

Equity Research Sportswear / China

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Company Update

BUY

UNCHANGED

Close price: HK\$73.35 Target Price: HK\$90.10 (+23%)

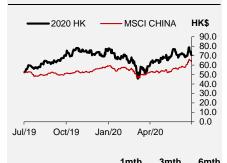
Prior TP: HK\$80.00

Key Data

| HKEx code | | | 2020 HK |
|-------------------|----------|----------|----------------------|
| 12 Months High | (HK\$) | | 79.90 |
| 12 Month Low | (HK\$) | | 42.00 |
| 3M Avg Dail Vol. | (mn) | | 9.09 |
| Issue Share | (mn) | | 2,702.83 |
| Market Cap | (HK\$mn) | | 198,252.51 |
| Fiscal Year | | | 12/2019 |
| Major shareholder | (s) | Director | Ding & asso (61.42%) |

Source: Company data, Bloomberg, OP Research Closing price are as of 15/07/2020

Price Chart



| | 11111111 | Jillui | OIIILII |
|-------------------|----------|--------|---------|
| Absolute % | 8.1 | 16.9 | -4.2 |
| Rel. MSCI CHINA % | -6.6 | -3.7 | -11.5 |

PΕ



Company Profile

ANTA Sports Products Limited designs, develops, manufactures, and markets sportswear, including sports footwear and apparel for professionals and the general public.

Anta Sports (2020 HK)

More visible outlook of full revival

- Anta delivered satisfying 2Q20 operation results with retail sales growth in Anta/Fila brand managed LSD decline/LTS yoy growth.
- Conservative 2H20E guidance but the company is confident to see GPM improvement HoH and targets normalized inventory.
- Maintain BUY with TP HK\$90.10 lifted from HK\$80.00 on 26x FY21E P/E, on peer-leading earnings CAGR and more visible recovery outlook.

2Q20 operations beat. 2Q20 retail sales for Anta/Fila brand recorded LSD decline/LTS yoy growth, better than consensus estimates. Overall 1H20 retail sales for Anta/Fila beat previous guidance of 15-20% decline/flat yoy growth to achieve LTS decline/MSD growth respectively. **Online sales kept momentum**, up 40%/80% yoy for Anta/Fila. **Offline retail discounts improved QoQ** by 2-3ppts for Anta core/Fila classics to arrive at 30%/28% off. **Channel inventory adjustments are on track** reaching 5-6x/8x for Anta/Fila.

2H20E to see GPM improvement and normalized inventory levels. Despite industry-wide deep discounts expected to continue through the year, overall GPM for 2H20E is expected to fare better HoH due to less distributor rebates and no more considerable inventory buyback activities. The company targets inventory levels for Anta/Fila to improve to normal levels at 4-5x/5-6x by end-FY20E.

Amer debt covenant trigger overhang lifted as the management said internal stress test is passed. This is backed by 1) faster than expected overseas store re-openings; 2) sound cash flow management during the pandemic; 3) ample cash position of the Group (est. RMB20 bn by Jun.2020).

1H20E profit warning released in the same day is in line with consensus. The company guided <-5% in rev, <-35% in net earnings, and <-25% in net earnings excl. JV loss for 1H20E due to pandemic impact.

We see new growth drivers taking shape as new star brands entering high-growth stage. DESCENT is expected to accelerate fueled by the gain of China IP control. JV retail sales of the Japanese high-end brand (FY19 reached RMB1bn) has managed +60% yoy growth in 2Q20 after MTS growth in 1Q20.

Maintain BUY with TP HK\$90.10 revised up from HK\$80.00 based on 26x FY21E P/E vs previously 22x FY21E P/E on peer-leading earnings CAGR (26% FY19-22E) and more visible recovery outlook. We adjusted down our FY20E/21E earnings estimate by -10.1%/-4.2% to RMB5,274 mn/RMB8,149 mn, mainly to reflect the JV loss from Amer and higher staff cost due to share incentives.

