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1 August 2017

## China Materials

Reuters 0868.HK  
Bloomberg 868 HK

### Priced on 31 July 2017

HS CEI @ 10,827.8

12M hi/lo HK\$8.39/5.69

12M price target HK\$9.60  
±% potential +19%

Shares in issue 3,891.8m  
Free float (est.) 43.9%

Market cap US\$4,138m

3M average daily volume  
HK\$69.2m (US\$8.9m)

Foreign s'holding 52.0%

### Major shareholders

Lee Yin Yee 22.0%  
Tung Ching Sai 9.8%

## Financials

| Year to 31 December         | 15A    | 16A    | 17CL   | 18CL   | 19CL   |
|-----------------------------|--------|--------|--------|--------|--------|
| Revenue (HK\$m)             | 11,460 | 12,848 | 14,336 | 15,292 | 16,060 |
| Adjusted net profit (HK\$m) | 1,734  | 3,055  | 3,745  | 4,161  | 4,652  |
| Adjusted EPS (HK¢)          | 43.0   | 76.5   | 94.4   | 103.7  | 116.0  |
| CL/consensus (9) (EPS%)     | -      | -      | 103    | 103    | 113    |
| Adj EPS growth (% YoY)      | 51.7   | 77.8   | 23.4   | 9.9    | 11.8   |
| Adjusted PE (x)             | 18.8   | 10.6   | 8.6    | 7.8    | 7.0    |
| Dividend yield (%)          | 3.3    | 5.0    | 5.6    | 6.2    | 7.0    |
| ROE (%)                     | 16.9   | 24.8   | 26.5   | 25.7   | 25.2   |
| Net debt/equity (%)         | 37.2   | 37.0   | 37.8   | 24.3   | 11.9   |

Source: CLSA

### In-line 1H17

XYG's 1H17 core profit was calculated to be HK\$1,681m after excluding FX loss, up 24.8% YoY and in line with CL. Reported profit of HK\$1,636m was just marginally 1.4% below Bloomberg. Revenue (+13.5% YoY) was largely in line, with a slight miss in float glass revenue (due to volume) offset by better than expected construction glass sales. Overall GPM was also largely in line at 36.4% (+1.7ppt YoY) amid an ASP-driven float glass GPM surge (30.1%, +7.8ppt YoY) despite some miss in auto/construction glass GPM on higher cost. Besides, lower than expected opex/depreciation and higher associates income (from XYS's beat) offset lower other income and higher interest.

### Key highlights:

- Revenue was up 13.5% YoY to HK\$6,677m, marginally below our forecast by 0.6%. In particular:
  - Revenue from float glass segment surged 35.3% YoY, 2.4% below our forecast which we believe was due to slightly lower than expected sales volume. Meanwhile, strong YoY growth was mainly driven by the significant increase in float glass market prices since 2H16 which stayed high in 1H17, resulting in significant YoY increase in ASP.
  - Revenue from auto glass was down 6.0% YoY, in line with our forecast. The YoY decline was due to a change in accounting treatment as the company started to take out the rebate from revenue in 2H16, which resulted in lower revenue but at the same time lower expenses as well. Besides, FX movements and also spin-off of Xinyi Automobile Glass Hong Kong (8328.HK) also resulted in some revenue decline.
  - Revenue from construction glass was down 2.7% YoY which we believe was partly dragged down by RMB depreciation, but 3.4% above us.
- Overall GPM was 36.4%, up 1.7ppt YoY, marginally lower than us by 0.5ppt. In particular:
  - GPM for float glass was 30.1% (up 7.8ppt YoY), in line with our estimate, thanks to significantly higher ASP YoY, (but slightly lower than 31.2% in 2H16 given the higher soda ash/natural gas costs in 1Q17).
  - GPM for auto glass was 47.8% (down 0.9ppt YoY), 1.1ppt below our estimate. GPM for construction glass was 37.5% (down 1.5ppt YoY), 0.7ppt below. These were also lower than 2H16's 49.3%/40.6%, respectively, also due to higher soda ash/natural gas costs in 1Q17.
- Opex was up 5.3% YoY to HK\$893m, 4.3% below our forecast, suggesting better efficiency. Depreciation expense was up 1.4% YoY, 7.8% below our estimate.
- Other revenue was up 36.0% YoY to HK\$141m, but 18.7% below our forecast.

- The share of profit of associates was up 17.8% YoY to HK\$368m, 24.5% above our estimate due to better-than-expected 1H17 results of Xinyi Solar (29.5% owned by XYG).
- Reported profit was HK\$1,636m, up 19.5% YoY. Excluding FX loss of HK\$45m, core profit is calculated to be HK\$1,681m, up 24.8% YoY and in line with our forecast.
- An interim dividend of HK 20 cents was declared, implying a payout ratio of 48% (1H16: 48%).

