

Ruijie Networks (301165.SZ): Product mix upgrade towards 400G / 800G switch; Riding on China Cloud AI Capex; Buy

Ruijie's AI data center switch business is riding on major China CSPs' cloud capex uptrend. The company's prepaid expense increased 1028% QoQ to Rmb501m by end of 1Q26 (vs. Rmb44m by end of 4Q25), which management attributes to the procurement of key raw materials (e.g. switch ASIC chips), reflecting the strong demand and the company's inventory management to support the orders backlog ([link](#)). We are positive on Ruijie given the rising China Cloud AI Capex, along with growing Supernodes and large-scale clusters, driving the demand and specification upgrades for networking. Maintain Buy.

From Switch to Optical module: Ruijie announced its delivery of 16.8k units of 400G LPO optical module for a China leading CSP ([link](#)), expanding from switch to optical module, offering more comprehensive networking solutions to clients. LPO optical modules compared to conventional DSP optical modules offer lower bit error rate with lower average operating temperature, reduced latency, and lower power consumption, etc, fulfilling CSP clients' rising technical requirement for data center networking.

Earnings revision: We factor in Ruijie's 4Q25 and 1Q26 results and revise down our 2026-30E net income by 15% / 6% / 5% / 5% / 4%, mainly on lower revenues and higher opex ratios. We revise down our 2026-30E revenues to reflect the 1Q26 revenue miss, which we attribute to tight raw material supply. We raise our 2026-30E GMs to reflect the company's product mix upgrade towards 400G / 800G high-speed switch; nevertheless, our blended GM remains in a downward trend considering the continuous expansion toward leading China CSPs. Our 2026-28E opex ratios are revised up, mainly on higher R&D expenses, supporting the company's product line expansion towards next generation AI data center switches and related components, such as high-speed LPO optical modules.

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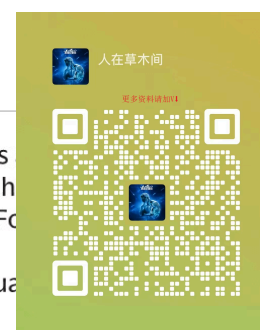


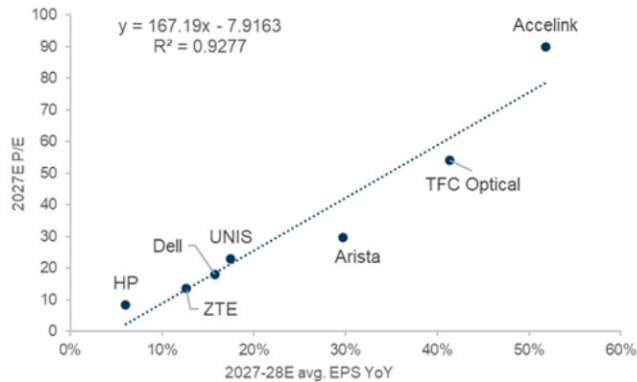
Exhibit 1: Earnings revision

Rmb mn	2026E			2027E			2028E			2029E			2030E		
	Old	New	Chg	Old	New	Chg	Old	New	Chg	Old	New	Chg	Old	New	Chg
Revenue	20,942	18,099	-14%	28,040	24,954	-11%	33,733	30,291	-10%	39,112	35,927	-8%	45,655	42,879	-6%
GP	6,577	6,084	-7%	8,295	7,507	-10%	9,631	8,845	-8%	10,909	10,211	-6%	12,431	11,853	-5%
OP	1,513	1,271	-16%	2,076	1,940	-7%	2,738	2,617	-4%	3,273	3,119	-5%	3,956	3,799	-4%
Net income	1,416	1,201	-15%	1,901	1,784	-6%	2,375	2,263	-5%	2,831	2,699	-5%	3,435	3,283	-4%
Margins															
GM	31.4%	33.6%		29.6%	30.1%		28.6%	29.2%		27.9%	28.4%		27.2%	27.6%	
OPM	7.2%	7.0%		7.4%	7.8%		8.1%	8.6%		8.4%	8.7%		8.7%	8.9%	
NM	6.8%	6.6%		6.8%	7.2%		7.0%	7.5%		7.2%	7.5%		7.5%	7.7%	