Risks: (1) disappointing consumption rebound; (2) slower than expected channel inventory normalization; (3) worsening overseas pandemic

| Exhibit 1: Forecast and | | E)/40 | EV/00E | EV04E | EV/00E |
|-----------------------------|----------|----------|----------|----------|----------|
| Year to Dec (RMB mn) | FY18 | FY19 | FY20E | FY21E | FY22E |
| Revenue | 24,100.0 | 33,927.8 | 37,019.6 | 47,083.1 | 55,688.3 |
| Growth (%) | 44.4 | 40.8 | 9.1 | 27.2 | 18.3 |
| Adj. net Profit | 4,102.9 | 5,290.2 | 5,274.3 | 8,149.4 | 10,732.0 |
| Growth (%) | 32.9 | 28.9 | (0.3) | 54.5 | 31.7 |
| Diluted adj. EPS (HK\$) | 1.909 | 2.283 | 2.243 | 3.465 | 4.563 |
| Diluted adj. EPS growth (%) | 30.7 | 19.6 | (1.8) | 54.5 | 31.7 |
| Change to previous EPS (%) | | | (10.1) | (4.2) | |
| Consensus EPS (HK\$) | | | 2.402 | 3.366 | |
| ROE (%) | 27.8 | 29.8 | 24.1 | 30.7 | 32.3 |
| P/E (x) | 38.4 | 32.1 | 32.7 | 21.2 | 16.1 |
| P/B (x) | 10.0 | 8.6 | 7.3 | 5.8 | 4.7 |
| Yield (%) | 1.1 | 0.9 | 0.9 | 1.4 | 1.9 |
| DPS (HK\$) | 0.780 | 0.670 | 0.673 | 1.040 | 1.369 |

Source: Bloomberg, OP Research



Other key concall takeaways

1) 2Q20 retail sales yoy growth breakdown

Anta: core – LSD decline; Kids – MSD growth

<u>Fila:</u> classics – MSD growth; Fusion – +70%; Kids – +30% Other brands: DESCENT – +60%; KOLON positive growth

2) 2H20E retail sales outlook conservatively guided down (due to discount factor mainly)

Anta: teens growth → 5-10%

Fila: 30%+ → 20-30%

3) Store openings

Anta & Fila: focus more on e-commerce and stores with high efficiency

DESCENT: original plans unchanged (net + 20-30)

4) Other brands' target

Arc'teryx: confident to reach RMB5bn revenue scale (China)

DESCENT: confident to reach RMB5bn scale (vs ~RMB1bn retail sales in FY19)

OP's take on operations

Despite better-than-expected retail sales growth in both Anta and Fila, channel inventories did not improve fast. We believe this is due to difficulties in re-selling given the squeeze from competitors such as Nike and Adidas. **We are confident that Anta can achieve the target of inventories normalization** by end-FY20E as top players gradually reduce de-inventory activities (Nike has already managed normalizing China inventories by end-Jun.). Our channel checks in Jul also suggest much less discount activities by Nike.

The management guided conservative 2H20E retail sales outlook as consumption rebound is yet to be solid. Jun growth is not as quick as in May, indicating unsettled consumer sentiment regarding economy outlook and new wave of coronavirus. We like the management's cautious approach but we expect upside to guidance given the strong market position of the brands and China's leading control over the pandemic.

| Evhihit 1 | : Earnings | ravision |
|-----------|--------------|------------------|
| | . Laiiiiiiyə | I C V I SI U I I |

| | | FY20E | | | FY21E | | OP Comments |
|-------------------------|----------|----------|--------|----------|----------|-------|--|
| (RMB mn) | New | Old | % Chg | New | Old | % Chg | |
| Revenue | 37,020 | 37,153 | (0.4) | 47,083 | 47,126 | (0.1) | |
| Anta | 17,704 | 17,675 | 0.2 | 20,029 | 19,995 | 0.2 | |
| FILA | 17,181 | 16,601 | 3.5 | 24,279 | 23,391 | 3.8 | |
| Gross profit | 19,483 | 19,325 | 0.8 | 26,249 | 26,239 | 0.0 | |
| Gross margin | 52.6% | 52.0% | 1.2 | 55.8% | 55.7% | 0.1 | Better than expected improvement in retail discounts |
| Opex | (12,308) | (12,071) | 2.0 | (15,611) | (15,635) | (0.2) | On higher staff costs |
| EBIT | 8,172 | 8,251 | (1.0) | 11,635 | 11,601 | 0.3 | |
| Adj. net Profit | 5,274 | 5,866 | (10.1) | 8,149 | 8,504 | (4.2) | To factor in JV loss from Amer |
| Diluted adj. EPS (HK\$) | 2.243 | 2.494 | (10.1) | 3.465 | 3.616 | (4.2) | |

