21 Oct 2024



# 密尔克卫 Milkyway Chemical Supply Chain Service (603713

前三季度扣非后净利润同比增长 18.10%, 公司积极提升数字化能力

Recurring net profit up 10.57% YOY during the first three quarters; the company is actively enhancing digital capabilities.



观点聚焦 Investment Focus



(Please see APPENDIX 1 for English summary)

- 前三季度扣非后净利润同比增长 18.10%。公司 2024年前三季度实现营业收入 95.53 亿元,同比增长 25.26%,归母净利润 4.90 亿元,同比增长 21.68%,扣非后净利润 4.49 亿元,同比增长 18.10%。 2024Q3,公司实现营业收入 35.61 亿元,环比增长 14.98%,同比增长 14.90%;归母净利润 1.79 亿元,环比增长 12.09%,同比增长 19.88%;扣非后净利润 1.62 亿元,环比增长 10.73%,同比增长 15.61%。
- 公司持续进行股份回购。公司拟使用不低于人民币 3000 万元、不超过人民币 6000 万元的公司自有资金,以集中竞价交易方式回购公司股份,回购价格不超过人民币 78.00 元/股,回购期限自董事会审议通过回购股份方案之日起 3 个月以内。截至2024 年 9 月 30 日,公司已累计回购股份 869100 股,占公司当前总股本的比例为 0.54%,购买的最高价为 46.99 元/股、最低价为 41.88 元/股,已支付的总金额为 3859.54 万元(不含交易费用)。
- 公司坚定数字化转型,信息化技术提升管理效率。公司信息化技术广泛运用于仓库管理、运输管理、车辆控制及订单处理等方面,公司坚定进行数字化转型,MCP 系统在原有专业运输及配送服务系统(TMS)、货代系统(FMS)、仓储系统(WMS)4.0、大数据与智能化应用以及财务结算五大板块的基础上,陆续开发上线了贸易系统(MMS)、罐箱系统(GMS)、订单无纸化系统、人事行政流程、作战中心2.0、灵元素2.0等系统、空运海外版系统并升级迭代了安全系统,以最大程度的满足客户对安全、准确、及时的物流服务要求,同时提升管理效率。
- 公司积极进行全球化布局。公司在新加坡、马来西亚、美国等地设有子公司,同时谨慎拓展东南亚、北美等海外市场,基于客户需求布局全球化战略,随着公司全国集群建设进一步完善,公司全球化布局初见规模。2024H1,公司海外市场业务收入比例仅为 2.78%,未来随着海外基地建设,公司海外市场业务收入占比有望提高。
- **盈利预测**。我们预计 2024-2026 年公司归母净利润分别为 6.02、7.49、9.39 亿元。由于公司是危化品物流行业龙头,给予公司一定估值溢价,给予公司 2024 年 21.65 倍 PE,对应目标价为 80.52元,维持"优于大市"评级。
- **风险提示**。产品价格下跌;下游需求不及预期;原材料价格波 动。

孙小涵 Xiaohan Sun xh.sun@htisec.com

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代码	公司名称	股价 (元)	EPS (元)			PE (倍)		
			2023	2024E	2025E	2023	2024E	2025E
华贸物流	603128.SH	5.64	0.47	0.54	0.59	12.00	10.44	9.56
德邦股份	603056.SH	13.93	0.73	1.04	1.33	19.08	13.39	10.47
顺丰控股	002352.SZ	42.52	1.68	2.01	2.34	25.31	21.15	18.17
	平均值					18.80	15.00	12.73

