

Friday, 14 March 2025

### SECTOR UPDATE

## Automobile - China

Weekly: PV Sales Decline wow Due To Seasonal Factors

China auto sales declined wow in the 10th week of 2025, with a 55.7% share of the PEV market. BYD successfully raised HK\$43.4b (US\$5.6b) in an H-share placement. ASEAN investors are becoming increasingly positive on China's auto sector, with BYD and Geely leading in Al/ADAS and overseas expansion, while risks like margins, US tariffs, and chip restrictions remain manageable. Maintain MARKET WEIGHT. Top BUYs: Geely, Fuyao, CATL and Desay SV.

### WHAT'S NEW

- China's PV insurance registrations dropped in the 10th week of 2025. China's passenger vehicle (PV) insurance registrations came in better than expected at 359,000 units (+16.9% yoy/+42.7% mom/-11.8% wow) in the 10th week of 2025 (3–9 Mar 25). Passenger electric vehicles (PEV) and ICE-cars respectively recorded 200,000 units (+35.1% yoy/+90.5% mom/-8.7% wow) and 159,000 units (flat yoy/+8.5% mom/-15.4% wow) in insurance registrations during the week, implying a 55.7% (+7.5ppt yoy/+14.0ppt mom/+1.9ppt wow) PEV market share. PV sales declined wow last week, as purchasing power was exhausted in late-February after the Chinese New Year, leading to relatively weak market demand in early-March. Additionally, some consumers adopted a wait-and-see attitude while awaiting more detailed policies in March.
- BYD (1211 HK/BUY/Target: Rmb410.00). BYD Company's (BYD) insurance registrations came in as expected at 61,370 units (+20.0% yoy/+102.4% mom/-7.9% wow) in the 10th week of 2025. By segment, the BYD brand (Dynasty Series + Ocean Series), Denza, Fangchengbao (FCB) and Yangwang (YW) respectively recorded insurance registrations of 57,400 units (+16.9% yoy/+98.6% mom/-8.0% wow), 2,360 units (+120.8% yoy/+162.2% mom/-4.8% wow), 1,560 units (+107.2% yoy/+203.5% mom/-11.4% wow) and 50 units (-79.9%yoy/+400.0% mom/+66.7% wow) respectively during the week.

For new models. BYD will officially launch the Qin L EV on 23 Mar 25. BYD's premium brand Denza will officially launch its new SUV model, the N9, on 21 Mar 25. Yangwang, the ultra-luxury sub-brand of BYD announced that its new model, the U7 luxury sedan, would be launched soon, after pre-sales began last November.

## MARKET WEIGHT

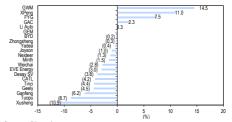
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#### **TOP PICKS**

Company	Ticker	Rec	Snare Price	Price
			(lcy)	(lcy)
Geely	175 HK	BUY	17.14	27.00
CATL	300750 CH	BUY	253.22	350.00
Fuyao Glass	3606 HK	BUY	55.35	68.00
Desay SV	002920 CH	BUY	120.10	190.00