Source: OP Research

| Exhibit 4: Quarterly sum | imary of Anta o | perations update |
|--------------------------|-----------------|------------------|
|--------------------------|-----------------|------------------|

| Exhibit 4. Quarte | Anibit 4. Quarterly Summary of Anta operations update | | | | | | | | | | | | | | |
|-------------------|---|-------------|-------------|------------|------------|------------|-------------|-----------|------------|--|--|--|--|--|--|
| | 2Q18 | 3Q18 | 4Q18 | 1Q19 | 2Q19 | 3Q19 | 4Q19 | 1Q20 | 2Q20 | | | | | | |
| Anta | +Low teens | + Mid teens | + Mid teens | +Low teens | +Mid teens | +Mid teens | +High teens | - 20-25% | - LSD | | | | | | |
| Anta offline | +HSD | +Low teens | +HSD | HSD | LTS | LTS | HSD | - mid-20s | - LSD | | | | | | |
| Anta online | 25%+ | 20%+ | 25%+ | MTS | 25%+ | 30-35%+ | 40%+ | MSD+ | 40% | | | | | | |
| Other brands | +90-95% | +90-95% | +80-85% | 65-70% | 55-60% | 30-35% | 25-30% | - HSD | 25-30% | | | | | | |
| FILA | 80%+ | >90% | 85%+ | 70%+ | 60%+ | 50-55% | 50-55% | - MSD | +Low teens | | | | | | |
| FILA E-commerce | | | 100%+ | | | 80%+ | 70%+ | 150% + | 80% | | | | | | |

Source: Company, OP Research



| Exhibit 3: 1H20E results p | review | | | | |
|------------------------------|---------|---------|---------|----------|---------|
| (RMB mn) | 1H19R | 2H19 | 1H20E | 2H20E | yoy (%) |
| Revenue | 14,811 | 19,117 | 14,070 | 22,950 | -5.0% |
| COGS | (6,509) | (8,760) | (6,824) | (10,713) | 4.8% |
| Gross profit | 8,302 | 10,357 | 7,246 | 12,237 | -12.7% |
| Other income & gains | 538 | 531 | 502 | 495 | -6.8% |
| Selling exp | (4,123) | (5,598) | (4,637) | (6,147) | 12.5% |
| Admin exp | (460) | (853) | (671) | (854) | 45.9% |
| Other opex | 0 | 0 | 0 | 0 | n.a. |
| Operating profit (EBIT) | 4,257 | 4,437 | 2,440 | 5,732 | -42.7% |
| Provisions or other items | 0 | 0 | 0 | 0 | n.a. |
| Interest income | 124 | 101 | 149 | 149 | 19.8% |
| Finance costs | (115) | (163) | (177) | (177) | 54.2% |
| Profit after financing costs | 4,267 | 4,375 | 2,412 | 5,703 | -43.5% |
| Associated cos | 0 | 0 | 0 | 0 | n.a. |
| Jointly controlled cos | (650)* | 17 | (232) | (210) | -64.3% |
| Pre-tax profit | 3,617 | 4,392 | 2,180 | 5,493 | -39.7% |
| Tax | (1,193) | (1,192) | (588) | (1,483) | -50.7% |
| Minority interests | (99) | (181) | (73) | (134) | -26.0% |
| Net profit | 2,325 | 3,019 | 1,518 | 3,756 | -34.7% |
| НоН% | | | | | |
| Revenue | 9% | 29% | -26% | 63% | n.a. |
| Gross profit | 19% | 25% | -30% | 69% | n.a. |
| Net profit | 8% | 30% | -50% | 147% | n.a. |
| YoY% | | | | | |
| Revenue | 40% | 41% | -5% | 20% | n.a. |
| Gross profit | 45% | 49% | -13% | 18% | n.a. |
| Net profit | 20% | 40% | -35% | 24% | n.a. |
| Key ratios | | | | | |
| GPM | 56.1% | 54.2% | 51.5% | 53.3% | (4.55) |
| Selling exp | 27.8% | 29.3% | 33.0% | 26.8% | 5.12 |
| Admin exp | 3.1% | 4.5% | 4.8% | 3.7% | 1.66 |
| EIT | 28.0% | 27.2% | 27.0% | 27.0% | (0.96) |
| Net margin | 15.7% | 15.8% | 10.8% | 16.4% | (4.91) |

*JV loss is restated to include PPA costs.

