Innovent Biologics (1801 HK)

Strong fundamentals enriched by a wealth of R&D catalysts

BUY (Maintain)

Target Price	**HK$55.21**
Up/Downside	**39.6%**
Current Price	**HK$39.55**

China Healthcare

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Stock Data

Mkt Cap (HK$ mn)	64,689.3
Avg 3 mths t/o (HK$ mn)	470.0
52w High/Low (HK$)	51.15/30.10
Total Issued Shares (mn)	1635.6

Source: FactSet

Shareholding Structure

Temasek Holdings	7.9%
Capital Group	7.0%

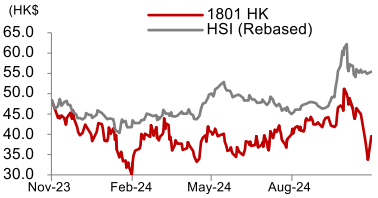
Source: HKEx

Share Performance

	Absolute	Relative
1-mth	-22.7%	-14.5%
3-mth	0.8%	-17.0%
6-mth	-3.3%	-13.1%

Source: FactSet

12-mth Price Performance



Source: FactSet

- **To cancel the related-party transaction to protect the interests of investors.** Innovent previously announced its wholly-owned subsidiary Fortvita would sell 20.39% of shares for a transaction price of US$20.5mn, with the subscribing party being Lostrancos. Dr. Yu Dechao, the Chairman and Executive Director, will hold 82.93% of Lostrancos. Fortvita will serve as Innovent's platform to drive international business, primarily focusing on early-stage pipelines. Due to shareholder concerns regarding this related-party transaction, the Company terminated the transaction on 3 Nov. We believe this move demonstrates Innovent's full respect for the opinions of investors and protects the interests of shareholders. Mgmt. indicates Fortvita currently has no plans for equity financing. We are confident that Innovent will maintain good corporate governance.
- **Strong product sales growth continued.** In 3Q24, Innovent continued its strong sales momentum, with total product sales increasing 40%+ YoY to more than RMB2.3bn. In 9M24, Innovent recorded more than RMB6.0bn revenue from product sales, representing 74% of our previous full-year estimate, in line with our expectations. According to Eli Lilly, sales of sintilimab in 3Q24 reached a record high of US$150mn (+22% QoQ, +30% YoY), bolstered by broad NRDL coverage. In 9M24, sales of sintilimab were US$390mn (or RMB2.8bn), +39% YoY. We expect sintilimab to maintain its leading position in China and forecast sales of sintilimab to reach RMB3.69bn in 2024E (+34% YoY). The non-IFRS EBITDA loss narrowed significantly to RMB161mn in 1H24 from RMB267mn in 1H23. With fast-growing product sales and consistently improving operating efficiency, we expect Innovent to continue narrowing its loss and to achieve EBITDA breakeven in 2025E.
- **Broad commercial portfolio to drive further growth.** Innovent's portfolio now includes 11 marketed products, with the approval of taletrectinib (ROS1 TKI) in 2H24, bringing the number of commercial products to 12. Additionally, Innovent has four assets under NDA review, including mazdutide (GLP-1/GCGR, for obesity and diabetes, to be approved in 1H25 and 2H25, respectively), IBI311 (IGF-IR, for thyroid eye disease), limertinib (3G EGFR-TKI, for NSCLC), and IBI112 (IL-23p19, for psoriasis). With a robust portfolio and strong commercial capabilities, mgmt. targets to realize RMB20bn sales in 2027.
- **Out-licensing potential for innovative drug candidates.** IBI363, a potential FIC PD-1/IL-2 bsAb, has demonstrated encouraging signals in IO-failed and cold tumors, especially in the highly underserved IO-resistant sq-NSCLC. For MSS/pMMR CRC, when combined with bevacizumab, IBI363 showed promising anti-tumor efficacy and tolerability. Furthermore, the FDA awarded IBI363 a fast track designation for melanoma. We anticipate significant out-licensing opportunities for IBI363. Innovent is currently advancing a Ph2 trial of IBI363 across multiple solid tumors in the US. IBI343 (CLDN18.2 ADC) demonstrated encouraging early signals in PDAC, and has received a fast track designation from the FDA for PDAC. Upon successful PoC readout in PDAC, we see substantial out-licensing potential for IBI343. Innovent is conducting a Ph1 trial of IBI343 in the US.
- **Maintain BUY**. Innovent aims to develop its global business, while protecting the interests of its broad shareholder base. We remain confident towards Innovent's strong product sales, improving cost efficiency, and potential of overseas development. We maintain our DCF-based TP unchanged at HK$55.21 (WACC: 10.0%, terminal growth rate: 3.5%).

