

IPO FACT SHEET
Maike Tube Industry Holdings Limited (1553)
ISSUE STATISTICS

Offer Size:	HK\$183.02m – HK\$236.16m
Placement Tranche:	98,400,000 Shares
Price:	HK\$1.86 – HK\$2.40
Board lot:	2,000
Entry fee:	HK\$4,848.37
Historical PE	6.84x – 8.82x
Net tangible asset per share:	HK\$1.03 – HK\$1.149
Market Cap (post-IPO):	HK\$807m – HK\$1,041m
Open:	29 Nov 2019
Close:	12.00 noon on 9 Dec 2019
Trading:	18 Dec 2019
Sponsor:	Fortune Financial Capital Limited

Year ended 31 Dec	(RMB'000)	yoy % chg
Revenue		
2017	938,169	107.4%
2018	1,214,839	29.5%
Profit for the year/period		
2017	77,577	220.8%
2018	101,471	30.8%

BACKGROUND

- They are principally engaged in the manufacturing and selling of standard prefabricated pipe nipple products and steel pipe products. They pride themselves on their capability to supply a variety of products in terms of length, outside diameter and surface finishing which cater for the varying needs of their customers and comply with international standards.
- They are able to design and supply a variety of assembled piping systems to their customers to satisfy various physical and functional characteristics of their customers' designated sites. They also sell unused raw materials mainly include steel coils that were procured from their suppliers.
- As at the Latest Practicable Date, they operated two production plants located in Jinan, China with a total area of approximately 232,655 sq.m. and 80,334 sq.m., respectively. They also operated a production plant in Dong Nai Province, Vietnam with a total area of approximately 3,842 sq.m..
- According to the Frost & Sullivan Report, they ranked first in the PRC standard prefabricated pipe nipple industry in terms of export value by tons with a market share of 7.1% in 2018; and accounted for 0.2% market share in the PRC steel pipes manufacturing industry in 2018.
- They manufacture standard prefabricated pipe nipple products and steel pipe products in accordance with different international standards in their production plants mainly in Jinan, Shandong Province, the PRC.
- Their customers mainly include gas and HVAC companies, water supply companies, infrastructure and construction companies, wholesalers and distributors which on-sell their products to their own customers.

BUSINESS STRATEGIES

- Increase their production capacity for ERW steel pipes by the addition of new production lines.
- Strengthen their competitiveness by upgrading their SSAW steel pipes production lines.
- Set up of new production facility to house their 2540 SSAW steel pipes production line.
- Expand their production to Vietnam.
- Expand their business horizontally through acquisition to continue to broaden their product offerings and thereby further enhance their market share.
- Further strengthen their research and development capabilities.

COMPETITIVE STRENGTHS

- They offer high quality standard prefabricated pipe nipple products and steel pipe products of different specifications which meet various international and domestic standards.
- Their industry knowledge and expertise enable them to provide customised steel pipe products of different specifications to accommodate customers' requirements.
- They have strong research and development capabilities and have been granted the status of High and New Technology Enterprise* (高新技術企業).
- Established, stable and diversified customer base with reputable customers.
- They have an experienced management team and technical staff with profound industry knowledge.

KEY RISKS

- Their business and results of operations may be adversely affected by the imposition of tariff on exports by the countries in which their overseas customers are located.
- They rely on their major customers which accounted for a significant portion of their revenue. Any change in their relationship with their major customers may materially and adversely affect their results of operations and financial condition.
- They are subject to the risk of foreign currency fluctuations.
- Fluctuation in the prices of their major raw materials may have adverse impacts on their financial results.
- They are subject to risks associated with conducting business overseas.
- They recorded net current liabilities as at 31 December 2016 and they may expose themselves to liquidity risk if they experience net current liabilities in the future.
- They had net operating cash outflow from their operating activities for the year ended 31 December 2016 and they may expose themselves to liquidity risk if they experience net current liabilities in the future.

DIVIDEND POLICY

- No fixed dividend policy.

USE OF PROCEEDS

	HK mn	As a percentage of gross proceeds from the Invitation
Will be used for increasing our production capacity of our production of ERW steel pipes by addition of three new production lines.	27.3	19.0%
Will be used for strengthening our competitiveness by upgrading one of our SSAW steel pipes production line.	32.1	22.3%
Will be used for setting up a new production facilities building for our SSAW production facilities.	13.5	9.4%
Will be used for expanding to overseas to increase the production capacity.	13.5	9.4%
Will be used for expanding our business horizontally through acquisition/collaboration to continue to broaden our production offerings and thereby further enhance our market penetration.	14.4	10.0%
Will be used for further strengthen our research and development capabilities by investing on four research and development projects.	14.4	10.0%
Will be used for the repayment of part of our borrowings.	14.4	10.0%
Will be used for our general working capital.	14.3	9.9%
Total:	143.9	100.0%

Disclosures/Disclaimers

This report is prepared by UOB Kay Hian (Hong Kong) Limited ("UOBKHHK"), which is a licensed corporation providing securities brokerage and securities advisory services in Hong Kong.

