

(Maintain)			Buy
Target Price (12M,	W)	▲ 45	,000
Share Price (11/14/1	8, W)	35	,900
Expected Return			25%
OP (18F, Wbn)			23
Consensus OP (18F,		20	
EPS Growth (18F, %)		6.3	
Market EPS Growth	(18F, %)		11.1
P/E (18F, x)			17.2
Market P/E (18F, x)			8.3
KOSDAQ			671.56
Market Cap (Wbn)			359
Shares Outstanding	(mn)		10
Free Float (%)			70.1
Foreign Ownership	(%)		33.3
Beta (12M)			0.50
52-Week Low			28,600
52-Week High			46,450
(%)	1M	6M	12M
Absolute	-0.1	-3.8	-15.3



8.8

23.1

-4.6

Mirae Asset Daewoo Co., Ltd.

[MedTech/Healthcare Solutions]

Relative

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Vieworks (100120 KQ)

Resilient earnings

3Q18 review: Earnings surprise

For 3Q18, Vieworks reported revenue of W33.8bn (+21.6% YoY), in line with our projection. Revenue from flat-panel digital radiography (FP-DR) and other medical devices surged 25.4% and 926.5% YoY, respectively. In contrast, revenue from industrial vision systems grew only 2.8% YoY. Operating profit increased to W7bn (+3.2% YoY), well above the market consensus. OP margin improved to 20.6% (+6.2%p QoQ), supported by operating leverage amid robust top-line growth.

Waning volatility in key businesses

1) Medical detectors (FP-DR): The global FP-DR market's game of chicken appears to be nearing an end. The OP margin of the market's no. 1 supplier (which drove ASP lower) has collapsed, going from 16.8% in 1Q16 to 3.1% in 3Q18, and many low-end Chinese suppliers are now being forced out of the market. Heightened trade disputes between the US and China have led to higher tariffs on US exports to China, adding to the pressures on many global companies.

2) Industrial vision systems: The impact of unfavorable comparisons caused by panel makers' OLED capex cycle (which began in 2H16) has been fading since end-1H18. Because the business is based on orders, revenue tends to be volatile. That said, it is encouraging that a major earnings overhang has been removed, and the introduction of foldable displays is raising expectations. We believe that time delay integration (TDI) line scan cameras, the company's next growth driver, are also slowly beginning to generate revenue growth.

3) RF detectors: Thin-film transistor (TFT)-based RF detectors are considered one of the company's new growth engines. While they can be used for a number of applications, we think the high-growth dental sector, especially in China, holds the most promise. We believe that Vieworks will focus on quality and price competitiveness in order to penetrate the dental segment (which is dominated by CMOS detectors).

Maintain Buy and raise TP to W45,000

We maintain our Buy rating on Vieworks and raise our target price to W45,000 (from W43,000), reflecting upward earnings revisions. The stock currently trades at a 12-month forward P/E of 14.5x, a discount to global peers (16.1x).

The unfavorable base effects that have long plagued the company began to recede in 3Q18. We believe future earnings growth hinges on the firm's new dental detector business, which is well on track. Vieworks has grown by consistently turning its new ventures into successes. Given that the company's margin structure has a low exposure to fixed costs, we think OP margin will recover sharply as top-line growth gains momentum.

FY (Dec.)	12/15	12/16	12/17	12/18F	12/19F	12/20F
Revenue (Wbn)	93	117	123	130	147	162
OP (Wbn)	18	30	29	23	31	35
OP margin (%)	19.4	25.6	23.6	17.7	21.1	21.6
NP (Wbn)	16	27	20	21	25	28
EPS (W)	1,589	2,697	1,963	2,087	2,526	2,841
ROE (%)	20.5	27.7	16.6	15.6	16.4	15.9
P/E (x)	28.0	22.2	20.8	17.2	14.2	12.6
P/B (x)	5.2	5.4	3.2	2.5	2.1	1.8
Dividend yield (%)	0.2	0.3	0.5	0.6	0.6	0.6

