# J.P.Morgan

**Asia Pacific Equity Research** 

# Zijin Mining Group - H (2899 HK)

1H16 results miss - Hit by hedging and fair value losses

Zijin Mining (Zijin) reported a disappointing 1H16 result with NP of Rmb538m, -60% y/y. The result was in line with its prior warning but is well behind current FY16 consensus estimates. The bottom line was heavily hit by investment and fair value losses from its gold leasing and hedging operations (cRmb1.3bn). Operationally, Zijin continued to deliver impressive volume growth and remains on-track to meet its unchanged FY16 output guidance (gold +14%, copper +3%, zinc/lead +21%). Zijin shares have risen 35% YTD, outperforming the broader market (HSCEI -1% YTD). Maintain an OW rating.

- **1H16 NP down 60% y/y, hit by hedging and fair value losses.** Zijin reported 1H16 NP of Rmb538m, -60% y/y (+71% h/h), in line with its prior warning. The result is tracking well behind consensus, representing 25% of current FY16 NP estimates of of Rmb2.17bn. Excluding non-recurring items, we estimate 1H16 core NP of Rmb569m, -59% y/y (-32% h/h) with 2Q16 core NP at Rmb521m, -59% y/y (-32% h/h, 1Q16 core NP Rmb48m). The result was heavily impacted by investment/fair value losses largely from gold leasing Rmb994m (pre-tax loss) and commodity hedging (Rmb658m pre-tax loss), which are considered 'core' operations. Excluding these, we estimate NP at Rmb1.55bn, +77% y/y (2H15 Rmb76m). 1H16 revenue was flat at Rmb38.9bn, 0% y/y (+10% h/h), with higher refined copper output, +49% y/y (+58% h/h) offsetting lower mined copper revenue, -22% y/y (-7% h/h). On costs, mined-gold unit cost rose to Rmb143/g, +3% y/y (+8% h/h), mined copper costs fell to Rmb15,626/t, -5% y/y (-16% h/h) with GP increased to Rmb3.91bn, +15% y/y (+87% h/h), driven by higher refined copper GP (+221% y/y, +409% h/h).
- FCF positive, A-share place to reduce net-gearing. Zijin's 1H16 OCF fell to Rmb3.63bn, -6% y/y (-43% h/h) as a result of falling metals prices. Capex rose to Rmb2.25bn, +17% y/y (-23% h/h) with FCF reduced to Rmb1.38bn, -28% y/y (-60% h/h). Continuing heavy investment led ND/E to rise to 71%, +17pps y/y (-3pps h/h) while ND/EBITDA increased to 4.2x (1H15 2.2x, 2H15 5.0x). Zijin is currently proposing a private placement of 1.58bn A-shares at Rmb3.03/share, which recently gained approval from Fujian province's SASAC (announcement) and is subject to CSRC approval. The proceeds will be utilised primarily for the Kolwezi copper mine (Zijin 72%) in the DRC, which the company hopes to bring online in 1H17.
- Maintain FY16 output target, 1H16 on-track. Zijin maintained its FY16 output target of 42.5t mined-gold (+14% y/y), 155kt of mined copper (+3% y/y) and 270kt of mined zinc and lead (+21% y/y). In 1H16, mined gold output climbed to 20.4t, +17% y/y (+4% h/h) or 48% of FY16 target, driven by Porgera gold mine in PNG (1H16: 3.5t, 4Q15: 2.7t) which was acquired in Aug-15. Mined copper fell to 74.8kt, -3% y/y (+2% h/h) or 48% of FY16 target with Qinghai Deerni (1H16 7.2kt, -42% y/y, +9% h/h) and Duobaoshan (1H16 11.4kt, -17% y/y, -26% h/h) output falling. Mined zinc/lead output surged to 141kt, +79% y/y (-2% h/h), or 52% of FY16 target, driven by Tuvac mine (1H16 31.8kt, 2H15 51.7kt) which commissioned in Jul-15.

# **Impact - negative**

Given Zijin's prior warning, we expect a muted response to its 1H16 miss. While FY16 consensus downgrades are likely, we believe the company's solid organic growth pipeline and a resilient gold price outlook should underpin support for Zijin shares.

