# **BYD Electronic | 285.HK**

# Smartphones turning to metal casing

#### A fast-growing metal casing supplier for smartphones

BYDE is a leading manufacturer of handset components and modules, such as plastic casing, metal casings, and keypads. It also provides assembly services for handsets. Among these businesses, metal casing business is the focus of growth for BYDE. It has replaced Catcher as the key casing supplier for New HTC One, and probably taking a piece of pie in HTC and Samsung's following flagship smartphones. We believe it is attributed to the good yield rate, supported by its earlier R&D in Nano-molding technology (NMT) and the experiences in handling different kinds of materials.

#### Smartphones turning to metal casing

Mid and high-end phones are facing stiff competition from cheaper ones. Using metal casing is one way for smartphone vendors to differentiate their more expensive products. We expect to see markedly rising metal adoption for non-Apple smartphone brands. According to management, some of the tier one global brands and Chinese brands have shown interest in its NMT. We believe BYDE can take this opportunity to obtain new customers and outshine the strong market growth. We expect the company's revenue on metal casing will deliver 250.0% growth in FY13E.

#### Product mix shift positive to margins

BYDE is moving from a handset EMS/ODM to handset metal casing supplier. The GPM of metal casing segment is ~20.0%, above 8.4% of company average, supported by its core competence in NMT. Following the increase in proportion of metal casing segment from 10.0% in FY12 to 43.5% in FY15E, the overall GPM will be pulled up. BYDE is likely to see significant profit growth under operating leverage, we estimate.

#### We initiate coverage on BYDE with BUY

The company is trading at 0.15x FY13E PEG, which is 69.1% lower than the average 0.49x of the handset metal casing peers (excluding Foxconn Technology with no growth because of plastic casing adoption in the low-cost iPhone). We believe BYDE's valuation will at least rise to that of Casetek, which is also catching up with Hon Hai and Catcher. We initiate coverage on the stock with target price of HK\$6.40, based on 0.21x FY13E PEG (16.7x FY13E PER).

HKD million	FY11A	FY12A	FY13E	FY14E	FY15E
Revenue	15,868	14,091	17,614	20,399	22,438
Operating profit	675	433	775	1,087	1,328
Net Profit	603	379	677	947	1,152
Consensus NP			582	721	928
EPS (RMB)	0.27	0.17	0.30	0.42	0.52
P/E (x)	13.4	21.3	11.9	8.5	7.0
Dividend yield (%)	1.5	-	1.7	-	2.9
Sources: Bloomberg, CIRL	estimates				



Rating	Buy	Initiation
Target Price	HKD 6.40	
Current price	HKD 4.57	Upside +40%

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#### **Trading data**

52-Week Range (HK\$)	1.4/5.19
3 Mth Avg Daily Vol (m)	17.70
No of Shares (m)	2,253.21
Market Cap (HK\$m)	10,297.14
Major Shareholders (%)	BYD (65%)
Auditors	Ernst & Young
Result Due	1H13: Aug

#### **Company description**

Established in 2002, BYDE is a leading manufacturer of handset components and modules, such as plastic casing, metal casings, and keypads. It also provides assembly services for handsets. Its parent company, BYD (1211.HK) keeps some of handset components and modules, such as LCD displays, FPCs, and camera modules. Its customers include Nokia (NOK.US), Huawei, Toshiba (6502.JP), Apple (AAPL.US), Asus (2357.TT), HTC (2498.TT) and HP (HPQ.US).

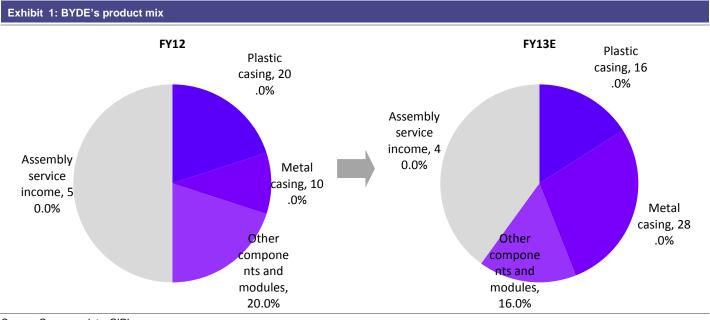
#### Price chart



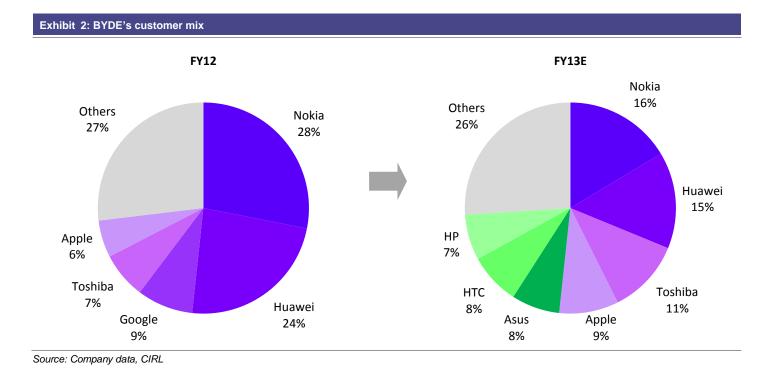


## A growing metal casing supplier for smartphones

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Source: Company data, CIRL





### Metal casing business growing with HTC and probably Samsung

Metal casing business is the focus of growth for BYDE. Starting with Apple, we see increasing metal adoption in the smartphones. And New HTC One is among the top smartphone models that are encased in a single slab of metal.