Note: All figures are based on consolidated K-IFRS; NP refers to net profit attributable to controlling interests Source: Company data, Mirae Asset Daewoo Research estimates

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Table 1. 3Q18 review

(Wbn, %, %p)

				3Q18P	Growth		
	3Q17	2Q18	Preliminary	Mirae Asset Daewoo	Consensus	YoY	QoQ
Revenue	27.8	30.7	33.8	32.7	30.8	21.6	10.2
Operating profit	6.7	4.4	7.0	6.5	5.5	3.2	57.0
OP margin (%)	24.2	14.4	20.6	19.9	18.0	-3.7	6.2
Pretax profit	7.1	7.1	6.6	6.4	6.4	-7.6	-7.1
Net profit	5.3	6.4	5.6	4.9	0.0	6.6	-11.4

Notes: Based on consolidated K-IFRS; net profit is attributable to controlling interests Source: Company data, FnGuide, Mirae Asset Daewoo Research estimates

Table 2. Earnings forecast revisions

(Wbn, W, %)

	Previ	ous	Revis	sed	% ch	g.	Notes
	18F	19F	18F	19F	18F	19F	Notes
Revenue	128.2	141.8	129.6	146.6	1.1	3.3	Reflects 3Q18 earnings
Operating profit	22.4	29.9	22.8	30.7	1.8	2.8	
Pretax profit	24.6	29.9	24.8	30.7	0.6	2.8	
Net profit	20.2	24.6	20.9	25.3	3.4	2.8	
EPS (W)	2,018	2,456	2,087	2,526	3.4	2.8	

Notes: Based on consolidated K-IFRS; net profit is attributable to controlling interests Source: Mirae Asset Daewoo Research estimates

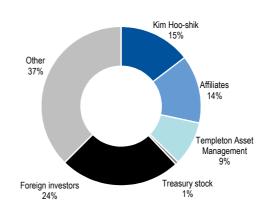
Table 3. Quarterly and annual earnings

(Wbn, %)

	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18P	4Q18F	2017	2018F	2019F
Revenue	32.2	31.7	27.8	31.7	29.4	30.7	33.8	35.8	123.5	129.6	146.6
FP-DR	14.9	16.2	13.3	18.5	16.5	13.7	16.7	19.0	62.8	65.9	67.4
Industrial cameras	15.1	13.6	12.7	11.0	10.3	14.2	13.1	12.3	52.5	49.9	56.1
Other	2.2	1.9	1.7	2.2	2.6	2.7	4.0	4.5	8.2	13.8	23.0
Operating profit	7.6	7.5	6.7	6.8	4.1	4.4	7.0	7.3	28.6	22.8	30.7
Pretax profit	4.0	8.4	7.1	3.7	3.8	7.1	6.6	7.3	23.2	24.8	30.7
Net profit	3.1	7.2	5.3	4.0	3.2	6.4	5.6	5.6	19.6	20.9	25.3
OP margin (%)	23.7	23.5	24.2	21.4	13.9	14.4	20.6	20.4	23.2	17.6	21.0
Pretax margin (%)	12.3	26.6	25.7	11.7	12.9	23.1	19.5	20.4	18.8	19.1	21.0
Net margin (%)	9.6	22.7	19.1	12.6	10.9	20.8	16.7	15.7	15.9	16.1	17.2

Source: Company data, Mirae Asset Daewoo Research estimates

Figure 1. Ownership breakdown



Source: Mirae Asset Daewoo Research

Figure 2. Institutional and foreign net buying vs. share price Figure 3. P/E band chart (W) (Wbn) (W) 200 80,000 80,000 Stock price (R) 30.0x Institutional investors (L) 70,000 70,000 150 Foreign investors (L) 26.0x 60,000 60,000 22.0x 100 50,000 50,000 18.0x 50 40,000 40,000 14.0x 30,000 30,000 0 20,000 20,000 -50 10,000 10,000 -100 0

