

Equity Research Technology/ China

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Company Update

BUY

Wannann		
Close price:	HK\$2.73	
Target Price:	HK\$3.70	(+35.5%)
Previous TP	HK\$3.80	

Key Data

HKEx code				9911 HK
12 Months High	(HK\$)			3.03
12 Month Low	(HK\$)			1.33
3M Avg Dail Vol.	(mn)			5.45
Issue Share	(mn)			1,191.22
Market Cap	(HK\$mi	n)		3,352.02
Fiscal Year				12/2023
Major shareholder	(s) I	Mr.	Liu	Chunhe(27.80%)

Sources: Company data, Bloomberg, OP Research Closing price are as of 16 Apr 2024

Price Chart



ΡE



Company Profile

Newborn Town is principally engaged in providing value-added service business (mainly including live streaming business), and traffic monetisation business (mainly including in-app traffic monetisation business and mobile advertising platform and related business).

Newborn Town (9911 HK)

FY23 net profit soared, making good progress in establishing new social platforms

- FY23 net profit jumped 294.2% yoy to RMB 513mn, on the back of a 18.2% yoy increase in revenue to RMB3.31bn. No dividend was declared.
- Surging profit for new social networking platforms. Diverse-audience social networking business will be the major growth driver this year.

Maintain BUY and tune down TP to HK\$3.70, which represents 8.9x PER in FY24E.

FY23 earnings beat. Newborn Town's net profit in FY23 beats our estimation by 47.8%. This is mainly thanks to a gain on revaluation of equity method investee of RMB158.8mn, a significant progress to monetize its social networking apps in the MENA area, and the contribution from Blued. Gross profit margin jumped 14.3p.p. yoy to 52.1%, on the back of its effort to optimize the content ecosystem. Newborn Town has put in effort to promote the social networking platform. The ratio of selling and distribution expenses to revenue in FY23 increased 3.5p.p. to 20.8%. Newborn Town did not declare dividend in FY23. Instead, it repurchases stock from the open market. In 2024Q1, it repurchased ~HK\$10mn from the open market.

Social networking business is gaining traction. In FY23, revenue from the social networking business rose 16.2% yoy to RMB2.97bn. This is mainly thanks to the contribution from the diverse-audience social networking business when it completed the acquisition of consolidation of BlueCity (a LGBTQ social networking platform) in Aug 2023. Newborn Town once again showed its strength in replication of social networking business models. Revenue from the companion-based social networking platform SUGO and the game-oriented social networking platform TopTop are quickly expanding across MENA and Southeast Asian markets. Profit of SUGO/TopTop rose by more than 3 times/6 times yoy respectively. Geographically, MENA markets led the revenue growth(+30% yoy). Other than MENA, it is expanding the business across Southeast Asia.

Exploring opportunities in LGBTQ online communities. Newborn Town has upgraded its overseas LGBTQ+ dating app platform to HeeSay. This attempt showed its effort to lay the groundwork to build and lead a loyal LGBTQ online community across the globe. The company's expertise in operating social networking apps is believe to release the monetisation potential of the diverse-audience social networking business, which will be the major growth driver this year.

Breakthrough in the game-related innovative business. In FY23, revenue from the innovative business rose 38.6% yoy to RMB335.9mn, which was mainly thanks to the successful product incubation and development of the game-related businesses. The surge in the monthly revenue of "Alice's Dream: Merge Island" underpinned the breakthrough in the game-related innovative business. The company disclosed that the monthly average revenue of the game exceeded USD5mn in 2023Q3 and USD8mn in 2023Q4. The company aims to incubate niche games with a longer life cycle. It has successfully launched new synthetic mobile games such as Taylor's Secret, Merge Cove, and Sudoku in 2023.

EPS adjustment. We tune down our forecast on Newborn Town's adjusted EPS (in HKD) for FY24E by -5.8% mainly to reflect our projection of a lower revenue growth and a higher promotional expenses.

