

COMPANY UPDATE

2026. 8. 26

Innovation Team

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▶ AT A GLANCE

HOLD		
Target price	KRW610,000	21.8%
Current price	KRW501,000	
Market cap	KRW6.4t/USD4.6b	
Shares (float)	12,810,991 (49.0%)	
52-week high/low	KRW626,000/KRW290,000	
Avg daily trading value (60-day)	KRW64.3b/USD46.4m	

▶ ONE-YEAR PERFORMANCE

	1M	6M	12M
Hanmi Pharm (%)	27.8	-15.2	72.8
Vs Kospi (%pts)	26.8	-23.5	-17.8

▶ KEY CHANGES

(KRW)	New	Old	Diff
Recommend.	HOLD	BUY	
Target price	610,000	500,000	22.0%
2026E EPS	19,511	14,497	34.6%
2027E EPS	24,014	13,721	75.0%

▶ SAMSUNG vs THE STREET

No of estimates	18
Target price	603,889
Recommendation	4.0
※ Rating: 4 < → BUY, 3 = HOLD, 2 > → SELL	



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Hanmi Pharmaceutical (128940)

New obesity drug's potential confirmed

- Hanmi Pharmaceutical has licensed its next-generation obesity therapeutic candidate HM17321 to Genentech, it announced on Aug 24. The deal reflects global recognition of HM17321's potential as a next-generation obesity therapy that avoids muscle loss, despite its only being in the early Phase-I stage.
- **Raising target price to KRW610,000 but downgrading to HOLD:** We raise our 12-month target price to KRW610,000 following the out-licensing agreement with Genentech, but downgrade our rating to HOLD given the limited upside.

WHAT'S THE STORY?

Licensing next-generation obesity therapeutic candidate to Genentech:

Hanmi Pharmaceutical has licensed its next-generation obesity therapeutic candidate HM17321 (LA-UCN2; a non-incretin compound) to Genentech (a subsidiary of Roche Holdings) in a deal valued at USD2.35b (including an upfront payment of USD190m or KRW285b), it announced on Aug 24. The large-scale deal, despite HM17321's only being in the early Phase-I stage, reflects Genentech's high valuation of Hanmi Pharmaceutical's next-generation obesity treatment, which potentially overcomes the key limitation of current GLP-1-based obesity therapies—loss of lean body mass—by simultaneously achieving weight loss and muscle preservation. The transition from single ascending dose (SAD) to multiple ascending dose (MAD) indicates positive signals in early human safety and tolerability data, suggesting improved feasibility and accelerated development momentum for the drug.

(Continued on the next page)

SUMMARY FINANCIAL DATA

	2025	2026E	2027E	2028E
Revenue (KRWb)	1,548	1,780	1,918	1,847
Operating profit (KRWb)	258	377	450	313
Net profit (adj) (KRWb)	187	271	346	251
EPS (adj) (KRW)	13,235	19,511	24,014	17,429
EPS (adj) growth (% y-y)	39.8	47.4	23.1	-27.4
EBITDA margin (%)	23.0	26.6	27.9	21.0
ROE (%)	14.5	18.0	18.5	11.7
P/E (adj) (x)	34.2	25.7	20.9	28.7
P/B (x)	4.6	4.2	3.5	3.2
EV/EBITDA (x)	17.4	13.7	11.5	15.5
Dividend yield (%)	0.4	0.4	0.4	0.4

Source: Company data, Samsung Securities estimates

Downgrading to HOLD but raising target price to KRW610,000: We raise our target price for the stock to KRW610,000, as: 1) we now apply a forward EV/EBITDA multiple of 12x (up from 11x) to our normalized forward (3Q26-2Q27) EBITDA estimate of KRW316.4b—concerns over earnings pressure on Beijing Hanmi stemming from China’s volume-based procurement policies have been partially mitigated by the recognition of upfront payments, leading to an upward revision of our target multiple; and 2) our estimated value of the pipeline drug HM17321 has risen to KRW1.077t (from KRW189.2b), raising the total pipeline valuation to KRW3.872t (from KRW2.925t). While our SOTP-based target price has thus been lifted, the stock’s rally (up 30% d-d on Aug 24) leaves limited upside relative to our revised target price. Consequently, we downgrade our rating from BUY to HOLD.

