

信达生物 Innovent Biologics (1801 HK)

25 年业绩回顾：创新产品稳健放量；利润端实现扭亏；研发管线布局全面

FY25 Review: Rapid Sales Ramp-up of Innovative Drug Portfolio; Realize NP Breakeven; Comprehensive R&D Pipeline Layout

观点聚焦 Investment Focus

维持优于大市 Maintain OUTPERFORM

评级	优于大市 OUTPERFORM
现价	HK\$84.90
目标价	HK\$107.40
HTI ESG	3.6-1.4-3.5
E-S-G: 0-5, (Please refer to the Appendix for ESG comments)	
市值	HK\$147.32bn / US\$18.80bn
日交易额 (3 个月均值)	US\$122.18mn
发行股票数目	1,735mn
自由流通股 (%)	90%
1 年股价最高最低值	HK\$107.00-HK\$39.65

注：现价 HK\$84.90 为 2026 年 03 月 31 日收盘价



资料来源: Factset

	1mth	3mth	12mth
绝对值	-0.2%	7.3%	83.8%
绝对值 (美元)	-0.4%	6.5%	82.4%
相对 MSCI China	4.2%	15.9%	81.8%

Rmb mn	Dec-24A	Dec-25A	Dec-26E	Dec-27E
Revenue	9,422	13,042	17,796	20,537
Revenue (+/-)	52%	38%	36%	15%
Net profit	-95	814	2,289	3,543
Net profit (+/-)	n.m.	n.m.	181%	55%
Diluted EPS (Rmb)	-0.06	0.48	1.36	2.11
GPM	84.0%	86.5%	86.5%	86.0%
ROE	-0.7%	5.0%	11.2%	15.1%
P/E	n.m.	154	55	35

资料来源: 公司信息, HTI

(Please see APPENDIX 1 for English summary)

事件

信达生物 2025 年实现营业收入 130 亿元 (同比+38%)，其中产品销售收入 119 亿元 (同比+45%)，对外授权收入 9.6 亿元，研发服务收入 1.9 亿元。毛利率 86.5% (同比提升 2.6 个百分点)。研发费用同比下降 2% 至 26 亿元，销售费用同比增长 31% 至 57 亿元，销售费用率持续改善至 48%。2025 年公司实现归母净利润转正，达 8.1 亿元 (去年同期为亏损约 1 亿元)。公司业绩符合我们此前预期。

点评

内生销售强劲，多款产品进入医保有望带动 2026 年销售放量

2025 年公司产品收入增长 45%，主要系肿瘤领域持续放量，以及综合产品线的快速扩张。其中肿瘤领域信迪利单抗持续增长 (根据礼来财报显示收入约 5.51 亿美金)，新上市品种加强销售表现；综合产品线中高潜品种如玛氏度肽、PCSK9 单抗等增长强劲。2025 年信迪利单抗 1 项新增适应症，6 款新产品新增进入医保，有望持续加速公司 2026 年的增长。

对外授权收入预计自 2026 年起陆续计入公司报表

2025 年公司确认对外授权收入 9.57 亿元，其中 5.50 亿来自 2025 年初与罗氏合作的 DLL3 ADC 首付款。此外，公司已经获得和武田合作取得的 12 亿美金首付款 (2025 年底长短期合同负债合计 84.6 亿元)，并将获得和礼来合作的 3.5 亿美金首付款。这些首付款预计将陆续在公司报表确认。

核心品种 IBI363 (PD-1/IL2) 进展顺利

- 1) IO 耐药的鳞状非小细胞肺癌 (sq NSCLC) 全球多中心临床 (MRCT) III 期已启动，正在和武田积极推进非鳞状非小细胞肺癌 (nsq NSCLC) III 期，准备和监管沟通，持续关注 PoC 结果。
- 2) 3L CRC 今年开展中国 III 期研究。
- 3) 一线剂量探索研究已经完成，确认最优给药方案，一线 NSCLC 和 CRC 随机对照研究正在进行中，公司计划将在今年主要的国际大会如 ASCO、ESMO 会公布 IBI363 数据。
- 4) 根据 PoC 数据启动更多 MRCT。

