招商银行股份有限公司

守得云开见月明

招行近期公布 2008 及 09 年一季业绩。从收入及利润增长情况来看，08 年四季度及 09 年一季度净利息收入受息差下滑影响较大。盈利方面，08 年全年实现净利润 211 亿元（人民币，下同），同比增长 38.3%；盈利增长主要来自全年净息差的提高及有效税率的降低。09 年一季度实现净利润 42 亿元，同比下滑 33.4%，净利润下滑的主要原因来自净息差大幅下降。我们将 FY09-10 年每股盈利预测调整值 1.22 元及 1.51 元，新增 2011 年每股盈利预测 1.79 元。维持 19 港元目标价，调低评级至优于大市。

截止 2009 年一季度末，招行资产总额为 1.72 万亿元，较年初增长 14.9%；负债总额为 1.63 万亿元，较年初增长 15.6%。贷款及垫款总额为 9,527 亿元，较年初增长 14.3%。客户存款总额为 13,717 亿元，较年初增长 16.42%，经营收入方面，一季度实现净利息收入 92 亿元，同比下降 22.5%，净利息收入在营业收入中的占比为 80.84%；手续费及佣金净收入 16.67 亿元，同比下降 13.54%，手续费及佣金净收入占营业收入 14.65%。一季度末不良贷款率 1.03%，比年初下降 0.11 个百分点。不良贷款拨备覆盖率为 222.59%，比年初下降 3.14 个百分点。

业绩解读：1）息差下滑幅度大于预期 09年一季度息差降至2.4%，降幅大于预期，主要原因是进入降息周期后央行的不对称降息、贷款存款久期不同步及一季度票据占比上升较快。**2）不良率继续下降，但不良余额有所上升** 一季度末不良贷款率进一步下降至1.03%，但不良余额较年初增加3.5亿元至98.5亿元。信用卡不良上升较快，主要因财政部与国际计算方法不同所致，短期内信用卡不良仍成上升趋势。**3）核心资本充足率较低，短期有再融资需求。**一季度末资本充足率为10.95%，比年初下降0.39个百分点；核心资本充足率为6.54%，比年初略降0.02个百分点。从核心资本充足率上看，招行有再融资需求，管理层表示同时会考虑股本和债券方面的融资方式。**4）永隆收购约形成190亿元商誉，核销及冲减资本公积后，账面商誉价值为95.98亿元。**收购永隆第一阶段形成商誉102亿，年末减值5.7亿，商誉账面价值为95.98亿元。第二阶段约形成商誉90亿，直接冲减资本公积。

财务简表

人民币百万元	2007	2008	2009E	2010E	2011E
净利息收入	33,902	46,885	40,980	48,352	57,181
净手续费及佣金收入	6,439	7,744	10,473	13,017	15,844
税前利润	21,043	26,759	23,339	28,632	34,112
可分配利润	15,243	21,077	17,971	22,047	26,266
增长率	124.36%	38.27%	-14.74%	22.68%	19.14%
每股收益（人民币元）	1.04	1.43	1.22	1.50	1.79
每股净资产（人民币元）	4.62	5.41	6.40	7.40	8.40
每股股息（人民币元）	0.22	0.43	0.37	0.45	0.54
PB（倍）	2.97	2.54	2.15	1.86	1.63
PE（倍）	13.24	9.58	11.23	9.16	7.69

资料来源：公司资料，招商证券（香港）预测

优于大市
（上次:买入）

目标价：HK$19.00

现价：HK$17.02

2009 年 5 月 10 日

彭博： 3968 HK
路透： 03968.HK

股本数据

H 股数(百万股)	2662
A 股数(百万股)	12045
市值(港元 十亿)	250.3
52 周高/低(港元)	31.6/8.7
主要股东	持股(%)
招商局轮船	12.11%
H股自由流通量	100%
行业	银行

招商证券(香港)研究部
孙娜
86-755-82943165
(852)3189-6123
sunna@cmschina.com.cn

一年以来股价表现对比图

资料来源：彭博

China Merchants Bank Co., Ltd(CMB)

Waiting for cloudy sky to be cleared

CMB announced FY08 and 1Q09 results. Due to sharp drop in NIM, both 4Q08 and 1Q09 results came lower than our expectations. FY08 net income came to RMB21.1bn, 38.3% yoy, mainly from soaring NIM and lower effective tax rate. 1Q09 net income came to RMB4.2 bn, decreased 33.4% yoy, We revised our FY09-10 EPS estimates to RMB 1.22 and RMB 1.50, new add FY11 EPS estimate of RMB 1.79. We maintain our TP of HKD19, downgrade CMB rating to outperform.

