

China Youzan (8083 HK)

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Company Update

BUY

UNCHANGED

Close price: HK\$1.69

Target Price: HK\$2.38 (+41%)

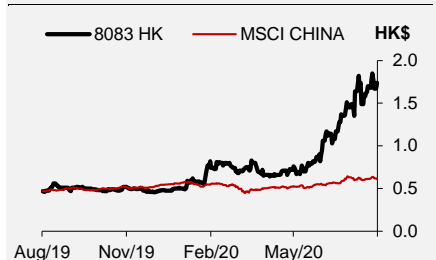
Prior TP: HK\$0.90

Key Data

HKEx code	8083 HK
12 Months High (HK\$)	1.87
12 Month Low (HK\$)	0.45
3M Avg Dail Vol. (mn)	204.03
Issue Share (mn)	17,233.70
Market Cap (HK\$m)	29,124.96
Fiscal Year	12/2019
Major shareholders	Director Zhu Ning and its asso. 11.66%

Source: Company data, Bloomberg, OP Research
Closing price are as of 11/08/2020

Price Chart



	1mth	3mth	6mth
Absolute %	16.6	134.7	128.4
Rel. MSCI CHINA %	20.1	118.1	118.9

Company Profile

China Youzan is a leading e-commerce SaaS service provider in China targeting small-to-mid sized online/offline merchants who seek to exploit the influence of mainstream mobile social platforms such as Tencent Wechat for their O2O operations.

Robust momentum kept up

- China Youzan reported 76% rev growth in 2Q20, vs 49% in 1Q20, in line with our estimates, with quarterly net loss narrowed further to RMB 45mn. We see robust momentum keep up as key indicators show upbeat growth.
- We expect Youzan to further solidify its leading status in social e-commerce SaaS market with more well-around products e.g. live streaming related.
- Maintain BUY with TP lifted to HK\$2.38 from HK\$0.90 on higher 23x/15x FY20E/21E P/S on SaaS related business and 2x/1x FY20E/21E P/S on transaction fees, or 12x FY21E total rev, at 67% discount to Shopify.

Robust momentum kept up. China Youzan reported 76% revenue increase in 2Q20, vs 49% in 1Q20, leading to 63% rev yoy growth in 1H20 to RMB825 mn, representing 41% of our full year forecast. The results were in line with our expectations. The robust growth in 1H20 is driven by 90% increase in SaaS and extended services that account for 72% of total revenue (from 64% in FY19). This rode on 47% increase in no. of paying merchants and 29% lift in ARPU (SaaS and extended services). **The robust momentum kept up in 2Q20: 1) number of paying merchants** added 18,732(gross) to 99,889 clients, speeding up from 13,987 in 1Q20; **2) ARPU (SaaS and extended services) grew further** by 15% QoQ on higher subscription inclination for more diversified services; **3) GMV spiked on** to RMB25 bn from RMB20 bn in 1Q20, leading to RMB 46bn in 1H20, up 110% yoy.

Solidifying competitive edge to reap explosive growth in social e-commerce. With market share (est. by GMV) of 6.6% in 1H20, Youzan further solidifies its leading status by investing in live streaming e-commerce platforms, e.g. 9% equity investment in Aiguang(爱逛) completed in Jun. We expect more well-around social e-commerce SaaS products to be launched. We believe the Company will benefit from both SaaS industry consolidation and explosive growth in social e-commerce (79% CAGR FY16-19, 46% yoy FY20E). We estimate Youzan to record 76%/67%/50% revenue growth in FY20E/21E/22E backed by paying merchants expansion and gradual lift in ARPU (SaaS and extended services).

Maintain Buy with TP lifted to HK\$2.38 on higher P/S as net loss continued to narrow. Net loss narrowed further in 2Q20 to RMB 45mn from RMB 75mn in 1Q20 as labor cost control (82% of FY19 rev, excl. R&D) plays out during scale expansion. We modified our forecasts to factor in faster-than-expected growth in higher-margined SaaS and extended services segments. Our new TP is based on 2x/1x FY20E/21E P/S of transaction fees, plus 23x/15x FY20E/21E P/S of SaaS & extended services and others, equivalent to 12x FY21E P/S of total rev, at 67% discount to Shopify (SHOP US).