Earnings Summary

(YE 31 Dec)	FY22A	FY23A	FY24E	FY25E	FY26E
Revenue (RMB mn)	4,556	6,206	8,219	9,911	14,631
YoY growth (%)	6.7	36.2	32.4	20.6	47.6
Net profit (RMB mn)	(2,179)	(1,028)	(731)	(62)	1,733
EPS (Reported) (RMB)	(1.43)	(0.66)	(0.45)	(0.04)	1.06
R&D expenses (RMB mn3)	(2,871)	(2,228)	(2,795)	(2,973)	(3,072)
CAPEX (RMB mn)	(897)	(1,119)	(400)	(300)	(300)

Source: Company data, Bloomberg, CMBIGM estimates

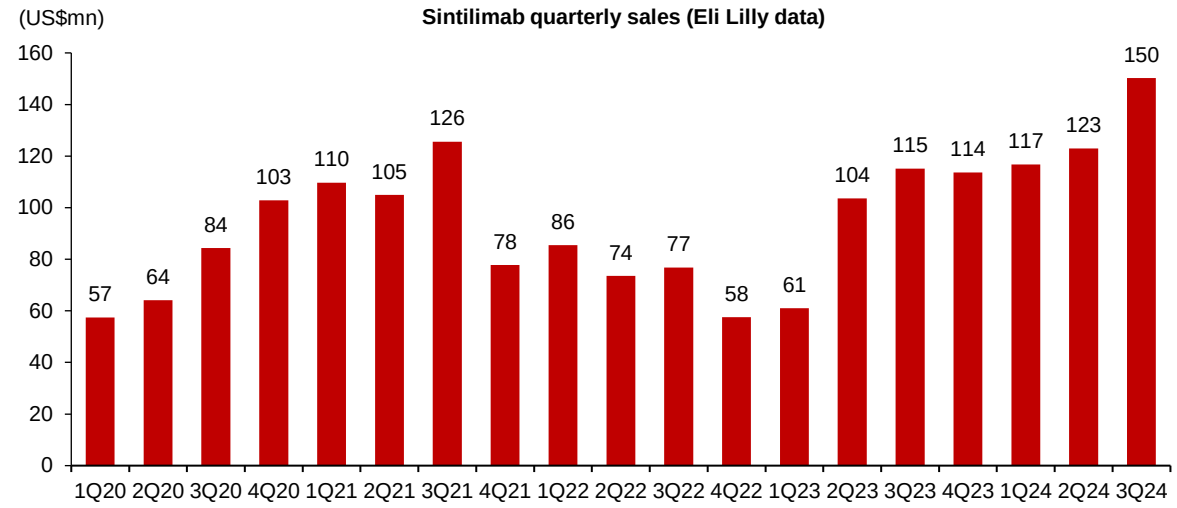
To cancel the related-party transaction to protect the interests of investors. Innovent previously announced that its wholly-owned subsidiary Fortvita would sell 20.39% of its shares for a transaction price of US$20.5mn, with the subscribing party being Lostrancos. Dr. Yu Dechao, the Chairman and Executive Director, holds 82.93% of Lostrancos. Fortvita will serve as Innovent's platform to drive international business, primarily focusing on early-stage pipelines. Due to shareholder concerns regarding this related-party transaction, the Company announced the termination of the transaction on 3 Nov. We believe that this move demonstrates the Company's full respect for the opinions of investors and protects the interests of shareholders. Mgmt. indicates that Fortvita currently has no plans for equity financing. We are confident that the Company will maintain good corporate governance.

Strong product sales growth continued. In 3Q24, Innovent continued its strong sales momentum, with total product sales increasing 40%+ YoY to more than RMB2.3bn. In 9M24, Innovent recorded more than RMB6.0bn revenue from product sales, representing 74% of our previous full-year estimate, in line with our expectations. The strong product sales growth was mainly driven by sintilimab and other new products. According to Eli Lilly, sales of sintilimab in 3Q24 reached a record high of US$150mn (+22% QoQ, +30% YoY), bolstered by broad NRDL coverage. In 9M24, sales of sintilimab were US$390mn (or RMB2.8bn), +39% YoY. We expect sintilimab to maintain its leading position in China and forecast sales of sintilimab to reach RMB3.69bn in 2024E (+34% YoY).

