

Beigene

Monthly drug sales update - Nov 2023

Maintain Rating: NEUTRAL | PO: 200.00 USD | Price: 181.47 USD

Drug sales performance of Beigene in Nov 2023

The monthly sales of self-developed drugs pamiparib/tislelizumab/zanubrutinib were RMB1.2mn/177.5mn/49.6mn in Nov 2023, implying a YoY increase of 74.2%/52.2%/9.2% and MoM change of -12.9%/17.8%/7.1%, respectively. Further, the company's licensed-in products denosumab/lenalidomide/pazopanib/trametinib/dabrafenib/ceritinib/bevacizumab/blinatumomab recorded YoY change of 68.6%/0.9%/-27.9%/24.2%/48.9%/-39.7%/60.9%/-14.9% and MoM change of 24.3%/11.7%/0.4%/12.9%/17.8%/-2.0%/42.9%/-33.7%, respectively. We reiterate Neutral rating with a PO of US\$200.0, given its on-track pipeline development amid stiff competition.

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

Tislelizumab saw monthly sales of RMB177.5mn in Nov

RMB mn	Nov-23	Oct-23	Sep-23	Aug-23	Jul-23	Jun-23
Self-developed products			·			
PAMIPARIB	1.2	1.3	1.0	1.5	1.0	1.5
TISLELIZUMAB	177.5	150.6	212.5	167.2	162.2	174.7
ZANUBRUTINIB	49.6	46.3	58.4	49.4	44.9	49.0
In-licensed products						
DENOSUMAB	63.2	50.8	71.5	59.0	56.7	59.4
LENALIDOMIDE	29.1	26.1	36.3	26.1	29.5	32.2
PAZOPANIB	12.3	12.2	14.9	13.6	14.0	14.5
TRAMETINIB	11.6	10.3	13.0	10.8	10.3	12.4
DABRAFENIB	13.2	11.2	15.8	12.3	11.7	11.7
CERITINIB	6.2	6.3	6.9	6.2	6.4	7.3
BEVACIZUMAB	10.8	7.5	12.6	7.7	8.8	12.5
BLINATUMOMAB	4.0	6.0	5.7	5.9	5.8	4.7
EVEROLIMUS	5.2	4.9	5.5	5.8	5.8	3.8
AZACITIDINE	2.4	2.7	3.7	3.2	3.4	3.3
CARFILZOMIB	8.8	7.1	9.2	8.0	7.2	8.0
Source: BofA Global Research, IQ	VIΑ					

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

Estimates (Dec) (US\$)	2021A	2022A	2023E	2024E	2025E
Net Income (Adjusted - mn)	(1,458)	(2,004)	(800.01)	(489.13)	207.37
EPS	(15.71)	(21.61)	(8.63)	(5.28)	2.24
EPS Change (YoY)	17.9%	-37.6%	60.1%	38.9%	NM
Dividend / Share	0	0	0	0	0
Free Cash Flow / Share	(18.00)	(19.65)	(8.06)	(5.67)	1.49
Common EPS (US\$)	(1.21)	(1.66)	(0.664)	(0.406)	0.172
Common Dividend / Share (US\$)	0	0	0	0	0
Valuation (Dec)					
P/E	NM	NM	NM	NM	81.13x
EV / EBITDA*	NM	NM	NM	NM	37.74x
Free Cash Flow Yield*	-9.44%	-10.30%	-4.23%	-2.97%	0.778%
* For full definitions of <i>IQ</i> method SM measures, see page 7.					

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Refer to important disclosures on page 8 to 11. Analyst Certification on page 5. Price
Objective Basis/Risk on page 5.

