

# Investor Presentation

## 2021 Annual Report

Prepared in accordance with China Accounting Standards

# Disclaimer

---

This document has been prepared by Shanghai Fosun Pharmaceutical (Group) Co., Ltd. (the "Company") and is for presentation use only. Copying, reproduction or redistribution of this document to any person is strictly prohibited. The information contained in this document has not been independently verified. No representation or warranty express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The purpose of this document is not for a complete or full analysis of any financial or trading position or prospect, and any person who will be in possession of this document shall be aware that no reliance should be placed on any content contained herein. The information and opinions contained in this document are subject to change without notice, nor will the document be updated to reflect any developments which may occur after the date of this document. The Company or any of its affiliates, advisors or representatives shall not have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or its contents or otherwise arising in connection with this document.

This document contains forward-looking statements that are subject to assumptions, risks and uncertainties. These forward-looking statements are generally expressed in forward-looking expressions, such as expectations, estimation, planning, projections, goals, possibilities, probabilities or so on to reflect the actions that the Company expect to or may take in the future or the results from these actions. You should not place undue reliance on these forward-looking statements. Actual results may differ from these forward-looking statements.

This document is for review only by persons who are (i) a "qualified institutional buyer" ("QIB") as defined under Rule 144A under the U.S. Securities Act of 1933, as amended (the "Securities Act") in the United States; or (ii) outside the United States as defined under Regulation S under the Securities Act. By your acceptance of this presentation, you acknowledge that you satisfy the requirements and conditions set forth in the preceding sentence. The distribution of this document in any jurisdiction may be restricted by laws, and persons into whose possession it comes must inform themselves about, and observe, any such restrictions. Any failure to comply with the restrictions may constitute a violation of the federal securities laws of the United States and the laws of other jurisdictions.

This document is not intended to constitute an offer to, or a solicitation for offer to, sell, purchase or subscribe for any securities nor shall it or any part of it form the basis of or being relied on for any contracts or promises.

NO SECURITIES OF THE COMPANY MAY BE OFFERED OR SOLD IN THE UNITED STATES ABSENT REGISTRATION UNDER THE SECURITIES ACT, OR AN EXEMPTION FROM THE REGISTRATION REQUIREMENTS OF THE SECURITIES ACT OR ANY APPLICABLE STATE SECURITIES LAWS OF THE UNITED STATES. THE SECURITIES TO BE OFFERED BY THE COMPANY HAVE NOT BEEN AND WILL NOT BE REGISTERED UNDER THE SECURITIES ACT OR ANY STATE SECURITIES LAWS OF THE UNITED STATES. THIS PRESENTATION MATERIAL DOES NOT CONSTITUTE A PROSPECTUS WITHIN THE MEANING OF THE SECURITIES ACT.

# Contents

---

1

**Financial  
Results**

2

**Strengths**

3

**Pharmaceutical**

4

**Med Tech**

5

**Healthcare  
Services**

# Business Highlights - The “4IN” Strategy

## INnovation

### Improving Product Portfolio

- Products launched in the last three years accounted for **over 25%** revenue of the pharmaceutical segment
- Vaccinated over **20 million doses** of mRNA Covid-19 Vaccine in Hong Kong, Macau and Taiwan as of Feb. 2021
- Yi Kai Da is **the first CAR-T cell therapy product** approved in China. Its second indication r/r iNHL was granted **Breakthrough Therapy Designation** by the NMPA
- **Major Pipeline Progress:** **FCN-338 (BCL-2)** was granted Phase 1 clinical trial by NMPA for r/r B-cell lymphoma. The NDA of **Serplulimab Injection (PD-1)** for sqNSCLC and MSI-H was accepted by the NMPA. Rituximab Injection RA indication was approved for marketing in China

## INternationalization

### Enhancing Global Operating

- **RMB13.6 billion** revenue from regions outside Mainland China and other countries, accounting for **34.86%** of the total revenue. Overseas commercialization team with over **1,200** employees.
- Building the second headquarter in the U.S.; covered **39** African countries/regions. The **first** regional pharmaceutical distribution hub in Africa put into operation in Côte d'Ivoire in Oct. 2021
- Sublicensed from MPP to manufacture both drug substance and product and commercialize COVID-19 oral drugs **Molnupiravir and Paxlovid** in agreed low- and middle-income countries
- Revenue from Gland Pharma increased by **29.48% YoY**. Completed the installation of new lines catering to suspensions and hormonal products at Pashamylaram facility

## INtegration

### Strategic Integration

- Subdivided Pharma Segment into three divisions: **Innovative Medicines Divisions, Established Medicines Manufacturing & Supply Division, and Vaccines Division.**
- **Acquired Adgenvax** and integrated with Aleph to develop bacterial & viral vector vaccine platform
- **Manufacturing integration:** **Integrating and constructing** specialty formulation production facilities in Changde, Xinyi and Changshou, and APIs facilities in Xuzhou and Chongqing
- Sisram **acquired Foshion**, the leading dental equipment sales and marketing platform and **sublicensed the first long-lasting DaxibotulinumtoxinA product RT002** for the treatment of aesthetic indications in the Greater China to continuously develop medical aesthetic product portfolio
- Completed the first stage of integration of Medical Diagnosis Segment. **Acquired Suzhou Abcarta** to accelerate the development of **pathological immunohistochemistry**
- **Non-core assets disposal:** disposed Foshan Chanxi, 25% equity interest of Tianjin Pharma, etc.

## INtelligentization

### Intelligent Operation Driven by Digital Transformation

- **AI-driven drug discovery and development:** collaboration with **Insilico Medicine** on **4 biological targets**; achieved the first major milestone in the collaboration with the nomination of preclinical candidate for QPCIL, small molecule targeting **CD47-SIRPa** pathway
- Providing **integrated online and offline healthcare services** to become **the leader of family active health**
- Established **the big-data platform** for **visual reporting and analysis core index** in finance, HR, operation and procurement to support corporate governance

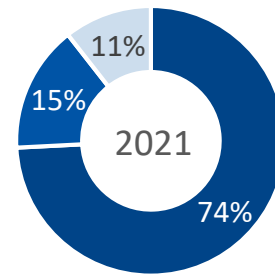
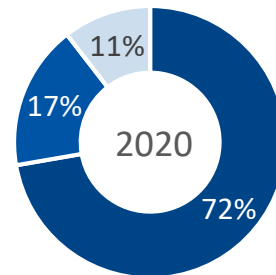
# Financial Results Overview

Key Financials (RMB million)	2020	2021	YoY(%)
Revenue	30,307	39,005	28.70
Net profit attributable to shareholders	3,663	4,735	29.28
Net profit after one-off gain	2,718	3,277	20.60
Net operating cash flow <sup>1</sup>	2,580	3,949	53.07
R&D Expenditure	4,003	4,975	24.28
R&D Expense	2,795	3,834	37.17
Basic EPS (Rmb/share)	1.43	1.85	29.37
Dividend Payout Ratio (Subject to approval by the shareholders )	30%	30%	-

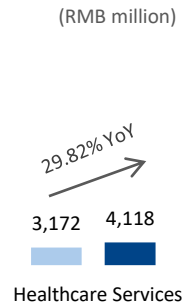
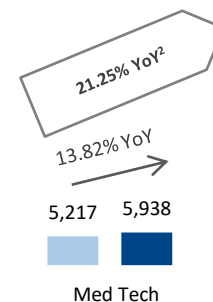
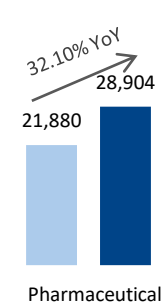
Note<sup>1</sup>: the increase of net operating cash flow was mainly due to: 1) cash flow from revenue and recurring income growth;

2) the timing difference to recognize revenues and expenses of mRNA Covid-19 vaccine based on accrual and cash basis accounting;

Note<sup>2</sup>: Revenue from Med Tech increased by 21.25% excluding the effect of expiration in relation to distribution rights transfer agreement of Da Vinci surgical robotic system in 2021



■ Pharmaceutical ■ Med Tech ■ Healthcare Services



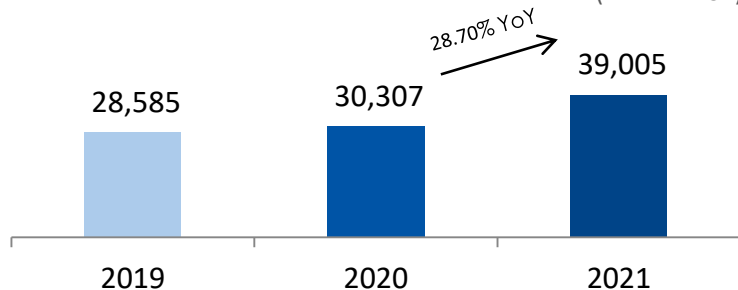
■ 2020 ■ 2021

**FOSUN PHARMA**  
Innovation for Good Health

# Results Overview

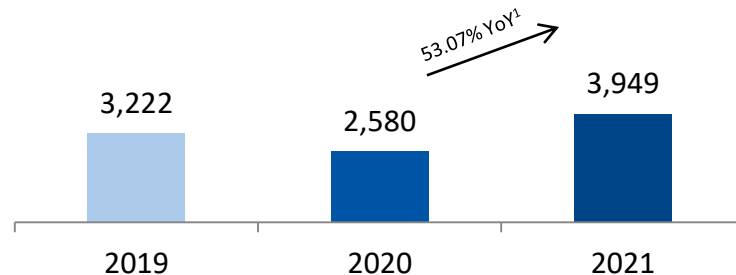
## Revenue

(RMB million)



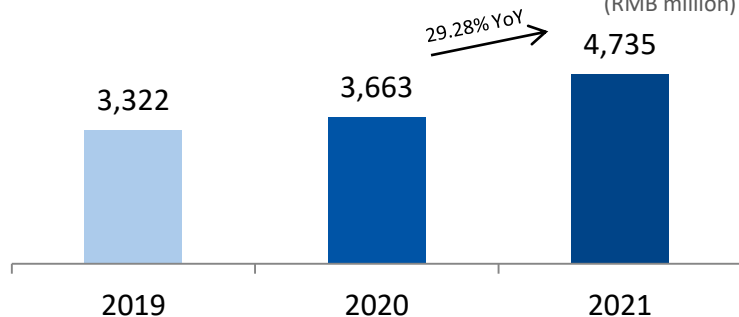
## Operating Cash Flow

(RMB million)



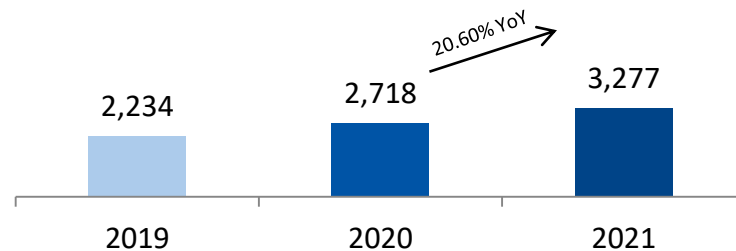
## Profit Attributable

(RMB million)



## Net profit after One-off Gain

(RMB million)



Note<sup>1</sup>: the increase of net operating cash flow was mainly due to: 1) cash flow from revenue and recurring income growth;  
2) the timing difference to recognize revenues and expenses of mRNA Covid-19 vaccine based on accrual and cash basis accounting

