# China / Hong Kong Company Updaté

# **Ganfeng Lithium Co Ltd**

Bloomberg: 1772 HK Equity | 002460 CH Equity | Reuters: 1772.HK | 002460.SZ

Refer to important disclosures at the end of this report

# DBS Group Research . Equity

### H: BUY

**Last Traded Price (H) ( 5 Nov 2020):** HK\$55.35(**HSI :** 25,696) **Price Target 12-mth (H):** HK\$60.00 (8.4% upside) (Prev HK\$50.00)

# A: BUY

Last Traded Price (A) ( 5 Nov 2020):RMB72.20(CSI300 Index: 4,885)
Price Target 12-mth (A):RMB77.00 (6.6% upside) (Prev RMB70.00)

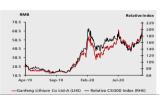
#### Analyst

Duncan CHAN +852 36684178 duncanchan@dbs.com

#### What's New

- 3Q sales volume benefitted from the EV battery sales rebound; product GP expected to recover on price rebound
- New expansion in TWS capacity to set growth for 2023
- Factored in higher impairment impact for 2020-2021 with a new estimated earnings CAGR of 82% during 2020-2022
- Maintain BUY; new H-share TP of HK\$60/A-share TP of RMB77 at unchanged PE multiples after rolling over to FY22F EPS





#### Forecasts and Valuation (H Shares)

FY Dec (RIVIBM)	2019A	2020F	2021F	2022F
Turnover	5.246	5.524	7.508	8.600
EBITDA	916	1.107	2.294	2.771
Pre-tax Profit	477	658	1.777	2.193
Net Profit	361	500	1.350	1.667
Net Pft (Pre Ex) (core profit)	361	500	1,350	1,667
Net Profit Gth (Pre-ex) (%)	(73.0)	38.6	170.0	23.4
EPS (RMB)	0.28	0.39	1.04	1.29
EPS (HK\$)	0.33	0.45	1.23	1.51
EPS Gth (%)	(76.3)	38.6	170.0	23.4
Diluted EPS (HK\$)	0.33	0.45	1.23	1.51
DPS (HK\$)	0.35	0.14	0.37	0.45
BV Per Share (HK\$)	7.59	7.90	8.76	9.82
PE (X)	169.0	121.9	45.2	36.6
P/Cash Flow (X)	91.1	31.8	49.2	33.7
P/Free CF (X)	nm	98.7	256.2	75.4
EV/EBITDA (X)	69.3	56.9	27.5	22.7
Net Div Yield (%)	0.6	0.2	0.7	0.8
P/Book Value (X)	7.3	7.0	6.3	5.6
Net Debt/Equity (X)	0.3	0.2	0.2	0.2
ROAE(%)	4.4	5.9	14.7	16.3
Earnings Rev (%):		(18)	(8)	New
Consensus EPS (RMB)		0.45	1.10	1.72
Other Broker Recs:		B:9	S:1	H:2

Source of all data on this page: Company, DBS Bank (Hong Kong) Limited ("DBS HK"), Thomson Reuters

#### 6 Nov 2020

# Multiple growth avenues

#### **Investment Thesis**

Secured sales backlog order growth. Gangeng Lithium's (GFLi) lithium hydroxide capacity is expected to increase by >80% by 2020. It has secured sales orders for the next 12 months' production, supporting our optimistic hydroxide revenue growth forecast of 45% in 2021.

**Higher-margin product launch.** We expect product GP margin to recover to 35% in FY22F from 23% in FY19, on better ASP and launch of higher-margin product (True Wireless Stereo).

Room to for further expansion. With its improved operating cash inflow plus the proceeds from its H-share placement (in Sep-20), GFLi should be able to fully fund the capex for its overseas mine project and TWS expansion, while keeping net gearing stable at <20%.

#### Valuation

GFLi is trading at an undemanding FY22F price-earnings (PE) valuation multiple of 32.1x, compared to its historical range of 19-59x since its listing in 4Q18. Our H-share target price (TP) of HK\$60.0 (raised from HK\$50.0) is based on its historical mean of 40x PE, applied to FY22F EPS. Our TP for A-share is RMB77 (up from RMB70) on 60x PE, based on its historical mean during 2010-2019.

#### Where we differ:

We have an above-consensus earnings CAGR estimate of 82% for 2020-2022, as we are more positive on market recovery and higher-margin product launches.

#### **Key Risks to Our View:**

Unexpected ASP decline on stronger market supply of lithium products.