By the end of 1Q09, CMB holds total assets of RMB 1.72 trillion and total liabilities of RMB 1.63 trillion, up 14.90% and 15.6% respectively compares with that of the end of FY08. Total loan to customers increased by14.3% and total deposits increased by16.42% to RMB952.7bn and RMB1.37 trillion respectively. 1QFY net interest income dropped 22.5% yoy to RMB9.2 bn and net fee and commission income dropped 13.5% yoy to RMB 1.7 bn.. NPL ratio further came down 11 bps to 1.03% in 1Q09. NPL coverage ratio slightly decreased 3.14 ppts to 222.59%.

Results read: 1）NIM dropped sharply 1Q09 NIM dropped to 2.4% mainly due to PBOC asymmetric interest cut, different loan and deposit duration and fast growth of discount bills in the first quarter. **2）NPL ratio father decreased, NPL amount rebound** 1Q09 NPL ratio further dropped to 1.03%, however NPL amount increased RMB 0.35 bn to RMB 9.85 bn. Credit card NPL ratio grew fast due to different counting method used by MOF, we see further rise in credit card NPL ratio in the near future. **3）CAR dropped to 6.54%, refinancing requires to support further growth** 1Q09 capital adequacy ratio was 10.95% and core capital ratio was 6.54%. Further capital raise is required for future growth. The management team implied that CMB would consider both debt and equity financing. **4）Goodwill of RMB 19 bn arising from the acquisition of WLB, RMB 9.6 bn carried on after write-off.**

Selected Financials

Rmb m	2007	2008	2009E	2010E	2011E
Net Interest Income	33,902	46,885	40,980	48,352	57,181
Net fee and commission income	6,439	7,744	10,473	13,017	15,844
pre-tax profit	21,043	26,759	23,339	28,632	34,112
Attributable net income	15,243	21,077	17,971	22,047	26,266
Growth	124.36%	38.27%	-14.74%	22.68%	19.14%
EPS	1.04	1.43	1.22	1.50	1.79
BVP	4.62	5.41	6.40	7.40	8.40
DPS	0.22	0.43	0.37	0.45	0.54
P/B	2.97	2.54	2.15	1.86	1.63
P/E	13.24	9.58	11.23	9.16	7.69

Source: company data, CMSHK estimates

Outperform
（prior: buy）

Target price: HK$ 19.0

Current price: HK$ 17.02

10 May 2009

Bloomberg: 3968 HK
Reuters: 03968.HK

Stock data

H Share issued(mn)	2662
A Share issued(mn)	12045
market cap (mn)	250.3
52-week range(HK$)	31.6/8.7
Major shareholders	Percentage of shareholding
China Merchants Steam Navigation	12.11%
Free float(H share)	100%
Industry	Banking

Contact:
Susanna Sun
(852)3189-6888
(86-755)82943165
sunna@cmschina.com.cn

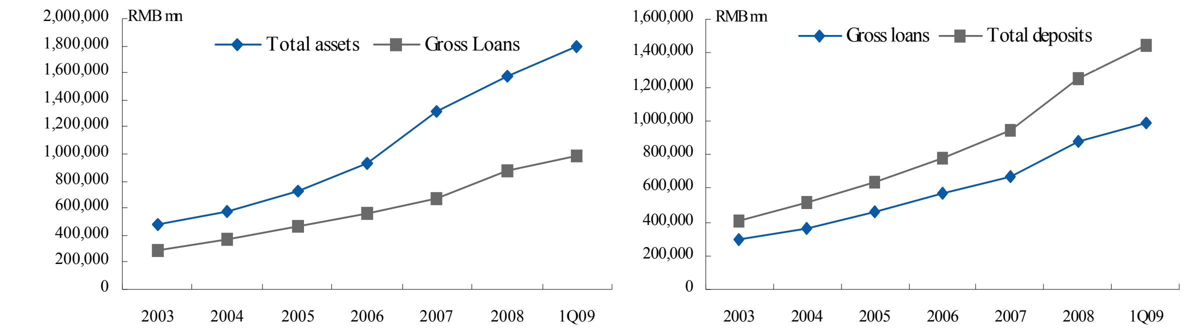
Stock Performance

Source: Bloomberg

Assets and liability maintain decent growth

By the end of 1Q09, CMB holds total assets of RMB 1.72 trillion and total liabilities of RMB 1.63 trillion, up 14.90% and 15.6% respectively compares with that of the end of FY08. Total loan to customers increased 14.3% and total deposits increased 16.42% to RMB952.7bn and RMB1.37 trillion respectively.