Risks: 1) Worsened client retention rate; 2) intensified competition due to peers and new entrants; 3) deteriorated economy in China; 4) slower than expected economy of scale.

Exhibit 1: Forecast and Valuation

Year to Dec (RMB mn)	FY18R	FY19	FY20E	FY21E	FY22E
Revenue	586	1,171	2,059	3,432	5,146
Growth (%)	n.a.	100	76	67	50
Net Profit /(Loss)	(431)	(592)	(365)	(209)	81
Growth (%)	(345)	(37)	38	43	139
Diluted EPS (HK\$)	(0.04)	(0.05)	(0.02)	(0.01)	0.01
EPS growth (%)	(207)	(3)	48	43	139
Change to previous EPS (%)			17.4	46.6	
Consensus EPS (HK\$)			(0.03)	(0.03)	
ROE (%)	(15.49)	(19.71)	(9.82)	(5.26)	2.08
P/S (x)	0.00	25.49	14.49	8.70	5.80
Yield (%)	0.00	0.00	0.00	0.00	0.00
DPS (HK\$)	0.00	0.00	0.00	0.00	0.00

Source: Bloomberg, OP Research

Exhibit 2: Earnings Revision

(RMB mn)	Unit	FY20E			FY21E			OP Comments
		New	Old	% Chg	New	Old	% Chg	
Assumptions								
No. of paid merchants as of Y.E.	Merchant	115,280	113,633	1.4	153,323	151,132	1.4	We now expect higher SaaS related ARPU for more diversified services to be launched
ARPU (SaaS & extended services)	RMB	11,203	9,742	15.0	12,214	9,894	23.4	
GMV	RMB mn	116,100	129,000	(10.0)	208,980	232,200	(10.0)	
Turnover	RMB mn	2,059	2,026	1.6	3,432	3,382	1.5	To factor in higher offset effect from downsizing of previous 3 rd party payment business
SaaS and Extended Services		1,291	1,107	16.7	1,873	1,495	25.2	
Transaction Fees		493	645	(23.5)	1,066	1,393	(23.5)	
Gross profit		1,259	1,037	21.4	1,950	1,529	27.5	Due to higher growth estimates in SaaS related business
Gross margin		61.1%	51.2%	19.5	56.8%	45.2%	25.7	
Opex		(1,847)	(1,743)	6.0	(2,249)	(2,063)	9.0	
EBIT		(571)	(689)	17.1	(282)	(517)	45.5	
Net profit to shareholders		(365)	(442)	17.4	(209)	(391)	46.6	
Diluted EPS (HK\$)		(0.024)	(0.029)	17.4	(0.014)	(0.025)	46.6	

