Morning Snapshot

Hong Kong & China Market Daily

What's Hot Today:

Yongda (3669.HK) – 2023 results missed, not yet out of the woods

- Results missed due to lower-than-expected ASS margins

- The headwinds may continue due to 1) price war, 2) weak demand

2023 results missed. Yongda posted a disappointing results for 2023 with revenue of RMB72.6bn (+1% YoY) and a net profit of RMB573mn (-59% YoY), where earnings was 33% below consensus. In 2H23, Yongda achieved a revenue of RMB37.7bn (-7% YoY) and a net profit of RMB166mn (-78% YoY). The company declared a final dividend of RMB 5.2 cents for a full-year payout of 54%. We attributed the weak results to 1) weak demand for foreign luxury brand vehicles, 2) price war from domestic EV models, 3) a weak consumer sentiment.

New Car Sales's ASP and Volume both dropped. In 2023, Yongda sold 184,550 vehicles (-1% YoY) with ASP of RMB306k (-2% YoY). As a result, NCS revenue decreased by 3% to RMB56.4bn. In 2H23, the demand continued to deteriorate with revenue/volume dropping by 10/11% while ASP remained flat. The vehicle sales segment still achieved positive gross margin of 0.8% in 2023 (-2pp YoY), thanks to 1) close down of low-efficient stores and 2) car maker's rebate.

After-sales service margin also dropped. ASS's gross margin dropped to 41.5% (-3.2pp YoY). The Mgt explained the decline was because 1) sales of auto accessories negatively affect by new car sales, 2) close down of stores. In 2H23, the gross margin shrank to 40% (-4.5pp YoY).

Mgt's outlook. Foreign luxury brand (Porsche, BMW, Benz) have revised down their sales target to stabilize the selling price. For 2024, mgt expected that 1) NCS: volume target to be 204k units, +5% YoY; 2) ASS: revenue +5% YoY with flat margins. In terms of dividend, the Mgt expects the payout to be maintained at 50%+ in the next 2 years.

Our view: We think the headwinds for the dealer industry may continue, and both NCS and ASS businesses are under pressure. In 2024, the demand for foreign brand luxury vehicles may further drop due to 1) aggressive pricing by domestic EV brands ; 2) lack of EV products. Also, due to the sluggish consumption sentiment, luxury car owners may extend their maintenance mileage or look for alternatives, which would negatively affect dealer's ASS business. The ticker is trading at 3.5x FY24E P/E and a 7% dividend yield.

Risk: 1) weaker than expected sales, 2) slower than expected economy recovery (Research Department)

SUNWAH KINGSWAY 新華滙富

			2	27 Ma	arch	2024
China & H	-IK Indic	es		CLOSE	1D	YTD
HSI				16,618	0.9%	-2.5%
HSCE				5,825	1.2%	1.0%
HSCCI				3,462	-0.7%	3.4%
CSI300				3,543	0.5%	3.3%
Shanghai A				3,178	0.2%	8.5%
Shanghai B				251	-0.2%	8.5%
Shenzhen A				1,832	0.2%	-4.7%
Shenzhen B				1,088	0.5%	0.7%
				.,		
Key Int'l	Indices			CLOSE	1D	YTD
Dow Jones				39,282	-0.1%	4.2%
S&P 500				5,203	-0.3%	9.1%
Nasdaq				16,315	-0.4%	8.7%
NIKKEI Inde:	•			40,646	0.6%	21.5%
THE CLE HIGG.	~			40,040	0.070	21.070
FTSE Index				7,930	0.2%	2.6%
CAC Index				8,184	0.4%	8.5%
DAX Index				18,384	0.7%	9.7%
DAX IIUEX				10,304	0.778	5.1 /6
Commod	ities			CLOSE	1D	YTD
GOLD		IS\$/oz.)		2,178	0.3%	5.7%
STEEL		IS\$/oz.)		2,129	0.2%	-4.3%
SILVER		IS\$/oz.)		24	-0.9%	2.9%
CRUDE OIL	,	IS\$/bbl)		81	-9.2%	13.3%
COPPER		IS\$/oz.)		8,862	-0.1%	3.5%
ALUMINIUM		IS\$/oz.)		2,303	-0.2%	-3.4%
PLATINUM		IS\$/oz)		905	0.1%	-8.8%
ZINC		IS\$/oz.)		2,442	-1.7%	-8.1%
WHEAT		IS¢/bu)		543	-2.1%	-13.6%
CORN		IS¢/bu)		432	-1.2%	-11.2%
SUGAR		IS¢/lb)		N/A	NA	11.270
SOYBEAN		IS¢/bu)		1,199	-0.8%	-8.5%
PVC		IS\$/t.)		N/A	NA	13.3%
CRB	(0	ωφ/ι.)		287	0.7%	3.0%
BDI				207	0.770	1.4%
DDI						1.4%
Exchange	Rates					
Litonang	USD	HKD	EUR	JPY	CHF	RMB
USD		7.824	0.923	151.560	0.904	7.216
HKD	0.128		0.118	19.372	11.555	0.923
EUR	1.083	8.474	0.110	164.160	1.021	7.818
JPY	0.007	6.474 5.162	0.609	104.100	0.596	0.048
CHF	1.106	8.655	1.021	167.658	0.550	7.982
RMB	0.139	1.084	0.128	21.003	0.125	7.902
KIVIB	0.139	1.084	0.128	21.003	0.125	
Market S	ontimo	. +		CI	JRRENT	5D
CDS Monitor						-30
Greece	- 03D SR	51			N/A	N/A
Ireland					83	-2.4%
Italy					139	-0.6%
Portugal					207	-0.0%
Spain					108	0.3%
VIX					13	-4.2%

