

Equity Research Sportswear / China

### **Dallas Cai**

+852 2135 0248 dallas.cai@oriental-patron.com.hk

### Megan Jin

+852 2135 0209 megan.jin@oriental-patron.com.hk

# **Company Update**

## BUY

### **UNCHANGED**

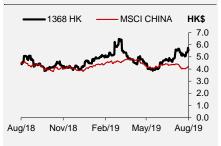
Close price: HK\$5.52 Target Price: HK\$6.50 (+18%) Prior TP: HK\$6.40

**Key Data** 

HKEx code		1368 HK
12 Months High	(HK\$)	6.74
12 Month Low	(HK\$)	3.81
3M Avg Dail Vol.	(mn)	8.48
Issue Share	(mn)	2,499.77
Market Cap	(HK\$mn)	13,798.72
Fiscal Year		31/12/2018
Major shareholder	· (s)	Ding Shuibo (54.10%)

Source: Company data, Bloomberg, OP Research Closing price are as of 21/08/2019

### **Price Chart**



	1mth	3mth	6mth
Absolute %	12.4	29.0	10.8
Rel. MSCI CHINA %	16.1	27.3	18.4

### PΕ



### **Company Profile**

Xtep International Holdings Ltd. designs, manufactures, and markets sportswear. The Company produces footwear, apparel, and accessories.

# Xtep Intl (1368 HK)

# 1H19 earnings beat on non-core items

- Xtep 1H19 revenue was up 23.0% yoy to RMB3,357mn with GPM 44.6%. Adjusted earnings was up 14.1% yoy to RMB402mn, beating our forecasts by 17.1% on other income items.
- We fine-tune our FY19/20E core earnings estimate by -3.7%/1.6% to RMB725mn/RMB895mn.
- Maintain BUY with TP tuned up to HK\$6.50 from HK\$6.40 based on same 16x FY20E P/E, at par to peers average.

**1H19 earnings beat on non-core items.** Xtep reported 1H19 results with revenue up 23.0% yoy to RMB3,357mn, of which footwear/apparel/accessories each registered 8.1%/50.4%/53.2% yoy growth respectively to RMB1,912mn/RMB1,356mn/RMB89mn, representing 57%/40.4%/2.6% revenue contribution. GPM edged up 0.9ppts to 44.6% mainly driven by 2.7ppts margin expansion in apparel. A&P expense ratio increased 1.1ppts to 13.4% due to greater efforts for celebrity endorsement and channel development. As a result, net earnings rose 14.1% yoy to RMB402mn after the adjustment of written back provision for trade receivables, beating our expectations by 17.1% mainly thanks to higher than expected FV gains from financial assets and government grants.

The mgmt recommended an interim dividend of HK\$12.5cents, implying payout ratio of 62% in 1H19. For FY19E full year, the mgmt maintained revenue guidance of 20% yoy growth.

We fine-tuned our FY19/20E core earnings estimates by -3.6%/+1.6% to RMB725mn/RMB895mn. We tune up our FY19E GPM by 1.6ppts to 44.5% mainly to reflect higher than expected margin in apparel products. We also revised up FY19E opex by 2.1% to RMB2,364mn due to (1) increased admin costs for acquisition, and (2) increased A&P outgoings. As a result, our FY19/20E diluted EPS is fined tuned by -3.7%/1.5% to HK\$0.330/HK\$0.408 respectively.

**Maintain BUY** We maintain BUY on Xtep with TP HK\$6.50 revised up from HK\$6.40 based on same 16x FY20E P/E, at par to peers average.

**Risks:** (1) Slower than expected retail growth (2) deflated consumer confidence due to slowing down macro economy, (3) execution risks in overseas expansion and the ramp-up of new acquired brands.

Exhibit 1: Forecast and	Valuation				
Year to Dec (RMB mn)	FY17	FY18	FY19E	FY20E	FY21E
Revenue	5,113.4	6,383.2	7,672.4	8,878.2	10,026.6
Growth (%)	(5.2)	24.8	20.2	15.7	12.9
Adjusted net profit	529.0	577.3	725.4	895.4	1,104.0
Growth (%)	0.2	9.1	25.7	23.4	23.3
Diluted EPS (HK\$)	0.298	0.324	0.330	0.408	0.503
EPS growth (%)	0.3	9.0	1.9	23.4	23.3
Change to previous EPS (%)			(3.7)	1.5	
Consensus EPS (HK\$)			0.384	0.449	
ROE (%)	8.0	12.4	12.9	12.7	14.8
P/E (x)	18.5	17.0	16.7	13.5	11.0
P/B (x)	1.9	1.9	1.8	1.7	1.6
Yield (%)	2.5	3.6	3.6	4.4	5.5
DPS (HK\$)	0.140	0.200	0.198	0.245	0.302

Source: Bloomberg, OP Research



<b>Exhibit</b>	2:	<b>Earnings</b>	Revision
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FY19E					FY20E		OP Comments
(RMB mn)	New	Old	% Chg	New	Old	% Chg	
Revenue	7,672	7,672	0.0	8,878	8,794	1.0	
Gross profit	3,414	3,361	1.6	3,906	3,869	1.0	On more contribution from apparel in the product mix
Gross margin	44.5%	43.8%	1.6	44.0%	44.0%	0.0	
Opex	(2,364)	(2,314)	2.1	(2,602)	(2,616)	(0.5)	
EBIT	1,217	1,153	5.6	1,411	1,360	3.8	
Ad. Net Profit	725	753	(3.6)	895	881	1.6	
Diluted EPS (HK\$)	0.330	0.343	(3.7)	0.408	0.402	1.5	

