

2018年12月3日

中国中铁-H [390.HK]

继续看好2019年盈利增长前景

我们已更新了公司的2018-2019年盈利预测。公司18年首九个月的净利润同比增长18.2%，同期整体基础设施投资增长则基本持平。凭借中央国有企业建筑公司的地位，公司在18年首九个月成功获得市场份额，亦增加了对利润率较高的PPP投资业务的规模。面对经济增长下行的强大压力，中央政府将明显依靠基础设施固定资产投资来稳定经济增长。10月基础设施固定资产投资增速回升，特别是铁路固定资产投资。基础设施固定资产投资加速，将最有利于中国中铁，这是由于公司在国内建筑市场处于领先地位。我们对公司2018 - 2019年的盈利预测进行了微调。我们维持对公司的买入评级。目标价从7.90港元上调至8.30港元。我们将目标EV/ EBITDA从5.7倍提升至6.0倍，并使用了我们对2019年EBITDA和净负债的预测来推算目标价。虽然最近公司股价反弹，但仍未完全反映2018年四季度基础设施投资增长加速的因素。鉴于2019年经济增长面对巨大不确定性，中国中铁的高盈利增长可见度将进一步推动股份短期内获重新估值。

投资亮点

- 利润率扩张推动18年首九个月盈利强劲增长：**18年首九个月总收入同比增长5.0%，所有业务均出现增长。2018年三季度盈利增长势头维持强劲。18年首九个月总体净利润同比增长18.2%，主要是由于高利润率PPP相关建筑业务的收入贡献增加并推动利润率扩张。18年前三季度毛利率同比增长0.7个百分点至9.5%。由于行政及销售成本上升，经营利润率在18年前三季度同比增长0.4个百分点。由于公司涉足更多PPP项目，导致债务杠杆增加，公司净融资成本在18年首九个月同比增长55.0%。净利润率在18年前三季度同比上升0.3个百分点。
- 18年四季度开始铁路投资加快的主要受益者：**18年前三季度的强劲盈利增长主要受益于公司增加了高利润率PPP相关建筑业务的投资，其推动了利润率扩张。从7月中旬开始，中央政府推动基建投资以稳经济增长。基建投资增长在2018年四季度开始回升。铁路行业的投资复苏早于其他基础设施分部，因为铁路投资主要由中央政府或中铁总推动。18年首九个月铁路投资同比增长4.9%，扭转了18年首七个月同比下降1.4%的趋势。我们预计，2018年的铁路固定资产投资将达到人民币8,000亿元，比最初的铁路固定资产投资目标高出9.3%。因新增线增加和项目开工数量增加，我们预计2019 - 2020年铁路投资将超过人民币8,000亿元，由于中国中铁在铁路建设市场占有约45%份额，我们相信公司能受惠，并于2019年取得更多合同和录得更高的盈利增长。
- 债转股为其PPP业务带来更多增长空间：**中国中铁将于2018年完成债转股，主要资产为公司若干附属公司的股权，其将由投资者收购。有关该债转股计划的进度，现时公司正等待九家投资者完成股票发行，以换取它们在中国中铁上述子公司的股份。债转股应有助于公司降低杠杆率并提供空间增加对PPP投资业务的投资。由于公司将偿还人民币108亿元的债务，我们估计其净债务/权益比率将从2017年底的33.8%降至25.8%。
- 评级维持买入：**我们将目标价从7.90港元上调至8.30港元。我们使用EV/EBITDA估值方法得出目标价。我们将目标EV/EBITDA从5.7倍提高到6.0倍（图6）。我们使用2019年EBITDA和净负债预测得出我们的目标价。

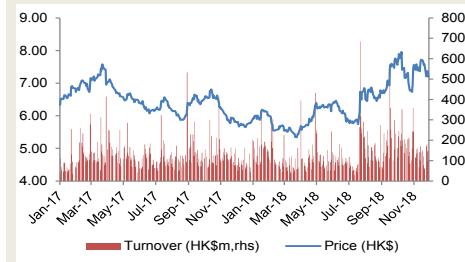
中国建筑业

买入

收盘价：7.19港元（2018年11月30日）

目标价：8.30港元 (+15.4%)

