

# Investor Presentation

## 2022 Annual Report

Prepared in accordance with China Accounting Standards

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# **Performance Highlights and Financial Review**

# Performance Highlights (1/3)

## Revenue

RMB **43,952** million   
(+12.66% YoY)

Mainly due to new launches in the past few years

## Net profit after one-off loss

RMB **3,873** million   
(+18.17% YoY)

Mainly due to the solid revenue growth and effective control of marketing expenses

## Net operating cash flow

RMB **4,218** million   
(+7.10% YoY)

Mainly due to the cash flow contribution from revenue growth and recurring profit during the reporting period

## Revenue from regions and countries outside Chinese Mainland

RMB **13,938** million   
(+2.49% YoY)

Revenue from regions and countries outside Chinese Mainland accounts for 31.7% of the total revenue

## Revenue from new launches in the past few years

% Pharmaceutical Revenue   
**>30%**  
(>25% in 2021)

Innovative drugs and biosimilars contributes nearly RMB10 billion of the revenue

## MSCI-ESG

# A

Improved from BBB to A, leading in the industry

# Performance Highlights (2/3)

**Serplulimab injection (PD-1)** is approved for MSI-H, sqNSCLC and ES-SCLC in Chinese Mainland; SCLC was granted with Orphan-drug Designation from FDA and EC; the MAA of SCLC was accepted by the EMA\*

**Azvudine tablet** has been commercialized in Chinese Mainland and included in the 2022 NRDL

**Yi Kai Da (CAR-T) LBCL second**

# Performance Highlights (3/3)

## Organizational Restructuring

Clarifying business boundaries; subdivided Pharmaceutical into **Innovative Medicines Division, Established Medicines Manufacturing & Supply Division and Vaccine Division**; integrating R&D, marketing and commercialization under **headquarter management**; gathering resources to develop quality business

**Optimizing R&D decision making mechanism**; setting key decision making steps

## Talent Led R&D

**Numbers of** senior scientists and C-level talents joined Fosun Pharma, covering early R&D, CMC, clinical medicine and clinical operations

Constructing **Scientific Advisor Board (SAB)**, bringing in former corporate executives and academicians, scientists, clinical leaders and regulatory experts from well-known universities

## Industry Chain Integration Capabilities

### Case: Azvudine tablet

#### Within 5 months:

Selected and licensed in Azvudine tablet  
Obtained emergency conditional approval in Chinese Mainland to treat adult patients with normal type COVID-19

Established professional sales team to commercialize in Chinese Mainland

Leveraged advantages in distribution network and logistics to rapidly expand sales channels

Collaborated with multiple manufacturers to secure supply

Delivered 6.74 million bottles of Azvudine tablet by the end of 2022

# Financial Review

Key Financials (RMB million)	2021	2022	YoY	Expense Structure	2021	2022	Key Indicators	2021	2022
Revenue	39,011	43,952	12.7%	Gross Margin	48.1%	47.3%	Cash and bank balances (RMB million)	10,317	16,241
Net profit attributable to shareholders	4,729	3,731	-21.1%	Selling and Distribution	23.3%	20.9%	Net asset attributable to shareholders (RMB million)	39,196	44,582
Net profit after one-off loss	3,277	3,873	18.2%	Administrative	8.3%	8.7%	Current ratio	1.04	1.06
Net operating cash flow	3,938	4,218	7.1%	R&D	9.8%	9.8%	Quick ratio	0.85	0.85
R&D Expenditure	4,978	5,885	18.2%	Finance	1.2%	1.5%	Debt-to-asset ratio	48.2%	49.5%
R&D Expense	3,837	4,302	12.1%	Gross Margin minus Selling and Distribution	24.8%	26.4%			
Basic EPS (RMB/share)	1.85	1.43	-22.7%						
Dividend Payout Ratio (Subject to approval by the shareholders )	30%	30%	-						

Note: nonrecurring loss RMB142 million (-1,593 million YoY), mainly due to market fluctuations of BNTX and other stocks held by the Group; the net effect of BNTX disposal and fair value changes results approximately RMB1 billion one-off loss; realized RMB3,731 million (-21.10% YoY) net profit attributable to shareholders for the reporting period

Note :

The decrease of Gross Margin was mainly due to: 1) the lower gross margins on overseas sales of third party personal protective products for COVID-19; 2) the unit price increase of some core products due to the increase in labor costs and raw materials; 3) but the GM of Pharma business increased by 2.96 pct due to the continuous optimized product structure  
The decrease of selling and distribution rate was caused by the combined impact of : 1) continuously strengthen the control of sales expense; 2) the decreased selling and distribution rate of volume based purchasing products; 3) spend on market development and sales team for new launches in the past few years including Serplulimab injection (PD-1)

Note : the increase of cash and bank balances was mainly due to the raised RMB4.48 billion from non-public placement of A-Shares in July 2022. The raised fund is for 1) innovative drug clinical trials, license-in and launch; 2) construction manufacturing base for API and formulation; 3) replenishment working capital

# Financial Review - Segments Breakdown

**Revenue RMB 30,812 million (+6.60% YoY); Segment results<sup>1</sup> RMB3,795 million (+28.04% YoY); Profit RMB3,413 million<sup>2</sup> (+29.77% YoY)**

Revenue change was mainly driven by:

- Rapid growth from new launches in the past few years
- Gland Pharma revenue -6% YoY<sup>5</sup> due to the suspension of production line for upgrade and insufficient supply of packaging materials
- Comirnaty (mRNA COVID-19 vaccine) sales -30% YoY

The growth of Segment results and Profit was mainly driven by:

- Increased profit margin with improved product portfolio
- The decrease of selling and distribution rate

**Revenue RMB6,949 million (+17.03% YoY); Segment results<sup>1</sup> RMB521 million (+11.87%<sup>3</sup> YoY); Profit RMB771 million (+2.33%<sup>3</sup> YoY)**

Growth was mainly driven by:

- Strong growth of medical aesthetics business in key markets including North America and Europe through new launches and distribution channel expansion
- Sales of COVID-19 Antigen Test and other new launches

**Revenue RMB6,080 million (+33.56%<sup>4</sup> YoY); Segment results<sup>1</sup> RMB622 million loss (RMB255 million less YoY); Profit RMB792 million loss (RMB359 million less YoY)**

Growth was mainly driven by:

- Growth from online services and revenue recovery from offline hospitals

The decline of Segment Results and Profit was mainly caused by:

- Investment in online business
- Periodic decrease in diagnosis and treatment volume of hospitals
- Initial loss of newly opened hospitals

Note 1: Segment results are obtained as segment revenue less costs of sales, selling and distribution expenses, administrative expenses and R&D expenses

Note 2: Pharmaceutical segment profit excludes the effect on sales of BNTX shares

Note 3: Med Tech growth is the YoY growth excludes the impact from equity transfer of Yaneng Bioscience in 2021

Note 4: Healthcare Services segment revenue growth is the YoY growth excludes the impact from Guangzhou Xinshi Hospital acquisition in 2022