In the New HTC One model, BYDE has grabbed the majority allocation (over 50%) versus its competitor, Catcher (2474.TT). New HTC One is HTC's flagship smartphone, of which the order obviously represents HTC's recognition of BYDE's metal casing capabilities.

New HTC One has stood out from competitors' flagship models, especially with its superior hardware specs: the highest-density ppi screen, dual-speaker design, and aluminum unibody casing. Therefore, it is well-received with 5mn global shipment from its debut in Mar to May 2013, and believed to have a halo effect on the company's high-end smartphones. We expect HTC's flagship models to grow 103.7% yoy in 2013.

Exhibit 3: HTC and competitors' new smartphone models									
	HTC New One	Samsung Galazy	Sony Xperia Z	LG Optimus G	Huawei Ascend	ZTE Nubia Z5			
		S4		Pro	D2				
		Life compension 12:45							
Display	4.7" SLCD3	5"Super	5" TFT	5.5" IPS LCD	5" 1920x1080	5" 1920x1080			
	1920x1080, 468	AMOLED,	1920x1080,	1920x1080,	Super IPS+LCD,	IPS, 441ppi			
	ррі	1920x1080,	441ppi	441ppi	441ppi				
		441ppi							
Chipset	Snapdragon 600	Exynos 5 Octa	Snapdragon S4	Snapdragon S4	Hi-Silicon K3V2 +	Snapdragon S4			
	APQ8064T, quad	chip, 1.6GHz	Pro APQ8064,	APQ8064T, quad	Balong V7R1,	Pro APQ8064,			
	core, 1.7 Ghz		Quad-core,	core, 1.7 Ghz	Quad-core,	Quad-core,			
			1.5GHz		1.5GHz	1.5GHz			
Camera	4MP Ultrapixel/	13MP back	13MP back	13MP back	13MP f2.2 back	13MP back			
	2MP front	camera /2MP	camera / 2.2MP	camera / 2.1MP	camera/ 1.2MP	camera / 2MP			
		front	front	front	front	front camera			
Casing	Al unibody	Plastic (7.9mm)	Glass (7.9mm)	Plastic (9.4mm)	Hybrid Al. and	Plastic with metal			
(thickness)	(9.3mm)				plastic (9.4mm)	frame (7.6mm)			

Source: Company data, CIRL



Exhibit 4: Global smartphone volumes									
mn units	2011	2012	2013E	Growth yoy					
Samsung	88	204	315	54.6%					
Lenovo	2	25	38	52.0%					
Apple	89	135	191	40.8%					
ZTE	11	28	38	38.2%					
LG Electronics	19	26	35	34.6%					
Huawei	16	28	35	27.3%					
HTC	43	32	25	-22.8%					
Flagship models	19	7	14	103.7%					
Affordable models	24	26	11	-56.2%					
Research In Motion	52	34	26	-22.9%					
Motorola Mobility / Google	17	20	15	-23.1%					
Sony Ericsson / Sony Mobile	20	24	18	-25.5%					
Nokia	85	37	19	-50.4%					

Source: Company data, CIRL

In our view, BYDE is not only well-positioned in HTC's strong high-end smartphone product cycle momentum, but also Samsung's potential move into metal casing. We see two potential catalysts from wining new orders,

1. Gaining a sizable order allocation of One Mini and One Max: they are regarded as the smaller and larger version of New HTC One.

Exhibit 5: HTC's new smartphones with metal casing							
Model	Casing supplier	Allocation					
New One	BYDE	70%					
	Catcher	30%					
One Mini	BYDE	N/A					
	Catcher	N/A					
One Max	BYDE	N/A					
	Catcher	N/A					

Source: HTC, CIRL

2. Samsung's potential move into metal casing: it is rumored to be Samsung (5930.KS) using metal for Galaxy S5 and Galaxy Note 4 and has visited HTC's supply chain such as BYDE and Catcher in the past few months, according to China Times. We expect that Galaxy S5 and Galaxy Note 4 will deliver 67mn and 8mn shipment respectively in the launch year, which is totally ~4x more than that of New HTC One.



Exhibit 6: Samsung's flagship smartphone shipment									
mn units	2012	2013	2014						
Galaxy S	7								
Galaxy S2	19	9							
Galaxy S3	44	32	11						
Galaxy S4		61	39						
Galaxy S5			67						
Galaxy Note	13	2							
Galaxy Note 2	8	22	3						
Galaxy Note 3		8	23						
Galaxy Note 4			8						

Source: Samsung, CIRL

#### Why BYDE can move Catcher's cheese?

BYDE has replaced Catcher as the key casing supplier for New HTC One, and probably taking a piece of pie in HTC and Samsung's following Flagship smartphones. Besides customers' need to ensure a balanced supply chain, we believe the rapid development of BYDE's metal casing business is supported by the company's strong engineering capabilities.

