

Lifting PT to HK\$10.50 - Near-record margins all around

Price: HK\$7.04

Previous: HK\$10.00

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	YTD	1m	3m	12m
Abs	11.0%	0.4%	19.3%	71.3%
Rel	3.1%	-1.2%	15.3%	47.1%

M \$ in mn, ga -end Dec	FY14A	FY15A	FY16E	FY17E	FY18E
Revenue (HK\$ mn)	10,861	11,460	12,848	16,750	19,357
Net Profit (HK\$ mn)	1,365	2,113	3,216	4,374	5,099
EPS (HK\$)	0.35	0.54	0.83	1.12	1.31
DPS (HK\$)	0.15	0.27	0.40	0.56	0.65
Revenue growth (%)	9.3%	5.5%	12.1%	30.4%	15.6%
EPS growth (%)	(58.9%)	54.8%	53.1%	36.0%	16.6%
ROCE	6.1%	8.3%	13.5%	16.0%	16.8%
ROE	11.1%	16.9%	24.8%	29.1%	28.2%
P/E (x)	20.2	13.0	8.5	6.3	5.4
P/BV (x)	2.2	2.2	2.1	1.6	1.4
EV/EBITDA (x)	16.3	12.1	7.8	5.9	5.0
Dividend Yield	2.1%	3.8%	5.7%	8.4%	7.0%

Key assumptions	Derivatives	Downside risks
- Price of float glass improving after the slack 1Q season - More information on new electric (LCD) glass business to indicate sales and profit contribution - Finalization of new downstream solar projects	- A rise in float glass price higher than our expectations, driven by strong construction demand - New customers for the electric glass business of better quality than what we expect - Faster completion of new electric glass lines to boost sales	- Further weakness in PV glass demand from Europe - Falling demand for construction and float glass that may result from a cooling property market in China

Key financial metrics	FY15	FY16	FY17E	FY18E
Revenues (LC mn)	11,460	12,848	16,750	19,357
Revenue growth (%)	na	12.1%	30.4%	15.6%
EBITDA (LC mn)	2,528	3,991	5,202	6,031
EBITDA margin (%)	22.1%	31.1%	31.1%	31.2%
Tax rate (%)	11%	16%	16%	15%
Net profit (LC mn)	2,113	3,216	4,374	5,099
EPS (LC)	0.540	0.826	1.124	1.310
EPS growth (%)	na	53.1%	36.0%	16.6%
DPS (LC)	0.27	0.40	0.56	0.65
BVPS (LC)	3.25	3.39	4.32	4.98
Operating cash flow (LC mn)	2,838	3,717	4,026	4,900
Free cash flow (LC mn)	968	643	1,550	2,736
Interest cover (x)	50	52	368	457
Net margin (%)	18.4%	25.0%	26.1%	26.3%
Sales/assets (X)	0.54	0.57	0.63	0.64
Debt/equity (%)	47.4%	57.9%	45.4%	39.5%
Net debt/equity (%)	37.2%	37.1%	29.1%	21.8%
ROE (%)	17%	25%	29%	28%

Key operational metrics	FY15E	FY16E	FY17E	FY18E
Auto glass capacity (m)	16.6	17.4	18.3	19.2
Float glass capacity (mn tonnes)	5.1	5.9	6.6	7.0
Float glass price (HK\$/ton)	1,379	1,573	1,840	1,932

Source: Company and J.P. Morgan estimates.

Sensitivity to	FY17E	FY18E	FY17E	FY18E
5% chg. in float glass price	9%	9%	7%	7%
5% chg. in fuel cost	-2%	-2%	-2%	-2%
5% chg. in wage	-3%	-3%	-2%	-2%
1% chg. in GM	4%	4%	3%	3%

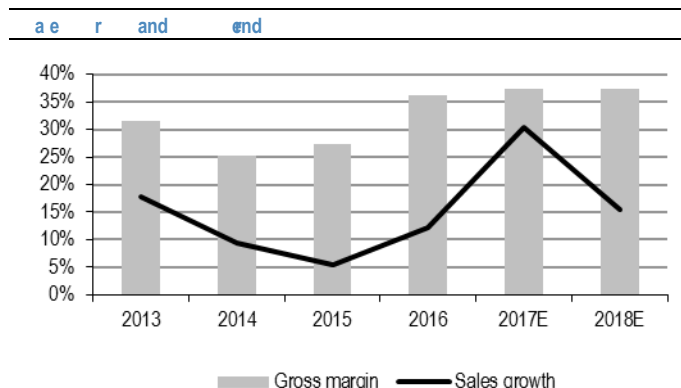
Source: J.P. Morgan estimates.

