



Company Report: NetEase (NTES US)

公司报告: 网易 (NTES US)

Jason Zhou 周桓葳 (852) 2509 5347 jason.zhou@gtjas.com.hk

19 June 2019

# Impetus by Online Games Services, "Buy"

在线游戏服务发力,"买入"

- NetEase's 1Q19 shareholders' profit was better than market expectation by 66.9%, mainly due to higher than expected online game revenue and the efficient cost control in sales and marketing. Gross profit margin increased 2.1 ppts yoy to 44.1% due to the lifted gross profit margin of online game services and e-commerce.
- We estimate FY19-FY21 online games services revenue growth of 11.7%/ 11.4%/ 7.3%, respectively, due to the reopening of both domestic and imported game version number approval as well the expected strong title release. The revenue of online game services grew 35.3% yoy in 1Q19, 53.7 ppt higher than that of last year same period.
- We expect FY19-FY21 E-commerce to grow 26.2%/ 25.5%/ 15.1%, respectively. 1Q19 E-commerce grew 28.3% yoy. Gross profit margin is expected to be 40.0%/ 39.0% /38.8% in FY19-FY21. Operating margin is expected to expand in FY2019 due to efficient cost control.
- We set investment rating of "Buy", and the TP as US\$285.00. In accordance with the expected strong game pipeline and efficient cost control, we believe the Company can still maintain its profit momentum. Non-GAAP net profit is estimated to grow by 24.1%/ 13.2%/ 9.3% in FY19-21, respectively. The new TP represents 33.0x FY19 PER, 29.7x FY20 PER and 27.5x FY21 PER.
- 网易 2019 **财年第 1 季度股东净利润超过市场预期 66.9%**,主要由于高于市场预期的游戏 收入与高效的成本控制。由于在线游戏服务与电子商务的毛利率上涨,公司毛利率同比上 升 2.1 个百分点至 44.1%。
- 我们预计 2019 财年至 2021 财年在线游戏服务收入将分别增长 11.7%/11.4%/7.3%, 因国 产与进口游戏版号审批重启与预计较强的游戏储备。在线游戏服务收入于 2019 财年 1 季 度同比增长 35.3%, 与去年同期相比上升 53.7 个百分点。
- 我们预计 2019 财年至 2021 财年的电子商务将分别增长 26.2%/ 25.5%/ 15.1%。2019 财 年1季度的电子商务同比增长28.3%。毛利率预计在2019财年至2021财年分别为40.0%/ 39.0%/38.8%。在有效的成本控制下,经营利润率在2019财年预计将得到扩张。
- 我们设定投资评级为"买入",目标价为 285.00 美元。由于较强的游戏储备与有效的成本 控制,我们相信公司仍然可以维持其盈利势头。2019 财年至 2021 财年非 GAAP 净利润 预计分别同比增长 24.1%/ 13.2%/ 9.3%。新的目标价对应 33.0 倍的 2019 财年市盈率、 29.7 倍的 2020 财年市盈率以及 27.5 倍的 2021 财年市盈率。

Buy Rating:

评级: 买入

US\$285.00 6-18m TP 目标价:

ADS price ADS价格: US\$266.130

# Stock performance

股价表现



1 M	3 M	1 Y
1 个月	3个月	1年
(0.2)	8.9	6.8
(1.9)	6.0	3.8
257.4	261.6	237.2
	1 个月 (0.2) (1.9)	1个月     3个月       (0.2)     8.9       (1.9)     6.0

Source: Bloomberg, Guotai Junan International

Year End	Turnover	Net Profit	Earnings/ADS	Earnings/ADS	PER	BV/ADS	PBR	DP ADS	Yield	ROE
年结	收入	股东净利	每份 ADS 净利	每份 ADS 净利变动	市盈率	每份 ADS 净资产	市净率	每份 ADS 股息	股息率	净资产收益率
12/31	(RMB m)	(RMB m)	(RMB)	(△ %)	(x)	(RMB)	(x)	(RMB)	(%)	(%)
2017A	54,102	10,708	81.360	(8.0)	21.3	352.181	4.9	24.752	1.5	25.4
2018A	67,156	6,152	47.541	(41.6)	38.5	355.651	5.1	11.129	0.6	13.5
2019F	80,892	7,707	59.596	25.4	30.8	415.690	4.4	13.951	0.8	15.7
2020F	95,441	8,557	66.300	11.2	27.7	490.906	3.7	15.520	0.8	14.8
2021F	104,956	9,201	71.536	7.9	25.7	572.991	3.2	16.746	0.9	13.6