注:股价为2024年10月18日收盘价,每股收益均为WIND一致预期

资料来源: WIND, HTI

财务报表分析和预测

主要财务指标	2023	2024E	2025E	2026E	利润表 (百万元)	2023	2024E	2025E	2026E
毎股指标(元)					营业总收入	9753	12849	16300	20731
每股收益	2.66	3.72	4.62	5.80	营业成本	8605	11369	14432	18375
每股净资产	24.47	27.84	32.46	37.60	毛利率%	11.8%	11.5%	11.5%	11.4%
每股经营现金流	4.29	4.61	4.76	10.74	营业税金及附加	28	41	46	56
每股股利	0.53	0.58	0.62	0.66	营业税金率%	0.3%	0.3%	0.3%	0.3%
价值评估(倍)					营业费用	124	164	207	261
P/E	22.05	15.80	12.70	10.13	营业费用率%	1.3%	1.3%	1.3%	1.3%
P/B	2.40	2.11	1.81	1.56	管理费用	291	385	486	611
P/S	0.99	0.74	0.58	0.46	管理费用率%	3.0%	3.0%	3.0%	2.9%
EV/EBITDA	11.33	10.85	9.30	7.59	EBIT	670	849	1073	1349
股息率%	0.9%	1.0%	1.1%	1.1%	财务费用	111	85	108	127
盈利能力指标(%)					财务费用率%	1.1%	0.7%	0.7%	0.6%
毛利率	11.8%	11.5%	11.5%	11.4%	资产减值损失	-3	-8	-8	-8
净利润率	4.4%	4.7%	4.6%	4.5%	投资收益	1	3	3	3
净资产收益率	10.7%	13.3%	14.2%	15.4%	营业利润	572	751	953	1209
资产回报率	3.9%	4.8%	5.0%	5.5%	营业外收支	36	16	18	21
投资回报率	6.1%	6.9%	7.7%	8.5%	利润总额	608	766	971	1229
盈利增长(%)					EBITDA	1048	1258	1533	1849
营业收入增长率	-15.7%	31.7%	26.9%	27.2%	所得税	126	142	183	229
EBIT 增长率	-16.0%	26.7%	26.4%	25.7%	有效所得税率%	20.8%	18.6%	18.9%	18.6%
净利润增长率	-28.7%	39.5%	24.5%	25.3%	少数股东损益	50	22	39	62
偿债能力指标					归属母公司所有者净利润	431	602	749	939
资产负债率	60.7%	61.4%	62.1%	61.7%	2- 254 A 14 (43) (43) (43) (43)		332	7.0	303
流动比率	1.20	1.05	1.04	1.04					
速动比率	0.93	0.81	0.81	0.82	资产负债表 (百万元)	2023	2024E	2025E	2026E
现金比率	0.26	0.17	0.13	0.21	货币资金	1233	1015	956	1839
经营效率指标	0.20	0.17	0.13	0.21	应收账款及应收票据	2692	3026	4219	4419
应收账款周转天数	76.75	59.74	60.00	55.00	存货	791	788	976	1066
存货周转天数	22.11	25.00	22.00	20.00	其它流动资产	1045	1290	1478	1668
总资产周转率	0.95	1.08	1.18	1.29	流动资产合计	5761	6119	7629	8992
固定资产周转率	6.97	6.70	6.78	7.84	长期股权投资	34	34	34	34
山人贝)/444-1	0.57	0.70	0.70	7.04	固定资产	1599	2234	2572	2718
					在建工程	842	675	574	513
					无形资产	886	956	1006	1036
	2023	2024E	2025E	2026E	非流动资产合计	5362	6512	7329	8129
净利润	431	602	749	939	资产总计	11124	12631	14957	17121
少数股东损益					短期借款				
リ	50	22	39 473	62 513	.,,,	2378	3164	3705	4369
	378	422	472	513	应付票据及应付账款 预收账款	1096	1202	2013	2303
非经营收益	102	71	87	105		32	62	89	68
营运资金变动	-258	-370	-576	121	其它流动负债	1309	1383	1544	1881
经营活动现金流	704	747	771	1739	流动负债合计	4815	5812	7351	8621
资产	-521	-1527	-1245	-1287	长期借款	617	617	617	617
投资	-682	-14	-18	-3	其它长期负债	1325	1325	1325	1325
其他	83	-5	4	6	非流动负债合计	1943	1943	1943	1943
投资活动现金流	-1120	-1546	-1259	-1284	负债总计	6757	7755	9293	10563
债权募资	860	787	541	664	实收资本	164	162	162	162
股权募资	26	-114	0	0	归属于母公司所有者权益	4021	4508	5257	6089
其他	-542	-92	-112	-236	少数股东权益	345	368	407	469
融资活动现金流	344	581	429	427	负债和所有者权益合计	11124	12631	14957	17121
现金净流量	-74	-218	-59	882					