Source: Company, OP Research



Financial Summary

| Year to Dec | FY18 | FY19 | FY20E | FY21E | FY22E | Year to Dec | FY18 | FY19 | FY20E | FY21E | FY22E |
|--|-----------------------|-------------------|------------|-----------------------|---------------------|--|-------------|---------------|-------------|-------------|---------------|
| Income Statement (RMB mn) | | 1 1 1 1 | | | | Ratios | | | | | |
| Footwear | 8,631 | 11,410 | 14,394 | 17,759 | 20,635 | Gross margin (%) | 52.6 | 55.0 | 52.6 | 55.8 | 57.1 |
| Apparel | 14,709 | 21,398 | 21,105 | 27,274 | 32,527 | Operating margin (%) | 23.7 | 25.6 | 22.1 | 24.7 | 26.6 |
| Accessories | 759 | - | | | 2,526 | Net margin (%) | 17.0 | 15.8 | 14.2 | 17.3 | 19.3 |
| Turnover | - | 33,928 | • | | | Selling & dist'n exp/Sales (%) | 27.1 | 28.7 | 29.1 | 29.1 | 28.9 |
| YoY% | 44.4 | 40.8 | 9.1 | 27.2 | | Admin exp/Sales (%) | 5.1 | 3.9 | 4.1 | 4.1 | 3.5 |
| Cogs | | (15,269) | | | | Staff exp/Sales (%) | 10.9 | 11.6 2.3 | 11.9 2.0 | 11.9 2.0 | 11.4 2.0 |
| Gross profit Gross margin | 52.6% | 18,659 55.0% | • | | 57.1% | R&D/Sales (%) A&P/Sales (%) | 2.5 12.1 | 10.6 | 10.5 | 12.0 | 12.0 |
| Other income | 760 | | 997 | 997 | | Payout ratio (%) | 44.8 | 30.7 | 30.0 | 30.0 | 30.0 |
| Selling & distribution | (6,525) | , | (10,784) | | , | Effective tax (%) | 26.6 | 27.6 | 27.0 | 27.0 | 27.0 |
| Admin | (1,223) | (1,313) | (1,524) | (1,911) | (1,965) | Total debt/equity (%) | 8.5 | 45.1 | 54.6 | 43.7 | 34.8 |
| R&D | (599) | (789) | (740) | (942) | (1,114) | Net debt/equity (%) | Net cash | Net cash | Net cash | Net cash | Net cash |
| Other opex | 0 | 0 | 0 | 0 | 0 | Current ratio (x) | 2.6 | 1.9 | 2.3 | 2.4 | 2.5 |
| Total opex | (7,748) | | | | (18,054) | Quick ratio (x) | 2.2 | | 1.9 | 2.0 | 2.2 |
| Operating profit (EBIT) | 5,700 | 8,695 | • | | 14,813 | Inventory T/O (days) | 93 | 105 | 105 | 105 | 105 |
| Operating margin Provisions | 23.7% | 25.6% | 22.1% | 24.7% | 26.6% 0 | AR T/O (days) AP T/O (days) | 70 180 | 68 210 | 68 210 | 68 210 | 68 210 |
| Interest Income | 225 | 225 | 297 | 401 | 494 | Cash conversion cycle (days) | (17) | (37) | (37) | (37) | (37) |
| Finance costs | (158) | (278) | (354) | (416) | (417) | Asset turnover (x) | 1.1 | 1.0 | 0.8 | 0.9 | 0.9 |
| Profit after financing costs | 5,767 | | | | 14,890 | Financial leverage (x) | 1.5 | 1.8 | 2.1 | 2.0 | 1.9 |
| Associated companies & JVs | 0 | | (442) | (37) | 242 | EBIT margin (%) | 23.7 | 25.6 | 22.1 | 24.7 | 26.6 |
| Pre-tax profit | 5,767 | , , | | | 15,132 | Interest burden (x) | 1.0 | 0.9 | 0.9 | 1.0 | 1.0 |
| Tax | (1,533) | (2,384) | | | | Tax burden (x) | 0.7 | 0.7 | 0.7 | 0.7 | 0.7 |
| Minority interests | (131) | (280) | (207) | (297) | (380) | Return on equity (%) | 27.8 | 29.8 | 24.1 | 30.7 | 32.3 |
| Net profit | 4,103 | 5,344 | 5,274 | 8,149 | 10,732 | ROIC (%) | 74.5 | 52.8 | 33.1 | 44.0 | 50.7 |
| Net margin | 17.0% | | 14.2% | | | | | | | | |
| Adj. net profit* | 4,103 | 5,290 | , | | , | Year to Dec | FY18 | FY19 | FY20E | FY21E | FY22E |
| Adj. net profit margin | 17.0% | | | | 19.3% | Balance Sheet (RMB mn) | | | | | |
| YoY% | 33 | 29 | (0) | 55 | 32 | Fixed assets | 2,536 | 2,569 | 3,065 | 3,693 | 4,212 |