2021F	104,956	9,201	71.536	7.9	25.7	572.991	3.2	16.746	0.9	13.6
ADS in issue (	m) 总 ADS 数(	(m)		128.0	Major sha	reholder 大股东		N	۸r William Lei ۵	Ding 45.5%
Market cap. (U	IS\$ m) 市值 (U	S\$ m)		34,064.6	Free float	:(%) 自由流通比	率 (%)			52.6
3 month avera	ge vol. 3 个月平	均成交股数 ('0	000)	748.4	FY19 Net	gearing (%) FY1	19 净负债//	设东资金 (%)		14.0
52 Weeks high	n/low (US\$) 52 月	周高/低 (US\$)		289.685 / 184.600	FY19 – F	Y21 PEG				2.0

Source: the Company, Guotai Junan International.

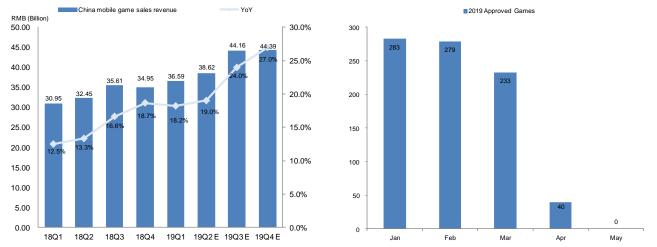


## **Industry Updates**

The growth in China mobile game sales revenue in 1Q19 was in line with our expectation and further accelerated growth is expected in 2Q19. The growth in China mobile game sales revenue recorded a small drop in 1Q19, with 18.2% yoy growth, compared to 18.7% in 4Q18. Growth was mainly driven by outperforming revenue from both existing titles and newly released games in 1Q19, such as Perfect World from Tencent. On the other hand, the total amount of new licensed games approved by the State Administration of Press, Publications, Radio, Film and Television (SAPPRFT) declined from January to April and no new game licenses were approved in May 2019. We expect that the total amount of approved licensed games will decrease compared to in 2017 due to the increase in licensed game control standards. Strong China mobile game sales revenue is expected to rally in 2H19 due to 1) policy support from SAPPRFT with the reopening of both domestic and imported game license approval; 2) more highly-expected games are expected to be released in 2Q19.

Figure-1: 1Q2019 China mobile game sales revenue

Figure-2: Amount of licensed games approved by SAPPRFT



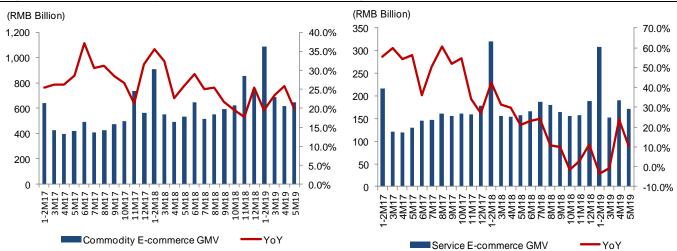
Source: CNG, Guotai Junan International.

Source: SAPPRFT, Guotai Junan International.

China e-commerce GMV recorded solid growth in 5M19. According to data published by the National Bureau of Statistics of China, China e-commerce GMV in 1-5M19 reached RMB3,864.1 bn, up 17.8% yoy, but growth was down 12.9 ppts yoy. In 5M19, China commodity e-commerce GMV reached RMB684.2 bn, up 19.9% yoy and China service e-commerce GMV reached RMB172.0 bn, up 10.5% yoy. China's express delivery volume in 1-5M19 reached 22.3 bn, up 24.9% yoy. During 5M19, China's express delivery volume reached 5.2 bn, up 25.2% yoy.

Figure-3: China Commodity E-commerce GMV

Figure-4: China Service E-commerce GMV



Source: National Bureau of Statistics of China, Guotai Junan International.

Source: National Bureau of Statistics of China, Guotai Junan International.



## 1Q19 Results Review

1Q19 shareholders' profit was better than market expectation by 66.9%, mainly due to higher than expected online game services revenue and the efficient cost control in sales and marketing. More specifically, online game services revenue in 1Q19 increased 35.3% yoy mainly due to strong performance from its flagship titles, such as Fantasy Westward Journey and New Westward Journey Online series, and its initiatives diversification. Gross profit margin improved to 44.1%, compared to 38.6% and 42.0% for the previous quarter and 1Q18. The improvement was mainly driven by the increase of gross profit margin of both online game services and e-commerce. On the other hand, as the decrease in marketing expenditure related to online games services and e-commerce, operating profit margin increased 5.9 ppts gog and 8.7 ppts yoy to 17.2% in 1Q19. As for income tax, the effective tax rate was 34.0% for1Q19, which was 8.0 ppt higher than that in 1Q18. Non-GAAP net profit increased 125.6% yoy in 1Q19.