Peer companies

		de	ca			E	E	E		Yd
m an yname	de		\$	\$	c	16E	17E			
CHINA STATE CONS	3311 HK	12.7	7,307.6	13.0	1.3	11.3	8.9	21.0	1.6	2.6
ND PAPER	2689 HK	9.9	5,928.6	21.8	45.3	17.1	10.7	13.4	1.3	0.9
LM PAPER	2314 HK	7.0	4,116.7	12.4	18.1	11.4	8.7	13.4	1.7	2.9
Y A H D	868 HK	7	515	1	18	85	6	48	14	57
HAITIAN	1882 HK	16.3	3,339.3	2.1	5.3	16.1	13.3	17.0	1.9	2.1
KINGBOARD CHEM	148 HK	27.5	3,654.4	7.0	26.2	5.9	6.0	12.9	0.6	5.1
CHINA LESSO	2128 HK	5.8	2,318.9	1.8	3.9	8.1	7.4	18.3	1.1	3.1
KB LAM	1888 HK	8.7	3,413.1	5.7	26.6	6.7	10.6	29.0	1.5	12.7
A e a e						11	87	171	1	44

Source: Company data, Bloomberg, J.P. Morgan estimates. Share prices are as of intraday price of 28 Feb 2017.

Our PT is derived from a DCF-based valuation with a WACC of 11.4% and a terminal growth rate of 3%.



Source: Bloomberg, Company and J.P. Morgan estimates.

Company	FY17E	FY18E
JPM old	1.09	1.26
JPM new	1.124	1.310
% ch	%	3%
Consensus	0.91	0.979

Source: Bloomberg, J.P. Morgan estimates.

Highlights from the analyst briefing

XYG mentioned that the industry has attained
 after many years of tough times and business and that pricing power as much
 improved for 2021. However, XYG and the sector reluctant to add much new
 capacity due to strict market discipline and to the environment for obtaining
 licenses and approval from the government. He also pointed out that the industry is a great deal of energy and
 generate pollution management. He does not expect any new capacity increase in
 2021.

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 c a n e a r n h i g h e r m a r g i n s f o r i t s a u o g a s s a n d c o n s t r a i n o n g a s s b u s i n e s s e s

improvement in fatigability as a result of 12% $\dot{V}O_2$ and mainly to

Goose to 3 % in 2011 from 2 % in 2015 due mainly to the improvement in fat weight, skin and mainly a gain on average of 3 % in 2015 to 2 % in 2011 (a χ^2 of 11.7).

than expected at 2.1 as 1 % higher than our expectations, the higher the rate used in 2.1 in line with the expectations.

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Key Financial	FY15A	FY16A	Y Y	FY16E	a
Turnover	11,460	12,848	12.11%	13,451	-4%
Gross profit	3,132	4,659	48.75%	4,615	1%
GPM	27.3%	36.3%		34.3%	
EBIT	2,113	3,337	57.96%	2,925	14%
EBITM	18.4%	26.0%	478.5%	21.7%	
Net profit	2,113	3,213	52.08%	3,179	1%
NP margin	18.4%	25.0%		23.6%	
EPS (HK\$)	0.53	0.82	54.40%	0.82	0%

Source: Company reports. J.P. Morgan estimates.