Figure 1: Quarterly product sales of Innovent

Source: Company data, CMBIGM

Figure 2: Quarterly product sales of Sintilimab



Source: Eli Lilly financial results, CMBIGM. Notes: Innovent didn't report quarterly sales data of sintilimab, while Eli Lilly as Innovent's partner reported quarterly sales of the product, which could be slightly different from sintilimab's actual sales in China as per Innovent's management.

To achieve EBITDA breakeven in 2025. The non-IFRS EBITDA loss narrowed significantly to RMB161mn in 1H24 from RMB267mn in 1H23. With fast-growing product sales and consistently improving operating efficiency, we expect Innovent to continue narrowing its loss and to achieve EBITDA breakeven in 2025E. Innovent's portfolio now includes 11 marketed products, with the potential approval of taletrectinib (ROS1 TKI) for 2L NSCLC in 2H24, bringing the number of commercial products to 12. Additionally, Innovent has four assets currently under NDA review, including mazdutide (GLP-1/GCGR, for obesity and diabetes), IBI311 (IGF-IR, for thyroid eye disease), limertinib (3G EGFR-TKI, for 2L and 1L NSCLC), and IBI112 (IL-23p19, for psoriasis). With a robust portfolio and strong commercial capabilities, mgmt. targets to realize RMB20bn sales in 2027.

Establishing a leading CVM portfolio. Innovent is poised to establish a strong portfolio in cardiovascular and metabolic (CVM) sector, with its marketed product Sintbilo (PCSK9) and advanced pipelines, including mazdutide, IBI311 (IGF-IR), IBI128 (XOI), etc. We expect mazdutide (GLP-1R/GCGR) to receive approval for obesity in 1H25 (NDA submission in Feb 2024) and for diabetes in 2H25 (NDA submission in Aug 2024). In the Ph3 GLORY-1 trial, mazdutide (6mg) demonstrated 14.84% weight loss vs 0.47% (placebo) at week 48 (link). Recall that tirzepatide achieved 19.9% (15mg) vs 2.4% (placebo) weight loss in its China SURMOUNT-CN trial at week 52, and semaglutide had 12.8% (2.4mg) vs 3.0% (placebo) weight loss in its STEP7 Asia trial at week 44. In a Ph2 study, after 48 weeks of treatment, mazdutide (9mg) realized 18.6% placebo-adjusted weight loss (CMBI report, link). We are looking forward to the mazdutide 9mg Ph3 data in obesity treatment (GLORY-2 study), which is expected in 2025. Meanwhile, in the GLORY-1 trial, mazdutide brought significant decreases in liver fat content, LDL-C, serum uric acid and ALT. We are optimistic about mazdutide's further development in adolescent obesity, MASH, OSA, and heart failure. Additionally, in the GLORY-1 trial, mazdutide demonstrated a better safety profile with AE leading discontinuation rate of 0.5% for 6mg dose and 1.5% for 4mg dose. In contrast, tirzepatide (15mg) reported a discontinuation rate of 7%, while semaglutide had a discontinuation rate of 2.8%. As a leading dual-targeted GLP-1 drug, we expect mazdutide to capture significant market share in China. In addition, in the CVM sector, Sintbilo (PCSK9) participated the NRDL negotiation in Oct 2024 with the potential NRDL inclusion starting in Jan 2025. We expect another blockbuster drug IBI311 (IGF-IR) to receive the NMPA's approval for thyroid eye disease in 1H25E.

IBI363 has global blockbuster potential. IBI363, a potential FIC PD-1/IL-2 bsAb with a differentiated α-biased IL-2 arm, has demonstrated encouraging signals in IO-failed and cold tumors, especially in the highly underserved IO-resistant sq-NSCLC. In its Ph1 study, later-line IO-treated sq-NSCLC patients administered IBI363 at doses ≥0.3mg/kg (n=37) achieved an impressive ORR of 35.1% and mPFS of 5.5 months, significantly outperforming docetaxel, which had a 12.7% ORR and 3.9 months mPFS (link). Updated results presented at WCLC in Sep 2024 (link) revealed that in the 27 patients receiving 1.0/1.5mg/kg of IBI363, the ORR was 22.2% and mPFS was 5.5 months; for the 29 patients on the 3mg/kg dose, the ORR improved dramatically to 50.0%, with mPFS data still maturing at the time of follow-up. These results suggest that the 3mg/kg dose may yield even better mPFS outcomes with extended follow-up. Notably, IBI363 demonstrated robust anti-tumor activity across varying PD-L1 expression levels, with ORRs of 36.4% and 31.8% for PD-L1 TPS<1% (n=22) and TPS≥1% (n=22) sq-NSCLC patients, respectively, treated with doses of 1.0~3.0 mg/kg. The safety profile of IBI363 was also manageable, with 17.5% of TRAEs being ≥grade 3 and only 5.3% leading to drug discontinuation. In MSS/pMMR CRC, when combined with bevacizumab, IBI363 showed promising efficacy and tolerability (link). Furthermore, the FDA awarded IBI363 a fast track designation for melanoma. We anticipate significant out-licensing opportunities for the drug, given its impressive efficacy in a range of solid tumors. Innovent is currently advancing a Phase 2 trial of IBI363 across multiple solid tumors in the US.