Source: OP Research



Exhibit 3: 1H19 results revi	ew							
(RMB mn)	1H18	2H18A	1H19A	1H19E	Act/Est (%)	2H19E	FY18	FY19E
Revenue	2,729	3,654	3,357	3,275	2.5%	4,315	6,383	7,672
COGS	(1,536)	(2,019)	(1,860)	(1,867)	-0.4%	(2,399)	(3,555)	(4,258)
Gross profit	1,193	1,635	1,497	1,408	6.3%	1,917	2,828	3,414
Other income & gains	143	53	138	54	155.4%	29	196	167
Selling exp	(480)	(877)	(637)	(622)	2.3%	(1,032)	(1,357)	(1,669)
Admin exp excl R&D	(194)	(263)	(200)	(229)	-12.5%	(311)	(456)	(511)
R&D	(70)	(96)	(81)	(80)	0.7%	(104)	(166)	(184)
Operating profit (EBIT)	592	452	717	531	35.2%	500	1,044	1,217
Provisions or other items	0	0	0	0	n.a.	0	0	0
Interest income	28	45	27	30	-10.1%	39	72	66
Finance costs	(69.2)	(71.3)	(62)	(70.0)	-11.1%	(81.8)	(141)	(144)
Profit after financing costs	551	426	682	491	39.0%	457	976	1,139
Associated cos	0	0	(1)	0	n.a.	1	0	0
Jointly controlled cos	0	0	0	0	n.a.	0	0	0
Pre-tax profit	551	426	681	491	38.8%	458	976	1,139
Tax	(175)	(131)	(218)	(147)	48.2%	(124)	(306)	(342)
Minority interests	(0)	(12.98)	0	0.00	n.a.	(11.23)	(13)	(11)
Profit from discontinued operations	0.00	0.00	0	0.00	n.a.	0.00	0	0
Net profit	375	281	463	343	34.8%	323	657	786
Adjusted net profit*	352	225	402	343	17.1%	323	577	725
НоН%								
Revenue	-33%	34%	-8%	-10%	n.a.	29%		
Gross profit	-3%	37%	-8%	-14%	n.a.	28%		
Net profit	283%	-25%	65%	22%	n.a.	-30%		
YoY%								
Revenue	18%	-10%	23%	20%	n.a.	18%	24.8%	20.2%
Gross profit	17%	33%	25%	18%	n.a.	17%	26.0%	20.7%
Net profit	21%	188%	23%	-8%	n.a.	15%	60.9%	19.8%
Adjusted net profit	14%	130%	14%	92%	n.a.	44%	41.5%	25.7%
Key ratios					(in ppts)			
GPM	43.7%	44.7%	44.6%	43.0%	1.60	44.4%	44.3%	44.5%
Selling exp	17.6%	24.0%	19.0%	19.0%	(0.03)	23.9%	21.3%	21.7%
Admin exp	7.1%	7.2%	6.0%	7.0%	(1.03)	7.2%	7.2%	6.7%
EIT	31.8%	30.8%	32.0%	30.0%	2.04	27.0%	31.4%	30.0%
Net margin	13.7%	7.7%	13.8%	10.5%	3.30	7.5%	10.3%	10.2%
Adjusted net margin	12.9%	6.2%	12.0%	10.5%	1.49	7.5%	9.0%	9.5%

<sup>\*</sup>Adjusted for written back provision for trade receivables.