Maintain BUY and tune down TP to HK\$3.70. We reach our TP based on the SOTP analysis. Of which, we assign HK\$3.49 for the social networking business. The TP represents 8.9x PER in FY24E.

Risks: (1) slower-than-expected growth in MAU; (2) regulatory risks; and (3) FX fluctuation.

Exhibit 1.: Forecast and Valuation

Year to Dec (RMB mn)	FY21	FY22	FY23	FY24E	FY25E
Revenue	2,360	2,800	3,308	4,273	4,781
Growth (%)	+99.7	+18.6	+18.2	+29.2	+11.9
Net profit	-286	130	513	419	452
Growth(%)	N/A	N/A	+294.2	-18.3	+7.9
Adjusted net profit ¹	150	153	398	463	501
Growth (%)	+36.6	+2.1	+160.1	+16.3	+8.2
Diluted EPS (HK\$)	0.165	0.146	0.364	0.415	0.450
EPS growth (%)	22.2	-11.5	+148.9	+14.2	+8.2
Change to previous EPS (%)				-5.8	
Consensus EPS (HK\$)				0.422	0.505
ROE (%)	-35.2	12.5	32.2	18.3	14.8
P/E (x)	16.5	18.7	7.5	6.6	6.1
P/B (x)	5.2	4.0	2.6	2.0	1.5
Yield (%)	0.0	0.0	0.0	0.0	0.0
DPS (HK\$)	0.00	0.00	0.00	0.00	0.00

Sources: Bloomberg, OP Research

¹Adjusted net profit in FY21-23 were our estimated figures, from which we excluded non-recurring gains(losses) and share-based compensation expenses.

Exhibit 2.: Earnings Reviews -FY23

<u> </u>						
	FY23	FY23	FY22	Diff with	Yoy%	Remarks
	(Actual)	(Forecasted)	(Actual)	forecast		
Profitability Data (in HK\$ mn)						
Revenue Social networking business Innovative business Gross profit	3,307 2,972 336 1,722	3,480 3,080 400 1,734	2,800 2,557 242 1,058	-5.0% -3.5% -16.0% -0.7%	+18.2% +16.2% +38.6% +62.8%	
Profit attributable to shareholders	513	347	130	+47.8%	+294.2%	The company reported a gain on revaluation of equity method investee of RMB158.8mn in FY23
Dividend						
DPS (HK\$)	0.00	0.00	0.00	-	-	
Profitability ratio (%)						
Gross Margin Net margin	52.1% 15.5%	49.8% 10.0%	37.8% 4.7%	+2.3 p.p. +5.5 p.p.	+14.3 p.p. +10.8 p.p.	
Operating ratio (%)						
Selling and distribution expenses/ revenue	20.8%	19.4%	17.3%	+1.4 p.p.	+3.5 p.p.	
Administrative expenses/ revenue	5.2%	6.3%	4.0%	-1.1 p.p.	+1.2 p.p.	
R&D expenses/ revenue	9.5%	9.6%	7.6%	-0.1 p.p.	+1.9p.p.	
Effective tax rate	1.6%	1.0%	0.0%	+0.6 p.p.	+1.6p.p.	

Sources: The Company, OP Research

Exhibit 3.: Business highlight



Source: The Company

Exhibit 4.: Heesay's basic profile



Source: The Company



Exhibit 5.: According to data.ai the top 30 Chinese non-game apps in terms of overseas revenue from the iOS App Store and Google Play for Feb 2024, revenue from SUGO exceeded YoHo and Mico.²



Sources: data.ai

² In addition to App Store and Google Play, Newborn Town offers more payment methods for in-app purchases.