RMB (Billion)	1Q19	1Q18	yoy	Comments
Total revenue	18.4	14.2	29.5%	
- Online game services	11.9	8.8	35.3%	Primarily due to increased revenue contribution from mobile games including Knives Out.  Increased sales volume of Kaola and
- E-commerce	4.8	3.7	28.3%	Yanxuan as well as improved procurement and operation process.
- Advertising services	0.4	0.5	(5.1%)	Seasonality and macro headwinds affect.
- Innovative business and others	1.3	1.2	5.0%	
Gross profit	8.1	6.0	35.9%	
S&M expenses	(1.7)	(2.5)	(31.9%)	Decreased marketing expenditures related to online game services and e-commerce, plus decreased shipping and handling costs.
G&A expenses	(8.0)	(8.0)	2.9%	
R&D expenses	(2.2)	(1.5)	48.5%	
Operating profit	3.4	1.2	182.5%	
Income tax	(1.3)	(0.3)	348.9%	
Shareholders' profit	2.4	0.8	216.8%	
Non-GAAP Shareholders' profit	3.0	1.3	125.6%	
EPADS (RMB)	18.6	5.7	224.3%	
Gross profit margin	44.1%	42.0%	2.1 ppt	
Non-GAAP net profit margin	16.4	9.4	7.0 ppt	

Source: the Company, Guotai Junan International.



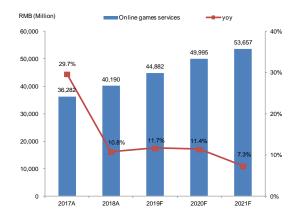
Strong rebound of online game services is expected in 2H19 due to the reopening of both domestic and imported game version number approval as well as the expected strong title release. The revenue of online game services was better than our expectation with 35.3% yoy growth, 53.7 ppt higher than that of last year same period. We believe the growth was due to the following reasons 1) continuing growth of its legacy titles such as Fantasy Westward Journey series, New Westward Journey Online series and Tianxia III; 2) Outstanding performance in overseas markets such as Knives Out in Japan. We believe the growth of online game services are expected to be strong in 2H19 due to the following reasons: 1) the approval pace of both domestic and imported game license is expected to become normalize in 2H19; 2) During the NetEase's Annual Game Conference in Guangzhou on 20th May, the Company announced 25 mobile games new titles. We believe the expected monetized titles could alleviate the income stress for some decreasing revenue contributed games. In addition, overseas game markets are expected to be another pillar to drive the growth of the Company's online game services. We expect the Company would further cultivate the oversea game markets and a few games have started to test and trial according to the Company. Knives Out, which ranked No.3 among the top 10 domestic mobile games in terms of overseas market revenue in April 2019, achieved an outstanding performance in Japanese market. Battle Royale title Cyber Hunter global launched in April 22, 2019 and racked up over 5 million worldwide download across App store and Google play. The main contribution area is in Japan, with 1.1 million Cyber Hunter's installs during its first two weeks from Japan, according to the SensorTower. The Company is expected to expand its international mobile game market via the following three approaches: 1) Continue to invest in global talent and overseas game studios in order to make proprietary games that are suitable for global players; 2) work with many of the world's best game companies to help transform some of their well-known PC or console IP into mobile sensations such as Diablo and EVE; 3) Partnered with some of the world's most successful IP owners to create games on their iconic characters and storylines. We believe the revenue momentum of overseas market could be another momentum for online game revenue growth. Hence we estimate the online game service grow by 11.7%/ 11.4%/ 7.3% from FY2019 to FY2021.

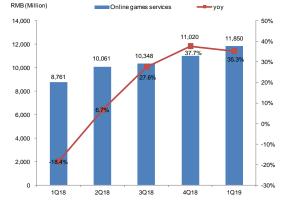
Table-2: Top 10 most income of domestic games in overseas market in Apr.2019

Ranking	Grossing Games	Game Distributors
1	PUBG (绝地求生)	Tencent
2	Lords Mobile (王国纪元)	IGG
3	Knives Out (荒野行动)	Netease
4	Rise of Kingdoms (万国觉醒)	LilithGame
5	Guns of Glory (火枪纪元)	FunPlus
6	Mafia City (黑道风云)	Yotta-games
7	Last Shelter: Survival (末日孤独城)	IM 30
8	King of Avalon (阿瓦隆之王)	FunPlus
9	Be The King (成为国王)	Chuang Cool
10	Langrisser (梦幻模拟战)	GameBeans

Source: Sensor Tower, Guotai Junan International

Figure-5: NetEase's Annual Online Games Revenue and Figure-6: NetEase's Quaterly Online Games Revenue and YoY YoY Growth Growth





Source: the Company, Guotai Junan International.

