

Hong Kong

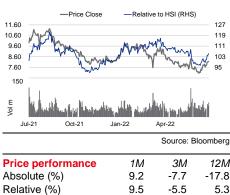
ADD (no change)

Consensus ratings*: Buy 33 Hold 3 Sell 0

Current price:	HK\$8.15
Target price:	HK\$15.13
Previous target:	HK\$13.60
Up/downside:	85.6%
CGI / Consensus:	19.8%
Reuters:	1093.HK
Bloomberg:	1093 HK
Market cap:	US\$12,394m
	HK\$97,256m
Average daily turnover:	US\$32.80m
	HK\$260.9m
Current shares o/s:	11,953m
Free float: *Source: Bloomberg	31.3%

Key changes in this note

FY22/FY23 NBP revenue cut by 30% and 40%, respectively.



Major shareholders	% held
Cai Dongchen	23.7



CSPC Pharmaceutical

Oncology products have become a leading revenue growth driver

- NBP is one of CSPC's major nervous system disease products, and its sales have remained steady since the price cut in 2020. The lower price significantly improved its penetration in lower-tier cities, which helped offset the price cut impact.
- CSPC's oncology products have become a leading revenue growth driver with a resilient growth rate despite a high base of Rmb7.7bn in 2021. Mitoxantrone liposome, a new oncology drug, was approved in Jan 2022. Since mitoxantron is a broad antitumor drug, and its liposome formulation has shown increased efficacy and reduced cardiotoxicity, we believe it will see rapid growth, and we maintain our estimation for mitoxantron liposome's peak sales to exceed Rmb2bn. Duvelisib and BPI-1178 are expected to be approved this year, which will also contribute to revenue growth in the coming years.
- CSPC has established a leading position in nano-formulation. Amphotericin B liposome is expected to be approved in 2023. We are optimistic about the market potential of CSPC's approved Anfulike (amphotericin B cholesteryl sulfate complex for injection) and amphotericn B liposome. We believe they will lead revenue growth in the anti-infective product sector. CSPC is also leveraging its existing nanotechnology platform to carry out research on mRNA vaccines. CSPC's COVID-19 mRNA vaccine is expected to be approved in 2022. We recommend a follow-up to its clinical results readout.
- Given CSPC's deep innovative pipeline portfolio, which will create new revenue growth momentum, along with steady growth of its major existing drugs, we adjusted our 2022E, 2023E and 2024E EPS forecasts to Rmb0.507, 0.559, 0.611, respectively, similar to our previous projections. We reiterate our ADD rating with a new target price of 15.13, based on 25.5x 2022PER (CSPC's historical average PER).

Sales of nervous system disease products remain steady

NBP (butylphthalide soft capsules and butylphthalide and sodium chloride injection) is one of CSPC's major products. Sales of NBP have remained steady since the price cut through NRDL price negotiations in Dec, 2020. Owing to a 55.6% price cut for NBP capsules and a 51.3% price cut for NBP injections, its penetration into lower-tier cities significantly improved, so in 2021, NBP revenue still reached about Rmb6.5bn (26% of total revenue), similar to that in 2020. In 1Q22, sales of NBP saw high single-digit growth qoq. However, we expect sales of NBP to have been affected by the COVID-19 outbreak and city lockdowns. Therefore, we decreased our NBP 2022E sales forecast by 30%, and we expect 2022E NBP sales to remain at a similar level to that in 2021.

The patent for NBP injections expired in Jun 2022, and the patent for NBP capsules will expire in Dec 2023. Because butylphthalide has achieved annual sales of Rmb6.5bn, several pharmaceutical companies are planning to produce generic versions. So far, no reference drug for butyphthalide has been released by the Center for Drug Evaluation (CDE). We estimate that it will take about two years for a generic drug to pass the quality and efficacy consistency evaluation after the CDE releases a reference drug for butyphalide in the future. Thus, we don't expect generic drug competition for NBP in the next three years to be a significant threat.

Financial Summary	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Revenue (Rmbm)	24,943	27,866	30,712	33,806	36,867
Operating EBITDA (Rmbm)	6,159	6,974	7,934	8,746	9,550
Net Profit (Rmbm)	5,298	5,771	6,281	6,903	7,521
Normalised EPS (Rmb)	0.44	0.48	0.53	0.58	0.63
Normalised EPS Growth	(26.5%)	8.9%	9.2%	9.9%	8.9%
FD Normalised P/E (x)	15.72	14.44	13.22	12.03	11.04
DPS (Rmb)	0.13	0.14	0.16	0.17	0.19
Dividend Yield	1.83%	2.03%	2.26%	2.49%	2.72%
EV/EBITDA (x)	12.14	10.43	8.69	7.65	6.76
P/FCFE (x)	25.79	21.68	17.22	15.70	13.81
Net Gearing	(37.8%)	(40.0%)	(43.6%)	(43.5%)	(43.9%)
P/BV (x)	3.73	3.21	2.59	2.26	1.98
ROE	26.0%	23.9%	21.7%	20.1%	19.1%
% Change In Normalised EPS Estimates			1.47%	(4.93%)	
Normalised EPS/consensus EPS (x)			1.02	0.99	0.95