Exhibit 6.: Earnings Revision

		FY24E							
(RMB mn)	New	Old	% Chg	Reason for changes					
Revenue	4,273	4,580	-6.7%	We tune down the growth assumption for pan-audience social networking businesses					
Gross margin	52.1%	49.0% ·	+3.1p.p.	To reflect a significant improvement in gross profit margin for the social networking business					
Adjusted Profit	463	510	-9.2%	We expect a higher expenses to promote its new social networking platforms offset the higher GPM.					
Adjusted EPS (HK\$)(Diluted)	0.415	0.441	-5.8%						
Source: OP Research									

Exhibit 7.: SOTP Valuation

	Methodology	Multiple	Value (HK\$)	Per share (HK\$)
Social networking business	50% discount to average forward price/sales(2.0x) of comparable peers (Match Group, Bumble) for FY24E	1.02	4.24bn	3.49
Innovative business	Forward Price/sales of HK listed small-to-mid cap peers for FY24E	0.56	256mn	0.21
		Equity	Value:	HK\$3.70

Sources: Bloomberg, OP Research

Exhibit 8.: Peers comparison

									Price/		Div	Div						
Company	Ticker	Price	Mkt cap (US\$m)		PER Hist (x)	PER FY1 (x)	PER FY2 (x)	EPS Cagr (%)	Sales Hist (x)	Sales FY1 (x)	yld Hist (%)	yld FY1 (%)	P/B Hist (x)	P/B FY1 (x)	ROE Hist (%)	ROE FY1 (%)	Sh px 1-mth %	Sh px 3-mth %
Newborn Town	9911 HK	2.73	415	1.7	7.5	6.6	6.1	11.2	1.0	0.8	0.0	0.0	2.6	2.0	32.2	18.3		+42.9
HSI		16,248.97			8.5	8.2	7.6	7.1	1.7	1.6	4.4	4.7	0.97	0.9	11.3	10.9	-2.8	2.4
HSCEI		5,743.78			7.8	7.6	6.9	7.6	1.4	1.4	4.0	4.2	0.92	0.9	11.8	11.2	-1.3	7.5
CSI300		3,511.12			13.3	13.5	11.6	9.6	2.0	2.0	2.7	2.7	1.5	1.5	11.1	11.0	-1.6	6.4
Peers																		
Social platform					18.1	11.3	9.2	28.9	1.9	1.9	6.9	0.9	1.8	2.3	13.5	15.7	-1.0	-5.6
Tencent	700 HK	301.80	364,076	824.8	22.9	14.6	13.0	24.3	4.3	4.0	0.8	1.3	3.3	2.8	15.1	17.4	+6.3	+6.9
Kuaishou Technol	1024 HK	47.10	26,129	120.8	29.4	12.2	8.8	61.5	1.7	1.5	N/A	-	3.8	3.0	14.4	23.4	-7.0	+2.5
Hello -Spn Adr	MOMO US	5.45	1,241	14.7	3.8	4.2	4.0	N/A	0.6	0.8	23.1	8.5	0.6	0.7	17.2	12.9	+0.2	-8.3
Joyy Inc-Adr	YY US	32.38	1,971	21.7	6.1	8.4	7.7	N/A	0.9	0.9	3.8	4.0	0.4	0.6	6.7	3.9	+0.4	+6.8
Meta Platforms-A	META US	500.23	1,275,289	8,127.7	32.9	24.5	21.2	21.7	9.5	8.1	0.10	0.3	8.4	6.4	28.0	31.0	+3.3	+36.1
Match Group Inc	MTCH US	31.96	8,566	200.3	13.5	13.7	11.8	8.0	2.6	2.4	N/A	-	N/A	44.6	N/A	592.0	-4.7	-12.8
Bumble Inc-A	BMBL US	10.12	1,904	36.0	N/A	14.8	9.8	N/A	1.3	1.7	N/A	-	0.8	0.7	-0.3	5.7	-5.8	-28.4
Mobile game					4.2	8.1	7.9	N/A	1.4	1.0	6.4	2.8	1.0	0.8	0.1	10.8	-11.9	-18.7
Cmge Technology	302 HK	1.01	355	2.1	N/A	4.6	3.7	N/A	1.0	0.6	N/A	1.8	0.5	0.4	-0.4	7.9	-16.5	-15.8
Qingci Games Inc	6633 HK	3.65	322	0.0	N/A	13.5	10.5	N/A	2.6	2.1	N/A	1.5	1.3	1.2	-2.1	17.9	-14.7	-11.0
lgg Inc	799 HK	2.97	448	1.4	47.5	6.3	4.7	117.2	0.7	0.6	N/A	4.6	1.3	1.2	2.7	16.4	-17.7	-15.1
Archosaur Game	9990 HK	1.36	139	0.2	N/A	41.9	12.6	N/A	1.1	0.8	N/A	3.2	0.4	0.4	-12.8	1.0	+12.4	-20.0
Zengame Tech	2660 HK	3.26	429	1.0	4.2	N/A	N/A	N/A	1.5	N/A	6.4	N/A	1.3	N/A	35.5	N/A	-22.9	-31.7

