# Update

### Equities - China September, <u>3th</u>, 2012

Rating:	Buy
Risk:	High
Current Price:	EUR 0.70
Price Target:	EUR 1.50
Sector:	Mob. Components
Reuters Code: Bloomberg Code: ISIN: Home Page: Fiscal Year End:	49G.DE 49G GY Equity SG9999005052 www.greater-cpc.com December

### **Trading Data**

Price High/Low 52 w
Market Capitilisation:
Shares outstanding
Free Float:

EUR 0.86 - 0.375 EUR 18.9m 26m 23.0%



**Financial Calendar** 

May 2013	2012 Yearly Results
Exchange Rate (Sept. 2012):	RMB/EUR 8.0

Date and Time of Stock Price Sept. 03, 2012 10 am CET

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Attention is drawn to the disclaimer and other Information on page 4



## **Greater China Precision Components Ltd. (GCPC)**

### The good story continues: Great H1 2012 results

GCPC has reported its 2012 results, which came in very good. Sales gained by a strong 96.5% to RMB 304.8m (EUR 38.1m). Sales in H1 2011 were RMB 155.2m (EUR 19.4m). Although last years first half was exceptionally weak making the comparison easier, the growth story is taking up in speed in the second half of 2011 and is continuing. Main responsible factors for the strong growth are a continuation of very good tablet orders (among others from companies like Amazon) and ongoing strong demand from existing mobile casing clients.

In H1 2012 gross margin was a good 24% (H1 2011: 17%). Net profits exceeded our expectations. H1 2012 net profit was RMB 37.4m (EUR 4.66m), which is equal to a net profit margin of 12.3%. This is even better than net margin of H2 2011, which were already at a good 10.2%.

We are very happy with this development, especially when considering the ongoing trend to rising labor costs and a continuation of pricing pressure from existing and new clients. Good order income proofs that GCPC was and is a trusted and reliable partner of globally acting companies. We are confident that these partnerships will continue in the future as firms like Amazon don't shift away from trusted producers. The risk would be too high.

What we like as well is the high cash level of RMB 93.37m (EUR 11.67m) as of June 30th 2012. This gives the management enough power to continue investing in needed machines as well as other equipment and therefore the growth of the company.

### We stay positive for 2012/2013

Six months ago we got more positive about the future of GCPC and we stick to our view. The good H1 2012 numbers give support, that the company will be able to reach our 2012 targets, if not even exceeding them. Positive driving factors will be an increase in direct sales to international handset companies, an improved product mix with a tendency to higher margin products like tablets and an efficiency increase through a higher rate of automatisation.

Where we finally have seen some improvement is in the way the company communicates with the investment community. The company website now has a very fresh and new look and matches in quality and information level with the good operative performance of the company. Nevertheless, we find that the management still talks too sporadically to the investors, which needs to be changed in the future.

Some operational risk factors remain, like a still shaky global economic environment, pricing pressure, the high competitive environment, labor costs increases.

Consequently, we currently keep our estimates unchanged. We hope that positive news flow will force us to increase our estimates for fiscal years 2012 and 2013.

For the full year 2012 we expect a sales growth of 10% to RMB 648.5m (EUR 81m). Net profit should come in at RMB 73.2m (EUR 9.15m), representing a net profit margin of 11.3%. In 2013, we expect another sales increase of 10% to RMB 713.4m (EUR 89.17m). Net profit margins should expand slightly to 11.4%.

### Price target EUR 1.50 - Recommendation BUY

We are leaving our BUY recommendation as well as our price target of EUR 1.50 unchanged, which is based on the combination of a DCF Model and a peer group analysis.



### Sales Structure

Source: GCPC





Source: GCPC and VEM Aktienbank

### **Company Description**

GCPC is one of the leading one-stop providers of mobile handsets and tablet casings in China. Its primary business is the manufacturing of spray painted mobile handset casings. GCPC provides customers with services such as product design development, moulding and prototyping, raw materials and components procurement, plastic injection, spray painting and assembling services. GCPC operates its business through its subsidiary, Huizhou Green.

