

伟创电气 Veichi (688698 CH)

首次覆盖: 专机、通用齐发力,新兴行业深度布局 Industry Customized & Universal VFD Making Progress: Initiation

观点聚焦 Investment Focus

首次覆盖优于大市 Initiate with OUTPERFORM 评级 优于大市 OUTPERFORM 现价 Rmh23 27 目标价 Rmb36.75 Rmb4.19bn / US\$0.61bn 市值 日交易额 (3 个月均值) US\$4.15mn 发行股票数目 180.00mn 自由流通股 (%) Rmh26 38-Rmh13 87 1年股价最高最低值 注: 现价 Rmb23.27 为 2023 年 3 月 24 日收盘价 Price Return ——MSCI China 140 120 100 80 60 Mar-23 Jul-22 Nov-22 Mar-22 资料来源: Factset 1mth 3mth 12mth 绝对值 -3.2% 23.3% 18.1% 绝对值(美元) -2.3% 26.2% 10.2% 相对 MSCI China 22.3% 50.4% 54.4% (¥ mn) Dec-21A Dec-22E Dec-23E Dec-24E 营业收入 819 906 1 202 1 597 (+/-)43% 11% 33% 33% 净利润 127 140 189 249 (+/-) 45% 10% 35% 32% 全面摊薄 EPS (¥) 0.70 0.78 1.05 1.38 毛利率 33.1% 35.6% 35.5% 35.3% 净资产收益率 14.6% 14.4% 16.2% 17.6% 市盈率 32 29 21 16

(Please see APPENDIX 1 for English summary)

- 深耕电气传动和工业控制领域。公司成立以来一直专注于电气传动和工业控制领域,主营业务为变频器、伺服系统及运动控制器等产品。2022 年前三季度,变频器收入 4.54 亿元,占收入比重为 68.21%。变频器板块中,行业专机占比 52.82%,通用变频器占比 47.18%;伺服系统及运动控制器收入 1.78 亿元,占收入比重为 26.80%。
- 业绩快速增长,盈利能力持续提升。公司收入、归母净利润持续快速增长,分别从 2017 年的 3.23 亿元、0.32 亿元增长至 2021 年的 8.19 亿元、1.27 亿元,年均复合增速分别为 26.20%、41.51%。2022 年前三季度,公司实现收入 6.66 亿元,同比增加 8.07%;归母净利润 1.15 亿元,同比增加 13.94%;毛利率、归母净利率分别为 35.92%、17.22%,同比增加 2.40pct、0.89pct。
- 低压变频器、伺服系统市场持续增长。根据公司 2022 年半年报 援引中国工控网数据,我国低压变频器市场规模从 2018 年的 202 亿元增长至 2021 年的 283 亿元,年均复合增速约 11.90%。 伺服系统市场规模从 2018 年的 106 亿元增长至 2021 年的 212 亿元,年均复合增速约 25.99%。我们预计,未来随着制造业数字化转型进程的加速推进、"中国制造 2025"战略的实施以及国产替代趋势日益显著,工业自动化程度有望进一步提升,变频器、伺服系统市场规模有望进一步扩大,公司将持续受益。
- 变频器全产品线覆盖,行业差异化战略持续开拓下游市场。公司全面布局高、中、低压变频器市场。
 - (1)低压变频器领域:公司采用深耕细分行业的差异化战略,经过多年技术研发与产品推广经验积累,深入布局起重、轨道交通、光伏扬水、矿山机械、高效能源、智能装备、印刷包装、纺织、石油化工等多个细分领域,并在起重等行业占据了一定的市场份额和行业地位。2017 至 2021 年,公司在低压变频器市场占有率整体呈增长态势,市场份额由 1.61%增长至2.20%。我们认为,未来伴随公司研发持续投入及品牌知名度进一步提升,公司的业务规模和市场份额将稳步提升。(2)中高压变频器领域:公司已经掌握高压变频器控制的核心技术,我们预计 2023 年会推出新一代高压变频器产品。
- 技术, 我们预计 2023 年会推出新一代高压变频器产品。