Source: OP Research

Exhibit 3: 1H20 results review

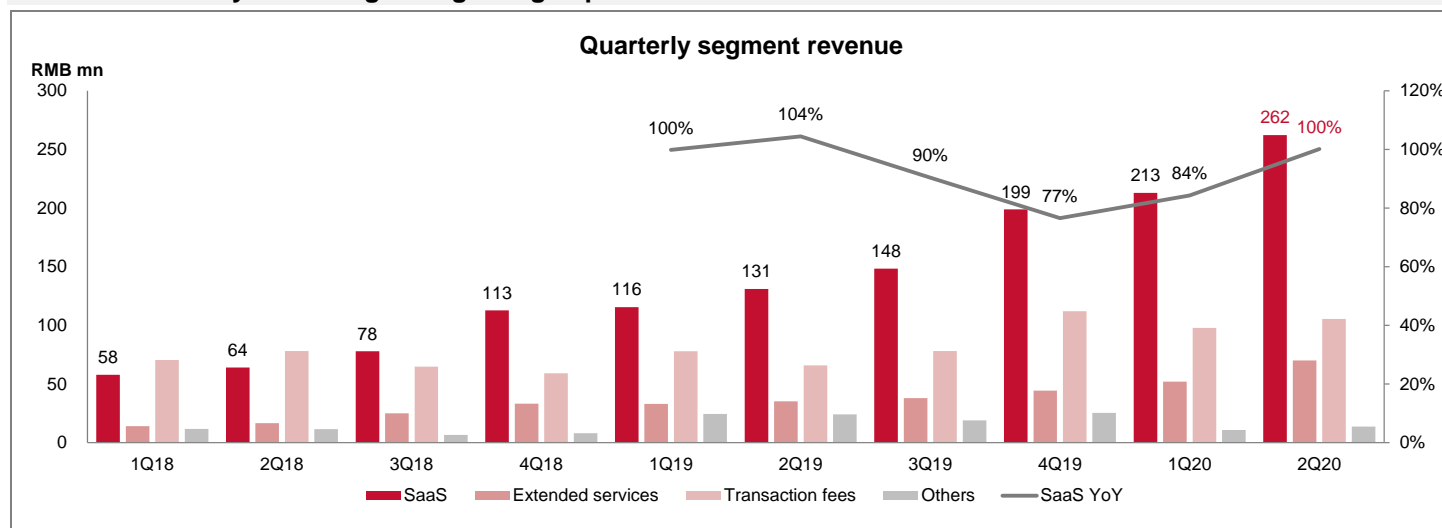
(RMB\$ mn)	1H18^	2H18	1H19R	2H19	1H20	1H20E	Act./Est.	2H20E	FY19	FY20E
Turnover	204	382	507	664	825	871	-5%	1,235	1,171	2,059
Cost of Sales	(139)	(249)	(250)	(313)	(335)	(427)	-22%	(466)	(563)	(801)
Gross Profit	66	133	256	351	490	444	10%	769	608	1,259
Investment and other income	5	13	17	12	33	11	214%	(12)	29	22
Other gains and losses, net	(31)	(9)	7	(199)	22	0	n.a.	(22)	(192)	0
Selling expenses	(46)	(137)	(217)	(315)	(337)	(284)	19%	(559)	(532)	(896)
Admin expenses	(70)	(120)	(116)	(121)	(119)	(138)	-13%	(168)	(237)	(287)
Other operating expenses	(51)	(138)	(144)	(196)	(200)	(116)	72%	(138)	(341)	(337)
Equity-settled share-based payment	0	(250)	(59)	(77)	(33)	(66)	-50%	(101)	(136)	(134)
Amortization of intangible assets	(46)	(90)	(96)	(97)	(96)	(97)	0%	(97)	(193)	(193)
Loss from operations	(174)	(598)	(353)	(642)	(240)	(245)	-2%	(327)	(996)	(567)
Shared profit/(loss) from associated companies	1	(1)	6	(0)	2	3	-27%	3	5	5
Finance cost	0	0	(6)	(16)	(16)	(0)	n.a.	16	(22)	(0)
Profit/(Loss) before taxation	(173)	(599)	(354)	(659)	(254)	(242)	5%	(308)	(1,012)	(562)
Taxation	0	46	44	53	24	17	39%	4	97	28
(Profit)/Loss to non-controlling interests	49	245	141	183	110	102	8%	58	324	168
Profit / (Loss) attributable to shareholders	(124)	(307)	(169)	(423)	(120)	(123)	-3%	(245)	(592)	(365)
Key ratios										
	in ppts									
GPM	32.1%	34.7%	50.6%	52.9%	59.4%	51.0%	8.38	62.3%	51.9%	61.1%
Opex ratio	85.3%	156.5%	69.7%	96.7%	29.1%	28.1%	0.98	26.5%	85.0%	27.5%
Opex ratio - excl. non-cash items	47.3%	65.1%	40.4%	40.4%	16.1%	9.5%	6.65	8.6%	40.4%	11.6%
Selling expenses ratio	22.4%	35.8%	42.9%	47.4%	40.9%	32.6%	8.30	45.2%	45.5%	43.5%
Admin ratio	34.4%	31.4%	22.9%	18.2%	14.4%	15.8%	-1.34	13.6%	20.2%	13.9%
NPM	-60.8%	-80.4%	-33.3%	-63.7%	-14.5%	-14.2%	-0.39	-19.8%	-50.6%	-17.7%
YoY										
Turnover			148%	74%	63%			86%	100%	76%
COGS			80%	25%	34%			49%	45%	42%
Selling expenses			375%	130%	55%			77%	207%	68%
Admin expenses			65%	1%	3%			39%	55%	21%
Operating loss (+narrow/-enlarge)			-103%	-7%	32%			49%	-29%	43%
HoH										
Turnover		87%	33%	31%	24%			50%	n.a.	n.a.
COGS		79%	0%	25%	7%			39%	n.a.	n.a.
Selling expenses		198%	59%	45%	7%			66%	n.a.	n.a.
Admin expenses		70%	-3%	4%	-1%			41%	n.a.	n.a.
Operating loss (+narrow/-enlarge)		-147%	45%	-150%	72%			-36%	n.a.	n.a.
CFO										
	84	(1,097)	(306)	(311)	84					
CFI	(51)	989	(16)	(37)	(32)					
CFF	1,221	(996)	764	190	1,044					
Net cash changes	1,254	(1,104)	442	(158)	1,095					
Cash balance	1,515	431	861	746	1,849					
Total debt/equity	0	0	0	0	0					
L/A	35%	50%	56%	65%	56%					