Accounting treatment and valuation consistency: In prior deals with Eli Lilly, upfront payments were recognized as one-time items and excluded from normalized EBITDA forecasts. For HM17321, the accounting treatment (one-time item or distributed recognition method) remains undetermined. If the income is distributed, it is unclear what the revenue recognition period might be. We assume the payment will be recognized through end-2027, with Phase-II clinical trials set to begin in 2027. However, to ensure consistency across pipeline valuations and to avoid distortion of the 12-month forward EBITDA metric, we treat the upfront payment as a non-recurring item (and exclude it from our 12-month forward EBITDA calculation) and normalize the forward EBIT. The HM17321 pipeline value is updated using a revised rNPV model, incorporating a 20% probability of success at each clinical stage. We also raise HM17321’s assumed peak global market share from 7.5% to 30% by 2036, reflecting Genentech’s commercialization ability.

3Q preview

(KRWb)	3Q26E	2Q26	3Q25	Consensus	Diff (%)		
					q-q	y-y	Consensus
Sales	439.1	467.2	362.3	383.6	(6.0)	21.2	14.5
Operating profit	92.5	131.1	55.1	53.2	(29.4)	68.0	73.9
Pre-tax profit	96.1	120.1	52.3	48.1	(20.0)	83.9	99.8
Net profit	66.7	83.3	40.1	38.2	(19.9)	66.3	74.8
Margins (%)							
Operating profit	21.1	28.1	15.2	13.9			
Pre-tax profit	21.9	25.7	14.4	12.5			
Net profit	15.2	17.8	11.1	10.0			

Source: Company data, FnGuide, Samsung Securities estimates

Hanmi Pharmaceutical: Sum-of-the-parts valuation

(KRWb)	Calculation	Estimated value	Normalized Forward EBITDA		EV/EBITDA (x)
Operating value	(A)	3,797		316.4	12.0*
Non-operating value	(B)	3,872	Partner	Indication	Phase
Sonepeglutide		744	Eli Lilly	ShortBowelSyndrome	P2
Efinopegdutide		518	Merck	MASH	P2b
Efocipegtrutide		577		MASH	P2b
HM15275		956		Obesity	P2
HM17321		1,077	Genentech	Obesity	P1
Net debt	(C)	129			
Fair value	(D=A+B-C)	7,798			
Outstanding shares ('000)	(E)	12,811			
Fair value per share (KRW)	(D/E)	608,719			
Target price (KRW)		610,000			