股价表现



市值 230.96亿美元

已发行股数 228.44亿股

核数师 Deloitte

自由流通量 45.6%

52周交易区间 5.25 - 8.01港元

三个月日均成交量 2,200万美元

主要股东 中国铁路工程总公司

来源：公司，彭博

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| Y/E Dec 31 | 2015 | 2016 | 2017 | 2018E | 2019E |
|----------------|---------|---------|---------|---------|---------|
| 收入(百万元人民币) | 599,942 | 632,856 | 688,773 | 742,544 | 808,235 |
| 经常性净利润(百万元人民币) | 11,675 | 11,808 | 15,280 | 18,163 | 21,197 |
| 净利润率(%) | 1.9% | 1.9% | 2.2% | 2.4% | 2.6% |
| 经常性每股盈利(人民币) | 0.53 | 0.52 | 0.67 | 0.79 | 0.86 |
| 百分比变动 | 10.0% | -2.5% | 29.4% | 18.1% | 9.3% |
| 市盈率(倍) | 12.0 | 12.3 | 9.5 | 8.1 | 7.4 |
| 市净率(倍) | 1.1 | 1.0 | 0.9 | 0.9 | 0.8 |
| EV/EBITDA(倍) | 8.4 | 6.7 | 6.5 | 5.5 | 5.2 |

December 3, 2018

China Railway Group Limited-H [390.HK]

We remain bullish on the earnings growth outlook for 2019E

We have updated our earnings forecast for CRG in 2018-2019E. CRG reported net profit growth of 18.2% YoY in 9M18 against largely flattish overall infrastructure investment growth. As a central SOE construction company, CRG was able to gain market share and increase its exposure to the higher-margin PPP investment business in 9M18. Facing strong downward pressure on economic growth, the central government will rely heavily on infrastructure FAI to secure steady economic growth. Infrastructure FAI growth picked up in October, especially railway FAI. Accelerating infrastructure FAI should benefit CRG the most, given its leading position in the domestic construction market. We fine-tuned our earnings forecast for CRG in 2018-2019E. We maintain our BUY rating on CRG. We lift our target price (TP) from HK\$7.90 to HK\$8.30. We raise our target EV/EBITDA multiple from 5.7x to 6.0x (Fig 6). We used our 2019E EBITDA and net debt forecast to derive our TP. The recent share price rally hasn't fully reflected the infrastructure FAI growth acceleration in Q4 2018. Given the great uncertainty about economic growth in 2019E, CRG's high earnings growth visibility should further drive its share price re-rating in the near term.

Investment Highlights

- Strong earnings growth in 9M18 was boosted by margin expansion:** Total revenue in 9M18 rose 5.0% YoY, with growth coming from all business segments. The strong earnings growth momentum continued in Q3 2018. Total net profit rose 18.2% YoY in 9M18, driven mainly by margin expansion due to rising revenue contribution from its higher-margin PPP-related construction business. Its gross profit margin expanded by 0.7ppt YoY to 9.5% in 9M18. Its operating profit margin improved by 0.4ppt YoY in 9M18 with rising SG&A costs. As increasing exposure to PPP projects led to an increase in debt leverage, CRG reported its net financing cost rose 55.0% YoY in 9M18. Its net profit margin expanded by 0.3ppt YoY in 9M18.
- Key beneficiary of accelerating railway investment from Q4 2018:** The strong earnings growth in 9M18 was helped by margin expansion from its increasing exposure to higher-margin PPP-related construction business. The central government started to push infrastructure FAI growth in July 2018 to stabilize economic growth. Infrastructure FAI growth picked up in October 2018. Railway FAI growth recovered earlier than other segments, as railway investment is driven mostly by the central government, or China Railway Corporation (CRC). Railway FAI in 9M18 rose 4.9% YoY, a reversal of the 1.4% YoY decline in 7M18. We expect railway FAI in 2018E to reach RMB800bn, 9.3% above the initial full-year railway FAI target. We expect railway FAI in 2019-2020E to exceed RMB800bn, considering an increase in new line additions and an increasing number of project starts. With around a 45% share of the railway construction market, CRG should enjoy fast contract wins and earnings growth from rising railway investment in 2019E.
- Debt-to-equity swap to give more room for its PPP business growth:** CRG will complete a debt-to-equity swap in 2018, with the subject assets being the equity rights of certain subsidiaries of the Company to be acquired by investors. The debt-to-equity swap is now waiting for final share issuance to the nine investors to exchange their stakes in CRG's above-mentioned subsidiaries. The debt-to-equity swap should help the Company reduce leverage and leave room to increase its exposure to the PPP investment business. As the Company is to repay RMB10.8bn in debt, we estimate that its net debt/equity ratio will be reduced from 33.8% at the end of 2017 to 25.8%.
- Maintain BUY:** We lift our TP from HK\$7.90 to HK\$8.30. We derived our TP using a target EV/EBITDA approach. We raise our target EV/EBITDA multiple from 5.7x to 6.0x (Fig 6). We used our 2019E EBITDA and net debt forecast to derive our TP.