# **Results briefing**

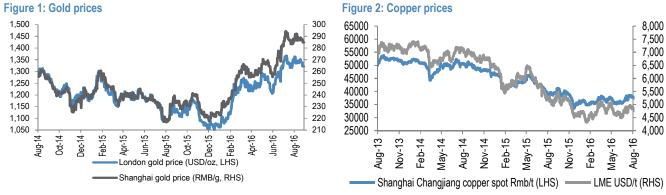
Zijin is hosting an analyst investor presentation on 29th Aug 2016 (Mandarin).

Date: Monday, 29th August, 9:30am. Location: Conrad Hong Kong, Pacific Place, 88 Queensway, Central, Hong Kong

#### 29 August 2016

# Overweight

Price: HK\$2.74 26 Aug 2016 Price Target: HK\$2.50 PT End Date: 31 Dec 2016



Source: Bloomberg, J.P. Morgan.

Source: Bloomberg, J.P. Morgan.

#### Table 1: Zijin's quarterly financial summary

2014	1Q15	2Q15	3Q15	4Q15	2015	1Q16	2Q16	1H16	QoQ% 2Q16	YoY% 2Q16	HoH% 1H16	YoY% 1H16
58,761	15,896	22,937	22,365	13,106	74,304	19,398	19,492	38,890	0%	-15%	10%	0%
-50,882	-14,334	-20,681	-20,849	-12,144	-68,008	-17,195	-17,399	-34,594	1%	-16%	5%	-1%
-838	-201	-215	-198	-196	-810	-204	-186	-390	-9%	-13%	-1%	-6%
7.040	1.361	2.041	1.319	765	5.486	1.998	1.908	3.906	-5%	-7%	87%	15%
	-194	,	,	-142		,	-143			-27%		-15%
	-617					-700	-642		-8%		-7%	15%
-363	-50	-32	-24	-364	-471	3	-9	-6	nm	-72%	-99%	-93%
-141	204	133	-221	-242	-126	-296	-423	-720	43%	nm	55%	nm
	174		490	451			-139		-71%			nm
												2%
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,		,			,							1%
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2,754	451	932	34 380	455	2,218	48	53 521	569	993%	-44%	-29%	-1% -59%
12%	9%	9%	6%	6%	7%	10%	10%	10%	-0 5nns	0 gnns	4 2nns	1.3pps
												-4.2pps
												-4.2pps
												-19.5pps
8.8	9.5	9.1	5.9	2.7	6.8	4.2	8.6	5.9	104%	-20.5pp3 -5%	27%	-13.5pp3 -37%
6 321	1 393	2 459	1 547	4 871	10 269	442	3 190	3 6 3 2	622%	30%	-43%	-6%
	,						,					-14%
	,			,	,	,	,					17%
												-28%
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-534					3,453							
54%	55%	54%	67%	74%	74%	68%	71%	71%	-6.0pps	12.9pps	-2.7pps	17.4pps
2.7	2.8	1.8	3.5	9.1	3.7	4.6	3.9	4.2	-50%	64%	-15%	95%
												-3%
												6%
												-2%
												-43%
												-43/6
												-3%
		33 11.4%	33 4.3%	55 -0.5%	39 5.2%	42 0.8%	35 6.2%	35 3.5%	-24% 1.3pps	-12% -4.1pps	-13% 1.5pps	-9% -4.7pps
7.0%	4.9%											
	58,761 -50,882 -838 7,040 -906 -2,175 -363 -141 751 237 -373 4,071 -768 21 3,324 -689 -290 2,345 -409 162 2,754 12% 7% 4% 21% 8.8 6,321 -9,252 -6,221 100 634 -534	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{c c c c c c c c c c c c c c c c c c c $	

