

## What's Hot Today:

### ► China fresh-drink: Mixed landscape in scale and growth

The China fresh-drink industry presented a mixed landscape in FY25. Among six listed fresh-drink companies, Mixue (2097 HK, HK\$287.80, HK\$109bn) and Guming (1364 HK, HK\$26.98, HK\$64bn) stood out as robust leaders, continuing to strengthen their market positions through strong supply chains and operational efficiency. Chagee (CHA US, US\$10.46, US\$1.9bn), saw a sharp drop in revenue growth and net profit halved due to the food delivery price war. Meanwhile, other key players such as Chabaidao (2555 HK, HK\$5.64, HK\$8.3bn), Auntea Jenny (2589 HK, HK\$78.45 HK\$8.3bn) and Nayuki (2150 HK, HK\$0.79, HK\$1.3bn) faced intensifying competition.

**Earnings gap widened** – Mixue continued to lead the sector in terms of revenue, with RMB33.6bn in FY25 and a robust 35% YoY growth and an OPM of 22%, thanks to scale advantage and efficient supply chain. Its revenue surpassed the combined total of Guming and Chagee where the two reported similar revenue of RMB12.9bn. However, Guming showed stronger momentum, with a revenue growth of 47% YoY and a 75% YoY surge in operating profit, and a leading OPM of 25%. In contrast, Chagee's growth stagnated at 4% YoY, a sharp deceleration from previous years (FY24: 167%; FY23: 844%). Moreover, its net profit halved on YoY basis, mainly due to its strategy of keeping prices unchanged during the food delivery price war.

Auntea Jenny recorded the second highest revenue growth among the six at 36% YoY, lifting revenue to RMB4.47bn. Chabaidao's revenue rose 10% YoY to RMB5.40bn, recovering from a prior-period decline. Nayuki remained weak, with revenue shrinking 12% YoY to RMB4.33bn, continuing its downward trend and staying in net loss for consecutive years, dragged by high operating costs from its self-operated store model.

Fig1: FY25 performance of the six companies

	Mixue 2097	Guming 1364	Chagee CHA	Chabaidao 2555	Auntea Jenny 2589	Nayuki 2150
<i>RMB'mn</i>						
Revenue	33,560	12,914	12,907	5,395	4,466	4,331
YoY	35%	47%	4%	10%	36%	-12%
Number of sores	59,823	13,554	7,453	8,621	11,449	1,646
YoY	29%	37%	16%	3%	25%	-8%
Revenue per store (in thousand)	561	953	1,732	626	390	2,631
Gross profit	10,452	4,262	5,917	1,754	1,404	2,861
GPM	31%	33%	46%	33%	31%	66%
Operating profit	7,550	3,202	1,495	1,012	675	-241
YoY	30%	75%	-49%	58%	50%	68%
OPM	22%	25%	12%	19%	15%	-6%
Attributable profit	5,887	3,109	1,135	805	501	-239
YoY	33%	110%	-52%	70%	52%	74%

Source: Company Data, Sunwah Kingsway Research

China & HK Indices	CLOSE	1D	YTD
HSI	25,947	0.3%	1.2%
HSCEI	8,718	0.5%	-2.2%
HSCCI	4,321	-0.2%	7.6%
CSI300	4,685	-0.3%	1.2%
Shanghai A	4,223	0.0%	5.3%
Shanghai B	267	0.3%	5.3%
Shenzhen A	2,809	-0.7%	6.1%
Shenzhen B	1,196	-0.3%	-5.4%

Key Int'l Indices	CLOSE	1D	YTD
Dow Jones	48,463	-0.1%	0.8%
S&P500	7,022	0.8%	2.6%
Nasdaq	24,016	1.6%	3.3%
NIKKEI Index	58,873	1.3%	17.0%
FTSE Index	10,559	-0.5%	6.3%
CAC Index	8,274	-0.6%	1.5%
DA-X Index	24,066	0.1%	-1.7%