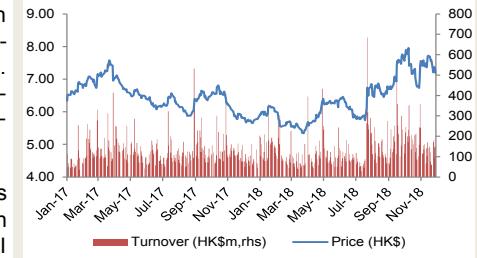
China construction sector

BUY

Close: HK\$7.19 (Nov 30, 2018)

Target Price: HK\$8.30 (+15.4%)

Price Performance



| | |
|----------------------|-----------------|
| Market Cap | US\$23,096m |
| Shares Outstanding | 22,844m |
| Auditor | Deloitte |
| Free Float | 45.6% |
| 52W range | HK\$5.25 - 8.01 |
| 3M average daily T/O | US\$22m |
| Major Shareholding | CRECG (54.4%) |

Sources: Company data, Bloomberg

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| Y/E Dec 31 | 2015 | 2016 | 2017 | 2018E | 2019E |
|------------------------------|---------|---------|---------|---------|---------|
| Turnover (RMB m) | 599,942 | 632,856 | 688,773 | 742,544 | 808,235 |
| Recurring net profit (RMB m) | 11,675 | 11,808 | 15,280 | 18,163 | 21,197 |
| Net margin (%) | 1.9% | 1.9% | 2.2% | 2.4% | 2.6% |
| Recurring EPS (RMB) | 0.53 | 0.52 | 0.67 | 0.79 | 0.86 |
| % change | 10.0% | -2.5% | 29.4% | 18.1% | 9.3% |
| PER(x) | 12.0 | 12.3 | 9.5 | 8.1 | 7.4 |
| PBR(x) | 1.1 | 1.0 | 0.9 | 0.9 | 0.8 |
| EV/EBITDA(x) | 8.4 | 6.7 | 6.5 | 5.5 | 5.2 |

Sources: Company data, CGIS Research

Key financials

CRG (390 HK)

P&L statement

(RMB m, except for per share amount)

| FY ended 31 Dec | 1H16 | 2H16 | 1H17 | 2H17 | 1H18 | 2H18E |
|---|---------------|---------------|---------------|---------------|---------------|---------------|
| Sales Revenue | 268,447 | 364,409 | 298,553 | 390,220 | 316,102 | 426,442 |
| COGS | -246,479 | -336,588 | -271,106 | -354,938 | -284,970 | -386,023 |
| Gross profit | 21,968 | 27,821 | 27,447 | 35,282 | 31,132 | 40,418 |
| Selling and distribution costs | -1,141 | -1,419 | -1,301 | -1,551 | -1,503 | -2,210 |
| Administrative expenses | -11,907 | -16,190 | -13,240 | -17,982 | -14,606 | -20,294 |
| Other gains and losses | 371 | 2,114 | -1,318 | -5,343 | -1,024 | -1,776 |
| Total EBIT | 9,291 | 12,326 | 11,588 | 10,406 | 13,999 | 16,139 |
| Depreciation & Amortisation | 3,920 | 4,841 | 4,529 | 4,529 | 5,034 | 5,034 |
| EBITDA | 13,211 | 17,167 | 16,117 | 14,935 | 19,033 | 21,173 |
| Net finance costs | -1,606 | -1,971 | -1,056 | -1,642 | -2,049 | -2,584 |
| Profits from associates and JCEs | 119 | 613 | 312 | 1,220 | 763 | 846 |
| Pre-Tax Profit | 7,804 | 10,968 | 10,844 | 9,984 | 12,713 | 14,400 |
| Tax Expense | -2,410 | -3,659 | -3,295 | -3,329 | -3,301 | -4,562 |
| Net Profit After Tax | 5,394 | 7,309 | 7,549 | 6,655 | 9,412 | 9,838 |
| Minority Interest | 69 | -263 | 158 | 1,705 | 140 | -440 |
| Perpetual notes | -347 | -354 | -623 | -164 | -545 | -242 |
| Reported Earnings (attributable) | 5,116 | 6,692 | 7,084 | 8,196 | 9,007 | 9,156 |
| Adjusted Earnings | 5,116 | 6,692 | 7,084 | 8,196 | 9,007 | 9,156 |
| EPS (rep) | 0.22 | 0.29 | 0.31 | 0.36 | 0.39 | 0.40 |
| EPS (adj) | 0.22 | 0.29 | 0.31 | 0.36 | 0.39 | 0.40 |
| DPS | 0.00 | 0.09 | 0.00 | 0.11 | 0.00 | 0.13 |
| % YoY growth | | | | | | |
| Revenue | 1.5% | 8.6% | 11.2% | 7.1% | 5.9% | 9.3% |
| Gross profit | 2.0% | 2.5% | 24.9% | 26.8% | 13.4% | 14.6% |
| EBIT | 9.2% | 7.8% | 24.7% | -15.6% | 20.8% | 55.1% |
| Net profit | 11.8% | -5.7% | 38.5% | 22.5% | 27.1% | 11.7% |
| Margins and ratios | | | | | | |
| Gross profit margin | 8.2% | 7.6% | 9.2% | 9.0% | 9.8% | 9.5% |
| EBITDA Margin | 4.9% | 4.7% | 5.4% | 3.8% | 6.0% | 5.0% |
| EBIT Margin | 3.5% | 3.4% | 3.9% | 2.7% | 4.4% | 3.8% |
| Net Profit Margin | 1.9% | 1.8% | 2.4% | 2.1% | 2.8% | 2.1% |