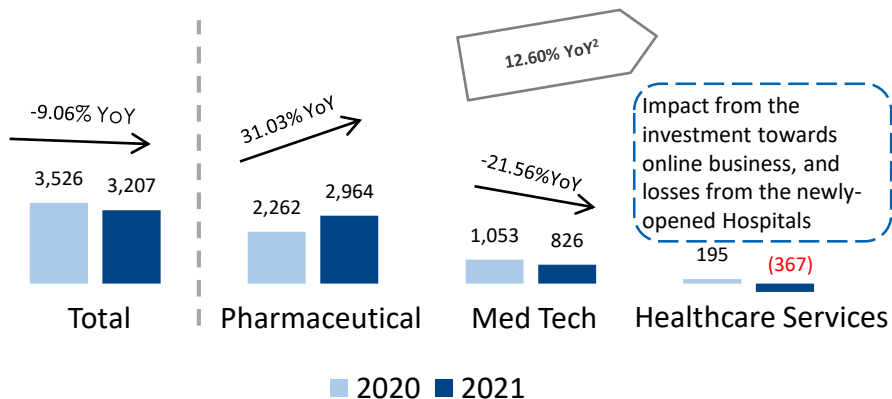
# Operating Performance Analysis

Expense Structure	2019	2020	2021
Gross Margin <sup>1</sup>	59.6%	54.7%	48.1%
Selling and Distribution	34.4%	26.9%	23.3%
Administrative	9.1%	9.8%	8.2%
R&D	7.1%	9.2%	9.8%
Finance	3.0%	2.4%	1.2%
Gross Margin minus Selling and Distribution	25.2%	27.8%	24.8%

Note<sup>1</sup>: the decrease of gross margin was mainly due to: 1) the gross margin decrease of Febuxostat Tablets and Pitavastatin Calcium Tablets after being selected for VBP; 2) the impact of mRNA Covid-19 vaccine, including procurement cost, profit sharing with BNT and sales milestones, the gross margin of the mRNA COVID-19 vaccine is lower than the overall gross margin of other products; 3) the price increase in relation to main raw and auxiliary materials of core products; 4) the impact of expiration in relation to distribution rights transfer agreement of Da Vinci surgical robotic system in 2021

(RMB million)

## Operating Results



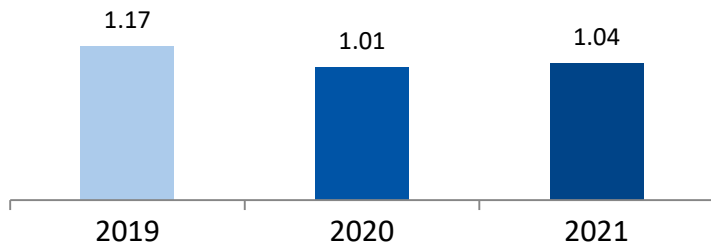
Operating Results Margins	2019	2020	2021
Total Results Margin	9.9%	11.6%	8.2%
Pharmaceutical	8.8%	10.3%	10.3%
Med Tech	15.4%	20.2%	13.9%
Healthcare Services	10.8%	6.1%	-15.0%

Note<sup>2</sup>: Operating results margins of Med Tech increased by 12.60% excluding the impact of expiration in relation to distribution rights transfer agreement of Da Vinci surgical robotic system in 2021 and the one-off gain from the equity transfer of Yaneng Bioscience

# Liquidity and Capital Structure

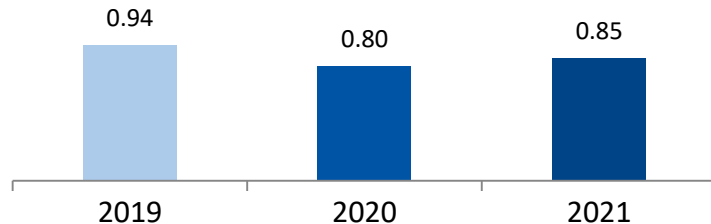
## Current Ratio

(x)



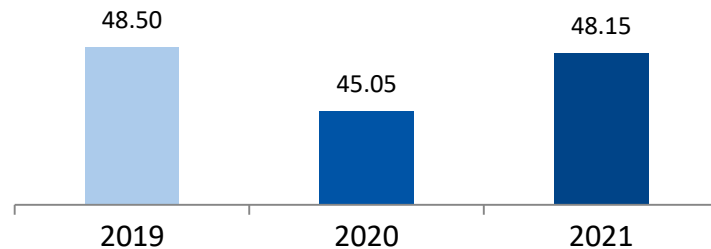
## Quick Ratio

(x)



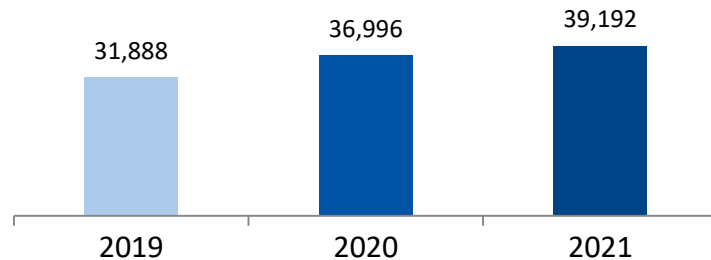
## Debt Ratio

(%)



## Equity attributable to owners of Parent

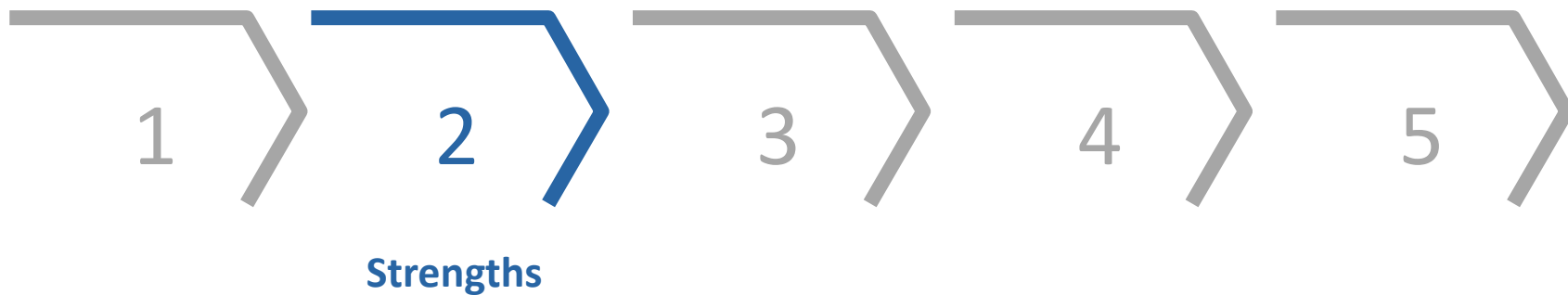
(RMB million)