^ 1H18 data do es not include Youzan operations before Apr. 18, the day of acquisition

^ 1H18 data converted to RMB based on 0.86 HKD/RMB

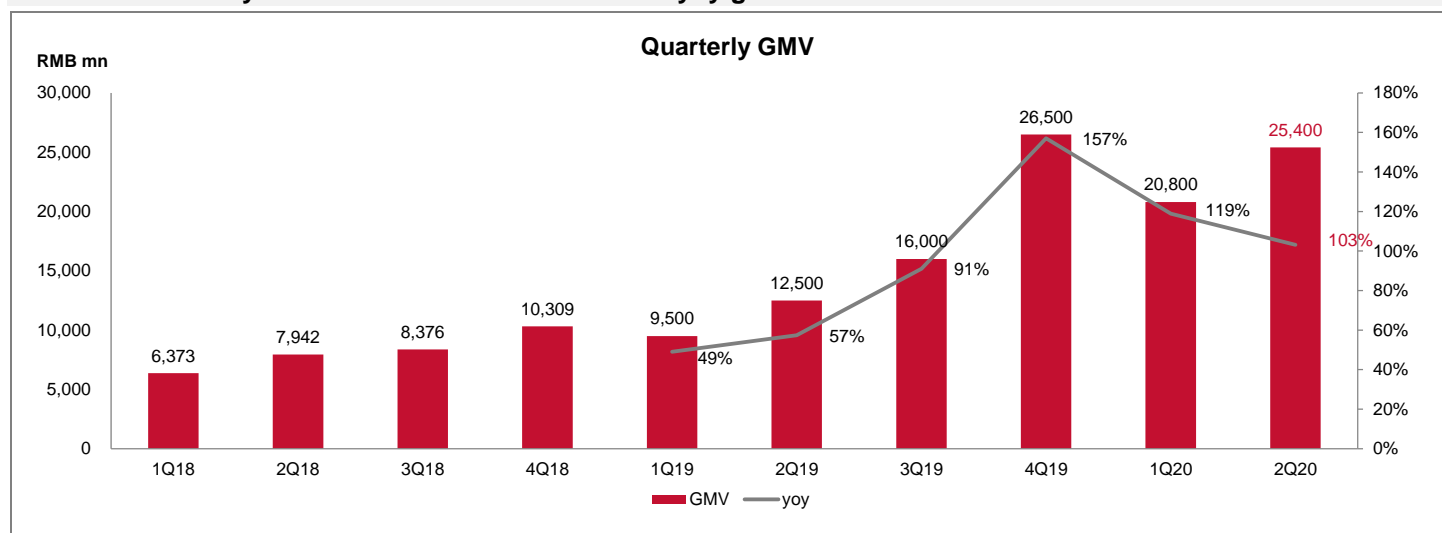
Source: Company. OP Research

Exhibit 4: Quaterly revenue growing at high speed



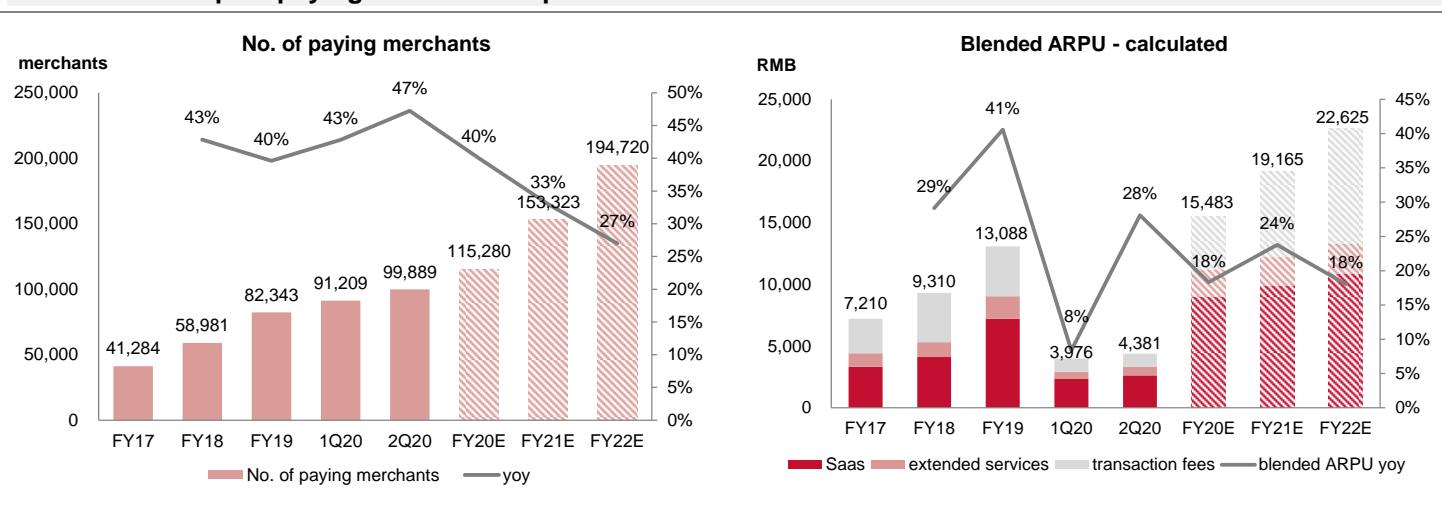
Source: Company, OP Research

Exhibit 4: Quarterly GMV recorded consutive 100%+ yoy growth since 4Q19



Source: Company, OP Research

Exhibit 4: We expect paying merchants expansion/blended ARPU lift of 40%/18% in FY20E