Note 5: Based on the financial statements of Gland Pharma in its reporting currency





# **Strengths and Key Growth Drivers**



# Upgraded Innovative Pipeline & System Development - R&D Strategy

## Core Technology Platform

Small Molecule, Antibody/ADC, RNA, Cell Therapy



Strengthened small molecule R&D capabilities



Established R&D capabilities of novel antibody including monoclonal antibody, bispecific antibody and ADC



Collaboration on mRNA and RNAi



## Core R&D System and Capabilities

Efficient and comprehensive -to- R&D capabilities from project management to market launch

Clinical value-oriented drug innovation, FIC+BIC accounts for over 50% of the pipeline products

Accelerated the R&D of competitive product with dynamic evaluation



# Upgraded Innovative Pipeline & System Development - Core Products

## Launched Core Product

## Core Product Pipeline

Innovative Products

Serplulimab injection (PD-1) <i>MSI-H, sqNSCLC, ES-SCLC</i>	Ejilunsai injection (CAR-T) <i>Third-line LBCL</i>
Rituximab injection (CD20) <i>Lymphoma, RA</i>	Trastuzumab injection(HER2) <i>Breast Cancer</i>
Netupitant and Palonosetron <i>Chemo-induced nausea and vomiting</i>	Azvodine <i>COVID-19 Treatment</i>
Avatrombopag Maleate <i>CLDT</i>	Apremilast <i>Psoriasis</i>
Antimalarial Series Including Artesunate <i>Anti-malarial</i>	Keverprazan Hydrochloride Chinese Mainland <i>Duodenal Ulcer, Reflux Esophagitis</i>

NDA

Ph3

Ph2

Other Pivotal Studies

Serplulimab injection (PD-1) <i>ESCC</i>	Ejilunsai injection (CAR-T) <i>Second-line LBCL</i>	Etelcalcetide <i>HPT</i>
Trastuzumab (HER2) - U.S. <i>Breast Cancer</i>	Avatrombopag Maleate <i>ITP</i>	Opicapone COMT <i>Parkinson syndrome</i>
Serplulimab injection (PD-1) <i>Neo-/adjuvant treatment of gastric cancer</i>	FCN-437 CDK4/6 <i>Breast Cancer</i>	Tenapanor (NHE3 small molecule) <i>ESRD-HD, IBS-C</i>
RT002 (long-lasting botulinum toxin) <i>GL CD</i>	FCN-1502 (HER2-ADC) <i>Breast Cancer, etc.</i>	SAF-189 (ALK&ROS1) <i>NSCLC</i>
FCN-338 Bcl-2 <i>Hematological malignancies R/R BCL</i>	FCN-159 (MEK small molecule) <i>Type I Neurofibroma</i>	ET-26 <i>Anesthesia</i>
Keverprazan Hydrochloride <i>DU, RE</i>	Global	FKC-889 CAR-T <i>MCL</i>

Vaccines

mRNA COVID-19 Vaccine <i>Hong Kong, Macau, Taiwan regions COVID-19 Prevention</i>	Bivalent mRNA COVID-19 Vaccine <i>Hong Kong, Macau, Taiwan regions COVID-19 Prevention</i>
Human Rabies Vaccine (Vero Cells) <i>Rabies Prevention</i>	Influenza Vaccine <i>Influenza Prevention</i>

Ph3 13-Valent Pneumococcal Conjugate Vaccine <i>Pneumococcal Disease Prevention</i>	Ph1 24-Valent Pneumococcal Conjugate Vaccine <i>Pneumococcal Disease Prevention</i>
Ph3 Freeze-dried Human Rabies Vaccine (Vero Cells) <i>Rabies Prevention</i>	Ph3 4-Valent Influenza Vaccine <i>Influenza Prevention</i>

Generics

27 generic drugs / indications were approved in Chinese Mainland / Hong Kong region / the U.S. in 2022

Filed 30 generic drugs / indications NDA in Chinese Mainland  
R&D pipeline: 118 generic drugs, 21 consistency evaluation



Note: updated to March 31<sup>st</sup> 2023

Note:   Oncology Drugs   Non-oncology drugs

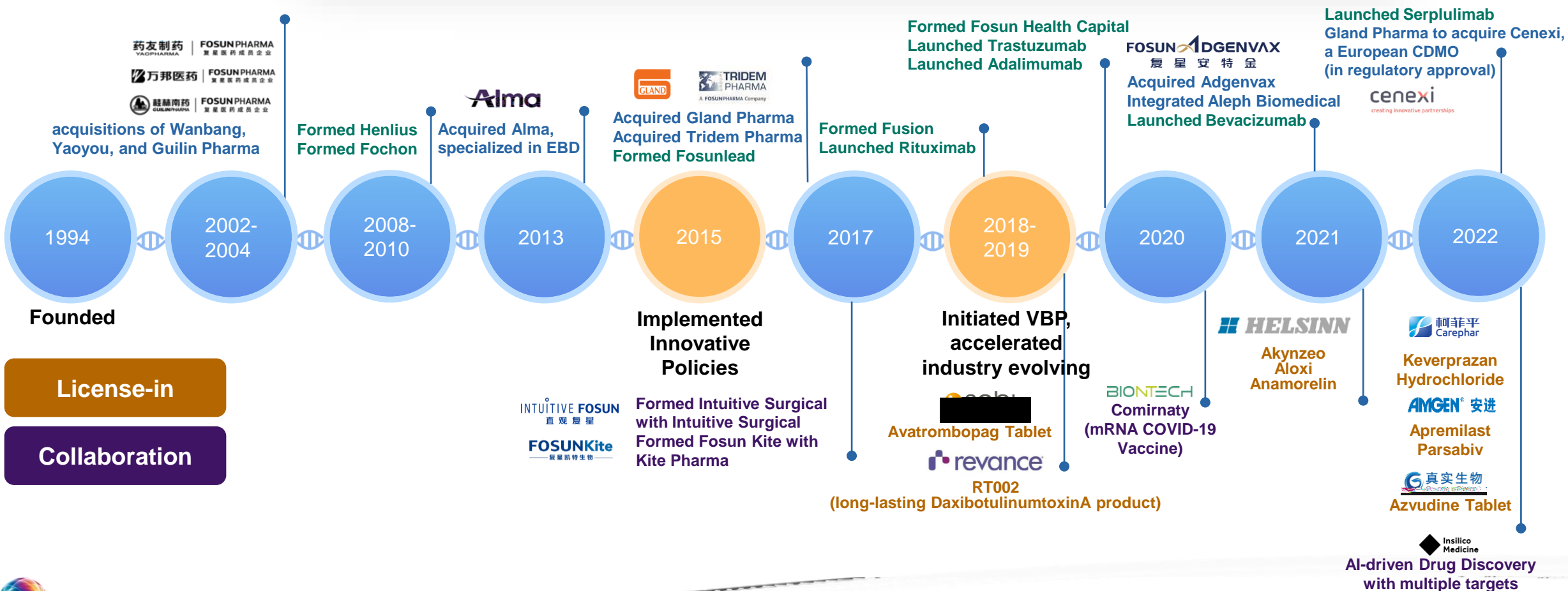
# Access to Opportunities Through In-house R&D, Incubation, Strategic M&A and Collaboration