| EBITDA margin | 6,042 25.1% | • | | | 16,745 30.1% | Intangible assets & goodwill | 1,106 | 678 10,551 | 607 | 541 | 482 |
| EBITDA margin EPS (RMB) | 25.1% 1.527 | 1.985 | | 20.3% 3.013 | | Associated companies & JVs Long-term investments | 367 | 53 | 53 | 53 | 53 |
| YoY% | 31 | 20 | (2) | 55 | 32 | Right of use of assets | 0 | | 3,870 | 4,929 | 6,164 |
| DPS (HK\$) | 0.780 | 0.670 | ` ' | 1.040 | | Other non-current assets | 1,081 | 810 | 810 | 810 | 810 |
| Year to Dec | FY18 | FY19 | FY20E | FY21E | FY22E | Non-current assets | 5,090 | 17,898 | 18,514 | 20,098 | 22,034 |
| Cash Flow (RMB mn) | | | | | | | | | | | |
| EBITDA | 6,042 | 9,151 | 9,710 | 13,317 | | Inventories | 2,892 | | 5,060 | 6,011 | 6,901 |
| Chg in working cap | (444) | (802) | 24 | , , | (173) | AR | 4,638 | | 6,883 | - | 10,355 |
| Others | (84) | 1,069 | 0 | 0 | | Prepayments & deposits | 0 | 0 | 0 | 0 | 0 |
| Operating cash | 5,514 | | - | - | 16,572 | Other current assets | 2,470 | 4,386 | 4,386 | 4,386 | 4,386 |
| Interest received | 214 | 200 | 292 | 394 | 488 | Cash | 9,284 | | 15,241 | | |
| Tax | , , , | , , | , , | · · , | (4,020) | Current assets | 19,284 | 23,321 | 31,5/1 | 38,651 | 46,922 |
| Net cash from operations | (462) | 7,485 | - | | • | AP | E 633 | 8,783 | 10 000 | 11 00/ | 12 750 |
| Capex Investments | | (512) (11,633) | (740) 0 | (942) 0 | (835) 0 | Tax | 650 | | 1,174 | | 2,315 |
| Net change in fixed deposits and pledged deposit | ` <u>´</u> | (1,794) | 0 | 0 | 0 | Accruals & other payables | 0 | 0 | 0 | 0 | 0 |
| Payment for leasehold | 0 | , , | | (2,354) | (2,784) | Bank loans & leases | 1,244 | | 2,377 | 2,377 | 2,377 |
| Sales of assets | 0 | 863 | Ó | Ó | | CB & othe debts | 21 | 26 | 26 | 26 | 26 |
| Interests paid | 0 | 0 | 0 | 0 | 0 | Other current liabilities | 0 | 0 | 0 | 0 | 0 |
| Others | (183) | 35 | 0 | 0 | 0 | Current liabilities | 7,548 | 12,412 | 13,665 | 16,159 | 18,476 |
| Investing cash | (1,201) | (13,065) | (2,591) | (3,296) | (3,620) | | | | | | |
| | | (= ===) | | | | Bank loans & leases | 70 | | 10,494 | | _ |
| FCF | | (5,580) | | - | | CB & othe debts | 0 | 1 102 | 1 103 | 1 103 | 1 102 |
| Issue of shares | 0 | 692 (445) | 0 | 0 | 0 | Deferred tax & others MI | 236 743 | - | | 1,102 | 1,102 |
| Buy-back Minority interests | 0 | (443) 54 | 0 | 0 | | | | | 1,186 | | 1,863 |
| Minority interests Dividends paid | _ | (1,514) | _ | _ | (3 221) | Non-current liabilities | 1,049 | 8,725 | 12,102 | 13,079 | 13,439 |
| Interest paid | (2,400) | (110) | (354) | (416) | | Total net assets | 15.777 | 20,082 | 23,637 | 29.510 | 37.021 |
| Net change in bank loans | 1,008 | | , , | (410) | ` ' | | , | | | , | J., J. |
| Others | 339 | | 0 | 0 | | Shareholder's equity | 15,777 | 20,082 | 23,637 | 29,510 | 37,021 |
| Financing cash | (1,136) | _ ` | 1,777 | (2,692) | (3,637) | Share capital | 259 | 261 | 261 | 261 | 261 |
| Net change in cash | | (910) | 7,021 | 4,258 | 5,782 | Reserves | | 19,821 | - | | - |
| Exchange rate or other Adj | 214 | , , | 0 | 0 | _ | BVPS (HK\$) | 7.35 | 8.55 | 10.06 | 12.56 | 15.76 |
| Opening cash | 6,968 | | | | 19,499 | | | | | | |
| Closing cash | 9,284 | • | 15,241 | - | - | Total debts | | 9,047 | | | |
| CFPS (HK\$) | 2.065 | 3.197 | J.J32 | 4.357 | 5.544 | Net cash/(debts) | 10,419 | 3,560 | o,/31 | 10,988 | 16,770 |

