Investor Presentation

3Q22 Report
Prepared in accordance with China Accounting Standards
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1. Financial Results
2. Strengths
3. Pharmaceutical
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## Financial Results Overview

<table>
<thead>
<tr>
<th>Key Financials (RMB million)</th>
<th>3Q21</th>
<th>3Q22</th>
<th>YoY(%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>27,048</td>
<td>31,610</td>
<td>16.87</td>
</tr>
<tr>
<td>Net profit attributable to shareholders</td>
<td>3,565</td>
<td>2,454</td>
<td>-31.15%</td>
</tr>
<tr>
<td>Net profit after one-off gain</td>
<td>2,475</td>
<td>2,859</td>
<td>15.51%</td>
</tr>
<tr>
<td>Net operating cash flow</td>
<td>3,016</td>
<td>3,173</td>
<td>5.24</td>
</tr>
<tr>
<td>R&amp;D Expenditure</td>
<td>3,151</td>
<td>3,761</td>
<td>19.36</td>
</tr>
<tr>
<td>R&amp;D Expense</td>
<td>2,414</td>
<td>2,849</td>
<td>18.02</td>
</tr>
<tr>
<td>Basic EPS (RMB/Share)</td>
<td>1.39</td>
<td>0.95</td>
<td>-31.65%</td>
</tr>
</tbody>
</table>

Note: realized net profit after one-off gain RMB2,859 million (+15.51% YoY) in 3Q22; sustainable revenue and net profit after one-off gain growth; the decrease of net profit attributable to shareholders and basic EPS was mainly due to the decrease in one-off gain, BNTX share price decreased because of market fluctuations and other factors. The change in fair value of financial assets results a one-off loss over RMB1.1 billion for the reporting period.

### Segment Revenue

<table>
<thead>
<tr>
<th>Segment</th>
<th>1H21</th>
<th>1H22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pharmaceutical</td>
<td>14%</td>
<td>19%</td>
</tr>
<tr>
<td>Med Tech</td>
<td>72%</td>
<td>67%</td>
</tr>
<tr>
<td>Healthcare Services</td>
<td>11%</td>
<td>14%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Segment</th>
<th>3Q21</th>
<th>3Q22</th>
<th>YoY(%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pharmaceutical</td>
<td>12,248</td>
<td>14,327</td>
<td>16.97% YoY</td>
</tr>
<tr>
<td>Med Tech</td>
<td>2,837</td>
<td>4,043</td>
<td>42.51% YoY</td>
</tr>
<tr>
<td>Healthcare Services</td>
<td>1,844</td>
<td>2,918</td>
<td>58.24% YoY</td>
</tr>
</tbody>
</table>

(RMB million)
Financial Results Overview – By Quarter

**Revenue**

- 2019: 28,585 (RMB million)
- 2020: 30,307 (RMB million)
- 2021: 39,005 (RMB million)
- Q3 21: 10,096 (RMB million)
- Q3 22: 10,270 (RMB million)

Change: 28.70% YoY

**Operating Cash Flow**

- 2019: 3,222 (RMB million)
- 2020: 2,580 (RMB million)
- 2021: 3,949 (RMB million)
- Q3 21: 1,309 (RMB million)
- Q3 22: 1,353 (RMB million)

Change: 53.07% YoY

**Profit Attributable**

- 2019: 3,322 (RMB million)
- 2020: 3,663 (RMB million)
- 2021: 4,735 (RMB million)
- Q3 21: 1,082 (RMB million)
- Q3 22: 907 (RMB million)

Change: 29.28% YoY

**Net Profit after One-off Gain**

- 2019: 2,234 (RMB million)
- 2020: 2,718 (RMB million)
- 2021: 3,277 (RMB million)
- Q3 21: 905 (RMB million)
- Q3 22: 997 (RMB million)

Change: 20.60% YoY
Operating Performance Analysis

<table>
<thead>
<tr>
<th>Expense Structure</th>
<th>2021</th>
<th>3Q21</th>
<th>3Q22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Margin¹</td>
<td>48.1%</td>
<td>49.6%</td>
<td>46.5%</td>
</tr>
<tr>
<td>Selling and Distribution²</td>
<td>23.3%</td>
<td>24.2%</td>
<td>20.5%</td>
</tr>
<tr>
<td>Administrative</td>
<td>8.2%</td>
<td>8.3%</td>
<td>8.3%</td>
</tr>
<tr>
<td>R&amp;D</td>
<td>9.8%</td>
<td>8.9%</td>
<td>9.0%</td>
</tr>
<tr>
<td>Finance</td>
<td>1.2%</td>
<td>1.5%</td>
<td>1.2%</td>
</tr>
<tr>
<td>Gross Margin minus Selling and Distribution³</td>
<td>24.8%</td>
<td>25.3%</td>
<td>26.0%</td>
</tr>
</tbody>
</table>

Note: Operating cost and selling and distribution expenses for 3Q21 have been restated due to adjustments in the transportation cost.

Note¹: The decrease of Gross Margin in 1H22 was mainly due to: 1) the unit price increase of some core products due to the increase in labor costs and raw materials under the pandemic; 2) the lower gross margins on not self-developed Covid-19 products; 3) impact of volume-based purchasing.

Note²: The decrease of Selling and distribution rate was mainly due to: 1) continuously strengthen the control of sales expenses; 2) the decreased selling and distribution rate of volume-based purchasing products.

Note³: Gross Margin minus Selling and Distribution remained consistent.

Operating Results

(RMB million)

Total
1,754
1,963
39.69% YoY
11.96% YoY

Pharmaceutical
1,353
1,890
52.25% YoY

Med Tech
434
440
1.38% YoY

Healthcare Services
(19)
(387)

Total Results Margins

<table>
<thead>
<tr>
<th></th>
<th>1H21</th>
<th>1H22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Results Margin</td>
<td>10.3%</td>
<td>9.2%</td>
</tr>
<tr>
<td>Pharmaceutical</td>
<td>11.0%</td>
<td>13.2%</td>
</tr>
<tr>
<td>Med Tech</td>
<td>15.3%</td>
<td>10.9%</td>
</tr>
<tr>
<td>Healthcare Services</td>
<td>-1.1%</td>
<td>-13.3%</td>
</tr>
</tbody>
</table>

Note: segment result increased 52.25% YoY, excluding the impact from equity transfer of Yaneng Bioscience.
## Business Highlights - The “4IN” Strategy

Fosun Pharma maintained solid revenue and operating performance growth in 1H22 from increased sales volume of products launched in last 3 years, sales in Covid-19 related products and effective control of marketing expenses.

