

Beigene

Monthly drug sales update of Beigene – Jan 2024

Reiterate Rating: NEUTRAL | PO: 179.30 USD | Price: 168.90 USD

Drug sales performance of Beigene in Jan 2024

The monthly sales of the self-developed drugs pamiparib/tislelizumab/zanubrutinib were RMB1.0mn/233.1mn/65.8mn in Jan 2024, implying a YoY growth of 27.7%/120.8%/37.5% and MoM change of -2.3%/26.3%/62.7%. Further, Beigene's licensed-in products, denosumab/lenalidomide/pazopanib/trametinib/dabrafenib/ceritinib/bevacizumab/blinatumomab recorded a YoY change of 178.6%/30.0%/-8.3%/61.6%/79.5%/-38.0%/214.8%/110.2% and MoM change of 45.6%/32.4%/29.4%/30.7%/20.6%/7.8%/23.5%/46.1%.

Tislelizumab approved in the US

On 14 Mar, the FDA approved the company's tislelizumab for the indication of ESCC after prior systemic chemotherapy. We update the PoS of the indication in our model from 90% to 100%. In addition, due to strong sample sales performance of tislelizumab in Jan, we raise our overall revenue forecast by 0.9%/1.2%/0.7% for 2024/25/26. Consequently, EPS changes by -3%/100%/4% for 2024/25/26, respectively, due to the change in revenue. In addition, we consider the new beta of 1.15 (from 1.2) from Bloomberg (cost of equity from 12.4% to 12.1%). Consequently, we raise our PO from US\$171.4/HKD 103.5 to US\$179.3/HKD 108.27 and reiterate our Neutral rating, given the company's on-track pipeline development.

Exhibit 1: Monthly sales of Beigene's products for last 6 months

The monthly sales of tislelizumab reached RMB233.1mn in Jan

RMB mn	Jan-24	Dec-23	Nov-23	Oct-23	Sep-23	Aug-23
Self-developed products						
PAMIPARIB	1.0	1.0	1.2	1.3	1.0	1.5
TISLELIZUMAB	233.1	184.6	177.5	150.6	212.5	167.2
ZANUBRUTINIB	65.8	40.4	49.6	46.3	58.4	49.4

Source: BofA Global Research, IQVIA

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The data in this report are provided by IQVIA from sample hospitals and retail channel.

Estimates (Dec) (US\$)	2022A	2023A	2024E	2025E	2026E
Net Income (Adjusted - mn)	(2,004)	(881.71)	(670.66)	62.31	583.70
EPS	(19.43)	(8.45)	(7.01)	0.651	6.10
EPS Change (YoY)	-23.7%	56.5%	17.1%	NM	836.8%
Dividend / Share	0	0	0	0	0
Free Cash Flow / Share	(17.67)	(16.47)	(3.53)	0.488	6.23
Common EPS (US\$)	(1.49)	(0.650)	(0.539)	0.050	0.469
Common Dividend / Share (US\$)	0	0	0	0	0
Valuation (Dec)					
P/E	NM	NM	NM	259.50x	27.70x
EV / EBITDA*	NM	NM	NM	54.03x	16.69x
Free Cash Flow Yield*	-11.27%	-10.63%	-2.09%	0.289%	3.69%

* For full definitions of *IQmethod*SM measures, see page 8.

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Refer to important disclosures on page 9 to 12. Analyst Certification on page 6. Price Objective Basis/Risk on page 6.

12670953

Timestamp: 15 March 2024 04:05AM EDT

15 March 2024

Equity

Key Changes

(US\$)	Previous	Current
Price Obj.	171.40	179.30

David Li >>
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Stock Data

Price (ADR / Common)	168.90 USD / 106.50 HKD
Price Objective	179.30 USD / 108.27 HKD
Date Established	15-Mar-2024 / 15-Mar-2024
Investment Opinion	C-2-9 / C-2-9
52-Week Range	132.95 USD-272.49 USD
Market Value (mn)	16,169 USD
Shares Outstanding (mn)	95.7 / 1,244.5
Average Daily Value (mn)	47.41 USD
Free Float	51.2%
BofA Ticker / Exchange	BGNE / NAS
BofA Ticker / Exchange	XBETF / HKG
Bloomberg / Reuters	BGNE US / BGNE.OQ
ROE (2024E)	-20.9%
Net Dbt to Eqty (Dec-2023A)	-65.0%