后期管线持续推进，全球价值快速提升。2025 年公司推进 IBI363 (PD1/IL2)、IBI343 (CLDN18.2 ADC) 和 IBI324 (VEGF/ANG2) 3 款产品进入全球 III 期临床，公司认为对应潜在市场空间超 600 亿美金。

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早期管线全球竞争力凸显，期待 26 年的数据读出

2025 年国清院推进 11 款新分子进入临床，其中包括 EGFR/B7H3 ADC、PDL1/TROP2 ADC、CEA 双毒素 ADC、口服 GLP-1R 小分子、AGT siRNA、IL4R/TSLP 双抗等产品将在 2026-2027 年陆续读出 I/II 期早期数据。此外，公司还推进了 PD1/IL12、口服 GLP-1R 周制剂、EGFR/CMET 双毒素 ADC、INHBE siRNA 等产品进入临床阶段。

估值

考虑到公司在 2026 年 2 月与礼来制药达成战略合作将获得 3.5 亿美元首付款，我们上调了公司 2026/27 年总收入预测至 178/205 亿元（原 2026-27 预测为 152/187 亿元），上调公司 2026/27 年归母净利润预测至 23/35 亿元（原 2026-27 为 14/18 亿元）。我们当前假设公司和武田、礼来的合作首付款将会分 3-4 年逐步计入公司收入。我们采用 DCF 模型对公司进行估值，采用 FY27F-FY35F 现金流进行测算，基于 WACC 9.8%（不变），永续增长率 3.5%（不变），假设汇率 RMB:HKD=1:1.14，调高目标价 2% 至 HKD107.40，维持“优于大市”评级。

风险

新药研发风险，新药审批风险，新药商业化不及预期风险。

图 1 DCF 估值表

DCF Valuation (CNY mn)	2025	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2034E	2035E
Sales	13,042	17,796	20,537	23,660	27,042	30,367	33,014	35,999	38,284	40,444	42,704
y-y growth		36.5%	15.4%	15.2%	14.3%	12.3%	8.7%	9.0%	6.3%	5.6%	5.6%
Gross profit	11,286	15,393	17,661	20,372	23,310	26,207	28,524	31,139	33,154	35,065	37,067
y-y growth		36.4%	14.7%	15.3%	14.4%	12.4%	8.8%	9.2%	6.5%	5.8%	5.7%
EBIT	702	2,931	4,235	5,708	7,103	8,707	10,358	12,087	13,759	14,969	16,266
Tax rate	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%
EBIT*(1-tax rate)	597	2,491	3,599	4,852	6,037	7,401	8,804	10,274	11,695	12,724	13,826
+ D&A	484	381	411	439	467	493	518	539	557	572	582
- Change in working capital	567	152	(163)	(172)	(190)	(161)	(43)	(72)	49	87	95
- Capex	(517)	(845)	(866)	(878)	(881)	(875)	(857)	(829)	(791)	(741)	(682)
FCFF	1,130	2,179	2,981	4,241	5,433	6,859	8,421	9,912	11,511	12,642	13,821
Terminal value											227,238
FCF + Terminal value			2,981	4,241	5,433	6,859	8,421	9,912	11,511	12,642	241,059
Discount factor			0.91	0.83	0.76	0.69	0.63	0.57	0.52	0.47	0.43
PV of FCF + Terminal value			2,715	3,518	4,105	4,720	5,278	5,658	5,984	5,986	103,963
Terminal growth rate	3.5%										
WACC	9.8%										
Cost of Equity	11.4%										
Cost of Debt	6.0%										
Equity Beta	0.88										
Risk Free Rate	3.0%										
Market Risk Premium	9.5%										
Target Debt to Asset ratio	25%										
Effective Corporate Tax Rate	15.0%										
								Present value of enterprise (CNY mn)			141,927
								-Net debt (USD mn)			16,117
								-MI (USD mn)			-
								Equity value (USD mn)			158,044
								No. of shares			1,677
								DCF per share (CNY)			94.21
								CNY/HKD			1.14
								DCF per share (HKD)			107.40