#### At A Glance

Issued Capital - H shares (m shs)	240
- Non H shrs (m shs)	1,092
H shs as a % of Total	18
Total Mkt Cap (HK\$m/US\$m)	105,851 / 13,654
Major Shareholders (%)	
Li (Liang Bin)	24.7
Wang (Xiao Shen)	9.2
Major H Shareholders (As % of H shares)	
Rosefinch Fund Management Co., Ltd.	24.1
Samsung SDI Co Ltd	10.4
Pacific Asset Management Co., Ltd.	5.9
H Shares-Free Float (%)	59.7
3m Avg. Daily Val. (US\$m)	20.55
GICS Industry: Materials / Metals & Mining	







#### **WHAT'S NEW**

#### Multiple growth avenues

Guidance was largely on track. We deem the company's 3Q20 results to have met its overall guidance. In January-September 2020, net profit was flattish yoy at RMB330m, narrowing the decline in the first six months, or growing 421% y-o-y to RMB173m in 3Q20. In the third quarter, revenue expanded on strong rebound in lithium carbonate sales volume to an estimated 7,000 tons LCE (1H20: 7,000 tons), on keen market demand for lithium iron phosphate. Sales volume for lithium hydroxide reached 8,000 tons LCE (1H20: 14,000 tons). By crosschecking with market benchmark price levels of lithium carbonate and hydroxide, Ganfeng could have delivered >30% GP margin for hydroxide products and break even for carbonate products. Meanwhile, blended GPM is estimated at 17.7% in 3Q (1H20: 19.4%).

Further earnings improvement alert. We assume stable 4Q20 sales volume in lithium carbonate and lithium hydroxide, sufficient to meet its full-year targets of 20,000 and 30,000 tons respectively. In mid-October 2020, we saw a price rebound in lithium carbonate (+1%) and hydroxide price (+4%) from their year-lows in early-October, which should also support a rebound in product margins. The company's latest guidance for full-year earnings to reach RMB400-500m also implies a better outlook for 4Q20. We expect the company's lithium compound sales volumes to grow 25%/36% in FY20F/FY21 on average price changes of -15%/+6%.

Growth drivers in 2021-2023. Management stated that it has secured the new sales orders (indicated growth >80%) with its existing blue-chip manufacturers, including Tesla, LG Chem, Volkswagen, BMW, Samsung, Panasonic. Moreover, according to the company's development plan, it aims to increase production capacity by sixfold for its True Wireless Stereo (TWS) batteries by 2023. Potential clients include Vivo, OPPO, JBL, and EDIFIER. Lithium batteries accounted for about 20% of total revenue. This is earnings positive because the product offers above-group-average GP margin of >30%, which has yet to be factored into our estimates.

**Optimistic lithium market outlook.** Overall, the lithium market has stabilised, following the 27% and 41% declines since beginning of this year in the prices of China's lithium carbonate and lithium hydroxide products. Meanwhile, demand should be boosted by a rebound in electric vehicles sales. On the supply front, the market expects more companies to get into liquidations following that of Australia

miner Altura. Moreover, lithium carbonate and hydroxide inventories saw continuous drawdown to about less than one month's supply in 3Q20. We believe the company will benefit from the expected rebound in lithium market prices.

Project earnings CAGR of 82% during 2020-2022. As the company has reported an impairment of RMB80-100m for its investment in the electric vehicle venture which we did not expect, we have thus lowered our earnings estimate to reflect the higher impairment impact in the corresponding period. Despite this setback, we see: (1) revenue growth estimated at 45% in FY21F, on its hydroxide sales expansion, and (2) product GP margin recovery on better ASP and higher-margin product launches, estimated to rise to 35% in FY22F from 23% in FY19. Our forecasts are above the Bloomberg consensus figures.

Room for further expansion. As of end-September 20, gross borrowings increased 45.3% to RMB6,089m from RMB4,188m as at end-December 2019. With its improved operating cash inflow plus the proceeds from its H-share placement (in September 2020), GFLi should have sufficient to fund the capex for its overseas mine project and TWS expansion. On 29 October 2020, the company decided to terminate the cooperation agreement in Jiangxi Jiangte. We believe the withdrawal may lead to Jiangxi Jiangte going bankruptcy and it will benefit GFLi from market share gains. Based on the company's development plan, we project net gearing to remain stable at <20% in the next few years.

Raise TPs for both H-share and A-share; maintain BUY calls. GFLi is trading at an attractive FY22F price-earnings (PE) valuation multiple of 36.8x, compared to its historical range of 19-59x since its listing in 4Q18. Our H-share target price (TP) of HK\$60.0 (raised from HK\$50.0) is based on its historical mean of 40x PE, applied to FY22F EPS. Our TP for A-share is RMB77 (up from RMB70) on 60x PE, based on its historical mean during 2010-2019.