Looking forward to the PoC readout for IBI343 in PDAC. PDAC is a larger indication compared to GC in overseas markets, with significant unmet medical need. IBI343 (CLDN18.2 ADC) demonstrated encouraging signals in PDAC, achieving a 40.0% ORR in a subgroup of 10 PDAC patients with high CLDN18.2 expression (1/2/3+ ≥60%) at a 6mg/kg dose (link). The FDA has granted IBI343 fast track designation for PDAC, underscoring its potential to address critical treatment gaps. Upon a successful PoC readout for IBI343 in PDAC, we foresee substantial out-licensing opportunities for this innovative therapy. Innovent is currently progressing with a Ph1 trial of IBI343 in the US. Additionally, IBI343 has also delivered compelling early data in heavily pretreated GC. In a cohort of GC patients with high CLDN18.2 expression (2/3+ ≥75%) treated with the 6mg/kg dose (n=30), IBI343 achieved an mPFS of 6.8 months and exhibited a manageable safety profile, with 31.6% of TRAEs being ≥ grade 3 (link). In comparison, the CLDN18.2 ADC from Keymed/AstraZeneca, CMG901, reported an mPFS of 4.8 months in CLDN18.2 positive (2/3+ ≥20%) patients (n=93), with a higher rate of significant TRAEs (55% ≥ grade 3) (link). This data highlights the BIC potential of IBI343 in GC as well, although the drug's value proposition appears even stronger in PDAC. Innovent's ADC portfolio is further strengthened by multiple early-stage clinical assets targeting various antigens such as EGFR/B7H3, B7H3, TROP2, HER2, and HER3.

BIC potential of IBI112 as an IL-23p19 antibody. For the treatment of psoriasis, IL-23p19 antibodies have emerged as a highly promising therapeutic option when compared to IL-17 antibodies and other biologics. Innovent's IBI112, an IL-23p19 antibody, has been under regulatory review since Sep 2024. Demonstrating significant efficacy both in the short-term onset and throughout long-term maintenance, IBI112 has shown impressive clinical outcomes. In the Ph3 CLEAR-1 trial, for the two primary endpoints, PASI90 at 16 weeks achieved 80.3%, and the percentage of patients reaching an sPGA of 0/1 was 93.5% (link). This strong efficacy was sustained up to week 52, with the PASI90 and sPGA 0/1 in the IBI112 200mg arm reaching 84.9% and 85.9%, respectively. The efficacy of IBI112 at PASI90 was comparable to guselkumab's 84% and superior to secukinumab's 70% at week 48. Importantly, IBI112 offers a dosing interval of 12 weeks, compared to guselkumab's 8 weeks, significantly enhancing patient convenience and adherence. Furthermore, in psoriasis patients who had previously shown an inadequate response to biologic agents (primarily IL-17 mAbs), 65% achieved an sPGA of 0/1 after 16 weeks of treatment with IBI112. Additionally, a Ph2 trial of IBI112 in treating ulcerative colitis also met its primary endpoint. On a global scale, IL-23p19 antibodies, specifically guselkumab and risankizumab, generated revenues of US$10.9bn in FY23, marking a 39% increase YoY, which indicates a large and rapidly growing market. Given these dynamics, we predict that IBI112 possesses blockbuster potential and forecast peak sales for this innovative drug candidate to reach approximately RMB2.3bn.