* Reported ARPU for FY17/18/19 are RMB6,290/RMB9,295/12,287 respectively

Source: Company, OP Research

Financial Summary

Year to Dec	FY18R	FY19	FY20E	FY21E	FY22E	Year to Dec	FY18R	FY19	FY20E	FY21E	FY22E
Income Statement (RMB mn)						Ratios					
Third Party Payment services	236	334	493	1,066	1,812	Gross margin (%)	33.8	51.9	61.1	56.8	54.4
Software services	313	744	1,291	1,873	2,594	Operating margin (%)	(126.8)	(69.8)	(27.7)	(8.2)	1.6
Other business	37	93	274	494	741	Net margin (%)	(19.1)	(30.5)	(17.7)	(6.1)	1.6
Turnover	586	1,171	2,059	3,432	5,146	Selling & dist'n exp/Sales (%)	31.1	45.5	43.5	36.3	32.4
YoY%	n.a.	100	76	67	50	Admin exp/Sales (%)	32.4	20.2	13.9	8.5	4.8
COGS	(388)	(563)	(801)	(1,482)	(2,346)	Payout ratio (%)	0.0	0.0	0.0	0.0	0.0
Gross profit	198	608	1,259	1,950	2,800	Effective tax (%)	6.0	9.5	5.0	(7.0)	(15.0)
Gross margin	33.8%	51.9%	61.1%	56.8%	54.4%	Total debt/equity (%)	0.0	0.0	0.0	0.0	0.0
Other income	7	15	17	17	17	Net debt/equity (%)	Net cash	Net cash	Net cash	Net cash	Net cash
Selling & distribution	(182)	(532)	(896)	(1,246)	(1,669)	Current ratio (x)	1.0	1.0	1.1	1.0	1.0
Admin	(190)	(237)	(287)	(293)	(249)	Quick ratio (x)	1.0	1.0	1.1	1.0	1.0
Amortisation of intangible assets	(136)	(193)	(193)	(193)	(193)	Inventory T/O (days)	2	1	1	1	1
Other opex	(440)	(477)	(471)	(517)	(622)	AR T/O (days)	0	0	0	0	0
Total opex	(949)	(1,440)	(1,847)	(2,249)	(2,732)	AP T/O (days)	6	3	3	3	3
Operating profit (EBIT)	(744)	(817)	(571)	(282)	85	Cash conversion cycle (days)	(4)	(2)	(2)	(2)	(2)
Operating margin	-126.8%	-69.8%	-27.7%	-8.2%	1.6%	Asset turnover (x)	0.1	0.2	0.2	0.2	0.2
Provisions	(43)	(189)	0	0	0	Financial leverage (x)	1.9	2.2	2.6	4.4	6.2
Interest Income	15	10	5	5	6	EBIT margin (%)	(126.8)	(69.8)	(27.7)	(8.2)	1.6
Finance costs	0	(22)	(0)	0	0	Interest burden (x)	1.0	1.2	1.0	1.0	1.1
Profit after financing costs	(772)	(1,018)	(567)	(276)	91	Tax burden (x)	0.1	0.4	0.6	0.8	0.8
Associated companies & JVs	(0)	5	5	5	5	Return on equity (%)	(4.0)	(11.9)	(9.8)	(5.3)	2.1
Pre-tax profit	(772)	(1,012)	(562)	(271)	96	ROIC (%)	(28.2)	(27.3)	(16.7)	(9.7)	3.5
Tax	46	97	28	(19)	14	Year to Dec					
Minority interests	294	324	168	81	(29)	Balance Sheet (RMB mn)					
Net profit	(112)	(357)	(365)	(209)	81	Fixed assets	38	61	97	156	250
YoY%	46	219	(38)	(43)	(139)	Intangible assets & goodwill	3,982	3,596	3,402	3,209	3,015
net margin	-19.1%	-30.5%	-17.7%	-6.1%	1.6%	Associated companies & JVs	4	5	10	16	21
EBITDA	(601)	(607)	(373)	(79)	287	Long-term investments	11	223	223	223	223