### INnovation

<table>
<thead>
<tr>
<th>Improving Product Portfolio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Serplulimab Injection (PD-1) for MSI-H was approved in China; sqNSCLC, EC-SCLC and ESCC indications were accepted by the NMPA. SCLC was granted FDA Orphan-drug Designation.</td>
</tr>
<tr>
<td>Yi Kai Da LBCL second-line therapy was accepted by NMPA and granted with Priority Review in October 2022.</td>
</tr>
<tr>
<td>Entered into a strategic collaboration with Genuine Biotech to develop and exclusively commercialize Azvudine, the first domestic small molecule anti-Covid-19 oral drugs. Azvudine has been commercialized in Chinese mainland.</td>
</tr>
<tr>
<td>Approved mRNA Covid-19 vaccine versions for children aged 5-11 and for infant aged 6 months to 4 years old EUA in Hong Kong in Sep. 2022 and approved Omicron BA.4/BA.5-adapted bivalent vaccine for 12 years of age and older EUA in Taiwan region in Oct. 2022.</td>
</tr>
<tr>
<td><strong>BD:</strong> license-in products include Keverprazan Hydrochloride and Grafalon</td>
</tr>
</tbody>
</table>

### INternationalization

<table>
<thead>
<tr>
<th>Enhancing Global Operating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Entered into the collaboration and license agreement with Amgen for the exclusive right to commercialize Otezla® and Parsabiv® in Chinese Mainland, another collaboration case with reputable MNC.</td>
</tr>
<tr>
<td>Henlius entered into the license agreement with companies including Organon, Eurofarma and Getz Pharma to cover the main biologics market including the U.S., EU and other emerging markets with international partners.</td>
</tr>
<tr>
<td>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.</td>
</tr>
<tr>
<td>Building the 2nd headquarter in the U.S.; has 5 regional distribution hubs in Africa; the largest distribution hub in French-speaking West Africa, the Côte d’Ivoire distribution hub has been put into operation.</td>
</tr>
</tbody>
</table>

### INtegration

<table>
<thead>
<tr>
<th>Accelerating strategic upgrade and internal integration</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pharma Segment:</strong> Subdivided into three divisions Innovative Medicines Divisions, Established Medicines Manufacturing &amp; Supply Division, and Vaccines Division in early 2022.</td>
</tr>
<tr>
<td><strong>Med Tech:</strong> Sisram strengthened global direct sales teams and the proportion of direct sales revenue continues to increase. Integrating of Medical Diagnosis Segment to improve the R&amp;D and manufacturing capabilities of diagnostic instruments.</td>
</tr>
</tbody>
</table>

### INtelligentization

<table>
<thead>
<tr>
<th>Intelligent Operation Driven by Digital Transformation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Upgrading the R&amp;D digital platform INNOX2.0 for collaborative innovation to improve the efficiency of R&amp;D project management and explore AI-driven R&amp;D.</td>
</tr>
<tr>
<td>Providing integrated online and offline healthcare services to become the leader of family active health.</td>
</tr>
</tbody>
</table>

Other Progress: 1) Fosun Pharma’s MSCI ESG rating has been upgraded from BB in 2020 to BBB in 2021 and to A in October 2022, leading the domestic industry; 2) announced to collaborate with CR Pharmaceutical on strategic and business level of innovative medicines, biologics, medical devices, etc.
Strengths
Identified the Irrationality of High Profit Generic Drugs
Prepared quality consistency evaluation before “4+7” drug procurement; accelerating manufacturing integration to improve the competitiveness

Forward-looking Globalization
Entered into the global market before domestic competitors via industrial investment as domestic market become increasingly competitive

Clinical Value-oriented Innovation
Since 2009
Building small molecule innovative drugs, antibody drugs, cell therapy platforms etc.

Innovative Technology
• Launched the first CAR-T cell therapy product in China, Yi Kai Da.
• Collaborated with BioNTech on mRNA technology
• Collaborated with Insilico to enter AI-driven drug discovery and development

Biopharmaceuticals
• Launched China’s first biosimilar product Han Li Kang
• Launched the first mAb product Han Qu You approved in both China and EU
• Han Si Zhuang was granted Orphan-drug Designation by FDA in treating SCLC

Innovative Medical Devices
• Acquired Alma to enter energy-based aesthetic medical devices business and to establish Wellness Ecosystem
• Found Intuitive Fosun with Intuitive Surgical as the representative of da Vinci robotic-assisted surgical system in China

Quick Response against COVID-19
• Quick response against COVID-19 by covering products and services in prevention, test and treatment of COVID-19
Differentiated Innovation - from R&D to Market

- Rituximab Injection
- Trastuzumab Injection
- Serplulimab Injection
- FCN-338 (BCL-2)
- FCN-159 (MEK)
- ORIN-1001

**In-house R&D**
- Azvudine
- Avatrombopag Tablets
- Opicapone
- RT002
- Tenapanor Tablets
- SurVaxM
- FS-1502

**In-license**
- mRNA Covid-19 Vaccine
- Axicabtagene Ciloleucel
- da Vinci Surgical System

**Co-development**
- Gene Therapy
- Oncolytic Virus
- Individualized Vaccine for Cancer Treatment (AC-NP)/Multispecific Immunonano Therapy (MINP)
- Lung Cancer Early Diagnosis and treatment (Jedicare)

**Incubation & Early Stage Investments**

**Diversified R&D System**

Strengthen middle office capabilities including project approval, clinical, registration, etc.