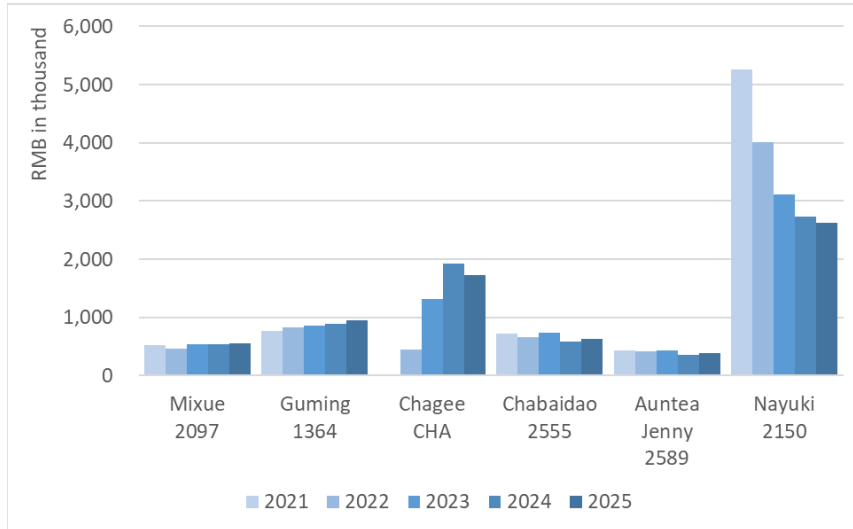
Commodities	CLOSE	1D	YTD
GOLD (US\$/oz.)	4,791	-1.0%	11.9%
STEEL (US\$/oz.)	2,981	-1.0%	17.2%
SILVER (US\$/oz.)	78	-0.7%	11.7%
CRUDE OIL (US\$/bbl)	91	0.0%	57.9%
COPPER (US\$/oz.)	13,247	1.5%	6.6%
ALUMINIUM (US\$/oz.)	3,621	0.4%	20.9%
PLATINUM (US\$/oz)	2,113	0.3%	3.8%
ZINC (US\$/oz.)	3,397	2.4%	9.0%
WHEAT (US\$/bu)	593	0.3%	16.7%
CORN (US\$/bu)	460	1.8%	1.3%
SUGAR (US\$/lb)	103	-9.6%	
SOYBEAN (US\$/bu)	1,183	0.9%	10.0%
PVC (US\$/t.)	5,099	1.3%	70.8%
CRB	372	-0.7%	3.0%
BDI			25.4%

Exchange Rates	USD	HKD	EUR	JPY	CHF	RMB
USD		7.834	0.848	159.000	0.782	6.819
HKD	0.128		0.108	20.295	9.982	0.870
EUR	1.180	9.243		187.600	1.084	8.047
JPY	0.006	4.928	0.533		0.492	0.043
CHF	1.279	10.020	1.084	203.365		8.723
RMB	0.147	1.149	0.124	23.320	0.115	

Market Sentiment	CURRENT	5D
CDS Monitor - USD SR 5Y		
Greece	N/A	N/A
Ireland	83	-2.4%
Italy	139	-0.6%
Portugal	207	-0.0%
Spain	108	0.3%
VIX	18	-13.6%