| P&L | 2015 | 2016 | 2017 | 2018E | 2019E |
|---|---------------|---------------|---------------|---------------|---------------|
| Sales Revenue | 599,942 | 632,856 | 688,773 | 742,544 | 808,235 |
| COGS | -551,256 | -583,067 | -626,044 | -670,993 | -728,783 |
| Gross profit | 48,686 | 49,789 | 62,729 | 71,550 | 79,452 |
| Selling and distribution costs | -2,342 | -2,560 | -2,852 | -3,713 | -4,041 |
| Administrative expenses | -27,790 | -28,097 | -31,222 | -34,900 | -37,987 |
| Other gains and losses | 1,387 | 2,485 | -6,661 | -2,800 | -2,500 |
| Total EBIT | 19,941 | 21,617 | 21,994 | 30,138 | 34,924 |
| Depreciation & Amortisation | 7,813 | 8,761 | 9,057 | 10,068 | 10,604 |
| EBITDA | 27,754 | 30,378 | 31,051 | 40,206 | 45,528 |
| Net finance costs | -3,172 | -3,577 | -2,698 | -4,633 | -5,227 |
| Profits from associates and JCEs | 248 | 732 | 1,532 | 1,609 | 1,689 |
| Pre-Tax Profit | 17,017 | 18,772 | 20,828 | 27,113 | 31,385 |
| Tax Expense | -5,231 | -6,069 | -6,624 | -7,863 | -9,102 |
| Net Profit After Tax | 11,786 | 12,703 | 14,204 | 19,250 | 22,284 |
| Minority Interest | 472 | -194 | 1,863 | -300 | -300 |
| Perpetual notes | -583 | -701 | -787 | -787 | -787 |
| Reported Earnings (attributable) | 11,675 | 11,808 | 15,280 | 18,163 | 21,197 |
| Adjusted Earnings | 11,675 | 11,808 | 15,280 | 18,163 | 21,197 |
| EPS (rep) | 0.53 | 0.52 | 0.67 | 0.79 | 0.86 |
| EPS (adj) | 0.53 | 0.52 | 0.67 | 0.79 | 0.86 |
| DPS | 0.09 | 0.09 | 0.11 | 0.13 | 0.15 |
| % YoY growth | | | | | |
| Revenue | 1.7% | 5.5% | 8.8% | 7.8% | 8.8% |
| Gross profit | 0.4% | 2.3% | 26.0% | 14.1% | 11.0% |
| EBIT | -1.5% | 8.4% | 1.7% | 37.0% | 15.9% |
| Net profit | 13.8% | 1.1% | 29.4% | 18.9% | 16.7% |
| Margins and ratios | | | | | |
| Gross profit margin | 8.1% | 7.9% | 9.1% | 9.6% | 9.8% |
| EBITDA Margin | 4.6% | 4.8% | 4.5% | 5.4% | 5.6% |
| EBIT Margin | 3.3% | 3.4% | 3.2% | 4.1% | 4.3% |
| Net Profit Margin | 1.9% | 1.9% | 2.2% | 2.4% | 2.6% |