Commercialization team with over 6,900 employees to maximize product value
Globalization - Maximize Product Value

**Revenue from regions outside Chinese Mainland and other countries**

**1H22 Revenue**
- RMB 7,592 million
  - RMBS198 million in 1H21

**% Total Revenue**
- 35.58%
  - 30.66% in 1H21

**1H22 Main Progress**

**The U.S.**
- Collaborated with 5 major wholesalers, 16 GPOs, 21 distributors in the U.S. market.
- 19 collaboration contracts covered 85% of the IDNs

**Sisram’s North American direct sales revenue was USD69.9 million (+42.2% YoY), 40% of the total revenue**

**Africa**
- Côte d'Ivoire Pharmaceutical distribution hub in West Africa has been put into operation; Kenya distribution hub passed the ICRC on-site inspection

**Global Presence**

- European subsidiary established in 2017 based on various collaborations, to capture the value of innovative medicines
- Launched the first domestic biosimilar in EU
- Covering early stage incubation, BD, preclinical and clinical research and other innovative R&D

- Acquired the third largest pharma distributor in French-speaking West Africa, Tridem Pharma, in 2017
- Integrated public marker team in Guilin Pharma with private market team in Tridem Pharma
- Established 5 regional distribution hubs with about 800 people in the commercialization team
- Strengthening marketing and local manufacturing capabilities

- Acquired the first FDA approved injectables manufacturer in India, Gland Pharma, in 2017
- Focusing on complex injectables and expanding to biologics CDMO
- Accelerating product registration in China

- Entered into the U.S. market by exporting formulations and other businesses. Established the U.S. subsidiary in 2017. Has Hengenix Biotech, Fusion and other platforms in the U.S.
- Building the 2nd headquarters in the U.S. to improve operation
- Have direct sales team for generic drugs and medical devices
- Strengthening BD capability of clinical stage products and commercialization capability of innovative medicines

*2022 Q3 did not disclose globalization separately*

**6,099 overseas employees, 16.7% of the total number of employees**

**Completed the first stage of globalization**

**Accelerating the overseas commercialization of competitive products**

Figure number: GS(2016)1666
Trustworthy Partner of MNCs

Diversified R&D System
Forward-looking Globalization
Global network with overseas subsidiaries and VC funds
>20 yrs domestic industrial experiences with complete clinical registration and commercialization system as well as financial, legal and other capabilities
Trustworthy partner with numerous collaborations

Quick access to cutting-edge fields and technologies through collaboration
Reached dozens of international collaborations with well-known MNCs

- Entered into a distribution partnership with Intuitive Surgical through subsidiary Chindex Medical, brought da Vinci Surgical System to China
- Announced to found JV Intuitive Fosun with Intuitive Surgical in September 2016 to further collaborate in technology, manufacturing and services

- Founded JV Fosun Kite with Kite Pharma in 2017 to build the leading cell therapy platform in China
- Yi Kai Da is the first CAR-T therapy approved in China. FKC889 for MCL is in the clinical stage in China

- Collaborated with BioNTech to develop and commercialize mRNA Covid-19 vaccine in China in March 2020
- Sales over 30 million doses in Hong Kong, Macau and Taiwan region by the end of June 2022

- Entered into the collaboration and license agreement with Amgen for the exclusive right to commercialize Otezla® and Parsabiv® in Chinese Mainland to strengthen non-oncology product pipeline
- Commercialization capability recognized by MNC, exploring new collaboration in innovative medicines
## Quick Response - Product Portfolio Against COVID-19

### Covid-19 Antiviral Treatment

<table>
<thead>
<tr>
<th>Azvudine</th>
<th>Sublicensed from MPP</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Entered into a strategic collaboration with Genuine Biotech to develop and exclusively commercialize <strong>Azvudine</strong>, the first domestic small molecule anti Covid-19 oral drugs</td>
<td>• Sublicensed from MPP to manufacture drug substance and drug Molnupiravir from MSD and to commercialize in 105 low-and middle-income countries</td>
<td>• Entered into a license agreement with Kintor Pharma to commercialize <strong>Proxalutamide</strong> in India and 28 African countries</td>
</tr>
</tbody>
</table>
| • Obtained emergency conditional approval from NMPA to treat adult patients suffering moderate Covid-19 on July 25th | • 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 | • Product pipeline includes long-acting fusion protein drugs and bispecific nano-antibodies
| • Included in the Covid-19 prevention and control protocol (9th edition); included in the medical insurance in 31 provinces, autonomous regions and municipalities; passed the format review of 2022 NRDL adjustment; priced at RMB270 for a course of treatment | | |
| • Collaborated with Sinopharm to supply Azvudine in Chinese Mainland. Azvudine has been delivered to Xinjiang, Hainan, Henan, Yunnan, Inner Mongolia, etc. to fight against Covid-19 pandemic | | |

### Covid-19 Diagnostic Test Kit & Biomedlab

| **Covid-19** nucleic acid test kit | **COVID 19** antigen test kit | Received certifications from NMPA, CE, FDA, EUA, WHO EUL, TGA, etc., supplying to more than 10 countries and regions worldwide | Received certification from NMPA, CE; completed the German BfArM registration; included in the EU COVID 19 Rapid Antigen Tests Common List; received FDA Emergency Use Authorization |

### Covid-19 Vaccine

<table>
<thead>
<tr>
<th>mRNA Covid-19 Vaccine</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Included in the Covid-19 vaccination programmes in Hong Kong and Macau region in March 2021 and started vaccine administration in Taiwan region in September 2021. Vaccine sales over 30 million doses in Hong Kong, Macau and Taiwan region since launched.</td>
</tr>
<tr>
<td>• Continuously expanding the eligibility of vaccine for babies and children under 12 yrs old and the eligibility of bivalent vaccine booster in 2022. Approved vaccine administration for 6 mths-4 yrs old in August and for 5-11 yrs old in May in Taiwan region; approved vaccine versions for 6 mths-4 yrs old and 5-11 yrs old EUA in Hong Kong in September; received vaccine special import authorization for 6 mths-4yrs old in October and approved vaccine for 5-11 yrs old in April in Macau</td>
</tr>
<tr>
<td>• Authorized Omicron BA.4/BA.5-adapted bivalent vaccine EUA in Taiwan region in October; submitted applications of Omicron BA.4/BA.5-adapted bivalent vaccine in Hong Kong (EUA) and Macau (special import authorization)</td>
</tr>
</tbody>
</table>

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*Note: MPP stands for Medicago.*
Environmental, Social and Governance

MSCI-ESG Rating Upgrade

BBB 2021

BB 2020

- Upgraded MSCI ESG rating to A in October 2022, leading the industry
- Topped in the first Fortune China ESG Impact List in August 2022
- Included in the HSCASUS and HSMHSUS

Green growth and sustainable development

- Established EHS Committee to continuously improve EHS policies and set the 2nd EHS five-year strategic goals (2021-2026)
- Implemented sustainable supply chain, improved production efficiency and developed a preliminary climate change risk list

Improvement of product accessibility and affordability, taken the interest of stakeholders into consideration

- Well-established systems and organizations for R&D, product quality management, staff training, social welfare and supply chain management
- Organized or participated in anti-malaria activities in Africa, medicine donation programs, rural doctors activities, poverty alleviation fund, Fosun Health Management Institute, etc.