Source: UOB Kay Hian

### WEEKLY STOCK PERFORMANCE



Source: Bloomberg

#### RELATIVE PERFORMANCE OF AUTO STOCKS



Source: Bloomberg

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## PEER COMPARISON

					Upside/							Net
Company	Ticker	Rec	Price @	Target	(Downside)	Market	P	E	P	P/B	ROE	Gearing
-			13 Mar 25	Price	to TP	Cap	2024F	2025F	2024F	2025F	2024F	(Cash)
			(lcy)	(lcy)	(%)	(US\$m)	(x)	(x)	(x)	(x)	(%)	(%)
BYD Company	1211 HK	BUY	360.80	410.00	13.6	1,050,340	25.5	21.2	5.6	4.7	24.3	(44.8)
Geely Automobile	175 HK	BUY	17.14	27.00	57.5	172,486	16.6	12.7	1.6	1.5	10.6	(34.3)
Great Wall Motors	2333 HK	BUY	14.98	17.50	16.8	127,293	12.0	10.4	1.6	1.4	17.2	(12.2)
Guangzhou Auto	2238 HK	SELL	3.17	1.15	(63.7)	32,930	Loss	Loss	0.3	0.3	3.3	(14.9)
Li Auto Inc	2015 HK	BUY	110.60	156.00	41.0	230,601	35.0	25.4	3.2	2.8	9.5	(149.2)
XPeng	9868 HK	BUY	95.50	110.00	15.2	180,191	Loss	Loss	5.5	5.9	(20.1)	(64.5)
Weichai Power	2338 HK	BUY	15.78	20.00	26.7	137,705	11.0	9.1	1.5	1.4	11.7	(57.1)
Fuyao Glass	3606 HK	BUY	55.35	68.00	22.9	144,449	17.4	14.8	3.7	3.3	22.5	(12.7)
Desay SV	002920 CH	BUY	120.10	190.00	58.2	66,658	33.5	25.2	7.0	5.8	22.8	(0.5)
Nexteer	1316 HK	SELL	5.25	2.00	(61.9)	13,177	35.1	38.1	0.8	8.0	2.4	(13.4)
Minth	425 HK	BUY	22.45	39.50	75.9	26,083	0.9	1.0	1.1	1.0	12.2	20.6
Ningbo Tuopu	601689 CH	BUY	57.98	83.00	43.2	63,897	33.7	26.7	6.1	5.2	17.2	33.9
Joyson Electronics	600699 CH	BUY	18.88	30.00	58.9	26,426	17.1	12.7	1.8	1.6	10.6	112.0
Ningbo Xusheng	603305 CH	SELL	14.61	7.60	(48.0)	13,634	31.1	30.5	2.1	2.0	6.3	(2.9)
CATL	300750 CH	BUY	253.22	350.00	38.2	1,109,805	22.2	17.1	4.9	4.2	21.8	(70.5)
EVE Energy	300014 CH	SELL	49.20	30.00	(39.0)	100,649	25.1	25.2	2.6	2.4	7.7	32.2
Ganfeng Lithium	1772 HK	HOLD	22.10	20.00	(9.5)	44,579	100.4	111.5	0.9	0.9	0.9	33.5
GEM	002340 CH	HOLD	6.88	8.00	16.3	35,333	28.8	26.8	1.8	1.7	4.1	37.6
Tinci Materials	002709 CH	HOLD	19.96	18.00	(9.8)	38,082	90.3	95.1	2.9	2.9	3.2	27.1
Zhongsheng Group	881 HK	SELL	13.88	11.00	(20.7)	33,269	9.9	10.3	0.6	0.6	6.9	37.5
Yadea Group	1585 HK	HOLD	13.64	13.50	(1.0)	40,852	16.2	14.2	4.0	3.5	26.3	(137.8)

Source: Bloomberg, UOB Kay Hian



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BYD successfully completed the landmark H-share placement on 11 Mar 25, raising approximately HK\$43.4b (US\$5.6b) through the issuance of 129.8m new shares (3% of total outstanding shares) at HK\$335.2/share, marking the largest equity fundraising in the global automotive industry in the past decade. The funds will primarily accelerate overseas expansion (eg its upcoming Brazil EV production facility targeting 150,000 annual units), R&D in smart technologies, and liquidity reinforcement.

We maintain 2025-26 sales estimates at 5.5m units/6.5m units respectively, and maintain 2025-26 net profit forecasts at Rmb47.17b/Rmb57.46b respectively. Maintain BUY with target price of HK\$410.00 based on 10-year DCF (WACC: 11%/terminal growth: 4%). Our target price implies 23x 2025F PE.

• Geely (175 HK/BUY/Target: HK\$27.00). In the 10th week of 2025, Geely Auto's (Geely) EV insurance registrations totalled 22,900 units (+57.3% mom/-13.0% wow), in line with our estimates. By brand, the Geely brand, Galaxy, Zeekr and Lynk & Co respectively booked 10,800 units (+89.5% mom/-10.7% wow), 5,300 units (+51.4% mom/-30.3% wow), 3,100 units (+63.2% yoy/+30.8% mom/-13.9% wow) and 3,700 units (+23.7% mom/+22.1% wow) of EV insurance registrations.

We maintain our 2024-26 net profit forecasts for Geely at Rmb9,446m/Rmb12,319m/Rmb15,727m respectively, based on sales volume of 2.18m units/2.70m units/3.20m units. Maintain BUY with a target price of HK\$27.00 pegged to 20x 2025F PE, on a par with historical mean one-year forward PE.

• Li Auto (2015 HK/BUY/Target: HK\$156.00). Li Auto registered 7,300 units (-21.3% yoy/+55.3% mom/flat wow) of insurance registrations in the 10th week of 2025. Li Auto's sales performance in 2025 will be boosted by its expanding model line-up and strategic pricing adjustments. According to Li Auto's product roadmap, the company plans to introduce five range-extended models and five pure electric models by the end of 2025. Currently, its focus remains on promoting the extended range SUV line-up.