Source: Company data, CGIS Research

| Revenue breakdown (Rmb m) | 2015 | 2016 | 2017 | 2018E | 2019E |
|---------------------------|----------------|----------------|----------------|----------------|----------------|
| Construction | 544,207 | 559,223 | 611,095 | 647,761 | 699,582 |
| Design | 10,711 | 12,312 | 13,761 | 15,137 | 17,408 |
| Machinery | 15,782 | 17,063 | 18,521 | 20,373 | 22,410 |
| Real estate | 29,260 | 32,976 | 30,951 | 34,665 | 38,132 |
| Other business | 40,044 | 42,671 | 53,074 | 63,689 | 73,242 |
| Elimination | -40,062 | -31,389 | -38,629 | -39,081 | -42,539 |
| Total | 599,942 | 632,856 | 688,773 | 742,544 | 808,235 |
| % of total | | | | | |
| Construction | 91% | 88% | 89% | 87% | 87% |
| Design | 2% | 2% | 2% | 2% | 2% |
| Machinery | 3% | 3% | 3% | 3% | 3% |
| Real estate | 5% | 5% | 4% | 5% | 5% |
| Other business | 7% | 7% | 8% | 9% | 9% |
| Elimination | -7% | -5% | -6% | -5% | -5% |
| Total | 100% | 100% | 100% | 100% | 100% |
| % YoY chg | | | | | |
| Construction | 5.1% | 2.8% | 9.3% | 6.0% | 8.0% |
| Design | 4.3% | 14.9% | 11.8% | 10.0% | 15.0% |
| Machinery | 8.7% | 8.1% | 8.5% | 10.0% | 10.0% |
| Real estate | 0.0% | 12.7% | -6.1% | 12.0% | 10.0% |
| Other business | -27.1% | 6.6% | 24.4% | 20.0% | 15.0% |
| Elimination | 8.7% | -21.6% | 23.1% | 1.2% | 8.8% |
| Total | 1.7% | 5.5% | 8.8% | 7.8% | 8.8% |

Source: Company data, CGIS Research

Key financials

CRG (390 HK)

Balance sheet, cash flow statements and key ratios
(RMB m, except per share amount)