In-house R&D  
& Incubation

Investment &  
M&A

In a **constantly evolving industry**, Fosun Pharma has accomplished dozens of M&A and license-in agreements by leveraging **forward-looking insights**

Fosun Pharma will continuously capture development opportunities in the industry and access innovative therapeutic areas, products, and technologies to achieve sustainable organic growth



# Lean Management System

## Integrating API and formulation manufacturing and focusing on key pipelines

Building a regionalized manufacturing center around Xuzhou Area, [vertically integrating Sino API facility with Xuzhou formulation facility](#) to achieve intensive production capacity, covering multiple dosages and disease areas

Chongqing facility and Changde facility have completed the first stage construction; Sino API facility and Xuzhou formulation facility have completed the tech transfer and validation for the first batch. The increased capacity will support future commercial manufacturing

## Fosun Ecosystem/Entrepreneurship System, lean management and improvement of daily management system

Achieved closed-loop procurement management through [SRM system](#), promoting standardization, digitalization and intelligence business

Improved R&D and clinical trials management, cost control and R&D team synergy by implementing an [end-to-end R&D management platform](#) based on [in-house developed INNOX digital platform](#)

Incremental FES projects in 2022 covering quality, cost, efficiency, cycle time, R&D, etc.

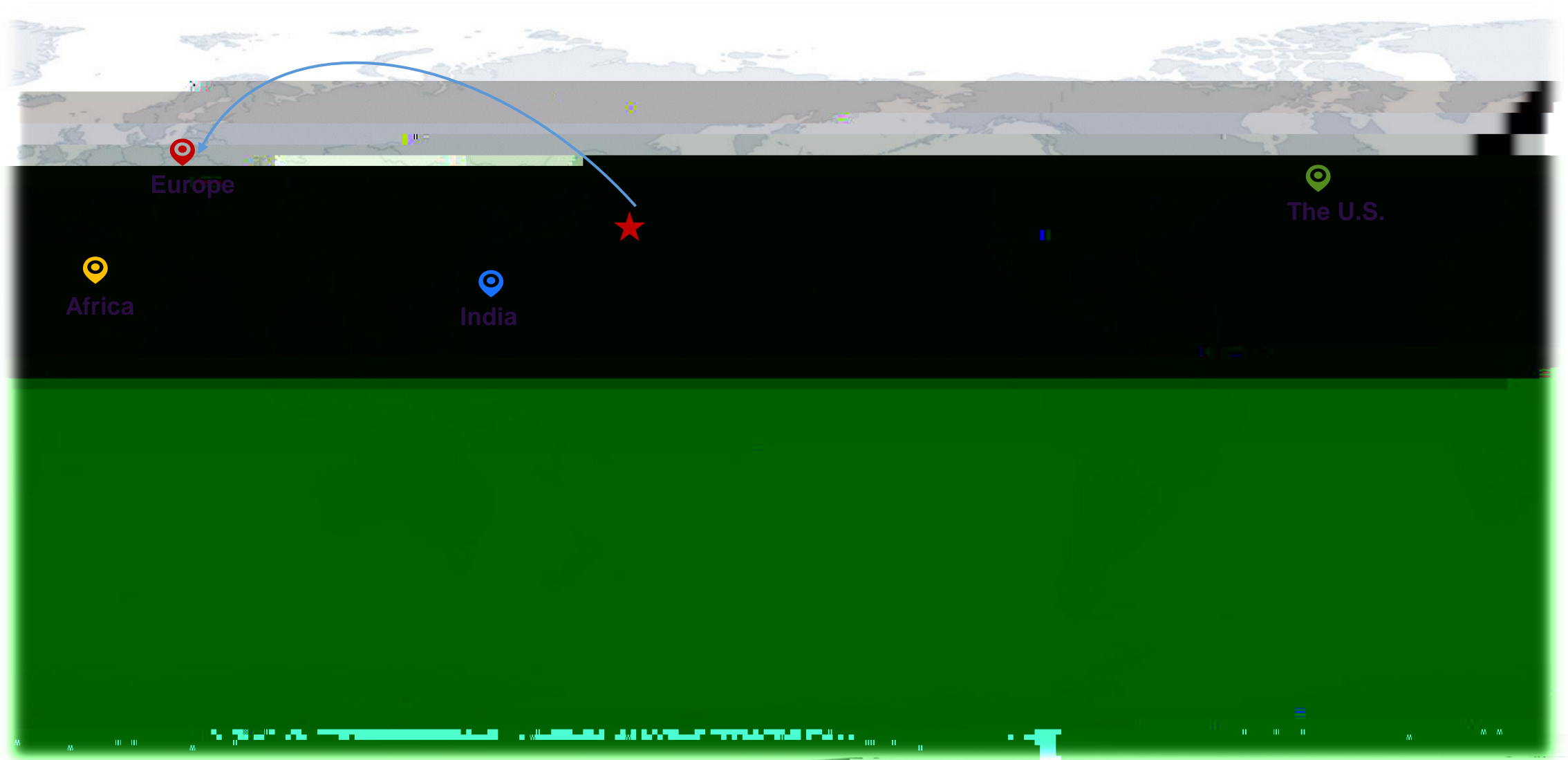
## Commercialization integration and optimization to control sales expenses and improve sales efficiency

Commercialization team matches with current product portfolio; [6,000 people in pharmaceutical commercialization team](#) covers oncology and non-oncology areas, OBM broad market team, OTC, online channels and teams in Africa, India and the U.S.

Strengthening effective control of sales expenses, with [the growth rate of sales expenses lower than the growth rate of revenue](#); the sales expense ratio was 20.87% in 2022 (-2.46 pp YoY)