For a normal unibody metal casing, engineering capabilities in using CNC machines (drilling, scribing, lapping, and etching, etc to make various shapes, forms and holes on a piece of metal) are important in meeting the specifications required by the customers. According to the management, BYDE enjoy a good yield rate of ~90.0% at CNC process.

But unlike other smart devices, there will be antenna interference in metal casing adoption. To solve "antenna-gate", New HTC One has embedded the antenna into the plastic part of metal casing by Nano-molding technology (NMT). It adheres metal and plastic, by etching the metal surface in T-agent-solution to produce nano holes into which the resin flows. This T-treatment is the key point of NMT. According to the management, the yield rate of T-treatment is only 60.0%-70.0%. Due to such a low yield rate, New HTC One casing's ASP is thus ~100% higher than that of a normal unibody metal casing.

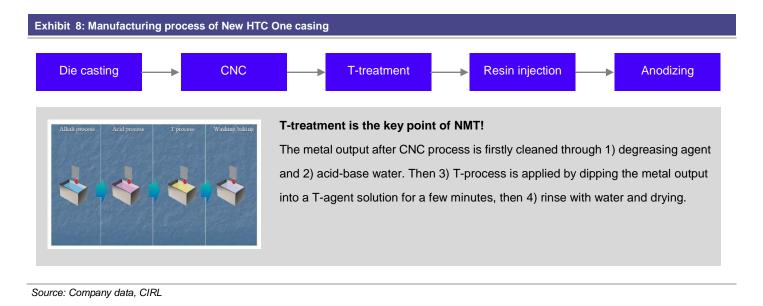


#### Exhibit 7: New HTC One's casing



Source: HTC, CIRL

According to management, BYED has grabbed the majority allocation (over 50%) versus its competitor, Catcher. Besides price advantage, we believe it is attributed to the good yield rate, supported by its earlier R&D in NMT and the experiences in handling different kinds of materials.





### Catching up with Hon Hai and Catcher

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Though BYDE is far behind Hon Hai Group (Hon Hai and Foxconn Technology (2354.TT)) and Catcher in scale, but BYDE is currently putting focus on metal casing with NMT. Also, we believe that the company will be catching up, thank to HTC's strong high-end smartphone product cycle momentum and Samsung's potential move into metal casing, while Foxconn Technology and Catcher have the high exposure to Apple, which will adopt plastics in low-cost iPhones.

Nokia ~20%, Huawei ~10%, Toshiba ~10%, Apple ~10%, Asus ~10%, HTC ~10%, HP ~10%

Exhibit 9: Major metal casing vendors' capacity								
	Estimated CNC capacity	FY 13E Major customers						
Hon Hai/ Foxconn Tech	20-22k	Apple ~80%						
Catcher	15-16k	Apple ~40%, HTC ~20%						
Pegatron/Casetek	5-6k	Apple ~80%						

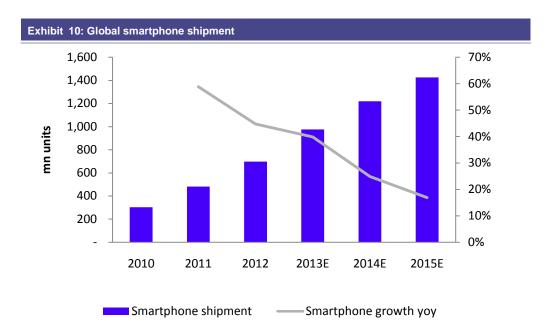
Source: Company data, CIRL

BYDE

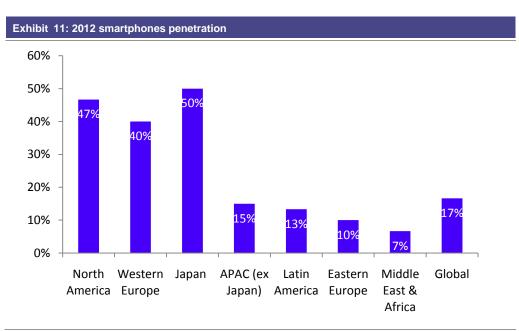


## **Smartphones turning to metal casing**

We see 2013 as another strong growth year for smartphones, with shipment growth rate of 40%, Developed markets' penetration rates are high (47% in North America and 40% in Western Europe), supporting replacement sales. On the other hand, the new adoption will be driven by the demand from emerging markets with low penetration rates of 7%-15%. Penetration moves higher, triggered by a combination of lower priced models and migration to 4G.



Source: IDC, CIRL



Source: IDC, CIRL



#### Smartphone share shift towards the low-end

But the market is playing musical chairs. Smartphone share shift towards the low-end. The smartphone shipment at ASP of >USD400 ASP has delivered CAGR of 75.9% in 2010-2012, but will see moderate CAGR of 13.7% in 2012-2015. Smartphone volumes at ASP of USD200-USD400 will only deliver CAGR of 10.5% in 2012-2015. It is because of the continued shift towards low-end smartphones, which will deliver CAGR of 64.6% in 2012-2015.

#### Metal casing thus be differentiator of mid and high-end smartphones

Mid and high-end phones are facing stiff competition from cheaper ones. Using metal casing is one way for smartphone vendors to differentiate their more expensive products. And metal casing also becomes a functional part for premium devices, as it has better strength for supporting smartphones with larger displays, versus plastic casing. We expect to see markedly rising metal adoption for non-Apple smartphone brands.