Source: Mirae Asset Daewoo Research

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Source: Mirae Asset Daewoo Research

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Table 4. Global peer valuations

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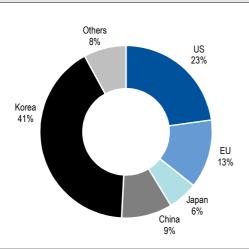
(Wbn)

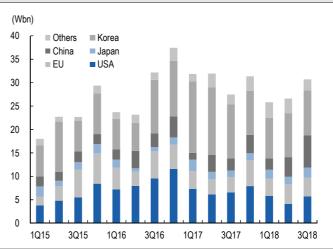
Campanias	Market	OP margin (%)		P/E (x)		P/B (x)		ROE (%)			EV/EBITDA (x)					
Companies		17	18F	19F	17	18F	19F	17	18F	19F	17	18F	19F	17	18F	19F
Canon	43,425	8.1	8.7	8.8	15.0	13.8	13.9	1.2	1.2	1.2	8.4	8.7	8.5	7.1	7.6	7.7
Varex Imaging	1,127	11.3	12.5	12.1	26.0	17.8	16.9	2.3	2.0	1.9	10.8	11.5	11.9	17.0	10.9	10.8
Teledyne Technologies	9,060	12.9	14.3	15.0	27.7	25.3	24.4	3.6	-	-	15.2	-	-	18.7	16.4	15.4
Vieworks	359	23.2	17.7	21.1	18.3	17.2	14.2	3.2	2.5	2.1	16.6	15.6	16.4	11.2	12.0	8.7
Rayence	237	15.9	19.3	19.6	21.0	12.0	10.5	1.7	1.2	1.1	8.5	10.9	11.4	9.5	5.1	3.9
Average		14.3	14.5	15.3	21.6	17.2	16.0	2.4	1.7	1.6	11.9	11.7	12.0	12.7	10.4	9.3

Source: Bloomberg, Mirae Asset Daewoo Research

Figure 4. Revenue breakdown: Exports vs. domestic

Figure 5. Revenue: Exports vs. domestic



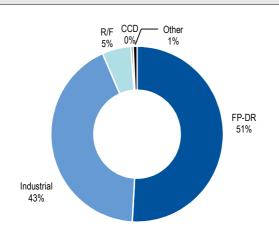


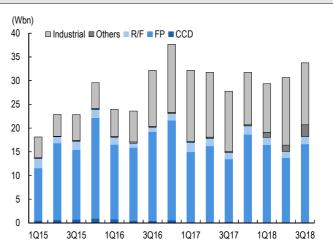
Source: Company data, Mirae Asset Daewoo Research

Source: Company data, Mirae Asset Daewoo Research

Figure 6. Revenue breakdown by product

Figure 7. Revenue by product





Source: Company data, Mirae Asset Daewoo Research

Source: Company data, Mirae Asset Daewoo Research

Figure 9. Industrial camera revenue

Figure 8. Medical detector revenue

(Wbn) (%) 25 80 Exports (L) Domestic (L) % of total revenue (R) 70 20 60 15 50 40 10 30 5

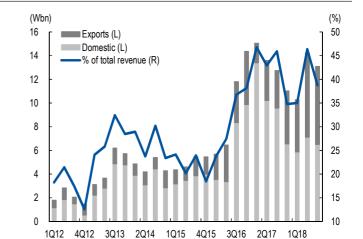
4Q15

1Q15

2Q17

3Q16

1Q18



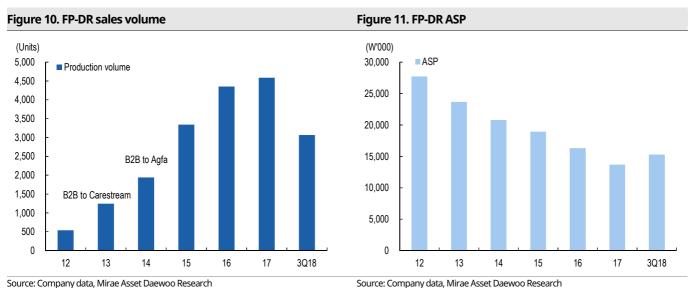
3Q13 Source: Company data, Mirae Asset Daewoo Research