Strengthen corporate governance with ESG to achieve sustainable development

- Established ESG Committee at the Board level; the Anti-Corruption Supervision Department (ACSD) designed a comprehensive anti-corruption system
- Upheld the professional, branded, digital and compliant marketing system control

Environmental, Social and Governance
Pharmaceutical
Pharma Segment Performance

<table>
<thead>
<tr>
<th>Segment Revenue</th>
<th>Segment Results</th>
<th>Segment Profit¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>(RMB million)</td>
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<tr>
<td>12,248</td>
<td>1,353</td>
<td>1,257</td>
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<td>↑16.97% YoY</td>
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<td>14,327</td>
<td>1,890</td>
<td>1,573</td>
</tr>
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</table>

Note 1: Segment profit excludes fair value changes of BNTX shares and gain on sale of certain shares
**Pharma Segment Core Therapeutic Area Revenue**

**1H22 Core Therapeutic Area Revenue** (RMB million)

- **Anti-tumor and immune modulation**
  - Increase was mainly due to the revenue increase from Han Qu You (Trastuzumab Injection), Han Li Kang (Rituximab Injection), and Su Ke Xin (Avatrombopagmaleate Tablets) and the revenue from new launches including Han Si Zhuang (Serplulimab Injection) and Akynzeo (Netupitant-Palonosetron).

- **Anti-infection**
  - Increase was mainly due to the sales contribution from mRNA COVID-19 vaccine and the sales revenue increase of anti-malarial products (Artesunate).

- **Metabolism and alimentary system**
  - Decrease was mainly due to the decrease in sales volume and unit price of Atomolan (glutathione for injection) and Fan Ke Jia (thioctic acid injection) after the volume-based purchasing.

- **Cardiovascular system**
  - Increase was mainly due to the revenue increase from heparin series preparations.

- **Central nervous system**
  - Decrease was mainly due to the sales decline of Ao De Jin (DeproteinizedCalf Blood Injection).

**Note:** 1H21 revenue is restated by including new core product Wan Su Jing (Engeletin Tablets) and excluding Shi Li Da (amlodipine besylate tablets) from disposed Huanghe Pharma in 1H22.
Pharma Segment Revenue Structure Optimization

Revenue Structure Changed as Product Portfolio Optimization

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

Examples of core innovative product pipeline

- Received NMPA approval for the first innovative biological drug *Serplulimab* MSI-H indication. The NDA for sqNSCLC, ES-SCLC and ESCC was accepted by NMPA
- **Yi Kai Da (Axicabtagene Ciloleucel Injection)** became the first CAR-T cell therapy product approved for launch in China in June 2021
- long-lasting *DaxibotulinumtoxinA* product RT002, Bcl-2 inhibitor, ORIN1001, MEK1/2 inhibitor, FCN-159 · · ·
Pharma Segment Growth Driver

Han Li Kang (Rituximab Injection)
- 1H22 Sales: RMB 819 million
- +150.15% YoY
- Increased 24,000L commercial production capacity

Han Qu You (Trastuzumab injection)
- 1H22 Sales: RMB 813 million
- +150.15% YoY
- Increased 24,000L commercial production capacity

Su Ke Xin (Avatrombopag Tablets)
- 1H22 Sales: RMB 360 million

Han Si Zhuang (Serplulimab Injection)
- Launched for 3 months
- Sales: RMB 77 million
- Completed tenders on procurement platforms in 18 provinces
- Treated 2,485 patients

mRNA COVID-19 vaccine
- 1H22 sales in Hong Kong, Macau and Taiwan region over 8 million doses
- Approved to use in children aged 5 to 11 in April/May in Macau/Taiwan region
Innovative R&D - Expenditure & Major R&D Progress

1H22 R&D Expenditure
RMB2,399 million
1H22 R&D Expense
RMB1,818 million

- Pharma R&D expenditure is RMB2,062 million, 14.39% of Pharma revenue. Pharma expense is RMB1,491 million, 10.41% of Pharma revenue.

- Strong R&D capabilities with 260 ongoing pipeline projects by the end of 2021 (not including Gland Pharma’s pipeline).

R&D Expenditure & Expense

<table>
<thead>
<tr>
<th>R&amp;D Expenditure (RMB million)</th>
<th>1H21</th>
<th>1H22</th>
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<tbody>
<tr>
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<td>R&amp;D Expense</td>
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</tbody>
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Change:
- 22.77% YoY
- 16.39% YoY

Pharma R&D Expenditure & Expense

<table>
<thead>
<tr>
<th>% Pharma Revenue</th>
<th>14.39%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pharma R&amp;D Expenditure</td>
<td>1,777</td>
</tr>
<tr>
<td>Pharma R&amp;D Expense</td>
<td>1,385</td>
</tr>
</tbody>
</table>

Change:
- 16.04% YoY
- 7.65% YoY

Major R&D progress

- **Serplulimab injection (PD-1)**: 1) MSI-H was approved by NMPA in March 2022; 2) the NDA of PD-1 in combination with chemotherapy in treating sqNSCLC was accepted by NMPA in September 2021; 3) the NDA of PD-1 in combination with chemotherapy in treating ES-SCLC was accepted by NMPA and SCLC was granted FDA Orphan-drug Designation in April 2022; 4) the NDA of PD-1 in combination with chemotherapy in treating ECSS was accepted by NMPA in August 2022.

- **FS-1502 (Recombinant Anti-HER2 Humanized Monoclonal Antibody for Injection Monomethyl Auristatin F)**: initiated Phase 2 clinical trial in Chinese Mainland in treating NSCLC; 2) approved to enter Phase 2 clinical trial in combination with Serplulimab and/or chemotherapy in treating advanced gastric cancer with HER2 expression in Chinese Mainland.

- **FCN-159 (MEK1/2 inhibitor)**: 1) approved to enter Phase 2 clinical trial in Chinese Mainland in treating histiocytic tumor and arteriovenous malformation; 2) ongoing Phase 2 global multi-center clinical trial in treating Neurofibromatosis type 1.