Analysts

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SOURCES: CGIS RESEARCH, COMPANY DATA, BLOOMBERG





CSPC acquired Mingfule (recombinant human TNK tissue-type plasminogen activator for injection) by acquiring 51% equity interest in Recomgen Biotach. Mingfule is a third-generation specific thrombolytic drug, and the approved indication is for the treatment of thrombolysis in patients with acute myocardial infarction within six hours of onset. The Phase III trial of Mingfule is being conducted for the treatment of thrombolysis in cerebral infarction. Mingfule is expected to have synergy with NBP. By acquiring Mingfule, CSPC plans to further strengthen its leading position in thrombolysis treatment of acute myocardial infarction and offset the impact if generic butylphthalide is approved in the future.

Oncology portfolio now the leading revenue growth driver

Oncology drugs revenue exceeded the revenue of nervous system disease products in 2021, reaching Rmb7.7bn, representing a 22.5% yoy growth rate and 27.7% of total revenue. In 1Q22, the Company's oncology drugs had a 15% yoy growth rate. Since several of its new oncology drugs were approved or are expected to be approved in 2022, we forecast 11.4% yoy growth in sales of oncology drugs, taking into account the COVID-19 impact.

We think Duoenda (mitoxantrone hydrochloride liposome), which was approved by the NMPA in Jan 2022 for the treatment of relapsed/refractory peripheral T-cell lymphoma (PTCL), will be a new revenue growth driver in the coming years. Mitoxantron is a broad-spectrum anti-tumor drug with major indications, including malignant lymphoma, breast cancer and acute leukemia, and it has also shown efficacy in several types of solid cancer. Mitoxantrone liposome can significantly reduce cardiotoxicity, and CSPC is conducting clinical trials to expand its indications, so we maintain our peak sales estimation, which is over Rmb2bn. In addition, Copiktra/Duvelisib capsules obtained drug registration approval in Mar 2022 for the treatment of adult patients with relapsed or refractory follicular lymphoma (r/r FL), and BPI-7711, a third generation EGFR-TKI inhibitor, are expected to be approved in 2022.

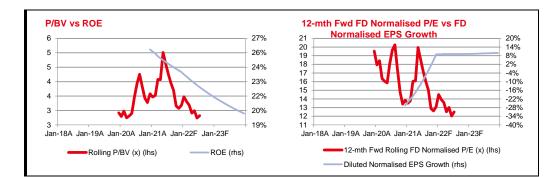
Leading nanotechnology platform and a developing focus on a nucleic acid drug delivery platform

CSPC has already established a leading position with its nanotechnology platform. It has successfully developed four key nano-formulation drugs. Duomeisu (Doxorubicin hydrochloride liposome) achieved sales of Rmb2.8bn in 2021, and given the rearrangement of its sales team, we expect it to achieve 13.0% yoy growth in 2022E. Amphotericin B liposome and Irinotecan liposome are expected to be approved in 2023. Nano-formulation technology has great application potential, especially in anti-tumor drug formulation, since it can increase the accessibility of drugs to tumour tissue and reduce side effects. CSPC has also leveraged its existing nanotechnology platform to carry out research on mRNA vaccines. Its COVID-19 mRNA vaccine is expected to be approved in 2022. We recommend a follow-up to its clinical results readout.





BY THE NUMBERS



Profit & Loss

(Rmbm)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Net Revenues	24,943	27,866	30,712	33,806	36,867
Gross Profit	18,686	21,134	22,664	24,948	27,207
Operating EBITDA	6,159	6,974	7,934	8,746	9,550
Depreciation And Amortisation	(686)	(726)	(818)	(913)	(1,007)
Operating EBIT	5,472	6,248	7,116	7,833	8,543
Financial Income/(Expense)	(12)	(8)	72	82	95
Pretax Income/(Loss) from Assoc.	14	22	64	69	75
Non-Operating Income/(Expense)	917	584	326	359	391
Profit Before Tax (pre-El)	6,391	6,847	7,578	8,344	9,103
Exceptional Items					
Pre-tax Profit	6,391	6,847	7,578	8,344	9,103
Taxation	(1,162)	(1,159)	(1,416)	(1,559)	(1,701)
Exceptional Income - post-tax					
Profit After Tax	5,229	5,688	6,162	6,784	7,402
Minority Interests	69	83	119	119	119
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Preference Dividends (Australia)					
Net Profit	5,298	5,771	6,281	6,903	7,521
Normalised Net Profit	5,229	5,688	6,162	6,784	7,402
Fully Diluted Normalised Profit	5,298	5,771	6,281	6,903	7,521