ESCC: esophageal squamous cell carcinoma

FDA: Food and Drug Administration

PoS: Probability of success

iQprofileSM Beigene

Key Income Statement Data (Dec)	2022A	2023A	2024E	2025E	2026E
(US\$ Millions)					
Sales	1,416	2,459	3,107	3,977	4,652
Gross Profit	1,129	2,079	2,645	3,425	4,034
Sell General & Admin Expense	(1,278)	(1,505)	(1,520)	(1,535)	(1,504)
Operating Profit	(1,790)	(1,208)	(603)	153	758
Net Interest & Other Income	(171)	382	(68)	(79)	(70)
Associates	NA	NA	NA	NA	NA
Pretax Income	(1,961)	(826)	(671)	73	687
Tax (expense) / Benefit	(43)	(56)	0	(11)	(103)
Net Income (Adjusted)	(2,004)	(882)	(671)	62	584
Average Fully Diluted Shares Outstanding	103	104	96	96	96

Key Cash Flow Statement Data

Net Income	(2,004)	(882)	(671)	62	584
Depreciation & Amortization	66	98	121	115	109
Change in Working Capital	150	(298)	258	(83)	(47)
Deferred Taxation Charge	NA	NA	NA	NA	NA
Other Adjustments, Net	291	(76)	(26)	(27)	(29)
Cash Flow from Operations	(1,497)	(1,157)	(318)	67	616
Capital Expenditure	(325)	(562)	(20)	(20)	(20)
(Acquisition) / Disposal of Investments	NA	NA	NA	NA	NA
Other Cash Inflow / (Outflow)	1,403	622	0	0	0
Cash Flow from Investing	1,077	60	(20)	(20)	(20)
Shares Issue / (Repurchase)	0	0	0	0	0
Cost of Dividends Paid	NA	NA	NA	NA	NA
Cash Flow from Financing	(19)	416	(290)	0	0
Free Cash Flow	(1,822)	(1,719)	(338)	47	596
Net Debt	(4,002)	(2,300)	(2,020)	(2,067)	(2,663)
Change in Net Debt	419	1,097	628	(47)	(596)

Key Balance Sheet Data

Property, Plant & Equipment	846	1,324	1,224	1,129	1,039
Other Non-Current Assets	321	278	303	330	360
Trade Receivables	173	358	341	436	510
Cash & Equivalents	4,540	3,186	2,558	2,605	3,201
Other Current Assets	499	660	509	576	624
Total Assets	6,379	5,805	4,934	5,076	5,735
Long-Term Debt	209	198	538	538	538
Other Non-Current Liabilities	318	318	318	318	318
Short-Term Debt	329	688	0	0	0
Other Current Liabilities	1,140	1,122	1,212	1,291	1,365
Total Liabilities	1,996	2,326	2,068	2,147	2,222
Total Equity	4,383	3,537	2,866	2,928	3,513
Total Equity & Liabilities	6,379	5,863	4,934	5,076	5,734

iQmethodSM - Bus Performance*

Return On Capital Employed	-25.5%	-20.6%	-12.5%	4.1%	16.8%
Return On Equity	-37.7%	-22.3%	-20.9%	2.2%	18.1%
Operating Margin	-126.4%	-49.1%	-19.4%	3.8%	16.3%
EBITDA Margin	-121.7%	-45.1%	-15.5%	6.7%	18.6%

iQmethodSM - Quality of Earnings*

Cash Realization Ratio	NM	NM	NM	1.1x	1.1x
Asset Replacement Ratio	4.9x	5.7x	0.2x	0.2x	0.2x
Tax Rate (Reported)	NM	NM	NM	15.0%	15.0%
Net Debt-to-Equity Ratio	-91.3%	-65.0%	-70.5%	-70.6%	-75.8%
Interest Cover	NA	NA	NA	NA	NA

Key Metrics

* For full definitions of iQmethodSM measures, see page 8.

Company Sector

Biotechnology

Company Description

Established in 2010, BeiGene is a globally focused biotech company dedicated to the development and commercialization of innovative drugs. BeiGene is the only China biotech to own a BTK inhibitor, a PD-1 antibody and a PARP inhibitor. The company has built a strong internal R&D team, a sales force selling three commercial drugs from Celgene, and manufacturing facilities in Suzhou and Guangzhou.

Investment Rationale

Our proprietary analysis suggests Beigene's BTK inhibitor zanubrutinib is potentially best-in-class with WW peak sales at RMB12bn. Its PD-1 antibody tislelizumab is well positioned in China's crowded but large PD-1 market with peak China sales at >RMB5bn. However, the pricing risk of upcoming NRDL negotiation should not be understated. Besides, its R&D efficiency is also less attractive compared with Innovent/Junshi/Hengrui/SBP.