- **Progress in 1H22**: launched 2 innovative medicine/new indication (Serplulimab MSI-H indication, Rituximab RA indication); launched in total 10 generic drug/indication in Chinese Mainland and the U.S.; 1 innovative medicine/indication and 18 generic drug/indication NDA in Chinese Mainland; 14 innovative medicine/indication and 9 generic drug/indication IND in Chinese Mainland.
Innovative R&D - In-house R&D

### Enhance in-house R&D capabilities

#### 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
- Pipeline candidates FCN-437 in Phase 3 clinical trial; FCN-159 (MEK1/2) clinical trial in China, U.S. and Europe; the right outside of Chinese Mainland, Hong Kong and Macau of FCN-338 (BCL-2) was granted to Lilly

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

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

### Platform

<table>
<thead>
<tr>
<th>Platform</th>
<th>Details</th>
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<tbody>
<tr>
<td>Gene Therapy Platform</td>
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<tr>
<td>siRNA Therapy Platform</td>
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<tr>
<td>Nanobody and Bispecific Antibody Platform</td>
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<tr>
<td>mRNA Platform</td>
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<td>Oncolytic Virus Platform</td>
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<td>Cell Therapy Platform</td>
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<td>Fusion Protein Platform</td>
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<tr>
<td>Personalized Therapeutic Tumor Vaccine (AC-NP) &amp; Multi-specific Immuno-nano Therapy (MINP)</td>
<td></td>
</tr>
</tbody>
</table>

Figure number: GS(2016)1666
Innovative R&D - License- In & Out

### 2022 License In Cases

**Furmonertinib**
- Granted with exclusive right to commercialize in broad region

**Otezla® & Parsabiv®**
- Granted with exclusive right to commercialize 2 innovative medicines in Chinese Mainland

**Bifunctional Sialidase Therapies**
- Co-develop with Nobel Price laureate co-founded Palleon; received exclusive license in China (including Hong Kong, Macau, and Taiwan region)

**Azvudine**
- Entered into the strategic collaboration with GENUINE regarding Azvudine, the first domestic oral small molecule drug for COVID-19 treatment approved in China

**Keverprazan Hydrochloride**
- Granted with exclusive right to commercialize in Chinese Mainland and granted with exclusive rights in other regions or counties as the marketing authorization holder

### 2022 License Out Cases

**Rituximab, Trastuzumab and Bevacizumab**
- Granted Eurofarma to develop, manufacture and commercialize Rituximab, Trastuzumab and Bevacizumab in 16 Latin American countries; Eurofarma shall pay up to USD50.5 million

**Rituximab & Trastuzumab**
- Granted Abbott semi-exclusive license to commercialize Rituximab and Trastuzumab in Brazil; Abbott shall pay up to USD4.4 million

**Pertuzumab & Denosumab**
- Granted Organon exclusive right to commercialize Pertuzumab and Denosumab in ex-China countries and regions. Organon shall pay up to USD541 million
Innovative R&D - Co-development

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

### Indication Expansion

- **LBCL third-line therapy:** Yi Kai Da became the first CAR-T cell therapy product approved for launch in China in June 2021
  - Yescarta launched in the U.S. in October 2017
- **LBCL second-line therapy:** Yescarta became the world’s first CAR-T cell therapy product approved by FDA for LBCL second-line therapy
  - Yi Kai Da LBCL second-line therapy was accepted by NMPA and granted with Priority Review in October 2022.

### Commercialization

- Treated over 200 patients by the end of July 2022 with nearly 100 certified treatment centers and 10,000 m² GMP commercial manufacturing facility
- Exploring diversified payment methods, including commercial insurance and citizen insurance. Yi Kai Da is included in over 50 commercial insurances and 44 citizen insurances by the end of July 2022.

### Product Pipeline

- The second indication r/r iNHL was granted Breakthrough Therapy Designation by the NMPA in August 2021 and the clinical trials in China are under process
- FDA approved Tecartus (brexucabtagene autoleucel) for the treatment of adult patients with relapsed/refractory mantle cell lymphoma (MCL) in July 2020; FKC889 for MCL is in the clinical stage in China

### Product Pipeline

- **Yescarta (ZUMA-1):**
  - 5yrs OS 42.6%; for CR patients, 5yrs OS 64.4%
  - Multicenter Clinical Trial in China for Bridging Study:
    - ORR 79.2%
- **Yescarta (ZUMA-7):**
  - Yescarta vs. SOC in second-line therapy of r/r DLBCL (Median follow-up: 24.9mths)
  - ORR: 83% vs. 50%; CR: 65% vs. 32%
  - Median EPS: 8.3mths vs. 2mths

### Note:

*source from Global Cancer Statistics 2018*
Innovative R&D - Incubation & Early Stage Investments

**Incubation & Early Stage Investments:** enrich the R&D pipeline to target cutting-edge technologies at an earlier stage.

- **Fosun Lead** was founded in 2019, focusing on world-leading biotechnologies and information technologies. Including gene therapy platform GeCell, AI-assisting precision medicine for Oncology, personalized new antigen immunotherapy and others. Other projects include portable MRI, handheld ultrasound device and Protein Sequencer.

- **Fusion** is a platform under Fosun Pharma US in Boston and incubated **Archimmune Therapeutics** which has two **immuno-oncology platforms:** personalized cancer vaccine (ACNP) and Multi-specific immunonano therapy (MINP).

- Participated in **overseas healthcare professional funds** such as Pontifax Venture Capital, Berkeley Catalyst Fund I, LP, Partners Innovation Fund II, LP for access to leading technologies globally with potential in-license and other collaboration opportunities.

- **Fosun Health Capital** has completed financing as Fosun’s first VC fund for innovative drugs. Project invested so far include **Biomissile (bi-specific antibody)** and **Tianjin JuveStar (medical aesthetic)**.
## Innovative R&D - Biopharmaceuticals Core Pipeline