EBITDA margin	-102.4%	-51.8%	-18.1%	-2.3%	5.6%	Capitalised contract cost	21	10	10	10	10
Adj. EPS (HK\$)	(0.010)	(0.024)	(0.021)	(0.012)	0.005	Other non-current assets	222	268	268	268	268
YoY%	(31)	91	248	(43)	(139)	Non-current assets	4,278	4,161	4,009	3,880	3,786
DPS (HK\$)	0.000	0.000	0.000	0.000	0.000	Inventories	2	2	2	4	6
Year to Dec						AR	0	0	1	1	2
Cash Flow (RMB mn)						Prepayments & deposits	408	924	1,442	2,403	3,088
EBITDA	(601)	(607)	(373)	(79)	287	Balances with central bank	862	4,532	7,972	13,287	19,923
Chg in working cap	83	(3,635)	(3,769)	(5,012)	(6,641)	Capitalised contract cost	70	119	119	119	119
Others	(503)	3,634	3,440	5,315	6,635	Other current assets	633	15	15	15	15
Operating cash	(1,021)	(608)	(702)	224	281	Cash	431	746	787	976	1,141
Interest received	7	(8)	5	5	6	Current assets	2,406	6,337	10,337	16,805	24,293
Tax	(0)	0	(4)	28	(19)	AP	6	4	6	11	17
Net cash from operations	(1,014)	(616)	(702)	258	268	Tax	2	4	(28)	19	(14)
Capex	(29)	(43)	(41)	(69)	(103)	Accruals & other payables	1,987	5,453	8,237	13,729	20,585
Investments	914	(1)	0	0	0	Bank loans & leases	0	0	0	0	0
Dividends received	1	4	0	0	0	CB & othe debts	0	0	0	0	0
Sales of assets	0	0	0	0	0	Deferred revenue	259	407	1,162	2,133	2,540
Interests paid	0	0	(0)	0	0	Other current liabilities	202	239	239	239	239
Others	52	(13)	0	0	0	Current liabilities	2,456	6,107	9,615	16,131	23,367
Investing cash	939	(52)	(41)	(69)	(103)	Bank loans & leases	56	48	136	249	297
FCF	(75)	(669)	(743)	189	165	CB & othe debts	0	0	0	0	0
Issue of shares	156	779	784	0	0	Deferred tax & others	287	445	445	445	445
Buy-back	0	0	0	0	0	MI	556	241	72	(9)	20
Minority interests	69	0	0	0	0	Non-current liabilities	899	733	653	686	762
Dividends paid	0	0	0	0	0	Total net assets	3,328	3,658	4,077	3,868	3,950
Net change in bank loans	0	0	(0)	0	0	Shareholder's equity	3,328	3,658	4,077	3,868	3,950
Others	0	174	0	0	0	Share capital	111	129	129	129	129
Financing cash	224	954	784	0	0	Reserves	3,217	3,530	3,949	3,740	3,821
Net change in cash	149	285	41	189	165	BVPS (HK\$)	0.28	0.27	0.28	0.27	0.27
Exchange rate or other Adj	19	31	0	0	0	Net cash/(debts)	861	751	791	980	1,146
Financial assets at FVTPL	0	0	0	0	0	Key Assumptions					
Opening cash	262	431	746	787	976	No. of paid merchants Y.E.	58,981	82,343	115,280	153,323	194,720
Closing cash	431	746	787	976	1,141	Blended ARPU (RMB)	9,310	13,088	15,483	19,165	22,625
CFPS (HK\$)	(0.104)	(0.048)	(0.046)	0.017	0.017	GMV (RMB mn)	33,000	64,500	116,100	208,980	355,266