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10 January 2024

Equity

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Net Dbt to Eqty (Dec-2022A)

Stock Data Price (ADR / Common) 181.47 USD / 103.00 HKD 200.00 USD / 120.77 Price Objective HKD Date Established 10-Nov-2023 / 10-Nov-2023 Investment Opinion C-2-9 / C-2-9 52-Week Range 156.56 USD-280.62 USD Market Value (mn) 17.696 USD Shares Outstanding (mn) 97.5 / 1,267.7 Average Daily Value (mn) 46.07 USD Free Float 51.2% BofA Ticker / Exchange BGNE / NAS BofA Ticker / Exchange XBETF / HKG Bloomberg / Reuters RGNE US / RGNE OO ROE (2023E)

-91 3%

iQprofile[™] Beigene

Key Income Statement Data (Dec)	2021A	2022A	2023E	2024E	2025E
(US\$ Millions)					
Sales	1,176	1,416	2,436	3,055	3,872
Gross Profit	1,011	1,129	2,067	2,638	3,383
Sell General & Admin Expense	(990)	(1,278)	(1,431)	(1,438)	(1,446)
Operating Profit	(1,439)	(1,790)	(1,071)	(422)	324
Net Interest & Other Income	0	(171)	270	(68)	(79)
Associates	NA	NA	NA	NA	NA
Pretax Income	(1,439)	(1,961)	(801)	(490)	244
Tax (expense) / Benefit	(19)	(43)	0	0	(37)
Net Income (Adjusted)	(1,458)	(2,004)	(800)	(489)	207
Average Fully Diluted Shares Outstanding	93	93	93	93	93
Key Cash Flow Statement Data					
Net Income	(1,458)	(2,004)	(800)	(489)	207
Depreciation & Amortization	33	66	98	70	67
Change in Working Capital	(393)	150	5	(53)	(81)
Deferred Taxation Charge	NA	NA	NA	NA	NA
Other Adjustments, Net	411	291	(31)	(33)	(36)
Cash Flow from Operations	(1,408)	(1,497)	(728)	(506)	158
Capital Expenditure	(263)	(325)	(20)	(20)	(20)
(Acquisition) / Disposal of Investments	NA	NA	NA	NA	NA
Other Cash Inflow / (Outflow)	0	1,403	0	0	0
Cash Flow from Investing	(263)	1,077	(20)	(20)	(20)
Shares Issue / (Repurchase)	3,917	0	0	0	0
Cost of Dividends Paid	NA	NA	NA	NA	NA
Cash Flow from Financing	3,600	(19)	0	0	0
Free Cash Flow	(1,671)	(1,822)	(748)	(526)	138
Net Debt	(5,995)	(4,002)	(3,254)	(2,728)	(2,866)
Change in Net Debt	(2,246)	419	748	526	(138)
ey Balance Sheet Data					
Property, Plant & Equipment	588	846	768	718	670
Other Non-Current Assets	692	321	351	384	420
Trade Receivables	483	173	267	335	424
Cash & Equivalents	6,625	4,540	3,793	3,267	3,404
Other Current Assets	258	499	429	456	511
Total Assets	8,646	6,379	5,607	5,160	5,431
Long-Term Debt	202	209	538	538	538
Other Non-Current Liabilities	155	318	318	318	318
Short-Term Debt	428	329	0	0	0
Other Current Liabilities	1.618	1,140	1,168	1,210	1,274
Total Liabilities	2,403	1,996	2,025	2,067	2,130
Total Equity	6,243	4,383	3,583	3,093	3,301
Total Equity & Liabilities	8,646	6,379	5,607	5,160	5,431
Qmethod [™] - Bus Performance*					
Return On Capital Employed	-21.8%	-25.5%	-19.7%	-8.6%	7.4%
Return On Equity	-28.8%	-37.7%	-20.1%	-14.6%	6.5%
Operating Margin	-122.3%	-126.4%	-43.9%	-13.8%	8.4%
EBITDA Margin	-119.5%	-121.7%	-39.9%	-11.5%	10.1%
Qmethod [™] - Quality of Earnings*					
Cash Realization Ratio	NM	NM	NM	NM	0.8x
Asset Replacement Ratio	8.0x	4.9x	0.2x	0.3x	0.6x
Tax Rate (Reported)	NM	NM	NM	NM	15.0%
Net Debt-to-Equity Ratio	-96.0%	-91.3%	-90.8%	-88.2%	-86.8%
Interest Cover	-90.0% NM	-91.5% NA	-90.6% NA	-00.2% NA	-00.0% NA
Key Metrics					

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	4.9x

Key Metrics

^{*} For full definitions of *IQ* method SM measures, see page 7.