Latest Research Reports	
Source: Bloomberg	
VIX	

Latoot nood		
Date	Company	Analyst
29/02/2024	Xinyi Solar (968.HK)	Research Department
29/02/2024	Xinyi Energy (3868.HK)	Research Department
26/02/2024	Conant Optical (2276.HK)	Research Department
05/01/2024	Aeon Credit (900 HK)	Ensley Liu
13/10/2023	Aeon Credit (900 HK)	Howard Wong
17/04/2023	Xtep International (1368 HK)	Eason Cui
14/04/2023	Perfect Medical (1830 HK)	Research Department
03/04/2023	Meidong Auto (1268 HK)	Eason Cui
31/03/2023	Prosperous Industrial (1731 HK)	Research Department
28/03/2023	Yongda (3669 HK)	Eason Cui
17/03/2023	361 Degrees (1361 HK)	Eason Cui
13/03/2023	DONGFANG ELECTRIC (1072 HK)	Eason Cui
01/03/2023	Xinyi Energy (3868 HK)	Eason Cui
28/02/2023	Xinyi Glass (868 HK)	Ken Li
13/02/2023	Auto monthly update	Eason Cui
10/02/2023	Yuexiu Property (123 HK)	Ken Li
18/01/2023	Yongda (3669 HK)	Eason Cui
17/01/2023	Xtep (1368 HK)	Eason Cui
04/01/2023	Auto monthly update	Eason Cui
02/12/2022	Perfect Medical (1830 HK)	Research Department
01/12/2022	XPeng (9868 HK)	Eason Cui

Fig 1: Yongda's financial summary and forecast

RMB mn	2021	2022	2023	2024E	2025E	2026E
Revenue	77,917	72,024	72,595	78,703	82,383	88,238
Growth	14%	-8%	1%	8%	5%	7%
Gross profit	7,753	6,389	4,994	6,218	6,735	6,968
Gross profit margin	9.9%	8.9%	6.9%	7.9%	8.2%	7.9%
Operating profit	3,809	2,304	961	7901	8175	7897
Operating profit margin	4.9%	3.2%	1.3%	10.0%	9.9%	8.9%
Net profit	2,480	1,412	573	1,114	1,385	1,526
Net profit margin	3.2%	2.0%	0.8%	1.4%	1.7%	1.7%
EPS (RMB)	1.26	0.72	0.29	0.57	0.71	0.78
P/E	1.6	2.8	7.0	3.6	2.9	2.6