<table>
<thead>
<tr>
<th>Therapeutic Area</th>
<th>Product</th>
<th>Target/MOA</th>
<th>Indication</th>
<th>Pre-Clinical</th>
<th>IND</th>
<th>Phase 1</th>
<th>Phase 2</th>
<th>Phase 3</th>
<th>NDA</th>
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</thead>
<tbody>
<tr>
<td>Anti-tumor</td>
<td>HLX10¹</td>
<td>Chemo</td>
<td>PD-1</td>
<td>Squamous non-small cell lung cancer 1L</td>
<td>Global multi-center clinical trial, NDA accepted by NMPA in September 2021</td>
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<td>Extensive-stage small cell lung cancer 1L</td>
<td>Granted FDA Orphan drug Designation in April 2022</td>
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<td>Metastatic esophageal squamous-cell carcinoma 1L</td>
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<td></td>
<td>Limited-stage small cell lung cancer</td>
<td>Global multi-center clinical trial; First subject had been dosed in Chinese Mainland in May 2022;</td>
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<td>Neo-/adjuvant treatment of gastric cancer</td>
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<tr>
<td></td>
<td>+Bevacizumab</td>
<td>PD-1+VEGF</td>
<td>Hepatocellular carcinoma 1L</td>
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<td>Metastatic colorectal cancer 1L</td>
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<tr>
<td></td>
<td>+HLX07</td>
<td>PD-1+EGFR</td>
<td>Squamous-cell carcinoma of the head and neck 2L</td>
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<td></td>
<td>Squamous non-small cell lung cancer 1L</td>
<td>First subject had been dosed in January 2022</td>
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<td></td>
<td>HLX04-O²</td>
<td>VEGF</td>
<td>Wet age-related macular degeneration</td>
<td>First subject had been dosed in Chinese Mainland Phase 3 clinical trial in November 2021; First subject had been dosed in Latvia Phase 3 clinical trial in April 2022</td>
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<td>HLX22</td>
<td>+Trastuzumab</td>
<td>HER2+HER2 Gastric cancer</td>
<td>Initiated Phase 2 clinical trial in Mainland China in September 2021</td>
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<tr>
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<td>HLX07</td>
<td>EGFR</td>
<td>Solid tumors (non-small cell lung cancer, esophageal carcinoma, etc.)</td>
<td>Approved to enter clinical trials by FDA</td>
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<td>HLX11</td>
<td>HER2</td>
<td>Breast cancer</td>
<td>Initiated Phase 3 clinical trial in Chinese Mainland in April 2022</td>
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<tr>
<td></td>
<td>HLX05</td>
<td>EGFR</td>
<td>Metastatic colorectal cancer and squamous-cell carcinoma of the head and neck</td>
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<tr>
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<td>HLX12</td>
<td>VEGFR2</td>
<td>Gastric cancer, metastatic non-small cell lung cancer and metastatic colorectal cancer</td>
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</table>

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 30th October 2022
## Innovative R&D - Biopharmaceuticals Core Pipeline

<table>
<thead>
<tr>
<th>Therapeutic Area</th>
<th>Product</th>
<th>Target/MAA</th>
<th>Indication</th>
<th>Pre-Clinical</th>
<th>IND</th>
<th>Phase 1</th>
<th>Phase 2</th>
<th>Phase 3</th>
<th>NDA</th>
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<tbody>
<tr>
<td><strong>Anti-tumor</strong></td>
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<tr>
<td>FS-1502</td>
<td>HER2</td>
<td>Non-small cell lung cancer</td>
<td>Approved to enter Phase 2 clinical trial by NMPA in May 2022</td>
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<td></td>
<td>HER2-positve advanced malignant solid tumor</td>
<td>HER2-positve locally advanced or metastatic breast cancer</td>
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<td>FS-1502-Serplulimab</td>
<td>HER2+PD-1</td>
<td>Advanced gastric cancer with HER2 expression</td>
<td>Approved to enter clinical trials by NMPA in July 2022</td>
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<tr>
<td>HXLX14 (Denosumab)</td>
<td>RANKL</td>
<td>Osteoporosis</td>
<td>Initiated Phase 3 clinical trial in Chinese Mainland in June 2022; approved to Phase 3 clinical trial in TGA in July 2022</td>
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<tr>
<td>HXLX26</td>
<td>LAG-3</td>
<td>Solid tumors and lymphomas</td>
<td>Approved to enter clinical trials by NMPA in April 2021</td>
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<tr>
<td>HXLX35</td>
<td>EGFR×4-1BB</td>
<td>Solid tumors</td>
<td>Approved to enter clinical trials by NMPA in January 2022; first subject had been dosed in Chinese Mainland in June 2022</td>
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<tr>
<td>HXLX301</td>
<td>PD-L1×TIGIT</td>
<td>Solid tumors</td>
<td>First subject had been dosed in Australia in February 2022; first subject had been dosed in Chinese Mainland in July 2022</td>
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<tr>
<td>HXLX13 (Ipilimumab)</td>
<td>CTLA-4</td>
<td>Melanoma, renal cell carcinoma and metastatic colorectal cancer</td>
<td>Approved to enter clinical trials by NMPA in March 2022</td>
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<td>HXLX15 (Daratumumab)</td>
<td>CD38</td>
<td>Multiple myeloma</td>
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<td>HXLX23</td>
<td>CD73</td>
<td>Solid tumors</td>
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<tr>
<td>SurvaxM Injection</td>
<td>Survivin</td>
<td>Malignant glioblastoma</td>
<td>Approved to enter clinical trials by NMPA in March 2022</td>
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<td><strong>Blood System</strong></td>
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<tr>
<td>Recombinant Human</td>
<td>EPO</td>
<td>Anemia of renal disease</td>
<td>NDA was accepted by NMPA in December 2021</td>
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<td>Erythropoietin Injection</td>
<td>(pre-filled syringe)</td>
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<tr>
<td>Recombinant Insulin Glargine Injection</td>
<td>INSR</td>
<td>Diabetes</td>
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<tr>
<td>Mixed Protamine Zinc Recombinant Insulin Lispro Injection (50R)</td>
<td>INSR</td>
<td>Diabetes</td>
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<tr>
<td>Liraglutide Injection</td>
<td>GLP-1</td>
<td>Diabetes, Obesity</td>
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<tr>
<td>RT002</td>
<td>Bio 1</td>
<td>Moderate to severe glabellar lines in adults (GL)</td>
<td>Completed the enrollment of subjects in Chinese Mainland in September 2021</td>
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<tr>
<td>13-Valent Pneumococcal Conjugate Vaccine</td>
<td>Vaccine</td>
<td>Prevention of Streptococcus pneumonia</td>
<td>Preparing the Phase 3 clinical trial</td>
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</tbody>
</table>

**Note:**
- Note 1: granted Organon exclusive global commercialization rights except for China
- Note 2: granted Binacea to research, develop, manufacture and commercialize the HXLX35 globally except for China (including Hong Kong, Macau and Taiwan region)
- Note 3: last update on 30th October 2022
## Innovative R&D - Small Molecule Core Pipeline