Exhibit 12: Smartphones shift towards the low-end								
Price (USD)	2010	2011	2012	2013E	2014E	2015E	2012-2015 CAGR	
<= \$100	7	5	7	21	57	146	175%	
\$100 - \$200	74	82	129	221	378	460	53%	
\$200 - \$300	74	112	179	213	240	256	13%	
\$300 - \$400	49	84	104	122	133	126	7%	
\$400 - \$500	43	71	102	138	160	187	22%	
\$500+	53	119	195	259	250	249	8%	
Total	300	473	716	974	1,218	1,424	26%	

Source: CIRL

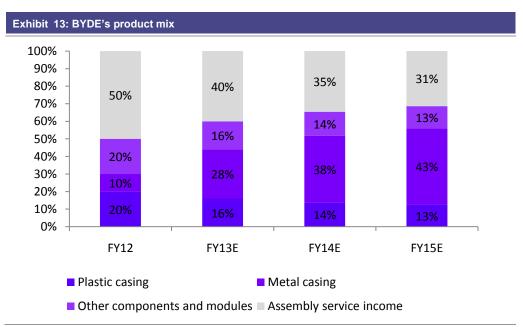
Among non-Apple smartphone brands, HTC is one of the most active one changing from plastic casing to metal casing in 2013, like New HTC One and the upcoming flagship models. The New HTC One is a gorgeous phone encased in a single slab of aluminum. Although Samsung is using plastic for the Galaxy S4, it is rumored to be using metal for Galaxy S5 and Galaxy Note 4. And even PRC smartphone brands have considered HTC-like designs in 2014.

According to the management, some of the tier one global brands and Chinese brands have shown interest in its NMT. We believe BYDE can take this opportunity to obtain new customers and outshine the strong market growth. We expect the company's revenue metal casing will deliver 250.0% growth in FY13E.



## **Product mix shift positive to margins**

BYDE is moving from a handset EMS/ODM to the handset metal casing supplier. Riding on the booming metal casing market and its competitive advantage, this segment will outgrow other segments. Following the increase in proportion of metal casing segment from 10.0% in FY12 to 43.5% in FY15E, the overall GPM will be pulled up. The GPM of metal casing is ~20.0%, above 8.4% of company average, supported by its core competence in NMT.



Source: Company data, CIRL

Exhibit 14: BYDE's FY12 margins		
	GPM	
Plastic casing	~10%	
Metal casing	~20.0%	
Other components and modules	~10%	
Assembly	3-5%	

Source: Company data, CIRL



# **Financial analysis and valuation**

We forecast revenue to grow by 25.0%/15.8%/10.0% for FY13E/FY14E/FY15E mainly driven by the growth of metal casing segments. By FY15E, metal casings will account for 43.5% of revenue, up from 10.0% in FY12E.

**GPM keeps uptrend to ~13.0%** because the GPM of fast-growing metal casing segment is 20.0%, above 8.4% of company average in FY12, supported by its core competence in NMT.

**SG&A expense will increase to 6.7%** in FY13E-FY15E, on the back of developing new business. We expect that net profit will rise 78.6%/39.9%/21.7% to RMB676.8mn /RMB946.9mn/RMB1,152.4mn in FY13E/FY14E/FY15E.

We initiate coverage on BYDE with BUY. The company is trading at 0.15x FY13E PEG, which is 69.1% lower than the average 0.49x of the handset metal casing peers (excluding Foxconn Technology with no growth because of plastic casing adoption in the low-cost iPhone). We believe BYDE's valuation will at least rise to that of Casetek, which is also catching up with Hon Hai and Catcher. We initiate coverage on the stock with target price of HK\$6.40, based on 0.21x FY13E PEG (16.7x FY13E PER).

# **Risk Factors**

Downside risks include: 1) slower than expected growth of smartphones; 2) slower than expected growth of its clients, especially Nokia of which shipment has declined ~50% in 1Q13; 3) slower than expected metal casing adoption in mid-high end smartphones; 4) more-than-expected competition; and 5) rapidly changing technology trends.



Exhibit 15:Key assumptions				
	EV40	EVADE	EV44E	EVACE
	FY12	FY13E	FY14E	FY15E
Revenue				
Plastic casing	2,818	2,818	2,818	2,818
Metal casing	1,409	4,932	7,717	9,757
Other components and modules	2,818	2,818	2,818	2,818
Assembly service income	7,045	7,045	7,045	7,045
Total	14,091	17,614	20,399	22,438
Growth				
Plastic casing		0.0%	0.0%	0.0%
Metal casing		250.0%	56.5%	26.4%
Other components and modules		0.0%	0.0%	0.0%
Assembly service income		0.0%	0.0%	0.0%
Total		25.0%	15.8%	10.0%
GPM				
Plastic casing	9.9%	9.5%	9.2%	8.9%
-				
Metal casing	20.0%	20.3%	20.7%	21.0%
Other components and modules	9.9%	9.5%	9.2%	8.9%
Assembly service income	5.0%	4.6%	4.3%	4.0%
Total	8.4%	10.6%	11.8%	12.6%