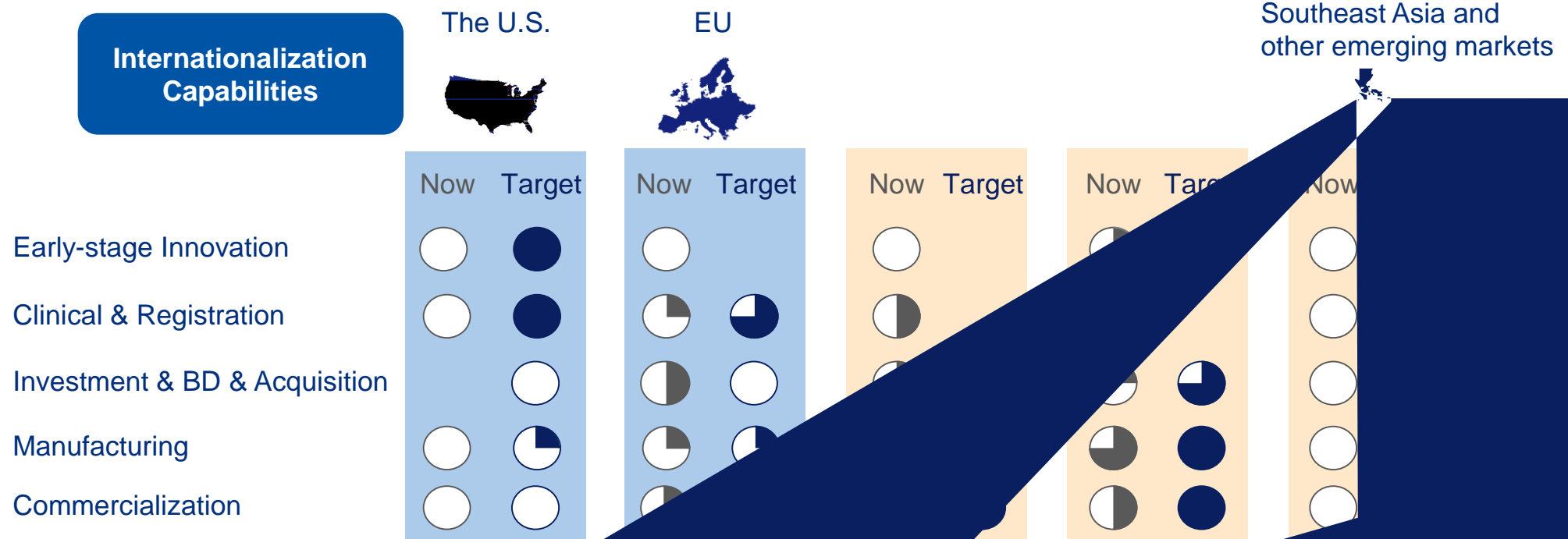
Key products [cost reduction and efficiency improvement](#), preparing for procurement and transforming marketing model

# Global Operation (1/2)



# Global Operation (2/2)

## Internationalization Capabilities



Strategic positioning:

Building Full Capabilities

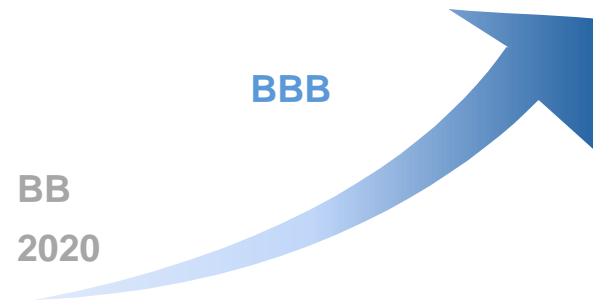


# Corporate Governance

# Sustainable Development

MSCI-ESG

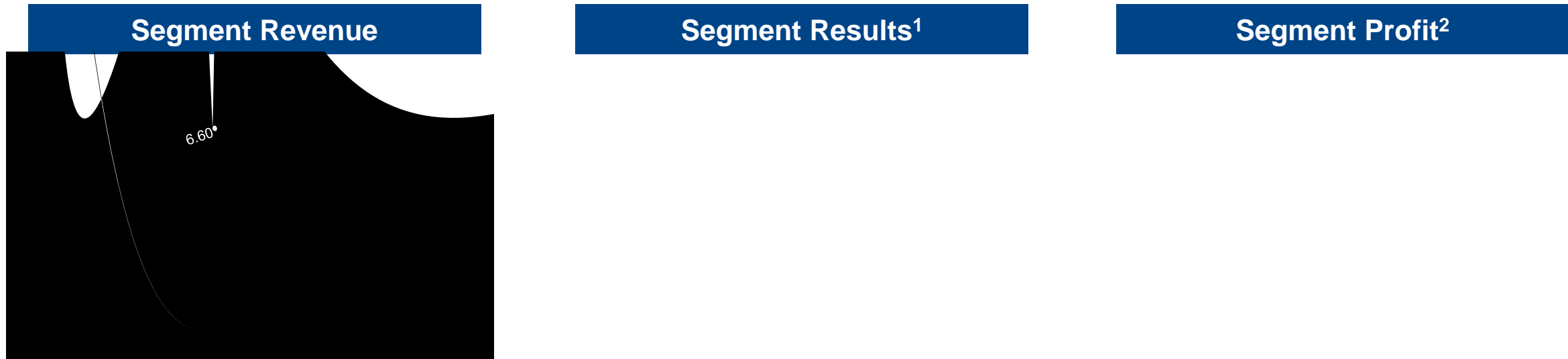
Rating Upgrade



Included in the **HSCASUS** and **HSMHSUS**



# Pharma - Performance



## Pharma

3 Divisions    Specialization

### Innovative Medicines

Integrated management of innovative drug development by **Global R&D Center**  
 Core platforms including **small molecule, antibody/ADC, cell therapy and RNA**

### Established Medicines Manufacturing & Supply

Continuously **integrating manufacturing lines** to maximize cost advantages  
 Accelerating the in-house R&D of **First-to-market, First three-to-market and complex formulation** to commercialize globally

### Vaccine

Vaccine Division in early 2022, with R&D and manufacturing capabilities in **multivalent conjugate technology, insect cells with recombinant baculovirus technology and inactivated technology**

Note 1: segment results are obtained as segment revenue less costs of sales, selling and distribution expenses, administrative expenses and R&D expenses  
 Note 2: pharmaceutical profit excludes the effect on sales of BNTX shares

# Pharma - Core Product Revenue in Different Therapeutic Areas

## Anti-tumor and Immune Modulation

RMB5,522 million 26%\*  
+39.44% YoY

Revenue increase from Trastuzumab Injection (HER2), Avatrombopagmaleate Tablets, Adalimumab injection and from new launches in the past few years including Serplulimab Injection (PD-1) and Netupitant-Palonosetron

## Anti-infection

RMB8,582 million 40%\*  
-0.45% YoY

Mainly due to the combined effect of the decrease in the sales volume of Comirnaty (mRNA COVID-19 vaccine) and Micafungin, the revenue contribution from new products Azvudine tablets, Cravit (levofloxacin tablets and levofloxacin injection)

## Metabolism and Alimentary System

RMB2,883 million 13%\*  
-0.24% YoY

Mainly due to the impact of the execution of centralized procurement for Thiocctic acid injection and Glutathione for injection

## Cardiovascular System

RMB2,115 million 10%\*  
+6.12% YoY

Mainly due to the increase in the sales volume of heparin series preparations

## Central Nervous System

RMB1,003 million 5%\*  
-11.79% YoY

Mainly due to the decline in sales volume of deproteinised calf blood serum injection