# Contents

---



Financial  
Results

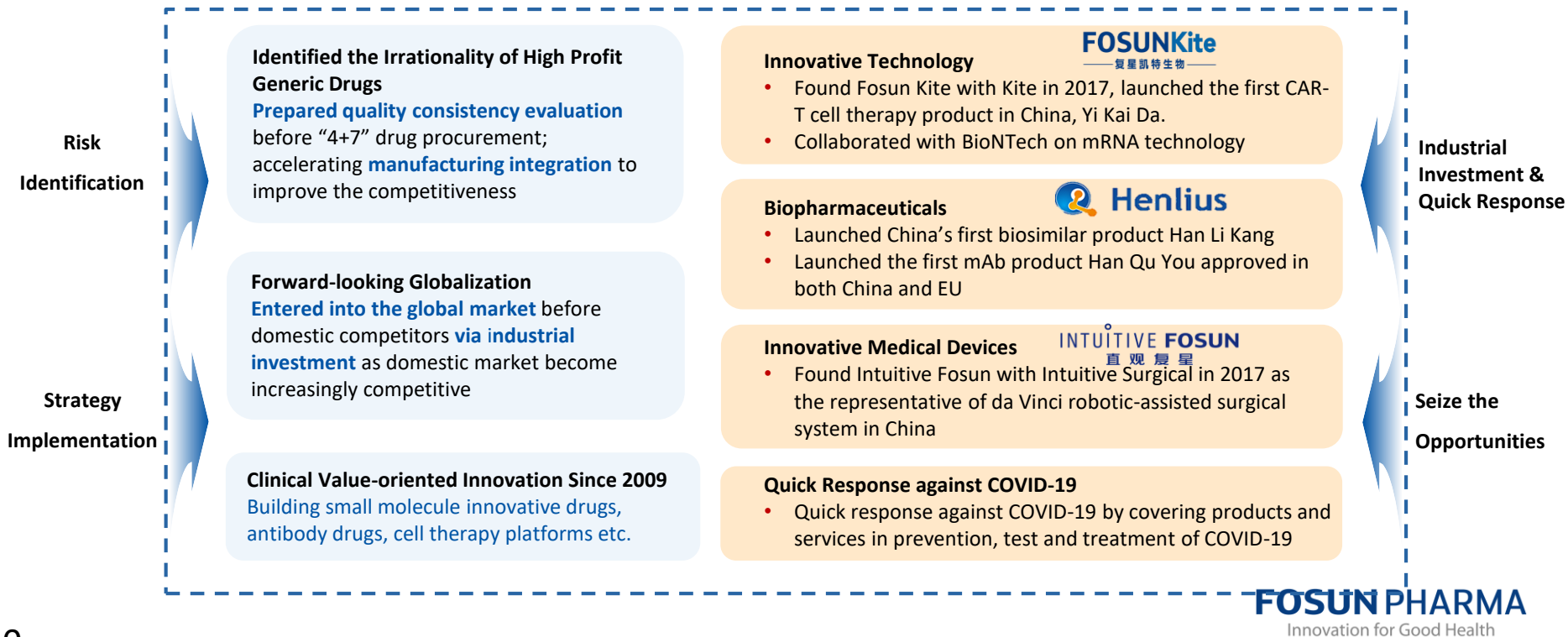
Pharmaceutical

Med Tech

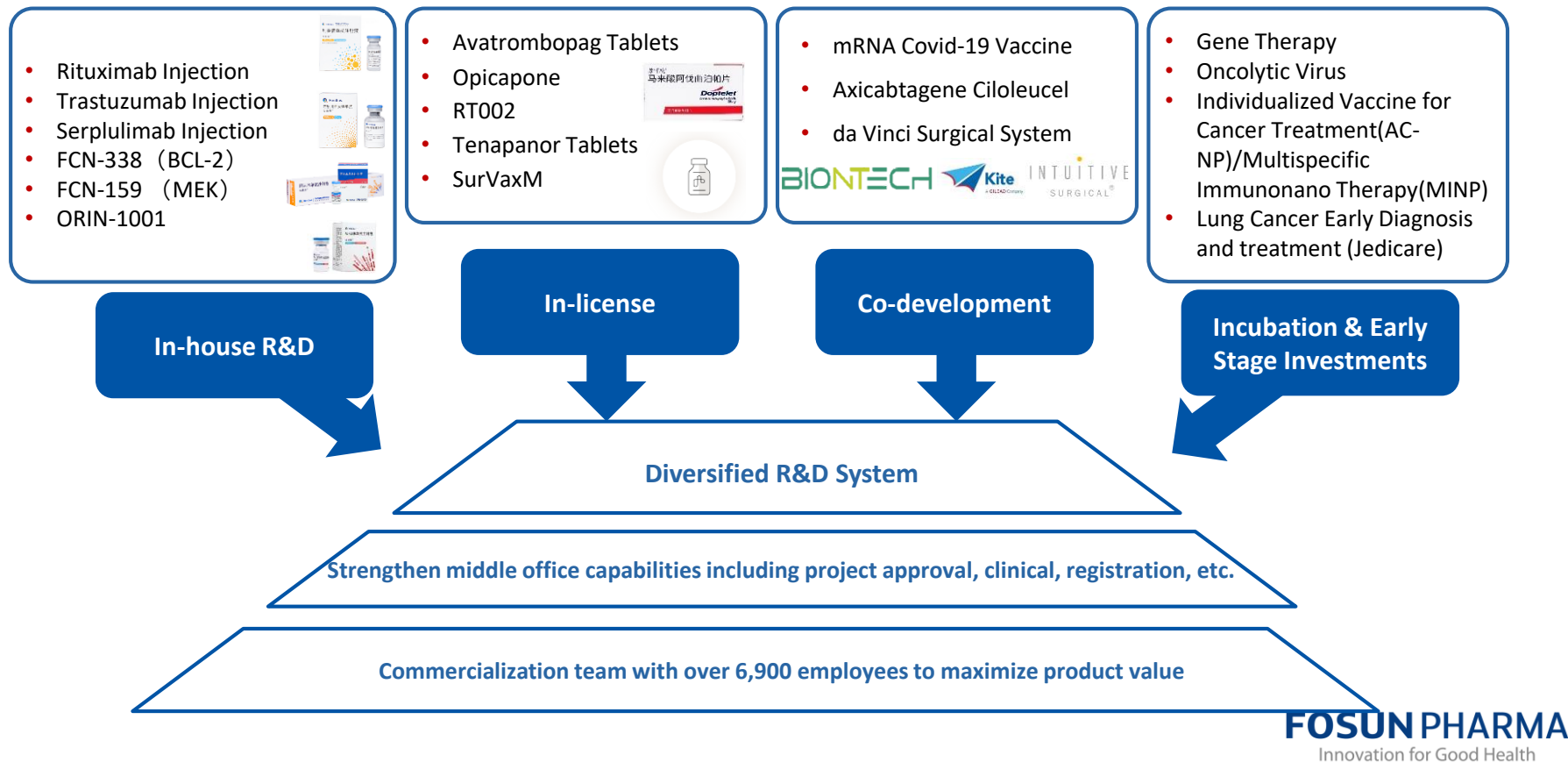
Healthcare  
Service

# Fosun Pharma - Forward-looking Industry Insights

Industrial investment empowers innovation and globalization, quick response to challenges and access to cutting-edge fields and technologies



# Differentiated Innovation - from R&D to Market



# Globalization - Maximize Product Value

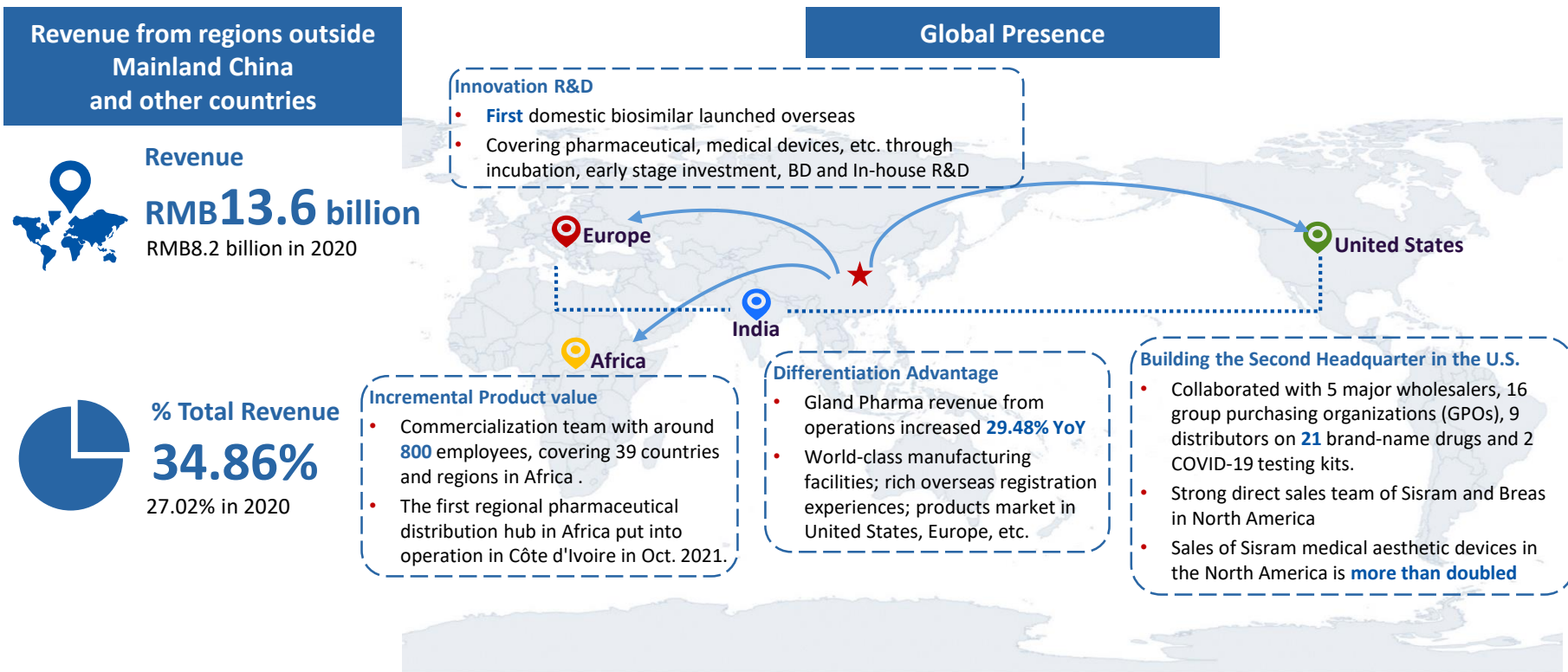


Figure number: GS(2016)1666

# Quick Response - Product Portfolio Against COVID-19

## Prevention



### mRNA Covid-19 Vaccine

- Collaborated with BioNTech to develop and market **mRNA COVID-19 vaccine** in China (including Hong Kong, Macau and Taiwan region)
- Included in the COVID-19 vaccination programmes in Hong Kong and Macau in March 2021 and was vaccinated in Taiwan region started in September 2021. Over 20 million doses was administered in Hong Kong, Macau and Taiwan region by the end of February 2022
- Help to establish immune barrier against COVID-19** in Hong Kong, Macau and Taiwan region



## Test



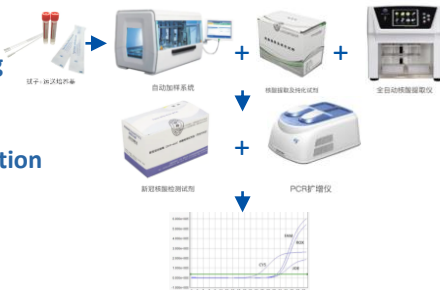
### COVID-19 Diagnostic Test Kit & Biomedlab

- In-house developed **COVID-19 diagnostic test kit** received certifications from NMPA, CE, FDA, EUA, WHO EUL, TGA, etc.
- COVID-19 Antigen Test Kit** received certification from CE
- Biomedlab** is included in the first batch of qualified third-party nucleic acid testing institutions for COVID-19
- The first certified **mobile COVID-19 testing lab** in Shanghai **launched testing**

Sample Collecting

PCR Amplification

Results



## Treatment



### COVID-19 Antiviral Treatment

- In-house developed and **collaborated long-acting fusion protein, double nanobody and small molecule drug**
- Sublicensed from MPP to **manufacture drug substance and drug Molnupiravir from MSD** and to **commercialize in 105** low- and middle-income countries
- Sublicensed from MPP to **manufacture drug substance and drug Nirmatrelvir from Pfizer** and to **commercialize drug substance and Paxlovid from Pfizer (Nirmatrelvir tablets and Ritonavir tablets)** in **95** low- and middle-income countries



### Medical Devices

- Respiratory devices from Breas, ambulance and mobile CT** played important roles during COVID-19 pandemic



**FOSUN PHARMA**

Innovation for Good Health

# Environmental, Social and Governance

- Environmental, Social and Governance (ESG) reflects a company's potential for sustainable growth in aspect of environmental protection, social responsibility and corporate governance
- ESG becomes an important factor to evaluate company's value while regulators requires more detailed ESG disclosure for listed companies. Fosun Pharma responded actively. In the beginning of 2021, Fosun Pharma's MSCI ESG rating was improved **from BB to BBB**



## E nvironment

- Established **EHS Committee** and EHS Working Group to continuously improve EHS policies and set strategic goals for EHS management
- **Zero external environmental pollution incidents and zero major environmental penalties** in 2021
- Reduced carbon emissions by **24,146 tons**, saved **7,465,000 kWh** of electricity and **339,000 m<sup>3</sup>** of natural gas
- **14** major member enterprises have **ISO14001** environmental management system certification, accounting for 41% of the total number of manufacturing member enterprises



## S ocial

- Since the outbreak of the COVID-19 pandemic, Fosun Pharma has deployed global resources to develop and provide products in preventing, testing and treating COVID-19, to ensure the supply of emergency drugs and medical devices and **donated more than RMB30 million of supplies** to Inner Mongolia, Xi'an, etc.
- Donated **RMB10 million** cash to areas in Henan struck by floods in 2021
- Actively participated in the **"Doctors Going to Countryside"** Program, and donated nearly **RMB3 million** of drugs cumulatively
- By the end of 2021, antimalarial drug **Artesunate** has saved more than 48 million lives worldwide



## G overnance

- Established **ESG Committee** at the Board level to regularly set ESG objectives and identify corporate risks. Strengthening corporate governance and promoting sustainable development with ESG
- **The Anti-Corruption Supervision Department (ACSD)** designed a comprehensive anti-corruption system to uphold the value based on honesty and integrity at the headquarter of Fosun Pharma and within member enterprises. In addition, Fosun Pharma manages third-party risks by sharing corporate compliance & ethics with third-party suppliers and partners

# Contents

---



**Pharmaceutical**

**Financial  
Results**

**Strengths**

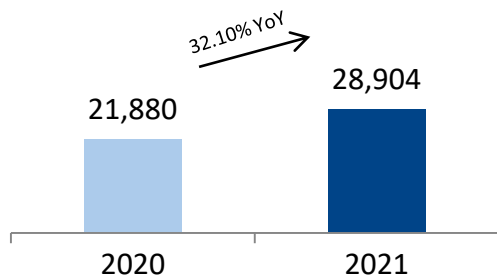
**Med Tech**

**Healthcare  
Service**

# Pharma Segment Performance

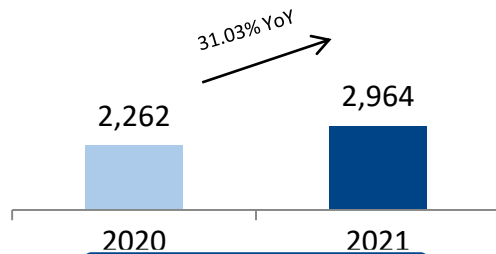
## Segment Revenue

(RMB million)



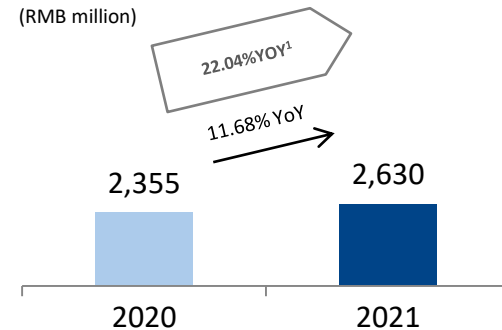
## Segment Results

(RMB million)



## Segment Profit<sup>1</sup>

(RMB million)