Source: Company, OP Research

Exhibit 5: Peer Group Comparison

												Div yld		P/B	P/B	EV/	EV/	Net	Gross	Net	ROE	Sh px		
												Hist	Div yld	Hist	FY1	Rev	Rev	gearing	margin	margin	Hist	ROE	1-mth	3-mth
Company	Ticker	Price	Mkt cap (US\$m)	3-mth avg P/S t/o (US\$m)	Hist P/S (x)	FY1 P/S (x)	FY2 P/S (x)	Rev FY1 YoY%	Rev FY2 YoY%	Rev FY3 YoY%	3Yr Rev Cagr (%)	(%)	FY1 (%)	(x)	(x)	Hist	Cur Yr	Hist (%)	Hist (%)	Hist (%)	(%)	FY1 (%)	%	%
China Youzan Ltd	8083 HK	1.69	3,757.96	9.03	25.5	14.5	8.7	75.9	66.7	49.9	63.8	0.0	0.0	6.2	6.0	21.7	13.3	Net cash	51.9	(50.6)	(19.7)	(9.8)	16.6	122.4
HSI		24,890.68									1.2	3.4	3.5	1.4	1.3						8.8	8.4	(3.3)	1.2
HSCEI		10,153.40									1.3	3.3	4.0	1.1	1.0						12.6	11.3	(3.7)	1.6
CSI300		4,681.78									1.1	1.9	2.3	1.9	1.7						11.8	12.6	(1.5)	18.2
Adjusted sector avg*					12.1	9.1	6.9	31.6	26.0	22.5	28.5	1.4	1.0	7.2	8.9	11.5	8.6	0.0	60.6	2.7	7.1	3.8	(5.2)	53.6
Weimob Inc	2013 HK	11.00	3,198.89	39.22	15.5	10.8	7.7	42.8	40.3	28.6	37.1	N/A	N/A	11.2	10.6	15.1	10.6	0.0	55.5	21.7	N/A	1.9	(14.1)	93.7
Duiba Group Ltd	1753 HK	3.75	521.27	0.41	2.2	2.1	1.7	2.6	26.7	18.5	15.5	2.6	1.9	2.7	0.4	1.4	1.4	0.0	34.4	(12.1)	N/A	20.8	(8.3)	102.7
Kingdee Intl Sft	268 HK	20.95	9,006.14	29.94	18.8	17.1	14.1	10.1	21.0	23.1	18.0	0.1	0.0	10.4	9.9	18.0	16.3	0.0	80.4	11.2	6.5	3.7	8.5	78.6
Pinduoduo Inc	PDD US	87.53	119,373.60	324.43	27.5	16.9	10.7	62.9	58.4	31.8	50.4	N/A	N/A	33.5	33.1	26.4	16.2	0.0	79.0	(23.1)	(39.4)	N/A	0.3	59.3
Salesforce.Com	CRM US	197.16	177,641.16	1,259.61	10.4	8.8	7.5	18.7	16.3	18.2	17.7	N/A	N/A	5.1	5.1	10.2	8.6	0.0	75.2	0.7	(0.7)	9.4	(0.9)	7.9
Shopify Inc - A	SHOP US	1,005.56	121,491.23	1,910.14	77.0	47.7	36.2	61.4	31.7	38.4	43.3	N/A	N/A	N/A	25.7	74.5	46.2	0.0	54.9	(7.9)	(2.0)	1.3	(2.5)	34.0
Alibaba Grp-Adr	BABA US	248.13	665,664.07	3,680.58	9.1	7.0	5.5	30.4	26.0	20.1	25.4	N/A	N/A	6.1	5.0	8.6	6.6	0.0	44.6	29.3	23.9	2.6	(4.9)	20.8
Jd.Com Inc-Adr	JD US	61.49	95,625.65	747.20	1.2	0.9	0.8	24.1	19.9	17.4	20.5	N/A	N/A	7.4	5.8	1.1	0.9	0.0	14.6	2.1	7.9	N/A	(6.3)	31.6