Source: Compnay data, CIRL



### Exhibit 16: Financial statement

Test to Dac (RMB mn)   FY11A   FY12A   FY13E   FY14E   FY13E   FY13E </th <th>Income statement</th> <th></th> <th></th> <th></th> <th></th> <th></th> <th>Cash flow</th> <th></th> <th></th> <th></th> <th></th> <th></th>	Income statement						Cash flow					
Revenue   15,868   14,091   17,614   20,392   22,438   Pre-tax profit   674   430   772   1,084   1,325     EBITDA   1,355   1,124   1,530   1,904   2,195   Pase paid   (101)   (38)   (66)   (95)   (137)     Depreciation   (680)   (691)   (755)   (817)   (867)   Depreciation   591   558   756   817   867     Associates   0	Year to Dec (RMB mn)	FY11A	FY12A	FY13E	FY14E	FY15E	Year to Dec (RMB mn)	FY11A	FY12A	FY13E	FY14E	FY15E
EBITO   1,355   1,124   1,530   1,930   2,195     Depreciation   (680)   (756)   (817)   (687)   (687)   (756)   817   867     Depreciation   (675)   433   775   1,087   1,328   Change in working cap   1,087   1,222   (507)   (415)   (318)     Associates   0 </td <td></td> <td>15,868</td> <td>14,091</td> <td>17,614</td> <td>20,399</td> <td>22,438</td> <td>Pre-tax profit</td> <td>674</td> <td>430</td> <td>772</td> <td>1,084</td> <td>1,325</td>		15,868	14,091	17,614	20,399	22,438	Pre-tax profit	674	430	772	1,084	1,325
Depredation   (691)   (756)   (177)   (767)   (767)   (767)   (767)   (758)   (757)   1,037   1,038   (750)   (751)   (750)   (750)   (750)   (750)   (750)   (750)   (750)   (750)   (750)   (750)   (750)   (750)   (750)   (750)	Gross profit (reported)		1,190				•	(101)	(38)	(65)	(95)	(137)
EBT   675   433   775   1,087   1,328   CFO bet /WC change   1,164   950   1,463   1,806   2.054     Net interest income (exp.)   0	EBITDA	1,355	1,124	1,530	1,904	2,195	Depreciation	591	558	756	817	867
Net interest income (exp.) (0) (3) (1,100)	Depreciation	(680)	(691)	(756)	(817)	(867)	Associates	0	0	0	0	0
Associates 0	EBIT	675	<b>433</b>	775	1,087	1,328	CFO bef. WC change	1,164	950	1,463	1,806	2,054
Exceptionals/others   0	Net interest income (exp.)	(0)	(3)	(3)	(3)	(3)	Change in working cap	1,097	(322)	(507)	(415)	(318)
Profit before tax   674   430   772   1,084   1,325   Free cash flow   1,592   (284)   (144)   291   635     Tax expenses   (72)   (51)   (95)   (137)   (172)   Dividends   121   0   135   0   230     Minority interest   0	Associates	0	0	0	0	0	Cashflow from operation	2,261	628	956	1,391	1,736
Tax expenses (72) (51) (95) (137) (172) Dividends 121 0 135 0 230   Minority interest 0	Exceptionals/others	0	0	0	0	0	CAPEX	(670)	(912)	(1,100)	(1,100)	(1,100)
Minority interest   0	Profit before tax	674	430	772	1,084	1,325	Free cash flow	1,592	(284)	(144)	291	636
Net profit   603   379   677   947   1,152     Balance sheet   -	Tax expenses	(72)	(51)	(95)	(137)	(172)	Dividends	121	0	135	0	230
Balance sheet   Others   0   0   135   (135)   230     Wear to Dec (RMB mn)   FY11A   FY12A   FY13E   FY14E   FY15E     Cash & equiv   2,207   2,128   2,254   2,410   3,507     Trade receivables   3,446   2,751   3,404   3,903   4,250     Other receivables   0   0   0   0   0   0     Inventories   1,780   1,739   2,137   2,458   2,699   662   562	Minority interest	0	0	0	0	0	Balance sheet adj.	(810)	321	0	0	0
Balance sheet   Year to Dec (RMB mn)   FY114   FY128   FY14E   FY15E     Cash & equiv   2,207   2,128   2,254   2,410   3,507     Trade receivables   3,446   2,751   3,404   3,903   4,250     Other receivables   0   0   0   0   0   0     Other current assets   468   562   563   564   56	Net profit	603	379	677	947	1,152	Sharse issued	(254)	(116)	0	0	0