Pharma

3 Divisions

Specialization

Innovative Medicines

Established Medicines  
Manufacturing & Supply

Vaccine

**FOSUN PHARMA**

Innovation for Good Health

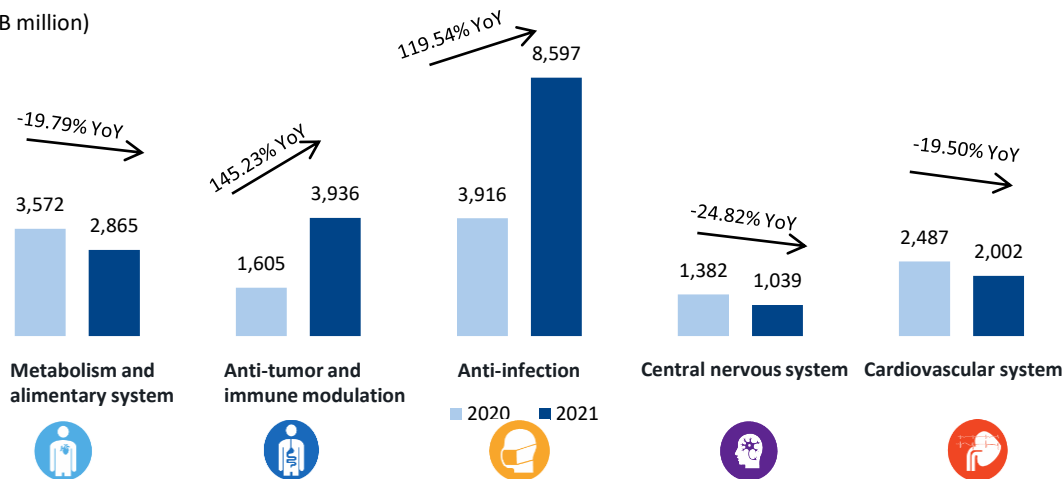
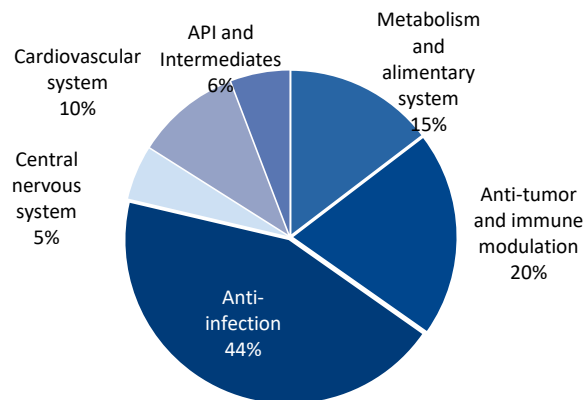
Note<sup>1</sup>: segment profit (excluding the gain on fair value change of BNTX shares) increased 22.04% YoY after excluding the impact from goodwill reduction of Avanc Pharma and others.



# Pharma Segment Core Therapeutic Area Revenue

## 2021 Core Therapeutic Area Revenue

(RMB million)



- **Anti-tumor and immune modulation core products:** increase was mainly due to the revenue increase from Han Li Kang (rituximab injection), Han Qu You (trastuzumab injection) and Su Ke Xin (avatrombopag maleate tablets)
- **Metabolism and alimentary system core products:** decrease was mainly due to the decreased unit selling price of You Li Tong (febuxostat tablets) after the volume based procurement
- **Anti-infection core products:** increase was mainly due to the sales contribution from mRNA COVID-19 vaccine and the sales revenue increase of Micafungin and Mei Shi Lin (Cefminox Sodium for Injection)
- **Central nervous system core products:** decrease was mainly due to the sales decline of Ao De Jin (Deproteinized Calf Blood Injection), the decreased unit selling price of Qi Wei (Quetiapine Fumarate Tablets) after the execution of volume based procurement, partially offset by the growth in sales revenue of Qi Cheng (Escitalopram Oxalate Tablets) and Chang Tuo Ning (Penehyclidine Hydrochloride Injection)
- **Cardiovascular system core products:** decrease was mainly due to the decreased unit selling price of Bang Zhi (pitavastatin calcium tablets) after the execution of volume based procurement

\*Note: revenue from 2020 is restated by including new core products in 2021

# Pharma Segment Revenue Structure Optimization

Revenue Structure Changed as  
Product Portfolio Optimization

Past

Ao De Jin  
You Di Er  
You Li Tong  
Bang Ting  
Yan Hu Ning



Now

Revenue mainly contributed by:

- **mRNA COVID-19 vaccine:** help to against COVID-19 in Hong Kong, Macau and Taiwan
- **Han Li Kang (Rituximab Injection):** the first biosimilar product approved in China
- **Han Qu You (Transtuzumab Injection):** the first mAb product approved in both China and the EU
- **Su Ke Xin (Avatrombopag Tablets):** the first oral drug approved to treat low blood platelet count in adults with long-lasting (chronic) liver disease (CLD)
- **Artesunate and other anti-malarial product:** have saved more than 48 million lives



Future

PD-1  
CAR-T cell therapy product  
RT002 long-lasting DaxibotulinumtoxinA product  
FCN-338 BCL-2 inhibitor  
ORIN-1001 ...

# Pharma Segment Growth Driver

Products launched in the last three years



% Total Revenue  
**25%**

**Rapid Growth in Overseas Markets**

## mRNA COVID-19 vaccine

2021 sales in Hong kong, Macau and Taiwan region over

**22** million doses



## Han Qu You (Trastuzumab injection)

2021 Sales

**RMB932** million



## Han Li Kang (Rituximab Injection)

2021 Sales

**RMB1,690** million  
125.33% YoY



## Su Ke Xin (Avatrombopag Tablets)

2021 Sales

**RMB426** million



Gland Pharma revenue increased by **29.48%\*** YoY

Due to new product launches including Micafungin and Enoxaparin Sodium Injection

**FOSUN PHARMA**  
Innovation for Good Health

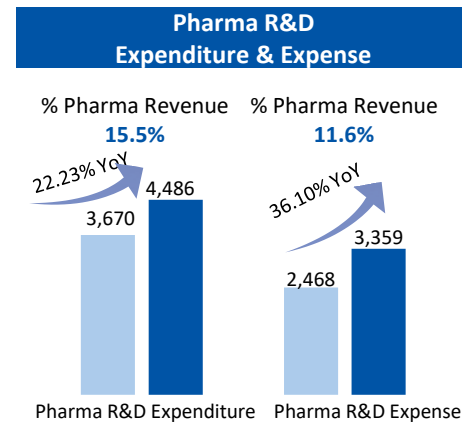
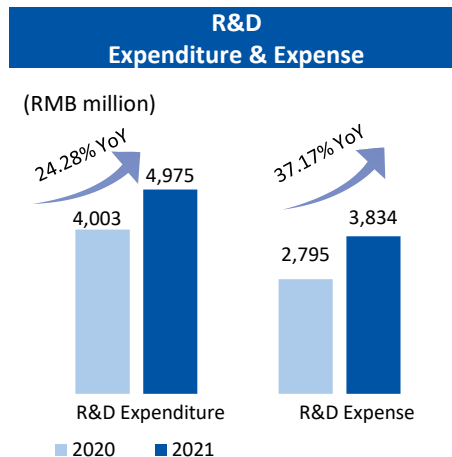
Note: Based on Gland Pharma's local currency financial statement.

# Innovative R&D - Expenditure & Major R&D Progress



R&D Expenditure  
**RMB4,975 million**  
R&D Expense  
**RMB3,834 million**

- Pharma R&D expenditure is **RMB4,486 million**, **15.5%** of Pharma revenue. Pharma R&D expense is **RMB3,359 million**, **YoY growth is faster than Pharam R&D expenditure**
- Strong R&D capabilities with **240** ongoing pipeline projects (not including Gland Pharma's pipeline)



## Major R&D progress

- BCL-2 inhibitor FCN-338:** first subject was enrolled in hematologic malignancy phase 1 clinical trial in the U.S in December 2021; received approval from NMPA to initiate phase 1 clinical trial for the treatment of r/r B-cell lymphoma in October 2021
- Serplulimab injection (PD-1) :** 1) MSI-H was granted priority review; 2) the NDA of sqNSCLC was accepted by NMPA; 3) international multi-center phase 3 clinical trial of PD-1 in combination with chemotherapy in treating ES-SCLC has **met the primary study endpoint of the overall survival (OS)** in the first interim analysis
- Long-lasting DaxibotulinumtoxinA product RT002:** completed enrollment for aesthetic indication (Glabellar lines) in September 2021 and for therapeutic indication (Cervical dystonia) in January 2022
- MEK1/2 inhibitor FCN-159:** received clinical trial approval for the treatment of NF1 in the U.S. and Spain; **first subject was enrolled in phase 1 clinical trial in China in November 2021**
- CDK4/6 inhibitor FCN-437c:** first subject was enrolled in phase 3 clinical trial for the treatment of breast cancer

# Innovative R&D - In-house R&D

- Established over 10 in-house R&D units to develop innovative products with advanced technologies and to enhance in-house R&D capabilities

## Henlius



Henlius

Pipeline covers **oncology**, **autoimmune areas etc.**; launched China's first biosimilar product Han Li Kang, and the first mAb product Han Qu You approved in both China and EU

## Fochon



FOCHON  
PHARMACEUTICALS

Pipeline candidates FCN-437 in Phase 3 clinical trial; FCN-159 (MEK) clinical trial in China, U.S. and Europe; the right outside of mainland China, Hong Kong and Macau of FCN-338 (BCL-2) was granted to Lilly

## Fosun Orinove



复星弘创  
FOSUN ORINOVE

**First-in-Class R&D strategy.** Pipeline candidate Orin1001 is with novel target, MOA and compound

## Novelstar



Novelstar  
A FOSUN PHARMA Company

R&D of **special formulation** for multiple DDSs including transdermal, inhalation, slow-release and controlled-release



Gene Therapy Platform



Nanobody and Bispecific Antibody Platform



Oncolytic Virus Platform



Personalized Therapeutic Tumor Vaccine (AC-NP) & Multi-specific Immunonano Therapy (MINP)



siRNA Therapy Platform



mRNA Platform



Cell Therapy Platform



Fusion Protein Platform

Figure number: GS(2016)1666

**FOSUN PHARMA**

Innovation for Good Health

# Innovative R&D - License-In & Out



Successful global License-In & Out track records:

- Extensive global network through years of experience with operation of overseas subsidiaries, invested VCs and collaboration with international partners
- Actively looking for global collaboration opportunities to quickly realize the product value and to support sustainable growth of the company. Collaborating with global partners to cover new markets and to maximize the product value

## License-In Cases



### Avatrombopag Tablets

- The first approved innovative small molecule of the company and the **first oral-use** tablet approved to treat low blood platelet count in adults with long-lasting (chronic) liver disease (CLD) in 2020
- Included in **NRDL** in China in Dec. 2020 which came effective in Mar. 2021 in 30 provinces. Realized revenue of RMB**426** million in 2021
- Licensed in the first long-lasting DaxibotulinumtoxinA product in mainland China, Hong Kong and Macau; completed enrollment of the Phase 3 clinical study in China for the treatment of moderate-to-severe glabellar lines (aesthetic indication) and for cervical dystonia (therapeutic indication)
- Safety: formulated without human blood-derived products or manufactured using animal-derived proteins. 3,800 cases showed no severe adverse events.
- Duration: **median time is 24 weeks**