Stock Data

Shares / Common	0.08
Price to Book Value	5.6x

Key Changes

(US\$)	Previous	Current
Price Obj.	HK\$103.50	HK\$108.27

Estimate changes

Exhibit 2: Estimate changes

We raise our revenue forecast for 2024-26

(USD mn)	New			Old			Change %		
	2024E	2025E	2026E	2024E	2025E	2026E	2024E	2025E	2026E
Total Revenue	3,107	3,977	4,652	3,080	3,929	4,618	0.9%	1.2%	0.7%
COGS	(462)	(553)	(618)	(456)	(541)	(610)	1.4%	2.1%	1.3%
Gross profit	2,645	3,425	4,034	2,624	3,388	4,008	0.8%	1.1%	0.6%
R&D expense	(1,729)	(1,737)	(1,772)	(1,729)	(1,737)	(1,772)	0.0%	0.0%	0.0%
General & administrative	(1,520)	(1,535)	(1,504)	(1,520)	(1,535)	(1,504)	0.0%	0.0%	0.0%
Operating income	(603)	153	758	(624)	116	732	-3.3%	31.5%	3.5%
Profit Before Tax	(671)	73	687	(692)	37	662	-3.0%	99.6%	3.9%
Tax expense	0	(11)	(103)	0	(6)	(99)	N/A	99.6%	3.9%
Net Income to owner	(671)	62	584	(691)	31	562	-3.0%	99.6%	3.9%
Basic EPS	(7.01)	0.65	6.10	(7.22)	0.33	5.87	-3.0%	99.6%	3.9%
Fully diluted EPS	(7.01)	0.65	6.10	(7.22)	0.33	5.87	-3.0%	99.6%	3.9%
Gross margin (%)	85%	86%	87%	85%	86%	87%	-0.1%	-0.1%	-0.1%
R&D expense % of sales	-56%	-44%	-38%	-56%	-44%	-38%	0.5%	0.5%	0.3%
SG&A % of sales	-49%	-39%	-32%	-49%	-39%	-33%	0.4%	0.5%	0.2%
Operating margin (%)	-19%	4%	16%	-20%	3%	16%	0.8%	0.9%	0.4%
Tax rate (%)	0%	-15%	-15%	0%	-15%	-15%	0.0%	0.0%	0.0%
Net margin (%)	-22%	2%	13%	-22%	1%	12%	0.9%	0.8%	0.4%

Source: BofA Global Research estimates

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Charts of Beigene's drug sales – Jan 2024

Exhibit 3: Monthly drugs sales of Beigene

Monthly sales of zanubrutinib topped RMB65.8mn In Jan

RMB mn	Jan-24	Dec-23	Nov-23	Oct-23	Sep-23	Aug-23	Jul-23	Jun-23	May-23	Apr-23	Mar-23	Feb-23	Jan-23
Self-developed products													
PAMIPARIB	1.0	1.0	1.2	1.3	1.0	1.5	1.0	1.5	1.5	1.3	1.4	0.8	0.8
TISLELIZUMAB	233.1	184.6	177.5	150.6	212.5	167.2	162.2	174.7	161.8	154.4	176.1	105.9	105.6
ZANUBRUTINIB	65.8	40.4	49.6	46.3	58.4	49.4	44.9	49.0	48.0	43.5	52.2	35.4	47.9
In-licensed products													
DENOSUMAB	101.0	69.4	63.2	50.8	71.5	59.0	56.7	59.4	58.0	56.9	59.8	43.5	36.3
LENALIDOMIDE	38.1	28.8	29.1	26.1	36.3	26.1	29.5	32.2	30.4	29.1	30.7	19.9	29.3
PAZOPANIB	14.4	11.1	12.3	12.2	14.9	13.6	14.0	14.5	12.7	14.1	13.3	11.8	15.7
TRAMETINIB	13.8	10.6	11.6	10.3	13.0	10.8	10.3	12.4	10.6	12.5	11.8	8.9	8.6
DABRAFENIB	16.1	13.3	13.2	11.2	15.8	12.3	11.7	11.7	11.8	11.7	11.4	9.4	9.0
CERITINIB	6.6	6.1	6.2	6.3	6.9	6.2	6.4	7.3	6.7	7.5	9.1	8.6	10.6
BEVACIZUMAB	14.8	12.0	10.8	7.5	12.6	7.7	8.8	12.5	13.7	9.4	10.1	6.8	4.7
BLINATUMOMAB	9.0	6.1	4.0	6.0	5.7	5.9	5.8	4.7	6.7	4.8	6.9	4.6	4.3
EVEROLIMUS	6.2	5.3	5.2	4.9	5.5	5.8	5.8	3.8	5.0	4.5	6.1	4.4	4.5
AZACITIDINE	3.3	2.7	2.4	2.7	3.7	3.2	3.4	3.3	5.4	4.5	4.6	3.3	3.3
CARFILZOMIB	15.0	10.6	8.8	7.1	9.2	8.0	7.2	8.0	5.8	5.6	5.5	0.9	0.8
SILTUXIMAB	0.2	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.3	0.0	0.3	0.1	0.1