Lifting earnings estimates to reflect a strong 2016 EBIT

We increase our FY1 and FY18 estimates mainly to reflect the much stronger than expected margins in 2016 due to a number of factors. The first of these is the strong performance in 2016, but not as strong as in 2H1, which we expect to be a negative year for the company. □ □ □

Valuation and share price analysis

Our estimate is based on a DCF valuation that assumes a market return of 10% and a risk-free rate of 2% (the yield on 1 year government notes in China). We assume a beta of 1.3 (the implied beta is 1.3) accordingly. Our estimate is based on 11% EBITDA margin for FYG in 2012 and a sustainable long-term growth rate of 3%. The terminal growth rate is based on the annual growth rate expected in 2012 (the final year of the estimate period) subject to a minimum of 3% and a maximum of 10% depending on the nature of the industry and the level of maturity in China.

We also analyzed the DCF price sensitivity to WACC and the terminal multiple.

DCF Analysis

Key Financials	1	14	15	16E	17E	18E	19E	20E
Sales	9,936	10,861	11,460	12,848	16,750	19,357	21,493	23,644
EBIT	2,212	1,274	1,733	3,178	4,310	5,062	5,714	6,371
NOPAT	2,229	1,092	1,540	2,924	3,861	4,550	5,144	5,781
Capex, net	(2,913)	(1,715)	(1,914)	(1,853)	(2,261)	(1,937)	(1,624)	(2,201)
Depreciation	639	644	795	812	892	969	1,021	1,051
Change in working capital	129	60	539	(8)	(569)	(324)	(223)	(299)
Free cash flow	84	8	5	1,877	1,600	2,613	3,528	4,326
Discount factor								
Liabilities as a % of EV	10%							
WACC	11.4%							
Enterprise value	46,158							
+ Net cash (debt), 14E	(4,913)							
- Minorities (Market value)	(8)							
+/- Other items	0							
Enterprise value	41,245							
/ Number of shares	3,915							
Enterprise value per share	10.5							

Source: Company data, J.P. Morgan estimates.

DCF Sensitivity Analysis

		Terminal Multiple				
		15	5	5	4	45
	8	11	11.7	12.5	13.4	14.4
	1	10.3	10.9	11.6	12.3	13.2
	1.8	9.7	10.2	10.8	11.5	12.1
A	11.4	9.1	9.6	10.1	10.7	11.1
	11	8.6	9	9.5	10	10.5
	1.4	8.1	8.5	8.9	9.3	9.9
	1	7.7	8	8.4	8.8	9.2

Source: J.P. Morgan estimates.

28 February 2017

J.P.Morgan

Table 5: Revenue

Revenue	1	14	15	16	17E	18E
Automobile glass	3,287	3,593	3,786	3,748	4,323	4,540
YoY	6.8%	9.3%	5.4%	-1.0%	15.4%	5.0%
% of total	33.1%	33.1%	33.0%	29.2%	26.0%	23.8%
Construction glass	2,155	2,556	2,652	2,590	3,450	4,170
YoY	36.9%	18.6%	3.8%	-2.3%	33.2%	20.9%
% of total	21.7%	23.5%	23.1%	20.2%	20.8%	21.9%
Float glass	4,494	4,269	4,671	6,010	7,915	8,831
YoY	18.9%	-5.0%	9.4%	28.7%	31.7%	11.6%
% of total	45.2%	39.3%	40.8%	46.9%	47.7%	46.3%
PV glass	0	0	0	0	0	0
YoY	45.2%	39.3%	40.8%	46.9%	47.7%	46.3%
% of total	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Electronic glass	0	443	351	475	919	1,536
YoY	na	na	-20.8%	35.3%	93.4%	67.2%
% of total	0.0%	4.1%	3.1%	3.7%	5.5%	8.1%
Total Revenue	9,936	11,861	11,466	12,844	16,666	19,076

Source: Company data, J.P. Morgan estimates.