Sources: Bloomberg, OP research

* Outliners and "N/A" entries are in excl. from the calculation of averages

Financial Summary

Year to Dec	FY21	FY22	FY23	FY24E	FY25E
Income Statement (RMB mn)		1122	1120	11676	11202
Pan-audience social networking ¹	2,096	2,557	2,608	2,918	3,206
Diverse-audience social networking ¹	N/A	N/A	364	935	1,075
Innovative business	264	242	336	420	500
Turnover	2,360	2,800	3,308	4,273	4,781
YoY%	+99.7	+18.6	+18.2	+29.2	+11.9
COGS	-1,356	-1,742	-1,586	-2,047	-2,258
Gross profit	1,003	1,058	1,722	2,226	2,523
Gross margin	42.5%	37.8%	52.1%	52.1%	52.8%
Other income	-28	19	163	02.170	02.070
Selling & distribution	-505	-484	-688	-875	-979
Admin	-730	-404	-000	-213	-239
R&D	-131	-212	-315	-405	-239
Other opex	0	-212	-515	-400	-4.54
		-	-	-	
Total opex	-1,366	-808	-1,175	-1,494	-1,672
Operating profit (EBIT)	-390	269	710	732	852
Operating margin	-16.5%	9.6%	21.5%	17.1%	17.8%
Provisions	0	0	0	0	0
Interest Income	2	1	21	21	21
Finance costs	-6	-2	-6	-6	-6
Profit after financing costs	-394	269	725	748	867
Associated companies & JVs	-0	19	47	52	52
Pre-tax profit	-394	287	773	800	919
Тах	7	-0	-12	-80	-138
Minority interests	101	-157	-248	-302	-329
Net profit	-286	130	513	419	452
YoY%	-821.3	-145.5	+294.2	-18.3	+7.9
Adjusted net profit ²	150	153	398	463	501
YoY%	+36.6	+2.1	+160.1	+16.3	+8.2
Adjusted net margin	6.4%	5.5%	12.0%	10.8%	10.5%
EBITDA	-339	314	789	810	915
EBITDA margin	-14.4%	11.2%	23.9%	19.0%	19.1%
Adjusted EPS(HK\$)	0.165	0.146	0.364	0.415	0.450
Adjusted EPS(HK\$) YoY%	0.165 +22.2	0.146 -11.5	0.364 +148.9		0.450 +8.2
				0.415 +14.2 0.00	
YoY% DPS(HK\$)	+22.2	-11.5 0.00	+148.9 0.00	+14.2 0.00	+8.2
YoY% DPS(HK\$) Year to Dec	+22.2	-11.5	+148.9	+14.2	+8.2
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn)	+22.2 0.00 FY21	-11.5 0.00 FY22	+148.9 0.00 FY23E	+14.2 0.00 FY24E	+8.2 0.00 FY25E
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA	+22.2 0.00 FY21 -339	-11.5 0.00 FY22 314	+148.9 0.00 FY23E 789	+14.2 0.00 FY24E 810	+8.2 0.00 FY25E 915
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap	+22.2 0.00 FY21 -339 4	-11.5 0.00 FY22 314 -447	+148.9 0.00 FY23E 789 267	+14.2 0.00 FY24E 810 -152	+8.2 0.00 FY25E 915 25
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap Others	+22.2 0.00 FY21 -339 4 727	-11.5 0.00 FY22 314 -447 445	+148.9 0.00 FY23E 789 267 -317	+14.2 0.00 FY24E 810 -152 0	+8.2 0.00 FY25E 915 25 0
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap Others Operating cash	+22.2 0.00 FY21 -339 4 727 392	-11.5 0.00 FY22 314 -447 445 312	+148.9 0.00 FY23E 789 267 -317 739	+14.2 0.00 FY24E 810 -152 0 659	+8.2 0.00 FY25E 915 25 0 940
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap Others Operating cash Tax	+22.2 0.00 FY21 -339 4 727 392 2	-11.5 0.00 FY22 314 -447 445 312 1	+148.9 0.00 FY23E 789 267 -317 739 21	+14.2 0.00 FY24E 810 -152 0 659 21	+8.2 0.00 FY25E 915 25 0 940 21