Source: company data, J.P. Morgan

Table 2: Zijin operational summary

	2014	1Q15	2Q15	3Q15	4Q15	2015	1Q16	2Q16	1H16	QoQ% 2Q16	YoY% 2Q16	HoH% 1H16	YoY 1H1
Sales volume													
Mined gold (t)	33.8	7.6	9.4	9.2	9.4	35.6	10.4	10.0	20.3	-4%	6%	9%	209
Refinery gold (t)	125.1	37.9	68.8	74.1	29.3	210.2	45.7	44.7	90.4	-2%	-35%	-13%	-15
Ained silver (t)	171.6	46.2	55.2	58.7	52.0	212.0	49.8	58.5	108.4	18%	6%	-2%	7
Mined copper (kt)	136.8	34.6	42.7	41.8	32.1	151.2	40.5	33.3	73.8	-18%	-22%	0%	-4
· · · · ·													
Refinery copper (kt)	234.9	66.2	66.9	54.1	71.4	258.6	97.0	100.9	197.8	4%	51%	58%	49
Mined zinc (kt)	96.4	32.0	36.0	48.3	61.0	177.2	63.2	63.4	126.5	0%	76%	16%	86
Refinery zinc (kt)	207.3	54.2	55.4	48.0	60.0	217.5	56.5	45.0	101.5	-20%	-19%	-6%	-7
Iron concentrates (mt)	2.8	0.2	0.6	-0.1	0.2	0.9	0.5	0.3	0.7	-39%	-54%	386%	-4
ASP (ex-VAT)													
Mined gold (RMB/g)	232	225	217	211	209	215	223	218	220	-2%	0%	5%	0
Refinery gold (Rmb/g)	249	246	226	239	230	235	251	259	255	3%	15%	8%	9
Mined silver (RMB/g)	2.47	2.20	2.13	2.16	2.16	2.16	2.02	2.28	2.16	13%	7%	0%	0
Mined copper (RMB/t)	35,804	30,241	31,466	28,082	25,827	29,052	25,697	24,845	25,313	-3%	-21%	-7%	-18
Refinery copper (RMB/t)	41,872	36,071	37,659	34,073	31,762	34,874	30,579	30,826	30,705	1%	-18%	-6%	-17
Mined zinc (RMB/t)	8,146	8,219	8,319	6,000	6,916	7,186	6,057	7,309	6,684	21%	-12%	3%	-19
Refinery zinc (RMB/t)	13,612	13,775	14,042	12,725	11,566	13,002	11,567	12,960	12,184	12%	-8%	1%	-12
Iron concentrates (RMB/t)	535	501	379	-6	326	419	404	399	402	-1%	5%	-19%	0
Revenue (RMBm)													
Vined gold	7,836	1,705	2,034	1,945	1,975	7,659	2,313	2,167	4,480	-6%	7%	14%	20
Refinery gold	31,128	9,312	15,546	17,701	6,749	49,307	11,476	11,573	23,049	1%	-26%	-6%	-7
Mined silver	424	102	117	127	112	458	101	133	234	33%	14%	-2%	7
Mined copper	4,899	1,045	1,343	1,174	829	4,392	1,042	826	1,868	-21%	-38%	-7%	-22
				,					,				
Refinery copper	9,837	2,388	2,519	1,843	2,268	9,018	2,965	3,109	6,074	5%	23%	48%	24
Mined zinc	785	263	299	290	422	1,274	383	463	846	21%	55%	19%	51
Refinery zinc	2,822	746	777	611	694	2,828	654	583	1,237	-11%	-25%	-5%	-19
Iron concentrates	1,514	78	227	0	73	379	182	110	292	-40%	-52%	295%	-4
Others	7,121	258	3,677	-4,929	7,318	6,324	282	1,102	1,384	290%	-70%	-42%	-65
Less: internal sales	-7,606	230	-3,604	,		-7,334	202	-574	-574		-84%	-42 %	-03
	,		,	3,604	-7,334	,				nm			
Total	58,761	15,896	22,937	22,365	13,107	74,305	19,398	19,492	38,890	0%	-15%	10%	0
Unit cost													
Mined gold (RMB/g)	144	145	135	135	130	136	140	147	143	5%	9%	8%	3
Refinery gold (Rmb/g)	248	245	225	239	230	234	248	256	252	3%	14%	7%	9
Mined silver (RMB/g)	1.62	1.54	1.48	1.56	1.45	1.51	1.19	1.19	1.19	0%	-20%	-21%	-21