#### **Company Background**

Ganfeng Lithium (GFLi) is the world's third-largest and China's largest lithium compound producer. It is also the world's largest lithium metal supplier. In 2019, the company's sales volumes of lithium compound and lithium metal were 44,151 and 1,435 tonnes respectively, based on lithium carbonate equivalent (LCE) tonne. Its shares are dual-listed on



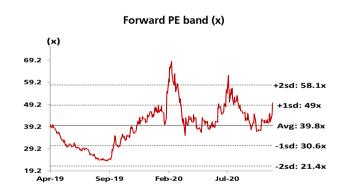
the Hong Kong Stock Exchange (October 2018) and Shenzhen Stock Exchange (August 2010).

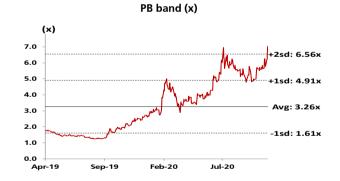
#### **Quarterly Income Statement (RMBm)**

FY Dec	3Q2019	2Q2020	3Q2020	% chg yoy	% chg qoq
	4 200	1 205	4.506	0.5	463
Revenue	1,388	1,296	1,506	8.5	16.2
Cost of Goods Sold	(1,098)	(1,039)	(1,240)	12.9	19.3
Gross Profit	290	257	266	-8.1	3.6
Other Oper. (Exp)/Inc	(61)	(91)	(68)	11.3	-25.2
Operating Profit	228	166	198	-13.3	19.5
Other Non Opg (Exp)/Inc	(137)	53	24	nm	nm
Associates & JV Inc	(13)	4	15	-219.6	257.4
Net Interest (Exp)/Inc	(40)	(55)	(16)	-60.5	-70.8
Exceptional Gain/(Loss)	0	0	0	nm	nm
Pre-tax Profit	38	168	221	478.0	31.8
Tax	(6)	(16)	(43)	665.2	169.8
Minority Interest	1	(2)	(4)	nm	nm
Net Profit	33	150	174	421.3	16.0
Net profit bef Except.	33	150	174	421.3	16.0
EBITDA	140	302	316	124.9	4.5
Margins (%)					
Gross Margins	20.9	19.8	17.7		
Opg Profit Margins	16.5	12.8	13.1		
Net Profit Margins	2.4	11.6	11.6		

Source: Company, DBS HK

#### **Historical PE and PB band**





Source: Thomson Reuters, DBS HK





#### **Key Assumptions**

FY Dec	2018A	2019A	2020F	2021F	2022F
Sales volume for lithium metal and compound (LCE tonne)	30,826.3	45,586.5	56,853.7	77,135.5	84,271.2
ASP for lithium metal and compound (Rmb/tonne)	103.2	91.1	77.9	83.1	88.3
GPM for lithium metal and compound (%) Source: Company, DBS HK	35.9	23.6	24.9	33.1	35.3

#### Segmental Breakdown (RMB m)

FY Dec	2018A	2019A	2020F	2021F	2022F
Revenues (RMB m)					
Lithium compound	4,153	4,152	4,430	6,414	7,439
Lithium metal	737	1,095	1,095	1,095	1,160
Total	4,890	5,246	5,524	7,508	8,600
Gross profit (RMB m)					
Lithium compound	1,643	1,092	1,196	2,309	2,827
Lithium metal	111	147	179	179	209
Total	1,754	1,239	1,375	2,488	3,036
Gross profit Margins (%)					
Lithium compound	39.6	26.3	27.0	36.0	38.0
Lithium metal	15.1	13.4	16.3	16.3	18.0
Total	35.9	23.6	24.9	33.1	35.3