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap Others Operating cash Tax Interest received	+22.2 0.00 FY21 -339 4 727 392 2 -0	-11.5 0.00 FY22 314 -447 445 312 1 -0	+148.9 0.00 FY23E 789 267 -317 739 21 -7	+14.2 0.00 FY24E 810 -152 0 659 21 -12	+8.2 0.00 FY25E 915 25 0 940 21 -80
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap Others Operating cash Tax Interest received Net cash from operations	+22.2 0.00 FY21 -339 4 727 392 2 -0 394	-11.5 0.00 FY22 314 -447 445 312 1 -0 313	+148.9 0.00 FY23E 789 267 -317 739 21 -7 754	+14.2 0.00 FY24E 810 -152 0 659 21 -12 668	+8.2 0.00 FY25E 915 25 0 940 21 -80 882
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap Others Operating cash Tax Interest received Net cash from operations Capex and acquisition	+22.2 0.00 FY21 -339 4 727 392 2 -0 394 -9	-11.5 0.00 FY22 314 -447 445 312 1 -0 313 -11	+148.9 0.00 FY23E 789 267 -317 739 21 -7 754 -10	+14.2 0.00 FY24E 810 -152 0 659 21 -12 668 -5	+8.2 0.00 FY25E 915 25 0 940 21 -80 882 -5
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap Others Operating cash Tax Interest received Net cash from operations Capex and acquisition Investments	+22.2 0.00 FY21 -339 4 727 392 2 -0 394 -9 0	-11.5 0.00 FY22 314 -447 445 312 1 -0 313 -11 0	+148.9 0.00 FY23E 789 267 -317 739 739 -7 754 -10 0	+14.2 0.00 FY24E 810 -152 0 659 21 -12 668 -5 0	+8.2 0.00 FY25E 915 25 0 940 940 882 -5 0
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap Others Operating cash Tax Interest received Net cash from operations Capex and acquisition Investments Dividends received	+22.2 0.00 FY21 -339 4 727 392 2 0 0 394 -9 0 0 0	-11.5 0.00 FY22 314 -447 445 312 1 1 -0 313 -11 0 0	+148.9 0.00 FY23E 789 267 -317 739 21 -7 754 -10 0 0	+14.2 0.00 FY24E 810 -152 0 659 21 -12 668 668 668 0 0 0 0 0 0 0 0 0 0 0 0 0	+8.2 0.00 FY25E 915 25 0 940 240 240 882 -5 0 0 0 0 0
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap Others Operating cash Tax Interest received Net cash from operations Capex and acquisition Investments Dividends received Interest received	+22.2 0.00 FY21 -339 4 727 392 2 0 0 394 -9 0 0 0 0 0 0 0	-11.5 0.00 FY22 314 -447 445 312 1 1 0 0 313 -11 0 0 0 0	+148.9 0.00 FY23E 789 267 -317 739 21 -7 754 -10 0 0 0 0 0 0	+14.2 0.00 FY24E 810 -152 0 659 21 -12 668 5 0 0 0 0 0 0 0 0 0 0 0 0 0	+8.2 0.00 FY25E 915 25 0 940 21 -80 -80 8822 -5 0 0 0 0 0 0
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap Others Operating cash Tax Interest received Net cash from operations Capex and acquisition Investments Dividends received Interest received Others	+22.2 0.00 FY21 -339 4 727 392 2 -0 394 9 -9 0 0 0 0 0 -46	-11.5 0.00 FY22 314 -447 445 312 1 1 -0 -0 313 -11 0 0 0 0 -346	+148.9 0.00 FY23E 789 267 -317 739 21 -7 754 -10 0 0 0 0 225	+14.2 0.00 FY24E 810 -152 0 659 21 -12 668 668 5 0 0 0 0 0 0 0 0 0 0 0 0 0	+8.2 0.00 FY25E 915 25 0 940 21 -80 8822 5 0 0 0 0 0 0 0 0 0 0 0 0 0