Mined copper (RMB/t)	18,467	17,991	15,054	15,904	22,320	17,504	15,427	15,868	15,626	3%	5%	-16%	-5
Refinery copper (RMB/t)		36,463	35,763		30,326	34,238	29,036	29,100	29,069	0%	-19%	-10%	-20
	41,391	,	,	34,793	,	,	,	,	,				
Mined zinc (RMB/t)	3,509	4,194	4,279	2,874	4,044	3,800	3,352	3,304	3,328	-1%	-23%	-6%	-21
Refinery zinc (RMB/t)	12,971	13,353	13,102	12,619	11,385	12,584	10,712	11,443	11,036	7%	-13%	-8%	-17
Iron concentrates (RMB/t)	189	194	155	(22)	144	173	152	206	172	35%	33%	-24%	6
Cost of sales (RMBm)													
Mined gold	4,862	1,103	1,264	1,243	1,223	4,833	1,451	1,465	2,915	1%	16%	18%	23
Refinery gold	31,053	9,282	15,510	17,686	6,753	49,232	11,351	11,459	22,810	1%	-26%	-7%	-8
Mined silver	278	71	82	92	75	320	59	70	129	18%	-15%	-23%	-16
Mined copper	2,527	622	643	665	717	2,646	625	528	1,153	-16%	-18%	-17%	-9
Refinery copper	9,724	2,414	2,393	1,882	2,165	8,854	2,815	2,935	5,750	4%	23%	42%	20
		,	,		,								
Mined zinc	338	134	154	139	247	673	212	209	421	-1%	36%	9%	46
Refinery zinc	2,689	723	725	606	683	2,737	606	515	1,120	-15%	-29%	-13%	-23
Iron concentrates	536	30	93	2	32	157	69	56	125	-18%	-39%	268%	2
Less: internal sales	-1,126	-45	-182	-1,465	249	-1,444	8	162	170	1956%	nm	nm	n
Total	50,882	14,334	20,681	20,849	12,144	68,008	17,195	17,399	34,594	1%	-16%	5%	-1
Gross Margin													
Mined gold	38.0%	35.3%	37 20/	36 10/	38.1%	36 00/	37.3%	30 /10/	34.9%	_/ Qnno	-5 5000	-2 2000	1 0-
0			37.8%	36.1%		36.9%		32.4%		-4.9pps	-5.5pps	-2.2pps	-1.8p
Refinery gold	0.2%	0.3%	0.2%	0.1%	-0.1%	0.2%	1.1%	1.0%	1.0%	-0.1pps	0.8pps	1.0pps	0.8p
Mined silver	34.4%	30.0%	30.2%	27.6%	32.9%	30.1%	41.1%	47.8%	44.9%	6.7pps	17.6pps	14.8pps	14.8p
Mined copper	48.4%	40.5%	52.2%	43.4%	13.6%	39.7%	40.0%	36.1%	38.3%	-3.8pps	-16pps	7.2pps	-8.8p
Refinery copper	1.1%	-1.1%	5.0%	-2.1%	4.5%	1.8%	5.0%	5.6%	5.3%	0.6pps	0.6pps	3.8pps	3.3p
Mined zinc	56.9%	49.0%	48.6%	52.1%	41.5%	47.1%	44.7%	54.8%	50.2%	10.2pps	6.2pps	4.4pps	1.5p
Refinery zinc	4.7%	3.1%	6.7%	0.8%	1.6%	3.2%	7.4%	11.7%	9.4%				
										4.3pps	5.0pps	8.2pps	4.5p
Iron concentrates Gross profit (RMBm)	64.6%	61.3%	59.2%	-255%	55.9%	58.6%	62.3%	48.4%	57.1%	-14pps	-11pps	3.1pps	-2.6pj
Mined gold	2,974	603	770	702	752	2,827	862	702	1,564	-19%	-9%	8%	14
Refinery gold	75	29	36	14	-4	76	125	114	240	-9%	219%	2172%	268
Mined silver	146	31	35	35	37	138	41	64	105	54%	80%	46%	59
Vined copper	2,372	423	701	509	113	1,746	416	299	715	-28%	-57%	15%	-36
Refinery copper	113	-26	127	-39	103	164	150	174	324	16%	37%	409%	221
Mined zinc	447	129	145	151	175	600	171	254	425	49%	75%	30%	55
Refinery zinc	133	23	52	5	11	91	48	68	423	43%	31%	628%	56
•													
Iron concentrates	978	48	135	-1	41	222	114	53	167	-53%	-61%	318%	-8
	-198	102	41	-58	-461	-376	71	180	251	155%	340%	nm	75
Others Total	-190												