Source: GCPC and VEM Aktienbank

### **Summary of Financials**

Year Ending December, 31										
Income Statement	2009	2010	2011	2012E	2013E	Cash Flow Statement	2010	2011	2012E	2013E
in RMB thousand										
Sales	245,894	305,060	589,607	648,568	713,424	Net Profit			73,195	81,139
% change		24%	93%	10%	10%	Depreciation & Amortisation			21,101	20,898
Gross Profit	64,780	65,904	160,909	181,599	199,759	Change in Working Capital			16,879	-14,371
as % of sales	26.3%	21.6%	27.3%	28.0%	28.0%	Cash flow from Operations	50,914	23,318	111,175	87,666
EBIT	36,749	38,407	76,901	91,494	101,424					
as % of sales	14.9%	12.6%	13.0%	14.1%	14.2%					
Tax Payments	-5189	-5876	-15844	-18299	-20285					
Tax Rate	14.2%	15.4%	20.8%	20.0%	20.0%	Investing Activities	-20,672	-51,360	-51,360	-51,885
						Financing Activities	-17,782	5,208	-8,658	-9,598
Net Profit	31,376	32,294	60,410	73,195	81,139	Free Cash Flow	12,460	-22,834	51,156	26,183
in % of sales	12.8%	10.6%	10.2%	11.3%	11.4%					
						Net Cash	12,460	-22,834	51,156	26,183
Shares outstanding (in m)	26,400	26,302	25,903	25,903	25,903	Opening Cash Balance	30,510	42,970	20,136	71,292
EPS (reported)	1.19	1.23	2.33	2.83	3.13	Closing Cash Balance	42,970	20,136	71,292	97,475
Balance Sheet	2009	2010	2011	2012E	2013E	Key Ratios			2012E	2013E
in RMB thousand	2009	2010	2011	2012E	2013E	Key Ratios			2012E	2013E
III RMB ulousallu										
						P/E			2.5	2.1
Tangibles	251,336	260,401	288,653	327,459	363,635	P/Sales			0.2	0.2
Trade Debtors	141,206	135,438	322,410	239,881	263,869	EV/EBITDA			1.3	1.2
Other current Assets	4,694	5,594	11,860	13,046	14,351	EV/EBIT			1.8	1.5
Inventories	65,949	54,947	134,641	146,661	161,327	P/B			0.3	0.3
Cash	45,670	42,970	20,652	71,283	92,277					
						ROE			12.3%	13.2%
Liabilities	1,464	1,423	12,263	12,263	12,263	ROIC			12.0%	12.8%
Total Equity	416,448	439,498	491,761	556,298	627,839	Equity Ratio			97%	97%

GCPC, VEM Aktienbank

### **SWOT Analyse**

Strengths	Weaknesses
Strong Expertise in manufacturing precision plastic components	Lack of bargaining power with customers
Fully integrated product offering from design to assembly at a very efficient rate	Dependence on a few top customers for revenues
New client gains and value added products should support growth and margins	Short-term contracts due to limited lifecycle of products
Increase in internationalisation	

Opportunities	Threats
Broaden product portfolio to include more assembly services and plastic	Expansion Strategy could lead to competition with current customers
components	Dynamic industry with rapidly changing technologies
Capacity expansion could help Company to form direct relationship with major OEMs	Emergence of India as major manufacturing hub could slow down component industry growth in China



Latest Images of GCPC Site













Source: GCPC and Raimund Saier







#### Legal Discla

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Summary of VEM's recommendations over the last 12 month concerning the securities of the company being subject of this analysis

Date of publication Share Price at this date Recommendation New Fair Value (at date of publication)