This report is provided for information only and is not an offer or a solicitation to deal in securities or to enter into any legal relations, nor an advice or a recommendation with respect to such securities.

This report is prepared for general circulation. It does not have regard to the specific investment objectives, financial situation and the particular needs of any recipient hereof. Advice should be sought from a financial adviser regarding the suitability of the investment product, taking into account the specific investment objectives, financial situation or particular needs of any person in receipt of the recommendation, before the person makes a commitment to purchase the investment product.

This report is confidential. This report may not be published, circulated, reproduced or distributed in whole or in part by any recipient of this report to any other person without the prior written consent of UOBKHHK. This report is not directed to or intended for distribution to or use by any person or any entity who is a citizen or resident of or located in any locality, state, country or any other jurisdiction as UOBKHHK may determine in its absolute discretion, where the distribution, publication, availability or use of this report would be contrary to applicable law or would subject UOBKHHK and its associates (as defined in the Securities and Futures Ordinance, Chapter 571 of Hong Kong) to any registration, licensing or other requirements within such jurisdiction.

The information or views in the report ("Information") has been obtained or derived from sources believed by UOBKHHK to be reliable. However, UOBKHHK makes no representation as to the accuracy or completeness of such sources or the Information and UOBKHHK accepts no liability whatsoever for any loss or damage arising from the use of or reliance on the Information. UOBKHHK and its associates may have issued other reports expressing views different from the Information and all views expressed in all reports of UOBKHHK and its associates are subject to change without notice. UOBKHHK reserves the right to act upon or use the Information at any time, including before its publication herein.

Except as otherwise indicated below, (1) UOBKHHK, its associates and its officers, employees and representatives may, to the extent permitted by law, transact with, perform or provide broking, underwriting, corporate finance-related or other services for or solicit business from, the subject corporation(s) referred to in this report. (2) UOBKHHK, its associate and its officers, employees and representatives may also, to the extent permitted by law, transact with, perform or provide broking or other services for or solicit business from, other persons in respect of dealings in the securities referred to in this report or other investments related thereto. (3) the officers, employees and representatives of UOBKHHK may also serve on the board of directors or in trustee positions with the subject corporation(s) referred to in this report. (All of the foregoing is hereafter referred to as the "Subject Business"). and (4) UOBKHHK may otherwise have an interest (including a proprietary interest) in the subject corporation(s) referred to in this report.

As of the date of this report, no analyst responsible for any of the content in this report has any proprietary position or material interest in the securities of the corporation(s) which are referred to in the content they respectively author or are otherwise responsible for.

IMPORTANT DISCLOSURES FOR U.S. PERSONS

This research report is prepared by UOBKHHK, a company authorized, as noted above, to engage in securities activities in Hong Kong. UOBKHHK is not a registered broker-dealer in the United States and, therefore, is not subject to U.S. rules regarding the preparation of research reports and the independence of research analysts. This research report is provided for distribution by UOBKHHK (whether directly or through its US registered broker dealer affiliate named below) to "major U.S. institutional investors" in reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act"). All US persons that receive this document by way of distribution from or which they regard as being from UOBKHHK by their acceptance thereof represent and agree that they are a major institutional investor and understand the risks involved in executing transactions in securities.

Any U.S. recipient of this research report wishing to effect any transaction to buy or sell securities or related financial instruments based on the information provided in this research report should do so only through UOB Kay Hian (U.S.) Inc ("UOBKHUS"), a registered broker-dealer in the United States. Under no circumstances should any recipient of this research report effect any transaction to buy or sell securities or related financial instruments through UOBKHHK.

UOBKHUS accepts responsibility for the contents of this research report, subject to the terms set out below, to the extent that it is delivered to and intended to be received by a U.S. person other than a major U.S. institutional investor.

The analyst whose name appears in this research report is not registered or qualified as a research analyst with the Financial Industry Regulatory Authority ("FINRA") and may not be an associated person of UOBKHUS and, therefore, may not be subject to applicable restrictions under FINRA Rules on communications with a subject company, public appearances and trading securities held by a research analyst account.