| Balance sheet | 2015 | 2016 | 2017 | 2018E | 2019E | Cash flow statement | 2015 | 2016 | 2017 | 2018E | 2019E |
|--------------------------------------|----------------|----------------|----------------|----------------|------------------|-----------------------------|----------------|----------------|----------------|----------------|----------------|
| Cash | 93,304 | 114,830 | 116,688 | 117,753 | 117,800 | EBITDA | 27,754 | 30,378 | 31,051 | 40,206 | 45,528 |
| Restricted cash | 7,414 | 9,254 | 13,704 | 15,000 | 15,000 | Net Interest Paid | -8,589 | -6,932 | -7,461 | -4,633 | -5,227 |
| Trade and other receivables | 206,253 | 234,229 | 245,748 | 274,639 | 294,507 | Tax Paid | -5,701 | -5,763 | -6,435 | -10,233 | -9,102 |
| Inventories | 124,379 | 113,014 | 128,005 | 134,429 | 144,243 | Change in Working Cap | 5,835 | 27,212 | -738 | -8,949 | -8,992 |
| Amounts due from contract customers | 122,379 | 111,791 | 114,459 | 129,945 | 141,441 | Others | 2,669 | 2,668 | 9,300 | 0 | 0 |
| Available-for-sale financial assets | 3,886 | 1,210 | 1,272 | 280 | 280 | Operating Cash Flow | 21,968 | 47,563 | 25,717 | 16,391 | 22,207 |
| Held-for-trading financial assets | 144 | 123 | 2,963 | 4,000 | 4,000 | Acquisitions | -11,245 | -13,929 | -28,168 | -26,282 | -16,000 |
| Other receivables | 6,620 | 9,650 | 16,990 | 24,000 | 28,000 | Capex | -14,899 | -14,802 | -15,282 | -16,812 | -17,114 |
| Tax recoverable | 1,030 | 807 | 1,602 | 2,400 | 2,400 | Asset Sales | 7,903 | 11,676 | 16,392 | 0 | 0 |
| Lease prepayments | 192 | 239 | 237 | 244 | 255 | Others | 1,037 | -1,921 | -5,631 | -1,296 | 0 |
| Total current assets | 565,601 | 595,147 | 641,668 | 702,691 | 747,927 | Investing Cashflow | -17,204 | -18,976 | -32,689 | -44,390 | -33,114 |
| Long-term equity investment | 7,889 | 11,482 | 21,002 | 34,611 | 50,300 | Dividend (ordinary) | -1,951 | -2,674 | -2,719 | -3,368 | -4,084 |
| Investment properties | 3,722 | 4,547 | 4,787 | 4,616 | 4,452 | Equity Raised | 20,837 | 0 | 0 | 11,655 | 0 |
| PPE, net | 53,045 | 56,207 | 60,695 | 64,954 | 68,173 | Debt Movements | 1,130 | -4,497 | 2,646 | 20,778 | 15,037 |
| Other intangible assets | 37,547 | 36,821 | 35,995 | 38,016 | 40,970 | Others | -351 | -169 | 9,387 | 0 | 0 |
| Mining assets | 5,454 | 4,664 | 4,142 | 4,015 | 3,896 | Financing Cashflow | 19,665 | -7,340 | 9,314 | 29,064 | 10,954 |
| Goodwill | 829 | 829 | 829 | 829 | 829 | Exchange difference | 196 | 279 | -484 | 0 | 0 |
| Lease prepayments | 9,290 | 11,986 | 11,952 | 12,584 | 13,192 | Net Chg in Cash/debt | 24,625 | 21,526 | 1,858 | 1,065 | 47 |
| Deferred tax assets | 4,367 | 5,258 | 5,731 | 5,731 | 5,731 | FCF | 4,764 | 28,587 | -6,972 | -27,999 | -10,907 |
| Trade receivables | 7,137 | 5,209 | 34,409 | 48,265 | 50,919 | | | | | | |
| Available-for-sale financial assets | 8,351 | 12,896 | 13,418 | 16,000 | 18,000 | | | | | | |
| Other loans and receivables | 8,813 | 6,976 | 7,777 | 8,384 | 9,126 | | | | | | |
| Other non-current assets | 1,460 | 2,323 | 1,517 | 1,641 | 1,641 | | | | | | |
| Total non-current assets | 147,904 | 159,198 | 202,254 | 239,646 | 267,228 | | | | | | |
| Total assets | 713,505 | 754,345 | 843,922 | 942,336 | 1,015,155 | | | | | | |
| Trade and bill payable | 365,245 | 407,418 | 469,483 | 459,585 | 499,166 | | | | | | |
| Short term Debt | 84,209 | 80,017 | 88,483 | 99,053 | 106,703 | | | | | | |
| Amounts due to contract customers | 14,857 | 12,952 | 14,964 | 95,000 | 95,000 | | | | | | |
| Obligations under finance leases | 1,346 | 451 | 349 | 349 | 349 | | | | | | |
| Tax payable | 4,065 | 5,129 | 5,572 | 4,000 | 4,000 | | | | | | |
| Defined benefit obligations | 494 | 466 | 395 | 395 | 395 | | | | | | |
| Held-for-sales financial liabilities | 185 | 157 | 57 | 57 | 57 | | | | | | |
| Provision | 46 | 13 | 0 | 0 | 0 | | | | | | |
| Total current liabilities | 470,447 | 506,603 | 579,303 | 658,439 | 705,670 | | | | | | |
| Long Term Debt | 96,213 | 92,308 | 85,451 | 95,659 | 103,046 | | | | | | |
| Deferred tax liabilities | 920 | 782 | 1,006 | 1,006 | 1,006 | | | | | | |
| Provision | 248 | 335 | 637 | 637 | 637 | | | | | | |
| Long-term payables | 631 | 686 | 2,911 | 3,300 | 3,300 | | | | | | |
| Defined benefit obligations | 3,779 | 3,453 | 3,161 | 3,161 | 3,161 | | | | | | |
| Deferred income | 1,537 | 1,140 | 1,841 | 1,841 | 1,841 | | | | | | |
| Obligations under finance leases | 492 | 42 | 54 | 54 | 54 | | | | | | |
| Total non-current liabilities | 103,820 | 98,746 | 95,061 | 105,658 | 113,045 | | | | | | |
| Total liabilities | 574,267 | 605,349 | 674,364 | 764,096 | 818,715 | | | | | | |
| Shareholders Fund | 118,300 | 128,131 | 143,179 | 169,629 | 186,742 | | | | | | |
| Perpetual notes | 12,123 | 12,038 | 12,038 | 12,825 | 13,612 | | | | | | |
| Minority Interest | 8,815 | 8,827 | 14,341 | 2,986 | 3,286 | | | | | | |
| Total S/H Equity | 139,238 | 148,996 | 169,558 | 185,440 | 203,640 | | | | | | |
| Total Liab & S/H Fund | 713,505 | 754,345 | 843,922 | 949,536 | 1,022,355 | | | | | | |
| Valuation | | | | | | | | | | | |
| PE(x) | | | | 12.0 | 12.3 | 9.5 | 8.1 | 7.4 | | | |
| EPS growth (%) | | | | 10.0 | -2.5 | 29.4 | 18.1 | 9.3 | | | |
| Yield(%) | | | | 1.3 | 1.4 | 1.8 | 2.1 | 2.3 | | | |
| PEG(%) | | | | 1.2 | -4.9 | 0.3 | 0.4 | 0.8 | | | |
| EV/EBITDA(x) | | | | 8.4 | 6.7 | 6.5 | 5.5 | 5.2 | | | |
| PB(x) | | | | 1.1 | 1.0 | 0.9 | 0.9 | 0.8 | | | |
| Operational | | | | | | | | | | | |
| Revenue growth(%) | | | | 1.7 | 5.5 | 8.8 | 7.8 | 8.8 | | | |
| EBIT margin(%) | | | | 3.3 | 3.4 | 3.2 | 4.1 | 4.3 | | | |
| Net profit margin(%) | | | | 1.9 | 1.9 | 2.2 | 2.4 | 2.6 | | | |
| Days receivables | | | | 134 | 131 | 138 | 148 | 151 | | | |
| Days payables | | | | 239 | 242 | 256 | 253 | 240 | | | |
| Days inventories | | | | 25 | 18 | 17 | 18 | 18 | | | |
| Current ratio(x) | | | | 1.2 | 1.2 | 1.1 | 1.1 | 1.1 | | | |
| Quick ratio(x) | | | | 0.9 | 1.0 | 0.9 | 0.9 | 0.9 | | | |
| Asset/equity(x) | | | | 5.5 | 5.4 | 5.4 | 5.2 | 5.1 | | | |
| Net debt/equity(%) | | | | 62.6 | 38.6 | 33.8 | 41.5 | 45.2 | | | |
| EBITDA interest coverage(x) | | | | 4.5 | 5.3 | 6.5 | 6.4 | 6.6 | | | |
| ROE(%) | | | | 9.0 | 8.4 | 9.8 | 10.0 | 10.6 | | | |