Source: OP Research



**Financial Summary** 

Financial Summa	ıry										
Year to Dec	FY17	FY18	FY19E	FY20E	FY21E	Year to Dec	FY17	FY18	FY19E	FY20E	FY21E
Income Statement (RMB mn)						Ratios					
Footwear	3,258	3,925	4,220	4,705	5,114	Gross margin (%)	43.9	44.3	44.5	44.0	44.0
Apparel	1,759	2,327	3,238	3,906	4,612	Operating margin (%)	14.2	16.4	15.9	15.9	17.0
Accessories	96	131	215	266	301	Net margin (%)	8.0	10.3	10.2	10.1	11.0
Turnover	5,113	6,383	7,672	8,878	10,027	Selling & dist'n exp/Sales (%)	17.8	21.3	21.7	20.3	19.1
YoY%	(5.2)	24.8	20.2	15.7	12.9	Admin exp/Sales (%)	12.2	7.2	6.7	6.6	6.6
COGS	(2,869)	(3,555)	(4,258)	(4,972)	(5,615)	Salaries/Sales (%)	12.1	11.6	11.5	11.5	11.4
Gross profit	2,244	2,828	3,414	3,906	4,412	A&P/Sales (%)	12.9 2.8	15.2	16.2	15.0	14.0
Gross margin Other income	43.9% 158	44.3% 196	44.5% 167	44.0% 107	44.0% 107	R&D/Sales (%) Payout ratio (%)	2.6 101.4	2.6 59.5	2.4 60.0	2.4 60.0	2.4 60.0
Selling & distribution		(1,357)	(1,669)	(1,800)	(1,919)	Effective tax (%)	33.5	31.4	30.0	28.0	28.0
Admin	(623)	(456)	(511)	(589)	(658)	Total debt/equity (%)	35.4	36.5	28.5	26.9	25.2
, commi	(020)	(100)	(011)	(000)	(000)	Total debuggary (76)	Net	Net	Net	Net	Net
R&D	(143)	(166)	(184)	(213)	(241)	Net debt/equity (%)	cash	cash	cash	cash	cash
Other opex	` ó	` ó	Ó	` ó	` ó	Current ratio (x)	3.2	2.5	2.1	2.1	2.1
Total opex	(1,678)	(1,980)	(2,364)	(2,602)	(2,817)	Quick ratio (x)	2.9	2.2	1.9	1.9	1.9
Operating profit (EBIT)	725	1,044	1,217	1,411	1,701	Inventory T/O (days)	91	86	86	86	86
Operating margin	14.2%	16.4%	15.9%	15.9%	17.0%	AR T/O (days)	129	121	120	117	115
Provisions	0	0	0	0	0	AP T/O (days)	131	90	90	90	90
Interest Income	52	72	66	64	68	Cash conversion cycle (days)	90	117	116	113	111
Finance costs	(106)	(141)	(144)	(144)	(144)	Asset turnover (x)	0.6	0.7	0.7	0.8	0.8
Profit after financing costs	671	976	1,139	1,331	1,625	Financial leverage (x)	1.7	1.7	1.7	1.7	1.7
Associated companies & JVs	0	0	0	(50)	(50)	EBIT margin (%)	14.2	16.4	15.9	15.9	17.0
Pre-tax profit	671	976	1,139	1,281	1,575	Interest burden (x)	0.9	0.9	0.9	0.9	0.9
Tax	(224)	(306)	(342)	(373)	(455)	Tax burden (x)	0.6	0.7	0.7	0.7	0.7
Minority interests	(38)	(13)	(11)	(13)	(16)	Return on equity (%)	8.0	12.4	12.9	12.7	14.8
Profit from discontinued operations	0	0	700	0	0	ROIC (%)	19.9	26.2	21.5	20.2	23.4
Net profit YoY%	<b>408</b> (23)	<b>657</b> 61	<b>786</b> 20	<b>895</b> 14	<b>1,104</b> 23	Year to Dec	FY17	EV10	EV10E	FY20E	EV21E
Adjusted net profit	529	577	725	895	1,104	Balance Sheet (RMB mn)	F117	F110	FIISE	FIZUE	FIZIE
YoY%	0	9	26	23	23	Fixed assets	686	677	698	725	757
Adjusted net margin	10.3%	9.0%	9.5%	10.1%	11.0%	Intangible assets & goodwill	8	8	6	4	3
EBITDA	783	1,126	1,286	1,486	1,785	Associated companies & JVs	0	0	0	(50)	(100)
EBITDA margin	15.3%	17.6%	16.8%	16.7%	17.8%	Long-term investments	267	339	2,339	2,339	2,339
EPS (RMB)	0.184	0.295	0.311	0.355	0.437	Other non-current assets	92	114	114	114	114
YoY%	0	9	2	23	23	Non-current assets	1,052	1,139	3,157	3,133	3,114
DPS (HK\$)	0.140	0.200	0.198	0.245	0.302						
						Inventories	718	836	836	1,001	1,169
Year to Dec	FY17	FY18	FY19E	FY20E	FY21E	AR	1,807	2,115	2,522	2,846	3,159
Cash Flow (RMB mn)	700	4 400	4 000	4 400	4 705	Prepayments & deposits	572	727	874	1,012	1,143
EBITDA	783	1,126	1,286	1,486	1,785	Other current assets	953	1,186	1,186	1,186	1,186
Chg in working cap	(119)	(513)	(206)	(287)	(298)	Cash Current assets	3,832	3,196	2,773	2,955	3,269
Others	205	(94)	1.070	1 100	0	Current assets	7,882	8,060	8,191	8,999	9,925
Operating cash Interest received	<b>868</b> (51)	<b>518</b> (55)	<b>1,079</b> 66	<b>1,199</b> 64	<b>1,487</b> 68	AP	1,028	970	1,053	1,229	1,388
Tax	(259)	(309)	(54)	(342)	(373)	Tax	66	879 54	342	373	455
Net cash from operations	558	154	1,091	922	1,182	Accruals & other payables	565	861	1.035	1,198	1,353
Net dush from operations	000	.0-	1,001	322	1,102	Bank loans & leases	831	1,483	1,483	1,483	1,483
Capex	(123)	(72)	(87)	(101)	(114)	CB & othe debts	0	0	0	0	0
Investments	(75)	` '	(2,000)	0	0	Other current liabilities	0	1	1	1	1
Change in short-term bank deposits	447	(234)	Ó	0	0	Current liabilities	2,489	3,278	3,913	4,283	4,679
Sales of assets	63	` 83	0	0	0		•	,	,	•	•
Interests received	0	0	0	0	0	Bank loans & leases	1,019	461	461	461	461
Others	(37)	24	0	0	0	CB & othe debts	0	0	0	0	0
Investing cash	275	(281)	(2,087)	(101)	(114)	Deferred tax & others	97	129	129	129	129
FCF	833	(127)	(996)	821	1,068	MI	108	5	16	29	45
Issue of shares	7	59	1,178	0	0	Non-current liabilities	1,224	595	606	619	635
Buy-back	0	(89)	0	0	0						
Minority interests	0	(4)	0	0	0	Total net assets	5,221	5,326	6,830	7,231	7,724
Dividends paid	(271)	(459)	(461)	(495)	(610)					= 65.	
Net change in bank loans	421	(10)	0	0	0	Shareholder's equity	5,221		6,830	•	7,724
Others	(3)	(7)	(144)	(144)	(144)	Share capital	20	20	20	20	20
Financing cash	154	(511)	573	(639)	(754)	Reserves	5,201	5,306	6,810	7,211	7,705
Net change in cash	987	(637)	(423)	182	314	BVPS (HK\$)	2.94	2.97	3.14	3.33	3.55
Exchange rate or other Adj	(1)	2 922	2 106	2 773	0	Total dobto	1 050	1 044	1 044	1 044	1 044
Opening cash	2,847	3,832	3,196	2,773	2,955	Total debts	1,850	1,944	1,944	1,944	1,944
Closing cash	3,832 0.314	3,196	2,773 0.497	2,955	3,269 0.538	Net cash/(debts)	2,934	2,438	2,015	2,197	2,511
CFPS (HK\$)	0.314	0.087	0.49/	0.420	0.538						

Source: Company, OP Research



**Exhibit 4: Peer Group Comparison** 

|                |  |  |   | DED   | DED.  
   
  | DED   |  
   
  |   |  
   
  |  | D'   | S  | D/D   | D/D  | <b>5</b> 1//  | <b>-</b>   
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  |  | •   | _   |   |   |   |        |
| Ticker         | Price  | (US\$m)  | t/o (US\$m)   | (x)   | (x)   
   
  | (x)   | YoY%   
   
  | YoY%  | Cagr (%)   
   
  | (x)  | (%)  | (%)  | (x)   | (x)  | Hist  | Cur Yr   
  | Hist (%)   | (%)   | Hist (%)  | (%)   | (%)   | %   | %      |
| 1368 HK        | 5.52   | 1,760  | 5.2   | 17.0  | 16.7  
   
  | 13.5  | 1.9  
   
  | 23.4  | 23.8   
   
  | 0.7  | 3.6  | 3.6  | 1.9   | 1.8  | 8.8   | 9.2  
  | Net cash   | 44.3  | 10.3  | 12.4  | 12.9  | 13.6  | 25.5   |
| 2              | 26,270.04  |  |   | 10.4  | 10.5  
   