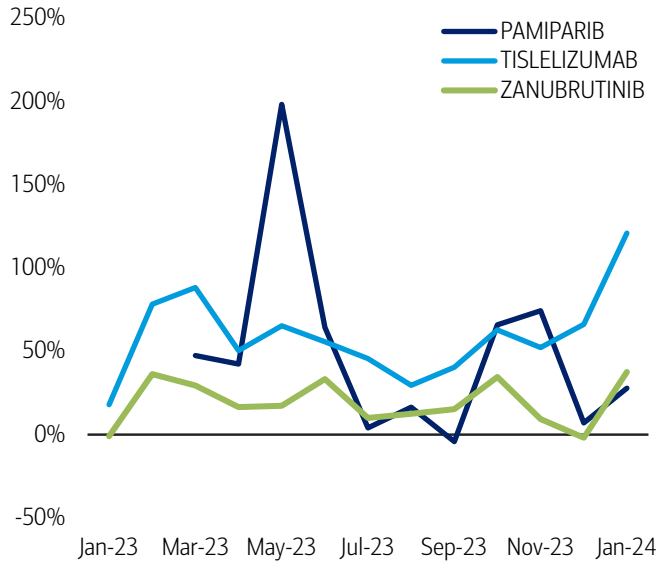
Source: BofA Global Research, IQVIA

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Exhibit 4: YoY sales change of the company's self-developed drugs

Tislelizumab saw 120.8% YoY monthly sales change in Jan

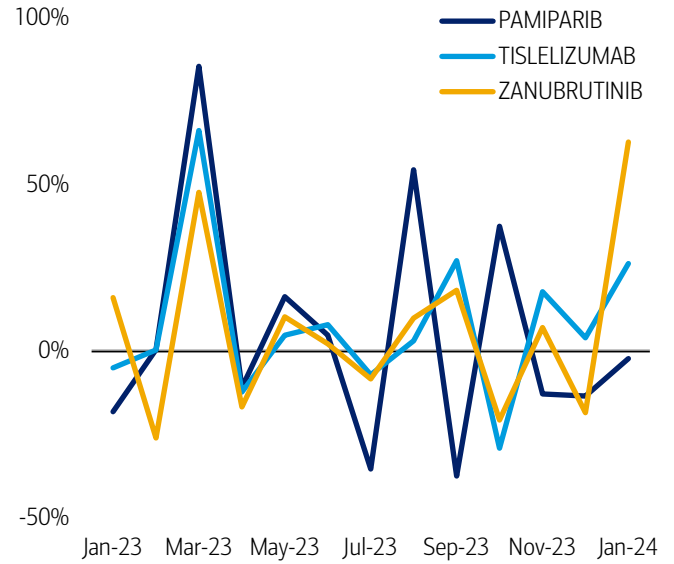


Source: BofA Global Research, IQVIA

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Exhibit 5: MoM sales change of the company's self-developed drugs

Tislelizumab saw 26.3% MoM monthly sales growth in Jan

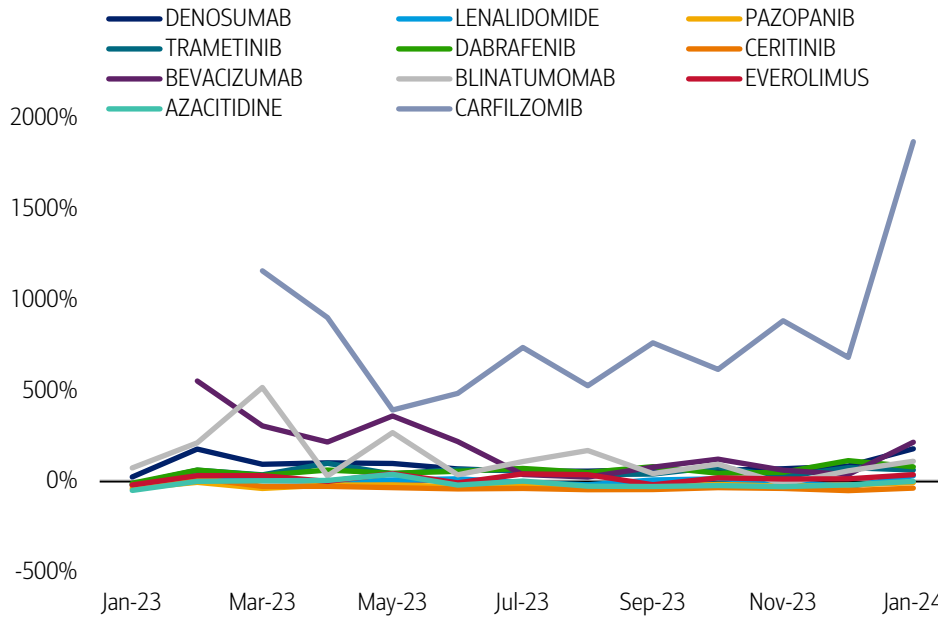


Source: BofA Global Research, IQVIA

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Exhibit 6: YoY sales change of the company's licensed-in drugs