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap Others Operating cash Tax Interest received Net cash from operations Capex and acquisition Investments Dividends received Interest received Others Investing cash	+22.2 0.00 FY21 -339 4 727 392 2 -0 394 9 9 0 0 0 0 0 -46 -55	-11.5 0.00 FY22 314 -447 445 312 1 -0 313 -11 0 0 0 0 -346 -357	+148.9 0.00 FY23E 789 267 -317 739 21 -7 754 -10 0 0 0 0 225 215	+14.2 0.00 FY24E 810 -152 0 659 21 -12 668 -5 0 0 0 0 0 -5	+8.2 0.00 FY25E 915 25 0 940 21 -80 882 -55 0 0 0 0 0 0 0 -5
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap Others Operating cash Tax Interest received Net cash from operations Capex and acquisition Investments Dividends received Interest received Others Investing cash Issue of shares	+22.2 0.00 FY21 -339 4 727 392 2 -0 394 -9 0 0 0 0 0 -46 -55 0	-11.5 0.00 FY22 314 -447 445 312 1 -0 313 -11 0 0 0 0 0 -346 -357 282	+148.9 0.00 FY23E 789 267 -317 739 21 -7 754 -10 0 0 0 0 225 215 0	+14.2 0.00 FY24E 810 -152 0 659 21 -12 668 -5 0 0 0 0 0 0 0 0 0 0 0 0 0	+8.2 0.00 FY25E 915 25 0 940 21 -80 882 -5 0 0 0 0 0 0 0 0 0 0 0 0 0
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap Others Operating cash Tax Interest received Net cash from operations Capex and acquisition Investments Dividends received Interest received Others Investing cash Issue of shares Buy-back	+22.2 0.00 FY21 -339 4 727 392 2 -0 394 -9 0 0 0 0 -46 -55 0 0 0	-11.5 0.00 FY22 314 -447 445 312 1 -0 313 -11 0 0 0 0 -346 -357 282 -13	+148.9 0.00 FY23E 789 267 -317 739 21 -7 754 -10 0 0 0 0 225 215 0 -28	+14.2 0.00 FY24E 810 -152 0 659 21 -12 668 -5 0 0 0 0 0 0 -152 -5 0 0 0 -152 -5 0 0 -152 -5 -5 0 0 -152 -5 -5 -5 -5 -5 -5 -5 -5 -5 -5	+8.2 0.00 FY25E 915 25 0 940 21 -80 882 -5 0 0 0 0 0 0 0 0 0 0 0 0 0
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap Others Operating cash Tax Interest received Net cash from operations Capex and acquisition Investments Dividends received Interest received Others Investing cash Issue of shares Buy-back Interests paid	+22.2 0.00 FY21 -339 4 727 392 2 -0 394 -9 0 0 0 0 -46 -55 0 0 0 0 0 0 0 0 0 0 0 0 0	-11.5 0.00 FY22 314 -447 445 312 1 -0 313 -11 0 0 0 -346 -357 282 -13 0	+148.9 0.00 FY23E 789 267 -317 739 21 -7 754 -10 0 0 0 225 215 0 -28 0	+14.2 0.00 FY24E 810 -152 0 659 21 -12 668 -5 0 0 0 0 0 0 0 0 0 0 0 0 0	+8.2 0.00 FY25E 915 25 0 940 21 -80 882 -5 0 0 0 0 0 0 0 0 0 0 0 0 0
YoY% DPS(HK\$) Year to Dec Cash Flow (RMB mn) EBITDA Chg in working cap Others Operating cash Tax Interest received Net cash from operations Capex and acquisition Investments Dividends received Interest received Others Investing cash Issue of shares Buy-back Interests paid Dividends paid	+22.2 0.00 FY21 -339 4 727 392 2 -0 394 -9 0 0 0 0 -46 -55 0 0 0	-11.5 0.00 FY22 314 -447 445 312 1 -0 313 -11 0 0 0 0 -346 -357 282 -13	+148.9 0.00 FY23E 789 267 -317 739 21 -7 754 -10 0 0 0 0 225 215 0 -28	+14.2 0.00 FY24E 810 -152 0 659 21 -12 668 -5 0 0 0 0 0 0 -152 -5 0 0 0 -152 -5 0 0 -152 -5 -5 0 0 -152 -5 -5 -5 -5 -5 -5 -5 -5 -5 -5	+8.2 0.00 FY25E 915 25 0 940 21 -80 882 -5 0 0 0 0 0 0 0 0 0 0 0 0 0
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Sources: Company, OP Research

