

SenseTime (0020.HK): Asia Communacopia + Technology — Key Takeaways: Native multimodal AI model differentiates

Asia Communacopia + Technology
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We hosted Sensetime at our Asia Communacopia + Technology conference (May 18-19) in Hong Kong. Key discussions were about the company's growth strategy, Gen-AI product offerings and the company's technology strength. Management highlighted their "1+X" strategy and their progress in reducing opex to increase efficiencies. The company's Gen-AI model is native multimodal, supporting better combination of visual and text reasoning and generation. Management highlighted their solid model performance is achieved with fewer parameters than peers, and that their in-house computing resources are among their key competitive strengths. Details within.

Key Takeaways

SenseTime 2.0 Strategy. Management highlighted that they have restructured the business into a 1+X structure, with generative AI and computer vision (CV) as the core "1" business, and diversified early-stage businesses as "X," including autonomous driving, AI healthcare diagnosis, GPU design, etc. By focusing on the core business, the company has managed to reduce operating expenses and consolidate headcount.

Gen-AI as a key driver. Management noted that their foundation model is natively multimodal, deeply integrating vision and text, compared to mainstream solutions that separate language and vision models. The company's model training and inference are well adapted to domestic GPUs and can perform well with 8B/13B parameter sizes. SenseTime owns in-house data centers, possessing 40,000 PFLOPS of computing resources, supporting internal use and generating revenue from third-party rentals. The major customers of the company's GenAI model and solutions include corporations with sensitive data (banks, insurance, etc.), robotics companies, research associations, and universities.

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Valuation/Risks

Price Target Risks and Methodology – Sensetime

Valuation: We derive our 12m TP of HK\$3.55, which is derived from a two-stage DCF, where we incorporate a WACC of 10.9% and a terminal growth at 2% YoY. We are Buy rated on Sensetime.

Key risks: Slower-than-expected generative AI customer ramp up pace;
Lower-than-expected customer spending; Fiercer-than-expected market competition.

0020.HK	12m Price Target: HK\$3.55	Price: HK\$1.84	Upside: 92.9%			
Buy		GS Forecast				
Market cap: HK\$63.9bn / \$8.2bn Enterprise value: HK\$61.8bn / \$7.9bn 3m ADTV: HK\$1.1bn / \$137.7mn China Greater China Technology M&A Rank: 3 Leases incl. in net debt & EV?: Yes		12/25	12/26E	12/27E	12/28E	
		Revenue (Rmb mn)	5,014.6	6,624.7	8,542.8	9,565.1
		EBITDA (Rmb mn)	(2,281.9)	(5.4)	956.2	1,397.2
		EPS (Rmb)	(0.05)	(0.02)	(0.00)	0.01
		P/E (X)	NM	NM	NM	NM
		P/B (X)	2.3	2.6	2.6	2.6
		Dividend yield (%)	0.0	0.0	0.0	0.0
		N debt/EBITDA (ex lease,X)	–	–	(1.8)	(1.6)
		CROCI (%)	(9.4)	0.2	4.9	6.5
		FCF yield (%)	(2.3)	(4.5)	0.1	1.2
		12/25	6/26E	12/26E	6/27E	
		EPS (Rmb)	(0.01)	(0.02)	(0.00)	(0.01)

Source: Company data, Goldman Sachs Research estimates, FactSet. Price as of 19 May 2026 close.

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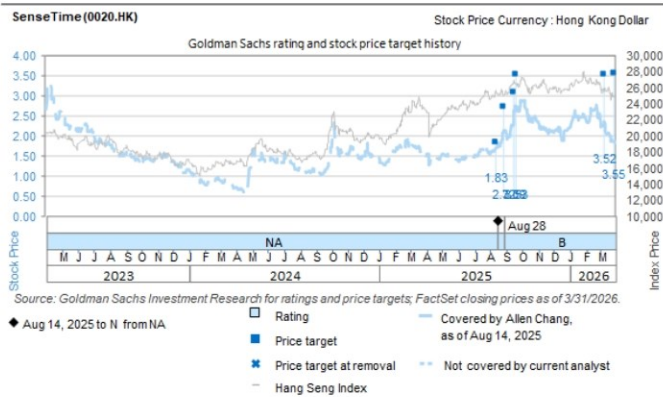
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SenseTime (0020.HK)

Date of report	Target price (HK\$)	Closing price (HK\$)
29-Mar-26	3.55	1.86
09-Mar-26	3.52	2.30
21-Sep-25	3.53	2.74
17-Sep-25	3.09	2.64
28-Aug-25	2.72	2.09
14-Aug-25	1.83	1.70

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