ownership overhaul trials, we believe the next steps could be unveiled soon. The possible next step, in our view, could either be introducing more batches of trials or the ultimate initiation



of broad-based reform. Either way, implications for future injections of AVIC's unlisted five avionics institutes (into AviChina) would likely be positive.



Appendix 1

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*Other information available upon request

Disclosure checklist			
Company	Ticker	Recent price*	Disclosure
AviChina	2357 HK	4 43 (HKD) 15 Jun 2018	13

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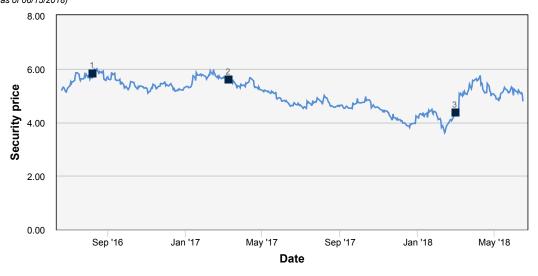
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Historical recommendations and target price. AviChina (2357.HK) (as of 06/15/2018)



- **Current Recommendations**
- Buy Hold Sell Not Rated Suspended Rating
- ** Analyst is no longer at Deutsche Bank

- 08/09/2016 1.
- Buy, Target Price Change HKD 7.40 Nick Zheng, CFA
- 03/01/2018

- 2. 03/10/2017
- Buy, Target Price Change HKD 6.60 Nick Zheng, CFA
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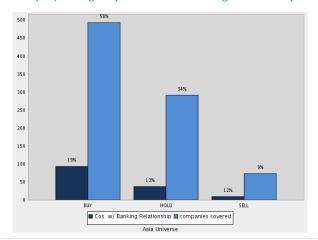
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