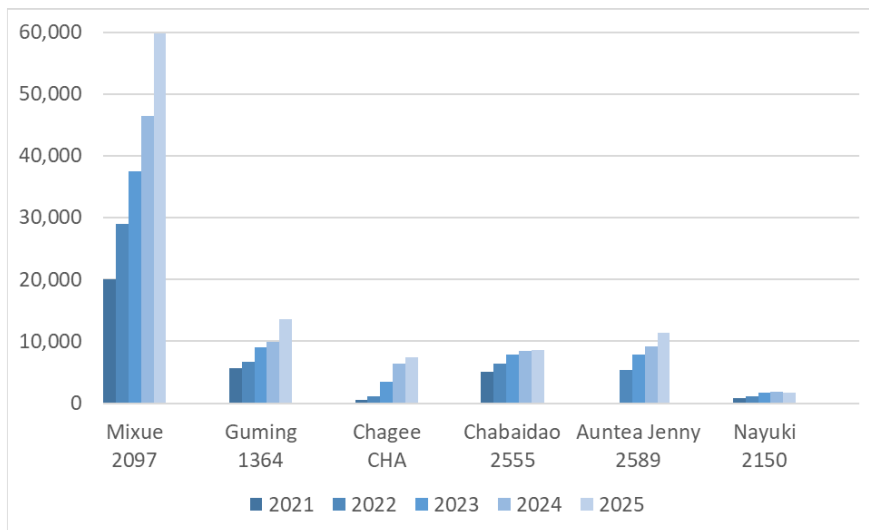
Source: Bloomberg

Fig2: Average revenue per store



Source: Company Data, Sunwah Kingsway Research

Fig3: Store networks



Source: Company Data, Sunwah Kingsway Research

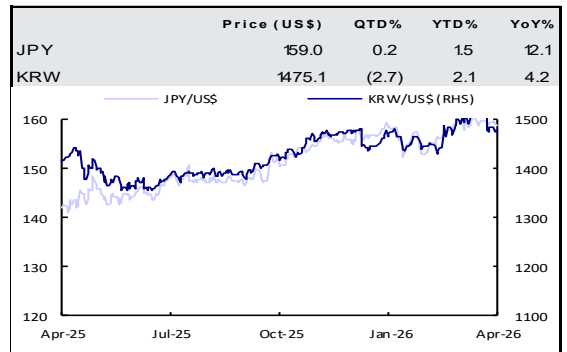
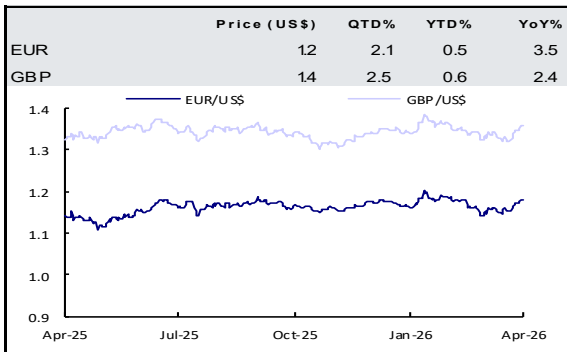
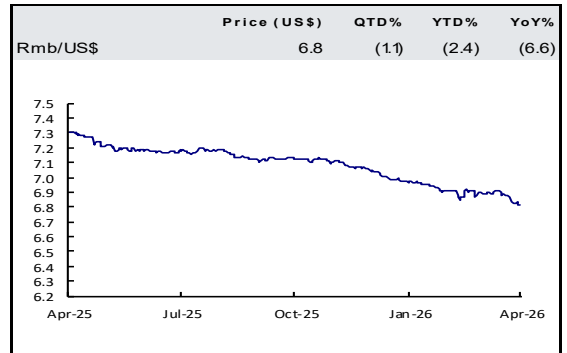
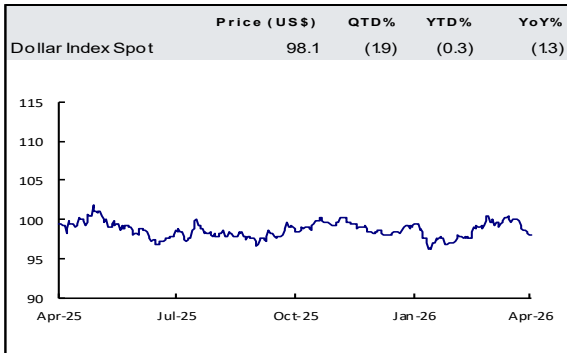
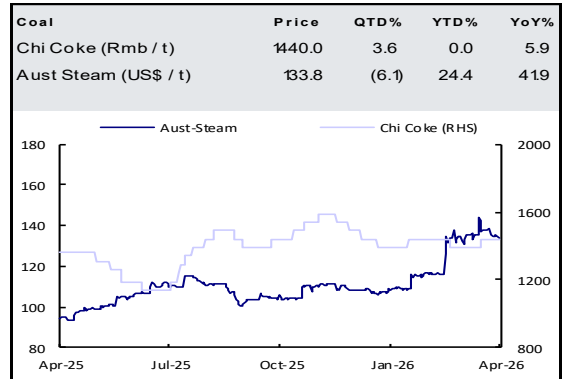
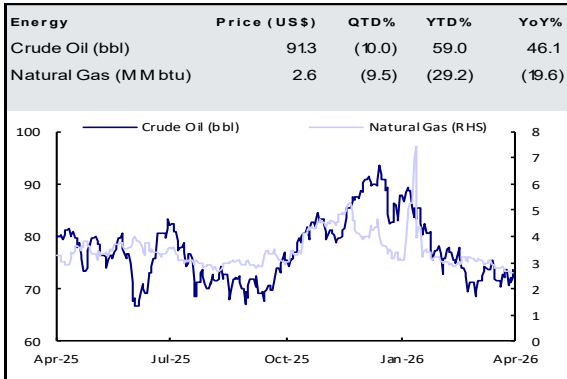
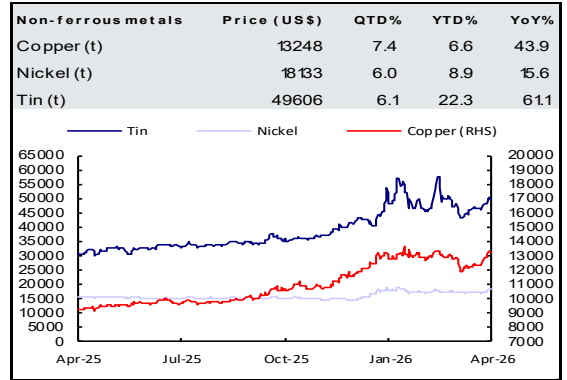
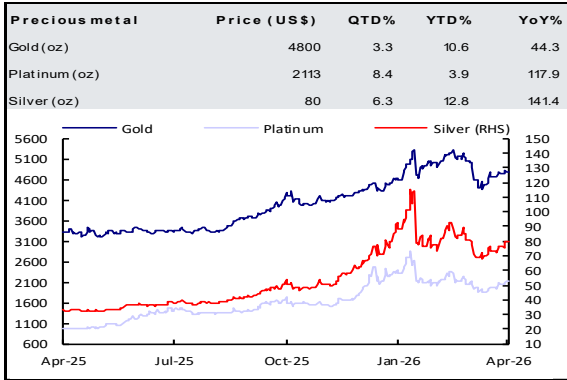
**Guming led store expansion while Chagee slowed sharply** – Mixue's total store count jumped 29% YoY to nearly 60k, reaching another milestone. However, its overseas stores contracted for the first time, with a net decrease of 428 stores, signaling a shift from scale expansion to quality improvement. Guming added a net 3,640 stores during the year, bringing its total to 13,554 with the highest growth rate of 37% YoY. Stores in second-tier and below cities accounted for as much as 82%, while the share of township stores rose to 44%. Chagee had 7,453 stores globally, but its growth slowed significantly (FY25: 16% vs. FY24: 83%). It plans to add only 300 new stores in China in 2026. Auntea Jenny achieved its 10k store target in FY25, while maintaining robust revenue growth and expanding OPM by 130bps, despite a higher than industry average of 12% store closure. Chabaidao saw stagnant store openings, while Nayuki began to record net store closures.