Source: Company, DBS HK





#### Income Statement (RMB m)

FY Dec	2018A	2019A	2020F	2021F	2022F
Revenue	4,890	5,246	5,524	7,508	8,600
Cost of Goods Sold	(3,136)	(4,009)	(4,149)	(5,021)	(5,564)
Gross Profit	1,754	1,238	1,375	2,488	3,036
Other Opng (Exp)/Inc	(443)	(432)	(455)	(618)	(708)
Operating Profit	1,311	806	920	1,870	2,328
Other Non Opg (Exp)/Inc	156	(277)	(281)	(201)	(230)
Associates & JV Inc	123	153	127	232	232
Net Interest (Exp)/Inc	(90)	(205)	(108)	(124)	(136)
Dividend Income	0	0	0	0	0
Exceptional Gain/(Loss)	0	0	0	0	0
Pre-tax Profit	1,500	477	658	1,777	2,193
Tax	(163)	(121)	(165)	(444)	(548)
Minority Interest	(1)	5	6	18	22
Preference Dividend	0	0	0	0	0
Net Profit	1,337	361	500	1,350	1,667
Net Profit before Except.	1,337	361	500	1,350	1,667
EBITDA	1,733	916	1,107	2,294	2,771
Growth					
Revenue Gth (%)	17.2	7.3	5.3	35.9	14.5
EBITDA Gth (%)	(31.6)	(47.1)	20.8	107.2	20.8
Opg Profit Gth (%)	(8.3)	(38.5)	14.2	103.2	24.5
Net Profit Gth (%)	(36.2)	(73.0)	38.6	170.0	23.4
Margins & Ratio					
Gross Margins (%)	35.9	23.6	24.9	33.1	35.3
Opg Profit Margin (%)	26.8	15.4	16.7	24.9	27.1
Net Profit Margin (%)	27.3	6.9	9.1	18.0	19.4
ROAE (%)	22.1	4.4	5.9	14.7	16.3
ROA (%)	12.4	2.6	3.4	8.4	9.4
ROCE (%)	13.3	5.0	5.3	9.9	11.1
Div Payout Ratio (%)	29.5	107.5	30.0	30.0	30.0
Net Interest Cover (x)	14.5	3.9	8.5	15.1	17.1
Source: Company, DBS HK					





#### Balance Sheet (RMB m)

FY Dec	2018A	2019A	2020F	2021F	2022F
N . E' LA .	2.620	2.000	2.067	4.574	F 433
Net Fixed Assets	2,620	3,008	3,967	4,574	5,133
Invts in Associates & JVs	1,854	3,680	3,680	3,680	3,680
Other LT Assets	1,251	1,809	1,809	1,809	1,809
Cash & ST Invts	3,602	1,700	2,168	3,001	3,309
Inventory	1,905	2,334	1,592	1,926	2,134
Debtors	1,598	1,159	1,254	1,616	1,815
Other Current Assets	809	525	525	525	525
Total Assets	13,639	14,213	14,993	17,129	18,405
ST Debt	1,356	1,969	1,969	2,439	2,439
Creditors	1,364	559	995	1,204	1,334
Other Current Liab	1,112	731	731	731	731
LT Debt	1,420	2,219	2,219	2,749	2,749
Other LT Liabilities	292	324	324	324	324
Shareholder's Equity	8,042	8,355	8,705	9,650	10,817
Minority Interests	54	55	49	31	9
Total Cap. & Liab.	13,639	14,213	14,993	17,129	18,405
•					
Non-Cash Wkg. Capital	1,837	2,727	1,643	2,131	2,408
Net Cash/(Debt)	826	(2,488)	(2,020)	(2,187)	(1,879)
Debtors Turn (avg days)	30.0	32.9	33.9	33.9	33.9
Creditors Turn (avg days)	39.3	43.4	44.4	44.4	44.4
Inventory Turn (avg days)	30.7	33.4	34.4	34.4	34.4
Asset Turnover (x)	0.5	0.4	0.4	0.5	0.5
Current Ratio (x)	2.1	1.8	1.5	1.6	1.7
Quick Ratio (x)	1.4	0.9	0.9	1.1	1.1
Net Debt/Equity (X)	CASH	0.3	0.2	0.2	0.2
Net Debt/Equity ex MI (X)	CASH	0.3	0.2	0.2	0.2
Capex to Debt (%)	42.7	18.1	31.0	19.3	19.3
Z-Score (X) Source: Company, DBS HK	NA	NA	NA	NA	NA

#### Cash Flow Statement (RMB m)

FY Dec	2018A	2019A	2020F	2021F	2022F
Pre-Tax Profit	1,500	477	658	1,777	2,193
Dep. & Amort.	143	234	341	393	441
Tax Paid	(224)	(337)	(273)	(568)	(685)
Assoc. & JV Inc/(loss)	(123)	(212)	(127)	(232)	(232)
(Pft)/ Loss on disposal of FAs	0	0	0	0	0
Chg in Wkg.Cap.	(1,356)	(163)	1,084	(488)	(277)
Other Operating CF	745	670	235	356	368
Net Operating CF	685	669	1,918	1,238	1,808
Capital Exp.(net)	(1,185)	(758)	(1,300)	(1,000)	(1,000)
Other Invts.(net)	1,167	434	0	0	0
Invts in Assoc. & JV	(1,790)	(1,044)	0	0	0
Div from Assoc & JV	0	0	0	0	0
Other Investing CF	(553)	(1,454)	0	0	0
Net Investing CF	(2,360)	(2,823)	(1,300)	(1,000)	(1,000)
Div Paid	(293)	(388)	(150)	(405)	(500)
Chg in Gross Debt	495	1,322	0	1,000	0
Capital Issues	0	0	0	0	0
Other Financing CF	2,519	(693)	0	0	0
Net Financing CF	2,721	241	(150)	595	(500)
Currency Adjustments	0	0	0	0	0
Chg in Cash	1,046	(1,913)	468	833	308
Opg CFPS (RMB)	1.80	0.64	0.65	1.33	1.61
Free CFPS (RMB)	(0.44)	(0.07)	0.48	0.18	0.63