Year to Dec FY22 FY23 FY24E FY25E FY21 Ratios Gross margin (%) 42.5 37.8 52.1 52.1 52.8 Operating margin (%) 17 1 -16.5 96 215 178 Net margin (%) -12.1 4.7 15.5 9.8 9.5 Selling & dist'n exp/Sales (%) 21.4 17.3 20.8 20.5 20.5 Admin exp/Sales (%) 30.9 4.0 5.2 5.0 5.0 R&D/Sales (%) 5.5 7.6 9.5 9.5 9.5 Payout ratio (%) 0.0 0.0 0.0 0.0 0.0 Effective tax (%) 00 10.0 -17 16 150Total debt/equity (%) 1.8 1.5 3.8 2.8 2.2 Net debt/equity (%) Net cash Net cash Net cash Net cash Current ratio (x) 28 15 28 42 52 Quick ratio (x) 1.5 2.8 2.8 4.1 5.2 Inventory T/O (days) 0 0 4 3 3 AR T/O (days) 23 21 27 27 27 AP T/O (days) 61 40 67 67 67 Cash conversion cycle (days) -38 -18 -15 -37 -37 Asset turnover (x) 1.6 1.2 1.7 1.5 1.4 Financial leverage (x) 1.8 1.6 1.4 1.4 1.3 EBIT margin (%) -16.5 9.6 21.5 17.1 17.8 Interest burden (x) 1.0 11 1.1 11 11 Tax burden (x) 0.7 0.5 0.7 0.5 0.5 Return on equity (%) -35.2 12.5 32.2 18.3 14.8 Year to Dec **FY21** FY22 FY23 FY24E FY25E Balance Sheet (RMB mn) Fixed assets 16 122 125 104 87 Intangible assets 226 186 260 208 167 386 Goodwill 197 197 386 386 **Financial assets** 30 214 61 61 61 Other non-current assets 27 24 17 17 17 Non-current assets 496 744 849 776 717 Inventories 0 0 19 19 19 AR 147 165 243 314 351 Contracted assets 0 0 0 0 0 Prepayments & deposits 82 57 104 87 97 Other current assets 173 158 190 190 190 725 597 1.386 2.033 2.904 Cash **Current assets** 1.126 977 1.942 2.643 3.562 AP 226 190 293 378 417 Тах 0 5 18 18 18 Accruals & other payables 479 278 110 129 142 Bank loans 0 0 0 0 0 Leases & other debts 22 108 108 108 44 Other current liabilities 0 0 0 0 0 **Current liabilities** 727 349 696 632 685 Bank loans 0 0 0 0 0 Leases & other debts 3 86 75 75 75 Deferred tax & others 52 47 72 72 72 Non-current liabilities 55 133 147 147 147 Total net assets 840 1,238 1,947 2,640 3,447 Shareholder's equity 477 708 1,121 1,511 1,991 Share capital 1 1 1 1 1 707 1,990 Reserves 476 1.120 1.510 MI 363 530 827 1,128 1,457 **BVPS (HK\$)** 0.53 0.69 1.04 1.38 1.82