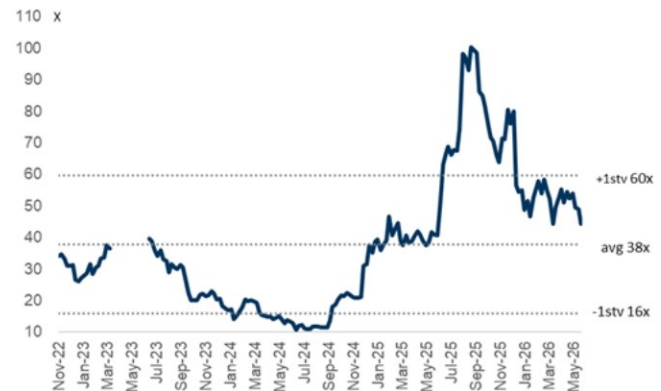
Source: Company data, Goldman Sachs Global Investment Research

Valuation: We roll our base year over to 2027E and continue to derive our 12M TP based on near-term P/E. Our 2027E target P/E is updated to 52x (vs. old TP implied 2027E P/E at 54x), which is derived from the refreshed peers' correlation of forward trading P/E and EPS growth. With the update to our earnings estimates and target multiple, our 12M TP is revised down to Rmb83.4 (vs. Rmb92.1 previously). Our target P/E is still between the company's historical avg. and avg. +1stv. forward trading P/E.

Maintain Buy.

Exhibit 2: Target P/E is derived from peers 2027E P/E and 2027-28E avg. EPS YoY

Source: Company data, Goldman Sachs Global Investment Research, Refinitiv Eikon

Exhibit 3: Ruijie 12M forward P/E

Source: Company data, Goldman Sachs Global Investment Research

Exhibit 4: Ruijie P&L summary

Rmb m	1Q25	2Q25	3Q25	4Q25	1Q26	2Q26E	3Q26E	4Q26E	2022	2023	2024	2025	2026E	2027E	2028E	2029E	2030E
Income statement																	
Revenues	2,536	4,113	4,031	3,636	2,999	4,158	5,372	5,569	11,326	11,542	11,699	14,316	18,099	24,954	30,291	35,927	42,879
GP	951	1,256	1,433	1,439	1,071	1,295	1,816	1,903	4,492	4,430	4,518	5,079	6,084	7,507	8,845	10,211	11,853
OP	54	374	200	47	151	221	431	467	140	(78)	128	675	1,271	1,940	2,617	3,119	3,799
Net income	107	345	228	16	123	216	413	449	552	401	574	696	1,201	1,784	2,263	2,699	3,283
EPS (Rmb)	0.19	0.43	0.29	0.02	0.15	0.19	0.37	0.40	1.10	0.71	1.01	0.93	1.12	1.60	2.03	2.42	2.95
Margins																	
GM	37.5%	30.5%	35.6%	39.6%	35.7%	31.1%	33.8%	34.2%	39.7%	38.4%	38.6%	35.5%	33.6%	30.1%	29.2%	28.4%	27.6%
OPM	2.1%	9.1%	5.0%	1.3%	5.0%	5.3%	8.0%	8.4%	1.2%	-0.7%	1.1%	4.7%	7.0%	7.8%	8.6%	8.7%	8.9%
NM	4.2%	8.4%	5.7%	0.4%	4.1%	5.2%	7.7%	8.1%	4.9%	3.5%	4.9%	4.9%	6.6%	7.2%	7.5%	7.5%	7.7%
Ratios																	
Opex ratio	35.3%	21.5%	30.6%	38.3%	30.6%	25.8%	25.8%	25.8%	38.4%	39.1%	37.5%	30.8%	26.6%	22.3%	20.6%	19.7%	18.8%
Tax rate	-30.6%	14.7%	16.4%	75.8%	2.4%	6.0%	6.0%	6.0%	-30.7%	-158.3%	-41.6%	15.6%	5.6%	10.0%	15.0%	15.0%	15.0%
YoY																	
Revenues	18%	42%	21%	9%	18%	1%	33%	53%	23%	2%	1%	22%	26%	38%	21%	19%	19%
GP	15%	27%	24%	-7%	13%	3%	27%	32%	31%	-1%	2%	12%	20%	23%	18%	15%	16%
OP	na	465%	-5%	na	178%	-41%	115%	898%	-18%	na	na	428%	88%	53%	35%	19%	22%
Net income	4544%	128%	-11%	-90%	15%	-37%	81%	2720%	20%	-27%	43%	21%	72%	49%	27%	19%	22%
QoQ																	
Revenues	-24%	62%	-2%	-10%	-18%	39%	29%	4%									
GP	-38%	32%	14%	0%	-26%	21%	40%	5%									
OP	-302%	587%	-46%	-77%	223%	46%	95%	9%									
Net income	-34%	221%	-34%	-93%	673%	76%	91%	9%									