Source: Company, DBS HK



**H Share - Target Price & Ratings History** 

HK\$ 59.0 - 54.0 - 49.0 - 44.0 - 39.0 - 34.0 - 29.0 -				Λη.		1 2	<u>2</u>	۸,	3	May	4	۳۰,	
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Nov-19	Dec-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20

S.No.	Date	Closing Price	12-mth Target Price	Rating
1:	27-Apr-20	HK\$24.80	HK\$30.00	Buy
2:	4-May-20	HK\$25.30	HK\$30.00	Buy
3:	13-J ul-20	HK\$36.40	HK\$50.00	Buy
4:	28-Aug-20	HK\$39.95	HK\$50.00	Buy

Source: DBS HK

Analyst: Duncan CHAN

# A Share - Target Price & Ratings History



S.No.	Date	Closing	12-mth	Rating
		Price	Target	
			Price	
1:	27-Apr-20	RMB42.30	RMB45.00	Hold
2:	4-May-20	RMB42.90	RMB45.00	Hold
3:	13-Jul-20	RMB54.50	RMB70.00	Buy
4:	28-Aug-20	RMB51.40	RMB70.00	Buy

Source: DBS HK

Analyst: Duncan CHAN



DBS HK recommendations are based on an Absolute Total Return\* Rating system, defined as follows:

STRONG BUY (>20% total return over the next 3 months, with identifiable share price catalysts within this time frame)

**BUY** (>15% total return over the next 12 months for small caps, >10% for large caps)

HOLD (-10% to +15% total return over the next 12 months for small caps, -10% to +10% for large caps)

**FULLY VALUED** (negative total return, i.e., > -10% over the next 12 months)

SELL (negative total return of > -20% over the next 3 months, with identifiable share price catalysts within this time frame)

\*Share price appreciation + dividends

Completed Date: 6 Nov 2020 10:55:33 (HKT) Dissemination Date: 6 Nov 2020 12:13:22 (HKT)

Sources for all charts and tables are DBS HK unless otherwise specified.

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#### DBS Bank (Hong Kong) Limited

13  $^{\text{th}}$  Floor One Island East, 18 Westlands Road, Quarry Bay, Hong Kong Tel: (852) 3668-4181, Fax: (852) 2521-1812



#### **DBS Regional Research Offices**

HONG KONG

DBS Bank (Hong Kong) Ltd Contact: Carol Wu

13th Floor One Island East,

18 Westlands Road, Quarry Bay, Hong Kong

Tel: 852 3668 4181 Fax: 852 2521 1812

e-mail: dbsvhk@dbs.com

INDONESIA

PT DBS Vickers Sekuritas (Indonesia) Contact: Maynard Priajaya Arif

**DBS Bank Tower** Ciputra World 1, 32/F Jl. Prof. Dr. Satrio Kav. 3-5 Jakarta 12940, Indonesia Tel: 62 21 3003 4900 Fax: 6221 3003 4943

e-mail: indonesiaresearch@dbs.com

MALAYSIA

AllianceDBS Research Sdn Bhd Contact: Wong Ming Tek (128540 U)

19th Floor, Menara Multi-Purpose, Capital Square, 8 Jalan Munshi Abdullah 50100, Kuala Lumpur, Malaysia.

Tel.: 603 2604 3333 Fax: 603 2604 3921

e-mail: general@alliancedbs.com

Co. Regn No. 198401015984 (128540-U)

SINGAPORE **DBS Bank Ltd** Contact: Janice Chua

12 Marina Boulevard, Marina Bay Financial Centre Tower 3

Singapore 018982 Tel: 65 6878 8888

e-mail: groupresearch@dbs.com Company Regn. No. 196800306E

DBS Vickers Securities (Thailand) Co Ltd

9th, 14th-15th Floor Rama 1 Road, Pathumwan,

Tel. 66 2 857 7831 Fax: 66 2 658 1269

e-mail: research@th.dbs.com

Securities and Exchange Commission, Thailand

Contact: Chanpen Sirithanarattanakul 989 Siam Piwat Tower Building,

Bangkok Thailand 10330

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