Year to Dec (RMB mn)   FY11A   FY12A   FY13E   FY14E   FY15E     Cash & equiv   2,207   2,128   2,254   2,410   3,507     Trade receivables   3,446   2,751   3,404   3,903   4,250     Other receivables   0   0   0   0   0   0     Other receivables   1,780   1,739   2,137   2,458   2,699     Other current assets   468   562   562   562   562   562     Investment, associates etc   1,106   787 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>Others</td> <td>0</td> <td>0</td> <td>135</td> <td>(135)</td> <td>230</td>							Others	0	0	135	(135)	230
Cash & equiv   2,207   2,128   2,254   2,410   3,507     Trade receivables   3,446   2,751   3,404   3,903   4,250     Other receivables   0   0   0   0   0   0     Inventories   1,780   1,739   2,137   2,458   2,699     Other current assets   468   562 <t< td=""><td>Balance sheet</td><td></td><td></td><td></td><td></td><td></td><td>Net cash flow</td><td>648</td><td>(79)</td><td>126</td><td>156</td><td>1,097</td></t<>	Balance sheet						Net cash flow	648	(79)	126	156	1,097
Trade receivables 3,446 2,751 3,404 3,903 4,250   Other receivables 0	Year to Dec (RMB mn)	FY11A	FY12A	FY13E	FY14E	FY15E	Net cash (debt) start	1,559	2,207	2,128	2,254	2,410
Other receivables   0	Cash & equiv	2,207	2,128	2,254	2,410	3,507	Net cash (debt) at year-end	2,207	2,128	2,254	2,410	3,507
Inventories 1,780 1,739 2,137 2,458 2,699 Year to Dec FY11A FY12A FY13E FY14E FY14E FY15E   Other current assets 468 562	Trade receivables	3,446	2,751	3,404	3,903	4,250						
Other current assets   468   562	Other receivables	0	0	0	0	0	Ratios					
Fixed assets 3,560 3,914 4,258 4,541 4,774 Revenue (4.68) (11.20) 25.0 15.8 10.0   Intangible assets 9 8 8 8 8 8 8 12.578 11.889 13.411 14.669 16.587 Revenue (4.68) (11.20) 25.0 15.8 10.0   Account payables 12.578 11.889 13.411 14.669 16.587 Net profit (41.92) (37.04) 78.6 39.9 21.7   Account payables 3,468 2,691 3,235 3,639 3,909 Margins (%) 78.6 39.9 21.7   Other payables 0 0 0 0 0 8.5 8.0 8.7 9.3 9.8   Cher payables 0 0 0 0 0 0 0 0 0 0 0 0 0 0 11.8 12.6 13.8 2.7 3.8 4.6 5.1   Differend tax and others 0 0 0 0 0 0 <	Inventories	1,780	1,739	2,137	2,458	2,699	Year to Dec	FY11A	FY12A	FY13E	FY14E	FY15E
Intangible assets 9 8 10 10 3217 11 <td>Other current assets</td> <td>468</td> <td>562</td> <td>562</td> <td>562</td> <td>562</td> <td>Growth rate (%)</td> <td></td> <td></td> <td></td> <td></td> <td></td>	Other current assets	468	562	562	562	562	Growth rate (%)					
Investment, associates etc. 1,106 787	Fixed assets	3,560	3,914	4,258	4,541	4,774	Revenue	(4.68)	(11.20)	25.0	15.8	10.0
Total assets 12,578 11,889 13,411 14,669 16,587 Net profit EPS (41.92) (37.14) 78.6 39.9 21.7   Account payables 3,468 2,691 3,235 3,639 3,909 Margins (%) 78.6 39.9 21.7   Account payables 0 0 0 0 0 0 67058 margin (reported) 10.9 8.4 10.6 11.8 12.6   Short-term debt 0 0 0 0 0 0 0 8.5 8.0 8.7 9.3 9.8   Other current liabs 1,118 944 974 1,016 1,051 EBITDA 8.5 8.0 8.7 3.8 2.7 3.8 4.6 5.1   Deferred tax and others 0 <	Intangible assets	9	8	8	8	8	EBITDA	(21.16)	(17.01)	36.1	24.5	15.2
Account payables 3,468 2,691 3,235 3,639 3,909 Margins (%)   Other payables 0	Investment, associates etc	1,106	787	787	787	787	EBIT	(40.78)	(35.84)	78.9	40.3	22.2