Figure 1

## XYG – 1H17 results highlights

| HKD m                                  | 1H16    | 2H16    | 1H17    | YoY growth | 1H17CL  | Forecast vs actual |
|----------------------------------------|---------|---------|---------|------------|---------|--------------------|
| Sales                                  | 5,885   | 6,963   | 6,677   | 13.5%      | 6,718   | (0.6%)             |
| COGS (excl depr)                       | (3,455) | (3,937) | (3,853) | 11.5%      | (3,815) | 1.0%               |
| Operating expenses (ex D&A)            | (848)   | (944)   | (893)   | 5.3%       | (934)   | (4.3%)             |
| ...Opex %                              | 14.4%   | 13.6%   | 13.4%   | (7.2%)     | 13.9%   | (3.7%)             |
| Core EBITDA                            | 1,582   | 2,082   | 1,931   | 22.0%      | 1,969   | (1.9%)             |
| Depreciation                           | (389)   | (408)   | (395)   | 1.4%       | (428)   | (7.8%)             |
| Core EBITA                             | 1,193   | 1,674   | 1,536   | 28.7%      | 1,541   | (0.3%)             |
| Amortisation                           | (15)    | (15)    | (27)    | 79.7%      | (15)    | 84.2%              |
| Core EBIT                              | 1,178   | 1,659   | 1,509   | 28.1%      | 1,526   | (1.1%)             |
| ...Ebit Margin                         | 20.0%   | 23.8%   | 22.6%   |            | 22.7%   |                    |
| Other revenue (ex interest exp)        | 104     | 238     | 141     | 36.0%      | 174     | (18.7%)            |
| Interest Income                        | 16      | 35      | 23      | 46.3%      | 15      | 52.2%              |
| Interest Expense                       | (60)    | (67)    | (73)    | 21.2%      | (45)    | 60.8%              |
| Net Interest Expense                   | (44)    | (33)    | (50)    | 12.0%      | (30)    | 65.2%              |
| Share of Associate Profit              | 312     | 250     | 368     | 17.8%      | 295     | 24.5%              |
| Profit Before Tax                      | 1,550   | 2,115   | 1,968   | 27.0%      | 1,965   | 0.2%               |
| Tax Expense                            | (202)   | (405)   | (285)   | 41.1%      | (278)   | 2.7%               |
| Minority Interest                      | 0       | (2)     | (2)     | 481.9%     | 0       | 481.9%             |
| Net Profit After Tax, pre Exceptionals | 1,347   | 1,707   | 1,681   | 24.8%      | 1,687   | (0.4%)             |
| Exceptional gain/(loss)                | 22      | 137     | (45)    | (305.2%)   |         | NA                 |
| Net Profit After Tax                   | 1,369   | 1,844   | 1,636   | 19.5%      | 1,687   | (3.0%)             |
| ... NPM, pre exceptional               | 22.9%   | 24.5%   | 25.2%   |            | 25.1%   |                    |
| <b>Key operating statistics</b>        |         |         |         |            |         |                    |
| <b>Sales (HKD m)</b>                   |         |         |         |            |         |                    |
| Automobile glass products              | 1,990   | 1,758   | 1,871   | (6.0%)     | 1,863   | 0.4%               |
| Construction glass                     | 1,220   | 1,370   | 1,186   | (2.7%)     | 1,147   | 3.4%               |
| Float glass                            | 2,675   | 3,835   | 3,619   | 35.3%      | 3,708   | (2.4%)             |
| Total                                  | 5,885   | 6,963   | 6,677   | 13.5%      | 6,718   | (0.6%)             |
| <b>Gross profit (HKD m)</b>            |         |         |         |            |         |                    |
| Automobile glass products              | 969     | 867     | 894     | (7.7%)     | 912     | (1.9%)             |
| Construction glass                     | 476     | 556     | 445     | (6.6%)     | 438     | 1.6%               |
| Float glass                            | 596     | 1,195   | 1,090   | 82.9%      | 1,125   | (3.1%)             |
| Total                                  | 2,041   | 2,618   | 2,429   | 19.0%      | 2,474   | (1.8%)             |
| <b>Gross margin</b>                    |         |         |         |            |         |                    |
| Automobile glass products              | 48.7%   | 49.3%   | 47.8%   | -0.9 ppt   | 48.9%   | -1.1 ppt           |
| Construction glass                     | 39.0%   | 40.6%   | 37.5%   | -1.5 ppt   | 38.1%   | -0.7 ppt           |
| Float glass                            | 22.3%   | 31.2%   | 30.1%   | 7.8 ppt    | 30.3%   | -0.2 ppt           |
| Overall                                | 34.7%   | 37.6%   | 36.4%   | 1.7 ppt    | 36.8%   | -0.5 ppt           |

Source: Company, CLSA

Stable float glass, expecting better 2H

We reiterate our view of stable demand/supply dynamics for float glass in 2017. The YTD property sales value, sales GFA and nTf(2)T55A

Figure 4  
YTD Property sales/new starts have started to slow but not yet massively