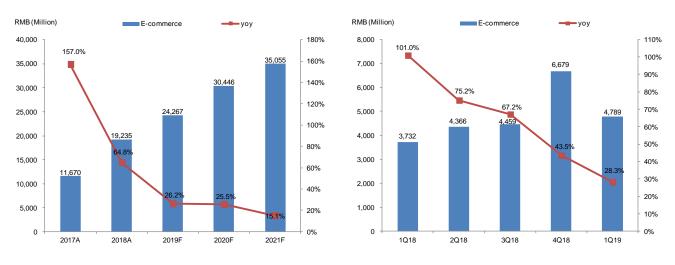
Source: the Company, Guotai Junan International.



We expect FY19-FY21 percentage revenue contribution by E-commerce business would increase to 30.0%, 31.9%, and 33.4%, respectively. With the enhanced warehouse logistics operations, adjusted marketing strategies and optimized pricing, revenue of e-commerce grew 28.3% yoy in 1Q19. For Kaola, the Company is expected to continuously collaborate with more international brands and raise their brand profiles in China. In the policy view, the Company is expected to be increasingly encouraged by the government favorable policies toward cross-border e-commerce, which is expected to raise the cross-border duty free quota per transaction and raise the duty free annual quota per individual. Kaola also hope to seize additional spending from loyal customers by offering reliable and cost-effective products from around the world. We believe that could incentive customers for overseas good purchasing demand. For Yanxuan, the Company is expected to enhance its supply chain efficiency via establishing new workflow progresses, which is expected to work more closely with quality designers and ensure a high caliber product design and craftsmanship. In April, the Company introduced a new cash back incentive program to encourage user engagement. We believe the percentage revenue contribution by e-commerce would continue to increase due to the increasing demand of overseas goods and the expected high efficient supply chain. We expect the yoy growth of e-commerce revenue of FY19-FY21 to be 26.2%/ 25.5% and 15.1%.

Figure-7: NetEase's Annual E-commerce Revenue and YoY Growth

Figure-8: NetEase's Quarterly E-commerce Revenue and YoY Growth



Source: the Company, Guotai Junan International.

Source: the Company, Guotai Junan International.

# We expect the yoy growth of innovative business and others in FY19-FY21 to be 79.3%, 33.3% and 7.9%, respectively.

The Company derive its innovative business and others revenue primarily from video streaming, music streaming, online payment platform, online education and premium e-mail and other value-added services. Innovative business and others net revenues were RMB 1.3 billion, increasing 5.0% yoy but declining 7.8% qoq. The qoq decline was mainly due to seasonality with low revenue generated from cloud music and NetEase CC, a live video streaming platform, as well as higher copyrights costs. In addition, as the Company is expected to put more resource on the development of music and online education divisions, we believe the revenue contribution by innovative business to be 11.6%/ 13.1%/ 12.8% from FY19 to FY21.

Gross profit margin is expected to be 40.0%, 39.0% and 38.8% in 2019 to 2021 due to the increasing revenue contribution of e-commerce business, which has a relatively low margin. Overall gross margin in 1Q19 increased by 2.1 ppts yoy to 44.1%, contributed by the increasing of e-commerce gross margin. Online game services gross margin was 63.7%, up 1.6ppts yoy mainly due to increased revenues while certain costs related to the Company's online game services were fixed. E-commerce gross margin increased 0.7ppts yoy to 10.2% in 1Q19 primarily due to increased sales volume of Kaola and Yanxuan as well as improved procurement and operation processes. We believe the gross margin would under pressure due to the expected continuing investment on e-commerce business development. However, we believe the operating margin would be expanded in FY2019 due to the expected efficient cost control by the Company. We expect the sale and marketing to revenue ratio to drop 2.4ppts to 11.8% in 2019F. In addition, we set the operating margin from 2019F to 2021F to be 12.5%/ 11.6% and 10.9%.

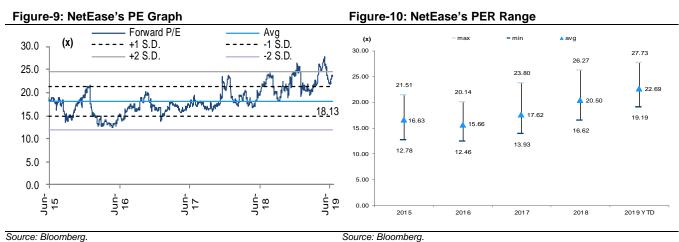


## **Profit Estimates**

FY19-21 earnings per ADS are expected to grow 25.4% 11.2% 7.9%. we believe online game services is expected to strong rebound in 2H19 due to the expand games portfolio and rich pipeline. E-commerce is expected to be further improved. With the expected increase of online game services and e-commerce plus the expected efficient cost control, we set FY19-21 basic EPADS at RMB 59.60/ RMB 66.30/ RMB 71.54.