 盈利预测与评级。我们预计公司 2022-2024 年 EPS 分别为 0.78
- **盈利预测与评级**。我们预计公司 2022-2024 年 EPS 分别为 0.78 元、1.05 元、1.38 元。参考可比公司估值,给予公司 2023 年 PE35X,对应目标价 36.75 元,首次覆盖,给予"优于大市"评级。
- 风险提示。经济波动导致工控产业需求不达预期;市场竞争激烈导致产品盈利水平下降。

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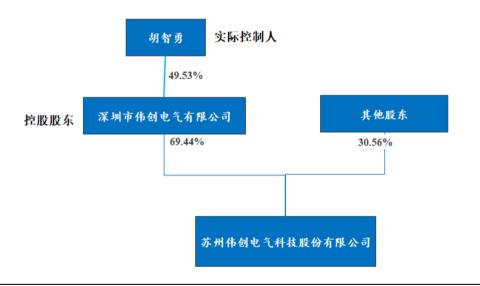
资料来源:公司信息,HTI

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- 伺服市占率持续提升,战略布局新兴行业。2017 至 2021 年,公司伺服系统市场份额由 0.19%增长至 0.88%。目前公司伺服产品在总线同步控制技术方面取得了一定的技术突破与积累,在多轴联动控制的机加工中能实现了更优异的加工效果。未来公司将优化伺服电机生产工艺,提升产品质量,利用产品规模化效应进一步降低产品供应成本;同时完善现有机床、纺织机械等行业运用,在物流、3C 电子制造、锂电设备等行业进行战略布局。
- 布局 PLC 产品打造整体解决方案,显著提升客户粘性。2021 年,公司推出 PLC 产品。公司控制层、驱动层、执行层的产品系列已经齐全,补齐战略短板以后形成的系统解决方案会加强公司竞争力,与现有产品线形成合力,进一步带动变频器和伺服系统产品的业绩增长。
- 布局新兴行业,持续拓展海外市场。
 - (1)公司积极布局 3C、锂电、物流、半导体、机器人等新兴产业,重点布局光伏领域和氢能源领域,深入探索节能、高效电机驱动、新能源、储能等领域,培育公司未来可持续增长新引擎。
 - (2)海外业务:公司在印度、北非、中东、东南亚、欧洲以及美洲等区域均有市场布局,并在印度成立了印度子公司。2022年前三季度,公司海外营业收入为1.29亿元,同比增长149.19%。我们认为,公司新兴行业布局及海外业务拓展有望为公司开拓新的利润增长点。

图1 公司股权结构图



资料来源: WIND, 海通国际

• 分项业务预测主要假设。

(1) 变频器

(1.1) 变频器-行业专机

收入: 我们认为, 2022 年受建筑起重机械市场增速放缓、 行业竞争加剧影响, 公司行业专机收入有所下滑。随着起重行业的回暖和公司新行业的布局, 2023-2024年, 公司该业务增速将有所提升。我们预计, 2022-2024年, 公司该业务收入变动分别为-15.00%、30.00%、30.00%。

毛利率: 我们认为,公司降本增效措施的推进,将拉动变频器-行业专机业务毛利率提升。我们预计,2022-2024年,公司该业务毛利率分别为37%、37.5%、37.5%。

(1.2) 变频器-通用变频器

收入: 我们认为, (1) 技术方面: 公司在电机控制算法方面掌握了异步感应/永磁同步/同步磁阻电机的矢量控制技术, 电机高频注入控制技术、电机参数辨识技术、高速弱磁等关键核心技术, 未来将继续加大关键技术的研发和产品迭代, 着眼自主创新能力及产品性能的提升, 促进产品和服务的进步。 (2) 公司拓宽变频器产品系列, 全面布局高、中、低产品, 进一步打开市场空间。将共同推动变频器-通用变频器业务快速增长。我们预计, 2022-2024 年, 公司该业务收入增速分别为35.00%、30.00%、30.00%。

毛利率: 我们认为,该板块毛利率基本维持稳定。我们预计,2022-2024 年,公司该业务毛利率分别为44%、44%、44%。

(1.3) 变频器-合计

基于以上假设, 我们预计, 2022-2024 年, 公司变频器板块, 收入增速分别为 3.48%、30%、30%。毛利率分别为 40.38%、40.63%、40.63%。