Figure 5  
Glass demand lags behind property sales

Source: NBS, CLSA

Source: NBS, CLSA

Figure 6  
Float glass capacity under operation in China (includ

Figure 7

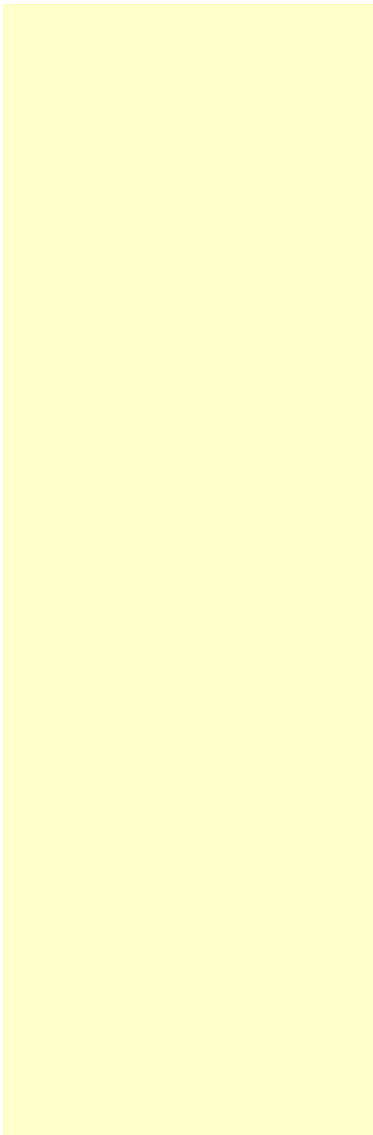
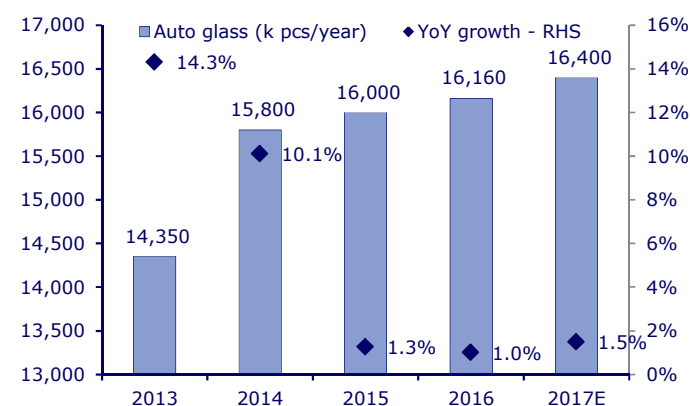


Figure 8

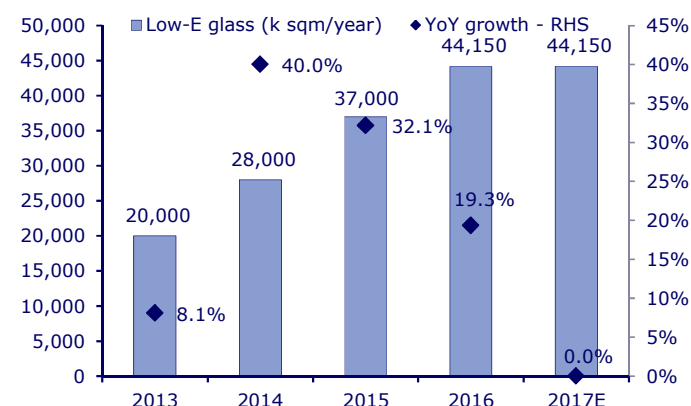
## Auto glass capacity



Source: Company, CLSA

Figure 9

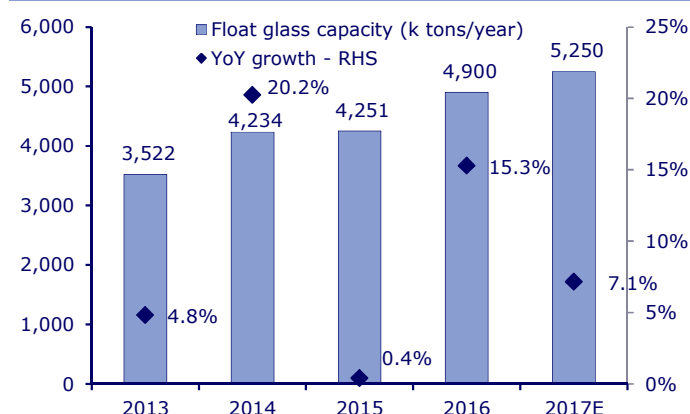
## Low-E glass capacity



Source: Company, CLSA

Figure 10

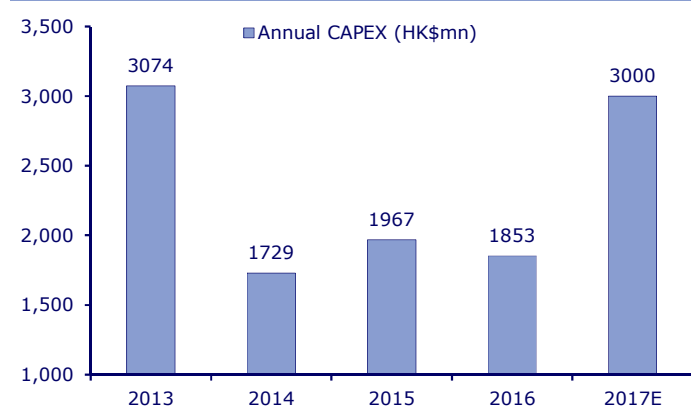
## Float glass capacity



Source: Company, CLSA

Figure 11

## XYG's capex plan



Source: Company, CLSA

## Fine-tuning forecasts

## Maintain BUY

We fine-tune our 17/18/19CL core profit forecasts by -0.4%/-0.8%/-0.2% to factor in slightly higher revenue offset by slightly lower GPM. We also factor in lower opex and higher associate income offset by lower other income and higher interest. Our TP is unchanged at HK\$9.60, based on a blended PE/PB approach: for PE, we apply 10x avg 18-19CL EPS; for PB we use a target multiple of 2.0x on avg 17-18CL BVPS. Retain BUY on an undemanding valuation of 8x 18CL PE/6% dividend yield potential, with stabilising float glass demand/supply dynamics (eg less worry on property sector, supply limitation amid pollution controls), cost reduction (eg, natural gas) and more capacity expansion details as potential key catalysts.