## APIs and Intermediate Products

RMB1,248 million 6%\*  
+9.96% YoY

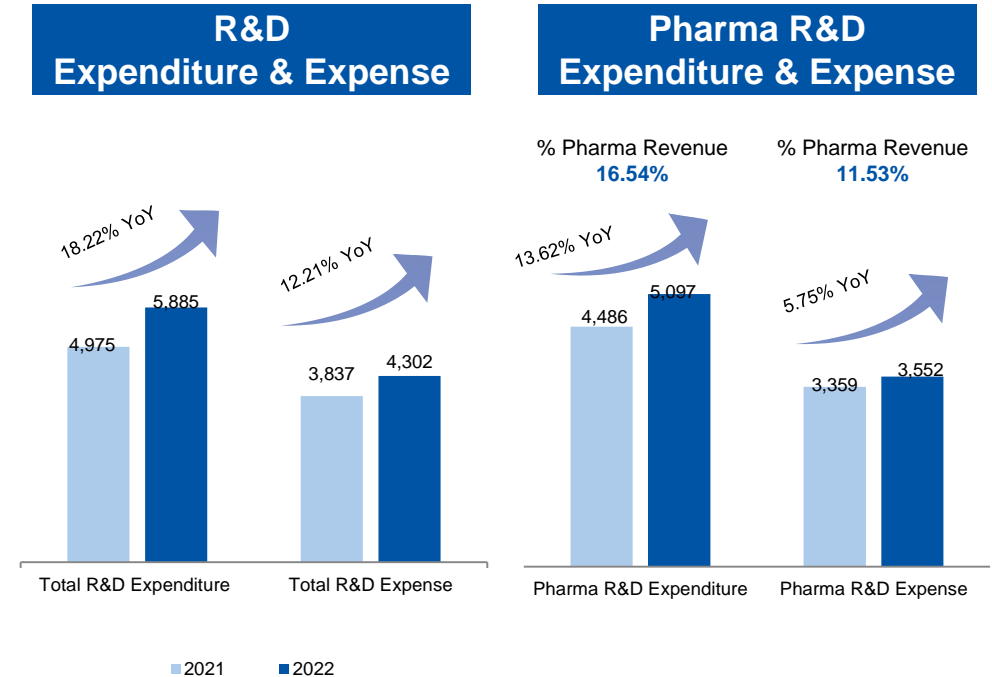
Mainly due to the increase in the sales volume of amino acid series

## R&D expenditure drives product portfolio optimization

Pharma R&D expenditure was RMB5,097 million (+13.62% YoY) in 2022, accounts for over 85% of the total R&D expenditure and 16.47% of the pharma revenue; Pharma R&D expense was RMB3,552 million, accounts for 11.53% of the pharma revenue

new launches in the past few years including Serplulimab injection (PD-1), Trastuzumab injection (HER2), Avatrombopag tablets and Azvudine tablets accounts for over 30% of the pharma revenue, optimizing product portfolio

Over 260 pipeline drugs in innovative drugs, biosimilars, generic drugs, consistency evaluation items, etc.; received 249 applied pharma patents, including 16 U.S. patent applications, 17 PCT applications and 48 licensed invention patents in 2022



# Pharma Key Progress - Serplulimab Injection



[Redacted text]



&



[Redacted text]



[Redacted text]



# Pharma - Global Commercialization System

## Pharma Segment Commercialization Team

### Domestic Team

Oncology  
Innovative Drug

Non-oncology  
Innovative Drug

OBM Broad Market Team

New Retail Team for OTC

Anti-virus

### Overseas Team

Africa

India

The U.S. and  
Other Markets

Collaborated with [Syneos Health](#), preparing for the [prelaunch](#) of Serplulimab injection (PD-1) in the U.S.  
Building [innovative drug team](#) in the U.S., covering medical affairs, market access, sales and other functions

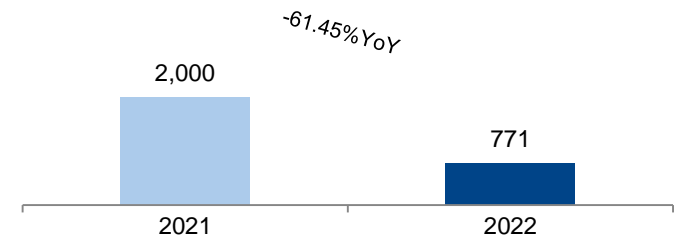
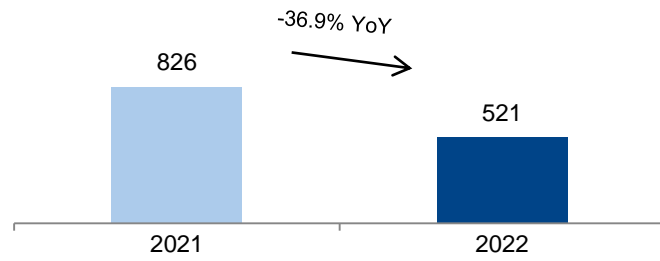
## 2022 Main Progress

Revenue	#	
	5	mRNA COVID-19 vaccine Trastuzumab injection(HER2) Rituximab injection (CD20) Azvudine Heparin series preparations
RMB500-	3	Avatrombopag Maleate Antimalarial series Febuxostat tablets
RMB300-5	8	<b>8 products including</b> Serplulimab injection (PD-1) Glutathione tablets Non-freeze dried human rabies vaccine (VERO cell) Quetiapine fumarate tablets New compound aloe capsules
RMB100-3	31	<b>31 products including</b> Adalimumab injection (TNF- ) Escitalopram oxalate tablets Alfacalcidol tablets Pitavastatin calcium tablets





(RMB million)



# Medical Devices Sisram Medical

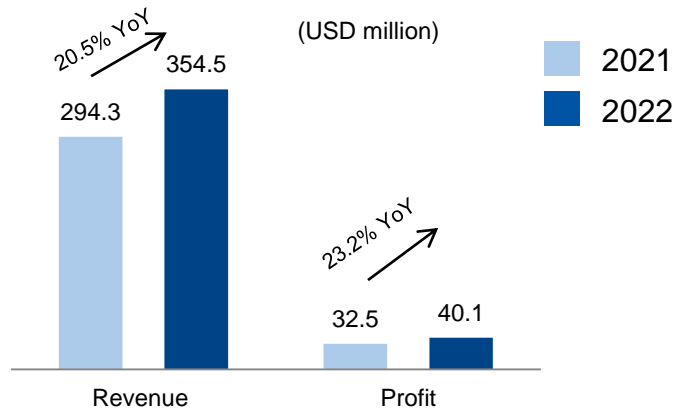
Establishing **global Wellness Ecosystem** based on energy-based devices and extending to injectables, aesthetic dentistry and personal care