Figure 3: Risk-adjusted DCF valuation

DCF Valuation (in RMB mn)	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2034E	2035E
EBIT	-970	-314	1,737	4,477	7,162	8,946	9,783	10,298	10,322	10,274	10,103	9,807
Tax rate	0%	0%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%
EBIT*(1-tax rate)	-970	-314	1,477	3,806	6,087	7,604	8,316	8,753	8,773	8,733	8,588	8,336
+ D&A	318	319	320	321	321	322	323	324	324	325	326	326
- Change in working capital	-52	349	-608	-457	-550	-353	-238	-111	51	70	115	154
- Capex	-400	-300	-300	-300	-300	-300	-300	-300	-300	-300	-300	-300
FCFF	**-1,104**	**54**	**889**	**3,369**	**5,559**	**7,273**	**8,101**	**8,666**	**8,849**	**8,828**	**8,728**	**8,516**
Terminal value												**135,986**
FCF + Terminal value	**-1,104**	**54**	**889**	**3,369**	**5,559**	**7,273**	**8,101**	**8,666**	**8,849**	**8,828**	**8,728**	**144,502**

PV of enterprise (RMB mn)	74,156
Net debt (RMB mn)	-7,116
Equity value (RMB mn)	81,272
Equity value (HK$ mn)	90,302
No. of outstanding shares (mn)	1,636
DCF per share (HK$)	**55.21**
Terminal growth rate	**3.5%**
WACC	**10.0%**
Cost of equity	13.5%
Cost of debt	4.0%
Equity beta	1.05
Risk-free rate	2.5%
Market risk premium	10.5%
Target debt to asset ratio	35.0%
Effective corporate tax rate	15.0%

Source: CMBIGM estimates

Figure 4: Sensitivity analysis (HK$)

		WACC				
		9.0%	**9.5%**	**10.0%**	**10.5%**	**11.0%**
	4.5%	75.38	67.42	60.93	55.52	50.96
	4.0%	70.34	63.51	57.83	53.03	48.93
Terminal growth rate	**3.5%**	66.23	60.25	**55.21**	50.90	47.17
	3.0%	62.81	57.50	52.96	49.05	45.63
	2.5%	59.91	55.14	51.02	47.43	44.27

Source: Company data, CMBIGM estimates

Figure 5: CMBIGM estimates vs consensus

	CMBIGM			Consensus			Diff(%)		
RMB mn	**FY24E**	**FY25E**	**FY26E**	**FY24E**	**FY25E**	**FY26E**	**FY24E**	**FY25E**	**FY26E**
Revenue	8,219	9,911	14,631	8,037	10,509	13,485	2%	-6%	8%
Gross profit	6,822	8,226	12,217	6,648	8,720	11,267	3%	-6%	8%
Operating profit	155	956	3,313	(1,034)	(29)	1,425	N/A	N/A	92%
Net profit	(731)	(62)	1,733	(747)	189	1,514	N/A	N/A	-12%
EPS (RMB)	(0.45)	(0.04)	1.06	(0.46)	0.11	0.95	N/A	N/A	-14%
Gross margin	83.00%	83.00%	83.50%	82.72%	82.97%	83.55%	+0.28 ppt	+0.03 ppt	-0.05 ppt

Source: Company data, Bloomberg, CMBIGM estimates

Financial Summary

INCOME STATEMENT	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec (RMB mn)						
Revenue	**4,270**	**4,556**	**6,206**	**8,219**	**9,911**	**14,631**
Cost of goods sold	(505)	(931)	(1,136)	(1,397)	(1,685)	(2,414)
Gross profit	**3,764**	**3,625**	**5,070**	**6,822**	**8,226**	**12,217**
Operating expenses	**(6,406)**	**(5,796)**	**(6,214)**	**(7,553)**	**(8,288)**	**(10,178)**
Selling expense	(2,620)	(2,591)	(3,101)	(3,863)	(3,964)	(5,121)
Admin expense	(806)	(835)	(750)	(658)	(793)	(1,170)
R&D expense	(2,323)	(2,871)	(2,228)	(2,795)	(2,973)	(3,072)
Others	(657)	502	(136)	(237)	(558)	(814)
Pre-tax profit	**(2,642)**	**(2,170)**	**(1,144)**	**(731)**	**(62)**	**2,039**
Income tax	(87)	(9)	116	0	0	(306)
Minority interest	0	0	0	0	0	0
Net profit	**(2,729)**	**(2,179)**	**(1,028)**	**(731)**	**(62)**	**1,733**