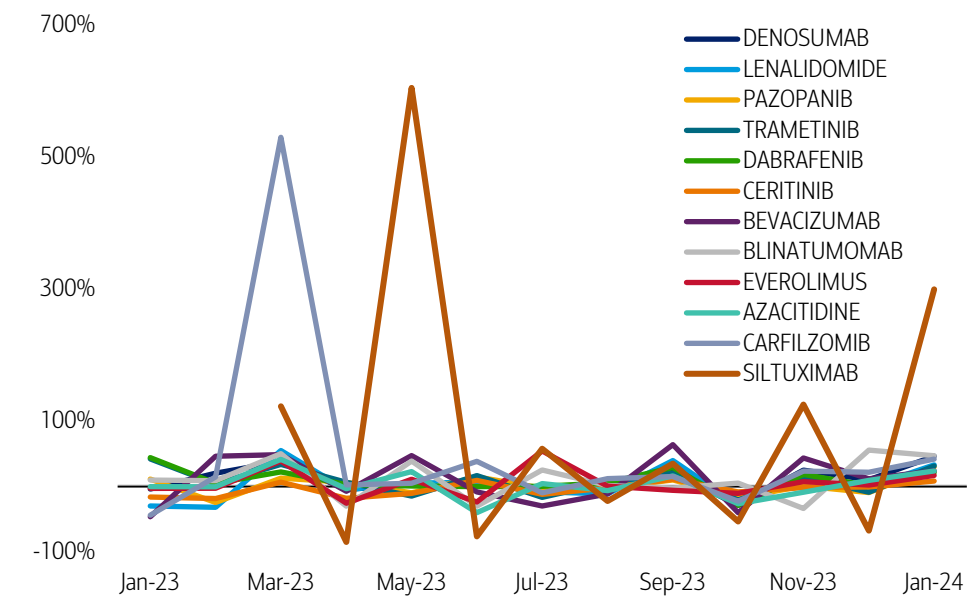
Denosumab's monthly sales grew 178.6% YoY in Jan



Source: BofA Global Research, IQVIA

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Exhibit 7: MoM sales change of the company's licensed-in drugs
Bevacizumab's monthly sales increased 23.5% MoM in Jan



Source: BofA Global Research, IQVIA

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Price objective basis & risk

Beigene (BGNE / XBETF)

We derive our 12-month PO of USD179.3/HKD108.27 based on DCF valuation. We use a WACC of 11.7%, and a terminal growth rate of 4.5%.

Downside risks to our PO are (1) NRDL negotiation pricing pressure on BeiGene's upcoming market launch in large indications, (2) drug sales below our expectation, (3) setback in drug development and a delay in product approvals

Upside risks: (1) better-than-expected clinical data, and (2) faster-than-expected progress of pipeline candidates, (3) drug sales beat our estimates.

Analyst Certification

I, David Li, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

APR - Healthcare Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Adicon Holdings	ADCNF	9860 HK	David Li
	Aier Eye Hospital	XAEOF	300015 CH	David Li
	Amvis Holdings	XEPSF	7071 JP	Ritsuo Watanabe
	Angelalign Technology Inc	AGLFF	6699 HK	David Li
	Apollo Hospital	XWQAF	APHS IN	Neha Manpuria
	Asahi Intecc	AHICF	7747 JP	Ritsuo Watanabe
	Aurobindo	XLZFF	ARBP IN	Neha Manpuria
	Autobio Diagnostics Co Ltd	XQDXF	603658 CH	Sandra Sun
	AVITA	AVHHL	AVH AU	Lyanne Harrison
	AVITA	RCEL	RCEL US	Lyanne Harrison
	Baiyunshan	GZPHF	874 HK	Sandra Sun
	Bangkok Chain Hospital	BKKFF	BCH TB	Charti Phrawphraikul
	Bangkok Dusit Medical Services	BDUFF	BDMS TB	Charti Phrawphraikul
	Beijing Tongrentang Co., Limited	BJTGF	600085 CH	David Li
	Biocon	XLOFF	BIOS IN	Neha Manpuria
	Bumrungrad Hospital	BUHHF	BH TB	Charti Phrawphraikul
	Cansino Bio	CASBF	6185 HK	David Li
	Chugai Pharm.	CHGCF	4519 JP	Koichi Mamegano
	Chularat Hospital Group	XOCOF	CHG TB	Charti Phrawphraikul
	CSL Limited	CMXHF	CSL AU	Lyanne Harrison
	Daiichi Sankyo	DSKYF	4568 JP	Koichi Mamegano
	Daiichi Sankyo	DSNKY	DSNKY US	Koichi Mamegano
	Dr. Reddy's	DRYBF	DRRD IN	Neha Manpuria
	Dr. Reddy's	RDY	RDY US	Neha Manpuria
	Eisai	ESALF	4523 JP	Koichi Mamegano
	Everest Medicine	XMLKF	1952 HK	David Li
	Fisher & Paykel Healthcare	XPAXF	FPH AU	Lyanne Harrison
	Fisher & Paykel Healthcare	FSPKF	FPH NZ	Lyanne Harrison
	Fortis Health	XFFTF	FORH IN	Neha Manpuria
	Frontage	FGHQF	1521 HK	David Li
	FUJIFILM Holdings	FUJIF	4901 JP	Ritsuo Watanabe
	FUJIFILM Holdings	FUJIY	FUJIY US	Ritsuo Watanabe
	Gland Pharma	XGLPF	GLAND IN	Neha Manpuria
	Glenmark Life Sciences	XWDPF	GLS IN	Neha Manpuria
	Gushengtang	GSHTF	2273 HK	David Li
	Huadong Medicine	XCPDF	000963 CH	Ethan Cui
	Hualan Biological	XCBEF	002007 CH	Ethan Cui
	Hygeia Healthcare	HYHHF	6078 HK	Ethan Cui
	IHH Healthcare Berhad	IHHHF	IHH MK	Paul Dewberry

