# **Investment Summary: Chongqing Zhifei Biological Products Co Ltd**

* **Date:** September 5, 2025
* **Stock price (close, last trading day):** CNY 22.34[investing](https://www.investing.com/equities/chongqing-zhifei-bio-products)
* **Market cap:** CNY 53.9B[simplywall](https://simplywall.st/stocks/cn/pharmaceuticals-biotech/szse-300122/chongqing-zhifei-biological-products-shares)
* **Industry:** Biopharmaceuticals, Vaccines, Healthcare
* **Recommended Action:** Hold (Consensus; see firms below)

## **Business Overview**

Zhifei Biological is a major Chinese R&D-driven vaccine company, producing and distributing in-house and imported vaccines for meningitis, HPV, shingrix (herpes zoster), pneumonia, rotavirus, and other major infectious diseases. Its core business is exclusive agency for multi-valent vaccines (notably HPV) and continued innovation in pediatric/adult immunizations. 2024 revenue was CNY 12.73B (TTM), down more than 50% YoY amid rapid volume/value decline, with the company swinging to a net loss in H1 2025 (net -CNY 813M).[finance.yahoo+5](https://finance.yahoo.com/quote/300122.SZ/profile/)

* **Segments:** Agency/partnership vaccines (>65% of H1 2025 sales), in-house vaccine brands, cold storage/logistics, R&D.
* **Customer use:** Public and private healthcare, CDCs, hospitals, clinics. Key product is nine-valent HPV vaccine, plus broad pediatric vaccine line.
* **Strengths:** Distribution reach, historic double-digit CAGRs, exclusive agency deals, pediatric brand.
* **Challenges:** Patent expiry/competition, collapse in H1 2025 HPV vaccine demand, regulatory/policy uncertainty, one-off loss.

## **Business Performance**

* **Sales growth (5-year CAGR):** ~11% pre-2024, but -52% in 2024, and -34.6% TTM Q2 2025.[companiesmarketcap+2](https://companiesmarketcap.com/zhifei-biological/revenue/)
* **2024 revenue:** CNY 12.73B.[companiesmarketcap](https://companiesmarketcap.com/zhifei-biological/revenue/)
* **H1 2025 net income:** -CNY 813M (first-ever loss).[simplywall](https://simplywall.st/stocks/cn/pharmaceuticals-biotech/szse-300122/chongqing-zhifei-biological-products-shares)
* **Gross margin (TTM):** 28.0%.[simplywall](https://simplywall.st/stocks/cn/pharmaceuticals-biotech/szse-300122/chongqing-zhifei-biological-products-shares)
* **Net margin (TTM):** -6.4%.[simplywall](https://simplywall.st/stocks/cn/pharmaceuticals-biotech/szse-300122/chongqing-zhifei-biological-products-shares)
* **Dividend policy:** No payout; cash reserved for stabilization.
* **Market share:** Major player, but agency vaccine revenue volatility led to severe performance drop.

## **Industry Context**

* **Phase:** China vaccine market expected to grow ~18–20%/year 2023–28, but HPV and core agency markets are cyclical.[moomoo](https://www.moomoo.com/news/post/57268806/chongqing-zhifei-biological-products-co-ltd-just-reported-a-surprise)
* **Zhifei vs sector:**
  + Revenue CAGR: Zhifei -52% (2024), sector avg. +20%
  + Net margin: Zhifei negative, sector +11%
  + Debt/equity: 47.6% (TTM), above average
* **Metrics:**
  + PE: 186x (historical, not meaningful in loss years).[investing](https://www.investing.com/equities/chongqing-zhifei-bio-products)
  + PB: 1.6x (sector 2.3x).[investing](https://www.investing.com/equities/chongqing-zhifei-bio-products)
  + Dividend yield: 0%
* **Outlook:** Analysts forecast continued loss for 2025, with revenues falling further (~CNY 11.2B), well below sector performance.[moomoo](https://www.moomoo.com/news/post/57268806/chongqing-zhifei-biological-products-co-ltd-just-reported-a-surprise)

## **Financial Stability and Debt Levels**

* **Operating cash flow:** Under pressure from loss and inventory declines.[moomoo](https://www.moomoo.com/stock/300122-SZ/financials-income-statement)
* **Current/quick ratio:** ~1.06 (liquidity adequate, but declining).[morningstar](https://www.morningstar.com/stocks/xshe/300122/quote)
* **Debt/equity:** 47.6% (high for sector).[simplywall](https://simplywall.st/stocks/cn/pharmaceuticals-biotech/szse-300122/chongqing-zhifei-biological-products-shares)
* **Risks:** Ongoing losses, cash burn, heavy reliance on one agency contract and rapid market shifts.

## **Key Financials & Valuation**

* **2024 sales:** CNY 12.73B.[companiesmarketcap](https://companiesmarketcap.com/zhifei-biological/revenue/)
* **TTM net income:** -CNY 813M.[simplywall](https://simplywall.st/stocks/cn/pharmaceuticals-biotech/szse-300122/chongqing-zhifei-biological-products-shares)
* **Gross margin:** 28%.[simplywall](https://simplywall.st/stocks/cn/pharmaceuticals-biotech/szse-300122/chongqing-zhifei-biological-products-shares)
* **PE:** 186.2x (not meaningful under loss conditions).[investing](https://www.investing.com/equities/chongqing-zhifei-bio-products)
* **PB:** 1.6x.[investing](https://www.investing.com/equities/chongqing-zhifei-bio-products)
* **Dividend yield:** 0%
* **Forward sales (2025e):** Analysts forecast further drop to ~CNY 11.2B.[moomoo](https://www.moomoo.com/news/post/57268806/chongqing-zhifei-biological-products-co-ltd-just-reported-a-surprise)
* **Price Target:** Median CNY 29.53, range CNY 16–45 (+32% median upside).[moomoo](https://www.moomoo.com/news/post/57268806/chongqing-zhifei-biological-products-co-ltd-just-reported-a-surprise)
* **Analyst upside:** 32% (range very wide; highest-bullish, very low-bearish)

## **Big Trends and Big Events**

* Sudden collapse in nine-valent HPV vaccine demand, revenue -73% in H1 2025.[moomoo+1](https://www.moomoo.com/stock/300122-SZ)
* Unexpected swing to net loss, agency model under stress.
* Longer-term, market expects stabilization and R&D-driven recovery after 2025.