  | 9.8   | (0.7)  
   
  | 7.2   | 4.8  
   
  | 2.21   | 3.7  | 3.9  | 1.18  | 1.15 |   |  
  |  |   |   | 11.3  | 10.9  | (8.7)   | (5.0)  |
| 1              | 0,177.29   |  |   | 8.2   | 8.2   
   
  | 7.6   | 0.6  
   
  | 7.3   | 5.6  
   
  | 1.47   | 3.9  | 4.1  | 0.99  | 1.01 |   |  
  |  |   |   | 12.1  | 12.3  | (6.7)   | (4.3)  |
|                | 3,781.76   |  |   | 13.8  | 12.0  
   
  | 10.5  | 14.9   
   
  | 14.3  | 13.2   
   
  | 0.9  | 2.3  | 2.5  | 1.8   | 1.6  |   | |
  |  |   |   | 12.7  | 13.5  | (0.7)   | 3.1    |
| Domestic peers |  |  |   |   |   
   
  |   |  
   
  |   |  
   
  |  |  |  |   |      |   |  
  |  |   |   |   |   |   |        |
| •              |  |  |   | 21.3  | 19.6  
   
  | 16.8  | 48.1   
   
  | 21.3  | 25.5   
   
  | 0.9  | 1.7  | 4.5  | 2.3   | 3.2  | 17.5  | 11.1   
  | 6.6  | 45.0  | 9.6   | 12.8  | 10.8  | 3.7   | 4.9    |
| 1361 HK        | 1.52   | 401  | 0.2   | 9.3   | 7.1   
   
  | 6.2   | 32.0   
   
  | 13.4  | 17.3   
   
  | 0.4  | 5.0  | 6.1  | 0.5   | 0.5  | (0.2)   | (0.2)  
  | 0.0  | 40.6  | 5.9   | 5.5   | 6.5   | 9.4   | 8.6    |
| 2020 HK        | 62.20  | 21,428   | 51.3  | 36.7  | 28.5  
   
  | 23.3  | 28.5   
   
  | 22.5  | 23.0   
   
  | 1.2  | 1.3  | 1.3  | 9.5   | 7.7  | 23.7  | 19.1   
  | 0.0  | 52.6  | 17.0  | 27.8  | 29.6  | 10.6  | 25.2   |
| 2331 HK        | 21.95  | 6,458  | 34.2  | 66.7  | 36.1  
   
  | 30.1  | 84.9   
   
  | 20.1  | 41.9   
   
  | 0.9  | 0.5  | 0.9  | 7.1   | 6.8  | 35.1  | 22.7   
  | 0.0  | 48.1  | 6.8   | 20.9  | 20.7  | 13.4  | 73.9   |
| 3813 HK        | 2.49   | 1,701  | 0.8   | 21.6  | 16.3  
   
  | 12.6  | 32.8   
   
  | 29.0  | 28.4   
   
  | 0.6  | 1.0  | 1.3  | 1.7   | 1.6  | 10.3  | 7.4  
  | 39.8   | 33.5  | 2.4   | 8.2   | 9.4   | 23.9  | 39.9   |
| 3818 HK        | 0.86   | 646  | 0.5   | 14.2  | 7.0   
   
  | 9.8   | 102.2  
   
  | (28.2)  | N/A  
   
  | N/A  | 9.7  | 12.9   | 0.5   | 0.4  | 15.4  | 3.0  
  | 0.0  | 57.3  | 18.5  | 3.3   | 6.4   | (14.3)  | (13.5) |
| 002875 CH      | 17.30  | 323  | 7.9   | 24.5  | 22.7  
   
  | 18.7  | 8.1  
   
  | 21.5  | 16.9   
   
  | 1.3  | 0.9  | N/A  | 2.6   | 2.4  | 20.7  | 14.6   
  | 0.0  | 55.0  | 6.9   | 11.1  | 10.7  | (6.8)   | (6.0)  |
| 603555 CH      | 4.34   | 386  | 3.3   | N/A   | N/A   
   
  | N/A   | N/A  
   
  | N/A   | N/A  
   
  | N/A  | N/A  | N/A  | 1.7   | N/A  | (17.3)  | N/A  
  | 146.8  | 28.0  | (24.6)  | (37.6)  | N/A   | (10.1)  | (24.5) |
|                |  |  |   |   |   
   
  |   |  
   
  |   |  
   
  |  |  |  |   |      |   |  
  |  |   |   |   |   |   |        |
| •              |  |  |   | 41.7  | 37.5  
   
  | 30.2  | 24.0   
   
  | 18.0  | 19.7   
   
  | 1.72   | 0.9  | 0.7  | 9.76  | 8.70 | 23.4  | 19.4   
  | 0.0  | 49.0  | 7.2   | 25.0  | 27.3  | (6.8)   | 0.7    |
| NKE US         | 80.53  | 126,182  | 532.3   | 31.6  | 27.7  
   
  | 23.7  | 13.9   
   
  | 16.8  | 15.7   
   
  | 1.8  | 1.1  | 1.1  | 14.0  | 12.4 | 22.8  | 20.0   
  | 0.0  | 44.7  | 10.3  | 42.7  | 46.8  | (7.0)   | (3.7)  |
| UAA US         | 18.55  | 7,926  | 117.7   | N/A   | 54.7  
   
  | 38.6  | N/A  
   
  | 41.6  | (286.2)  
   
  | N/A  | N/A  | 0.0  | 4.1   | 3.8  | 56.0  | 20.8   
  | 8.5  | 45.1  | (0.9)   | 4.3   | 7.1   | (31.2)  | (22.3) |
| LULU US        | 179.67   | 23,407   | 348.0   | 49.5  | 38.7  
   
  | 32.5  | 27.9   
   
  | 19.0  | 21.3   
   
  | 1.8  | N/A  | 0.0  | 17.1  | 14.6 | 28.4  | 24.2   
  | 0.0  | 55.2  | 14.7  | 33.7  | 40.0  | (4.4)   | 1.8    |
| ADS GR         | 264.35   | 58,824   | 151.6   | 31.3  | 26.9  
   