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<thead>
<tr>
<th>Therapeutic Area</th>
<th>Project</th>
<th>Target/MOA</th>
<th>Indication</th>
<th>Pre-Clinical</th>
<th>IND</th>
<th>Phase 1</th>
<th>Phase 2</th>
<th>Phase 3</th>
<th>NDA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anti-tumor</td>
<td>FCN-437c</td>
<td>CDK4/6</td>
<td>Breast cancer (1L)</td>
<td>Approved to enter Phase 3 clinical trial by NMPA in January 2022; Phase 1 clinical trial in the U.S.</td>
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<td>Breast cancer (2L)</td>
<td>Approved to enter Phase 3 clinical trial by NMPA in January 2022; Phase 1 clinical trial in the U.S.</td>
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<td>SAF-189</td>
<td>ALK</td>
<td>Non-small cell lung cancer</td>
<td>Initiated Phase 3 clinical trial in Mainland China in January 2022; approved to enter clinical trials by FDA</td>
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<td>ROS1</td>
<td>Non-small cell lung cancer</td>
<td>Approved to enter clinical trials by FDA</td>
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<td>HLX-208</td>
<td>BRAF V600E</td>
<td>Solid tumors (metastatic colorectal cancer, non-small cell lung cancer, etc.) LCH and ECD5</td>
<td>Approved to enter Phase 1b/Phase 2 clinical trials by NMPA in January 2022</td>
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<td>FCN-159</td>
<td>MEK</td>
<td>Neurofibromatosis type 1</td>
<td>Global multi-center clinical trial</td>
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<td>Arteriovenous malformation</td>
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<td>ORIN1001</td>
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<td>Solid tumor</td>
<td>Approved Phase 1 clinical trial in the U.S.</td>
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<td>FCN-338</td>
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<td>Hematological malignancies</td>
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<td>Relapsed or refractory B-cell lymphoma</td>
<td>Approved to enter Phase 1 clinical trial by NMPA in October 2021</td>
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</tr>
<tr>
<td></td>
<td>FH-2001</td>
<td>FGFR/PD-L1</td>
<td>Advanced malignant solid tumors</td>
<td>Approved to enter Phase 1 clinical trial by NMPA in August 2021</td>
<td></td>
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<tr>
<td></td>
<td>PLK1 Inhibitor</td>
<td>PLK1</td>
<td>KRAS mutations in colorectal and non-small cell lung cancer</td>
<td></td>
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</tr>
<tr>
<td></td>
<td>CHK1 Inhibitor</td>
<td>CHK1</td>
<td>Ovarian cancer and other solid tumors</td>
<td></td>
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<tr>
<td></td>
<td>IRAK4/BTK Inhibitor</td>
<td>IRAK4/BTK</td>
<td>DLBCL</td>
<td></td>
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Note 1: last update on 30th October 2022
<table>
<thead>
<tr>
<th>Therapeutic Area</th>
<th>Project</th>
<th>Target/MOA</th>
<th>Indication</th>
<th>Pre-Clinical</th>
<th>IND</th>
<th>Phase 1</th>
<th>Phase 2</th>
<th>Phase 3</th>
<th>NDA</th>
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<tr>
<td>Blood System</td>
<td>Avatrombopag Tablet</td>
<td>TPO-R</td>
<td>Chronic idiopathic thrombocytopenic purpura</td>
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<tr>
<td></td>
<td>Tenapanor Tablet</td>
<td>NHE 3</td>
<td>End-stage Renal Disease – Hemodialysis</td>
<td></td>
<td></td>
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<tr>
<td>Metabolism and Digestive System</td>
<td>Ferric Pyrophosphate Citrate</td>
<td>-</td>
<td>Iron replacement for HD patients</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Tenapanor Tablet</td>
<td>NHE 3</td>
<td>Irritable Bowel Syndrome with Constipation</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FCN-342</td>
<td>URAT1</td>
<td>Gout</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Granted Phase 1 clinical trial by NMPA in November 2021</td>
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<td>Infectious Diseases</td>
<td>Molnupiravir</td>
<td>RNA polymerase</td>
<td>Treatment of COVID-19</td>
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<tr>
<td></td>
<td>Paxlovid</td>
<td>3CL Protease</td>
<td>Treatment of COVID-19</td>
<td></td>
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<tr>
<td></td>
<td>mRNA vaccine BNT162b2</td>
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<td>Immunization to prevent COVID-19</td>
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<td>PA-824</td>
<td>-</td>
<td>XDR – Tuberculosis</td>
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<td>MDR – Tuberculosis</td>
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<td>Nervous System</td>
<td>Opicapone Tablet</td>
<td>COMT</td>
<td>Parkinson's syndromes</td>
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<tr>
<td>Others</td>
<td>Fortacin spray (Lidocaine Prilocaine spray)</td>
<td>-</td>
<td>Premature ejaculation</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>ET-26</td>
<td>-</td>
<td>Anesthesia</td>
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<tr>
<td></td>
<td>ORIN1001</td>
<td>-</td>
<td>Idiopathic pulmonary fibrosis</td>
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<tr>
<td></td>
<td>FCN-016</td>
<td>ROCK</td>
<td>Glaucoma</td>
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<tr>
<td></td>
<td>Blood coagulation factor</td>
<td>FXLa</td>
<td>Antithrombotic</td>
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<tr>
<td></td>
<td>FXLa inhibitor</td>
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<tr>
<td></td>
<td>FH2002</td>
<td>Complement Factor B</td>
<td>IgA nephropathy and other immune abnormalities</td>
<td></td>
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</tbody>
</table>

Note: last update on 30th October 2022
Manufacturing - Global Manufacturing System

**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.

**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 and is qualified to supply the U.S. market.
- Gland Pharma received GMP certifications from the U.S., EU, Japan, Australia and other markets.

**Henlius +24,000L Commercial production capacity**
- Songjiang Facility Plant (1) received GMP certification, increased commercial production capacity from 24,000L to 48,000L.
- Songjiang Facility Plant (2) is under construction with designed production capacity of 96,000L.

**Gland Pharma**
- Small Molecule API
- Small Molecule Formulation
- Biopharmaceutical

**Sino API Facility**
- Henlius

**Chongqing API Facility**
- Avanc Pharma (Special formulation)

**Wanbang**
- Yao Pharma
- Guilin Pharma (Antimalarial drug)

**Gland**
- Henlius

**Avanc Pharma**
- Commercial production capacity
- Songjiang Facility Plant (1) received GMP certification, increased commercial production capacity from 24,000L to 48,000L.
- Songjiang Facility Plant (2) is under construction with designed production capacity of 96,000L.