BALANCE SHEET	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec (RMB mn)						
Current assets	**11,551**	**11,507**	**13,428**	**13,309**	**14,022**	**16,701**
Cash & equivalents	8,377	9,163	10,052	9,824	10,799	12,645
Account receivables	968	575	1,006	934	991	1,463
Inventories	1,347	1,429	968	1,148	831	1,190
Financial assets at FVTPL	645	3	918	918	918	918
Other current assets	213	337	484	484	484	484
Non-current assets	**4,693**	**6,082**	**7,199**	**7,282**	**7,263**	**7,243**
PP&E	2,693	3,411	4,290	4,407	4,423	4,437
Intangibles	772	1,198	1,270	1,270	1,270	1,270
Other non-current assets	1,228	1,472	1,639	1,605	1,570	1,536
Total assets	**16,244**	**17,589**	**20,627**	**20,590**	**21,285**	**23,944**
Current liabilities	**3,050**	**3,499**	**4,477**	**4,534**	**4,622**	**4,846**
Short-term borrowings	365	888	1,195	1,195	1,195	1,195
Account payables	195	326	373	429	518	742
Tax payable	61	3	0	0	0	0
Other current liabilities	2,429	2,282	2,909	2,909	2,909	2,909
Non-current liabilities	**2,863**	**3,360**	**3,623**	**3,628**	**3,634**	**3,639**
Long-term borrowings	2,023	2,215	2,327	2,327	2,327	2,327
Obligations under finance leases	86	99	73	79	84	89
Other non-current liabilities	754	1,046	1,223	1,223	1,223	1,223
Total liabilities	**5,913**	**6,859**	**8,100**	**8,162**	**8,255**	**8,485**
Share capital	0	0	0	0	0	0
Other reserves	10,330	10,730	12,527	12,428	13,030	15,459
Total shareholders equity	**10,330**	**10,730**	**12,528**	**12,429**	**13,030**	**15,459**
Minority interest	0	0	0	0	0	0
Total equity and liabilities	**16,244**	**17,589**	**20,627**	**20,590**	**21,285**	**23,944**

CASH FLOW	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec (RMB mn)						
Operating						
Profit before taxation	**(2,555)**	**(2,162)**	**(1,261)**	**(731)**	**(62)**	**2,345**
Depreciation & amortization	165	245	276	283	284	285
Tax paid	(87)	(9)	116	0	0	(306)
Change in working capital	(90)	295	403	(52)	349	(608)
Others	542	(327)	511	432	451	129
Net cash from operations	**(2,025)**	**(1,958)**	**46**	**(67)**	**1,023**	**1,846**
Investing						
Capital expenditure	(1,066)	(897)	(1,119)	(400)	(300)	(300)
Acquisition of subsidiaries/ investments	(38)	(79)	0	0	0	0
Net proceeds from disposal of short-term investments	(2,000)	(583)	(358)	0	0	0
Others	1,964	768	478	348	361	410
Net cash from investing	**(1,139)**	**(790)**	**(999)**	**(52)**	**61**	**110**
Financing						
Dividend paid	0	0	0	0	0	0
Net borrowings	1,208	715	418	0	0	0
Proceeds from share issues	3,951	2,131	2,255	0	0	0
Others	(155)	46	(86)	(109)	(109)	(109)
Net cash from financing	**5,003**	**2,892**	**2,587**	**(109)**	**(109)**	**(109)**
Net change in cash						
Cash at the beginning of the year	1,276	1,359	1,016	10,052	9,824	10,799
Exchange difference	(197)	119	(7)	0	0	0
Cash at the end of the year	**8,377**	**9,163**	**10,052**	**9,824**	**10,799**	**12,645**

GROWTH	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec						
Revenue	11.1%	6.7%	36.2%	32.4%	20.6%	47.6%
Gross profit	8.9%	(3.7%)	39.8%	34.6%	20.6%	48.5%

PROFITABILITY	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec						
Gross profit margin	88.2%	79.6%	81.7%	83.0%	83.0%	83.5%
Return on equity (ROE)	(28.6%)	(20.7%)	(8.8%)	(5.9%)	(0.5%)	12.2%

GEARING/LIQUIDITY/ACTIVITIES	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec						
Net debt to equity (x)	(0.6)	(0.6)	(0.6)	(0.6)	(0.6)	(0.6)
Current ratio (x)	3.8	3.3	3.0	2.9	3.0	3.4
Receivable turnover days	61.7	61.8	46.5	41.5	36.5	36.5
Inventory turnover days	741.4	544.2	385.0	300.0	180.0	180.0
Payable turnover days	114.0	102.1	112.1	112.1	112.1	112.1

VALUATION	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec						
P/E	ns	ns	ns	ns	ns	34.2
P/B	5.1	5.2	4.5	4.8	4.5	3.8

Source: Company data, CMBIGM estimates. Note: The calculation of net cash includes financial assets.

Disclosures & Disclaimers

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