  | 23.8  | 16.3   
   
  | 12.9  | 14.8   
   
  | 1.8  | 1.3  | 1.5  | 7.9   | 7.2  | 18.2  | 15.0   
  | 0.0  | 51.9  | 7.8   | 30.5  | 28.6  | (5.4)   | 2.5    |
| PUM GR         | 68.40  | 11,454   | 19.2  | 54.5  | 39.5  
   
  | 32.0  | 38.0   
   
  | 23.4  | 27.0   
   
  | 1.5  | 0.5  | 0.7  | 5.7   | 5.5  | 24.2  | 17.2   
  | 0.0  | 48.4  | 4.0   | 13.8  | 14.2  | 13.7  | 25.4   |
|                | 1361 HK<br>2020 HK<br>2331 HK<br>3813 HK<br>3818 HK<br>002875 CH<br>603555 CH<br>NKE US<br>UAA US<br>LULU US<br>ADS GR | 1368 HK 5.52<br>26,270.04<br>10,177.29<br>3,781.76<br>1361 HK 1.52<br>2020 HK 62.20<br>2331 HK 21.95<br>3813 HK 2.49<br>3818 HK 0.86<br>002875 CH 17.30<br>603555 CH 4.34<br>NKE US 80.53<br>UAA US 18.55<br>LULU US 179.67<br>ADS GR 264.35 | Ticker Price (US\$m)  1368 HK 5.52 1,760  26,270.04  10,177.29 3,781.76  1361 HK 1.52 401 2020 HK 62.20 21,428 2331 HK 21.95 6,458 3813 HK 2.49 1,701 3818 HK 0.86 646 002875 CH 17.30 323 603555 CH 4.34 386  NKE US 80.53 126,182 UAA US 18.55 7,926 LULU US 179.67 23,407 ADS GR 264.35 58,824 | 1368 HK 5.52 1,760 5.2 26,270.04 10,177.29 3,781.76  1361 HK 1.52 401 0.2 2020 HK 62.20 21,428 51.3 2331 HK 21.95 6,458 34.2 3813 HK 2.49 1,701 0.8 3818 HK 0.86 646 0.5 002875 CH 17.30 323 7.9 603555 CH 4.34 386 3.3  NKE US 80.53 126,182 532.3 UAA US 18.55 7,926 117.7 LULU US 179.67 23,407 348.0 ADS GR 264.35 58,824 151.6 | Ticker         Price         (US\$m)         t/o (US\$m)         (x)           1368 HK         5.52         1,760         5.2         17.0           26,270.04          10.4           10,177.29         8.2         3,781.76         13.8           26,270.04          13.8           26,270.04          13.8           20,177.29         8.2         3.3           381.76          21.3           13.8          21.3           1361 HK         1.52         401         0.2         9.3           2020 HK         62.20         21,428         51.3         36.7           2331 HK         21.95         6,458         34.2         66.7           3813 HK         2.49         1,701         0.8         21.6           3818 HK         0.86         646         0.5         14.2           002875 CH         17.30         323         7.9         24.5           603555 CH         4.34         386         3.3         N/A           VA         80.53         126,182         532.3         31.6           UAA US         18.55         7,926 <td>Ticker         Price         Mkt cap         3-mth avg         Hist         FY1           1368 HK         5.52         1,760         5.2         17.0         16.7           26,270.04         10,177.29         8.2         8.2         8.2           3,781.76         13.8         12.0         13.8         12.0           1361 HK         1.52         401         0.2         9.3         7.1           2020 HK         62.20         21,428         51.3         36.7         28.5           2331 HK         21.95         6,458         34.2         66.7         36.1           3813 HK         2.49         1,701         0.8         21.6         16.3           3818 HK         0.86         646         0.5         14.2         7.0           002875 CH         17.30         323         7.9         24.5         22.7           603555 CH         4.34         386         3.3         N/A         N/A           NKE US         80.53         126,182         532.3         31.6         27.7           UAA US         18.55         7,926         117.7         N/A         54.7           LULU US         179.67         2</td> <td>Ticker         Price         Mkt cap (US\$m)         3-mth avg (V)         Hist (x)         FY1 (x)         K2 (x)           1368 HK         5.52         1,760         5.2         17.0         16.7         13.5           26,270.04         10.177.29         8.2         8.2         8.2         7.6           3,781.76         13.8         12.0         10.5           1361 HK         1.52         401         0.2         9.3         7.1         6.2           2020 HK         62.20         21,428         51.3         36.7         28.5         23.3           2331 HK         21.95         6,458         34.2         66.7         36.1         30.1           3813 HK         2.49         1,701         0.8         21.6         16.3         12.6           3818 HK         0.86         646         0.5         14.2         7.0         9.8           002875 CH         17.30         323         7.9         24.5         22.7         18.7           603555 CH         4.34         386         3.3         N/A         N/A         N/A           VA         18.55         7,926         117.7         N/A         54.7         38.6     <td>Ticker         Price         (US\$m)         3-mth avg         Hist         FY1         FY2 EPS FY1 II           1368 HK         5.52         1,760         5.2         17.0         16.7         13.5         1.9           26,270.04         10,177.29         8.2         10.4         10.5         9.8         (0.7)           3,781.76         10.4         10.5         9.8         (0.7)           4.0         10,177.29         8.2         8.2         7.6         0.6           3,781.76         13.8         12.0         10.5         14.9           4.0         1.52         401         0.2         9.3         7.1         6.2         32.0           2020 HK         62.20         21,428         51.3         36.7         28.5         23.3         28.5           2331 HK         21.95         6,458         34.2         66.7         36.1         30.1         84.9           3813 HK         2.49         1,701         0.8         21.6         16.3         12.6         32.8           3818 HK         0.86         646         0.5         14.2         7.0         9.8         102.2           002875 CH         17.30         32</td><td>Ticker         Price         Mkt cap (US\$m)         3-mth avg (V)         Hist (X)         FY1         FY2 FSFY1 FSFY2         FY3 YoY%           1368 HK         5.52         1,760         5.2         17.0         16.7         13.5         1.9         23.4           10,177.29         4         10.4         10.5         9.8         (0.7)         7.2           3,781.76         5         13.8         12.0         10.5         14.9         14.3           1361 HK         1.52         401         0.2         9.3         7.1         6.2         32.0         13.4           2020 HK         62.20         21,428         51.3         36.7         28.5         23.3         28.5         22.5           2331 HK         21.95         6,458         34.2         66.7         36.1         30.1         84.9         20.1           3813 HK         2.49         1,701         0.8         21.6         16.3         12.6         32.8         22.0           3818 HK         0.86         646         0.5         14.2         7.0         9.8         102.2         (28.2)           002875 