Figure 12

## Earnings revisions

|                                       | 17CL   |        |          | 18CL   |        |          |
|---------------------------------------|--------|--------|----------|--------|--------|----------|
|                                       | New    | Old    | Change   | New    | Old    | Change   |
| Revenue (HK\$ m)                      | 14,336 | 14,278 | 0.4 %    | 15,292 | 15,228 | 0.4 %    |
| - Automobile glass products           | 3,806  | 3,806  | 0.0%     | 3,879  | 3,879  | 0.0%     |
| - Construction glass                  | 2,638  | 2,638  | 0.0%     | 2,722  | 2,722  | 0.0%     |
| - Float glass (inc. electronic glass) | 7,873  | 7,815  | 0.7%     | 8,616  | 8,552  | 0.8%     |
| - Wind farm                           | 19     | 19     | 0.0%     | 75     | 75     | 0.0%     |
| Gross profit margin                   | 37.7 % | 38.0 % | -0.4 ppt | 38.6 % | 38.9 % | -0.3 ppt |
| - Automobile glass products           | 49.3%  | 50.2%  | -0.9 ppt | 50.6%  | 51.2%  | -0.6 ppt |
| - Construction glass                  | 39.0%  | 39.4%  | -0.4 ppt | 38.4%  | 38.8%  | -0.4 ppt |
| - Float glass (inc. electronic glass) | 31.6%  | 31.6%  | -0.1 ppt | 33.1%  | 33.2%  | -0.1 ppt |
| - Wind farm                           | 70.3%  | 70.3%  | 0.0 ppt  | 70.3%  | 70.3%  | 0.0 ppt  |
| Core profit (HK\$ m)                  | 3,745  | 3,760  | -0.4 %   | 4,161  | 4,195  | -0.8 %   |

Source: CLSA

Figure 13

## Valuation of Xinyi Glass

## PE basis

|                            |       |
|----------------------------|-------|
| Average 18-19CL EPS (HK\$) | 1.10  |
| Target multiple (x)        | 10.0  |
| Fair value (HK\$)          | 11.00 |

## PB basis

|                             |      |
|-----------------------------|------|
| Average 17-18CL BVPS (HK\$) | 4.06 |
| Target multiple (x)         | 2.0  |
| Fair value (HK\$)           | 8.10 |

Average (HK\$)

9.60

Implied 17/18CL PE

10.2x / 9.3x

Source: CLSA

Figure 14

## Valuation of Xinyi Glass's non-solar business

| HK\$m                                           | FY17CL                  | FY18CL |
|-------------------------------------------------|-------------------------|--------|
| Net profit of Xinyi Glass                       | 3,745                   | 4,161  |
| Less: after-tax share of profits of Xinyi Solar | (635)                   | (644)  |
| Non-solar profit                                | (a) 3,109               | 3,516  |
| Current market cap of Xinyi Glass               | (b) 32,315              | 32,315 |
| Current market cap of Xinyi Solar               | (c) 18,262              | 18,262 |
| M'cap of Xinyi Glass's non-solar business       | (d) = (b) - 29.5% * (c) | 26,922 |
| PE of Xinyi Glass's non-solar business          | (e) = (d) / (a)         | 8.7    |
|                                                 |                         | 7.7    |

Source: CLSA

Our TP is based on a blended PE and PB approach, with higher multiples amid market rerating

Current market-cap implies 8.7x/7.7x its non-solar businesses earnings in 17/18CL

Figure 15

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Xinyi Glass 12m fwd PE chart

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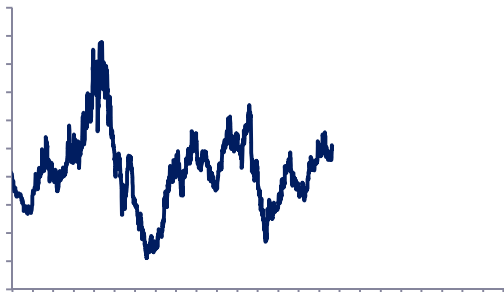


Figure 16

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Xinyi Glass 12m fwd PB chart

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Source: CLSA, Datastream

Figure 17

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12m fwd PE chart – Xinyi Glass after stripping out Xinyi Solar at market price (since Dec-13)