2Q14

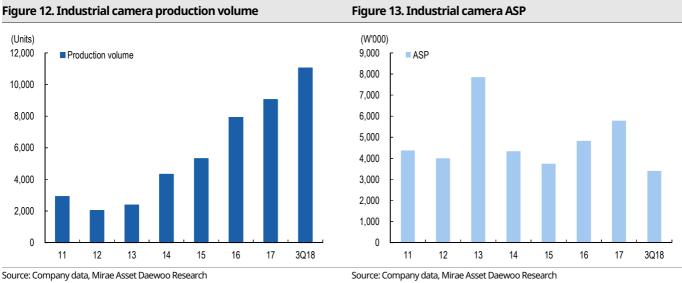
4Q12

1Q12

Source: Company data, Mirae Asset Daewoo Research



Source: Company data, Mirae Asset Daewoo Research

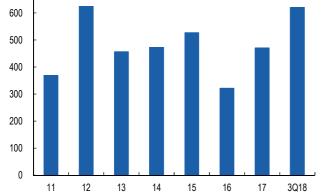


Source: Company data, Mirae Asset Daewoo Research

(Units)

700

Figure 15. R/F detector ASP Figure 14. R/F detector production volume (W'000) 25,000 ASP ■ Production volume 20,000 15,000



Source: Company data, Mirae Asset Daewoo Research

10,000 5,000 0 11 13 15 17 3Q18 12 16

Source: Company data, Mirae Asset Daewoo Research

Table 5. Global X-ray system market

Market	Туре	ASP	Producers	Customers
New	FP-DR	W200-300mn	GE, Siemens, Philips, Toshiba, etc.	Large hospitals
Replacement	Retrofit	W30-60mn	Agfa, Carestream, Fuji, Konica, Canon, etc.	Small/mid-sized clinics and hospitals

Source: Mirae Asset Daewoo Research

Table 6. Policy tailwinds for digital X-ray systems: Consolidated Appropriations Act(%)TypeYearMedicare price cutAnalog/film201720CR20187202310

Source: Mirae Asset Daewoo Research

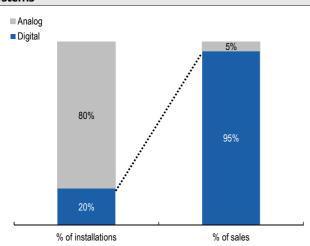
Table 7. Types of X-ray systems and players

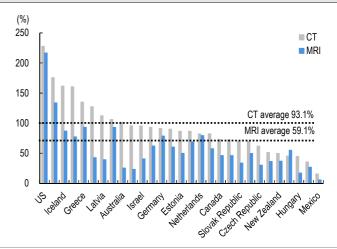
	Туре			Characteristics	Domestic competitors	Overseas competitors	ASP
			TFT(A-Si)	Large-sized sensors can be used - Highly durable due to the use of nonconductive substrates - Used for general medical, veterinary, and industrial purposes	- Rayence - Vieworks - DRTECH	- Varian - Trixell	US\$10,000- 30,000
	DR	Indirect conversion	CMOS	 High-speed video images can be acquired High-resolution sensors can be used Large-sized design potential is limited due to cost/ingot size issues Used for dental, breast cancer diagnosis, and industrial purposes 	- Rayence	- Varian - DALSA	US\$10,000- 10,500
Digital			CCD	Cheaper than other options - Low picture quality; high radiation - Used for medical, veterinary, and industrial purposes	- Vieworks		US\$2,000- 10,000
		Direct conversion	TFT(A-Se)	- X-ray energy is converted into electrical signals - Low noise levels; high productivity - Low radiation	- DRTECH	- Hologic	
	CR			- Imaging plate (IP) on which fluorescent materials are applied is used - IP can be used repeatedly after removing X-ray residue		- Carestream - Agfa - Fuji	
	Analog			 -X-rays that penetrate the human body are detected via a film - Film development and storage areas are needed - Image transmission is impossible 			