^{*}Adj. net profit excluded disposal gain of JV interests in FY19

Source: Company, OP Research

Exhibit 5: Peer Group Comparison

| | | | | | PER | | PER | | | 3-Yr | ı | Div yld D | iv yld | P/B | P/B | EV/ | EV/ | | Gross | Net | | ROE | Sh px | Sh px |
|---------------------|------------|-----------|-----------|------------|-------|---------|-------|----------|----------|--------|-------|-----------|--------|-------|-------|--------|----------|-------------|----------|----------|----------|--------|--------|--------|
| | | | Mkt cap | 3-mth avg | Hist | PER | FY2 E | PS FY1 E | EPS FY2 | EPS | PEG | Hist | FY1 | Hist | FY1 | Ebitda | Ebitda l | Net gearing | margin | margin | ROE | FY1 | 1-mth | 3-mth |
| Company | Ticker | Price | (US\$m) t | /o (US\$m) | (x) l | FY1 (x) | (x) | YoY% | YoY% Cag | gr (%) | (x) | (%) | (%) | (x) | (x) | Hist | Cur Yr | Hist (%) | Hist (%) | Hist (%) | Hist (%) | (%) | % | % |
| Anta Sports Prod | 2020 HK | 73.35 | 25,576 | 81.3 | 32.1 | 32.7 | 21.2 | (1.8) | 54.5 | 26.0 | 1.26 | 0.9 | 0.9 | 8.58 | 7.29 | 21.3 | 19.7 | Net cash | 55.0 | 15.6 | 29.8 | 24.1 | 8.1 | 19.1 |
| HSI | 2 | 25,481.58 | | | 11.1 | 11.8 | 10.0 | (5.5) | 17.4 | 7.5 | 1.58 | 3.7 | 3.4 | 1.03 | 1.00 | | | | | | 9.2 | 8.5 | 7.2 | 5.5 |
| HSCEI | 1 | 10,390.54 | | | 8.7 | 9.0 | 8.0 | (4.0) | 12.4 | 6.3 | 1.44 | 3.9 | 3.7 | 1.09 | 1.02 | | | | | | 12.6 | 11.3 | 7.6 | 6.8 |
| CSI300 | | 4,744.47 | | | 18.1 | 15.5 | 13.4 | 17.0 | 15.7 | | | 1.8 | 2.0 | 2.1 | 2.0 | | | | | | 11.8 | 12.7 | 20.0 | 24.9 |
| Domestic peers | | | | | | | | | | | | | | | | | | | | | | | | |
| Adjusted sector ave | j * | | | | 19.5 | 17.6 | 11.2 | (12.2) | 15.1 | 13.8 | 1.1 | 5.7 | 4.2 | 1.5 | 0.6 | 3.6 | 6.1 | 12.2 | 45.0 | 8.9 | 10.6 | 7.3 | 8.1 | 6.2 |
| 361 Degrees | 1361 HK | 1.28 | 341 | 0.2 | 5.5 | 5.7 | 4.8 | (3.3) | 18.8 | 8.6 | 0.7 | 8.4 | 7.8 | 0.4 | 0.3 | (1.0) | (1.0) | 0.0 | 40.3 | 7.7 | 7.2 | 6.8 | 28.0 | 8.1 |
| Xtep Intl | 1368 HK | 2.34 | 761 | 2.4 | 6.9 | 10.5 | 7.4 | (34.6) | 41.8 | 3.4 | 3.1 | 8.5 | 5.6 | 0.8 | 0.7 | 3.4 | 5.3 | 0.0 | 43.4 | 8.9 | 11.9 | 7.1 | (12.4) | (11.0) |