Charts of Beigene's drug sales - Nov 2023

Exhibit 2: Monthly drugs sales of Beigene

Tislelizumab booked monthly sales of RMB177.5mn in Nov

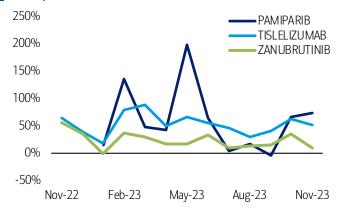
RMB mn	Nov-23	Oct-23	Sep-23	Aug-23	Jul-23	Jun-23	May-23	Apr-23	Mar-23	Feb-23	Jan-23	Dec-22	Nov-22
Self-developed products													
PAMIPARIB	1.2	1.3	1.0	1.5	1.0	1.5	1.5	1.3	1.4	0.8	0.8	0.9	0.7
TISLELIZUMAB	177.5	150.6	212.5	167.2	162.2	174.7	161.8	154.4	176.1	105.9	105.6	111.2	116.6
ZANUBRUTINIB	49.6	46.3	58.4	49.4	44.9	49.0	48.0	43.5	52.2	35.4	47.9	41.2	45.4
In-licensed products													
DENOSUMAB	63.2	50.8	71.5	59.0	56.7	59.4	58.0	56.9	59.8	43.5	36.3	37.9	37.5
LENALIDOMIDE	29.1	26.1	36.3	26.1	29.5	32.2	30.4	29.1	30.7	19.9	29.3	41.9	28.9
PAZOPANIB	12.3	12.2	14.9	13.6	14.0	14.5	12.7	14.1	13.3	11.8	15.7	14.2	17.1
TRAMETINIB	11.6	10.3	13.0	10.8	10.3	12.4	10.6	12.5	11.8	8.9	8.6	6.0	9.4
DABRAFENIB	13.2	11.2	15.8	12.3	11.7	11.7	11.8	11.7	11.4	9.4	9.0	6.3	8.9
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BEVACIZUMAB	10.8	7.5	12.6	7.7	8.8	12.5	13.7	9.4	10.1	6.8	4.7	8.8	6.7
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AZACITIDINE	2.4	2.7	3.7	3.2	3.4	3.3	5.4	4.5	4.6	3.3	3.3	3.3	3.5
CARFILZOMIB	8.8	7.1	9.2	8.0	7.2	8.0	5.8	5.6	5.5	0.9	0.8	1.4	0.9
SILTUXIMAB	0.1	0.1	0.1	0.1	0.1	0.1	0.3	0.0	0.3	0.1	0.1	0.0	0.0

Source: BofA Global Research, IQVIA

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Exhibit 3: YoY sales change of the company's self-developed drugs

Monthly sales of zanubrutinib rose 9.2% YoY in Nov

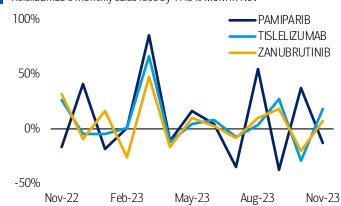


Source: BofA Global Research, IQVIA

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

Tislelizumab's monthly sales rose by 17.8% MoMin Nov



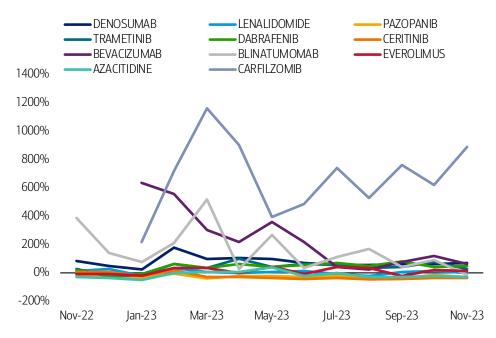
Source: BofA Global Research, IQVIA

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Exhibit 5: YoY sales change of the company's licensed-in drugs

Denosumab's monthly sales increased by 68.6% YoY in Nov

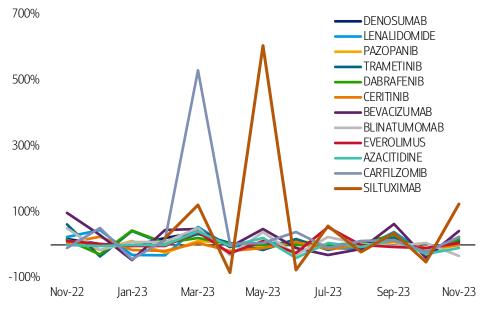


Source: BofA Global Research, IQVIA

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





Source: BofA Global Research, IQVIA

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Price objective basis & risk

Beigene (BGNE / XBETF)

We derive our 12-month PO of USD200 /HKD120.77 based on DCF valuation. We use a WACC of 10.6%, 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, (4) larger-than-expected COVID-19 impact.