Source: Mirae Asset Daewoo Research

Figure 166. Global installations/sales breakdown of X-ray systems

Figure 177. CT and MRI machine penetration rates in OECD countries



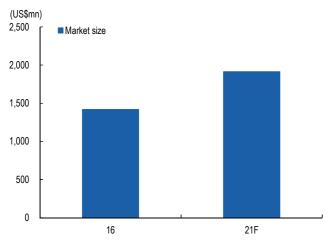


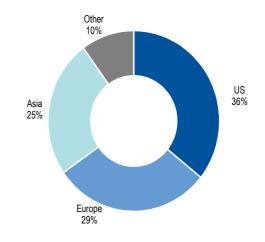
Source: Industry data, Mirae Asset Daewoo Research

Source: OECD, Mirae Asset Daewoo Research

Figure 188. Market outlook for FP-DR detectors

Figure 19. FP-DR detector M/S by region



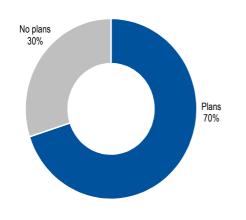


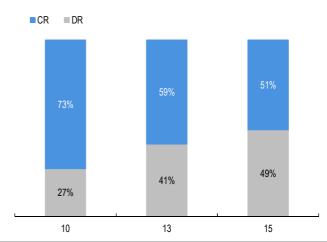
Source: MarketsandMarkets, Mirae Asset Daewoo Research

Source: MarketsandMarkets, Mirae Asset Daewoo Research

Figure 190. Proportion of US hospitals with plans to convert to digital X-ray systems

Figure 201. US X-ray M/S: Computed radiography (CR) vs. digital radiography (DR)





Source: IMV, Mirae Asset Daewoo Research

Source: IMV, Mirae Asset Daewoo Research

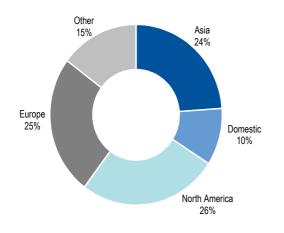
Table 8. TDI cameras

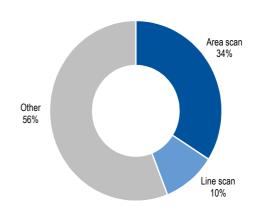
	Vieworks	Teledyne DALSA
Maximum speed (Gbps)	250	142
Interface (K)	Camera link, CoaxPress	Camera Link
Maximum resolution (K)	18	16
Sensors	CMOS+CCD	CCD or CMOS

Source: Mirae Asset Daewoo Research

Figure 212. Industrial camera M/S by region

Figure 223. Industrial camera M/S breakdown by category



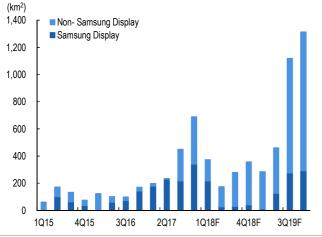


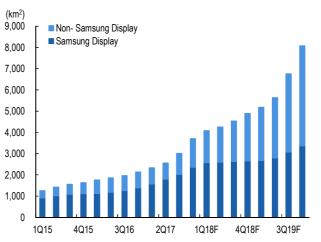
Source: Industry data, Mirae Asset Daewoo Research

Source: Industry data, Mirae Asset Daewoo Research

Figure 234. Quarterly production capacity increase of OLED

Figure 245. Cumulative production capacity of OLED





Source: IHS, Mirae Asset Daewoo Research

Source: IHS, Mirae Asset Daewoo Research

Vieworks (100120 KQ/Buy/TP: W45,000)

