

Edge Medical (2675.HK): China Healthcare Corporate Day 2026 Takeaways — solid overseas expansion; procedure volume ramp

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Bottom line: 1) overseas sales momentum remained solid, with cumulative overseas installed/shipped systems expected at c.100 by 1H26 and fast growth across Europe, Latin America and South/Southeast Asia; 2) procedure volume continued to ramp, with cumulative procedures exceeding 20k as of May 2026 and monthly procedures reaching c.1,500; 3) management views product performance, rather than price, as the key competitive factor, and remains confident in achieving full-year revenue and installation targets at 120 units.

Key Takeaways

■ **Overseas momentum sustained; mid-year shipment/installation on track:**

Management expects global cumulative installed/shipped systems to reach c.160 by 1H26 (overseas c.100, domestic c.60). Growth momentum remained strong in Europe, Latin America and South/Southeast Asia, with cumulative orders reaching 10+ systems in Poland, c.10 systems each in India/Brazil, and 5+ systems in Italy. Management attributed the overseas traction to Edge Medical's differentiated MP+SP (multi-port + single-port) platform, competitive product performance, and rapid iterations closely aligned with surgeons' clinical needs. Looking ahead, the company: 1) expects Japan/Korea approvals by end-2026 to early-2027; 2) is building direct sales teams in the UK/Germany/France, with new orders expected next year; and 3) may use its next-generation system, benchmarking against da Vinci 5, for future US/Canada registration.

■ **Procedure volume ramping; utilization upside remains meaningful:**

Cumulative procedures exceeded 20k as of May 2026, including 17k multi-port and 3k single-port procedures, with monthly procedure volume ramping to c.1,500. Overseas cumulative procedures reached c.5k within less than a year since July 2025 installment, supported by c.100 overseas installed/shipped systems, of which c.50-60 are mature installed systems. Current annual

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procedures per installed system reached c.100 overseas and c.210 in China. Management noted China took c.2–3 years to improve from c.100 to the current level and remains confident in further utilization upside, with a long-term target to approach da Vinci's c.300 procedures per system annually.

- **Competition remains product-led; pricing discipline and next-gen system support margin outlook:** Management sees product performance as a more important competitive factor than pricing, supporting Edge Medical's relatively stable system pricing and expectation for 1H26 gross margin to remain broadly in line with the prior-year period. While domestic competition remains intense, management noted Edge Medical achieved c.30% bidding share, modestly higher than last year, supported by product differentiation. Management also expects the next-generation system launch next year to support a US\$100–300k system ASP uplift versus the current-generation system, by introducing meaningful technology upgrades including force feedback benchmarked against da Vinci 5, intelligent imaging, advanced navigation capability and broader platform performance enhancement.

Valuation and risks: Our 12-m TP of HK\$81.0 is based on DCF valuation, with 9% WACC and 3% terminal growth (consistent with our medtech & service coverage). Key downside risks: 1) Slower-than-expected commercialization in China, and potential patent litigation overseas; 2) weaker-than-expected capabilities of overseas collaborated distributors; 3) capacity constraints.

2675.HK

12m Price Target: **HK\$81.00**Price: **HK\$34.90**Upside: **132.1%**

Buy		GS Forecast			
		12/25	12/26E	12/27E	12/28E
Market cap: HK\$13.7bn / \$1.7bn	Revenue (Rmb mn)	455.7	868.9	1,393.7	2,018.1
Enterprise value: HK\$12.2bn / \$1.6bn	EBITDA (Rmb mn)	(84.2)	(0.3)	120.2	293.4
3m ADTV: HK\$20.5mn / \$2.6mn	EPS (Rmb)	(0.25)	0.06	0.35	0.70
China	P/E (X)	NM	NM	85.3	43.3
China & Korea Medtech & Services	P/B (X)	NM	4.7	4.4	3.9
M&A Rank: 3	Dividend yield (%)	NM	NM	NM	NM
Leases incl. in net debt & EV?: Yes	N debt/EBITDA (ex lease,X)	–	–	(9.6)	(4.4)
	CROCI (%)	(9.5)	7.8	18.3	27.7
	FCF yield (%)	–	(0.6)	(1.3)	1.2
		12/25	6/26E	12/26E	6/27E
	EPS (Rmb)	0.00	(0.01)	0.06	0.20

Source: Company data, Goldman Sachs Research estimates, FactSet. Price as of 23 Jun 2026 close.

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Target price history table(s)

Edge Medical (2675.HK)

Date of report	Target price (HK\$)	Closing price (HK\$)
21-Apr-26	81.00	57.85

Price targets shown in table(s) are unadjusted for corporate actions.

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