¹ Revenue from Diverse-audience social networking business in FY23A was a projected figure. Diverse-audience social networking business refers to the LGBTQ entertainment business after it completed the acquisition of Chizicheng Strategy Investment and started to consolidate the revenue of BlueCity from Aug 2023.

² Adjusted net profit in FY21A-23A were estimated figures.



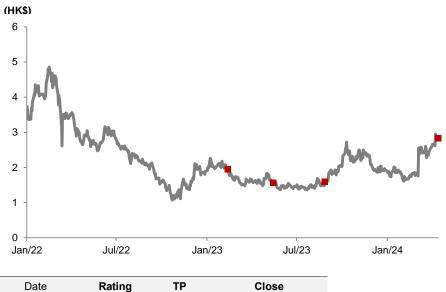
Research

Our recent reports

Date	Company / Sector	Stock Code	Title	Rating	Analyst
19/03/2024	361 Degrees	1361	FY23 net profit in-line, visible growth for FY24E	BUY	John Siah
19/01/2024	361 Degrees	1361	Strong 2023Q4 sales, continuous brand building	BUY	John Siah
14/12/2023	New Higher Edu	2001	FY23 earnings in-line, emphasize high-quality application-based education	BUY	John Siah
05/12/2023	Edvantage Group	382	FY23 earnings beats our expectation	BUY	John Siah
05/12/2023	China Water Affairs	855	FY1H24 earnings missed, improvement expected in FY2H24E	BUY	John Siah
04/09/2023	Newborn Town	9911	1H23 results beats, Blued as a new growth engine	BUY	John Siah
18/08/2023	361 Degrees	1361	1H23 net profit rose 27.7%, resumes dividend payout	BUY	John Siah
04/08/2023	361 Degrees	1361	1H23 net profit grows by more than 25%	BUY	John Siah
04/08/2023	Xinyi Energy	3868	1H23 net profit in-line, dividend payout ratio cut to 49%	HOLD	John Siah
04/08/2023	Greentown Mgmt	9979	Impressive results in 1H23 backed by strong contracts growth	BUY	John Siah
31/07/2023	Edvantage Group	382	9M22/23 operating results in-line with expectation	BUY	John Siah
03/07/2023	China Water Affairs	855	FY22/23 earnings slightly declined, pipeline direct drinking water shines	BUY	John Siah

Historical recommendations and target price: Newborn Town (9911 HK)

(as of 16 Apr 2024)



	Date	Rating	ТР	Close
1	13 Feb 2023	BUY	HK\$3.33	HK\$1.95
2	22 May 2023	BUY	HK\$2.60	HK\$1.54
3	4 Sept 2023	BUY	HK\$3.80	HK\$1.60
4	17 Apr 2024	BUY	HK\$3.70	HK\$2.73



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Buy (B)	We expect this stock outperform the relevant benchmark greater than 15% over the next 12 months.
Hoľd`(H)	We expect this stock to perform in line with the relevant benchmark over the next 12 months.
Sell (Š)	We expect this stock to underperform the relevant benchmark greater than 15% over the next 12 months.
Relevant Benchmark	Represents the stock closing price as at the date quoted in this report.

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