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Casil Flow					
(Rmbm)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
EBITDA	6,159	6,974	7,934	8,746	9,550
Cash Flow from Invt. & Assoc.					
Change In Working Capital	299	(1,228)	(39)	(235)	(168)
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense					
Other Operating Cashflow					
Net Interest (Paid)/Received	(12)	(8)	0	0	0
Tax Paid	(1,162)	(1,159)	(1,416)	(1,559)	(1,701)
Cashflow From Operations	5,283	4,579	6,479	6,952	7,681
Capex	(1,045)	(1,592)	(1,592)	(1,592)	(1,592)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	(1,084)	955	(64)	(69)	(75)
Cash Flow From Investing	(2,130)	(637)	(1,656)	(1,661)	(1,667)
Debt Raised/(repaid)	76	(99)	0	0	0
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	(1,528)	(1,691)	(1,877)	(2,070)	(2,262)
Preferred Dividends					
Other Financing Cashflow	(19)	(407)	0	0	0
Cash Flow From Financing	(1,471)	(2,197)	(1,877)	(2,070)	(2,262)
Total Cash Generated	1,683	1,745	2,946	3,221	3,753
Free Cashflow To Equity	3,230	3,843	4,823	5,291	6,014
Free Cashflow To Firm	3,166	3,949	4,823	5,291	6,014

SOURCES: CGIS RESEARCH, COMPANY DATA, BLOOMBERG





BY THE NUMBERS... cont'd

(Rmbm)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Cash And Equivalents	8,831	10,727	14,376	16,475	18,966
Total Debtors	11	10	9	10	10
Inventories	1,861	2,480	2,709	3,003	3,227
Total Other Current Assets	5,218	7,119	7,662	8,186	8,847
Total Current Assets	15,921	20,337	24,756	27,674	31,049
Fixed Assets	7,770	8,529	10,875	13,314	15,846
Total Investments	833	943	1,008	1,077	1,151
Intangible Assets	659	618	682	749	816
Total Other Non-Current Assets	4,886	4,314	4,314	4,314	4,314
Total Non-current Assets	14,149	14,405	16,879	19,453	22,127
Short-term Debt	99	0	0	0	0
Current Portion of Long-Term Debt					
Total Creditors	4,759	6,162	6,894	7,478	8,195
Other Current Liabilities	1,444	1,064	1,064	1,064	1,064
Total Current Liabilities	6,302	7,226	7,958	8,541	9,259
Total Long-term Debt	0	0	0	0	0
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	667	687	687	687	687
Total Non-current Liabilities	667	687	687	687	687
Total Provisions	0	0	0	0	0
Total Liabilities	6,969	7,913	8,645	9,229	9,946
Shareholders' Equity	22,332	25,987	32,030	36,818	42,032
Minority Interests	769	842	961	1,080	1,199
Total Equity	23,101	26,828	32,990	37,898	43,230

Key Ratios

	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Revenue Growth	12.9%	11.7%	10.2%	10.1%	9.1%
Operating EBITDA Growth	21.9%	13.2%	13.8%	10.2%	9.2%
Operating EBITDA Margin	24.7%	25.0%	25.8%	25.9%	25.9%
Net Cash Per Share (Rmb)	0.73	0.90	1.21	1.38	1.59
BVPS (Rmb)	1.87	2.17	2.69	3.09	3.53
Gross Interest Cover	447.4	815.3	N/A	N/A	N/A
Effective Tax Rate	18.2%	16.9%	18.7%	18.7%	18.7%
Net Dividend Payout Ratio	28.8%	29.3%	29.9%	30.0%	30.1%
Accounts Receivables Days	0.15	0.13	0.11	0.10	0.10
Inventory Days	128.6	117.7	117.7	117.7	118.0
Accounts Payables Days	67.72	72.82	72.82	72.82	73.02
ROIC (%)	39.8%	44.0%	44.9%	42.8%	40.6%
ROCE (%)	25.6%	25.0%	24.0%	22.3%	21.3%
Return On Average Assets	18.6%	17.6%	15.9%	15.1%	14.6%

Key Drivers					
	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Nervous system disease products revenue growth (%)	1.5%	1.8%	1.4%	4.5%	2.6%
Oncology products revenue growth (%)	29.0%	22.5%	11.4%	10.0%	9.4%
Anti-infective products revenue growth (%)	-7.9%	8.9%	11.7%	7.2%	9.4%

SOURCES: CGIS RESEARCH, COMPANY DATA, BLOOMBERG





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Description:	Excellent	Very Good	Good	N/A	N/A

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Distribution of stock ratings and investment banking clients for quarter ended on 31 Mar 2022					
632 companies under coverage for quarter ended on 31 Mar 2022					
Rating Distribution (%) Investment Banking clients (%)					
Add	70.3%	0.8%			
Hold 22.0% 0.0%					
Reduce 7.8% 0.2%					

Spitzer Chart for stock being researched (2 year data)

CSPC Pharmaceutical (1093 HK)





RECOMMENDATION FRAMEWORK

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Hold	The stock's total return is expected to be between negative 10% and positive 15% over the next 12 months.
Reduce	The stock's total return is expected to fall below negative 10% over the next 12 months.
	eturn of a stock is defined as the sum of the:(i) percentage difference between the target price and the current price and (ii) th I yields of the stock. Stock price targets have an investment horizon of 12 months.
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