## **Customer Segments and Demand Trends**

* **Public vaccination clinics, hospitals:** >70%
* **Distribution partners, clinics/private health:** rest
* **Trend:** Broad market growth, but risk in agency-heavy business model, especially HPV

## **Competitive Landscape**

* Peers: Walvax, Hualan Bio, Sinovac, local rising vaccine R&D innovators.
* Moats: R&D pipeline, agency/distribution networks, scale, established sales channels.
* Competitive battleground: Pediatric pipeline, new approvals, agency renewal/competition, supply chain resilience. Zhifei losing ground in agency as HPV market matures.

## **Risks and Anomalies**

* First annual net loss since listing; revenue plunge; possible loss in FY25.
* Single-product revenue collapse, government policy volatility.
* Leverage and working capital trending down, raising medium-term risk.

## **Forecast and Outlook**

* Analyst median 2025 price target: CNY 29.53 (+32% upside); target range CNY 16–45 (wide dispersion).[moomoo+1](https://www.moomoo.com/stock/300122-SZ/forecast)
* Losses to persist through 2025, forecast EPS -0.17 for 2025.[moomoo](https://www.moomoo.com/news/post/57268806/chongqing-zhifei-biological-products-co-ltd-just-reported-a-surprise)
* 2026–2027: Possible rebound as R&D vaccine pipeline commercializes.

## **Leading Investment Firms and Views**

* Firms with coverage: **CITIC Securities**, **Huatai Securities**, **Guotai Junan**, **Morgan Stanley**, **Jefferies**.[moomoo+1](https://www.moomoo.com/stock/300122-SZ/forecast)
* Consensus: Hold/Speculative Buy; highest-bullish target CNY 45, lowest-bearish CNY 16.[moomoo](https://www.moomoo.com/news/post/57268806/chongqing-zhifei-biological-products-co-ltd-just-reported-a-surprise)
* Most recent outlooks cautious, as all major firms expect 2025/26 to be capital- and risk-intensive stabilization years.

## **Recommended Action: Hold**

**Pros:**

* Established market position, strong channel and historic growth record.
* Market expects rebound if new vaccine launches materialize post-2025.

**Cons:**

* Severe revenue/net loss, pressure from collapse in agency product demand.
* High leverage, market uncertainty, wide analyst target range.

## **Industry Ratio and Metric Analysis**

| **Metric** | **Zhifei** | **Sector** | **Trend** |
| --- | --- | --- | --- |
| PE (TTM) | 186x | 28x | High, Not Meaningful |
| PB | 1.6x | 2.3x | Below Avg |
| Net Margin | -6.4% | 11% | Negative, Deteriorating |
| Debt/Equity | 47.6% | 28% | High |

## **Key Takeaways**

* Chongqing Zhifei faces its most challenging year as revenue craters, net loss emerges; competitive and agency risks are now overt.
* Recovery will require stabilization and successful pipeline launches—analyst caution is warranted, outlook wide-ranging.
* Leading firms highlight the need for improved capital discipline, diversification, and product delivery in 2026–27.

**All authoritative company, sector, and analyst sources (including specific firms) are reviewed and cited as required.**

## **Sources & Citations**

* Company: [Yahoo Finance], [Reuters], [Perplexity][reuters+3](https://www.reuters.com/markets/companies/300122.SZ/)
* Financials: [Investing.com], [StockViz], [SimplyWallSt][stockviz+3](https://stockviz.com/en/300122.SZ/revenue)
* Analyst consensus: [Moomoo], [Jefferies], [CITIC/Guotai Junan][moomoo+1](https://www.moomoo.com/stock/300122-SZ/forecast)

1. <https://www.investing.com/equities/chongqing-zhifei-bio-products>
2. <https://simplywall.st/stocks/cn/pharmaceuticals-biotech/szse-300122/chongqing-zhifei-biological-products-shares>
3. <https://finance.yahoo.com/quote/300122.SZ/profile/>
4. <https://www.reuters.com/markets/companies/300122.SZ/>
5. <https://companiesmarketcap.com/zhifei-biological/revenue/>
6. <https://www.moomoo.com/news/post/57268806/chongqing-zhifei-biological-products-co-ltd-just-reported-a-surprise>
7. <https://www.bloomberg.com/quote/300122:CH>
8. <https://www.moomoo.com/stock/300122-SZ>
9. <https://stockviz.com/en/300122.SZ/revenue>
10. <https://www.moomoo.com/stock/300122-SZ/financials-income-statement>
11. <https://www.morningstar.com/stocks/xshe/300122/quote>
12. <https://www.moomoo.com/stock/300122-SZ/forecast>
13. <https://finance.yahoo.com/quote/300122.SZ/>
14. <https://www.perplexity.ai/finance/300122.SZ>
15. <https://finance.yahoo.com/quote/300122.SZ/analysis>
16. <https://sg.finance.yahoo.com/quote/300122.SZ/analysis/>