备注: (1) 表中计算估值指标的收盘价日期为 10 月 18 日; (2) 以上各表均为简表

资料来源:公司年报(2023), HTI



### **APPENDIX 1**

#### Summary

Recurring net profit in the first three quarters increased by 18.10% year-on-year. The company achieved operating income of 9.553 billion yuan in the first three quarters of 2024, up 25.26% year-on-year, net profit of 490 million yuan, up 21.68% year-on-year, and net profit of 449 million yuan after deduction of non-performance, up 18.10% year-on-year.2024Q3, the company achieved operating income of 3.561 billion yuan, an increase of 14.98% YoY, an increase of 14.90% year-on-year; net Net profit of 179 million yuan, up 12.09% sequentially, up 19.88% year-on-year; net profit after deduction of 162 million yuan, up 10.73% sequentially, up 15.61% year-on-year.

The company continues to carry out share repurchase. The Company intends to use not less than RMB30 million and not more than RMB60 million of the Company's own funds to repurchase the Company's shares by means of centralised bidding transactions at a price not exceeding RMB78.00 per share, and the repurchase period will be less than 3 months from the date of the Board of Directors' consideration and approval of the share repurchase proposal. I The Company has continued to repurchase its shares. As at 30 September 2024, the Company has repurchased a total of 869,100 shares, accounting for 0.54% of the current total share capital of the Company, with the highest price purchased being RMB46.99 per share and the lowest price being RMB41.88 per share, and the total amount paid being RMB38,595,400 (excluding transaction costs).

The company is firmly committed to digital transformation, information technology to enhance management efficiency. The company's information technology is widely used in warehouse management, transport management, vehicle control and order processing, etc. The company is determined to carry out digital transformation, and the MCP system, based on the original professional transport and distribution service system (TMS), freight forwarding system (FMS), warehousing system (WMS) 4.0, big data and intelligent application, and financial settlement of the five major boards, has been developed and put on line the trade system (MMS), tank system (GMS), order paper system, personnel administration process, combat centre 2.0, spirit element 2.0 and other systems. (On the basis of the five major sections of TMS, FMS, WMS 4.0, Big Data and Intelligent Application and Financial Settlement, we have successively developed and put on line the Trade System (MMS), the Tank System (GMS), the Paperless Order System, the Personnel and Administrative Processes, the Combat Centre 2.0, the Spirit Element 2.0, and the Overseas Edition of the Air Cargo System, as well as upgraded the Safety System, so as to satisfy the customers' requirements for safe, accurate, and timely logistics services to the greatest extent possible, and at the same time, enhance the management efficiency.

The company is actively carrying out global layout. The company has subsidiaries in Singapore, Malaysia, the United States and other places, while cautiously expanding Southeast Asia, North America and other overseas markets, based on customer demand layout of the globalisation strategy, with the further improvement of the company's national cluster construction, the company's globalisation layout has begun to take shape. 2024H1, the company's overseas market business revenue ratio is only 2.78%, with the construction of overseas bases in the future, the company's overseas market business revenue ratio is expected to increase. In the future, with the construction of overseas bases, the proportion of revenue from the company's overseas market business is expected to increase.

**Profit Forecast.** We expect the company's net profit of 602, 749, 939 million yuan in 2024-2026 respectively. As the company is a hazardous materials logistics industry leader, we give the company a certain valuation premium; we give the company 21.65XPE in 2024, corresponding to the target price of 80.52 yuan, maintain 'outperform' rating.

Risk Tips. Lower product prices; weaker-than-expected downstream demand; fluctuating raw material prices.