(2) 伺服系统及运动控制器

收入: 我们认为, (1)产品方面: 公司优化伺服电机生产工艺,提升产品质量,利用产品规模化效应进一步降低产品供应成本,随着自制编码器投产、新一代伺服和新一代电机的投产与量产,将会为公司产品提供成本优势。(2)市场开拓方面: 公司依托控制系统、伺服系统为客户提供完整的行业解决方案,完善现有机床、纺织机械等行业运用,同时在物流、3C电子制造、锂电设备等行业进行战略布局。我们预计,2022-2024年,公司该业务收入增速分别为30.00%、40.00%、40.00%。

毛利率: 我们认为, 该板块毛利率基本维持稳定。我们预计, 2022-2024 年, 公司该业务毛利率分别为 26%、26%、26%。

(3) 其他

我们预计,公司该板块 2022-2024 年收入增速为 29.5%、30%、30%。毛利率基本维持稳定,2022-2024 年毛利率分别为 21%、21%、21%。

(4) 合计

基于对主要业务板块的假设, 我们预计, 公司 2022-2024 年合计收入增速 10.64%、32.69%、32.84%。毛利率 35.56%、35.54%、35.34%。

- 盈利预测与估值。我们预计公司 2022-2024 年归母净利润 1.40 亿元、1.89 亿元、2.49 亿元。对应 EPS 分别为 0.78 元、1.05 元、1.38 元。参考可比公司估值,给予公司 2023 年 PE35X,对应目标价 36.75 元,首次覆盖,给予"优于大市"评级。
- 风险提示: 经济波动导致工控产业需求不达预期; 市场竞争激烈导致产品盈利水平下降。

| 表1 公司分项业务预测(百万元) | | | | | | |
|------------------|--------|---------|---------|---------|---------|--|
| | 2020 | 2021 | 2022E | 2023E | 2024E | |
| 变频器-行业专机 | | | | | | |
| 收入 | 275.65 | 376.49 | 320.01 | 416.02 | 540.82 | |
| YoY | | 67.08% | -15.00% | 30.00% | 30.00% | |
| 成本 | 170.42 | 246.98 | 201.61 | 260.01 | 338.01 | |
| 毛利率(%) | 38.18% | 34.40% | 37.00% | 37.50% | 37.50% | |
| 变频器-通用变频器 | | | | | | |
| 收入 | 179.52 | 220.72 | 297.97 | 387.36 | 503.57 | |
| YoY | | 61.32% | 35.00% | 30.00% | 30.00% | |
| 成本 | 94.05 | 126.83 | 166.86 | 216.92 | 282.00 | |
| 毛利率(%) | 47.61% | 42.54% | 44.00% | 44.00% | 44.00% | |
| 变频器-合计 | | | | | | |
| 收入 | 455.17 | 597.20 | 617.98 | 803.38 | 1044.39 | |
| YoY | | 31.21% | 3.48% | 30.00% | 30.00% | |
| 成本 | 264.47 | 373.81 | 368.47 | 476.93 | 620.01 | |
| 毛利率(%) | 41.90% | 37.41% | 40.38% | 40.63% | 40.63% | |
| 伺服系统及运动控 制器 | | | | | | |
| 收入 | 102.80 | 187.48 | 243.72 | 341.21 | 477.69 | |
| YoY | | 141.94% | 30.00% | 40.00% | 40.00% | |
| 成本 | 78.09 | 147.05 | 180.35 | 252.49 | 353.49 | |
| 毛利率(%) | 24.04% | 21.56% | 26.00% | 26.00% | 26.00% | |
| 其他 | | | | | | |
| 收入 | 14.26 | 34.20 | 44.28 | 57.57 | 74.84 | |
| YoY | | 139.81% | 29.50% | 30.00% | 30.00% | |
| 成本 | 12.09 | 27.06 | 34.98 | 45.48 | 59.12 | |
| 毛利率(%) | 15.24% | 20.87% | 21.00% | 21.00% | 21.00% | |
| 合计 | | | | | | |
| 收入 | 572.23 | 818.87 | 905.98 | 1202.15 | 1596.92 | |
| YoY | | 43.10% | 10.64% | 32.69% | 32.84% | |
| 成本 | 354.64 | 547.92 | 583.81 | 774.90 | 1032.62 | |
| 毛利率(%) | 38.02% | 33.09% | 35.56% | 35.54% | 35.34% | |