### Long-lasting DaxibotulinumtoxinA Product - RT002

## License-Out Cases

- Fochon granted Lilly to develop, manufacture and commercialize BCL-2 inhibitor FCN-338 in regions except mainland China, Hong Kong and Macau in October 2020; Lily shall pay no exceeding **USD440 million**
- Granted Intas Pharmaceuticals in January 2021 to exclusive commercialize HLX02 in the U.S. and Canada with upfront payment of **USD27 million** and no exceeding **USD13 million** in development and sales milestones
- Granted Accord to exclusive commercialize HLX02 in Europe and part of the Middle East, North Africa region and the Commonwealth of Independent States with upfront payment of **USD8 million** and no exceeding **USD32.5 million** in development and sales milestones
- Granted KG Bio to exclusive commercialize HLX10 in Southeast Asia with upfront payment of **USD10 million** and no exceeding **USD672 million** in development and sales milestones
- Granted Getz Pharma to commercialize Han Da Yuan in 11 countries in Asia, Africa and Europe

# Innovative R&D - Co-development T-Cell Therapy

**Yi Kai Da (Axicabtagene Ciloleucel Injection) became the first CAR-T cell therapy product approved for launch in China in June 2021**

- **Further Collaboration:** FDA approved Tecartus (brexucabtagene autoleucel) for the treatment of adult patients with relapsed/refractory mantle cell lymphoma (MCL) in July 2020; **NMPA approved the clinical trial in March 2022**
- **Commercialization:** The 10,000 m<sup>2</sup> GMP commercial manufacturing facility has been put into operation; guaranteed zero error cold chain; with approximately one hundred patients in the treatment process and 75 certified treatment centers by the end of February 2022
- **Payment methods :** Exploring diversified payment methods, including **commercial insurance and citizen insurance**. Yi Kai Da is included in over **40 commercial insurances and 23 citizen insurances** by the end of February 2022
- **Indication Expansion:** Kite Pharma submitted sBLA to FDA to seek approval of Yescarta for the treatment of adult patients with r/r DLBCL in the second-line setting and was granted with priority review

## Yescarta (ZUMA-1)

≥ 4 years Post Infusion  
(N=101)

- **4yrs** Median Overall Survival **25.8 mths**;
- **4yrs OS 44%**;
- **5yrs OS 42.6%**
- **For CR patients, 5 yrs OS 64.4%**

## Multicenter Clinical Trial in China for Bridging Study

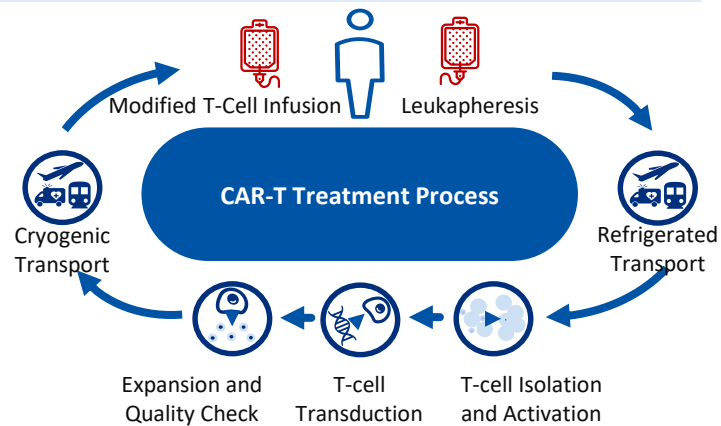
- **Yi Kai Da ORR: 79.2%**
- The safety and efficacy statistics for Yi Kai Da® is **highly similar** to the ZUMA-1 study and the real-world statistics of Yescarta with nearly 5,000 assessable patients

## Yescarta (ZUMA-7)

Yescarta vs. SOC **in second-line therapy of r/r DLBCL**

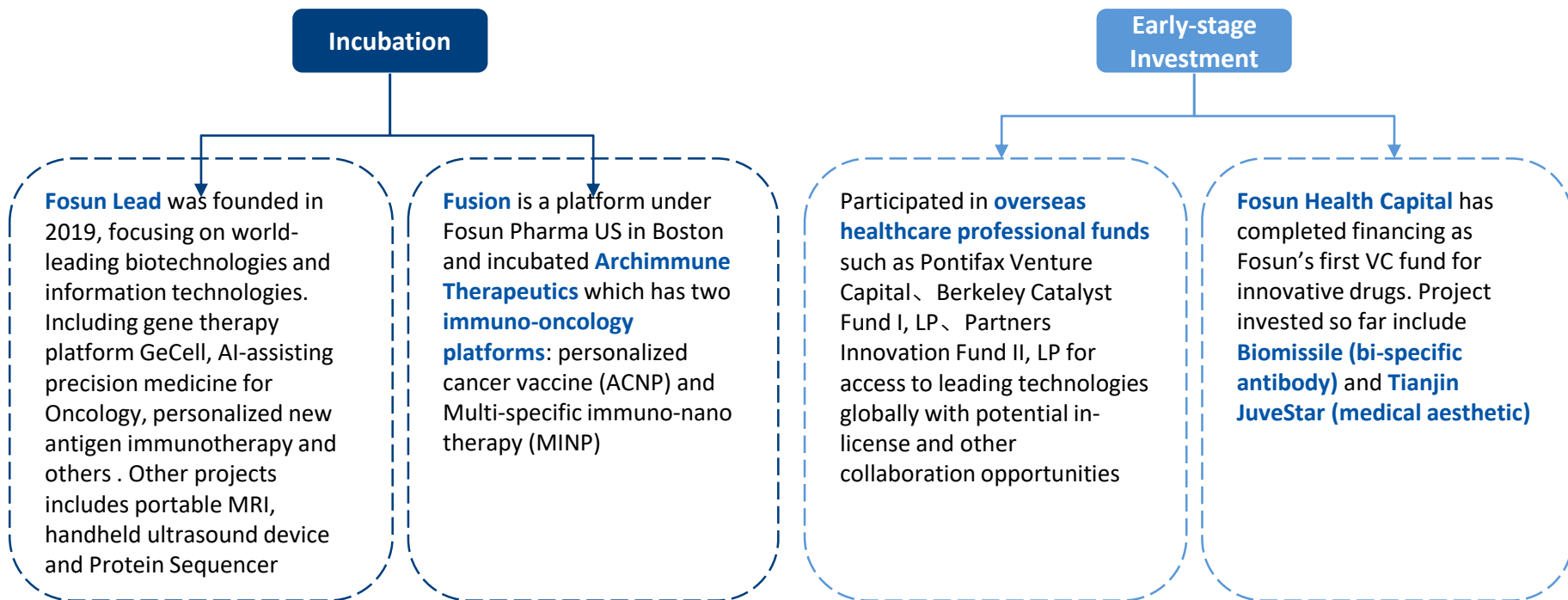
Median follow-up: 24.9 mths

- **ORR:** 83% vs. 50%
- **CR:** 65% vs. 32%
- **Median EPS:** 8.3 vs. 2mths



**Unique Chain of Identify and Chain of Custody** guarantee traceability and no confusion throughout the entire process




# Innovative R&D - Incubation & Early-stage Investment





# Innovative R&D - Biopharmaceuticals Core Pipeline

**Products launched in 2021:** **Bevacizumab Injection** mCRC and NSCLC indications; **Recombinant Human Insulin Injection** diabetes indication; **Recombinant Human Erythropoietin for Injection (CHO Cells)** anemia of cancer indication; **Adamumab Injection** uveitis indication, etc.

Therapeutic Area	Product		Target/MOA	Indication	Pre-Clinical	IND	Phase 1	Phase 2	Phase 3	NDA
Anti-tumor	HLX10 <sup>1</sup> (Serplulimab) 	Monotherapy	PD-1	MSI-H solid tumors 2L+	Granted priority review from NMPA in April 2021					
		+Chemo		Squamous non-small cell lung cancer 1L	Global multi-center clinical trial, NDA accepted by NMPA in September 2021					
				Extensive-stage small cell lung cancer 1L	Global multi-center clinical trial, reached the primary study endpoint (OS) in the first interim analysis in Dec. 2021					
				Metastatic esophageal squamous-cell carcinoma 1L						
				Neo-/adjuvant treatment of gastric cancer						
		+Bevacizumab	PD-1+VEGF	Non-squamous non-small cell lung cancer 1L						
				Hepatocellular carcinoma 1L						
				Metastatic colorectal cancer 1L	First subject had been dosed in Mainland China in March 2021					
		+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>		VEGF	Wet age-related macular degeneration						
	HLX22	+Trastuzumab	HER2+HER2	Gastric cancer	Initiated Phase 2 clinical trial in Mainland China in September 2021					
	HLX07		EGFR	Solid tumors (non-small cell lung cancer, esophageal carcinoma, etc.)						
	HLX11 (Pertuzumab)		HER2	Breast cancer	Reached the primary study endpoint for phase 1 clinical trial in November 2021					
	HLX05 (Cetuximab) <sup>3</sup>			EGFR	Metastatic colorectal cancer and squamous-cell carcinoma of the head and neck					
HLX12 (Ramucirumab)		VEGFR2	Gastric cancer, metastatic non-small cell lung cancer and metastatic colorectal cancer							
HLX20		PD-L1	Solid tumors							


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 Jingze Biotech to commercialize HLX05 in China

Note 4: last update on 28<sup>th</sup> February 2022

# Innovative R&D - Biopharmaceuticals Core Pipeline

Therapeutic Area	Product	Target/MOA	Indication	Pre-Clinical	IND	Phase 1	Phase 2	Phase 3	NDA
Anti-tumor	HLX14 (Denosumab)	RANKL	Osteoporosis						
	HLX26	LAG-3	Solid tumors and lymphomas	Approved to enter clinical trials by NMPA in April 2021					
	HLX35 <sup>1</sup>	 EGFR × 4-1BB	Solid tumors	Approved to enter clinical trials by NMPA in January 2022					
	HLX301	PD-L1 × TIGIT	Solid tumors	First subject had been dosed in Australia in February 2022					
	HLX13 (Ipilimumab)	CTLA-4	Melanoma, renal cell carcinoma and metastatic colorectal cancer						
	HLX15 (Daratumumab)	CD38	Multiple myeloma	Approved to enter clinical trials by NMPA in January 2021					
	HLX23	CD73	Solid tumors	Approved to enter clinical trials by FDA in May 2021					
	SurvaxM Injection	Survivin	Malignant glioblastoma						
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, Obesity						
Others	RT002	Bio 1	Moderate to severe glabellar lines in adults (GL)	Completed the enrollment of subjects in Mainland China in September 2021					
		Bio 1	Cervical dystonia (CD)	Completed the enrollment of subjects in Mainland China in January 2022					

Note 1: granted Binacea to research, develop, manufacture and commercialize the HLX35 globally except for China (including Hong Kong, Macau and Taiwan region)

Note 2: last update on 28<sup>th</sup> February 2022

# Innovative R&D - Small Molecule Core Pipeline

Therapeutic Area	Project	Target/MOA	Indication	Pre-Clinical	IND	Phase 1	Phase 2	Phase 3	NDA
Anti-tumor	FCN-437c	CDK4/6	Breast cancer (1L)	Approved to enter Phase 3 clinical trial by NMPA in January 2022					
			Breast cancer (2L)	Approved to enter Phase 3 clinical trial by NMPA in January 2022					
	SAF-189	ALK	Non-small cell lung cancer	Initiated Phase 3 clinical trial in Mainland China in January 2022; approved to enter clinical trials by FDA					
		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 Phase 1b/Phase 2 clinical trials by NMPA in January 2022					
	FCN-159	MEK	Neurofibromatosis type 1	Approved to enter clinical trials by NMPA in May 2021; approved clinical trials in the U.S. and Europe					
			Low-grade glioma						
			Malignant melanoma						
	ORIN1001	-	Solid tumor	Approved Phase 1 clinical trial in the U.S.					
	FCN-647	BTK	Relapsed or refractory malignant B-cell lymphoma						
	YP01001	VEGFR, etc.	Advanced solid tumor						
	FCN-338 <sup>1</sup> <i>Lilly</i>	BCL-2	Hematological malignancies	Approved Phase 1 clinical trial in the U.S.					
			Relapsed or refractory B-cell lymphoma	Approved to enter Phase 1 clinical trial by NMPA in October 2021					
	FH-2001	FGFR/PD-L1	Advanced malignant solid tumors	Approved to enter Phase 1 clinical trial by NMPA in August 2021					