资料来源：HTI

APPENDIX 1**Summary****Innovent FY25 result review**

In 2025, Innovent Biologics achieved total revenue of RMB 13.0 billion (YoY +38%), of which product sales revenue reached RMB 11.9 billion (YoY +45%), out-licensing revenue was RMB 960 million, and R&D service revenue was RMB 190 million. Gross margin stood at 86.5% (up 2.6 percentage points YoY). R&D expenses decreased 2% YoY to RMB 2.6 billion, while selling expenses increased 31% YoY to RMB 5.7 billion, with the selling expense ratio continuing to improve to 48%. In 2025, the Company turned to a net profit attributable to shareholders of RMB 810 million (compared with a loss of approximately RMB 100 million in the same period last year). The performance was in line with our previous expectations.

Strong organic sales growth; multiple products included in NRDL expected to drive further volume ramp-up in 2026

Product revenue grew 45% in 2025, primarily driven by continued strong performance in the oncology franchise and rapid expansion of the diversified product portfolio. Within oncology, sintilimab maintained steady growth (revenue of approximately USD 551 million according to Eli Lilly's financial report), while newly launched products also delivered solid sales. In the general medicine portfolio, high-potential assets such as mazdutide and the PCSK9 monoclonal antibody showed robust growth. In 2025, sintilimab secured one additional indication, and six new products were included in the National Reimbursement Drug List (NRDL), which is expected to further accelerate the Company's growth in 2026.

Out-licensing revenue expected to be recognized progressively in the income statement from 2026 onward

In 2025, the Company recognized out-licensing revenue of RMB 957 million, including RMB 550 million from the upfront payment of the DLL3 ADC collaboration with Roche signed in early 2025. Additionally, the Company has received a USD 1.2 billion upfront payment from the Takeda collaboration (with total short- and long-term contract liabilities of RMB 8.46 billion as of end-2025) and will receive a USD 350 million upfront payment from the Eli Lilly collaboration. These upfront payments are expected to be recognized in the Company's financial statements progressively over time.

Core asset IBI363 (PD-1/IL-2) advancing smoothly

1. The global multi-regional Phase III clinical trial (MRCT) in IO-resistant squamous non-small cell lung cancer (sq NSCLC) has been initiated. The Company is actively advancing the Phase III trial in non-squamous NSCLC (nsq NSCLC) in collaboration with Takeda, while preparing regulatory discussions. PoC results continue to be closely monitored.
2. A China Phase III study in 3L colorectal cancer (CRC) will be initiated this year.
3. The first-line dose exploration study has been completed, with the optimal dosing regimen confirmed. Randomized controlled studies in first-line NSCLC and CRC are currently underway. The Company plans to present IBI363 data at major international conferences such as ASCO and ESMO this year.
4. Additional MRCTs will be initiated based on PoC data.

Later-stage pipeline continues to progress, with rapidly increasing global value

In 2025, the Company advanced three assets — IBI363 (PD-1/IL-2), IBI343 (CLDN18.2 ADC), and IBI324 (VEGF/ANG2) — into global Phase III clinical trials. The Company estimates that the combined addressable market for these assets exceeds USD 60 billion.

Early-stage pipeline demonstrates strong global competitiveness; data readouts expected in 2026.

In 2025, the Company advanced 11 new molecules into clinical development, including EGFR/B7H3 ADC, PDL1/TROP2 ADC, CEA bispecific toxin ADC, oral GLP-1R small molecule, AGT siRNA, and IL4R/TSLP bispecific antibody. These assets are expected to yield Phase I/II early data successively in 2026–2027. In addition, the Company has progressed assets such as PD-1/IL-12, oral GLP-1R weekly formulation, EGFR/cMET bispecific toxin ADC, and INHBE siRNA into the clinical stage.

Valuation

Taking into account the strategic collaboration with Eli Lilly signed in February 2026, under which the Company will receive a USD 350 million upfront payment, we have raised our 2026/27 total revenue forecasts to RMB 17.8 billion / RMB 20.5 billion, and raised our 2026/27 attributable net profit forecasts to RMB 2.3 billion / RMB 3.5 billion. We currently assume that the upfront payments from the Takeda and Eli Lilly collaborations will be recognized in revenue over 3–4 years. We value the Company using a DCF model based on free cash flows from FY27F to FY35F, with an unchanged WACC of 9.8% and a perpetual growth rate of 3.5%. Assuming an exchange rate of RMB:HKD = 1:1.14, we adjust our target price to HKD 107.40 and maintain an "Outperform" rating.