CH         17.30         323         7.9         24.5         22.7<td>Ticker         Price (US\$m)         3-mth avg (US\$m)         Hist (N US\$m)         FY1         FY2 FS FY1         FSF2         3-yr FS PS PS</td><td>Ticker         Price (US\$m)         3-mth avg (US\$m)         Hist (X)         FY1         FY2 FY1         FY2 DYN         2-Yr EPS         PEG           1368 HK         5.52         1,760         5.2         17.0         16.7         13.5         1.9         23.4         23.8         0.7           26,270.04        </td><td>Ticker         Price (US\$m)         Jo (US\$m)         Hist (US\$m)         FY1         FY2 FY1         FS FY1         FS FY2         27 FPS         PEG         Hist (%)         Hist (%)         (%)         (%)         YoY%         YoY%         Cagr (%)         (%)</td><td>  Microport   Mic</td><td>                                     </td><td>  Note   Note  </td><td>Ticker         Price         US\$ml         Joanne with august 10 (US\$ml)         Hist (WS\$ml)         FY1         FY1         FY1         FY1         FY1         FY1         Hist (WS\$ml)         Hist (WS\$ml)         Hist (WS\$ml)         Hist (WS\$ml)         Hist (WS\$ml)         Yo         Yo         YoY%         &lt;</td><td>Ticker         Price (US\$m)         3-mit or (US\$m)         FY1         FY2         FY2 FY1         FS FY1         2-FY2         PEG         Hist         FY1         Hist         FY1         Ebital         Ebital         Ebital         Ebital         Ebital         Ticker         FY1         Pice         With         VCW         VCW</td><td>Ticker Price (US\$m) to (US\$m) to (US\$m) (x) (x) (x) (x) (x) (x) (x) (x) (x) (x</td><td>  Ticker   Price   Pr</td><td>  Ticket   Pick   Pick</td><td>  Miles   Mil</td><td>  Mile   Mile  </td><td>  Micro</td></td></td> | Ticker         Price         Mkt cap         3-mth avg         Hist         FY1           1368 HK         5.52         1,760         5.2         17.0         16.7           26,270.04         10,177.29         8.2         8.2         8.2           3,781.76         13.8         12.0         13.8         12.0           1361 HK         1.52         401         0.2         9.3         7.1           2020 HK         62.20         21,428         51.3         36.7         28.5           2331 HK         21.95         6,458         34.2         66.7         36.1           3813 HK         2.49         1,701         0.8         21.6         16.3           3818 HK         0.86         646         0.5         14.2         7.0           002875 CH         17.30         323         7.9         24.5         22.7           603555 CH         4.34         386         3.3         N/A         N/A           NKE US         80.53         126,182         532.3         31.6         27.7           UAA US         18.55         7,926         117.7         N/A         54.7           LULU US         179.67         2 | Ticker         Price         Mkt cap (US\$m)         3-mth avg (V)         Hist (x)         FY1 (x)         K2 (x)           1368 HK         5.52         1,760         5.2         17.0         16.7         13.5           26,270.04         10.177.29         8.2         8.2         8.2         7.6           3,781.76         13.8         12.0         10.5           1361 HK         1.52         401         0.2         9.3         7.1         6.2           2020 HK         62.20         21,428         51.3         36.7         28.5         23.3           2331 HK         21.95         6,458         34.2         66.7         36.1         30.1           3813 HK         2.49         1,701         0.8         21.6         16.3         12.6           3818 HK         0.86         646         0.5         14.2         7.0         9.8           002875 CH         17.30         323         7.9         24.5         22.7         18.7           603555 CH         4.34         386         3.3         N/A         N/A         N/A           VA         18.55         7,926         117.7         N/A         54.7         38.6 <td>Ticker         Price         (US\$m)         3-mth avg         Hist         FY1         FY2 EPS FY1 II           1368 HK         5.52         1,760         5.2         17.0         16.7         13.5         1.9           26,270.04         10,177.29         8.2         10.4         10.5         9.8         (0.7)           3,781.76         10.4         10.5         9.8         (0.7)           4.0         10,177.29         8.2         8.2         7.6         0.6           3,781.76         13.8         12.0         10.5         14.9           4.0         1.52         401         0.2         9.3         7.1         6.2         32.0           2020 HK         62.20         21,428         51.3         36.7         28.5         23.3         28.5           2331 HK         21.95         6,458         34.2         66.7         36.1         30.1         84.9           3813 HK         2.49         1,701         0.8         21.6         16.3         12.6         32.8           3818 HK         0.86         646         0.5         14.2         7.0         9.8         102.2           002875 CH         17.30         32</td> <td>Ticker         Price         Mkt cap (US\$m)         3-mth avg (V)         Hist (X)         FY1         FY2 FSFY1 FSFY2         FY3 YoY%           1368 HK         5.52         1,760         5.2         17.0         16.7         13.5         1.9         23.4           10,177.29         4         10.4         10.5         9.8         (0.7)         7.2           3,781.76         5         13.8         12.0         10.5         14.9         14.3           1361 HK         1.52         401         0.2         9.3         7.1         6.2         32.0         13.4           2020 HK         62.20         21,428         51.3         36.7         28.5         23.3         28.5         22.5           2331 HK         21.95         6,458         34.2         66.7         36.1         30.1         84.9         20.1           3813 HK         2.49         1,701         0.8         21.6         16.3         12.6         32.8         22.0           3818 HK         0.86         646         0.5         14.2         7.0         9.8         102.2         (28.2)           002875 CH         17.30         323         7.9         24.5         22.7<td>Ticker         Price (US\$m)         3-mth avg (US\$m)         Hist (N US\$m)         FY1         FY2 FS FY1         FSF2         3-yr FS PS PS</td><td>Ticker         Price (US\$m)         3-mth avg (US\$m)         Hist (X)         FY1         FY2 FY1         FY2 DYN         2-Yr EPS         PEG           1368 HK         5.52         1,760         5.2         17.0         16.7         13.5         1.9         23.4         23.8         0.7           26,270.04        </td><td>Ticker         Price (US\$m)         Jo (US\$m)         Hist (US\$m)         FY1         FY2 FY1         FS FY1         FS FY2         27 FPS         PEG         Hist (%)         Hist (%)         (%)         (%)         YoY%         YoY%         Cagr (%)         (%)</td><td>  Microport   Mic</td><td>                                     </td><td>  Note   Note  </td><td>Ticker         Price         US\$ml         Joanne with august 10 (US\$ml)         Hist (WS\$ml)         FY1         FY1         FY1         FY1         FY1         FY1         Hist (WS\$ml)         Hist (WS\$ml)         Hist (WS\$ml)         Hist (WS\$ml)         Hist (WS\$ml)         Yo         Yo         YoY%         &lt;</td><td>Ticker         Price (US\$m)         3-mit or (US\$m)         FY1         FY2         FY2 FY1         FS FY1         2-FY2         PEG         Hist         FY1         Hist         FY1         Ebital         Ebital         Ebital         Ebital         Ebital         Ticker         FY1         Pice         With         VCW         VCW</td><td>Ticker Price (US\$m) to (US\$m) to (US\$m) (x) (x) (x) (x) (x) (x) (x) (x) (x) (x</td><td>  Ticker   Price   Pr</td><td>  Ticket   Pick   Pick</td><td>  Miles   Mil</td><td>  Mile   Mile  </td><td>  Micro</td></td> | Ticker         Price         (US\$m)         3-mth avg         Hist         FY1         FY2 EPS FY1 II           1368 HK         5.52         1,760         5.2         17.0         16.7         13.5         1.9           26,270.04         10,177.29         8.2         10.4         10.5         9.8         (0.7)           3,781.76         10.4         10.5         9.8         (0.7)           4.0         10,177.29         8.2         8.2         7.6         0.6           3,781.76         13.8         12.0         10.5         14.9           4.0         1.52         401         0.2         9.3         7.1         6.2         32.0           2020 HK         62.20         21,428         51.3         36.7         28.5         23.3         28.5           2331 HK         21.95         6,458         34.2         66.7         36.1         30.1         84.9           3813 HK         2.49         1,701         0.8         21.6         16.3         12.6         32.8           3818 HK         0.86         646         0.5         14.2         7.0         9.8         102.2           002875 CH         17.30         32 | Ticker         Price         Mkt cap (US\$m)         3-mth avg (V)         Hist (X)         FY1         FY2 FSFY1 FSFY2         FY3 YoY%           1368 HK         5.52         1,760         5.2         17.0         16.7         13.5         1.9         23.4           10,177.29         4         10.4         10.5         9.8         (0.7)         7.2           3,781.76         5         13.8         12.0         10.5         14.9         14.3           1361 HK         1.52         401         0.2         9.3         7.1         6.2         32.0         13.4           2020 HK         62.20         21,428         51.3         36.7         28.5         23.3         28.5         22.5           2331 HK         21.95         6,458         34.2         66.7         36.1         30.1         84.9         20.1           3813 HK         2.49         1,701         0.8         21.6         16.3         12.6         32.8         22.0           3818 HK         0.86         646         0.5         14.2         7.0         9.8         102.2         (28.2)           002875 CH         17.30         323         7.9         24.5         22.7 <td>Ticker         Price (US\$m)         3-mth avg (US\$m)         Hist (N US\$m)         FY1         FY2 FS FY1         FSF2         3-yr FS PS PS</td> <td>Ticker         Price (US\$m)         3-mth avg (US\$m)         Hist (X)         FY1         FY2 FY1         FY2 DYN         2-Yr EPS         PEG           1368 HK         5.52         1,760         5.2         17.0         16.7         13.5         1.9         23.4         23.8         0.7           26,270.04        </td> <td>Ticker         Price (US\$m)         Jo (US\$m)         Hist (US\$m)         FY1         FY2 FY1         FS FY1         FS FY2         27 FPS         PEG         Hist (%)         Hist (%)         (%)         (%)         YoY%         YoY%         Cagr (%)         (%)</td> <td>  Microport   Mic</td> <td>                                     </td> <td>  Note   Note  </td> <td>Ticker         Price         US\$ml         Joanne with august 10 (US\$ml)         Hist (WS\$ml)         FY1         FY1         FY1         FY1         FY1         FY1         Hist (WS\$ml)         Hist (WS\$ml)         Hist (WS\$ml)         Hist (WS\$ml)         Hist (WS\$ml)         Yo         Yo         YoY%         &lt;</td> <td>Ticker         Price (US\$m)         3-mit or (US\$m)         FY1         FY2         FY2 FY1         FS FY1         2-FY2         PEG         Hist         FY1         Hist         FY1         Ebital         Ebital         Ebital         Ebital         Ebital         Ticker         FY1         Pice         With         VCW         VCW</td> <td>Ticker Price (US\$m) to (US\$m) to (US\$m) (x) (x) (x) (x) (x) (x) (x) (x) (x) (x</td> <td>  Ticker   Price   Pr</td> <td>  Ticket   Pick   Pick</td> <td>  Miles   Mil</td> <td>  Mile   Mile  </td> <td>  Micro</td> | Ticker         Price (US\$m)         3-mth avg (US\$m)         Hist (N US\$m)         FY1         FY2 FS FY1         FSF2         3-yr FS PS | Ticker         Price (US\$m)         3-mth avg (US\$m)         Hist (X)         FY1         FY2 FY1         FY2 DYN         2-Yr EPS         PEG           1368 HK         5.52         1,760         5.2         17.0         16.7         13.5         1.9         23.4         23.8         0.7           26,270.04 | Ticker         Price (US\$m)         Jo (US\$m)         Hist (US\$m)         FY1         FY2 FY1         FS FY1         FS FY2         27 FPS         PEG         Hist (%)         Hist (%)         (%)         (%)         YoY%         YoY%         Cagr (%)         (%) | Microport   Mic |      | Note   Note | Ticker         Price         US\$ml         Joanne with august 10 (US\$ml)         Hist (WS\$ml)         FY1         FY1         FY1         FY1         FY1         FY1         Hist (WS\$ml)         Hist (WS\$ml)         Hist (WS\$ml)         Hist (WS\$ml)         Hist (WS\$ml)         Yo         Yo         YoY%         < | Ticker         Price (US\$m)         3-mit or (US\$m)         FY1         FY2         FY2 FY1         FS FY1         2-FY2         PEG         Hist         FY1         Hist         FY1         Ebital         Ebital         Ebital         Ebital         Ebital         Ticker         FY1         Pice         With         VCW         VCW | Ticker Price (US\$m) to (US\$m) to (US\$m) (x) (x) (x) (x) (x) (x) (x) (x) (x) (x | Ticker   Price   Pr | Ticket   Pick   Pick | Miles   Mil | Mile   Mile | Micro  |