## 2022 Main Progress

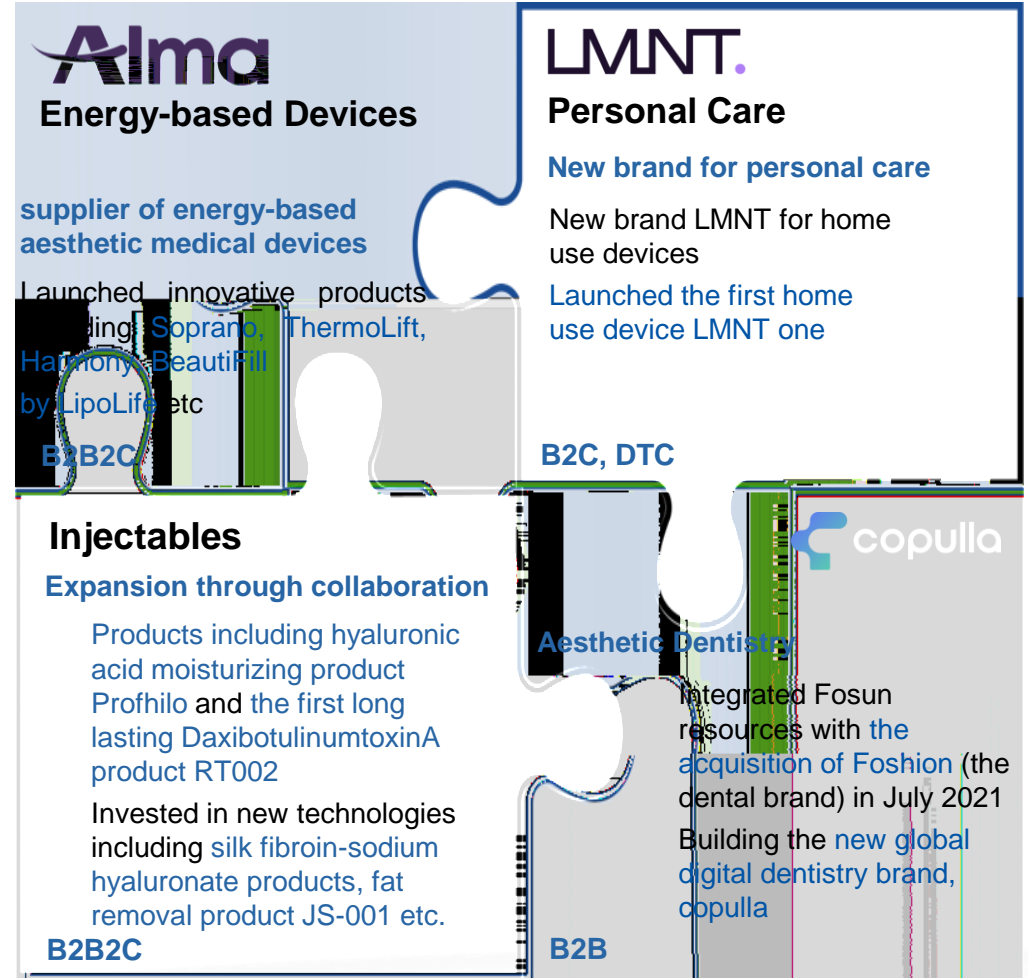
**3 new launches:** 1) an Ultrasound-based system **Alma Ted** to prevent hair loss; 2) **CBD+Professional Skincare Solution**, which combines the scientific benefits of full-spectrum CBD, shown to visibly reduce redness and calm the appearance of stressed skin; 3) home use device **LMNT one**

Strengthened global direct sales teams and built new direct sales teams in the UK and Dubai. Direct sales revenue accounts for **66%** of the total revenue in 2022, compared to 62% in 2021

## Financial Performance



## 2022 new launches



# Medical Devices - Intuitive Fosun

## Localization Process

- 2017** Announced to form a JV with Intuitive Surgical in China in 2016 based on the long-term partnership and **established Intuitive Fosun in Shanghai in 2017**
- 2019** Marketing the 4th generation Da Vinci XI Surgical System
- 2020** Da Vinci Surgical System test drives in more than 10 cities across China, with more than 800 doctors from nearly 200 hospitals participated in the experience
- 2021** **Da Vinci Innovation Center** opened with 1,700 m<sup>2</sup> of space to provide high-quality hands-on precision medicine training to approximately 4,000 doctors per year
- 2022** Building da Vinci Surgical **Manufacturing R&D Center** in Shanghai, covering about 31.2 acres
- Future** Localization in technology, manufacturing and services

**Made in China**  
**Joint R&D**  
**Global Commercialization**

## Main Products

### Da Vinci Surgical System



**55** da Vinci Surgical Systems were installed in China in 2022. By the end of 2022, **over 300 Systems** were installed in Chinese Mainland, Hong Kong and Macau regions and completed more than 100,000 surgeries within 2022

As of June 30<sup>th</sup> 2022, **7,544 systems** were installed worldwide, with more than 55,000 doctors trained to use the system, and **performed over 10 million surgeries.**

### Ion Endoluminal System

The robotic-assisted bronchoscopy platform, Ion, was **approved by FDA in 2019**

The Ion guided lung nodule biopsy clinical feasibility trial completed enrollment at Shanghai Chest Hospital in October 2021. It is **the first clinical trial using Ion outside the United States**



# Medical Diagnosis - Core Products

## Medical Diagnosis 2022 Major Progress













Promoting the **integration** of medical diagnosis segment, constructing **6 R&D and manufacturing bases**; R&D personnel account for **more than 15%** of the total number of Medical Diagnosis employees

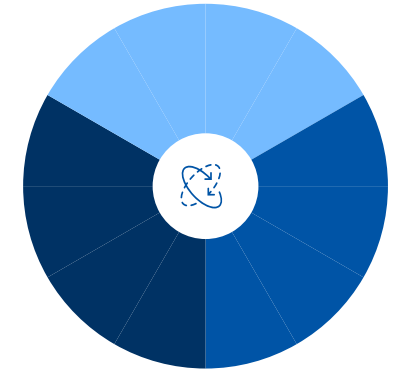
**F-C800p Automatic Biochemical Analyzer** launched in June 2022, together with the **F-i3000 Automated Chemiluminescence Immunoassay Analyzer**, formed Fosun Diagnostics biochemical immunoassay pipeline to **meet the clinical diagnostic testing needs**

Self-developed **COVID-19 Rapid Antigen Test** was approved by NMPA in April 2022. It has received EU CE certification and has been included in the EU Common list of COVID-19 antigen tests and completed BfArM registration in Germany

Self-developed **Monkeypox PCR Detection Kit** received EU CE certification in May 2022

## 6 R&D and Manufacturing Bases

	Biochemical	Immunodiagnostic	Molecule	Microbiology	POCT Chronic Diseases	Pathology
Instrument	 F-C800p/ F-C800M	 F-i1000	 SLAN-96P/ SLAN-96S	 Droplet 48	 GU-2/ GU-2ble	 FAIP-30
	 ADVIA Chemistr y XPT System	 F-i3000	 Autosampler	 ASTA MicroIDSys	 GUC-1/ GUC-1ble	 FAIP-48T
Reagent & Services	Routine Biochemical Reagents	Chemiluminescent Reagents	Hepatitis Reagents	NG-Test	Blood Glucose	IHC Test
	LC-MS/MS	COVID-19 Rapid Antigen Test	Nucleic Acid Extraction Reagents	Antimicrobial Susceptibility Testing Susceptibility Test	Uric Acid (Ag)	Pathkit Reagent Kit
	5 MyCare (Spiritual)		Respiratory Reagents	Tuberculosis I-SPOT	Uric Acid (Ag)	PathAb Antibody Reagents A-Z