We maintain our 2024-26 net profit forecasts for Li Auto at Rmb5,992m /Rmb8,246m/Rmb9,116m respectively, based on deliveries of 505,000 units/700,000 units/900,000 units and net profit per vehicle of Rmb11,864/Rmb11,780/Rmb10,129. Maintain BUY with target price of HK\$156.00 based on 10-year DCF (WACC: 14%/terminal growth: 4%)

• XPeng (9868 HK/BUY/Target: HK\$110.00). Xpeng had 8,500 units (+382.7% yoy/+150.0% mom/+26.9% wow) of insurance registrations in the tenth week of 2025. XPeng's weekly sales once again surpassed that of Li Auto, mainly driven by the Mona M03 and the P7+, ranking number one among EV startups. XPeng officially launched the 2025 G6 and G9 at an event on 13 Mar 25. The updated G6 will have a powerful smart driving system, and an excellent electrical system. The updated G9 will be built on an 800V high-voltage system with Turing AI smart driving and an AI chassis.

We keep our 2024-26 delivery estimates of 190,000 units/400,000 units/500,000 units respectively and maintain our net loss estimates for 2024-25 at Rmb6,645m/Rmb1,995m. We expect XPeng to turn profitable in 2026, with a net profit of Rmb647m. We maintain BUY with target price of HK\$110.00.

• Takeaways from ASEAN marketing trip. We recently spoke with clients in ASEAN countries during a marketing trip. The key takeaways are as follows. First, institutional investors in the region have been turning more positive on China's auto sector since 4Q24, given the improving sentiments and resilient fundamentals, ie sales momentum, corporate earnings. Furthermore, the recent launches of Al/ADAS by OEMs, eg BYD, Geely, have also triggered sectoral re-ratings. The questions were centred on Al/ADAS developments of auto companies, the probable winners in the intelligentisation race, and the prospects of Chinese OEMs' overseas expansion. We believe BYD and Geely should have advantages against peers in terms of scale and vertical integration. BYD and Geely are respectively the largest and second largest EV makers in China with 29%/12% market share in Jan 25. Both companies are installing L2+ ADAS in most of their models.

### WEEKLY INSURANCE REGISTRATIONS BY BRAND

	W10 (3-9	yoy %	mom	wow	W1-10 (1 Jan-9	yoy %
('000 units)	Mar)	chg	% chq		Mar 25)	chg
BYD Co	61.4	20.0	102.4	(7.9)	492.4	27.1
- BYD brand	57.4	16.9	98.6	(8.0)	457.0	26.3
- Denza	2.4	120.8	162.2	(4.8)	23.1	59.1
- FCB	1.6	107.2	203.5	(11.4)	11.9	43.7
- YW	0.1	(79.9)	400.0	66.7	0.5	(82.5)
Geely Auto	22.9	n.a.	57.3	(13.0)	170.6	n.a.
- Geely brand	10.8	n.a.	89.5	(10.7)	79.9	n.a.
- Galaxy	5.3	n.a.	51.4	(30.3)	59.3	n.a.
- Zeekr	3.1	63.2	30.8	(13.9)	32.1	40.4
- Lynk & Co	3.7	n.a.	23.7	22.1	n.a.	n.a.
SGM Wuling	15.4	87.8	52.5	3.4	109.5	38.4
Tesla	13.8	4.8	122.6	11.3	83.5	(7.9)
XPeng	8.5	382.7	150.0	26.9	70.4	345.3
Li Auto	7.3	(21.3)	55.3	-	69.3	9.7
Xiaomi	6.2	n.a.	40.9	(8.8)	54.8	n.a.
Leapmotor	5.9	139.1	118.5	-	51.2	147.9
Deepal	4.6	206.9	130.0	15.0	32.9	47.8
Nio	3.0	50.6	103.4	(39.0)	35.2	n.a.
- Nio brand	1.9	(2.8)	75.5	(37.7)	21.2	(4.7)
- Onvo	1.1	n.a.	186.5	(41.1)	14.0	n.a.
Aito	2.6	(70.0)	132.7	(32.6)	39.3	(39.5)
Luxeed	2.3	n.a.	43.8	(8.0)	26.1	n.a.
PEV	200.0	35.1	90.5	(8.7)	1,671.3	36.2
ICE-car	159.0	-	8.5	(15.4)	2,041.1	(15.8)
Total PV	359.0	16.9	42.7	(11.8)	3,712.4	1.7
PEV share (%)	55.7	7.5	14.0	1.9	45.0	11.4
Nota: Incuranca r	anistratio	nc of now	vahirlas	are cons	cidarad ac	a nauno

Note: Insurance registrations of new vehicles are considered as a gauge on retail sales volume of vehicles. However, it is not 100% accurate, as some car dealers have bought insurances for the cars they had not sold to customers, and some auto OEMs have insurance business.