Table 6: Operating Profit

Operating Profit	1	14	15	16	17E	18E
Operating Profit	2,212	1,274	1,733	3,178	4,310	5,062
EBITDA	1,855	1,886	1,711	1,711	5,111	6,111
EBITDA margin	28.7%	17.4%	20.2%	31.1%	31.1%	31.2%
Depreciation & amortization	(639)	(612)	(580)	(812)	(892)	(969)
YoY change (%)	9.5%	-4.3%	-5.2%	40.0%	9.8%	8.6%
EBIT	1,173	1,274	1,153	1,906	4,218	5,142
EBIT margin	22.3%	11.7%	15.1%	24.7%	25.7%	26.2%
Net interest expense	(60)	(38)	(50)	(77)	(14)	(13)
Exceptional item	1,453	220	379	159	0	0
Associates	21	138	317	563	885	920
Gains/losses	0	0	0	0	0	0
Net income before taxes	3,627	1,594	2,379	3,823	5,180	5,969
YoY change (%)	159.5%	-56.1%	49.3%	60.7%	35.5%	15.2%
Tax	(381)	(228)	(266)	(607)	(807)	(870)
Effective tax rate	17.5%	16.6%	13.3%	16.6%	15.6%	14.6%
Minority interests	1	0	0	0	0	0
Net income	3,246	1,366	2,113	3,216	4,373	5,099
YoY change (%)	172.9%	-36.1%	54.8%	52.2%	36.0%	16.6%
Net margin	32.7%	12.6%	18.4%	25.0%	26.1%	26.3%

Source: Company data, J.P. Morgan estimates.

Performance

Million HK\$	1H15	H15	1H16	H16	1H17E	H17E
Total revenues	4,883	6,577	5,885	6,963	7,672	9,078
Gross profit	1,410	1,722	2,041	2,618	2,745	3,520
EBIT	944	789	1,304	1,875	1,767	2,542
Net income before taxes	1,085	1,294	1,572	2,251	2,125	3,056
Net income	946	1,167	1,369	1,846	1,794	2,580
Diluted EPS (HK\$)	0.242	0.30	0.352	0.474	0.461	0.663
Ratio						
Revenue split	42.6%	57.4%	46%	54.2%	45.8%	54.2%
GPM	28.9%	26.2%	34.7%	37.6%	35.8%	38.8%
EBIT margin	19.3%	12.0%	22.2%	26.9%	23.0%	28.0%
NPM	19.4%	17.7%	23.3%	26.5%	23.4%	28.4%
YOY						
Revenue	30.0%	12.9%	20.5%	15.9%	30.4%	30.4%
GP	5.5%	23.3%	44.8%	52.0%	34.5%	34.5%
EBIT	11.9%	83.2%	38.1%	137.8%	35.6%	35.6%
NP	24.2%	93.4%	44.7%	58.3%	31.0%	39.7%

Source: Company data, J.P. Morgan estimates.

Balance Sheet

Million HK\$	1	14	15	16	17E	18E
Cash and cash equivalents	1,042	831	1,298	2,763	2,762	3,435
Inventories	1,232	1,478	1,223	1,321	1,722	1,990
Accounts receivable	2,255	2,487	2,381	2,377	3,099	3,581
Other current assets	7	8	93	76	2,103	2,852
Total current assets	4,537	4,805	4,995	6,537	9,685	11,859
Intangible assets	0	0	0	0	0	0
Property and equipment, net	9,983	11,293	13,177	12,952	14,320	15,288
Other assets	3,276	4,936	4,936	4,954	4,761	4,999

	1	14	15	16	17E	18E
Income Statement						
EBIT	2,212	1,274	1,733	3,178	4,310	5,062
Depreciation and amortization	639	644	795	812	892	969
Working capital changes	129	60	539	(8)	(569)	(324)
Tax paid	(209)	(381)	(228)	(266)	(607)	(807)
Cash flow from operations	2,772	1,598	2,838	3,717	4,026	4,900
Capital expenditures	(2,913)	(1,715)	(1,914)	(1,853)	(2,261)	(1,937)
Investments and others	(208)	32	243	(1,116)	39	38
Net interest	(60)	(38)	(50)	(77)	(14)	(13)
Cash flow from investing	(3,181)	(1,720)	(1,721)	(3,046)	(2,236)	(1,912)
Free cash flow	4	1	1,117	671	1,7	, 88
Dividends	(834)	(902)	(608)	(1,297)	(1,872)	(2,368)
Common issue	916	(3)	1	0	0	0
Other financing	688	833	(18)	2,092	81	54
Contribution from owner	0	(17)	(25)	0	0	0
Cash flow from financing	770	(89)	(650)	794	(1,791)	(2,314)
Change in cash	338	(195)	467	1,465	(1)	674
Cash beginning	703	1,042	831	1,298	2,763	2,762
Foreign exchange changes	1	(17)	0	0	0	0
Cash at end	1, 4	8 1	1, 8	,76	,76	,4 5