#### **APPENDIX 2**

#### **ESG Comments**

#### **Environmental:**

公司重视环境保护,为守护蓝天净土、生态文明的建设贡献力量。公司严格遵守《中华人民共和国环境保护法》,立足自身发展优势和企业目标,制定了全面的环境管理体系,同时公司也积极应对气候变化,持续完善双碳治理,以自身行动助力物流行业实现绿色转型,迈向碳中和的未来。

公司深刻认识到全球气候变迁的事实,关注全球气候议题的最新进展,承担起应负的气候责任。公司将减少温室气体排放作为自身环境管理的重要组成部分,积极应对气候变化和极端天气带来的全 球供应链行业的不稳定性,把握气候机遇,寻求自身的绿色转型。公司持续提升双碳治理在公司环境管理体系中的地位,编制专门的政策制度,制定年度预算及计划,组成跨部门的专责小组,精准执行,贯彻落实各阶段的减碳目标与进度追踪。自 2021 年起,公司全面盘查运营过程直接与间接产生的二氧化碳排放量,全面掌握自身排放情况,为制定减碳目标与路径提供科学基础。

公司充分考量自身业务运营、全球气候及经济发展态势,制定自身减碳路径并贯彻执行,致力于成为合作企业绿色转型的服务者、产业绿色转型的协同者、城市绿色转型的参与者以及社区绿色转型的保卫者。

#### Social:

公司积极承担企业社会责任,在 2022 年上海疫情期间利用自身资源优势积极主动地投身于抗疫物资运输,并慷慨捐献。此外,公司兴办职业教育,致力干促进所在地区的人民就业,以为为化工物流行业培养更多的专业人才。

密尔克卫利用自身资源积极响应国家军民融合战略,2022年9月,密尔克卫职业培训学校召集30余位退役军人,举办了"军民携手、提技能、促就业——镇江退役军人参观学习活动"。通过这次活动,参与的退役军人对化工物流行业及密尔克卫有了全面的了解。此外,公司还为退役军人们提供了驾驶员、仓管员、汽车维修工、客服等多个岗位,切实推动退役军人再就业。

公司成立镇江市密尔克卫职业学校,通过输入丰富的行业经验和师资力量,打造精良的软硬件条件,提供优质的职业教育,为公司发展储备人才的同时也促进了当地的就业。

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### 附录 APPENDIX

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优于大市,未来 12-18 个月内预期相对基准指数涨幅在 10%以上,基准定义如 下

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。

**弱于大市**,未来 12-18 个月内预期相对基准指数跌幅在 10%以上,基准定义如 下

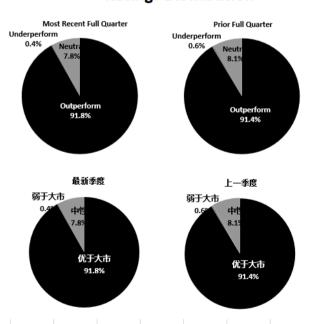
各地股票基准指数: 日本 - TOPIX, 韩国 - KOSPI, 台湾 - TAIEX, 印度 -Nifty100, 美国 - SP500; 其他所有中国概念股 - MSCI China.

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### 评级分布 Rating Distribution

# **Ratings Distribution**





#### Analyst Stock Ratings

**Outperform:** The stock's total return over the next 12-18 months is expected to exceed the return of its relevant broad market benchmark, as indicated below.

**Neutral:** The stock's total return over the next 12-18 months is expected to be in line with the return of its relevant broad market benchmark, as indicated below. For purposes only of FINRA/NYSE ratings distribution rules, our Neutral rating falls into a hold rating category.

**Underperform:** The stock's total return over the next 12-18 months is expected to be below the return of its relevant broad market benchmark, as indicated below.

Benchmarks for each stock's listed region are as follows: Japan – TOPIX, Korea – KOSPI, Taiwan – TAIEX, India – Nifty100, US – SP500; for all other China-concept stocks – MSCI China.

# 截至 2024年 9月 30 日海通国际股票研究评级分布

	优于大市	<b>中性</b> (持有)	弱于大市
海通国际股票研究覆盖率	91.8%	7.8%	0.4%
投资银行客户*	3.5%	4.4%	0.0%

<sup>\*</sup>在每个评级类别里投资银行客户所占的百分比。

上述分布中的买入,中性和卖出分别对应我们当前优于大市,中性和落后大市评级。

只有根据 FINRA/NYSE 的评级分布规则,我们才将中性评级划入持有这一类别。请注意在上表中不包含非评级的股票。

# 此前的评级系统定义(直至2020年6月30日):

买入,未来12-18个月内预期相对基准指数涨幅在10%以上,基准定义如下

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。

卖出,未来12-18个月内预期相对基准指数跌幅在10%以上,基准定义如下

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.