# **Investment Thesis**

Zijin is China's second-largest gold and copper miner. Within our gold coverage, the company is most vulnerable to the copper price shock, with gold and copper (from its mines and byproduct credits) accounting for 70% and 20% of its revenue, respectively. While we believe the company's effort over recent years to replenish gold assets and reduce costs will help Zijin to better weather the commodity storm, Zijin will be negatively affected should copper prices remain at current levels. We maintain an OW rating on Zijin's strong volume growth.

# Valuation

Our Dec-16 price target for Zijin-H is HK\$2.5/share. Our valuation is based on a blended average of P/BV-ROE valuation, EV/EBITDA multiple, P/E multiple, DCF-based NPV and EV/reserve method.

# **Risks to Rating and Price Target**

- Upside risk: Stronger-than-expected gold prices, better-than-expected cost performance, faster-than-expected production growth, ongoing share buybacks, higher dividend distribution and M&As.
- **Downside risk:** Weaker-than-expected gold prices, higher-than-expected cost pressure, slower-than-expected production growth, worse-than-expected working capital control, higher-than-expected capex requirement.

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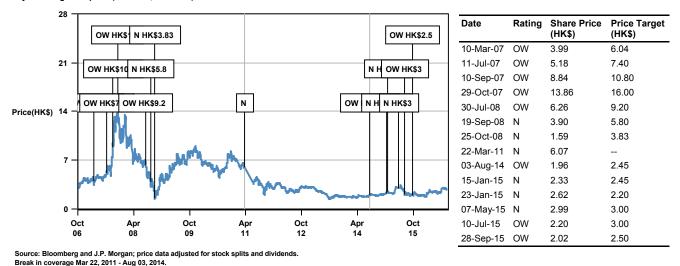
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## **Important Disclosures**

• Market Maker/Liquidity Provider: J.P. Morgan Securities plc and/or an affiliate is a market maker and/or liquidity provider in securities issued by Zijin Mining Group - H.

• Other Significant Financial Interests: J.P. Morgan owns a position of 1 million USD or more in the debt securities of Zijin Mining Group - H.

**Company-Specific Disclosures:** Important disclosures, including price charts and credit opinion history tables, are available for compendium reports and all J.P. Morgan–covered companies by visiting <u>https://jpmm.com/research/disclosures</u>, calling 1-800-477-0406, or e-mailing <u>research.disclosure.inquiries@jpmorgan.com</u> with your request. J.P. Morgan's Strategy, Technical, and Quantitative Research teams may screen companies not covered by J.P. Morgan. For important disclosures for these companies, please call 1-800-477-0406 or e-mail <u>research.disclosure.inquiries@jpmorgan.com</u>.



Zijin Mining Group - H (2899.HK, 2899 HK) Price Chart

The chart(s) show J.P. Morgan's continuing coverage of the stocks; the current analysts may or may not have covered it over the entire period.

J.P. Morgan ratings or designations: OW = Overweight, N= Neutral, UW = Underweight, NR = Not Rated

#### Explanation of Equity Research Ratings, Designations and Analyst(s) Coverage Universe:

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**Coverage Universe: Kang, Daniel**: Aluminum Corporation of China - A (601600.SS), Aluminum Corporation of China - H (2600.HK), Angang Steel - A (000898.SZ), Angang Steel - H (0347.HK), Anhui Conch - A (600585.SS), Anhui Conch - H (0914.HK), Baoshan Iron & Steel - A (600019.SS), China Coal Energy - A (601898.SS), China Coal Energy - H (1898.HK), China Hongqiao Group (1378.HK),

China National Building Material (3323.HK), China Northern Rare Earth - A (600111.SS), China Shenhua Energy - A (601088.SS), China Shenhua Energy - H (1088.HK), Huaxin Cement - A (600801.SS), Hyundai Steel Company (004020.KS), Jiangxi Copper - A (600362.SS), Jiangxi Copper - H (0358.HK), Maanshan Iron & Steel - A (600808.SS), Maanshan Iron & Steel - H (0323.HK), Mongolian Mining Corporation (0975.HK), POSCO (005490.KS), Shandong Gold - A (600547.SS), Yanzhou Coal Mining - A (600188.SS), Yanzhou Coal Mining - H (1171.HK), Zhaojin Mining Industry (1818.HK), Zhongjin Gold - A (600489.SS), Zijin Mining Group - A (601899.SS), Zijin Mining Group - H (2899.HK)

## J.P. Morgan Equity Research Ratings Distribution, as of July 1, 2016

	Overweight	Neutral	Underweight
	(buy)	(hold)	(sell)
J.P. Morgan Global Equity Research Coverage	43%	45%	12%
IB clients*	52%	49%	37%
JPMS Equity Research Coverage	42%	50%	8%
IB clients*	68%	65%	51%

\*Percentage of investment banking clients in each rating category.

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