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

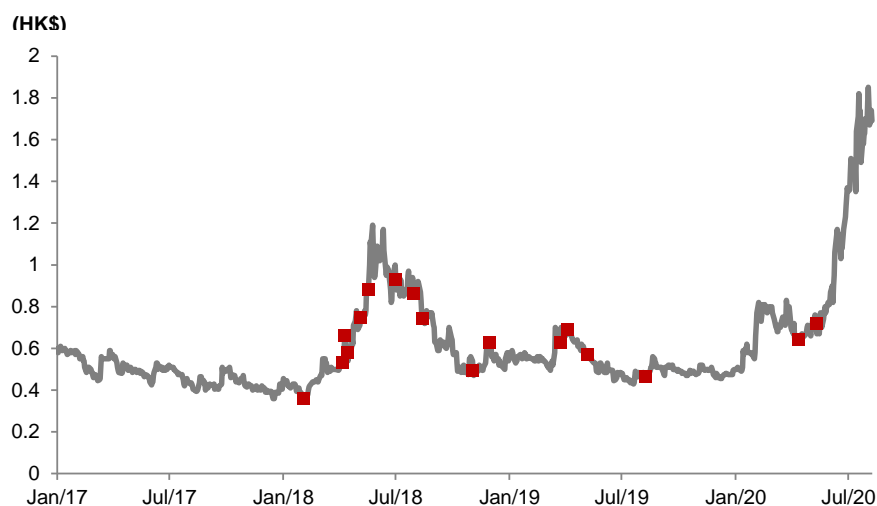
Source: Bloomberg, OP Research

Our recent reports

Date	Company / Sector	Ticker	Title	Rating	Analyst
30/07/2020	Viva Biotech	1873	Biotech PE model to reap more long term return	NR	Kevin Tam
21/07/2020	361 Degrees Intl	1361	Slow recovery in 2Q20 retail sales	BUY	Megan Jin
16/07/2020	Anta Sports	2020	More visible outlook of full revival	BUY	Megan Jin
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

Historical recommendations and target price: China Youzan (8083 HK)

(as of 11/08/2020)



Date	Rating	TP (HK\$)	Close (HK\$)	Date	Rating	TP (HK\$)	Close (HK\$)
1 04 Aug 2018	BUY	1.20	0.88	6 09 Apr 2019	BUY	0.95	0.63
2 16 Aug 2018	BUY	1.32	0.74	7 10 May 2019	BUY	0.85	0.57
3 06 Nov 2018	BUY	1.29	0.50	8 13 Aug 2019	BUY	0.82	0.47
4 03 Dec 2018	BUY	1.29	0.61	9 15 April 2020	BUY	0.88	0.64
5 28 Mar 2019	BUY	0.95	0.63	10 14 May 2020	BUY	0.90	0.72

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