APR - Healthcare Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
	IHH Healthcare Bhd	XFAHF	IHH SP	Paul Dewberry
	Imeik	ZMITF	300896 CH	Ethan Cui
	Innovent	IVBXF	1801 HK	David Li
	Integral Diagnostics	ITGDF	IDX AU	Lyanne Harrison
	Jinxin Fertility	JXFGF	1951 HK	Ethan Cui
	Jinyu Bio-Tech	XMTDF	600201 CH	David Li
	Kangji Medical	KMHLE	9997 HK	David Li
	Medley	XEQNF	4480 JP	Ritsuo Watanabe
	MicroPort	MCRPF	853 HK	Sandra Sun
	Mindray	XDVVF	300760 CH	Sandra Sun
	Nanosonics Limited	NNCSF	NAN AU	Lyanne Harrison
	Olympus Corp.	OCNPF	7733 JP	Ritsuo Watanabe
	Ovctek	XOCKF	300595 CH	David Li
	Pharmaron	PHBBF	3759 HK	David Li
	Polynovo	CALZF	PNV AU	Lyanne Harrison
	Praram 9 Hospital	XPNHF	PR9 TB	Charti Phrawphraikul
	ResMed Inc	RSMDF	RMD AU	Lyanne Harrison
	ResMed Inc.	RMD	RMD US	Lyanne Harrison
	Sawai Group Holdings	SWGHE	4887 JP	Ritsuo Watanabe
	Shanghai Pharmaceuticals	SHPMF	2607 HK	David Li
	Shanghai United Imaging	XCAOF	688271 CH	Sandra Sun
	Shionogi	SGIOF	4507 JP	Koichi Mamegano
	Shionogi	SGIOY	SGIOY US	Koichi Mamegano
	Sino Biopharm	SBMFF	1177 HK	David Li
	Sinopharm	SHTDF	1099 HK	David Li
	SMS	SMSZF	2175 JP	Ritsuo Watanabe
	Sonic Healthcare Limited	SKHCF	SHL AU	Lyanne Harrison
	Sosei	SOLTf	4565 JP	Koichi Mamegano
	Takeda Pharm.	TKPHF	4502 JP	Koichi Mamegano
	Takeda Pharm.	TAK	TAK US	Koichi Mamegano
	Terumo	TRUMF	4543 JP	Ritsuo Watanabe
	TigerMed	HTMDF	3347 HK	David Li
	TRYT	XHXTF	9164 JP	Ritsuo Watanabe
	Wuxi Apptec	WUXIF	2359 HK	David Li
	Wuxi Apptec	XLUHF	603259 CH	David Li
	Yifeng Pharmacy	XYHCF	603939 CH	Ethan Cui
	Yunnan Baiyao	YBAIF	000538 CH	Sandra Sun
	Zai Lab	ZLAB	ZLAB US	David Li
	Zai Lab	XCDZF	9688 HK	David Li
	Zhifei	XCHOF	300122 CH	David Li