Graph1: Assets and deposits keep high growth

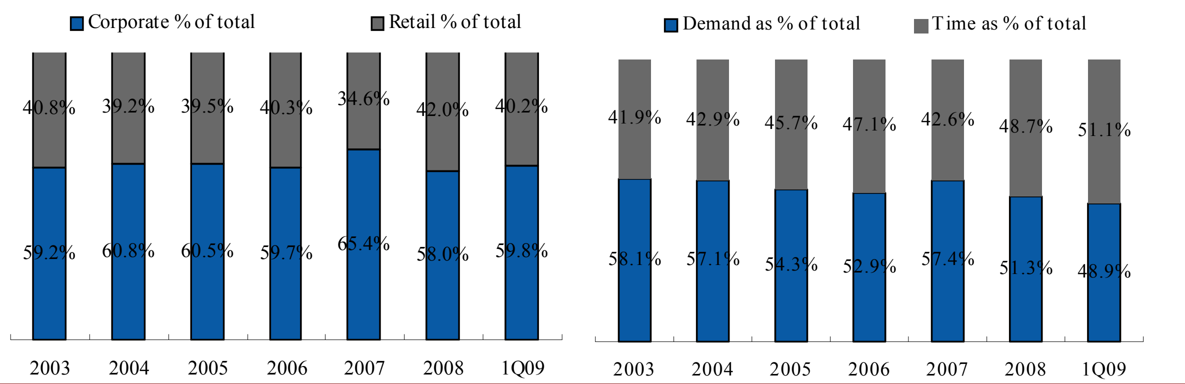


Source: company data

Deposit shifting increase funding cost

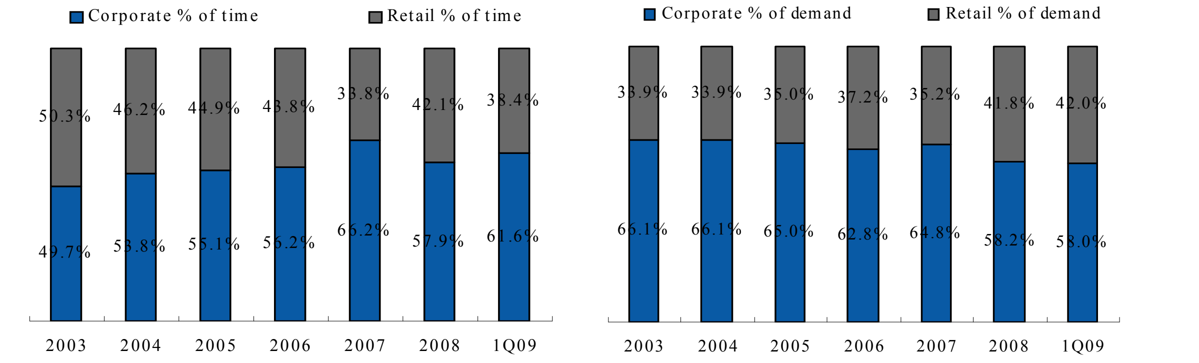
Among customer loans, corporate loans took up 56.85% of total loans, followed by retail loans of 24.64% and discount bills of 18.51%. Among deposits corporate deposits took up 59.8% of total loans, and retail deposits accounted for 40.2%. The percentage of time deposits further increased to 51.1% in 1Q09, deposits shift to time deposit increase funding cost.

Graph2: Total deposits breakdown 1



Source: company data

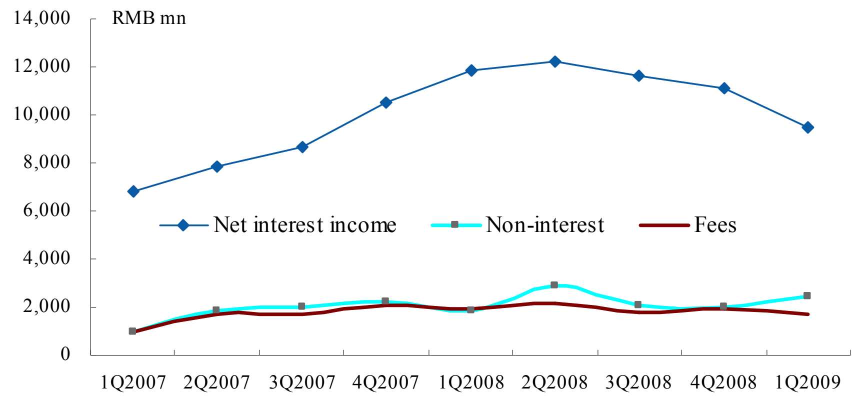
Graph3: Total deposits breakdown 2



Source: company data

1Q09 net interest income dropped 22.5% yoy to RMB9.2 bn and net fee and commission income dropped 13.5% yoy to RMB 1.7 bn. 1Q09 NIM dropped to 2.4% mainly due to PBOC asymmetric interest cut, different loan and deposit duration and fast growth of discount bills in the first quarter.

Graph4: Net interest income dragged down by decreasing NIM



Source: company data

1Q09 NPL ratio further dropped to 1.03%, however NPL amount increased RMB 0.35 bn to RMB 9.85 bn. Credit card NPL ratio grew fast due to different counting method used by MOF, we see further rise in credit card NPL ratio in the near future. NPL coverage ratio slightly decreased 3.14 ppts to 222.6%.