Note: *Average at which major covered pharmaceutical firms are trading

Source: FnGuide, Samsung Securities estimates

Detailed results and forecasts

(KRWb)	2025	2026E	2027E	1Q25	2Q25	3Q25	4Q25	1Q26	2Q26	3Q26E	4Q26E	1Q27E	2Q27E	3Q27E	4Q27E
Sales	1,548	1,780	1,918	391	361	362	433	393	467	439	480	465	463	474	516
Chg (% y-y)	3.5	15.0	7.8	(3.2)	(4.5)	0.1	23.1	0.5	29.3	21.2	10.9	18.4	(1.0)	8.1	7.4
Parent	1,147	1,407	1,504	295	276	269	306	285	407	342	373	354	368	375	408
Prescription/OTC	908	1,013	1,125	220	227	230	232	243	249	251	271	268	274	280	303
Amosartan	145	148	151	36	36	37	36	36	37	38	37	37	38	38	38
Esomezol	63	61	62	16	16	16	16	15	15	16	16	15	15	16	16
Amodipin	25	25	25	6	6	6	6	6	6	6	6	6	6	6	6
Rosuzet	228	250	275	54	56	59	59	59	62	65	65	65	68	71	71
Royalties, etc	45	116	208	7	10	10	19	6	2	55	54	48	50	57	54
Exports	194	163	171	68	40	30	56	37	42	36	49	39	44	38	51
Beijing Hanmi	402	378	423	97	87	94	125	106	61	98	113	112	97	101	114
Hanmi Fine Chemical	91	93	98	23	23	17	28	22	24	18	30	23	25	19	31
Internal sales adjustment	(100)	(102)	(107)	(23)	(25)	(18)	(33)	(22)	(26)	(19)	(35)	(23)	(27)	(20)	(37)
COGS	663	707	756	177	157	157	172	176	164	174	194	185	178	189	203
Chg (% y-y)	(2.3)	6.7	6.9	0.1	(8.7)	(4.1)	3.7	(1.0)	4.8	11.0	12.3	5.5	8.8	8.8	4.8
Ratio to sales (%)	42.9	39.8	39.4	45.4	43.3	43.3	39.8	44.7	35.1	39.6	40.3	39.8	38.6	39.9	39.4
SG&A expenses	627	695	712	155	144	151	177	164	172	173	187	176	169	171	196
Chg (% y-y)	4.3	11.0	2.4	3.2	(2.9)	1.9	14.5	5.9	19.3	14.6	5.5	7.5	(1.5)	(1.1)	4.9
Ratio to sales (%)	40.5	39.1	37.1	39.5	39.9	41.5	40.9	41.6	36.8	39.3	38.9	37.8	36.6	35.9	38.0
Operating profit	258	377	450	59	60	55	83	54	131	93	100	104	115	114	117
Chg (% y-y)	19.2	46.2	19.4	(23.0)	4.0	8.0	173.4	(9.1)	116.9	68.0	19.6	94.0	(12.6)	23.7	17.2
Operating margin (%)	16.7	21.2	23.5	15.1	16.7	15.2	19.2	13.7	28.1	21.1	20.7	22.4	24.8	24.1	22.6
Pre-tax profit	213	350	443	53	50	52	58	55	120	96	78	113	107	122	102
Growth (% y-y)	24.7	64.0	26.6	(29.1)	(8.2)	30.0	2,670.9	4.1	142.5	83.9	34.1	103.6	(10.7)	26.4	29.5
Net profit	170	250	308	43	39	40	48	45	83	67	54	78	75	84	70
Chg (% y-y)	39.8	47.4	23.1	(22.5)	(3.9)	29.5	Turned to pos	6.8	115.2	66.3	131	72.1	(10.6)	26.4	29.5
Net margin (%)	11.0	14.0	16.0	10.9	10.7	11.1	11.1	11.6	17.8	15.2	11.3	16.8	16.1	17.8	13.7

Source: Company data, Samsung Securities estimates

Income statement

Year-end Dec 31 (KRWb)	2024	2025	2026E	2027E	2028E
Sales	1,496	1,548	1,780	1,918	1,847
Cost of goods sold	678	663	707	756	806
Gross profit	817	884	1,072	1,162	1,041
Gross margin (%)	54.6	57.1	60.2	60.6	56.4
SG&A expenses	601	627	695	712	728
Operating profit	216	258	377	450	313
Operating margin (%)	14.5	16.7	21.2	23.5	17.0
Non-operating gains (losses)	-45	-44	-27	-7	8
Financial profit	12	12	14	23	32
Financial costs	31	17	13	13	13
Equity-method gains (losses)	-0	-0	-0	0	0
Other	-26	-39	-27	-16	-10
Pre-tax profit	171	213	350	443	322
Taxes	31	26	79	97	71
Effective tax rate (%)	18.0	12.3	22.5	22.0	22.0
Profit from continuing operations	140	187	271	346	251
Profit from discontinued operations	0	0	0	0	0
Net profit	140	187	271	346	251
Net margin (%)	9.4	12.1	15.2	18.0	13.6
Net profit (controlling interests)	121	170	250	308	223
Net profit (non-controlling interests)	19	18	21	38	28
EBITDA	314	357	474	535	387
EBITDA margin (%)	21.0	23.0	26.6	27.9	21.0
EPS (parent-based) (KRW)	9,470	13,235	19,511	24,014	17,429
EPS (consolidated) (KRW)	10,962	14,607	21,177	26,982	19,583
Adjusted EPS (KRW)*	9,470	13,235	19,511	24,014	17,429