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

Source: Bloomberg, OP Research

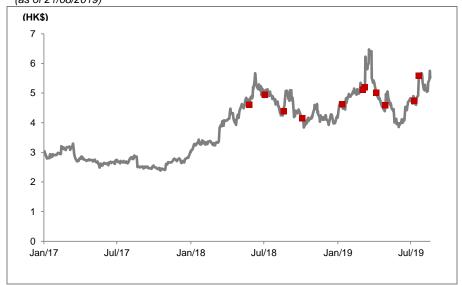


# **Our recent reports**

Date	Company / Sector	Stock Code	Title	Rating	Analyst
21/08/2019	Chinasoft Intl	354	1H19 results in line with expectations	BUY	Yuji Fung/Dallas Cai
21/08/2019	361 Degrees Intl	1361	1H19 results in line	BUY	Megan Jin
21/08/2019	Edvantage Group	382	Pathway to the World	NR	Yuji Fung
20/08/2019	Regal Intl Airport	357	Franchise revenue retreated on competition	BUY	Yuji Fung/Dallas Cai
19/08/2019	Ausnutria Dairy	1717	Response to short-sell allegations	BUY	Dallas Cai/Megan Jin
16/08/2019	CH Display OPT	334	Downgrade on robust shipment growth at the cost of squeezed dollar margin	HOLD	Yuji Fung/Dallas Cai
16/08/2019	Kingdee Intl	268	1H19 results in line with previous profit warnings	SELL	Yuji Fung/Dallas Cai
16/08/2019	Sunny Optical	2382	Positive surprise on handset lens sets margin	BUY	Yuji Fung/Dallas Cai
15/08/2019	Ausnutria Dairy	1717	Inventory surge on one-off events	BUY	Dallas Cai/Megan Jin
15/08/2019	Li Ning	2331	Higher visibility for wholesale channel optimization	BUY	Dallas Cai/Megan Jin
13/08/2019	Q Tech	1478	Comeback with upbeat margin	BUY	Yuji Fung/Dallas Cai
13/08/2019	China Youzan	8083	Sign of net loss narrowing	BUY	Yuji Fung/Dallas Cai
31/07/2019	Ausnutria Dairy	1717	1H19E preview: investment thesis intact	BUY	Dallas Cai/Megan Jin
24/07/2019	Xtep Intl	1368	Upgrade on improved investor confidence	BUY	Dallas Cai/Megan Jin
23/07/2019	Anta Sports	2020	Upgrade on 1H19E profits surprise	BUY	Dallas Cai/Megan Jin
17/07/2019	361 Degrees Intl	1361	2Q19E online sales slowed on product mix shift	BUY	Megan Jin
15/07/2019	Xtep Intl	1368	2Q19E keeps up robust growth momentum	BUY	Dallas Cai/Megan Jin
12/07/2019	Anta Sports	2020	2Q19E operations on track	BUY	Dallas Cai/Megan Jin
10/07/2019	Anta Sports	2020	Clearing up Muddy Waters	BUY	Dallas Cai/Megan Jin
08/07/2019	Kingdee Intl	268	Downgrade on unexpected profit warning	SELL	Yuji Fung/Dallas Cai
01/07/2019	Q Tech	1478	Upgrade on better downstream demand outlook	BUY	Yuji Fung/Dallas Cai
25/06/2019	Li Ning	2331	Upgrade on surprise in revenue growth	BUY	Dallas Cai/Megan Jin
24/06/2019	361 Degrees Intl	1361	Rebranding starts from building basketball half-courts	BUY	Megan Jin
21/06/2019	Q Tech	1478	Kunshan reverse road show takeaways	SELL	Yuji Fung/Dallas Cai
19/06/2019	Sunny Optical	2382	Conference call takeaways	BUY	Yuji Fung/Dallas Cai
18/06/2019	TCL Electronics	1070	Overseas shipments keep steam	BUY	Yuji Fung/Dallas Cai
12/06/2019	Sunny Optical	2382	May shipments on track	BUY	Yuji Fung/Dallas Cai

### Historical recommendations and target price: Xtep (1368 HK)

(as of 21/08/2019)



Date	Rating	TP (HK\$)	Close (HK\$)	Date	Rating	TP (HK\$)	Close (HK\$)
1 25 Jun 2018	BUY	7.30	5.30	6. 13 Mar 2019	BUY	6.50	5.30
2 22 Aug 2018	BUY	6.60	5.07	7. 09 Apr 2019	BUY	5.70	5.11
3 09 Oct 2018	BUY	5.70	4.23	8. 03 May 2019	BUY	5.70	4.67
4 15 Jan 2019	BUY	5.70	4.62	9. 15 Jul 2019	BUY	5.60	4.74
5 06 Mar 2019	BUY	5.70	5.27	10 24 Jul 2019	BUY	6.40	5.59



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CONTACT

27/F, Two Exchange Square,

8 Connaught Place, Central, Hong Kong

www.oriental-patron.com.hk

Tel: (852) 2135 0248

Fax: (852) 2135 0295 dallas.cai@oriental-patron.com.hk