#### **Valuation**

With the expected online game series rebound and improved e-commerce business, we set the investment rating as "Buy" and the TP as US\$285.00. We expect that NetEase's online game business will improve in FY19 thanks to the expected strong pipeline and further expansion in overseas market. Non-GAAP net profit is estimated to grow by 24.1%/ 13.2%/ 9.3% in FY19-21, respectively. The new TP represents 33.0x FY19 PER, 29.7x FY20 PER and 27.5x FY21 PER.



Source: Bloomberg.



		_	_	
Iah	ΙΔ-3·	Paare	( 'Ami	oarisor

					PER (x)			PBR (x)		P/S	PEG	Market Cap
Company	Ticker	Currency	Price	19F	20F	21F	19F	20F	21F	19F	19F-21F	Local currency (million)
JS Online Game Companies												
Changyou	CYOU US	USD	10.690	5.1	5.5	5.4	0.9	0.8	0.7	1.2	(1.8)	56
Electronic Arts Inc	EA US	USD	92.030	27.4	20.2	18.2	5.1	4.5	3.9	6.2	1.7	27,35
Activision Blizzard Inc	ATVI US	USD	45.770	21.1	17.9	15.7	2.8	2.6	2.3	5.5	1.3	35,06
Netease	NTES US	USD	266.130	23.5	20.3	17.8	4.2	3.7	3.2	2.9	1.6	34,05
Simple Average				19.3	16.0	14.3	3.3	2.9	2.5	4.0	0.7	
Weighted Average				23.6	19.3	17.1	4.0	3.5	3.1	4.8	1.5	
HK Online Game Companies												
Kingsoft Corp Ltd	3888 HK	HKD	16.900	25.3	18.0	15.6	1.5	1.4	1.3	2.4	0.9	23,199
Forgame Holdings Ltd	484 HK	HKD	4.770	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	23,198
Linekong Interactive Group C	8267 HK	HKD	0.700									258
Idreamsky Technology Holding	1119 HK	HKD	4.960	n.a. 6.7	n.a. 5.6	n.a. n.a.	n.a. 1.6	n.a. 1.2	n.a. n.a.	n.a. 1.4	n.a. n.a.	6,298
Tencent	700 HK	HKD	334.000	30.1	24.2	19.7	6.6	5.3	4.2	7.1	1.3	3,179,990
Boyaa Interactive Int.	434 HK	HKD	1.340	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	968
Fingertango Inc	6860 HK	HKD	1.280	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	2,530
_eyou Technologies Holdings	1089 HK	HKD	2.370	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	7,304
Fire Rock Holdings Ltd	8345 HK	HKD	6.050	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	1,936
Digital Hollywood Interactiv	2022 HK	HKD	0.198	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	396
Ourgame International Holdin	6899 HK	HKD	0.730	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	798
Baioo Family Interactive Ltd	2100 HK	HKD	0.730	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	1,230
Feiyu Technology Internation	2100 HK 1022 HK	HKD	0.440	n.a. n.a.				n.a. n.a.	n.a. n.a.	n.a. n.a.		1,230
IGG	799 HK	HKD	8.620	7.3	n.a.	n.a.	n.a. 3.4	11.a. 2.5	11.a. 2.0	1.7	n.a. 0.7	11,007