Risks: risks in new drug research and development, risks in new drug approval, risks in commercializing new drugs.

APPENDIX 2

ESG Comments

Environmental:

the overall performance of company on environment is good

Social:

the overall performance of company on society is good

Governance:

the overall performance of company on government is good

附录 APPENDIX

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分析师股票评级

优于大市，未来 12-18 个月内预期相对基准指数涨幅在 10%以上，基准定义如下

中性，未来 12-18 个月内预期相对基准指数变化不大，基准定义如下。根据 FINRA/NYSE 的评级分布规则，我们会将中性评级划入持有这一类别。

弱于大市，未来 12-18 个月内预期相对基准指数跌幅在 10%以上，基准定义如下

各地股票基准指数：日本 – TOPIX, 韩国 – KOSPI, 台湾 – TAIEX, 印度 – Nifty100, 美国 – SP500; 其他所有中国概念股 – MSCI China.

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Analyst Stock Ratings

Outperform: The stock's total return over the next 12-18 months is expected to exceed the return of its relevant broad market benchmark, as indicated below.

Neutral: The stock's total return over the next 12-18 months is expected to be in line with the return of its relevant broad market benchmark, as indicated below. For purposes only of FINRA/NYSE ratings distribution rules, our Neutral rating falls into a hold rating category.

Underperform: The stock's total return over the next 12-18 months is expected to be below the return of its relevant broad market benchmark, as indicated below.

Benchmarks for each stock's listed region are as follows: Japan – TOPIX, Korea – KOSPI, Taiwan – TAIEX, India – Nifty100, US – SP500; for all other China-concept stocks – MSCI China.

截至 2025 年 12 月 31 日海通国际股票研究评级分布

截至 2025 年 9 月 30 日海通国际股票研究评级分布

	优于大市	中性 (持有)	弱于大市	优于大市	中性 (持有)	弱于大市
海通国际股票研究覆盖率	93.9%	6.0%	0.1%	92.3%	7.5%	0.2%
投资银行客户*	3.0%	4.0%	0.0%	3.3%	3.9%	0.0%

*在每个评级类别里投资银行客户所占的百分比。

上述分布中的买入，中性和卖出分别对应我们当前优于大市，中性和落后大市评级。

只有根据 FINRA/NYSE 的评级分布规则，我们才将中性评级划入持有这一类别。请注意在上表中不包含非评级的股票。

此前的评级系统定义（直至 2020 年 6 月 30 日）：

买入，未来 12-18 个月内预期相对基准指数涨幅在 10%以上，基准定义如下

中性，未来 12-18 个月内预期相对基准指数变化不大，基准定义如下。根据 FINRA/NYSE 的评级分布规则，我们会将中性评级划入持有这一类别。

卖出，未来 12-18 个月内预期相对基准指数跌幅在 10%以上，基准定义如下

各地股票基准指数：日本 – TOPIX, 韩国 – KOSPI, 台湾 – TAIEX, 印度 – Nifty100; 其他所有中国概念股 – MSCI China.

Haitong International Equity Research Ratings Distribution, as of December 31, 2025

Haitong International Equity Research Ratings Distribution, as of September 30, 2025

	Outperform	Neutral (hold)	Underperform	Outperform	Neutral (hold)	Underperform
HTI Equity Research Coverage	93.9%	6.0%	0.1%	92.3%	7.5%	0.2%
IB clients*	3.0%	4.0%	0.0%	3.3%	3.9%	0.0%

*Percentage of investment banking clients in each rating category.

BUY, Neutral, and SELL in the above distribution correspond to our current ratings of Outperform, Neutral, and Underperform.

For purposes only of FINRA/NYSE ratings distribution rules, our Neutral rating falls into a hold rating category. Please note that stocks with an NR designation are not included in the table above.