Cash flow statement

Year-end Dec 31 (KRWb)	2024	2025	2026E	2027E	2028E
Cash flow from operations	193	173	369	366	235
Net profit	140	187	271	346	251
Non-cash profit and expenses	179	198	192	164	118
Depreciation	86	86	84	73	63
Amortization	12	13	14	13	11
Other	82	99	94	79	44
Changes in A/L from operating activities	-90	-150	-6	-56	-81
Cash flow from investments	25	-159	-75	-17	-20
Change in tangible assets	-39	-43	-36	0	0
Change in financial assets	-10	-47	-10	-26	-30
Other	74	-70	-28	9	9
Cash flow from financing	-94	-97	-54	-25	-25
Change in debt	-76	-62	-16	1	1
Change in equity	-0	0	1	0	0
Dividends	-13	-31	-35	-25	-25
Other	-5	-4	-4	0	0
Change in cash	137	-84	247	324	190
Cash at beginning of year	55	192	108	355	679
Cash at end of year	192	108	355	679	868
Gross cash flow	320	385	463	510	368
Free cash flow	154	130	334	366	235

Note: *Excluding one-off items

**Fully diluted, excluding one-off items

***From companies subject to equity-method valuation

Source: Company data, Samsung Securities estimates

Balance sheet

Year-end Dec 31 (KRWb)	2024	2025	2026E	2027E	2028E
Current assets	746	894	1,361	1,809	2,138
Cash & equivalents	192	108	355	679	868
Accounts receivable	238	337	321	361	407
Inventories	301	339	436	490	552
Other current assets	15	110	249	278	311
Fixed assets	1,275	1,244	1,129	1,046	975
Investment assets	172	124	36	38	41
Tangible assets	796	760	728	655	593
Intangible assets	94	113	133	121	109
Other long-term assets	212	247	232	232	232
Total assets	2,021	2,138	2,490	2,854	3,112
Current liabilities	683	605	654	697	727
Accounts payable	39	54	69	77	87
Short-term debt	371	320	305	305	305
Other current liabilities	274	231	281	315	335
Long-term liabilities	97	110	110	112	114
Bonds & long-term debt	86	92	91	91	91
Other long-term liabilities	11	18	20	21	23
Total liabilities	780	715	765	809	841
Owners of parent equity	1,085	1,250	1,525	1,807	2,005
Capital stock	32	32	32	32	32
Capital surplus	411	411	413	413	413
Retained earnings	681	836	1,037	1,319	1,517
Other	-39	-30	43	43	43
Non-controlling interests' equity	156	173	200	238	266
Total equity	1,241	1,423	1,725	2,045	2,271
Net debt	303	233	-129	-476	-693