资料来源:公司 2020-2021 年报,海通国际

| | | 收盘价(元/股) | 总市值 (亿元) | EPS (元) | PE (倍) |
|-----------|------|----------|----------|---------|--------|
| 代码 | 简称 | 3月23日 | 3月23日 | 2023E | 2023E |
| 002334.SZ | 英威腾 | 10.33 | 80.81 | 0.53 | 19.43 |
| 002747.SZ | 埃斯顿 | 25.77 | 223.97 | 0.35 | 73.06 |
| 300024.SZ | 机器人 | 10.99 | 170.37 | 0.12 | 94.66 |
| 300124.SZ | 汇川技术 | 68.00 | 1807.77 | 2.05 | 33.24 |
| 603416.SH | 信捷电气 | 45.28 | 63.65 | 2.43 | 18.63 |
| 688320.SH | 禾川科技 | 40.95 | 61.84 | 1.51 | 27.14 |
| | | 均值 | | | 44.36 |

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资料来源: wind 一致预测,海通国际

财务报表分析和预测

| 主要财务指标 | 2021 | 2022E | 2023E | 2024E | 利润表 (百万元) | 2021 | 2022E | 2023E | 2024E |
|------------------------|--------------|-------------|-------------|-----------|---------------------------------------|------------|----------|----------|----------|
| 毎股指标 (元) | | | | | 营业总收入 | 819 | 906 | 1202 | 1597 |
| 每股收益 | 0.70 | 0.78 | 1.05 | 1.38 | 营业成本 | 548 | 584 | 775 | 1033 |
| 每股净资产 | 4.81 | 5.41 | 6.46 | 7.85 | 毛利率% | 33.1% | 35.6% | 35.5% | 35.3% |
| 每股经营现金流 | 0.17 | 1.69 | -0.62 | 1.84 | 营业税金及附加 | 4 | 7 | 9 | 12 |
| 每股股利 | 0.18 | 0.18 | 0.00 | 0.00 | 营业税金率% | 0.4% | 0.8% | 0.8% | 0.8% |
| 价值评估(倍) | | | | | 营业费用 | 50 | 60 | 78 | 104 |
| P/E | 31.60 | 28.61 | 21.19 | 16.11 | 营业费用率% | 6.2% | 6.6% | 6.5% | 6.5% |
| P/B | 4.62 | 4.11 | 3.44 | 2.84 | 管理费用 | 29 | 38 | 49 | 65 |
| P/S | 4.89 | 4.42 | 3.33 | 2.51 | 管理费用率% | 3.6% | 4.2% | 4.1% | 4.1% |
| EV/EBITDA | 27.35 | 20.31 | 16.22 | 11.55 | EBIT | 121 | 152 | 201 | 263 |
| 股息率% | 0.8% | 0.0% | 0.0% | 0.0% | 财务费用 | -6 | -5 | -5 | -5 |
| 盈利能力指标(%) | | | | | 财务费用率% | -0.7% | -0.6% | -0.4% | -0.3% |
| 毛利率 | 33.1% | 35.6% | 35.5% | 35.3% | 资产减值损失 | -5 | -5 | -4 | -4 |
| 净利润率 | 15.5% | 15.5% | 15.7% | 15.6% | 投资收益 | 4 | 4 | 5 | 6 |
| 净资产收益率 | 14.6% | 14.4% | 16.2% | 17.6% | 营业利润 | 130 | 141 | 193 | 256 |
| 资产回报率 | 10.0% | 9.9% | 10.6% | 11.7% | 营业外收支 | 7 | 6 | 6 | 6 |
| 投资回报率 | 12.8% | 14.8% | 16.4% | 17.7% | 利润总额 | 137 | 147 | 199 | 262 |