Note 1: granted Lilly exclusive right to develop, manufacture and commercialize in all countries and regions excluding Mainland China, Macau and Hong Kong

Note 2: last update on 28<sup>th</sup> February 2022

# Innovative R&D - Small Molecule Core Pipeline

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-207	URAT1	Hyperuricemia / Gout						
	FCN-342	URAT1	Gout						
Infectious Diseases	Molnupiravir	RNA polymerase	Treatment of COVID-19						
	Plaxlovid	3CL Protease	Treatment of COVID-19						
	mRNA vaccine BNT162b2	-	Immunization to prevent COVID-19						
	PA-824	-	XDR – Tuberculosis MDR – Tuberculosis						
Nervous System	Opicapone Tablet	COMT	Parkinson's syndromes						
Others	Fortacin spray (Lidocaine Prilocaine spray)	-	Premature ejaculation						
	ET-26	-	Anesthesia						
	ORIN1001	-	Idiopathic pulmonary fibrosis						

# Manufacturing - Global Manufacturing System



Yao Pharma



Wanbang



Sublicensed from MPP to manufacture oral COVID-19 drugs from MSD and Pfizer with world-class manufacturing facilities and to commercialize in agreed low-and middle-income countries

## Global Standard

- Over 10 production lines for API and formulation of Yao Pharma, Wanbang and Guilin Pharma received GMP certification for the U.S., Europe and other markets
- The production line of heparin sodium injection of Wanbang passed the on-site review by the FDA in Jan. 2022 and is qualified to supply the U.S. market
- Gland Pharma received GMP certifications from the U.S., EU, Japan, Australia and other markets

## Improved Efficiency: from API to formulation

- Integration of manufacturing facilities to improve efficiency, accelerating the construction of Xuzhou and Chongqing comprehensive facilities and of API facilities in Changsha, Xuzhou and Chongqing

## Increased Biopharmaceutical Production Capacity

- Henlius Xuhui Facility has commercial production capacity of 24,000L and received GMP certification from Europe.
- Songjiang Facility Plant(1) planned capacity is 24,000L, expected to put in operation in 2022; Songjiang Facility Plant(2) is under construction with designed production capacity of 96,000L



Gland



Henlius



Guilin Pharma  
(Antimalarial drug)



Avanc Pharma  
(special formulation)



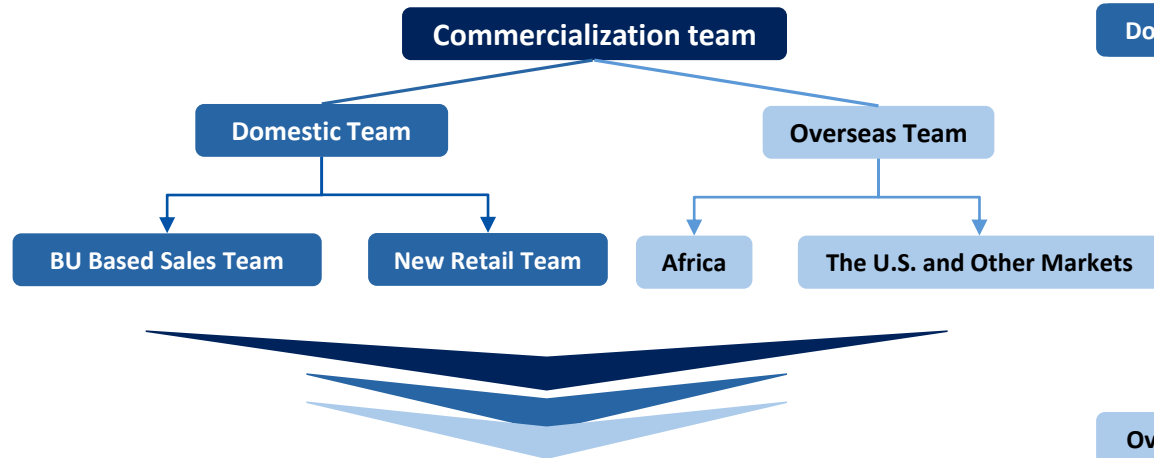
Sino API Facility



Chongqing API Facility



# Commercialization - Global Commercialization System



## Domestic Team

- Focus on **Oncology, immunology, Hepatobiliary**; build a **sales team with over 1,700 people** for **innovative products** including Han Li Kang, Han Qu You, Su Ke Xin and others
- Enriched product portfolio: granted an exclusive license to distribute, promote, market, and sell Akynzeo<sup>®</sup> (B-I-C, prevention of Chemotherapy or post-operative Nausea and Vomitting), Aloxi<sup>®</sup> and Anamorelin<sup>®</sup> in Mainland China, Hong Kong, Macau and Taiwan from Helsinn in October 2021

## Overseas Team

- Africa commercialization team with **800 staffs** including front-line sales, registration, distribution, promotion, and post-marketing safety alerts, established a solid foundation for registration, marketing and **sublicense from MPP**
- Collaborated with **5** major wholesalers, **16** group purchasing organizations (GPOs), **9** distributors in the U.S. market. **Over 10** collaboration contracts covered 75% of the IDNs

**>40**  
Countries/  
Regions



**~34**  
Provinces, Cities and  
Autonomous Regions



**~12,000**  
Hospitals



**~200,000**  
Retail  
Pharmacies



**FOSUN PHARMA**

Innovation for Good Health

# Fosun Adgenvax - Vaccine Pipeline Expansion

**Acquired Adgenvax** in October 2021 and integrated with Aleph Biomedical to **develop bacterial and viral vector vaccine platforms** and to strengthen the capability in the vaccine division.



## Innovative vaccine with patent: Pneumococcal 13-valent conjugate vaccine

- PCV13 in Phase 1 clinical trial
- **Only** Adgenvax holds **patent** for pneumococcal 13-valent conjugate vaccine except for Pfizer, and is not restricted by Pfizer's global patent

## Bacterial polysaccharide - protein conjugate vaccines

- The world's leading **pneumococcal 24-valent conjugate vaccine** is ready for IND
- **ACHib vaccine** and **ACWYHib vaccine** are under R&D



大连雅立峰生物制药有限公司  
Dalian Aleph Biomedical Co., Ltd.

## Launched viral vector vaccines: Vero cell vaccine and influenza vaccine

- Pipeline: **quadrivalent influenza vaccine** (Phase 3 clinical trial), human diploid cell vaccine, chickenpox vaccine, herpes zoster vaccine, etc.

## Large-scale manufacturing capacity and commercialization team

- Large-scale animal cell culture platform; **20** years of experiences in viral vector vaccine industry; strict supervision of product quality with **100%** approval rate of batch issuance; granted as the innovative technology center for viral vector vaccine in Liaoning province