### Haitong International Equity Research Ratings Distribution, as of September 30, 2024

	Outperform	Neutral	Underperform
		(hold)	
HTI Equity Research Coverage	91.8%	7.8%	0.4%
IB clients*	3.5%	4.4%	0.0%

<sup>\*</sup>Percentage of investment banking clients in each rating category.

BUY, Neutral, and SELL in the above distribution correspond to our current ratings of Outperform, Neutral, and Underperform.

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BUY: The stock's total return over the next 12-18 months is expected to exceed the return of its relevant broad market benchmark, as indicated below.

**NEUTRAL:** The stock's total return over the next 12-18 months is expected to be in line with the return of its relevant broad market benchmark, as indicated below. For purposes only of FINRA/NYSE ratings distribution rules, our Neutral rating falls into a hold rating category.

SELL: The stock's total return over the next 12-18 months is expected to be below the return of its relevant broad market benchmark, as indicated below.

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340 Madison Avenue, 12th Floor

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研究机构名称: Haitong Securities India Private Limited

SEBI 研究分析师注册号: INH000002590

地址: 1203A, Floor 12A, Tower 2A, One World Center

841 Senapati Bapat Marg, Elphinstone Road, Mumbai 400 013, India

CIN U74140MH2011FTC224070

电话: +91 22 43156800 传真:+91 22 24216327

合规和申诉办公室联系人; Prasanna Chandwaskar; 电话: +91 22 43156803; 电子邮箱: prasanna.chandwaskar@htisec.com

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Name of the entity: Haitong Securities India Private Limited

SEBI Research Analyst Registration Number: INH000002590

Address: 1203A, Floor 12A, Tower 2A, One World Center

841 Senapati Bapat Marg, Elphinstone Road, Mumbai 400 013, India

CIN U74140MH2011FTC224070

Ph: +91 22 43156800 Fax:+91 22 24216327

Details of the Compliance Officer and Grievance Officer: Prasanna Chandwaskar: Ph: +91 22 43156803; Email id: prasanna.chandwaskar@htisec.com

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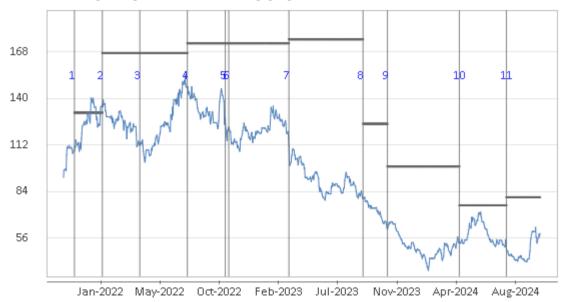
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### **Recommendation Chart**

# Milkyway Chemical Supply Chain Service - 603713 CH



- 1. 15 Nov 2021 OUTPERFORM at 111.55 target 131.50.
- 2. 18 Jan 2022 OUTPERFORM at 134.71 target 167.33.
- 3. 14 Apr 2022 OUTPERFORM at 113.30 target 167.33.
- 4. 1 Aug 2022 OUTPERFORM at 146.90 target 173.29.
- 5. 27 Oct 2022 OUTPERFORM at 128.60 target 173.29.
- 6. 6 Nov 2022 OUTPERFORM at 122.68 target 173.29.
- 7. 22 Mar 2023 OUTPERFORM at 116.35 target 175.68.
- 8. 10 Sep 2023 OUTPERFORM at 79.60 target 124.74.
- 9. 3 Nov 2023 OUTPERFORM at 62.00 target 99.12.
- 10. 16 Apr 2024 OUTPERFORM at 53.60 target 75.68.
- 11. 2 Aug 2024 OUTPERFORM at 49.17 target 80.52.

Source: Company data Bloomberg, HTI estimates