| 盈利增长 (%) | | | | | EBITDA | 138 | 173 | 224 | 289 |
| 营业收入增长率 | 43.1% | 10.6% | 32.7% | 32.8% | 所得税 | 10 | 7 | 10 | 13 |
| EBIT 增长率 | 24.3% | 26.4% | 32.2% | 30.5% | 有效所得税率% | 7.6% | 4.9% | 4.9% | 4.9% |
| 净利润增长率 | 44.8% | 10.4% | 35.0% | 31.5% | 少数股东损益 | 0 | 0 | 0 | 0 |
| 偿债能力指标 | | | | | 归属母公司所有者净利润 | 127 | 140 | 189 | 249 |
| 资产负债率 | 31.7% | 31.2% | 34.6% | 33.7% | , v. | | | | |
| 流动比率 | 2.38 | 2.48 | 2.36 | 2.51 | | | | | |
| 速动比率 | 1.82 | 2.08 | 1.79 | 2.02 | 资产负债表 (百万元) | 2021 | 2022E | 2023E | 2024E |
| 现金比率 | 0.66 | 1.18 | 0.61 | 0.96 | 货币资金 | 253 | 501 | 365 | 674 |
| 经营效率指标 | | | | | 应收账款及应收票据 | 410 | 342 | 651 | 673 |
| 应收账款周转天数 | 77.88 | 77.80 | 77.80 | 77.80 | 存货 | 210 | 165 | 330 | 333 |
| 存货周转天数 | 117.41 | 117.00 | 117.00 | 117.00 | 其它流动资产 | 43 | 47 | 64 | 78 |
| 总资产周转率 | 0.70 | 0.67 | 0.75 | 0.82 | 流动资产合计 | 915 | 1055 | 1410 | 1758 |
| 固定资产周转率 | 8.08 | 7.91 | 9.55 | 11.89 | 长期股权投资 | 0 | 0 | 0 | 0 |
| | | | | | 固定资产 | 108 | 121 | 131 | 138 |
| | | | | | 在建工程 | 24 | 24 | 24 | 24 |
| | | | | | 无形资产 | 9 | 9 | 8 | 8 |
| 现金流量表 (百万元) | 2021 | 2022E | 2023E | 2024E | 非流动资产合计 | 353 | 363 | 370 | 374 |
| 净利润 | 127 | 140 | 189 | 249 | 资产总计 | 1269 | 1418 | 1780 | 2131 |
| 少数股东损益 | 0 | 0 | 0 | 0 | 短期借款 | 0 | 0 | 0 | 0 |
| 非现金支出 | 29 | 32 | 34 | 37 | 应付票据及应付账款 | 174 | 172 | 287 | 324 |
| 非经营收益 | -11 | -9 | -11 | -12 | 预收账款 | 0 | 0 | 0 | 0 |
| 营运资金变动 | -114 | 142 | -324 | 58 | 其它流动负债 | 210 | 253 | 311 | 376 |
| 经营活动现金流 | 30 | 305 | -111 | 331 | 流动负债合计 | 384 | 425 | 598 | 700 |
| 至 日内外元业加 资产 | -41 | -24 | -24 | -24 | 长期借款 | 0 | 0 | 0 | 0 |
| 投资 | | | | -24 -5 | 其它长期负债 | | | | |
| 其他 | -208 4 | -5 4 | -5 5 | -5 6 | 非流动负债合计 | 18 18 | 18 18 | 18 18 | 18 18 |
| | | | | | | ····· | | | |
| 投资活动现金流 佳妇草姿 | - 245 | - 26 | - 24 | -23 | 负债总计 实此姿本 | 402 | 443 | 616 | 718 |
| 债权募资 | -15 | 0 | 0 | 0 | 实收资本 | 180 | 180 | 180 | 180 |
| 股权募资 | 1 | 0 | 0 | 0 | 归属于母公司所有者权益 | 866 | 975 | 1164 | 1412 |
| 其他 | -36 | -32 | 0 | 0 | 少数股东权益 | 1 | 1 | 1 | 1 |
| 融资活动现金流 | -50 | -32 | 0 | 0 | 负债和所有者权益合计 | 1269 | 1418 | 1780 | 2131 |