					6.5	5.9						848
Zengame Technology Holding	2660 HK	HKD	0.830	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	
Netdragon	777 HK	HKD	19.000	12.8	10.7	10.3	1.7	1.5	1.4	1.5	1.1	10,079
Simple Average				16.4 29.9	13.0 24.0	12.9 19.6	3.0	2.4	2.2	2.8 7.0	1.0 1.3	
Weighted Average				29.9	24.0	19.6	6.6	5.2	4.2	7.0	1.3	
Advertising Companies												
Momo Inc-Spon Adr	MOMO US	USD	32.760	12.6	10.5	9.3	2.6	1.9	1.4	2.9	8.0	6,793
Bilibili Inc-Sponsored Adr	BILI US	USD	15.160	n.a.	n.a.	55.7	4.5	4.5	3.9	5.2	n.a.	4,944
Sohu.Com Inc	SOHU US	USD	14.450	n.a.	n.a.	n.a.	1.4	2.7	5.0	0.3	n.a.	567
Weibo	WB US	USD	43.240	15.9	13.5	11.6	3.8	2.9	2.3	5.2	0.9	9,73
Bitauto	BITA US	USD	10.630	7.5	6.1	5.4	0.4	0.4	0.4	0.4	0.4	746
Cheetah Mobile	CMCM US	USD	3.880	32.9	57.1	n.a.	0.6	0.6	0.5	0.9	n.a.	556
58.com	WUBA US	USD	61.610	21.8	17.4	14.7	2.6	2.4	2.0	4.0	1.0	9,154
Soufun	SFUN US	USD	0.835	6.2	4.3	n.a.	0.5	0.5	n.a.	1.3	n.a.	401
Phoenix New Media	FENG US	USD	3.580	n.a.	n.a.	28.4	0.3	0.3	0.3	1.1	n.a.	261
Sina	SINA US	USD	42.460	16.0	13.4	10.8	0.9	0.8	0.7	1.3	0.7	2,945
Facebook	FB US	USD	188.470	22.0	17.9	14.9	5.3	4.2	3.3	7.8	1.0	538,025
Simple Average				16.9	17.5	18.9	2.1	1.9	2.0	2.8	8.0	
Weighted Average				21.8	17.7	15.1	5.1	4.1	3.3	7.5	1.0	
E-commerce Companies												
Pinduoduo Inc-Adr	PDD US	USD	20.890	n.a.	39.9	17.7	9.7	7.9	6.0	5.9	n.a.	24,282
Alibaba*	BABA US	USD	165.510	31.0	24.6	19.1	5.8	4.7	3.9	8.4	0.9	430,917
/IPSHOP	VIPS US	USD	8.190	12.1	10.1	8.7	1.7	1.5	1.3	0.4	0.7	5,450
EBay	EBAY US	USD	39.670	14.7	12.8	11.3	11.4	8.5	7.0	3.2	1.0	34,573
JD.com	JD US	USD	28.260	40.8	28.0	19.8	4.2	3.8	3.3	0.5	0.9	41,089
AMAZON	MZN US	USD	1901.370	52.3	38.9	29.2	14.2	10.4	7.4	3.4	1.5	936,105
Simple Average				30.2	25.7	17.6	7.8	6.1	4.8	3.6	1.0	
Weighted Average				44.6	33.7	25.3	11.3	8.4	6.2	4.8	1.3	
Search Engine Companies												
Sogou Inc-Adr	SOGO US	USD	4.100	17.2	12.5	11.2	1.5	1.3	1.2	1.3	0.7	1,62
Alphabet Inc-CIA	GOOGL US	USD	1105.240	19.6	17.3	14.4	3.7	3.1	2.5	5.8	1.2	766,69
apadot no on t	BIDU US	USD	116.950	24.9	16.5	12.0	1.7	1.6	1.4	2.6	0.6	40,93
Baidu Inc - Spon Adr	טט טטום	335	110.000	20.6	15.4	12.5	2.3	2.0	1.7	3.2	0.8	40,93
Baidu Inc - Spon Adr				∠∪.0	15.4	12.5	2.3			3.2	0.0	
Simple Average				10.0	17.0	1/1 2	2.0	2 0	2 5	E 6	1 1	
Simple Average				19.9	17.2	14.3	3.6	3.0	2.5	5.6	1.1	
Baidu Inc - Spon Adr Simple Average Weighted Average  Dverall Average  Dverall Weighted Average				19.9 20.7 28.0	17.2 17.5 22.4	14.3 15.2 18.3	3.6 3.7 6.1	3.0 3.1 4.8	2.5	5.6 3.3 5.9	0.9	