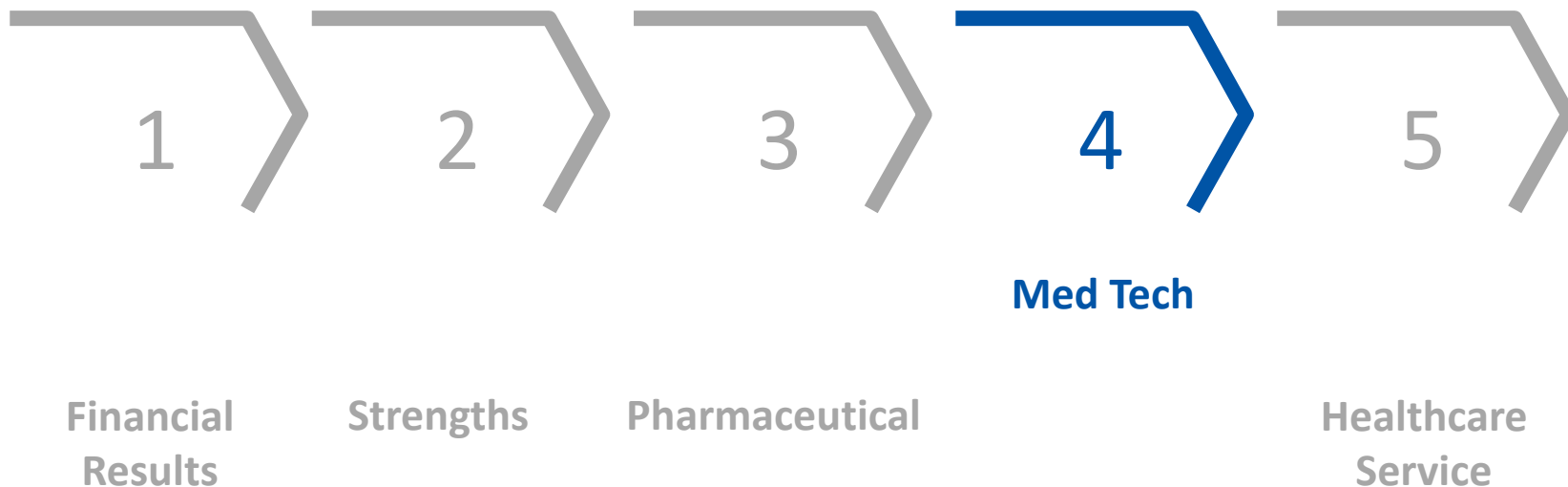
**Bacterial Vaccine**

**Enrich the Pipeline**

**Viral Vector Vaccine**

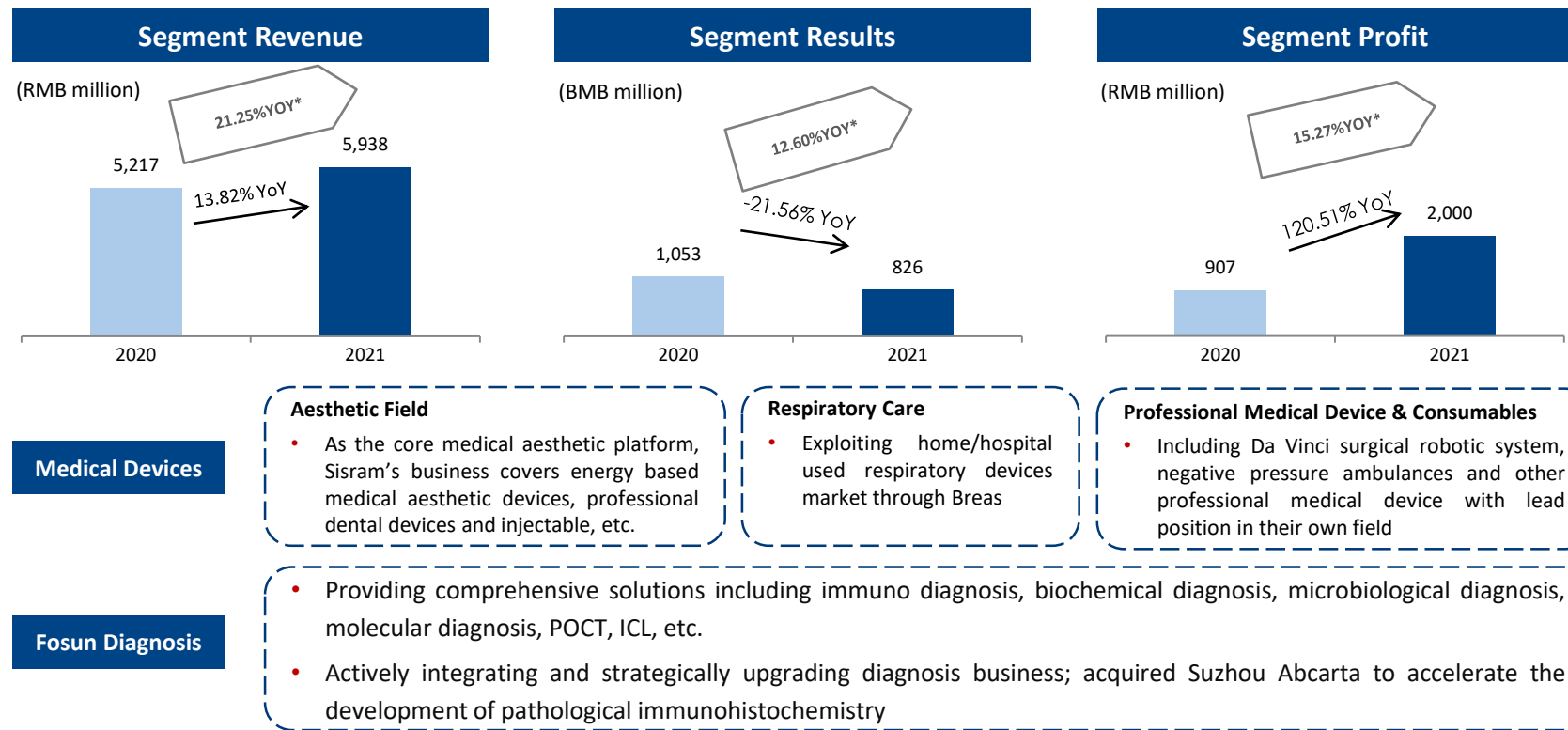
# Contents

---





# Med Tech Segment Performance



Note: revenue from Med Tech increased 21.25% YoY; Segment Results increased 12.60% YoY; Segment Profit increased 15.27% YoY, excluding the effect of expiration in relation to distribution rights transfer agreement of Da Vinci surgical robotic system and gain from the equity transfer of Yaneng Bioscience

# Medical Devices - Sisram Medical

Sisram is establishing global **Wellness Ecosystem** based on energy-based devices business and extending to injectables, aesthetic dentistry and personal care.



## Alma - The world's leading supplier for energy-based aesthetic medical devices

- Launched innovative products including **Soprano**, **ThermoLift**, **Harmony**, **BeautiFill** by **LipoLife**, etc.
- New Launches:** 1) **Body contouring and skin tightening** platform Alma PrimeX; 2) Alma Duo, **a revolutionary treatment for men**

**Entered into injectables business by collaborating with IBSA on a revolutionary "Bio-remodeling" hyaluronic acid moisturizing treatment - Profhilo in 2019**

- Profhilo is under clinical trial** in Mainland China
- Entered into a sublicense agreement with Fosun Industrial for the commercialization of the **first long-lasting DaxibotulinumtoxinA product RT002** for the treatment of aesthetic indications in mainland China, Hong Kong and Macao in July 2021. Completed phase 3 clinical trial enrollment in Sept. 2021
- Invested in Tianjin Xingsiyi with Fosun Pharma and entered into **silk fibroin-sodium hyaluronate products** in January 2022

## Aesthetic Dentistry

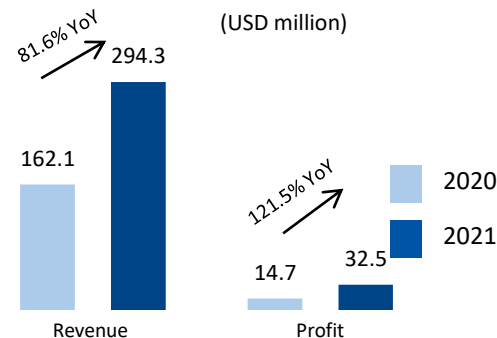
- Integrated Fosun resources, **completed the acquisition of Foshion** in July 2021
- Building the new global **comprehensive digital dentistry brand, copulla**

## LMNT for personal care

- New brand LMNT for home use devices
- Launched LMNT one** in March 2022. Using diode-based light technology to promote the creation of new collagen cells and to provide instant glow on the skin



## Financial Performance



## 2021 New Launches



Alma PrimeX



Alma Duo

**FOSUN PHARMA**  
Innovation for Good Health

# Medical Devices - Professional Medical Device & Consumables and Respiratory Care

## Professional Medical Device & Consumables

INTUITIVE FOSUN  
直观复星

- **73 da Vinci Surgical Systems** were installed in China in 2021; as of Dec. 31st 2021, **over 270 Systems** were installed in Mainland China, Hong Kong and Macau, 6,730 systems were installed worldwide and performed over 10 million surgeries
- Intuitive Fosun plans to build a R&D and manufacturing base in Shanghai; In October 2021, **da Vinci Innovation Center** with total 1,700 m<sup>2</sup> put in operation to provide hand-on training in precision medicine



Covering multiple professional devices including imaging equipment, ambulances and hair transplant robots, etc.

- EOS® Whole Body Bone 3D Modeling Imaging System
- BodyTom® portable full body CT systems
- ARTAS Hair Transplant Surgical Auxiliary Robot
- Negative Pressure Ambulances



## BREAS

**Z1 portable continuous positive airway pressure (CPAP) machine:**

The smallest, lightest, most portable cpap machine (259g)



**iSleep home-used series non-invasive ventilator:**

Integrate humidification and constant temperature function

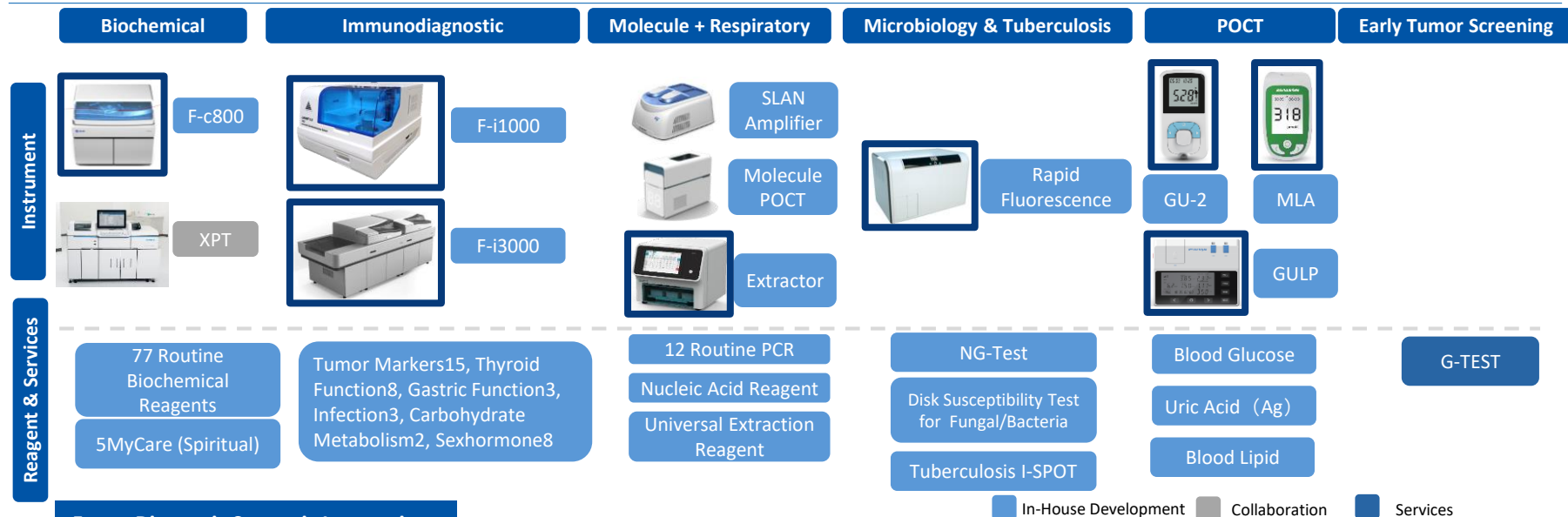


**Vivo series medical respiratory devices:**

Multi-function respiratory devices, for home/hospital use



# Medical Diagnosis - Core Product

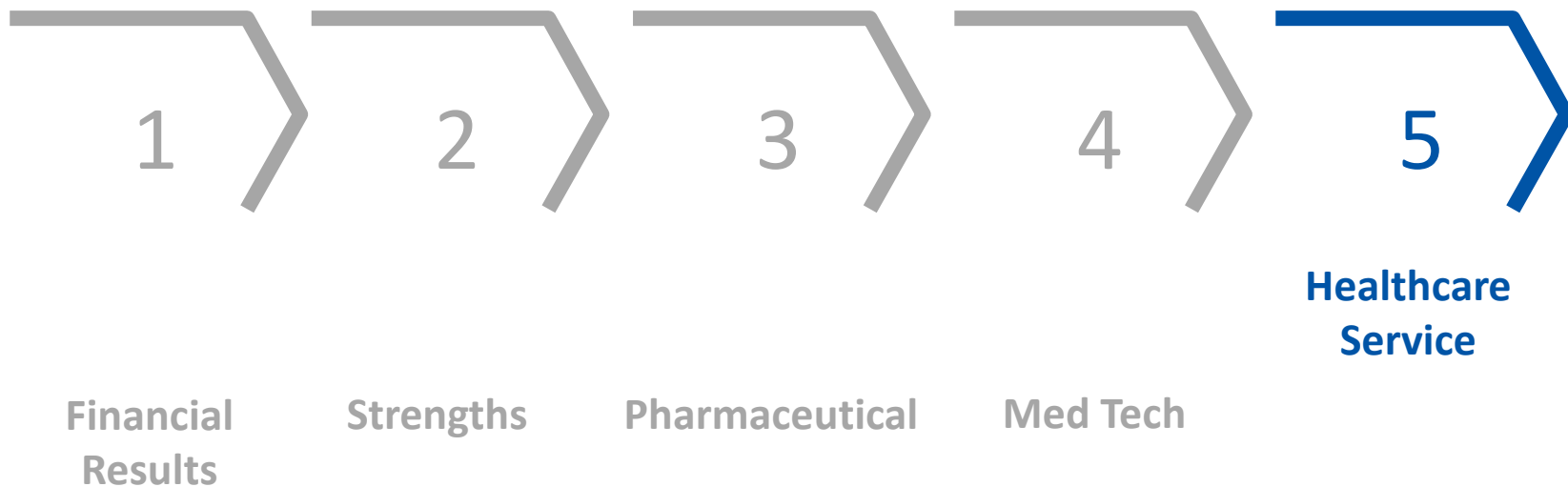


## Fosun Diagnosis Strategic Integration

- Accelerated the integration of medical diagnosis segment; **completed the rename of all subsidiaries and constructed vertical management structure**; centralized management of core functions, established R&D center, quality management center, marketing center for domestic and international market, etc. to achieve sustainable business development
- Launched in-house developed chemiluminescence instrument F-i3000 to implement the **strategy of developing in-house instruments**
- Acquired Suzhou Abcarta to accelerate the development of **pathological immunohistochemistry**; completed 29.02% equity interest transfer of Yaneng Biotech

# Contents

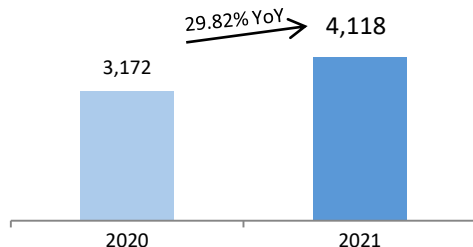
---



# Healthcare Service Segment Performance

## Segment Revenue

(RMB million)



- **Fosun Healthcare** was renamed to **Fosun Health**, upgrading closed loop online and offline health service platform, aiming to lead the “family active health”
- Affected by increased investments in digital and online operation, the initial loss of newly opened hospitals and other factors, in 2021, segment results RMB -367million, decreased RMB562 million YoY. Segment profit RMB -433million, decreased RMB542 million YoY.