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Source: CLSA, Datastream



Figure 18

## Valuation comp – Xinyi Glass

| Stock                   | Ticker    | Price (local) | Mkt Cap (USD,m) | ADTV (USD,m) | CLSA |          |        | 12m forward valuations |     |       |           |      | EPS Cagr FY1-FY3 | PEG | Gearing (%) | Performance (%) |      |      |      |
|-------------------------|-----------|---------------|-----------------|--------------|------|----------|--------|------------------------|-----|-------|-----------|------|------------------|-----|-------------|-----------------|------|------|------|
|                         |           |               |                 |              | Rec  | Target   | Upside | PE                     | PB  | Yield | EV/Ebitda | ROE  |                  |     |             | 1m              | 3m   | 6m   | 12m  |
| Xinyi Glass             | 868 HK    | 8.08          | 4,137           | 8.9          | BUY  | 9.60     | 19%    | 8.1                    | 2.0 | 6.0   | 7.3       | 26.0 | 10.9             | 0.7 | 37          | 5               | 21   | 19   | 44   |
| Fuyao Glass - H         | 3606 HK   | 26.65         | 8,646           | 7.4          | BUY  | 32.60    | 22%    | 15.0                   | 2.8 | 4.0   | 9.6       | 19.8 | 17.2             | 0.9 | 0           | (11)            | (3)  | 16   | 36   |
| China Glass             | 3300 HK   | 0.72          | 167             | 0.1          |      |          |        |                        |     |       |           |      |                  |     | 55          | 3               | (17) | (14) | (30) |
| Luoyang Glass           | 1108 HK   | 4.31          | 881             | 0.8          |      |          |        |                        |     |       |           |      |                  |     | 106         | (0)             | (15) | (17) | (0)  |
| CSG Holding             | 000012 CH | 8.63          | 2,488           | 17.6         |      |          |        | 21.0                   |     |       |           |      |                  |     | 73          | 6               | (0)  | (13) | (8)  |
| Fuyao Glass - A         | 600660 CH | 23.25         | 8,646           | 56.8         |      |          |        | 15.6                   |     |       |           |      | 14.4             | 1.1 | 0           | (11)            | 3    | 24   | 42   |
| Yaohua Pilkington       | 600819 CH | 7.22          | 931             | 6.5          |      |          |        |                        |     |       |           |      |                  |     | 48          | 7               | (1)  | (12) | 2    |
| Shandong Jinjing        | 600586 CH | 5.70          | 1,236           | 10.4         |      |          |        |                        |     |       |           |      |                  |     | 57          | 17              | 12   | 24   | 33   |
| AVIC Sanxin             | 002163 CH | 7.83          | 935             | 10.3         |      |          |        |                        |     |       |           |      |                  |     | 287         | (5)             | (7)  | (16) | 12   |
| Xiuqiang Glasswork      | 300160 CH | 8.88          | 789             | 12.5         |      |          |        | 23.2                   | 3.1 | 0.6   | 14.5      | 14.5 | 16.4             | 1.4 | 11          | (1)             | (6)  | (22) | (25) |
| Changzhou Almaden       | 002623 CH | 24.29         | 578             | 6.9          |      |          |        | 27.5                   |     |       |           |      |                  |     | 39          | (10)            | (17) | (34) | (27) |
| Zhuzhou Kibing          | 601636 CH | 5.37          | 2,142           | 26.6         |      |          |        | 12.3                   | 1.8 | 3.9   | 7.9       | 15.7 | 16.7             | 0.7 | 56          | 19              | 24   | 28   | 68   |
| Taiwan Glass            | 1802 TT   | 15.45         | 1,486           | 1.5          |      |          |        |                        |     |       |           |      |                  |     | 44          | 5               | 0    | 17   | 15   |
| Asahi Glass             | 5201 JP   | 4,650.00      | 9,889           | 39.0         | O-PF | 5,150.00 | 11%    | 79.9                   | 4.9 | 0.5   | 22.0      | 6.2  | (0.9)            |     | 25          | (2)             | (4)  | 11   | 56   |
| Nippon Sheet Glass      | 5202 JP   | 935.00        | 764             | 10.3         |      |          |        | 9.9                    |     |       |           |      | 37.1             | 0.3 | 233         | 1               | 8    | 1    | 23   |
| Central Glass           | 4044 JP   | 485.00        | 942             | 3.2          |      |          |        | 10.7                   |     |       |           |      | 9.9              | 1.1 | 24          | 0               | 1    | (11) | 9    |
| Hankuk Glass Industries | 002000 KS | 30,900.00     | 278             | 0.5          |      |          |        |                        |     |       |           |      |                  |     | (21)        | (0)             | 18   | 15   | 14   |
| Cie de St-Gobain        | SGO FP    | 47.31         | 31,098          | 109.2        |      |          |        | 14.7                   |     |       |           |      | 13.9             | 1.1 | 29          | 1               | (5)  | 4    | 25   |
| PPG Industries Inc      | PPG US    | 106.35        | 27,277          | 134.8        |      |          |        | 16.3                   | 5.3 | 1.7   | 10.9      |      | 10.8             | 1.5 | 52          | (3)             | (3)  | 6    | 2    |
| Turkiye Sise            | SISE TI   | 4.51          | 2,874           | 5.7          |      |          |        | 11.1                   |     |       |           |      | 10.6             | 1.1 | 13          | 8               | 11   | 23   | 47   |
| Trakya Cam Sanayii      | TRKCM TI  | 3.73          | 1,194           | 2.5          |      |          |        | 11.0                   |     |       |           |      | 9.9              | 1.1 | 32          | 17              | 32   | 47   | 85   |
| Corning                 | GLW US    | 29.52         | 26,653          | 191.5        |      |          |        | 16.4                   | 1.7 | 2.3   | 8.7       | 10.5 | 9.1              | 1.8 | (8)         | (2)             | 2    | 11   | 33   |
| Average                 |           |               |                 |              |      |          |        | 19.5                   | 3.1 | 2.7   | 11.6      | 15.4 | 13.5             | 1.1 | 54.2        |                 |      |      |      |

Source: Bloomberg (for the not-rated stocks), CLSA (for the rest)

## Valuation details

We value XYG using a blended PE and PB approach. We apply a target multiple of 10x to avg 18-19CL EPS and a target multiple of 2.0x to avg 17-18CL BVPS, in line with the historical averages.

## Investment risks

Key risks include: 1) Weakening of the property market or even the auto market. Demand for float glass and construction glass is highly dependent on the property market. Besides, despite being a stable business, the auto glass segment is correlated to the global number of vehicles in use, and any significant slowdown in the global auto industry may also affect the segment's performance. 2) Further tightening of credit. Tightening of credit also affects developers' cash flows and progress in construction of property projects. 3) Incremental production costs. A significant surge in natural gas, international crude oil prices and other raw material costs may affect XYG's gross margin if it cannot pass on incremental costs by raising ASP. 4) More capacity additions in the market.