2020F

7,635

4,238

1,288

100

7,554

4,263

25,079

21,450

31,091

5,232

2021F

7,872

4,662

1,417

100

9,065

5,116

28,232

25,740

34,200

6,735



# **Financial Statements and Ratios**

	Income S	tatement			
Year end 31 Dec (RMB m)	2017A	2018A	2019F	2020F	2021F
Total revenue	54,102	67,156	80,892	95,441	104,956
Online games	36,282	40,190	44,882	49,995	53,657
E-commerce	11,670	19,235	24,267	30,446	35,055
Advertising services	2,409	2,501	2,365	2,504	2,764
Innovative businesses and others	3,741	5,230	9,377	12,497	13,480
Cost of revenue	(28,189)	(38,753)	(48,535)	(58,223)	(64,233)
Gross profit	25,913	28,403	32,356	37,218	40,724
Sales and marketing	(6,958)	(9,526)	(9,545)	(11,453)	(13,120)
Product development	(2,430)	(3,192)	(3,405)	(3,540)	(3,683)
General and administrative	(4,371)	(7,793)	(9,305)	(11,170)	(12,494)
Operating profit	12,154	7,893	10,101	11,055	11,427
Investment income	362	(22)	144	161	94
Interest income	667	588	479	578	548
Exchange gains/(losses)	(449)	(113)	(277)	(559)	(317)
Other, net	277	599	418	431	483
Profit before tax	13,012	8,944	10,865	11,666	12,236
Income tax	(2,162)	(2,467)	(2,996)	(2,917)	(2,814)
Profit after tax	10,849	6,477	7,868	8,750	9,422
Non-controlling interest	(141)	(325)	(162)	(192)	(221)
Shareholders' profit / loss	10,708	6,152	7,707	8,557	9,201
Basic EPADS (RMB)	81.360	47.541	59.596	66.300	71.536
Non-GAAP shareholders' Profit	12,712	8,681	10,774	12,197	13,338
Non-GAAP EPADS (RMB)	96.588	67.076	83.311	94.502	103.700

	Cash Flow	Statement			
Year end 31 Dec (RMB m)	2017A	2018A	2019F	2020F	2021F
Profit after tax	10,849	6,477	7,868	8,750	9,422
Share-based compensation	2,004	2,530	3,067	3,640	4,137
D&A	802	2,084	659	723	904
Others	(263)	(152)	(90)	0	(10)
Change in working capital	(1,503)	2,477	1,523	3,933	4,361
Cash from operating activities	11,889	13,416	13,028	17,046	18,814
Investing activities					
CAPEX	(2,520)	(6,879)	(2,167)	(3,478)	(2,490)
Change in short term investments	2,229	(1,494)	(4,825)	(5,940)	(5,148)
Change in time deposits	(11,555)	(1,629)	3,290	(1,777)	(3,731)
Change in long term investments	(786)	(3,023)	(2,207)	(2,561)	(3,073)
Others	(224)	(544)	(106)	(117)	(129)
Cash from investing activities	(12,855)	(13,570)	(6,015)	(13,873)	(14,571)
Financing activities					
Proceeds from short term bank loans	3,105	6,210	1,366	1,502	1,653
Dividends paid to shareholders	(3,258)	(1,440)	(1,804)	(2,003)	(2,154)
Repurchase of shares	(2,062)	(7,517)	(1,000)	0	0
Redeemable noncontrolling interests	615	4,771	(5,386)	0	0
Others	297	(436)	(50)	(50)	(50)
Cash from financing activities	(1,303)	1,587	(6,874)	(551)	(551)
Net changes in cash	(2,269)	1,434	138	2,623	3,692
Cash at beg of year	10,973	8,691	10,207	10,412	13,080
FX change	(13)	82	67	45	65
Cash at end of year	2,764	5,389	6,247	7,848	10,102
Restricted cash	5,927	4,817	4,165	5,232	6,735
Cash and restricted cash end of the year	8,691	10,207	10,412	13,080	16,837

Accounts receivable, net	3,620	4,289	5,228	5,679	5,982	
Inventories, net	5,475	5,018	6,995	6,994	8,132	
Others	3,816	4,628	5,194	6,064	6,943	
Cash & cash equivalents	2,764	5,389	6,247	7,848	10,102	
Total current assets	61,948	68,716	73,939	84,358	97,833	
Total assets	71,031	86,968	94,977	109,437	126,065	
Accounts payable	2,443	2,385	3,587	3,490	4,223	
Salary and welfare payables	2,189	2,992	3,251	3,533	3,840	
Short-term loans	6,624	13,659	15,024	16,527	18,180	
Deferred revenue	6,238	7,953	8,644	9,797	10,995	
Others	6,257	8,120	9,841	12,018	14,703	
Total current liabilities	23,750	35,109	40,348	45,365	51,940	
Other long term payables	18	54	65	76	84	
Deferred tax liabilities	213	394	630	315	346	
Total non-current liabilities	231	447	695	391	430	
Total liabilities	23,982	35,556	41,043	45,756	52,370	
Total shareholders' equity	45,732	45,232	53,096	62,794	72,737	
Minority interest	1,318	6,180	838	887	958	
Total equity	47,050	51,412	53,934	63,681	73,695	

**Balance Sheet** 

2017A

3,769

593

823

100

2,685

1,113

9,084

9,743

30,603

5,927

Year end 31 Dec (RMB m) Property and equipment, net

Land use right, net

Deferred tax assets

Long-term investments

Other long-term assets

Total non-current assets

Short-term investments

Time deposits

Restricted cash

Time deposit

2018A

5,379

3,503

1,064

100

5,246

2,961

18,252

11,675

32,900

4,817

2019F

6,067

3,853

1,171

6,295

3,553

21,039

16,500

29,610

4,165

100

	Financial R	atios			
	2017A	2018A	2019F	2020F	2021F
Gross margin	47.9%	42.3%	40.0%	39.0%	38.8%
Operating margin	22.5%	11.8%	12.5%	11.6%	10.9%
Net margin	20.1%	9.6%	9.7%	9.2%	9.0%

Source: the Company, Guotai Junan International.