NEUTRAL

	Ansell Limited	ANSLF	ANN AU	Lyanne Harrison
	Astellas Pharma	ALPMF	4503 JP	Koichi Mamegano
	Astellas Pharma	ALPMY	ALPMY US	Koichi Mamegano
	Australian Clinical Labs	XAUKF	ACL AU	Lyanne Harrison
	Beigene	XBETF	6160 HK	David Li
	Beigene	BGNE	BGNE US	David Li
	EBOS Group Limited	EBOSF	EBO NZ	Lyanne Harrison
	EBOS Group Limited	XEBOF	EBO AU	Lyanne Harrison
	Healius Limited	PHCRF	HLS AU	Lyanne Harrison
	JMDC	JMDCF	4483 JP	Ritsuo Watanabe
	Joinn Lab	XQTSF	6127 HK	David Li
	Kyowa Kirin	KYKOF	4151 JP	Koichi Mamegano
	Max Healthcare	XMHLF	MAXHEALT IN	Neha Manpuria
	Pien Tze Huang	XUVHF	600436 CH	Sandra Sun
	Ramsay Health Care Limited	RMSYF	RHC AU	Lyanne Harrison
	SHIMADZU	SHMZf	7701 JP	Ritsuo Watanabe
	Sigma Healthcare Limited	SIGGF	SIG AU	Lyanne Harrison
	Sun Pharma	XPUCF	SUNP IN	Neha Manpuria
	Sysmex	SSMXF	6869 JP	Ritsuo Watanabe
	Topchoice Medical	XZDXF	600763 CH	Ethan Cui
	Torrent Pharma	TOPHF	TRP IN	Neha Manpuria
	WuXi Biologics	WXIBF	2269 HK	David Li
	Zydu Lifesciences	XMQLF	ZYDUSLIF IN	Neha Manpuria



APR - Healthcare Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
UNDERPERFORM	Ain Holdings	AINPF	9627 JP	Ritsuo Watanabe
	Alkem	XAMLF	ALKEM IN	Neha Manpuria
	Asymchem Laboratories	XALPF	002821 CH	David Li
	Baiyunshan	XOUFF	600332 CH	Sandra Sun
	Beijing Wantai Biological Pharmacy	XBHIF	603392 CH	David Li
	Cipla	XCLAF	CIPLA IN	Neha Manpuria
	Cochlear Limited	CHEOF	COH AU	Lyanne Harrison
	CSPC Pharmaceutical	CHJTF	1093 HK	Ethan Cui
	Divis Laboratories	XXQPF	DIVI IN	Neha Manpuria
	Hansoh	HNSPF	3692 HK	David Li
	Hengrui Medicine	XMOKF	600276 CH	David Li
	Joinn Lab	JOLCF	603127 CH	David Li
	Lupin	XEFSF	LPC IN	Neha Manpuria
	M3	MTHRF	2413 JP	Ritsuo Watanabe
	Mankind Pharma	XDZCF	MANKIND IN	Neha Manpuria
	Medipal Holdings	MEPDF	7459 JP	Ritsuo Watanabe
	Ono Pharm.	OPHLF	4528 JP	Koichi Mamegano
	Otsuka HD	OTSKF	4578 JP	Koichi Mamegano
	Otsuka HD	OTSKY	OTSKY US	Koichi Mamegano
	Pharmaron	XLYGF	300759 CH	David Li
	PHC Holdings	PHCCF	6523 JP	Ritsuo Watanabe
	Shanghai Pharmaceuticals	XKCRF	601607 CH	David Li
	TigerMed	XHTHF	300347 CH	David Li
RSTR	APM Human Services	APMHF	APM AU	Lyanne Harrison

iQmethodSM Measures Definitions**Business Performance**

Return On Capital Employed

Return On Equity

Operating Margin

Earnings Growth

Free Cash Flow

Quality of Earnings

Cash Realization Ratio

Asset Replacement Ratio

Tax Rate

Net Debt-To-Equity Ratio

Interest Cover

Valuation Toolkit

Price / Earnings Ratio

Price / Book Value

Dividend Yield

Free Cash Flow Yield

Enterprise Value / Sales

EV / EBITDA

Numerator

NOPAT = (EBIT + Interest Income) × (1 – Tax Rate) + Goodwill Amortization

Net Income

Operating Profit

Expected 5 Year CAGR From Latest Actual

Cash Flow From Operations – Total Capex

Numerator

Cash Flow From Operations

Capex

Tax Charge

Net Debt = Total Debt – Cash & Equivalents

EBIT

Numerator

Current Share Price

Current Share Price

Annualised Declared Cash Dividend

Cash Flow From Operations – Total Capex

EV = Current Share Price × Current Shares + Minority Equity + Net Debt +

Other LT Liabilities

Enterprise Value

Denominator

Total Assets – Current Liabilities + ST Debt + Accumulated Goodwill Amortization

Shareholders' Equity

Sales

N/A

N/A

Denominator

Net Income

Depreciation

Pre-Tax Income

Total Equity

Interest Expense

Denominator

Diluted Earnings Per Share (Basis As Specified)