Source: Company data, CGIS Research

Figure 4: CRG 9M18 results overview

| Rmb m | 9M18 | 9M17 | % YoY | 3Q18 | 3Q17 | % YoY |
|-------------------------------------|----------------|---|--------------|----------------|---|--------------|
| Revenue | 495,768 | 472,289 | 5.0% | 179,665 | 172,011 | 4.4% |
| COGS | -448,499 | -430,483 | 4.2% | -163,216 | -157,411 | 3.7% |
| GP | 47,269 | 41,806 | 13.1% | 16,448 | 14,600 | 12.7% |
| GPM | 9.5% | 8.9% | 0.7% | 9.2% | 8.5% | 0.7% |
| SG&A | -25,159 | -22,140 | 13.6% | -9,691 | -8,382 | 15.6% |
| Other gains and losses | -2,027 | -2,287 | -11.4% | -934 | -489 | 91.1% |
| OP | 20,084 | 17,380 | 15.6% | 5,823 | 5,729 | 1.6% |
| OPM | 4.1% | 3.7% | 0.4% | 3.2% | 3.3% | -0.1% |
| Financing cost | -3,889 | -2,509 | 55.0% | -1,283 | -1,065 | 20.5% |
| Profit contribution from associates | 1,266 | 409 | 209.4% | 502 | 97 | 415.4% |
| PBT | 17,461 | 15,279 | 14.3% | 5,041 | 4,761 | 5.9% |
| Tax | -4,261 | -4,198 | 1.5% | -1,254 | -1,230 | 2.0% |
| Effective tax rate | 24.4% | 27.5%  | -3.1% | 24.9% | 25.8%  | -0.9% |
| PAT | 13,199 | 11,081 | 19.1% | 3,787 | 3,532 | 7.2% |
| NPM | 2.7% | 2.3%  | 0.3% | 2.1% | 2.1%  | 0.1% |
| Minority interest | -154 | -46 | 238.1% | -294 | -203 | 44.6% |
| Profit to common shareholder | 13,045 | 11,036 | 18.2% | 3,492 | 3,328 | 4.9% |