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	Bof A Ticker	Bloomberg symbol	Analyst
BUY				
	Adicon Holdings	XADKF	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
	APM Human Services	XBZXF	APM AU	Lyanne Harrison
	Apollo Hospital	XWQAF	APHS IN	Neha Manpuria
	Asahi Intecc	AHICF	7747 JP	Ritsuo Watanabe
	Aurobindo	XLZFF	ARBP IN	Neha Manpuria
	Australian Clinical Labs	XAUKF	ACL AU	Lyanne Harrison
	Autobio Diagnostics Co Ltd	XQDXF	603658 CH	Sandra Sun
	AVITA	AVHHL	AVHAU	Lyanne Harrison
	AVITA	RCEL	RCEL US	Lyanne Harrison
	Baiyunshan	GZPHF	874 HK	Sandra Sun
	Bangkok Chain Hospital	BKKFF	BCHTB	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	BHTB	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
	EBOS Group Limited	EBOSF	EBO NZ	Lyanne Harrison
	EBOS Group Limited	XEBOF	EBO AU	Lyanne Harrison
	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
	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



APR - Healthcare Coverage Cluster

Investment rating	Company	Bof A Ticker	Bloomberg symbol	Analyst
	Hualan Biological	XCBEF	002007 CH	Ethan Cui
	Hygeia Healthcare	HYHHF	6078 HK	Ethan Cui
	IHH Healthcare Berhad	IHHHF	IHH MK	Paul Dewberry
	IHH Healthcare Bhd	XFAHF	IHH SP	Paul Dewberry
	lmeik	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	KMHLF	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.	OCPNF	7733 JP	Ritsuo Watanabe
	Ovctek	XOCKF	300595 CH	David Li
	Pharmaron	PHBBF	3759 HK	David Li
		CALZF	PNV AU	
	Polynovo			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	SWGHF	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	TAKUS	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	300171K	David Li
	ZIIICI	ACIOI	JUUIZZ CII	David Li
NEUTRAL				
	Ansell Limited	ANSLF	ANN AU	Lyanne Harrison
	Astellas Pharma	ALPMF	4503 JP	Koichi Mamegano
	Astellas Pharma	ALPMY	ALPMY US	Koichi Mamegano
	Beigene	XBETF	6160 HK	David Li
	Beigene	BGNE	BGNE US	David Li
	Healius Limited	PHCRF	HLSAU	Lyanne Harrison
	IMDC	JMDCF	4483 JP	Ritsuo Watanabe
	Joinn Lab	XQTSF	6127 HK	David Li
	Kyowa Kirin	KYKOF	4151 JP	Koichi Mamegano
		MINOI		
	,	XMHI F	MAXHEΔI I INI	Nena Manni iria
	Max Healthcare	XMHLF PHCCF	MAXHEALT IN 6523 IP	Neha Manpuria Ritsuo Watanahe
	Max Healthcare PHC Holdings	PHCCF	6523 JP	Ritsuo Watanabe
	Max Healthcare PHC Holdings Pien Tze Huang	PHCCF XUVHF	6523 JP 600436 CH	Ritsuo Watanabe Sandra Sun
	Max Healthcare PHC Holdings Pien Tze Huang Ramsay Health Care Limited	PHCCF XUVHF RMSYF	6523 JP 600436 CH RHC AU	Ritsuo Watanabe Sandra Sun Lyanne Harrison
	Max Healthcare PHC Holdings Pien Tze Huang Ramsay Health Care Limited Sigma Healthcare Limited	PHCCF XUVHF RMSYF SIGGF	6523 JP 600436 CH RHC AU SIG AU	Ritsuo Watanabe Sandra Sun Lyanne Harrison Lyanne Harrison
	Max Healthcare PHC Holdings Pien Tze Huang Ramsay Health Care Limited Sigma Healthcare Limited Sun Pharma	PHCCF XUVHF RMSYF SIGGF XPUCF	6523 JP 600436 CH RHC AU SIG AU SUNP IN	Ritsuo Watanabe Sandra Sun Lyanne Harrison Lyanne Harrison Neha Manpuria
	Max Healthcare PHC Holdings Pien Tze Huang Ramsay Health Care Limited Sigma Healthcare Limited Sun Pharma Topchoice Medical	PHCCF XUVHF RMSYF SIGGF XPUCF XZDXF	6523 JP 600436 CH RHC AU SIG AU SUNP IN 600763 CH	Ritsuo Watanabe Sandra Sun Lyanne Harrison Lyanne Harrison Neha Manpuria Ethan Cui
	Max Healthcare PHC Holdings Pien Tze Huang Ramsay Health Care Limited Sigma Healthcare Limited Sun Pharma Topchoice Medical Torrent Pharma	PHCCF XUVHF RMSYF SIGGF XPUCF XZDXF TOPHF	6523 JP 600436 CH RHC AU SIG AU SUNP IN 600763 CH TRP IN	Ritsuo Watanabe Sandra Sun Lyanne Harrison Lyanne Harrison Neha Manpuria Ethan Cui Neha Manpuria
	Max Healthcare PHC Holdings Pien Tze Huang Ramsay Health Care Limited Sigma Healthcare Limited Sun Pharma Topchoice Medical	PHCCF XUVHF RMSYF SIGGF XPUCF XZDXF	6523 JP 600436 CH RHC AU SIG AU SUNP IN 600763 CH	Ritsuo Watanabe Sandra Sun Lyanne Harrison Lyanne Harrison Neha Manpuria Ethan Cui