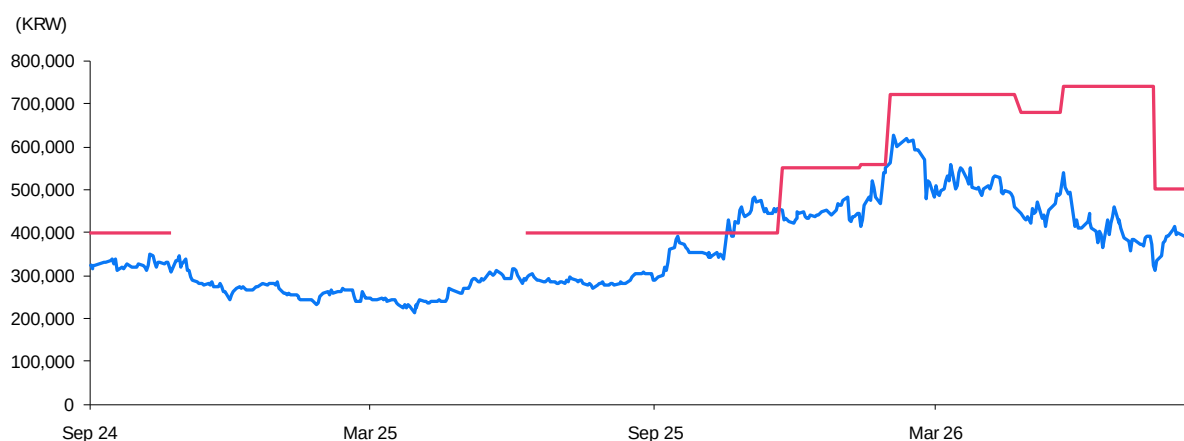
Financial ratios

Year-end Dec 31	2024	2025	2026E	2027E	2028E
Growth (%)					
Sales	0.3	3.5	15.0	7.8	-3.7
Operating profit	-2.0	19.2	46.2	19.4	-30.4
Net profit	-15.1	33.3	45.0	27.4	-27.4
Adjusted EPS**	-17.0	39.8	47.4	23.1	-27.4
Per-share data (KRW)					
EPS (parent-based)	9,470	13,235	19,511	24,014	17,429
EPS (consolidated)	10,962	14,607	21,177	26,982	19,583
Adjusted EPS**	9,470	13,235	19,511	24,014	17,429
BVPS	85,558	98,560	120,075	142,298	157,878
DPS (common)	1,250	2,000	2,000	2,000	2,000
Valuations (x)					
P/E***	29.6	34.2	25.7	20.9	28.7
P/B***	3.3	4.6	4.2	3.5	3.2
EV/EBITDA	12.9	17.4	13.7	11.5	15.5
Ratios (%)					
ROE	11.9	14.5	18.0	18.5	11.7
ROA	7.2	9.0	11.7	12.9	8.4
ROIC	14.3	17.3	21.1	25.5	17.9
Payout ratio	13.1	15.0	10.2	8.3	11.4
Dividend yield (common)	0.4	0.4	0.4	0.4	0.4
Net debt to equity	24.5	16.4	-7.5	-23.3	-30.5
Interest coverage (x)	8.9	15.2	28.0	33.5	23.3

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Target price changes in past two years



Rating changes over past two years (adjusted share prices)

Date	2024/1/11	2025/12/1	2026/1/21	2/9	5/4	6/1	7/30	8/25
Recommendation	BUY	BUY	BUY	BUY	BUY	BUY	BUY	HOLD
Target price (KRW)	400000	550000	560000	720000	680000	740000	500000	610000
Gap* (average)	-21.89	-19.38	-11.26	-26.37	-33.76	-44.84	-20.39	
(max or min)**	-11.75	-12.45	-1.43	-13.06	-27.79	-31.49	8.00	

Note: * [(average, maximum, or minimum share price over duration of target price minus target price) / target price] x 100%

** Maximum/minimum share price if new target is higher/lower than market close on the business day prior to target price change

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Company

BUY	Expected to increase in value by 15% or more within 12 months and is highly attractive within sector
HOLD	Expected to increase/decrease in value by less than 15% within 12 months
SELL	Expected to decrease in value by 15% or more within 12 months

Industry

OVERWEIGHT	Expected to outperform market by 5% or more within 12 months
NEUTRAL	Expected to outperform/underperform market by less than 5% within 12 months
UNDERWEIGHT	Expected to underperform market by 5% or more within 12 months

* Note: Effective Jul 27, 2023, BUY, HOLD, and SELL criteria are based on expectations of share-price moves of 15% or more within 12 months

Percentage of ratings in 12 months prior to 2026.06.30

BUY (85.5%)-HOLD (14.5%)-SELL (0%)

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