Comprehensive Income Statement (Summarized)

=				
(Wbn)	12/17	12/18F	12/19F	12/20F
Revenue	123	130	147	162
Cost of Sales	61	65	72	79
Gross Profit	62	65	75	83
SG&A Expenses	33	42	44	48
Operating Profit (Adj)	29	23	31	35
Operating Profit	29	23	31	35
Non-Operating Profit	-6	2	0	0
Net Financial Income	0	0	0	0
Net Gain from Inv in Associates	0	0	0	0
Pretax Profit	23	25	31	35
Income Tax	4	4	6	6
Profit from Continuing Operations	20	21	25	28
Profit from Discontinued Operations	0	0	0	0
Net Profit	20	21	25	28
Controlling Interests	20	21	25	28
Non-Controlling Interests	0	0	0	0
Total Comprehensive Profit	20	21	25	28
Controlling Interests	20	21	25	28
Non-Controlling Interests	0	0	0	0
EBITDA	32	26	33	37
FCF (Free Cash Flow)	16	11	22	25
EBITDA Margin (%)	26.0	20.0	22.4	22.8
Operating Profit Margin (%)	23.6	17.7	21.1	21.6
Net Profit Margin (%)	16.3	16.2	17.0	17.3

Statement of Financial Condition (Summarized)

(Wbn)	12/17	12/18F	12/19F	12/20F
Current Assets	99	110	137	167
Cash and Cash Equivalents	37	41	59	80
AR & Other Receivables	22	25	28	32
Inventories	22	24	27	31
Other Current Assets	18	20	23	24
Non-Current Assets	39	45	43	41
Investments in Associates	0	0	0	0
Property, Plant and Equipment	32	36	34	32
Intangible Assets	3	6	6	5
Total Assets	138	155	180	208
Current Liabilities	11	13	14	16
AP & Other Payables	4	4	5	5
Short-Term Financial Liabilities	0	1	1	1
Other Current Liabilities	7	8	8	10
Non-Current Liabilities	1	1	1	1
Long-Term Financial Liabilities	0	0	0	0
Other Non-Current Liabilities	1	1	1	1
Total Liabilities	12	14	15	17
Controlling Interests	126	142	165	191
Capital Stock	5	5	5	5
Capital Surplus	10	10	10	10
Retained Earnings	114	130	153	180
Non-Controlling Interests	0	0	0	0
Stockholders' Equity	126	142	165	191

Cash Flows (Summarized)

(Wbn)	12/17	12/18F	12/19F	12/20F
Cash Flows from Op Activities	19	17	22	25
Net Profit	20	21	25	28
Non-Cash Income and Expense	13	6	8	8
Depreciation	2	2	2	2
Amortization	2	1	0	0
Others	9	3	6	6
Chg in Working Capital	-6	-5	-6	-6
Chg in AR & Other Receivables	2	1	-3	-3
Chg in Inventories	1	-2	-3	-3
Chg in AP & Other Payables	-2	-4	0	0
Income Tax Paid	-7	-5	-6	-6
Cash Flows from Inv Activities	-8	-11	-2	-2
Chg in PP&E	-3	-6	0	0
Chg in Intangible Assets	-2	0	0	0
Chg in Financial Assets	-4	-2	-2	-2
Others	1	-3	0	0
Cash Flows from Fin Activities	-5	-4	-2	-2
Chg in Financial Liabilities	-1	1	0	0
Chg in Equity	0	0	0	0
Dividends Paid	-2	-4	-2	-2
Others	-2	-1	0	0
Increase (Decrease) in Cash	3	3	18	21
Beginning Balance	35	37	41	59
Ending Balance	37	41	59	80

Source: Company data, Mirae Asset Daewoo Research estimates

Forecasts/Valuations (Summarized)