APR - Healthcare Coverage Cluster

Investment rating	Company	Bof A 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	COHAU	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	XDXZF	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
	Shanghai Pharmaceuticals	XKCRF	601607 CH	David Li
	Sysmex	SSMXF	6869 JP	Ritsuo Watanabe
	TigerMed	XHTHF	300347 CH	David Li

Qmethod [™] Measures Definitions

Business Performance Return On Capital Employed	Numerator NOPAT = (EBIT + Interest Income) × (1 — Tax Rate) + Goodwill Amortization	Denominator Total Assets – Current Liabilities + ST Debt + Accumulated Goodwill
Return On Equity Operating Margin Earnings Growth Free Cash Flow	Net Income Operating Profit Expected 5 Year CAGR From Latest Actual Cash Flow From Operations — Total Capex	Amortization Share holders' Equity Sales N/A N/A
Quality of Earnings Cash Realization Ratio Asset Replacement Ratio Tax Rate Net Debt-To-Equity Ratio Interest Cover	Numerator Cash Flow From Operations Capex Tax Charge Net Debt = Total Debt — Cash & Equivalents EBIT	Denominator Net Income Depreciation Pre-Tax Income Total Equity Interest Expense
Valuation Toolkit Price / Earnings Ratio Price / Book Value Dividend Yield Free Cash Flow Yield Enterprise Value / Sales	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	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
EV / EBITDA	Enterprise Value	Basic EBIT + Depreciation + Amortization

Momethod ^{sw} is the set of BofA Global Research standard measures that serve to maintain global consistency under three broad headings: Business Performance, Quality of Earnings, and validations. The key features of iQmethod are: A consistently structured, detailed, and transparent methodology. Guidelines to maximize the effectiveness of the comparative valuation process, and to identify some common pitfalls.

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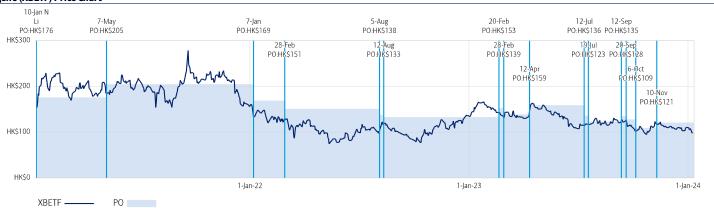
Beigene (BGNE) Price Chart



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

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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%

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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%

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