| Li Ning Co Ltd | 2331 HK | 24.85 | 7,932 | 47.7 | 36.2 | 35.5 | 26.2 | 2.0 | 35.3 | 20.0 | 1.8 | 0.7 | 0.8 | 7.2 | 6.6 | 21.3 | 21.5 | 0.0 | 49.1 | 10.8 | 23.2 | 19.9 | 0.8 | 2.5 |
| Pou Sheng Intl | 3813 HK | 1.81 | 1,251 | 0.7 | 10.3 | 18.8 | 7.9 | (45.2) | 136.8 | 19.2 | 1.0 | N/A | 0.7 | 1.1 | 1.1 | 4.9 | 6.8 | 73.3 | 34.1 | 3.1 | 11.5 | 6.8 | (0.5) | 6.5 |
| China Dongxiang | 3818 HK | 0.89 | 676 | 0.6 | 12.8 | 10.7 | 9.4 | 20.0 | 13.3 | 17.0 | 0.6 | 5.1 | 6.2 | 0.4 | 0.4 | (2.4) | (2.2) | 0.0 | 60.2 | 19.9 | N/A | 5.2 | 29.0 | 34.8 |
| Annil Co Ltd-A | 002875 CH | 11.20 | 274 | 5.9 | 45.5 | 24.7 | 37.3 | 84.0 | (33.8) | 14.6 | 1.7 | N/A | N/A | 2.1 | N/A | 31.6 | N/A | 0.0 | 52.6 | 3.2 | (0.6) | 10.7 | 5.2 | (3.5) |
| Guirenniao Co-A | 603555 CH | 1.88 | 169 | 1.8 | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | 4.1 | N/A | (4.7) | N/A | 495.7 | 35.5 | (64.4) | (129.4) | N/A | 6.8 | (44.7) |
| International peers | | | | | | | | | | | | | | | | | | | | | | | | |
| Adjusted sector ave | 3 * | | | | 46.3 | 77.1 | 35.5 | (26.3) | 125.6 | 14.8 | 14.69 | | 0.5 | 11.13 | 10.35 | 19.8 | 31.6 | 24.4 | 49.4 | 7.6 | 24.2 | 14.9 | (0.0) | 18.6 |
| Nike Inc -Cl B | NKE US | 96.76 | 150,465 | 677.4 | 59.4 | 40.9 | 29.9 | 45.0 | 36.9 | 32.1 | 1.3 | 1.0 | 1.1 | 18.8 | 20.0 | 28.2 | 30.7 | 52.5 | 43.4 | 6.8 | 29.7 | 50.5 | (1.1) | 13.8 |
| Under Armour-A | UAA US | 9.47 | 4,057 | 80.3 | 47.4 | N/A | 85.3 | N/A | N/A | 12.4 | N/A | N/A | 0.0 | 2.8 | 2.7 | 9.2 | (290.7) | 23.8 | 46.9 | 1.7 | (28.9) | (15.1) | (4.0) | (1.4) |
| Lululemon Ath | LULU US | 308.32 | 40,145 | 592.2 | 62.3 | 71.7 | 49.1 | (13.1) | 45.9 | 15.4 | 4.7 | N/A | 0.0 | 21.9 | 17.2 | 32.7 | 43.8 | 0.0 | 55.9 | 16.2 | 36.1 | 25.9 | 1.7 | 48.3 |
| Adidas Ag | ADS GR | 238.50 | 54,682 | 179.0 | 23.9 | 84.5 | 27.4 | (71.8) | 207.9 | 1.9 | 43.7 | N/A | 1.1 | 7.0 | 6.6 | 13.1 | 26.3 | 26.6 | 52.0 | 8.4 | 20.2 | 8.3 | 2.0 | 11.7 |
| Puma Se | PUM GR | 67.80 | 11,698 | 22.9 | 38.5 | 111.3 | 35.7 | (65.4) | 211.8 | 12.2 | 9.1 | N/A | 0.4 | 5.2 | 5.2 | 15.6 | 25.7 | 19.2 | 48.8 | 4.8 | 10.8 | 4.9 | 1.2 | 20.8 |