Source: Company data, J.P. Morgan estimates.

Investment Thesis, Valuation and Risks

(Overweight; Price Target: HK\$10.50)

The Xinyi is China's most diversified glass company. The defensive nature of the glass after market business and the advanced business construction glass business continue to do well with stable growth and steady margins. The company's performance in the first half of this year is the core of the margin for the first half of the year. In the past, the company has seen peak margins for the first half of the year. The margin is in short supply, which could see margins over the demand imposed, as the supply has been tied since the beginning of 2017.

The current price is based on a 13x P/E ratio, which is a premium of 13% and a dividend yield of 2% (the yield on 1 year government notes in China). The company has a beta of 1.3 (the market beta is 1.3) accordingly. The company's current price is 11% of the estimated cash flow for 2017 and 12% of the estimated cash flow for 2018. The company's growth rate of 3% is based on the annual growth rate expected in 2017 (the final year of the estimate period) subject to a minimum of 3% and a maximum of 5% depending on the nature of the industry and the level of maturity in China.

Key downside risks include falling demand for construction glass, which may result in a cooling property market in China, and further recession in glass demand from Europe.

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Financial Performance Metrics					
	FY14A	FY15A	FY16E	FY17E	FY18E
Cash and cash equivalents	831	1,298	2,763	2,762	3,435
Accounts receivable	2,487	2,381	2,377	3,099	3,581
Inventories	1,478	1,223	1,321	1,722	1,990
Other current assets	8	93	76	2,103	2,852
PP&E	11,293	13,177	12,952	14,320	15,288
LT investments	4,936	3,249	4,534	4,761	4,999
Other non current assets	4,936	3,249	4,534	4,761	4,999
Short term borrowings	2,609	2,514	3,165	2,780	2,780
Payables	724	740	789	1,029	1,189
Other short term liabilities	1,468	1,705	2,046	2,815	3,431
Long-term debt	3,483	3,514	4,509	4,895	4,895
Other long term liabilities	3,898	3,737	4,775	5,242	5,296
Shareholders' equity	12,333	12,718	13,181	16,835	19,385
Minority interests	2	8	66	66	66
Net debt/(cash)	5,261	4,730	4,911	4,913	4,239
EBITDA margin	17.7%	22.1%	31.1%	31.1%	31.2%
EBIT margin	11.7%	15.1%	24.7%	25.7%	26.2%
Net profit margin	12.6%	18.4%	25.0%	26.1%	26.3%
ROE	11.1%	16.9%	24.8%	29.1%	28.2%
ROA	6.7%	10.0%	14.2%	16.6%	16.7%
ROCE	6.1%	8.3%	13.5%	16.0%	16.8%
Net debt/equity	42.7%	37.2%	37.1%	29.1%	21.8%
Sales/Assets (x)	0.5	0.5	0.6	0.6	0.6
Interest cover (x)	50.4	50.3	51.9	368.0	457.2
P/E (x)	20.2	13.0	8.5	6.3	5.4
P/BV (x)	2.2	2.2	2.1	1.6	1.4
EV/EBITDA (x)	16.3	12.1	7.8	5.9	5.0
Dividend Yield	2.1%	3.8%	5.7%	8.0%	9.3%

Note: HK\$ in millions (except per-share data). Fiscal year ends Dec. o/w - out of which

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For a complete list of the proposed projects, please contact your local planning commission or the Virginia Department of Transportation at http://www.vdot.com/projects/irs/irs_stoc.pdf.

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