Waiting for cloudy sky to be cleared

China whole banking sector is facing the problem of worsening asset quality and NIM contraction, CMB is no exception. We insist that CMB is one of the best Chinese bank with solid asset quality and brandy services. CMB's H-share is currently trading at 2.15x FY09 P/B and 1.86x FY10 P/B. We believe the current stimulus plan by Chinese Govt. is effective to prevent China economy from a hard landing. We regard CMB stock as one of the most resilient among peers once the cloudy sky is clear. We maintain our TP of HK$19, downgrade CMB rating to outperform.

Appendix1: Selected income statement

RMB mn	2007	2008	2009E	2010E	2011E
Net interest income	33,902	46,885	40,980	48,352	57,181
Non-interest income	7,146	8,759	11,329	13,958	16,879
net fee and commission income	6,439	7,744	10,473	13,017	15,844
Other operating income	707	1,015	855	941	1,035
Total operating revenues	41,048	55,644	52,309	62,311	74,060
Operating costs	(16,738)	(23,636)	(24,590)	(28,202)	(33,377)
Operating profit	24,310	31,902	27,719	34,108	40,683
Loan Loss Provisions	(3,305)	(5,154)	(4,381)	(5,476)	(6,571)
Pre-tax profit	21,043	26,759	23,339	28,632	34,112
Tax	(5,800)	(5,813)	(5,368)	(6,585)	(7,846)
Attributable net income	15,243	21,077	17,971	22,047	26,266
Common dividends	3,193	6,323	5,391	6,614	7,880

Source: company data, CMS,CMSHK estimates

Appendix2: Per share data

RMB yuan	**2007**	**2008**	**2009E**	**2010E**	**2011E**
EPS	1.04	1.433	1.222	1.50	1.79
DPS	0.22	0.43	0.37	0.45	0.54
Payout (%)	30%	30%	30%	30%	30%
BVP	4.62	5.41	6.40	7.40	8.40
Avg. Shares Issued	14,704	14,704	14,704	14,704	14,705
P/B (x)	3.24	2.77	2.34	2.02	1.78
P/E (x)	14.45	10.45	12.25	9.99	8.39

Source: company data, CMS,CMSHK estimates

Appendix3: Growth

growth	2007	2008	2009E	2010E	2011E
Loans	19%	24%	21%	17%	16%
Deposits	22%	33%	18%	15%	16%
Assets	40%	20%	16%	14%	14%
Equity	23%	17%	20%	9%	22%
Net Interest Income	58%	38%	-13%	18%	18%
Non-Interest Income	113%	23%	29%	23%	21%
of which Fee Grth	156%	20%	35%	24%	22%
Revenues	65%	36%	-6%	19%	19%
Costs	51%	41%	4%	15%	18%
Pre-Provision Profits	76%	31%	-13%	23%	19%
Pre-Tax	109%	27%	-13%	23%	19%
Attributable Income	124%	38%	-15%	23%	19%

Source: company data, CMS,CMSHK estimates

Appendix2: Selected balance sheet

RMB mn	2007	2008	2009E	2010E	2011E
Net Customer Loans	654,417	855,080	984,796	1,155,947	1,340,903
Loans loss reserves	-18,750	-19,282	-20,169	-21,545	-27,444
Gross Loans	673,167	833,548	1,004,964	1,177,492	1,368,348
Investments	243,634	310,446	369,431	406,374	451,075
Average Earning Assets	1,101,933	1,402,298	1,641,869	1,893,165	2,160,131
Total assets	1,310,964	1,571,797	1,825,369	2,077,472	2,358,130
Interbank funding	265,123	165,916	215,691	241,574	512,136
Customer deposits	943,534	1,250,648	1,479,397	1,708,109	1,973,137
Other Interest Bearing Liabilities	12,950	4,998	8,666	8,666	17,332
Avg. Int. Bearing Liabilities.	1,047,424	1,343,569	1,599,815	1,865,991	2,282,137
Shareholders' equity	67,984	79,515	95,192	103,582	126,704

Source: company data, CMS,CMSHK estimates

RATING DEFINITION & DISCLAIMER

RATING	DEFINITION
BUY	Expected to outperform the market index by >20% over the next twelve months
OUTPERFORM	Expected to outperform the market index by 10-20% over the next twelve months
NEUTRAL	Expected to outperform or underperform the market index by <10% over the next twelve months
UNDERPERFORM	Expected to underperform the market index by 10 - 20% over the next twelve months
SELL	Expected to underperform the market index by >20% over the next twelve months

China Merchants Securities (HK) Co., Ltd
48/F, One Exchange Square, Central, Hong Kong
Website:http://www.newone.com.hk
Tel: (852) 3189-6888 Fax: (852) 3101-0828