## Valuation details - Asahi Glass Co Ltd 5201 JP

We value the stock using a PE valuation methodology as the company's earnings trends have brightened as chemicals and flat glass earnings growth offsets LCD weakness. We forecast Asahi Glass to see revenue and operating profit growth in the medium term as the US and Eurozone economies improve and chemicals experience success with new products along with growth in Southeast Asia.

#### Investment risks - Asahi Glass Co Ltd 5201 JP

Fluctuating fuel costs are a risk because almost all of its businesses consume large amounts of fuel and materials. A US\$1 fall in oil prices adds ¥400m to OP. An increase in oil prices would cause a decline in profits. We expect the LCD substrate market to continue to see price cuts, but if weakness in downstream markets put more pressure on prices they may decline more than our expectations. The company is expecting ¥30bn in non-operating costs, but we are assuming ¥20bn. If non-operating costs reach ¥30bn, net profits would drop which would affect our PB-ROE correlation derived PB multiple.

#### Valuation details - Fuyao Glass Industry Group Co Ltd 3606 HK

We use PE valuation as our primary valuation tool for Fuyao in order to capture the earnings growth momentum. We use DCF model as a cross-check, given the strong cash flow of the company to provide steady dividend payments.

#### Investment risks - Fuyao Glass Industry Group Co Ltd 3606 HK

Key risks include: 1) slowdown of the Chinese and global auto industry affecting product demand; 2) increasing competition in the market, mainly from existing players largely accelerating their capacity additions; 3) increasing costs of raw material, especially those used to manufacture float glass such as fuel (eg natural gas) and soda ash; 4) slower-than-expected ramp-up of the new production facilities, especially those located overseas, and lower-than-expected profitability of these new plants; 5) unfavourable currency movements, like RMB appreciation; and 6) political risk arising from increasing overseas exposure.

## Summary financials

| Year to 31 December                    | 2015A   | 2016A   | 2017CL  | 2018CL  | 2019CL  |
|----------------------------------------|---------|---------|---------|---------|---------|
| Summary P&L forecast (HK\$m)           |         |         |         |         |         |
| Revenue                                | 11,460  | 12,848  | 14,336  | 15,292  | 16,060  |
| Op Ebitda                              | 2,313   | 3,664   | 4,343   | 4,932   | 5,358   |
| Op Ebit                                | 1,518   | 2,837   | 3,464   | 3,950   | 4,309   |
| Interest income                        | 40      | 51      | 70      | 51      | 31      |
| Interest expense                       | (90)    | (128)   | (131)   | (128)   | (73)    |
| Other items                            | 912     | 1,063   | 993     | 1,022   | 1,190   |
| Profit before tax                      | 2,380   | 3,823   | 4,397   | 4,895   | 5,457   |
| Taxation                               | (266)   | (607)   | (649)   | (732)   | (801)   |
| Minorities/Pref divs                   | 0       | (3)     | (3)     | (3)     | (3)     |
| Net profit                             | 2,113   | 3,213   | 3,745   | 4,161   | 4,653   |
| Summary cashflow forecast (HK\$m)      |         |         |         |         |         |
| Operating profit                       | 1,518   | 2,837   | 3,464   | 3,950   | 4,309   |
| Operating adjustments                  | -       | -       | -       | -       | -       |
| Depreciation/amortisation              | 795     | 827     | 879     | 982     | 1,050   |
| Working capital changes                | (207)   | (426)   | (201)   | (104)   | (84)    |
| Net interest/taxes/other               | (421)   | (784)   | (780)   | (860)   | (874)   |
| Net operating cashflow                 | 1,685   | 2,453   | 3,362   | 3,968   | 4,400   |
| Capital expenditure                    | (1,967) | (1,853) | (3,000) | (1,500) | (1,500) |
| Free cashflow                          | (282)   | 600     | 362     | 2,468   | 2,900   |
| Acq/inv/disposals                      | -       | -       | -       | -       | -       |
| Int, invt & associate div              | 951     | 1,112   | 1,061   | 1,070   | 1,218   |
| Net investing cashflow                 | (1,016) | (741)   | (1,939) | (430)   | (282)   |
| Increase in loans                      | 16      | 1,646   | 933     | (3,171) | (1,808) |
| Dividends                              | (1,029) | (1,622) | (1,810) | (2,011) | (2,249) |
| Net equity raised/other                | 812     | (267)   | (446)   | 0       | -       |
| Net financing cashflow                 | (202)   | (244)   | (1,324) | (5,182) | (4,057) |
| Incr/(decr) in net cash                | 468     | 1,468   | 99      | (1,644) | 61      |
| Exch rate movements                    | -       | -       | -       | -       | -       |
| Opening cash                           | 832     | 1,300   | 2,768   | 2,867   | 1,223   |
| Closing cash                           | 1,300   | 2,768   | 2,867   | 1,223   | 1,285   |
| Summary balance sheet forecast (HK\$m) |         |         |         |         |         |
| Cash & equivalents                     | 1,300   | 2,768   | 2,867   | 1,223   | 1,285   |
| Debtors                                | 1,136   | 1,036   | 1,212   | 1,293   | 1,358   |
| Inventories                            | 1,223   | 1,321   | 1,396   | 1,454   | 1,502   |
| Other current assets                   | 1,337   | 1,412   | 1,858   | 1,858   | 1,858   |
| Fixed assets                           | 11,971  | 11,831  | 14,009  | 14,581  | 15,083  |
| Intangible assets                      | 1,281   | 1,193   | 1,136   | 1,082   | 1,030   |
| Other term assets                      | 3,174   | 4,462   | 4,462   | 4,462   | 4,462   |
| Total assets                           | 21,422  | 24,022  | 26,940  | 25,954  | 26,578  |
| Short-term debt                        | 2,514   | 3,165   | 3,550   | 2,242   | 1,497   |
| Creditors                              | 740     | 789     | 839     | 875     | 903     |
| Other current liabs                    | 1,705   | 2,046   | 2,046   | 2,046   | 2,046   |
| Long-term debt/CBs                     | 3,514   | 4,509   | 5,057   | 3,194   | 2,132   |
| Provisions/other LT liabs              | 223     | 266     | 266     | 266     | 266     |
| Minorities/other equity                | 7       | 66      | 66      | 66      | 66      |
| Shareholder funds                      | 12,718  | 13,181  | 15,115  | 17,265  | 19,669  |
| Total liabs & equity                   | 21,422  | 24,022  | 26,940  | 25,954  | 26,578  |
| Ratio analysis                         |         |         |         |         |         |
| Revenue growth (% YoY)                 | 5.5     | 12.1    | 11.6    | 6.7     | 5.0     |
| Ebitda growth (% YoY)                  | 33.0    | 58.4    | 18.5    | 13.6    | 8.7     |
| Ebitda margin (%)                      | 20.2    | 28.5    | 30.3    | 32.3    | 33.4    |
| Net profit margin (%)                  | 18.4    | 25.0    | 26.1    | 27.2    | 29.0    |
| Dividend payout (%)                    | 50.5    | 49.7    | 48.0    | 48.5    | 48.5    |
| Effective tax rate (%)                 | 11.2    | 15.9    | 14.8    | 15.0    | 14.7    |
| Ebitda/net int exp (x)                 | 46.1    | 47.7    | 71.9    | 64.2    | 128.2   |
| Net debt/equity (%)                    | 37.2    | 37.0    | 37.8    | 24.3    | 11.9    |
| ROE (%)                                | 16.9    | 24.8    | 26.5    | 25.7    | 25.2    |
| ROIC (%)                               | 8.7     | 15.7    | 17.8    | 18.4    | 19.5    |
| EVA@/IC (%)                            | (2.9)   | 4.1     | 6.2     | 6.8     | 7.9     |