Strengthening R&D and manufacturing capabilities of diagnostic **APIs, reagents and instruments**

Integrating business

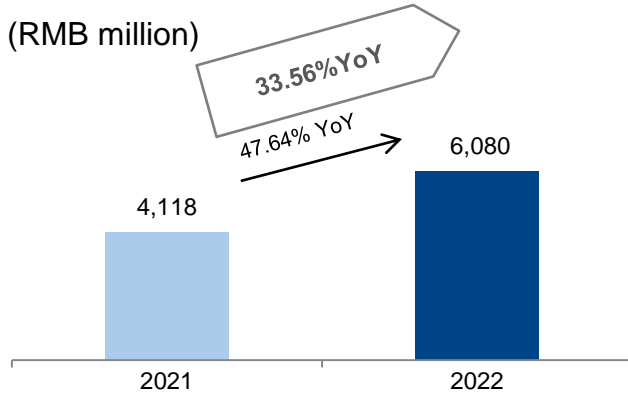


# Healthcare Services

# Healthcare Service - Performance

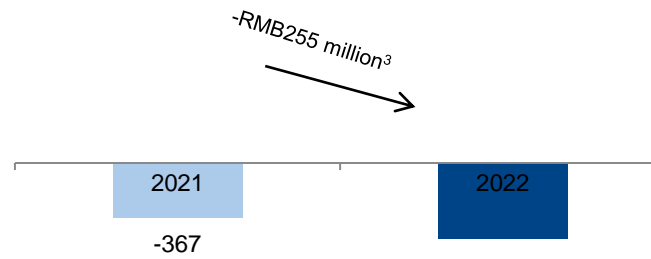
## Segment Revenue

(RMB million)



## Segment Results<sup>1</sup>

(RMB million)



## Segment Profit

(RMB million)



# Healthcare Services - Offline Services



## Covered Region

Focus on the **Yangtze River Delta, the Greater Bay Area** and other regions; connecting medical centers with regional medical associations; integrating hospital resources

**6,333 beds<sup>1</sup>** in hospitals controlled by the Group by the end of 2022

Note1: Last update in December 2022

Note2: According to Ailibi ranking



# Healthcare Services Integrating Online and Offline Services

**Upstream: Pharmaceutical Supply**



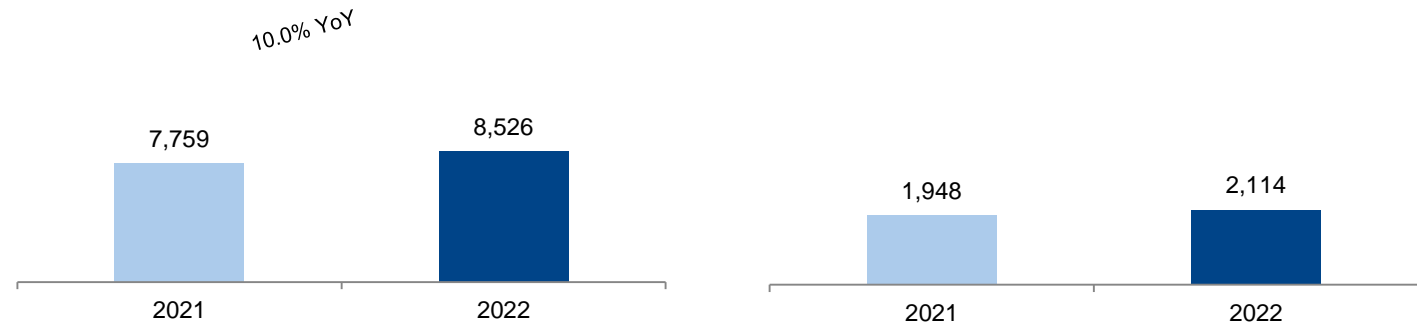
# Sinopharm Performance

## Revenue

## Profit Attributable

## Profit Attributable to Fosun Pharma

(RMB million)



Actively complied with the industry transformation trend, strengthened service capability of distribution network, and ensured the steady growth of key regions and markets while continuously improving the coverage and penetration ratio of business network. **The 2022 revenue from the pharmaceutical distribution segment reached RMB406.60 billion (+4.27% YoY)**





Actively responded to the national strategy, undertook the new transformation and demand of separation of medical services and pharmaceutical sales, increased the allocation of resources, and made great efforts to promote the balanced development of professional pharmacies and traditional pharmacies. **The 2022 revenue from retail pharmacy business reached RMB33.0 billion (+13.49% YoY)**

Actively responded to the national strategy, undertook the new transformation and demand of separation of medical services and pharmaceutical sales, increased the allocation of resources, and made great efforts to promote the balanced development of professional pharmacies and traditional pharmacies. **The 2022 revenue from retail pharmacy business reached RMB33.0 billion (+13.49% YoY)**

# Appendix

The background features abstract, curved shapes in shades of blue, purple, and red, set against a white background. The shapes are layered, with a dark blue shape on the left, a purple shape in the upper center, and a red shape in the upper right. A light blue shape is visible in the lower center, partially overlapping the purple shape.

# Large Molecules Pipeline (1/2)

Therapeutic Area	Product	Target/MOA	Indication	Pre-Clinical	IND	Phase 1	Phase 2	Phase 3	NDA
Anti-tumor	HLX10 <sup>1</sup> (Serplulimab) 	+Chemo	PD-1	Squamous non-small cell lung cancer 1L	Global multi-center clinical trial Ph3, approved in Chinese Mainland in November 2022				
				Extensive-stage small cell lung cancer 1L	First U.S. bridging study subject had been dosed in November 2022; granted Orphan-drug Designation by FDA and EC; Approved in Chinese Mainland in January 2023				
				Metastatic esophageal squamous-cell carcinoma 1L					
				Limited-stage small cell lung cancer	Global multi-center clinical trial Ph3; first subject had been dosed in the U.S. in January 2023				
		Neo-/adjuvant treatment of gastric cancer	first subject had been dosed in Chinese Mainland in May 2022						
		+Bevacizumab	PD-1+VEGF	Non-squamous non-small cell lung cancer 1L					
				Hepatocellular carcinoma 1L					
	Metastatic colorectal cancer 1L								
	+HLX07	PD-1+EGFR	Squamous-cell carcinoma of the head and neck 2L						
			Squamous non-small cell lung cancer 1L	First subject had been dosed in January 2022					
	HLX04-O <sup>2</sup>	 ESSEX 亿胜	VEGF	Wet age-related macular degeneration	Global multi-center clinical trial Ph3; first subject had been dosed in the U.S. in February 2022; first subject had been dosed in Australia, Europe and Chinese Mainland individually				
	HLX22	+Trastuzumab	HER2+HER2	Gastric cancer	Initiated Ph2 clinical trial in Chinese Mainland in September 2021				
	HLX07		EGFR	Solid tumors (non-small cell lung cancer, esophageal carcinoma, etc.)	Approved clinical trials by FDA				
HLX11	Pertuzumab <sup>3</sup>	 ORGANON	HER2	Breast cancer	Global multi-center clinical trial Ph3; first subject had been dosed in Chinese Mainland in 2022				
HLX05	Cetuximab <sup>4</sup>	 Jingze	EGFR	Metastatic colorectal cancer and squamous-cell carcinoma of the head and neck					