### Investment 2011-2017

- Built on-site healthcare network
- Gained experience in high-end healthcare
- Launched online healthcare services
- Developed regional medical centers



### Operation 2018-2020

- Created advantageous specialty areas
- Online and on-site strategic synergy
- Developed high-end aesthetic medical business
- Constructing specialties for health and wellness



### Strategic Upgrade 2021 and beyond

- Integrating resources to build Internet healthcare ecosystem
- Consolidating the leading position as non-public healthcare provider
- Building intelligent Cloud Healthcare
- Building healthcare ecosystem

# Healthcare Services - Offline Services

## Highlights



### Covered Region

Pearl River Delta, Yangtze River Delta, Beijing-Tianjin-Hebei Area, the Central of China and Sichuan-Chongqing Area  
**5,532 beds** in medical service institutions controlled by the Group by the end of February 2022



### Healthcare Resources

**3000+** doctors  
**50+** holding and invested hospitals  
Collaborated with  
**220k+** doctors, **20k+** hospitals



### Competitiveness

Foshan Chancheng Hospital received JCI certification and the TOP1 non-public hospital in China for 4 consecutive years<sup>1</sup>  
Shenzhen Hengsheng Hospital was granted JVF license

## Major Hospitals

### Pearl River Delta

Regional flagship hospitals include **Foshan Chancheng**, **Shenzhen Hengsheng**, etc.



**佛山禅医**  
Foshan Chancheng Hospital  
佛山禅星禅医医院



**JCI国际认证医院**  
Organization Accredited  
by Joint Commission International

- Class III General Hospital with **1,200** beds
- Realized revenue of **RMB2,010 million** (+22%), and profit of **RMB158 million** (+16%) in 2021
- Fosun Pharma currently holds 86.47% of the share



**深圳恒生医院**  
SHENZHEN HENGSHENG HOSPITAL

- Class III General Hospital with **600** beds
- Acquired 60% stake of Shenzhen Hengsheng Hospital for RMB909 million in November 2017



**广东药科大学附属第三医院**  
广州新市医院

- Class III General Hospital with **800** beds and over 900 doctors and employees
- Acquired 70% stake of Guangdong Xinshi Hospital in January 2022

### Other Strategic Region



**宿迁市钟吾医院**  
SUGUAN ZHONGWU HOSPITAL  
**宿迁市肿瘤医院**  
SUGUAN CANCER HOSPITAL



**安徽济民肿瘤医院**  
ANHUI JIMIN CANCER HOSPITAL



**温州老年病医院**  
WENZHOU GERIATRIC HOSPITAL



**星荣整形外科医院**  
SHINRONG PLASTIC SURGERY HOSPITAL



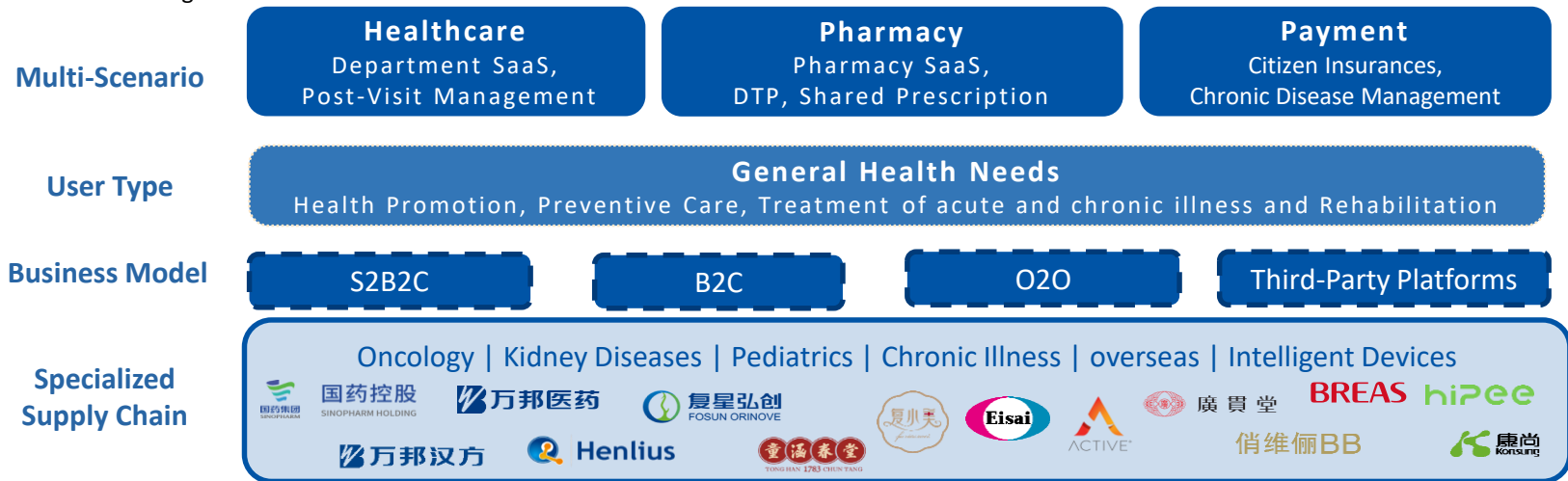
**湖北省人民医院 武汉济和医院**  
HUBEI GENERAL HOSPITAL MEDICAL CONJOINED WUHAN JIHE HOSPITAL



**STAR HOSPITAL**  
星辰妇幼 | 上海复星医疗旗下高品质医院  
医保定点医院

# Healthcare Services - Online Services

- Domestic regulatory, including the 14<sup>th</sup> Five-Year-Plan, supports the service model of online and onsite healthcare services. Fosun Health will continuously accelerate digitalization and provide patient with closed loop services
- Integrated online and offline healthcare services from 2021, 5 medical institutions including Foshan Chancheng and Yinchuan Fosun internet hospital received 6 internet hospital licenses
- Building online medical service platform** to provide healthcare services, pharmaceutical and med tech e-commerce, health insurance service and health management services.



**GSP + self-operated central warehouse + collaborated distribution**

60 cities next-day delivery, the national average is 1-3 days

**Collaborated with domestic distributor and pharmacy**

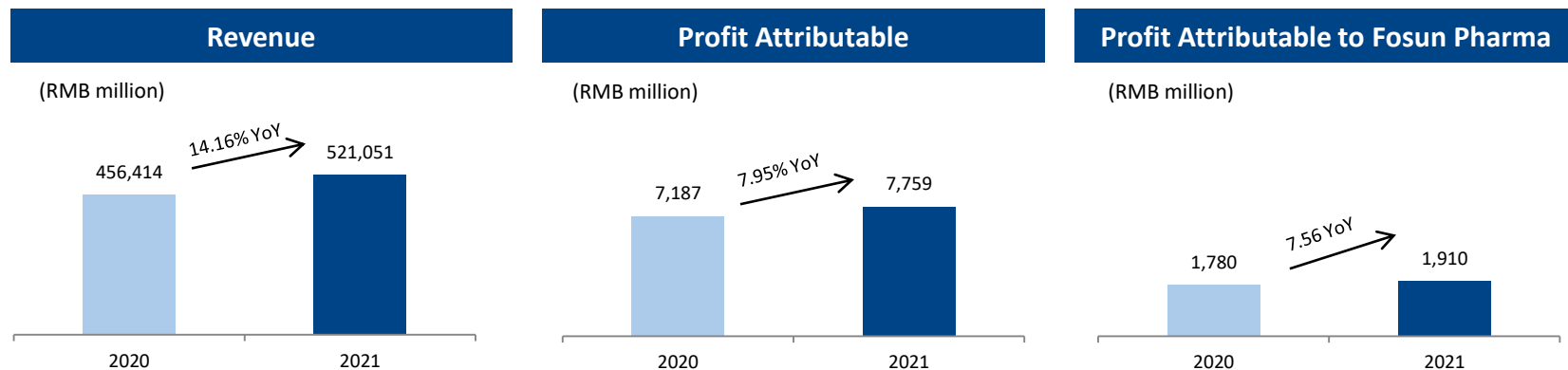
O2O delivery in 300 cities with same-day delivery goal

**FOSUN PHARMA**

Innovation for Good Health



# Sinopharm Performance



- Captured the business transformation opportunities from the continuous expansion of the volume-based procurement (VBP), the revenue from pharmaceutical distribution business is **RMB389.96 billion (+11.96% YoY)**. The business in grassroots market continued to expand, with **over 500,000 terminal network** in provinces, cities and autonomous regions
- The medical device business has covered **335** cities above the prefecture level, with market share consistently ranking at the forefront of the medical device distribution industry. revenue from medical device business achieved **RMB108.13 billion** and the proportion of revenue to the overall has been increasing, from 19.04% in 2020 to 20.14% in 2021, representing an increase of 1.10 percentage points YoY
- Deepening the coordination and deployment of procurement and logistics resources nationwide and actively exploring business transformation. Revenue from retail pharmacy business achieved **RMB29.06 billion (+20.26%)** far higher than average industry growth rate

# Disclaimer and copyright

---

- 本文件中所包含的所有内容（包括预测性描述），复星医药、陈述人或提供人不保证其完全准确、完整或及时，如因有关内容存在错误、遗漏或失准之处而引致的行为或结果，复星医药、陈述人或提供人对此不承担责任。
- 本文件内容不包含亦不应被视为任何投资建议，投资者基于本文件中内容做出的投资决策，责任自负。
- 本文件及其中所包含内容的所有权利包括版权均由复星医药独家所有，其中相关的“FOSUN”和“复星”字样、图案及相关LOGO标识均为复星医药合法所有的字号、商标和标识。该等资料和内容未经复星医药书面同意，任何第三方不得以包括转载在内的任何方式加以使用。
- Fosun Pharma, the Representor or the Provider will not warrant the accuracy, the completeness and the timeliness of all information and contents, including predictive description, contained in the PPT documents/visual materials. In the event of any mistake, omission, and inaccuracy, Fosun Pharma, the Representor or the Provider should not be held for any liabilities in this regard.
- The PPT documents/visual materials will not include and should not be deemed as any investment proposals. The investor should take their own responsibilities for any determinations so come to based upon the information contained in the PPT documents/visual materials.
- Fosun Pharma is entitled to all rights, including copyright, pertaining to the PPT documents/visual materials. The characters, the designs and other related logos, like “Fosun” and “复星”，are the trade name, trademark and the logos legally owned by Fosun Pharma. Without written consent offered by Fosun Pharma, any third party should not utilize such materials and information in any manner, including reprinting.

# FOSUN PHARMA

## 复星医药

持续创新 · 乐享健康

复星医药微信公众平台  
[www.fosunpharma.com](http://www.fosunpharma.com)