Account payables 3,468 2,691 3,235 3,639 3,909 Margins (%)   Other payables 0	Total assets	12,578	11,889	13,411	14,669	16,587	Net profit	(41.92)	(37.14)	78.6	39.9	21.7
Other payables   0							EPS	(41.30)	(37.04)	78.6	39.9	21.7
Short-term debt 0	Account payables	-,	,	-,	- /	- /						
Other current liabs   1,118   944   974   1,016   1,051   EBIT   4.3   3.1   4.4   5.3   5.9     Long-term debts   0   0   0   0   0   Net margin   3.8   2.7   3.8   4.6   5.1     Deferred tax and others   0<	Other payables			0	•	-	Gross margin (reported)					
Long-term debts   0   0   0   0   0   0   0   Net margin   3.8   2.7   3.8   4.6   5.1     Deferred tax and others   0			•	•	•	•						
Deferred tax and others   0		,			,	,						
Other long-term liabs   0	5	-	-	-	-	-	5	3.8	2.7	3.8	4.6	5.1
Total liabilities   4,586   3,634   4,209   4,655   4,960   ROA (%)   4.8   3.2   5.0   6.5   6.9     Share capital   217   217   217   217   217   11   11.410   Receivables days   79.3   71.3   70.5   69.8   69.1     Share holders' equity   7,992   8,254   9,202   10,013   11,627   Payables days   89.5   76.1   75.0   73.9   72.8     Minorities   0   0   0   0   0   0   0   11,627   Payables days   89.5   76.1   75.0   73.9   72.8     Minorities   0   0   0   0   0   0   0   0   0   0   0   0   11.627   Effective tax rate (%)   10.6   11.9   12.3   12.6   13.0		-	-	-	-	-						
Share capital 217 217 217 217 217 217 217 1/1 217 217 217 217 217 1/1 3167.1 1/1.8 266.7 340.8 392.9 3167.1 1/1.8 266.7 340.8 392.9   Reserves 7,775 8,037 8,985 9,796 11,410 Receivables days 79.3 71.3 70.5 69.8 69.1   Shareholders' equity 7,992 8,254 9,202 10,013 11,627 Payables days 89.5 76.1 75.0 73.9 72.8   Minorities 0 0 0 0 0 0 0 11,627   Total equity 7,992 8,254 9,202 10,013 11,627 Effective tax rate (%) 10.6 11.9 12.3 12.6 13.0	5					-	( )					
Share capital   217   217   217   217   217   217   17   171.8   266.7   340.8   392.9     Reserves   7,775   8,037   8,985   9,796   11,410   Receivables days   79.3   71.3   70.5   69.8   69.1     Shareholders' equity   7,992   8,254   9,202   10,013   11,627   Payables days   89.5   76.1   75.0   73.9   72.8     Minorities   0   0   0   0   0   Interest caverage (%)   10.6   11.9   12.3   12.6   13.0	Total liabilities	4,586	3,634	4,209	4,655	4,960						
Reserves   7,775   8,037   8,985   9,796   11,410   Receivables days   79.3   71.3   70.5   69.8   69.1     Shareholders' equity   7,992   8,254   9,202   10,013   11,627   Payables days   89.5   76.1   75.0   73.9   72.8     Minorities   0			- · -		- · -	- · -						
Shareholders' equity   7,992   8,254   9,202   10,013   11,627   Payables days   89.5   76.1   75.0   73.9   72.8     Minorities   0   0   0   0   0   0   0   10,013   11,627     Total equity   7,992   8,254   9,202   10,013   11,627   Effective tax rate (%)   10.6   11.9   12.3   12.6   13.0												
Minorities   0   0   0   0   0   0   Inventory days   46.0   49.2   49.5   49.9   50.2     Total equity   7,992   8,254   9,202   10,013   11,627   Effective tax rate (%)   10.6   11.9   12.3   12.6   13.0		, -	- /		,	,	,					
Total equity   7,992   8,254   9,202   10,013   11,627   Effective tax rate (%)   10.6   11.9   12.3   12.6   13.0		,				<b>,</b> -	, ,					
							, ,					
Net cash (dent) 2 207 2 128 2 254 2 410 3 507				,		,	Effective tax rate (%)	10.6	11.9	12.3	12.6	13.0
	Net cash (debt)	2,207	2,128	2,254	2,410	3,507						