 现金净流量
 -265
 248
 -136
 308

 备注: (1)表中计算估值指标的收盘价日期为 3 月 23 日; (2)以上各表均为简表

资料来源:公司年报(2021),海通国际



APPENDIX 1

Summary

Since its establishment, the company has been focusing on the field of electric drive and industrial control, and its main business is inverter, servo system and motion controller products. In the first three quarters of 2022, the revenue of frequency converters was 454 million yuan, accounting for 68.21% of the total revenue. In frequency converter plate, industrial special aircraft accounted for 52.82%, and general frequency converter accounted for 47.18%; The revenue of servo system and motion controller was 178 million yuan, accounting for 26.80% of the revenue.

The company's revenue and net profit returned to the parent continued to grow rapidly, respectively from 323 million yuan and 32 million yuan in 2017 to 819 million yuan and 127 million yuan in 2021, with an annual compound growth rate of 26.20% and 41.51% respectively. In the first three quarters of 2022, the company achieved revenue of 666 million yuan, an increase of 8.07% year on year; Net profit attributable to mother was 115 million yuan, up 13.94% year on year; Gross profit rate and net profit rate to parent were 35.92% and 17.22%, respectively, up 2.40pct and 0.89pct year-on-year.

Inverter full product line coverage, industry differentiation strategy continues to develop downstream markets. Company comprehensive layout of high, medium and low voltage frequency converter market. Servo market share continues to improve, strategic layout of emerging industries.

Layout PLC products to create an overall solution, significantly improve customer stickiness. In 2021, the company launched PLC products. The company has a complete product series of control layer, drive layer and execution layer. The system solution formed after reinforcing the strategic weaknesses will strengthen the competitiveness of the company, form a synergy with the existing product line, and further drive the performance growth of inverter and servo system products.

Layout of emerging industries, continue to expand overseas markets.

- (1) The company actively lays out emerging industries such as 3C, lithium electricity, logistics, semiconductor and robotics, focuses on photovoltaic and hydrogen energy, explores energy-saving, high-efficiency motor drive, new energy and energy storage, and nurtures new engines for sustainable growth in the future.
- (2) Overseas business: the company has a market layout in India, North Africa, the Middle East, Southeast Asia, Europe and America, and has set up an Indian subsidiary in India. In the first three quarters of 2022, the company's overseas operating revenue was 129 million yuan, an increase of 149.19% year-on-year. We believe that the company's emerging industry layout and overseas business expansion are expected to open up new profit growth points for the company.

We estimate that the EPS of the company in 22-24 years will be Rmb 0.78/1.05/1.38 respectively. We value the Company 35x FY23 PE and get the FY23 corresponding target price Rmb 36.75. We initiate a rating of "Outperform".

Risks: Economic downturn risk, profitability risk.



附录 APPENDIX

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中性,未来 12-18 个月内预期相对基准指数变化不大,基准定义如下。根据FINRA/NYSE 的评级分布规则,我们会将中性评级划入持有这一类别。

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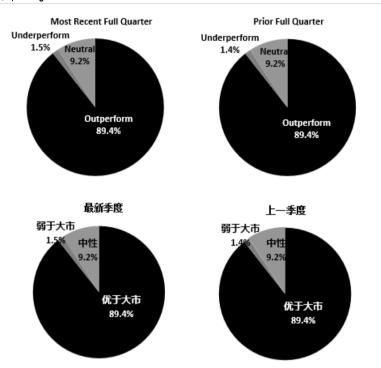
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| | 优于大市 | 中性 | 弱于大市 |
|-------------|-------|------|------|
| | | (持有) | |
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| 投资银行客户* | 5.2% | 7.3% | 8.3% |

^{*}在每个评级类别里投资银行客户所占的百分比。

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中性,未来 12-18 个月内预期相对基准指数变化不大,基准定义如下。根据 FINRA/NYSE 的评级分布规则,我们会将中性评级划入持有这一类别。

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各地股票基准指数: 日本 – TOPIX, 韩国 – KOSPI, 台湾 – TAIEX, 印度 – Nifty100; 其他所有中国概念股 – MSCI China.



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|------------------------------|------------|---------|--------------|--|
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