China Medical

Deutsche Bank Research

Rating Hold

<mark>Asia</mark> China

Health Care Health Care ReutersBloomberg0867.HK867 HK

Company

System

Exchange Ticker HSI 0867

Take-aways from business briefing

Management estimate 3.6-4.8% impact on topline

CMS hosted a call last night, with a focus on the impact of incoming drug tender for those passed BE. Management indicated the impact would be around 3.6-4.8% in the mid-term, as top 2 drugs Deanxit and Plendil will face increasing generic competition.

- As of now, number of BEs for Deanxit and Plendil are 3/7 respectively. If the company doesn't accept the price cut in incoming volume-based procurement in 11 large cities, management expects 8.4%-11.2% drop in sales of Deanix and Plendil on the assumption that 20-40% market share would be transferred from hospital to OTC. And it would translate into 3.6-4.8% decline in revenue.
- The scope of price cut under volume-based procurement may expand to nationwide from 11 large cities. In such a case, if the company doesn't accept the price cut, management estimates 11.1%-14.9% drop in revenue, if 20-40% market share would be transferred to OTC.
- Management indicated high barrier for other competitors to pass BEs of other main drugs in pipeline, such as Ursofalk. We highlight that currently there are no generics of Bioflor, Stulln, Combizym and Xinhuosu in the market.

DB view: we do not expect bear case scenario as mentioned above

While we have repeatedly reminded investors that it is more likely BE would turn out to be a negative event in the past two years, we do not expect the bear case (14.9% impact) to emerge based on past experience. First, we think large players would continue to take majority of the market share (volume) while smaller competitors would face multiple challenges; secondly, we believe CMS (and most other large manufacturers) will deploy effective risk mitigation strategy.

Reduce PT to HKD 12.6 from HKD14.7; risks

We reduce EPS by 2% and 3% for 2019 and 2020. The new PT is now based on 13x 2019E EPS, vs. 15x previously used. We believe the multiple is justified as peers are trading at 16x with 18% EPS growth in 2020, vs. the 10% we model for CMS (vs. 12% we previously modeled). Key upside risks include a faster-thanexpected ramp-up of new products, lack of entry of competitors and more in-

Date 15 September 2018 Forecast Change

Price at 14 Sep 2018 (HKD)	10.58
Price target - 12mth (HKD)	12.60
52-week range (HKD)	19.96 - 10.12
HANG SENG INDEX	27,014

Valuation & Risks

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- China Medical System — HANG SENG INDEX (Rebased)

Performance (%)	1m	3m	12m
Absolute	-22.1	-41.3	-23.0
HANG SENG INDEX	-2.7	-11.3	-2.7
Source: Deutsche Bank			
Key indicators (FY1)			
ROE (%)			24.3
Net debt/equity (%)			2.1
Book value/share (CNY)			3.41
Price/book (x)			2.7
Net interest cover (x)			29.4
Operating profit margin (%)			36.8
Source: Deutsche Bank			

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licensing activities. Downside risks include price erosion, a slow ramp-up of new products and recall of product rights.

Ongoing BEs of main products

We summarise the ongoing BEs of CMS's main products in below table.

rug name	Sales in 2017 (thousand, RMB)	% of total revenue in 2017	Number of BEs	BE Competitor
endil	1,288,968	24%	7	Yangtze River Pharmaceutica
				Chongqing Kerui Pharmaceutica
				China Hinye Pharmaceutica
				Sinopharm Guorui Pharmaceutica
				Hunan Fangsheng Pharmaceutica
				Changzhou the Fourth Medicine Pharmacy
				Jiangxi Yaodu Renhe Pharmaceutical
sofalk 優思弗	959,383	18%	NA	NA
anxit 黛力新	949,285	18%	3	Sichuan Haisike Pharmaceutica
				Chongqing Zhien Pharmaceutical
siritide 新活素	411,842	8%	NA	NA, no generic
lofalk 莎爾福	296,337	6%	2	N
oflor 億活	263,337	5%	NA	NA, no generic
IIIn eyedrops 施圖倫滴眼液	217,478	4%	NA	NA, no generics
dakang Protein Hydrolysate 喜达康	194,641	4%	NA	N
huoshu 伊諾舒	159,059	3%	NA	NA
inshentong	151,804	3%	NA	N
udoid	128,980	2%	NA	N
iodikang	100,612	2%	NA	N

Appendix 1

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China Medical System	0867.HK	10.58 (HKD) 14 Sep 2018	14			

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Historical recommendations and target price. China Medical System (0867.HK)



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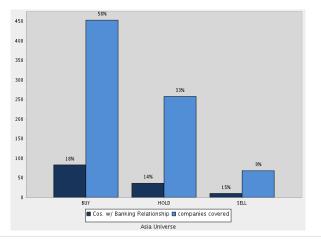
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