See the last page for disclaimer



#### **Company Rating Definition**

The Benchmark: NASDAQ Composite Index

Time Horizon: 6 to 18 months

Rating		Definition
Buy	买入	Relative Performance>15%; or the fundamental outlook of the company or sector is favorable.
Accumulate	收集	Relative Performance is 5% to 15%; or the fundamental outlook of the company or sector is favorable.
Neutral	中性	Relative Performance is -5% to 5%; or the fundamental outlook of the company or sector is neutral.
Reduce	减持	Relative Performance is -5% to -15%; or the fundamental outlook of the company or sector is unfavorable.
Sell	卖出	Relative Performance <-15%; or the fundamental outlook of the company or sector is unfavorable.

#### **Sector Rating Definition**

The Benchmark: NASDAQ Composite Index

Time Horizon: 6 to 18 months

Rating		Definition
Outperform	跑赢大市	Relative Performance>5%; or the fundamental outlook of the sector is favorable.
Neutral	中性	Relative Performance is -5% to 5%; or the fundamental outlook of the sector is neutral.
Underperform	跑输大市	Relative Performance<-5%; Or the fundamental outlook of the sector is unfavorable.

# **DISCLOSURE OF INTERESTS**

- (1) The Analysts and their associates do not serve as an officer of the issuer mentioned in this Research Report.
- (2) The Analysts and their associates do not have any financial interests in relation to the issuer mentioned in this Research Report.
- (3) Except for KAISA GROUP (01638 HK),GUOTAÍ JUNAN I (01788 HK),CHINA MINSHENG BANKING CORP.- H SHARES (01988 HK),BANK OF GANSU (02139 HK),BINHAI INVESTMENT (02886 HK),VALUE A SHARE (03095 HK),CAM SCSMALLCAP (03157 HK),HAITIANTIAN (08227 HK),CSOP MSCI-R (CNY) (83149 HK),Guotai Junan and its group companies do not hold equal to or more than 1% of the market capitalization of the issuer mentioned in this Research Report.
- (4) Guotai Junan and its group companies have not had investment banking relationships with the issuer mentioned in this Research Report within the preceding 12 months.
- (5) Guotai Junan and its group companies are not making a market in the securities in respect of the issuer mentioned in this Research Report.
- (6) Guotai Junan and its group companies have not employed an individual serving as an officer of the issuer mentioned in this Research Report. There is no officer of the issuer mentioned in this Research Report associated with Guotai Junan and its group companies.

#### DISCLAIMER

This Research Report does not constitute an invitation or offer to acquire, purchase or subscribe for securities by Guotai Junan Securities (Hong Kong) Limited ("Guotai Junan"). Guotai Junan and its group companies may do business that relates to companies covered in research reports, including investment banking, investment services, etc. (for example, the placing agent, lead manager, sponsor, underwriter or invest proprietarily).

Any opinions expressed in this report may differ or be contrary to opinions or investment strategies expressed orally or in written form by sales persons, dealers and other professional executives of Guotai Junan group of companies. Any opinions expressed in this report may differ or be contrary to opinions or investment decisions made by the asset management and investment banking groups of Guotai Junan.

Though best effort has been made to ensure the accuracy of the information and data contained in this Research Report, Guotai Junan does not guarantee the accuracy and completeness of the information and data herein. This Research Report may contain some forward-looking estimates and forecasts derived from the assumptions of the future political and economic conditions with inherently unpredictable and mutable situation, so uncertainty may contain. Investors should understand and comprehend the investment objectives and its related risks, and where necessary consult their own financial advisers prior to any investment decision.

This Research Report is not directed at, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any jurisdiction where such distribution, publication, availability or use would be contrary to applicable law or regulation or which would subject Guotai Junan and its group companies to any registration or licensing requirement within such jurisdiction.

© 2019 Guotai Junan Securities (Hong Kong) Limited. All Rights Reserved. 27/F., Low Block, Grand Millennium Plaza, 181 Queen's Road Central, Hong Kong.

Tel.: (852) 2509-9118 Fax: (852) 2509-7793

Website: www.gtja.com.hk