

To acquire the largest ophthalmology chain in Latin America

Quick Note

What is new? To enter the Brazil market through an acquisition

On 10 June after market close, Aier Eye announced that it would spend a total of BRL530mn (equivalent to CNY696mn) in cash to gain control over the Brazilian ophthalmology services group comprising Clínicas do Brasil (unlisted) and Contact-Gel (unlisted), in which Aier Eye would own 50.07%/60.57% stakes, respectively, post-acquisition. According to the announcement, the transaction is valued at c.9x EV/EBITDA (net debt adjusted), with an implied P/S multiple of c.1.04x.

The target group is the largest ophthalmology chain in Latin America. As of March 2026, it operates 81 eye centers across 8 Brazilian states, with 72 operating rooms, over 500 consultation rooms, more than 880 physicians, and 2,700 employees. In 2025, the group recorded over 1.2mn outpatient visits, 3.3mn examinations, and over 180,000 surgical procedures, spanning cataract, retina, glaucoma, refractive surgery, and cornea services.

For FY25, the combined revenue of the target group was at BRL 843mn, equivalent to c.6% of Aier Eye's FY25 revenue. Operating profit margin of the group was 14.2%, lower than Aier's 21.6% in FY25 and loss-making in FY25, due to high debt-related financial burden. Aier management mentioned that the investment would be used to clear the debt of the target company. By end-FY25, the target company had a net equity of BRL434mn (of its total assets of BRL1,294mn).

Aier Eye's net cash was at c.CNY4bn by end-FY25, with a proposed H-share issuance.

Our take: we are positive on Aier's geographical expansion while overseas integration needs to be monitored

Management had expressed its further intention to expand Aier's global footprint earlier, and this deal confirms its commitment to expand from China, Southeast Asia, Europe, US to Latin America, a milestone for a leading Chinese medical service company, in our view. Leveraging scale, the company should enjoy the benefits related to materials procurement including lens, frames, medical devices, in our view.

Nevertheless, improving the target company's profitability post -acquisition will likely test the company's operation capability, which we will be tracking.

We maintain our Buy rating and DCF-based TP of CNY13.32. The stock currently trades at 20.4x FY26F EPS of CNY0.40.

Rating Remains	Buy
Target price Remains	CNY 13.32
Closing price 10 June 2026	CNY 8.25

Research Analysts

China Health Care & Pharmaceuticals

Jialin Zhang, CFA, CPA - NIHK

jialin.zhang@nomura.com

+852 2252 6134

Fig. 1: FY25 financial snapshot of the target group

BRL'000	Clínicas do Brasil	Contact-Gel	Total
Revenue	834,844	8,322	843,166
Operating Profit	115,798	4,624	120,422
Net Profit	-74,669	3,434	-71,235
EBITDA	134,030	4,624	138,654
Operating Margin	14%	56%	14%
Net Margin	-9%	41%	-8%
Total assets	1,286,554	7,696	1,294,250
Net assets	427,401	6,739	434,140

Source: Company data

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Appendix A-1

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Issuer	Ticker	Price	Price date	Stock rating	Sector rating	Disclosures
Aier	300015 CH	CNY 8.25	10-Jun-2026	Buy	N/A	

Aier (300015 CH)

CNY 8.25 (10-Jun-2026) Buy (Sector rating: N/A)

Rating and target price chart (three year history)



For explanation of ratings refer to the stock rating keys located after chart(s)

Valuation Methodology Our target price of CNY13.32 is based on DCF model, assuming WACC of 9.4% and terminal growth of 4.0%. The benchmark index for the stock is CSI 300.

Risks that may impede the achievement of the target price Downside risks include: (1) Valuation premium further narrowing down; (2) macro-condition worsens; (3) any medical incident and (4) goodwill impairment.

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