Source: Bloomberg consensus forecast, Company report, Sunwah Kingsway Research

Fig 2: New Car Sales's ASP and Volume both dropped

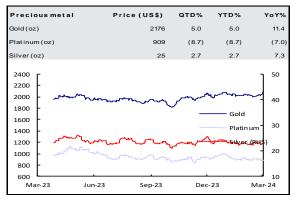
RMB mn	2021	2022	2023	YoY%	1H22	2H22	1H23	2H23	YoY%
Revenue	77,917	72,024	72,595	1%	31,392	40,632	34,862	37,734	-7%
Sales of vehicles	66,025	61,562	61,716	0%	26,805	34,756	29,495	32,221	-7%
After-sales services	11,543	10,099	10,543	4%	4,419	5,680	5,204	5,338	-6%
Gross profit	7,753	6,389	4,994	-22%	3,081	3,309	2,600	2,394	-28%
Sales of vehicles	2,434	1,733	520	-70%	1,037	696	291	229	-67%
After-sales services	5,206	4,526	4,379	-3%	1,996	2,530	2,242	2,137	-16%
Operating profit	3,809	2,304	961	-58%	1,069	1,235	668	294	-76%
Net profit	2,480	1,412	573	-59%	666	746	407	166	-78%
Gross profit margin	9.9%	8.9%	6.9%	-2pp	9.8%	8.1%	7.5%	6.3%	-1.8pp
Sales of vehicles	3.7%	2.8%	0.8%	-2pp	3.9%	2.0%	1.0%	0.7%	-1.3pp
After-sales services	45.1%	44.8%	41.5%	-3.3pp	45.2%	44.5%	43.1%	40.0%	-4.5pp
Net profit margin	3.2%	2.0%	0.8%	-1.2pp	2.1%	1.8%	1.2%	0.4%	-1.4pp
New Car Sales Segment									
Revenue	63,782	58,192	56,439	-3%	25,399	32,793	27,043	29,395	-10%
Volume	213,907	187,276	184,550	-1%	76,752	110,524	85,759	98,791	-11%
ASP (RMB k)	298	311	306	-2%	331	297	315	298	0%