Source: CLSA

Steady earnings growth ahead

Capex mainly on Malaysia investments and Qianhai land

Balance sheet still healthy

Decent ROE

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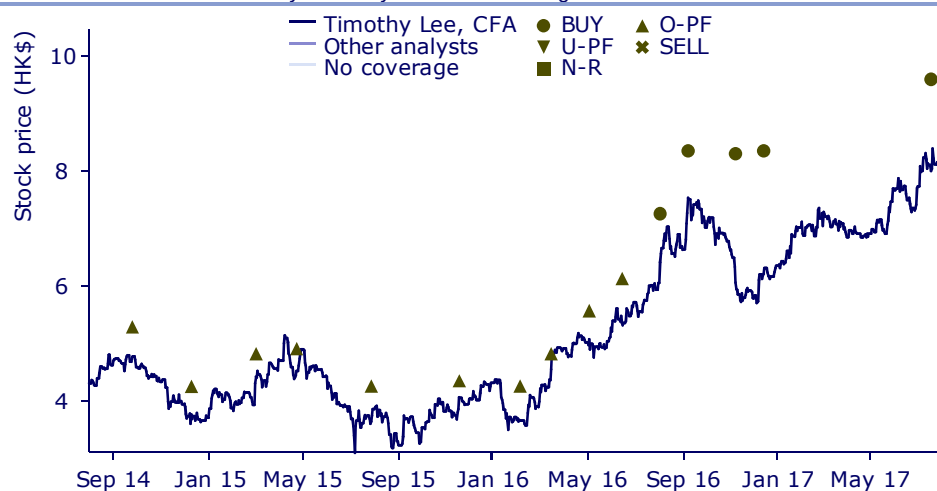
Xinyi Glass (868 HK - HK\$8.08 - BUY)  
Asahi Glass (5201 JP - ¥4,650 - O-PF)  
AVIC Sanxin (N-R)  
Central Glass (N-R)  
Changzhou Almaden (N-R)  
China Glass (N-R)  
Cie de St-Gobain (N-R)  
Corning (N-R)  
CSG - A (N-R)  
Fuyao Glass - A (600660 CH - RMB23.24 - BUY)  
Fuyao Glass (3606 HK - HK\$26.65 - BUY)  
Hankuk Glass Industries (N-R)  
Jinjing (N-R)  
Kibing (N-R)  
Luoyang Glass (N-R)  
NSG (N-R)  
PPG (N-R)  
Sise Cam (N-R)  
SYP Glass - A (N-R)  
Taiwan Glass (N-R)  
Trakya Cam Sanayii (N-R)  
Xinyi Solar (968 HK - HK\$2.46 - BUY)  
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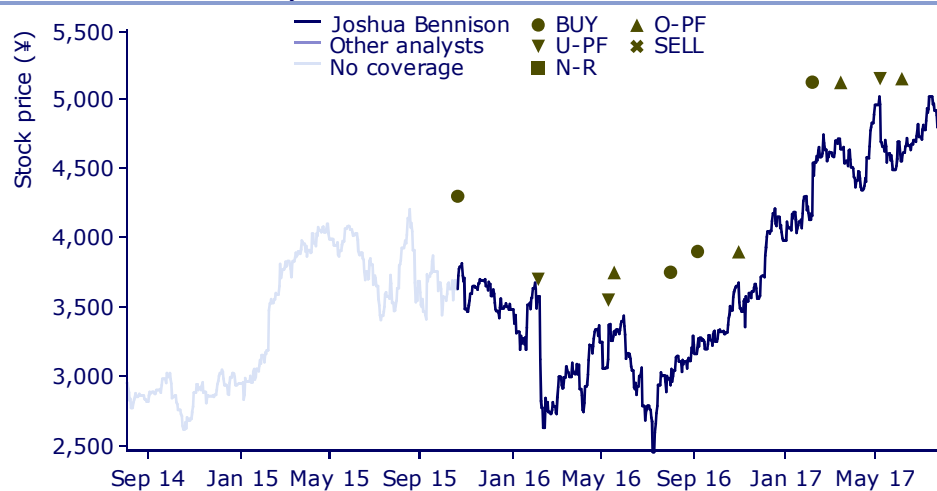
### Recommendation history of Xinyi Glass Holdings Ltd 868 HK