Note 1: granted KG Bio to develop and commercialize HLX10 in 10 countries in Southeast Asia



Note 2: granted ESSEX an exclusive license to develop, manufacture, and commercialize HLX04 in human ophthalmic therapeutic use

Note 3: granted Organon exclusive global commercialization rights except for China

Note 4: granted Jingze Biotech to commercialize HLX05 in China

Note 5: last update on 28<sup>th</sup> February 2023

# Large Molecules Pipeline (2/2)

Therapeutic Area	Product	Target/MOA	Indication	Pre-Clinical	IND	Phase 1	Phase 2	Phase 3	NDA
Anti-tumor	FS-1502	HER2	HER2-positive advanced malignant solid tumor HER2-positive locally advanced or metastatic breast cancer						
	FS-1502+Serplulimab	HER2+PD-1	Advanced gastric cancer with HER2 expression						
	HLX14 (Denosumab) <sup>1</sup>	 RANKL	Osteoporosis						Initiated Ph3 clinical trial in Chinese Mainland in June 2022; approved to enter Ph3 clinical trial by TGA in July 2022
	HLX26	LAG-3	Solid tumors and lymphomas						
	HLX35 <sup>2</sup>	 EGFR 4-1BB	Solid tumors						Approved to enter clinical trials by NMPA in January 2022; first subject had been dosed in Chinese Mainland in June 2022
	HLX301	PD-L1 TIGIT	Solid tumors						First subject had been dosed in Australia in February 2022; Approved to enter clinical trials by NMPA in March 2022; first subject had been dosed in Chinese Mainland in July 2022
	HLX15 (Daratumumab)	CD38	Multiple myeloma						First subject had been dosed in Chinese Mainland in February 2023
	HLX13 (Ipilimumab)	CTLA-4	Melanoma, renal cell carcinoma and metastatic colorectal cancer						
Blood system	Recombinant Human Erythropoietin Injection (pre-filled syringe)	EPO	Anemia of renal disease						
Metabolism and Digestive System	Recombinant Insulin Glargine Injection	INSR	Diabetes						
	Mixed Protamine Zinc Recombinant Insulin Lispro Injection (50R)	INSR	Diabetes						
	Liraglutide Injection	GLP-1	Diabetes						
Others	RT002	Bio 1	Moderate to severe glabellar lines in adults (GL)						
		Bio 1	Cervical dystonia (CD)						Completed the enrollment of subjects in Chinese Mainland in January 2022

Note 1: granted Organon exclusive global commercialization rights except for China

Note 2: granted Binacea to research, develop, manufacture and commercialize the HLX35 globally except for China (including Hong Kong, Macau and Taiwan region)

Note 3: last update on 28th February 2023

# Small Molecules Pipeline (1/2)

Therapeutic Area	Project	Target/MO A	Indication	Pre-Clinical	IND	Phase 1	Phase 2	Phase 3	NDA
Anti-tumor	FCN-437c	CDK4/6	Breast cancer (1L)	Approved to enter Ph3 clinical trial by NMPA in January 2022; Ph1 clinical trial in the U.S.					
			Breast cancer (2L)	Approved to enter Ph3 clinical trial by NMPA in January 2022; approved to enter clinical trials by FDA					
	SAF-189	ALK	Non-small cell lung cancer	Initiated Ph3 clinical trial in Chinese Mainland in January 2022; Ph1 clinical trial in the U.S.					
			ROS1	Non-small cell lung cancer	Approved to enter clinical trials by FDA				
	HLX-208	BRAF V600E	Solid tumors (metastatic colorectal cancer, non-small cell lung cancer, etc.) LCH and ECD5	Approved to enter Ph1b/Ph2 clinical trials by NMPA in January 2022					
	FCN-159	MEK	Neurofibromatosis type 1	Global multi-center clinical trial					
			Low-grade glioma						
			Malignant melanoma						
			Arteriovenous malformation						
	YP01001	VEGFR	Histiocytic tumor						
FCN-338	BCL-2	Hematological malignancies	Approved to enter Ph1 clinical trial in the U.S.						
		Relapsed or refractory B-cell lymphoma							
FH-2001	FGFR/PD-L1	Advanced malignant solid tumors							

Note: last update on 28th February 2023

# Small Molecules Pipeline (2/2)

Therapeutic Area	Project	Target/MOA	Indication	Pre-Clinical	IND	Phase 1	Phase 2	Phase 3	NDA
Blood System	Avatrombopag Tablet	TPO-R	Chronic idiopathic thrombocytopenic purpura						
	Tenapanor Tablet	NHE 3	End-stage Renal Disease Hemodialysis						
Metabolism and Digestive System	Ferric Pyrophosphate Citrate	-	Iron replacement for HD patients						
	Tenapanor Tablet	NHE 3	Irritable Bowel Syndrome with Constipation						
	FCN-342	URAT1							

# Vaccine Pipeline

Product	Technology	Pre-Clinical	IND	Phase 1	Phase 2	Phase 3	NDA
Freeze-dried Human Rabies Vaccine (Vero Cells)	Inactivated	[Progress bar spanning all stages]					
4-Valent Influenza Vaccine	Inactivated	[Progress bar spanning all stages]					
Human Diploid Cell Rabies Vaccine	Inactivated	[Progress bar in Pre-Clinical]					
13-Valent Pneumococcal Conjugate Vaccine	Multivalent Conjugate	[Progress bar spanning all stages]					
24-Valent Pneumococcal Conjugate Vaccine	Multivalent Conjugate	[Progress bar in Pre-Clinical]					
23-Valent Pneumococcal Conjugate Vaccine	Multivalent Conjugate	[Progress bar in Pre-Clinical]					
Quadrivalent Meningococcal Polysaccharide Vaccine	Multivalent Conjugate	[Progress bar in Pre-Clinical]					
Tetanus Vaccine	-	[Progress bar in Pre-Clinical]					
Quadravalent Meningococcal Conjugate Vaccine	Multivalent Conjugate	[Progress bar in Pre-Clinical]					
Recombinant Zoster Vaccine	Insect Cells with Recombinant Baculovirus	[Progress bar in Pre-Clinical]					
Recombinant Quadravalent Influenza Vaccine	Insect Cells with Recombinant Baculovirus	[Progress bar in Pre-Clinical]					

Note: last update on 28th February 2023



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