**Our view:** Guming delivered the strongest performance, with both revenue and profit growth outpacing peers. It has demonstrated that the combination of mid-tier pricing, high penetration in lower-tier market, and supply chain efficiency offers significant advantages in nowadays fresh-drink market. Mixue remains dominant in China's fresh-drink industry, with healthy financial growth. However, its profit growth is slowing, and the effect of scale may be approaching a glass ceiling.

On the other hand, Chagee and Nayuki underperformed the peers. Chagee was most affected by the food delivery price war due to its static price strategy. That said, the situation is expected to improve as the price war cools down. Nayuki remained weak and continued to contract, essentially losing competitiveness among peers. Chabaidao and Auntea Jenny performed robustly but face fierce competition in their efforts to catch up.

Looking ahead, subsidy normalization on delivery platforms will likely pressure same-store sales growth for higher-priced brands, such as Nayuki and may trigger market consolidation. While store expansion may hit diminishing returns as Chagee's 2026 plan suggests, per-store efficiency and supply chain resilience is becoming more important than store count. We expect Guming and Mixue to continue their strong outperformance, they are trading at 16.8x and 14.8x FY26E P/E, respectively. Chagee, Chabaidao, Auntea Jenny and Nayuki are trading at 7.5x/8.0x/12.5x/52.9x FY26E P/E, respectively.

**Market Watch – Major Commodities and Currencies**



Source: Bloomberg

**US Economic Calendar**

Indicators	Freq	Obs Date	Expected Release Date
Initial Jobless Claims	WoW		16-Apr-26
Industrial Production	MoM		16-Apr-26
Business Inventories	MoM		21-Apr-26
Wholesale Inventories	MoM		29-Apr-26
Housing Starts / Building Permits	MoM		29-Apr-26
Factory Orders	MoM		4-May-26
New home Sales	MoM		5-May-26
Existing Home Sales	MoM		11-May-26
PPI	MoM		13-May-26
ISM Manufacturing PMI	MoM		1-May-26
Personal Income & Spending	MoM		30-Apr-26
Durable Goods Orders	MoM		29-Apr-26
Trade Balance	MoM		5-May-26
Employment Report	MoM		8-May-26
CPI	MoM		12-May-26
Retail Sales	MoM		21-Apr-26
GDP	QoQ		30-Apr-26
Consumer Confidence	MoM		28-Apr-26
Auto Sales	MoM		

**China Economic Calendar**

Indicators	Freq	Obs Date	Expected Release Date
Retail Sales	MoM		16-Apr-26
Industrial Production	MoM		16-Apr-26
GDP	YoY		16-Apr-26
PMI Manufacturing	MoM		30-Apr-26
Foreign Exchange Reserves	QoQ		7-May-26
Money Supply - M2	MoM		9-May-26
Trade Balance	MoM		9-May-26
PPI	MoM		11-May-26
CPI	MoM		11-May-26

**Hong Kong Economic Calendar**

Indicators	Freq	Obs Date	Expected Release Date
Unemployment Rate	MoM		23-Apr-26
CPI	MoM		23-Apr-26
Trade Balance	MoM		28-Apr-26
Money Supply - M2	MoM		30-Apr-26
GDP	QoQ		5-May-26
Retail Sales	MoM		6-May-26
PMI	MoM		6-May-26
Foreign Currency Reserve	MoM		7-May-26
Producer Prices Index	QoQ		12-Jun-26
Industrial Production	QoQ		12-Jun-26
Composite Interest Rate	MoM		

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