| Date        | Rec  | Target | Date        | Rec  | Target |
|-------------|------|--------|-------------|------|--------|
| 17 Jul 2017 | BUY  | 9.60   | 05 Feb 2016 | O-PF | 4.24*  |
| 14 Dec 2016 | BUY  | 8.35   | 19 Nov 2015 | O-PF | 4.33*  |
| 08 Nov 2016 | BUY  | 8.30   | 29 Jul 2015 | O-PF | 4.24*  |
| 08 Sep 2016 | BUY  | 8.35   | 24 Apr 2015 | O-PF | 4.90*  |
| 03 Aug 2016 | BUY  | 7.25   | 03 Mar 2015 | O-PF | 4.81*  |
| 15 Jun 2016 | O-PF | 6.12*  | 10 Dec 2014 | O-PF | 4.23*  |
| 04 May 2016 | O-PF | 5.56*  | 25 Sep 2014 | O-PF | 5.28*  |
| 16 Mar 2016 | O-PF | 4.80*  |             |      |        |

Source: CLSA; \* Adjusted for corporate action

### Recommendation history of Asahi Glass Co Ltd 5201 JP



| Date        | Rec  | Target    | Date        | Rec  | Target    |
|-------------|------|-----------|-------------|------|-----------|
| 07 Jun 2017 | O-PF | 5,150.00* | 01 Aug 2016 | BUY  | 3,750.00* |
| 09 May 2017 | U-PF | 5,150.00* | 17 May 2016 | O-PF | 3,750.00* |
| 17 Mar 2017 | O-PF | 5,125.00* | 09 May 2016 | U-PF | 3,550.00* |
| 07 Feb 2017 | BUY  | 5,125.00* | 05 Feb 2016 | U-PF | 3,700.00* |
| 31 Oct 2016 | O-PF | 3,900.00* | 20 Oct 2015 | BUY  | 4,300.00* |
| 06 Sep 2016 | BUY  | 3,900.00* |             |      |           |

Source: CLSA; \* Adjusted for corporate action

## Recommendation history of Fuyao Glass Industry Group Co Ltd 3606 HK

Timothy Lee, CFA ● BUY ▲ O-PF  
 Other analysts ▼ U-PF ✖ SELL  
 No coverage ■ N-R



| Date        | Rec | Target | Date | Rec | Target |
|-------------|-----|--------|------|-----|--------|
| 15 May 2017 | BUY | 32.60  |      |     |        |

Source: CLSA

## Recommendation history of Xinyi Solar Holdings Ltd 968 HK

| Date        | Rec | Target | Date        | Rec | Target |
|-------------|-----|--------|-------------|-----|--------|
| 01 Aug 2017 | BUY | 3.10   | 19 Nov 2015 | BUY | 4.67*  |
| 17 Jul 2017 | BUY | 3.00   | 02 Nov 2015 | BUY | 4.57*  |
| 22 Apr 2017 | BUY | 2.98*  | 19 Oct 2015 | BUY | 4.67*  |
| 28 Feb 2017 | BUY | 3.38*  | 12 Jun 2015 | BUY | 4.55*  |
| 14 Dec 2016 | BUY | 3.48*  | 27 May 2015 | BUY | 4.07*  |
| 18 Oct 2016 | BUY | 3.87*  | 24 Apr 2015 | BUY | 3.56*  |
| 15 Jun 2016 | BUY | 4.17*  | 12 Mar 2015 | BUY | 3.11*  |
| 16 Mar 2016 | BUY | 3.97*  | 04 Dec 2014 | BUY | 3.25*  |
| 05 Feb 2016 | BUY | 4.07*  | 25 Sep 2014 | BUY | 3.18*  |
| 12 Jan 2016 | BUY | 4.57*  |             |     |        |

Source: CLSA; \* Adjusted for corporate action

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We define as "Double Baggers" stocks we expect to yield 100% or more (including dividends) within three years at the time the stocks are intnfmdekce



There are no numbers for Hold/Neutral as CLSA/CLST do not have such investment rankings.

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