22.10.2007	IPO	Buy	EUR 4.45
11.12.2007	EUR 2.14	Buy	EUR 4.80
02.04.2008	EUR 1.39	Buy	EUR 3.45
24.08.2008	EUR 0.78	Hold	EUR 1.50
15.04.2009	EUR 0.50	Buy	EUR 1.50
07.09.2010	EUR 0.80	Buy	EUR 1.30
30.04.2010	EUR 0.71	Buy	EUR 1.93
02.09.2010	EUR 0.66	Hold	EUR 1.10
29.04.2011	EUR 0.46	Buy	EUR 1.10
21.09.2011	EUR 0.44	Buy	EUR 0.67
04.03.2012	EUR 0.70	Buy	EUR 1.50

Disclosure of potential conflicts of interests according to Section 34b of the German Securities Trading Act (WpHG) in combination with the German Ordinance on the Analysis of Financial Instruments (FinAnV) at the date of

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Disclosure 3 - 5 - 8 - 9 - 10 - 11

### Company Greater China Precision Components Ltd.

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The persons and/or enterprises mentioned above have expect or aim, within the past 12 month, been part of a consortium for the issue that is, or whose financial instruments are, the subject of this financial analysis, in a market by pacting dury of sen orders (a subject of this financial instruments are, the subject of this financial analysis, in a market by pacting dury of sen orders (a subject of this financial instruments are, the subject of this financial analysis, in a market by pacting dury of sen orders (a subject of this financial analysis, in a market by pacting dury of sen orders (a subject of this financial analysis, in a market by pacting dury of sen orders (a subject of this financial analysis, in a market by pacting dury of sen orders (a subject of this financial analysis, in a market by pacting dury of sen orders (a subject of this financial analysis, in a market by pacting dury of sen orders (a subject of this financial analysis, in a market by pacting dury of sen orders (a subject of this financial analysis, in the way of a public offering.
The persons and/or enterprises mentioned above have, within the past 12 month, been party to an agreement on provision of investment banking services with the issuer that is, or whose financial instruments are, the subject of this financial analysis, in the way of a public offering.
The persons and/or enterprises mentioned above have, within the past 12 month, been party to an agreement on provision of investment banking services with the issuer that is, or whose financial instruments are, the subject of this financial analysis, in the way of a public offering.
The persons and/or enterprises mentioned above expect or aim, within the next 3 month, for fees, allowances or payments of any other kind for investment banking services from the issuer that is, or whose financial instruments are, the subject of this financial analysis.
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#### Details of material sources of information:

This financial analysis is based on public available information (Company presentations, Annual Reports, Quarterly Reports, Press Information, prospectus, ad-hoc announcements etc.). Moreover, management interviews for more detailed information about the current business development were held with the company.

#### Summary of the valuation methods and principles applied in the preparation of the financial analysis:

The valuations underlying the ratings of the securities analysed by VEM are based on generally accepted and widely used methods of fundamental valuation, such as DCF model, Peer group comparison, NAV valuation and - where applicable - a Sum-of-the parts model. VEM applies an absolute equity rating system with 3 grades. Each grade complies with following expectations (Ratings refer to time period of 6 months):

BUY: The expected return (composed of the projected change of the share price and the anticipated dividend yield) is at least + 10 %. HOLD: The expected return (composed of the projected change of the share price and the anticipated dividend yield) is worse than -10 %. SELI: The expected return (composed of the projected change of the share price and the anticipated dividend yield) is worse than -10 %.

For further important details concerning the valuation methods applied in the preparation of this analysis, the meaning of the specific investment recommendation (including the recommended investment period, the risks associated with the investment and the sensitivity of the valuation parameters) please see the Section "Valuation" in this analysis.

#### Quarterly summary

VEM is evaluating its ratings on a quarterly basis. The evaluation for the last quarter compares VEM's recommendations "Buy", "Hold", and "Sell" in total with VEM's recommendations "Buy", "Hold", and "Sell" for companies to which VEM has delivered significant investment banking services during the last 12 month. To view this evaluation, please visit www.vem-aktienbank.de.

4

#### Additional important information:

Date of first publication of this analysis by VEM : Sept 3th, 2012

#### Date and Time of relevant Share Price (see first page):

A schedule for an update of this Analysis is not appointed yet. VEM reserves the right to update any individual analysis without prior notice