Analyst Certification/Regulation AC

Each research analyst of UOBKHHK who produced this report hereby certifies that (1) the views expressed in this report accurately reflect his/her personal views about all of the subject corporation(s) and securities in this report. (2) the report was produced independently by him/her. (3) he/she does not carry out, whether for himself/herself or on behalf of UOBKHHK or any other person, any of the Subject Business involving any of the subject corporation(s) or securities referred to in this report. and (4) he/she has not received and will not receive any compensation that is directly or indirectly related or linked to the recommendations or views expressed in this report or to any sales, trading, dealing or corporate finance advisory services or transaction in respect of the securities in this report. However, the compensation received by each such research analyst is based upon various factors, including UOBKHHK's total revenues, a portion of which are generated from UOBKHHK's business of dealing in securities.

Reports are distributed in the respective countries by the respective entities and are subject to the additional restrictions listed in the following table.

General	This report is not intended for distribution, publication to or use by any person or entity who is a citizen or resident of or located in any country or jurisdiction where the distribution, publication or use of this report would be contrary to applicable law or regulation.
Hong Kong	This report is distributed in Hong Kong by UOB Kay Hian (Hong Kong) Limited ("UOBKHHK"), which is regulated by the Securities and Futures Commission of Hong Kong. Neither the analyst(s) preparing this report nor his associate, has trading and financial interest and relevant relationship specified under Para. 16.4 of Code of Conduct in the listed corporation covered in this report. UOBKHHK does not have financial interests and business relationship specified under Para. 16.5 of Code of Conduct with the listed corporation covered in this report. Where the report is distributed in Hong Kong and contains research analyses or reports from a foreign research house, please note: (i) recipients of the analyses or reports are to contact UOBKHHK (and not the relevant foreign research house) in Hong Kong in respect of any matters arising from, or in connection with, the analysis or report. and (ii) to the extent that the analyses or reports are delivered to and intended to be received by any person in Hong Kong who is not a professional investor, or institutional investor, UOBKHHK accepts legal responsibility for the contents of the analyses or reports only to the extent required by law.
Indonesia	This report is distributed in Indonesia by PT UOB Kay Hian Securities, which is regulated by Financial Services Authority of Indonesia (OJK). Where the report is distributed in Indonesia and contains research analyses or reports from a foreign research house, please note recipients of the analyses or reports are to contact PT UOBKH (and not the relevant foreign research house) in Indonesia in respect of any matters arising from, or in connection with, the analysis or report.
Malaysia	Where the report is distributed in Malaysia and contains research analyses or reports from a foreign research house, the recipients of the analyses or reports are to contact UOBKHM (and not the relevant foreign research house) in Malaysia, at +603-21471988, in respect of any matters arising from, or in connection with, the analysis or report as UOBKHM is the registered person under CMSA to distribute any research analyses in Malaysia.
Singapore	This report is distributed in Singapore by UOB Kay Hian Private Limited ("UOBKH"), which is a holder of a capital markets services licence and an exempt financial adviser regulated by the Monetary Authority of Singapore. Where the report is distributed in Singapore and contains research analyses or reports from a foreign research house, please note: (i) recipients of the analyses or reports are to contact UOBKH (and not the relevant foreign research house) in Singapore in respect of any matters arising from, or in connection with, the analysis or report. and (ii) to the extent that the analyses or reports are delivered to and intended to be received by any person in Singapore who is not an accredited investor, expert investor or institutional investor, UOBKH accepts legal responsibility for the contents of the analyses or reports only to the extent required by law.
Thailand	This report is distributed in Thailand by UOB Kay Hian Securities (Thailand) Public Company Limited, which is regulated by the Securities and Exchange Commission of Thailand.
United Kingdom	This report is being distributed in the UK by UOB Kay Hian (U.K.) Limited, which is an authorised person in the meaning of the Financial Services and Markets Act and is regulated by The Financial Conduct Authority. Research distributed in the UK is intended only for institutional clients.
United States of America ('U.S.')	This report cannot be distributed into the U.S. or to any U.S. person or entity except in compliance with applicable U.S. laws and regulations. It is being distributed in the U.S. by UOB Kay Hian (US) Inc, which accepts responsibility for its contents. Any U.S. person or entity receiving this report and wishing to effect transactions in any securities referred to in the report should contact UOB Kay Hian (US) Inc. directly.

Copyright 2019, UOB Kay Hian (Hong Kong) Ltd. All rights reserved.

<http://www.utrade.com.hk>