Source: Company report, Sunwah Kingsway Research

Kingsway coverage list

Name	Ticker	Market Cap	Price (HK\$)	1D (%)	Rec.	TP (HK\$)	Upside (%)		PER (X)*		Dividend	Abs	olute perfor	mance	Latest update
i dinio		(HK\$'m)					opoido (70	Hist	FY1	FY2	FY2	5D%	1M%	3M%	date
HANG SENG INDEX	HSI		16,618.32	0.9				8.7	8.1	7.6	4.7%	0.5	(1.0)	(0.0)	
HANG SENG CHINA ENT IND			5,825.42	1.2				8.2	7.9	6.9	4.2%	0.8	0.3	4.0	
CSI 300 INDEX	SHSZ300		3,543.75	0.5				13.2	13.1	10.0	2.9%	(0.9)	1.4	6.2	
FUYAO GLASS	3606 HK	117,152	39.25	1.2	LONG	41.50	5.7	16.8	14.7	12.5	4.4%	1.9	0.5	4.4	1-Sep-20
BEUR	3718 HK	1,761	0.50	(1.0)	LONG	1.80	263.6	5.7	3.7	2.8	7.5%	0.0	(4.8)	(1.0)	30-Mar-21
BINJIANG SERVICES	3316 HK	4,782	17.30	(1.3)	LONG	23.50	35.8	8.9	6.8	5.5	11.3%	2.0	1.1	12.0	N/A
BYDE	285 HK	63,878	28.35	(3.9)	NEUTRAL	17.60	(37.9)	14.6	11.5	9.0	1.7%	(3.9)	(5.0)	(18.3)	N/A
CHINA LILANG	1234 HK	5,772	4.82	1.0	LONG	5.32	10.4	10.0	8.6	7.8	8.5%	8.3	15.0	15.3	N/A
CHINASOFT INT'L	354 HK	13,634	4.69	(2.5)	LONG	12.80	172.9	22.9	14.7	11.2	1.1%	(10.8)	(10.5)	(18.9)	27-Oct-20
CHINA TIAN LUN GAS	1600 HK	4,860	4.95	3.3	LONG	8.70	75.8	9.8	7.4	6.3	4.4%	2.9	14.1	32.4	26-Feb-20
DUIBA GROUP	1753 HK	323	0.30	(6.3)	LONG	5.55	1750.0	7.6	N/A**	N/A**	N/A**	9.1	7.1	9.1	N/A
EDVANTAGE GROUP	382 HK	2,695	2.36	(2.9)	LONG	4.50	90.7	3.9	3.4	3.0	9.0%	(8.9)	(12.6)	(1.3)	3-May-22
EVERGREEN PG	1962 HK	325	0.50	0.0	LONG	1.75	253.5	6.3	N/A**	N/A**	N/A**	(1.0)	(2.9)	(1.0)	26-Jan-21
HUAHONG SEMI	1347 HK	34,140	15.36	(0.6)	NEUTRAL	26.30	71.2	9.5	25.2	11.8	0.0%	(8.1)	(11.5)	(14.5)	29-Jul-21
KINGDEE INTL	268 HK	32,090	8.93	(2.4)	NEUTRAL	17.62	97.3	N/A**	N/A**	103.0	0.0%	(4.2)	7.6	(14.3)	20-Aug-20
MEIDONG AUTO	1268 HK	3,904	2.90	(2.4)	LONG	19.76	581.4	15.9	26.5	7.5	6.2%	(12.9)	(12.7)	(30.8)	3-Apr-23
MINGYUAN CLOUD	909 HK	4,856	2.50	(0.4)	NEUTRAL	28.00	1020.0	N/A**	N/A**	100.3	0.6%	10.1	5.5	(5.7)	N/A
PLOVER BAY TECH	1523 HK	2,608	2.37	(2.1)	LONG	1.70	(28.3)	11.9	10.1	8.9	1.2%	7.7	4.6	21.0	6-Aug-20
POU SHENG INTL	3813 HK	3,675	0.69	0.0	LONG	2.80	305.8	6.7	5.3	4.4	7.4%	(1.4)	16.9	3.0	16-Nov-20
Q TECH	1478 HK	3,565	3.01	(0.7)	NEUTRAL	4.97	65.1	39.9	12.0	8.4	0.7%	(6.2)	(5.9)	(27.1)	10-Aug-22
SUNNY OPTICAL	2382 HK	45,571	41.55	(3.4)	LONG	160.80	287.0	38.0	19.4	14.7	1.1%	(22.8)	(21.8)	(40.0)	17-Aug-22
TRYLY INT'L	732 HK	2,466	0.78	1.3	LONG	2.80	259.0	9.4	N/A**	N/A**	N/A**	5.4	8.3	1.3	8-Apr-21
XINYI ENERGY	3868 HK	9,082	1.10	(1.8)	LONG	1.62	47.3	8.7	7.4	6.5	7.5%	(5.2)	(1.8)	(20.9)	29-Feb-24
XINYI GLASS	868 HK	34,540	8.18	(1.1)	LONG	18.60	127.4	6.3	6.0	6.1	8.3%	(6.5)	7.3	(2.5)	28-Feb-23
XINYI SOLAR	968 HK	53,005	5.95	(3.4)	LONG	7.20	21.0	12.7	10.1	7.9	5.9%	(7.0)	48.8	38.4	29-Feb-24
XTEP INT'L	1368 HK	12,441	4.71	(0.2)	LONG	11.91	152.9	10.7	9.4	8.1	5.9%	(4.8)	7.3	10.6	17-Apr-23
YONGDA AUTO	3669 HK	4,260	2.21	(6.0)	LONG	6.73	204.5	6.9	4.2	3.4	12.1%	(13.0)	(9.8)	(21.9)	28-Mar-23
YUEXU PROPERTY	123 HK	17,631	4.38	(2.4)	LONG	13.00	196.8	4.6	3.6	3.4	10.6%	(2.7)	(20.1)	(27.2)	10-Feb-23
WEIMOB	2013 HK	5,617	2.01	(1.0)	LONG	14.40	616.4	N/A**	N/A**	37.1	0.0%	(5.2)	(9.5)	(26.9)	25-Nov-21



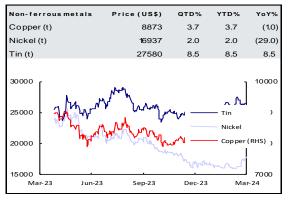


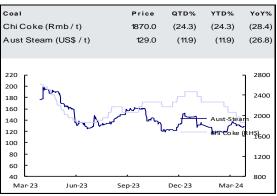
Energy Price (US\$) **QTD%** үтр% YoY% Crude Oil (bbl) 82.0 14.4 14.4 12.6 Natural Gas (MMbtu) 1.6 (35.8)(35.8) (22.7)100 90 Oil (bbl) 80 з 70 60 2 Mar-23 Jun-23 Sep-23 Dec-23 Mar-24