Shareholders' Equity / Current Basic Shares

Current Share Price

Market Cap = Current Share Price × Current Basic Shares

Sales

Basic EBIT + Depreciation + Amortization

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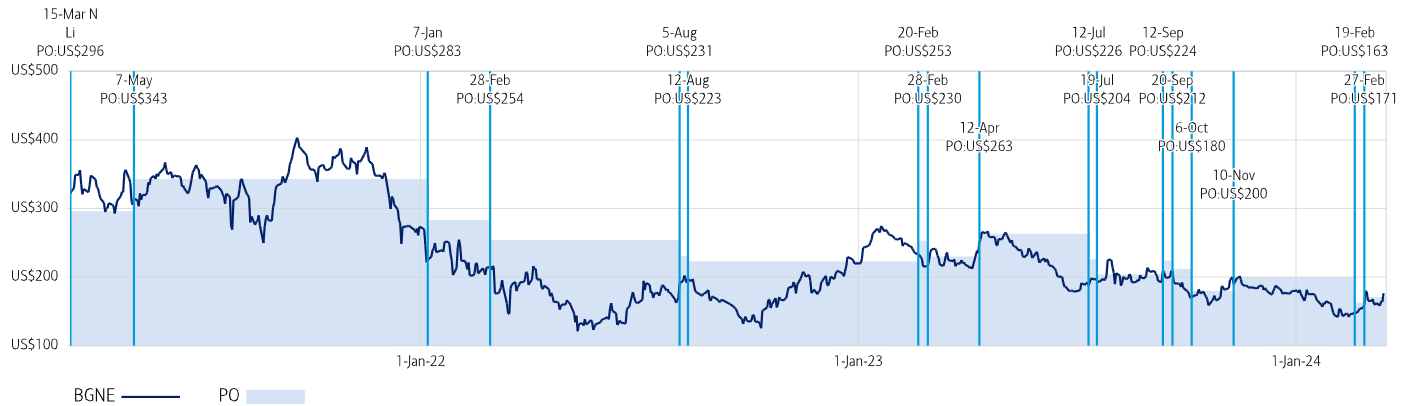
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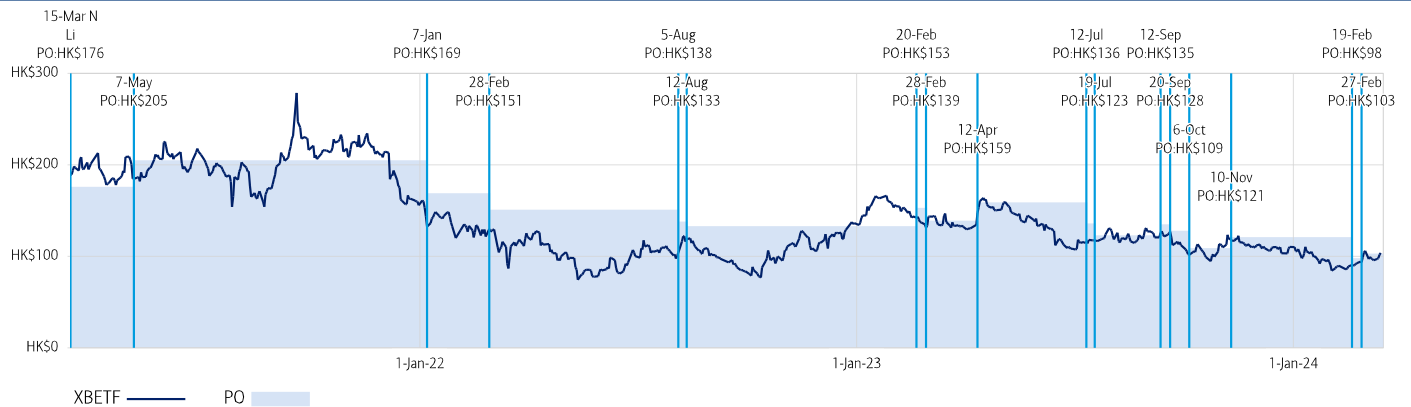
Beigene (BGNE) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

Beigene (XBETF) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

Equity Investment Rating Distribution: Health Care Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	234	60.94%	Buy	115	49.15%
Hold	80	20.83%	Hold	36	45.00%
Sell	70	18.23%	Sell	29	41.43%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

^{R1} Issuers that were investment banking clients of BofA Securities or one of its affiliates within the past 12 months. For purposes of this Investment Rating Distribution, the coverage universe includes only stocks. A stock rated Neutral is included as a Hold, and a stock rated Underperform is included as a Sell.



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Investment rating	Total return expectation (within 12-month period of date of initial rating)	Ratings dispersion guidelines for coverage cluster ^{R2}
Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

^{R2}Ratings dispersions may vary from time to time where BofA Global Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

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