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

Source: Bloomberg, OP Research

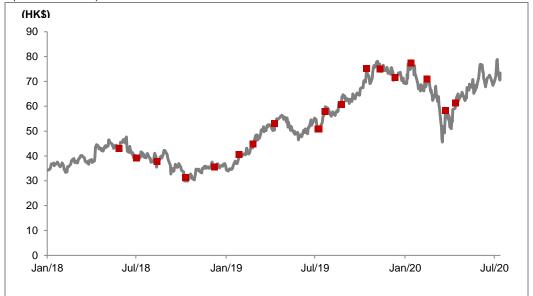


Our recent reports

| Date | Company / Sector | Ticker | Title | Rating | Analyst |
|------------|--------------------|--------|--|--------|----------------------|
| 10/07/2020 | Digital China | 861 | Thrive on data servicing capabilities | NR | Kevin Tam |
| 02/07/2020 | S-Enjoy Service | 1755 | New share incentives with strong commitment | BUY | Megan Jin |
| 02/07/2020 | TCL Electronics | 1070 | Inject smartphone business at start of 5G replacement cycle | BUY | Dallas Cai |
| 30/06/2020 | Yeahka | 9923 | From payment to Fintech | BUY | Kevin Tam |
| 19/06/2020 | Powerlong CM | 9909 | Moving into the fast lane | NR | Dallas Cai |
| 11/06/2020 | Xtep Intl | 1368 | More promising prospect from FY21E | BUY | Megan Jin |
| 08/06/2020 | Edvantage Group | 382 | Campus capacity enlarged further | BUY | Megan Jin |
| 04/06/2020 | S-Enjoy Service | 1755 | Robust expansion continues | BUY | Megan Jin |
| 04/06/2020 | Greentown Services | 2869 | Placing for new growth initiatives - city services most likely | HOLD | Dallas Cai |
| 28/05/2020 | A-Living | 3319 | Positive read-across from April property sales | BUY | Dallas Cai |
| 25/05/2020 | HKBN | 1310 | Challenging to becoming BN leader | NR | Kevin Tam |
| 18/05/2020 | Skyworth | 751 | The sky getting clear | NR | Kevin Tam |
| 14/05/2020 | Ausnutria Dairy | 1717 | Premium products brought up GPM in 1Q20 | BUY | Megan Jin/Dallas Cai |
| 14/05/2020 | China Youzan | 8083 | 1Q loss narrowed as economies of scale kicking in | BUY | Dallas Cai |
| 05/05/2020 | HKTV | 1137 | HK based ecommerce on the rise | BUY | Kevin Tam/Megan Jin |
| 23/04/2020 | Edvantage Group | 382 | License fee saving may come earlier | BUY | Megan Jin/Dallas Cai |
| 22/04/2020 | 361 Degrees Intl | 1361 | 1Q20 retail sales in line | BUY | Megan Jin |
| 21/04/2020 | Xtep Intl | 1368 | 1Q20 sales performance better than feared | BUY | Megan Jin/Dallas Cai |
| 20/04/2020 | Li-Ning | 2331 | 1Q20 delivered satisfactory retail sales | BUY | Megan Jin/Dallas Cai |
| 16/04/2020 | Anta Sports | 2020 | Robust online FILA sales to drive 1Q20 sales beat | BUY | Dallas Cai/Megan Jin |
| 15/04/2020 | China Youzan | 8083 | FY19 GMV saw growth acceleration | BUY | Dallas Cai |
| 02/04/2020 | Greentown Services | 2869 | FY19 results largely in line | HOLD | Dallas Cai |
| 31/03/2020 | TCL Electronics | 1070 | FY19 results up to expectations | BUY | Dallas Cai |
| 30/03/2020 | Li-Ning | 2331 | A head start in FY20E with resilient operation | BUY | Dallas Cai/Megan Jin |
| 27/03/2020 | CH Display OPT | 334 | Lower order visibility ahead in FY20E | HOLD | Dallas Cai |
| 27/03/2020 | ChinaSoft Int'l | 354 | Cloud business ready to accelerate in FY20E | BUY | Dallas Cai |
| 25/03/2020 | Anta Sports | 2020 | FY20E strive for positive growth | BUY | Dallas Cai/Megan Jin |

Historical recommendations and target price: Anta Sports (2020 HK)

(as of 15/07/2020)



| | DATE | RATING | TARGET PRICE | CLOSE PRICE | | DATE | RATING | TARGET PRICE | CLOSE PRICE |
|---|-------------|--------|--------------|-------------|----|-------------|--------|--------------|-------------|
| 1 | 12 Jul 2019 | BUY | HK\$57.00 | HK\$51.30 | 6 | 13 Dec 2019 | BUY | HK\$85.80 | HK\$71.90 |
| 2 | 23 Jul 2019 | BUY | HK\$65.00 | HK\$58.50 | 7 | 15 Jan 2020 | BUY | HK\$85.80 | HK\$75.45 |
| 3 | 27 Aug 2019 | BUY | HK\$70.00 | HK\$61.25 | 8 | 18 Feb 2020 | BUY | HK\$85.80 | HK\$71.30 |
| 4 | 17 Oct 2019 | BUY | HK\$81.00 | HK\$75.65 | 9 | 25 Mar 2020 | BUY | HK\$76.00 | HK\$58.60 |
| 5 | 14 Nov 2019 | BUY | HK\$81.00 | HK\$74.50 | 10 | 16 Apr 2020 | BUY | HK\$80.00 | HK\$61.60 |



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Relevant Benchmark Represents the stock closing price as at the date quoted in this report.

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