Source: Bloomberg









Market Watch – Major Commodities and Currencies

US Economic Calendar

Indicators	Freq	Obs Date	Expected Release Date
Durable Goods Orders	MoM	ODS Date	26-Mar-24
Consumer Confidence	MoM		26-Mar-24
Initial Jobless Claims	WoW		28-Mar-24
GDP	QoQ		28-Mar-24
Wholesale Inventories	MoM		29-Mar-24
Personal Income & Spending	MoM		29-Mar-24
ISM Manufacturing PMI	MoM		1-Apr-24
Factory Orders	MoM		2-Apr-24
Trade Balance	MoM		4-Apr-24
Employment Report	MoM		5-Apr-24
СРІ	MoM		10-Apr-24
PPI	MoM		11-Apr-24
Business Inventories	MoM		15-Apr-24
Retail Sales	MoM		15-Apr-24
Housing Starts / Building Permits	MoM		16-Apr-24
Industrial Production	MoM		16-Apr-24
Existing Home Sales	MoM		18-Apr-24
New home Sales	MoM		23-Apr-24
Auto Sales	MoM		

China Economic Calendar

Indicators	Freq	Obs Date	Expected Release Date
PMI Manufacturing	MoM		31-Mar-24
Foreign Exchange Reserves	QoQ		7-Apr-24
Money Supply - M2	MoM		9-Apr-24
PPI	MoM		11-Apr-24
СРІ	MoM		11-Apr-24
Trade Balance	MoM		12-Apr-24
Retail Sales	MoM		16-Apr-24
Industrial Production	MoM		16-Apr-24
GDP	YoY		16-Apr-24

Hong Kong Economic Calendar

Indicators	Freq	Obs Date	Expected Release Date
Money Supply - M2	MoM		28-Mar-24
Retail Sales	MoM		3-Apr-24
РМІ	MoM		5-Apr-24
Foreign Currency Reserve	MoM		9-Apr-24
Unemployment Rate	MoM		18-Apr-24
СРІ	MoM		23-Apr-24
Trade Balance	MoM		25-Apr-24
GDP	QoQ		2-May-24
Producer Prices Index	QoQ		14-Jun-24
Industrial Production	QoQ		14-Jun-24
Composite Interest Rate	MoM		

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dama af llata da ann an flan	shareholders for the two previous trading days	No. of a base a base bit of a bit is the	A
Name of listed corporation	Name of substantial share holder	No. of shares bought/sold/involved	Average price per sha
NN Energy Holdings Ltd.	WANG Dongzhi	5,000(L)	HKD 60.5000
asty Concepts Holding Ltd.	Everest Enterprise Company Limited	19,000,000(L)	HKD 0.2080
asty Concepts Holding Ltd.	Longson Enterprise Development Company Limited	19,000,000(L)	HKD 0.2080
ilibili Inc W	Alibaba Group Holding Limited	30,845,657(L)	USD 11.5000
ilibili Inc W	Taobao China Holding Limited	30,845,657(L)	USD 11.5000
ilibili Inc W	Taobao Holding Limited	30,845,657(L)	USD 11.5000
NN Energy Holdings Ltd.	WANG Dongzhi	5,000(L)	HKD 62.2000
ingboard Holdings Ltd.	Cheung Kw ok Wing	100,000(L)	HKD 17.0400
Pa-BM Holdings Ltd.	Wai Yat Kin	20,000(L)	HKD 0.3000
Pa-BM Holdings Ltd.	Yip Pak Hung	20,000(L)	HKD 0.3000
lei Ah Entertainment Group Ltd.	Li Kuo Hsing	120,000(L)	HKD 0.1597
ino Land Co. Ltd.	Ng Chee Siong	18,000(L)	HKD 8.1822
ai Hing Group Holdings Ltd.	Chan Wing On	219,000(L)	HKD 0.8900
ai Hing Group Holdings Ltd.	Leung Yi Ling	219,000(L)	HKD 0.8900
/ant Want China Holdings Ltd.	TSAI ENG-MENG	1,084,000(L)	HKD 4.6168

Source: HKEx



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