Source: Company data, CIRL

### Exhibit 17: Peer comparison

		PE (x)			PB (x)		Divi	dend yield	i (%)	EPS growth	PEG
er (HKD mn)	FY12A	FY13E	FY14E	FY12A	FY13E	FY14E	FY12A	FY13E	FY14E	FY13E	FY13E
											-
TT 24,267.80	11.0	11.1	10.4	1.5	1.3	1.1	1.3	1.3	1.5	0.2%	69.54
TT 28,831.23	10.1	9.2	9.5	1.8	1.6	1.5	4.1	4.2	4.3	10.2%	0.90
TT 14,236.73	13.9	9.6	8.7	-	2.6	2.3	0.0	2.8	4.3	45.3%	0.21
HK 4,152.08	6.8	5.8	4.8	0.8	0.7	0.6	3.3	3.4	3.9	16.2%	0.36
	10.5	8.9	8.3	1.3	1.6	1.4	2.9	2.9	3.5	18.0%	17.75
TT 6.765.49	22.0	50.4	22.1	2.3	2.3	2.5	2.8	2.6	2.4	-56.3%	(0.89)
HK 29,609.19	(11.8)	96.8	24.8	1.1	1.1	1.0	0.0	0.0	0.0	NA	NA
-,	<b>5.1</b>	73.6	23.5	1.7	1.7	1.8	2.8	1.3	1.2	-56.3%	(0.89)
HK 10,297.14	21.3	11.9	8.5	1.0	0.9	0.8	0.0	1.7	0.0	78.6%	0.15
	4 TT 28,831.23 4 TT 14,236.73 5 HK 4,152.08 6 TT 6,765.49 6 HK 29,609.19	ITT   28,831.23   10.1     ITT   14,236.73   13.9     IHK   4,152.08   6.8     IO.5   10.5     ITT   6,765.49   22.0     IHK   29,609.19   (11.8)     5.1	ITT   28,831.23   10.1   9.2     ITT   14,236.73   13.9   9.6     IHK   4,152.08   6.8   5.8     IO.5   8.9     ITT   6,765.49   22.0   50.4     IHK   29,609.19   (11.8)   96.8     5.1   73.6   50.4	HTT 28,831.23 10.1 9.2 9.5   HTT 14,236.73 13.9 9.6 8.7   HK 4,152.08 6.8 5.8 4.8   10.5 8.9 8.3   BTT 6,765.49 22.0 50.4 22.1   HK 29,609.19 (11.8) 96.8 24.8   5.1 73.6 23.5	HTT 28,831.23 10.1 9.2 9.5 1.8   HTT 14,236.73 13.9 9.6 8.7 -   HK 4,152.08 6.8 5.8 4.8 0.8   10.5 8.9 8.3 1.3   BTT 6,765.49 22.0 50.4 22.1 2.3   HK 29,609.19 (11.8) 96.8 24.8 1.1   5.1 73.6 23.5 1.7	HTT 28,831.23 10.1 9.2 9.5 1.8 1.6   HTT 14,236.73 13.9 9.6 8.7 - 2.6   HK 4,152.08 6.8 5.8 4.8 0.8 0.7   10.5 8.9 8.3 1.3 1.6   BTT 6,765.49 22.0 50.4 22.1 2.3 2.3   BHK 29,609.19 (11.8) 96.8 24.8 1.1 1.1   5.1 73.6 23.5 1.7 1.7	HTT 28,831.23 10.1 9.2 9.5 1.8 1.6 1.5   HTT 14,236.73 13.9 9.6 8.7 - 2.6 2.3   HK 4,152.08 6.8 5.8 4.8 0.8 0.7 0.6   10.5 8.9 8.3 1.3 1.6 1.4   BTT 6,765.49 22.0 50.4 22.1 2.3 2.3 2.5   HK 29,609.19 (11.8) 96.8 24.8 1.1 1.1 1.0   STT 6,765.49 22.0 50.4 22.1 2.3 2.3 2.5   HK 29,609.19 (11.8) 96.8 24.8 1.1 1.1 1.0   STT 6,765.49 22.0 50.4 23.5 1.7 1.7 1.8	HTT 28,831.23 10.1 9.2 9.5 1.8 1.6 1.5 4.1   HTT 14,236.73 13.9 9.6 8.7 - 2.6 2.3 0.0   HK 4,152.08 6.8 5.8 4.8 0.8 0.7 0.6 3.3   10.5 8.9 8.3 1.3 1.6 1.4 2.9   BTT 6,765.49 22.0 50.4 22.1 2.3 2.3 2.5 2.8   BTK 29,609.19 (11.8) 96.8 24.8 1.1 1.1 1.0 0.0   5.1 73.6 23.5 1.7 1.7 1.8 2.8	HTT 28,831.23 10.1 9.2 9.5 1.8 1.6 1.5 4.1 4.2   HTT 14,236.73 13.9 9.6 8.7 - 2.6 2.3 0.0 2.8   HK 4,152.08 6.8 5.8 4.8 0.8 0.7 0.6 3.3 3.4   10.5 8.9 8.3 1.3 1.6 1.4 2.9 2.9   BTT 6,765.49 22.0 50.4 22.1 2.3 2.3 2.5 2.8 2.6   BTK 29,609.19 (11.8) 96.8 24.8 1.1 1.1 1.0 0.0 0.0   5.1 73.6 23.5 1.7 1.7 1.8 2.8 1.3	HTT 28,831.23 10.1 9.2 9.5 1.8 1.6 1.5 4.1 4.2 4.3   HTT 14,236.73 13.9 9.6 8.7 - 2.6 2.3 0.0 2.8 4.3   HK 4,152.08 6.8 5.8 4.8 0.8 0.7 0.6 3.3 3.4 3.9   10.5 8.9 8.3 1.3 1.6 1.4 2.9 2.9 3.5   BTT 6,765.49 22.0 50.4 22.1 2.3 2.3 2.5 2.8 2.6 2.4   HK 29,609.19 (11.8) 96.8 24.8 1.1 1.1 1.0 0.0 0.0 0.0   5.1 73.6 23.5 1.7 1.7 1.8 2.8 1.3 1.2	HTT 28,831.23 10.1 9.2 9.5 1.8 1.6 1.5 4.1 4.2 4.3 10.2%   HTT 14,236.73 13.9 9.6 8.7 - 2.6 2.3 0.0 2.8 4.3 45.3%   HK 4,152.08 6.8 5.8 4.8 0.8 0.7 0.6 3.3 3.4 3.9 16.2%   10.5 8.9 8.3 1.3 1.6 1.4 2.9 2.9 3.5 18.0%   8 TT 6,765.49 22.0 50.4 22.1 2.3 2.3 2.5 2.8 2.6 2.4 -56.3%   8 HK 29,609.19 (11.8) 96.8 24.8 1.1 1.1 1.0 0.0 0.0 NA   5.1 73.6 23.5 1.7 1.7 1.8 2.8 1.3 1.2 -56.3%

Source: Bloomberg, CIRL



### **Rating Policy**

	Rating	Definitio	n				
	Buy	Outperfo	Outperform HSI by 15%				
Stock Rating	Neutral	Between	Between -15% ~ 15% of the HSI				
	Sell	Underpe	Underperform HSI by -15%				
Sector Rating	Accumulate	Outperfo	Outperform HSI by 10%				
	Neutral	Between	-10% ~ 10% of the HSI				
	Reduce	Underpe	rform HSI by -10%				
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### **Analyst Certification**

I, Susanna Chui hereby certify that all of the views expressed in this report accurately reflect my personal views about the subject company or companies and its or their securities. I also certify that no part of my compensation was / were, is / are or will be directly or indirectly, related to the specific recommendations or views expressed in this report / note.

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