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BUY: The stock's total return over the next 12-18 months is expected to exceed the return of its relevant broad market benchmark, as indicated below.

NEUTRAL: The stock's total return over the next 12-18 months is expected to be in line with the return of its relevant broad market benchmark, as indicated below. For purposes only of FINRA/NYSE ratings distribution rules, our Neutral rating falls into a hold rating category.

SELL: The stock's total return over the next 12-18 months is expected to be below the return of its relevant broad market benchmark, as indicated below.

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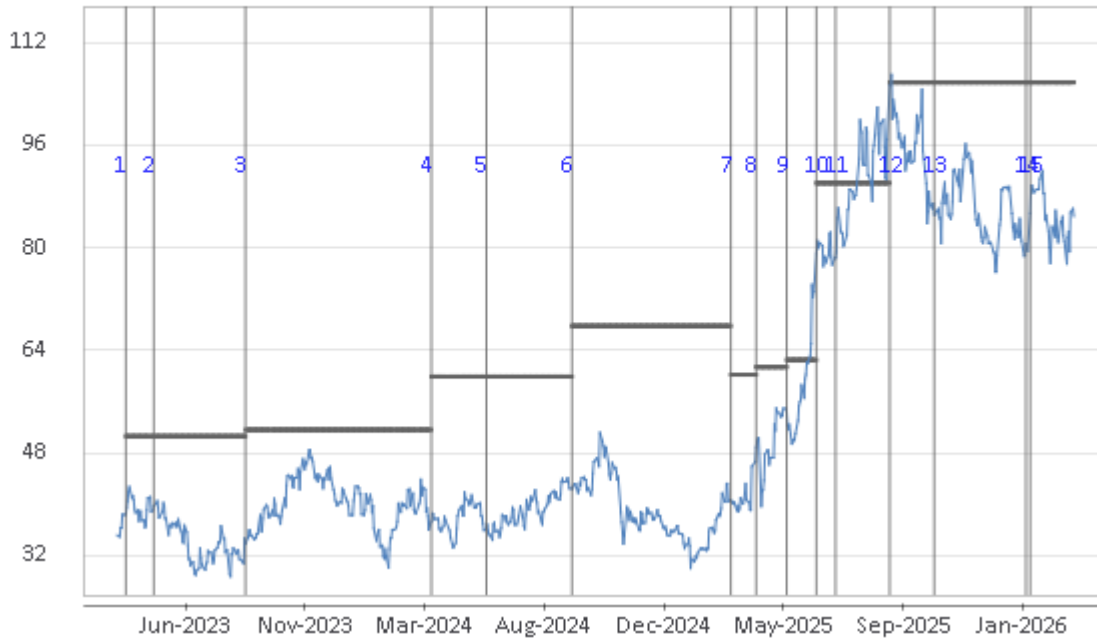
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Recommendation Chart

Innovent Biologics - 1801 HK



1. 10 Apr 2023 OUTPERFORM at 38.35 target 50.60.
2. 12 May 2023 OUTPERFORM at 39.75 target 50.60.
3. 25 Aug 2023 OUTPERFORM at 34.65 target 51.60.
4. 25 Mar 2024 OUTPERFORM at 36.00 target 59.90.
5. 27 May 2024 OUTPERFORM at 35.90 target 59.90.
6. 2 Sep 2024 OUTPERFORM at 42.45 target 67.80.
7. 3 Mar 2025 OUTPERFORM at 43.20 target 60.20.
8. 1 Apr 2025 OUTPERFORM at 46.60 target 61.40.
9. 6 May 2025 OUTPERFORM at 54.30 target 62.50.
10. 9 Jun 2025 OUTPERFORM at 73.15 target 90.10.
11. 1 Jul 2025 OUTPERFORM at 78.40 target 90.10.
12. 1 Sep 2025 OUTPERFORM at 96.85 target 105.80.
13. 22 Oct 2025 OUTPERFORM at 86.90 target 105.80.
14. 4 Feb 2026 OUTPERFORM at 80.65 target 105.80.
15. 9 Feb 2026 OUTPERFORM at 85.40 target 105.80.

Source: Company data Bloomberg, HTI estimates