Source: Company data, CGIS Research

Figure 5: Earnings estimates: CGIS new vs. old and consensus estimates (RMB m, except for EPS)

| 2018E | Sales | EBIT | EBITDA | Net profit | EPS Adj | EPS GAAP |
|------------------------|---------|--------|--------|------------|---------|----------|
| CGIS old | 755,462 | 30,014 | 40,082 | 18,502 | 0.81 | 0.81 |
| CGIS new | 742,544 | 30,138 | 40,206 | 18,163 | 0.79 | 0.79 |
| Consensus | 742,422 | 29,576 | 40,461 | 18,929 | 0.77 | 0.81 |
| Diff% | | | | | | |
| CGIS new vs. consensus | 0.0% | 1.9% | -0.6% | -4.0% | 3.2% | -2.2% |
| CGIS new vs. old | -1.7% | 0.4% | 0.3% | -1.8% | -2.4% | -2.4% |
| 2019E | Sales | EBIT | EBITDA | Net profit | EPS Adj | EPS GAAP |
| CGIS old | 834,817 | 34,669 | 45,273 | 21,354 | 0.93 | 0.93 |
| CGIS new | 808,235 | 34,924 | 45,528 | 21,197 | 0.86 | 0.86 |
| Consensus | 818,213 | 33,056 | 44,539 | 21,387 | 0.91 | 0.91 |
| Diff% | | | | | | |
| CGIS new vs. consensus | -1.2% | 5.7% | 2.2% | -0.9% | -5.3% | -4.9% |
| CGIS new vs. old | -3.2% | 0.7% | 0.6% | -0.7% | -7.6% | -7.6% |

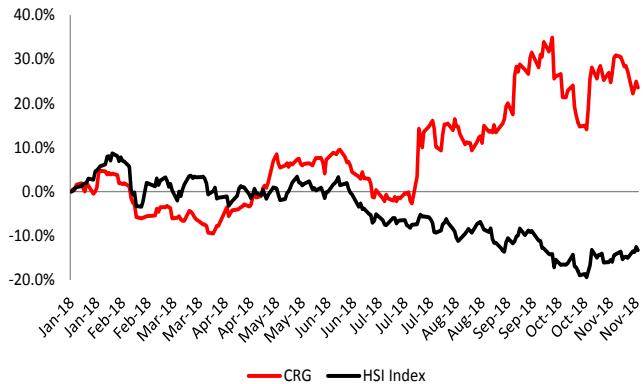
Source: Bloomberg, CGIS Research

Figure 6: Target price EV/EBITDA multiple calculation

| Assumption | |
|----------------------------------|----------------|
| 2018E EBITDA (Rmb m) | 45,528 |
| Target EV/EBITDA multiple | 6.0x |
| EV (Rmb m) | 273,167 |
| | |
| Net debt (Rmb m) | 91,949 |
| Target fair value (Rmb m) | 181,218 |
| FX | 0.89 |
| No of shares (mn) | 24,540 |
| Target price (HK\$/share) | 8.30 |
| % upside to current price | 15.4% |

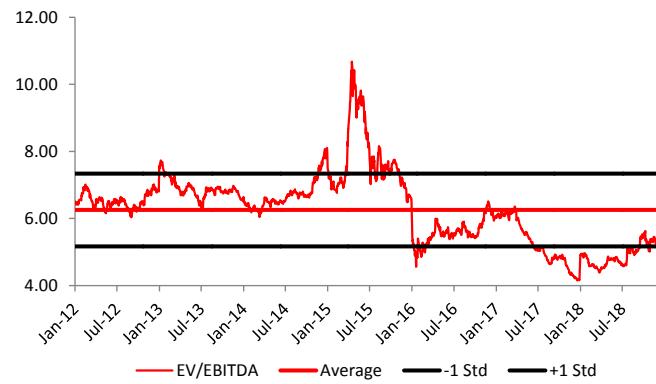
Source: CGIS Research

Figure 7: CRG-H share performance CYTD



Source: Bloomberg, CGIS Research

Figure 8: CRG-H 12-mth forward EV/EBITDA band



Source: Bloomberg, Company data, CGIS Research

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