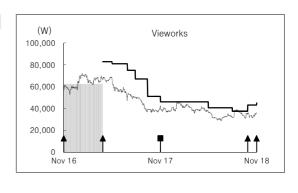
rorecasis/valuations (Summanzeu)									
	12/17	12/18F	12/19F	12/20F					
P/E (x)	20.8	17.2	14.2	12.6					
P/CF(x)	12.6	13.5	10.9	9.8					
P/B (x)	3.2	2.5	2.1	1.8					
EV/EBITDA (x)	11.2	12.0	8.7	7.3					
EPS (W)	1,963	2,087	2,526	2,841					
CFPS (W)	3,234	2,654	3,305	3,663					
BPS (W)	12,924	14,532	16,861	19,505					
DPS (W)	200	200	200	200					
Payout ratio (%)	10.1	9.5	7.8	7.0					
Dividend Yield (%)	0.5	0.6	0.6	0.6					
Revenue Growth (%)	5.1	5.7	13.1	10.2					
EBITDA Growth (%)	-5.9	-18.8	26.9	12.1					
Operating Profit Growth (%)	-3.3	-20.7	34.8	12.9					
EPS Growth (%)	-27.2	6.3	21.0	12.5					
Accounts Receivable Turnover (x)	5.3	5.5	5.5	5.5					
Inventory Turnover (x)	5.6	5.6	5.7	5.6					
Accounts Payable Turnover (x)	18.0	23.9	23.4	23.1					
ROA (%)	14.7	14.2	15.0	14.6					
ROE (%)	16.6	15.6	16.4	15.9					
ROIC (%)	32.7	23.5	27.7	29.9					
Liability to Equity Ratio (%)	9.2	9.6	9.2	8.7					
Current Ratio (%)	918.0	870.8	969.7	1,068.5					
Net Debt to Equity Ratio (%)	-37.2	-36.0	-42.8	-48.6					
Interest Coverage Ratio (x)	2,866.9	486.6	663.4	745.8					

APPENDIX 1

Important Disclosures & Disclaimers

2-Year Rating and Target Price History

2-real Kathiy and Target Frice history			
Company (Code)	Date	Rating	Target Price
Vieworks (100120)	11/14/2018	Buy	45,000
	10/11/2018	Buy	43,000
	08/14/2018	Trading Buy	37,500
	05/15/2018	Trading Buy	40,600
	11/15/2017	Trading Buy	46,000
	09/27/2017	Buy	51,000
	08/12/2017	Buy	67,000
	07/13/2017	Buy	75,000
	05/16/2017	Buy	81,000
	04/11/2017	Buy	83,000
	03/31/2016	No Coverage	



Stock Ratings Industry Ratings

Buy : Relative performance of 20% or greater Overweight : Fundamentals are favorable or improving

Trading Buy : Relative performance of 10% or greater, but with volatility Neutral : Fundamentals are steady without any material changes

Hold : Relative performance of -10% and 10% Underweight : Fundamentals are unfavorable or worsening

Sell : Relative performance of -10%

Ratings and Target Price History (Share price (—), Target price (—), Not covered (=), Buy (🏝), Trading Buy (=), Hold (•), Sell (�)

- * Our investment rating is a guide to the relative return of the stock versus the market over the next 12 months.
- * Although it is not part of the official ratings at Mirae Asset Daewoo Co., Ltd., we may call a trading opportunity in case there is a technical or short-term material development.
- * The target price was determined by the research analyst through valuation methods discussed in this report, in part based on the analyst's estimate of future earnings.
- * The achievement of the target price may be impeded by risks related to the subject securities and companies, as well as general market and economic conditions.

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	Buy	Trading Buy	Hold	Sell
Equity Ratings Distribution	73.71%	13.92%	12.37%	0.00%
Investment Banking Services	82.61%	4.35%	13.04%	0.00%

^{*} Based on recommendations in the last 12-months (as of September 30, 2018)

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