Source: Yiche, Zhineng Auto



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BYD targets >5m units of sales in 2025, of which 60% or >3m units will be equipped with L2+ ADAS, more than the combined cumulative sales of Li Auto, Nio, XPeng and Aito till end-24. BYD is a latecomer to the intelligentisation race. However, with a much larger sales volume, BYD will be able to obtain more smart driving data for training the AI, which enables it to optimise its ADAS algorithm much faster than its peers. Additionally, with its scale advantage in terms of bulk purchases and in-house production of parts and components (eg domain controller), BYD has cut the cost of ADAS to only Rmb3,000-5,000 per vehicle, vs peers' Rmb6,000-7,000, facilitating the mass adoption of ADAS.

Geely targets 2025 sales at 2.71m units, including 1.5m EVs. Both ICE-cars and EVs will be installed with the newly released G-Pilot ADAS. Geely and its parent company have tier-1 ADAS supplier (ECARX), chip developer (SiEngine), Cloud computing platform and satellite to support its intelligentisation initiative. Developed in collaboration with ECARX, G-Pilot ADAS offers features from basic highway navigation to full-scenario autonomous driving, emphasising: a) scalability and cost efficiency; b) safety and Volvo legacy; c) global adaptability; and d) Al-driven evolution. Geely-backed SiEngine has developed cockpit SoC DragonFly One (6nm/16 TOPS). Additionally, Geely has a Cloud computing platform with 2.35b FLOPS in computing power, vs peers' <1b FLOPS. Geely is also the only Chinese carmaker that has satellites offering intelligent connectivity services to customers.

As for exports, many investors were puzzled about the rise of Chinese brands in overseas markets. We attribute this to the following core competitiveness – comprehensive supply chain (cultivated by China's policies and Tesla's plant in the country), in-house production of batteries, government subsidies, cheaper energy prices, cheaper financing cost, bigger talent pools for R&D and engineering and fast-evolving products. We see overseas expansion to be a new growth driver for Chinese OEMs. For example, BYD and Geely currently have only respectively 10%/20% of their sales coming from overseas, vs >80% for Toyota and Volkswagen. BYD and Geely are penetrating overseas markets by building overseas plants, eg in Thailand and Brazil. We expect overseas sales to contribute 50% of their total sales in 5-10 years.

Investors are most concerned about the following risks: a) margins, b) the US' tariffs, and c) the US' chip restrictions. We expect the margin pressure from the price competition and addition of ADAS features to be mitigated by the increasing economies of scale and vertical integration. BYD's and Geely's gross margins held up well at over 20%/15% respectively in 9M24 despite price cuts. XPeng's gross margin turned from negative in 2Q-3Q23 to 15% in 3Q24. Leapmotor attained a turnaround of its bottom line in 4Q24 with margin improving along with deliveries.

As for the US' tariffs, the impact on Chinese OEMs is minimal, as they only have less than 1% of sales coming from the US. With the exception of Xusheng, Desay SV and Nexteer which have 3%/5%/53% revenue respectively from the US, the other Chinese auto part companies under our coverage generally have 20-25% revenue exposure to the US. A 20% additional tariff would trim 2025 earnings by 2%, which we have factored in. However, the US' chip restrictions would impact China's auto industry, as the US fulfils 20% of China's demand for auto chips. Having said that, China is progressing fast in localising chip supplies in terms of design, etching machine and foundry.

## **ACTION**

- We maintain MARKET WEIGHT on China's auto sector. Our preference for segments in descending order of preference is: OEMs > automotive part manufacturers > automobile dealers. OEMs generally have stronger bargaining power vs automotive part suppliers along the supply chain, and the former also have lower exposure to the US and faster-growing overseas markets in developing countries. Compared with OEMs, automotive part manufacturers will be subject to bigger risk from the US tariffs. Automobile dealers will continue to see earnings headwinds from vehicle electrification.
- Our top BUYs are Geely, CATL, Fuyao Glass and Desay SV.



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