Source: Company data, Goldman Sachs Global Investment Research

Valuation: We derive our 12M TP of Rmb83.4 based on a target P/E multiple of 52x 2027E EPS. Our target P/E of 52x is derived from the correlation between P/E and EPS growth of Ruijie's peers, based on Ruijie's 2027E-28E EPS YoY growth.

Key risks: Slower-than-expected China Cloud capex expansion; Lower-than-expected demand for high-speed switch; Fiercer-than-expected pricing competition

301165.SZ	12m Price Target: Rmb83.40	Price: Rmb57.70	Upside: 44.5%
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Buy	GS Forecast				
Market cap: Rmb32.8bn / \$4.8bn Enterprise value: Rmb31.3bn / \$4.6bn 3m ADTV: Rmb1.0bn / \$146.9mn China Greater China Technology M&A Rank: 3 Leases incl. in net debt & EV?: No		12/25	12/26E	12/27E	12/28E
	Revenue (Rmb mn) New	14,316.3	18,099.0	24,954.2	30,291.4
	Revenue (Rmb mn) Old	15,164.4	20,941.7	28,039.7	33,733.1
	EBITDA (Rmb mn)	841.2	1,415.5	2,090.0	2,766.1
	EPS (Rmb) New	0.93	1.12	1.60	2.03
	EPS (Rmb) Old	0.81	1.27	1.71	2.13
	P/E (X)	49.5	51.4	36.0	28.4
	P/B (X)	6.9	11.3	10.4	9.1
	Dividend yield (%)	1.2	1.2	1.7	2.1
	CROCI (%)	32.2	35.2	50.7	60.2
		3/26	6/26E	9/26E	12/26E
	EPS (Rmb)	0.15	0.19	0.37	0.40

Source: Company data, Goldman Sachs Research estimates, FactSet. Price as of 8 Jun 2026 close.

Disclosure Appendix

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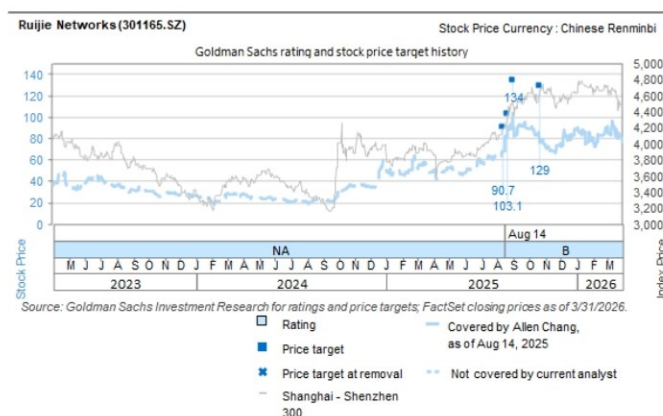
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Target price history table(s)

Ruijie Networks (301165.SZ)

Date of report	Target price (Rmb)	Closing price (Rmb)
23-Oct-25	129.00	54.79
02-Sep-25	134.00	65.39
22-Aug-25	103.10	64.39
14-Aug-25	90.70	48.19

Price targets shown in table(s) are unadjusted for corporate actions.

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