**Henlius**
- 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.
Commercialization - Global Commercialization System

Pharma Segment
Commercialization Team

~ 5,000
Domestic Team

~ 6,000
Innovative Products Team

~ 2,000
BU Based Sales Team & New Retail Team

~ 1,000
Overseas Team

~ 800
African Team

Africa

The U.S. and Other Markets

1H22 Main Progress

- Built a team of more than 200 people for Han Si Zhuang and completed tenders on procurement platforms in 18 provinces
- The largest regional pharmaceutical distribution hub in French-speaking West Africa has been put into operation in Côte d’Ivoire
- Kenya pharmaceutical distribution hub has passed the International Committee of the Red Cross (ICRC) on-site inspection and has become a qualified supplier of ICRC
- Entered into the collaboration and license agreement with Amgen for the exclusive right to commercialize 2 innovative medicines, Otezla® and Parsabiv®, in Chinese Mainland. Leveraging Fosun Pharma’s commercialization capabilities to reach patient faster
- Allist granted Fosun Pharma exclusive rights to commercialize Furmonertinib in the broad market (over 1,500 hospitals)
- Entered into the collaboration with Carephar for the exclusive right to commercialize Keverprazan Hydrochloride in Mainland China and for the exclusive rights in other regions or counties as the marketing authorization holder

Innovative Products Team

- Focusing on Oncology, immunology and Hepatobiliary; building a sales team with around 2,000 people for innovative medicines including Han Li Kang, Han Qu You, Su Ke Xin, Han Si Zhuang and others

Overseas Team

- African commercialization team with 800 frontline sales personnel has developed digital management, user operation and B2B2C service model to provide a one-stop service support system including registration, circulation, academic promotion, post-launch safety alert and other services and has established a solid foundation for registration, marketing and sublicense from MPP
- Collaborated with 5 major wholesalers, 16 group purchasing organizations (GPOs), 21 distributors in the U.S. market. Over 19 collaboration contracts covered 85% of the integrated network distribution system (IDNs)
Med Tech
Med Tech Segment Performance

**Segment Revenue (RMB million)**

- **1H21**: 2,837
- **1H22**: 4,043
  - **66.24% YoY**

**Segment Results (RMB million)**

- **1H21**: 434
- **1H22**: 440
  - **52.25% YoY**

**Segment Profit (RMB million)**

- **1H21**: 454
- **1H22**: 699
  - **53.96% YoY**

Note: Revenue from Med Tech increased by 66.24% YoY, segment result increased by 52.25% YoY, segment profit increased by 19.97% YoY, excluding the impact from equity transfer of Yaneng Bioscience.
Establishing **global Wellness Ecosystem** based on energy-based devices business and extending to injectables, aesthetic dentistry and personal care

### 1H22 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 a new UK direct sales team. Direct sales revenue accounts for **64.8%** of the total revenue in 1H22, compared to **59.7%** in 1H21

### Financial Performance

<table>
<thead>
<tr>
<th></th>
<th>1H21 (USD million)</th>
<th>1H22 (USD million)</th>
<th>1H22 YoY %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>125.3</td>
<td>174.5</td>
<td>39.3%</td>
</tr>
<tr>
<td>Profit</td>
<td>16.4</td>
<td>20.6</td>
<td>25.9%</td>
</tr>
</tbody>
</table>

### 1H22 New Launches

- **Alma Ted**
- **LMNT one**
- **CBD+Professional Skincare Solution**

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### Energy-based Devices

**The world’s leading supplier of energy-based aesthetic medical devices**

Launched innovative products including Soprano, ThermoLift Harmony, BeautiFill by LipoLife etc.

### Personal Care

**New brand for personal care**

New brand LMNT for home use devices

Launched the first home use device LMNT one

### Aesthetic Dentistry

- **Injectables**
  - Expansion through collaboration
    - The hyaluronic acid moisturizing product Profhilo and the first long lasting DaxibotulinumtoxinA product RT002 are both under clinical trial in Chinese Mainland
    - Invested in new technologies including silk fibroin-sodium hyaluronate products, fat removal product JS-001 etc.

- **Aesthetic Dentistry**
  - Integrated Fosun resources with the acquisition of Foshion (the dental brand) in July 2021
  - Building the new global digital dentistry brand, copulla

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*Note: sublicense of RT002 is subject to approval of the Independent Shareholders*
**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 participating in the experience

- **2021**: **Da Vinci Innovation Center** opened with 1,700 m² 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

### Main Products

- **Da Vinci Surgical System**
  - **24** da Vinci Surgical Systems were installed in China in 1H22. As of June 30th 2022, **nearly 300 Systems** were installed in Chinese Mainland, Hong Kong and Macau and completed more than 250,000 surgeries
  - As of June 30th 2022, **7,135 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 Product

### Biochemical
- F-C800
- F-C800p

### Immunodiagnostic
- F-i1000
- SLAN Amplifier

### Molecule + Respiratory
- F-i3000
- Molecule POCT
- Extractor

### Microbiology & Tuberculosis
- Rapid Fluorescence
- TB ES-15

### POCT Chronic Diseases
- GU-2
- MLA
- GULP

### POCT Acute Infections
- COVID-19 Rapid Antigen Test

### Early Tumor Screening
- COVID-19 Rapid Antigen Test

### Medical Diagnosis 1H22 Major Progress

- Promoting the integration of medical diagnosis segment to continuously improve the R&D and manufacturing capabilities of diagnostic instruments
- 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 FDA EUA, 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
Healthcare Service
Healthcare Service Segment Performance

**Segment Revenue**

<table>
<thead>
<tr>
<th></th>
<th>1H21</th>
<th>1H22</th>
</tr>
</thead>
<tbody>
<tr>
<td>(RMB million)</td>
<td>1,844</td>
<td>2,918</td>
</tr>
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</table>

38.39% YoY* 58.24% YoY

**Segment Results**

<table>
<thead>
<tr>
<th></th>
<th>1H21</th>
<th>1H22</th>
</tr>
</thead>
<tbody>
<tr>
<td>(RMB million)</td>
<td>(19)</td>
<td>(387)</td>
</tr>
</tbody>
</table>

-RMB368 million YoY*

**Segment Profit**

<table>
<thead>
<tr>
<th></th>
<th>1H21</th>
<th>1H22</th>
</tr>
</thead>
<tbody>
<tr>
<td>(RMB million)</td>
<td>(15)</td>
<td>(442)</td>
</tr>
</tbody>
</table>

-RMB427 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

Note: the revenue growth was mainly due to the growth of online business and the recovery of revenue from offline hospitals. Segment revenue reached RMB 2,552 million, 38.39% YoY, excluding the impact of acquiring Guangzhou Xinshi Hospital.

Note: the decrease of segment results and segment profit was mainly due to the increased investment in technology development for online business and increased expense for offline hospitals during the pandemic.
# 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. **5,732 beds**¹ in medical service institutions controlled by the Group by the end of June 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 years². Shenzhen Hengsheng Hospital was granted JVF license.

## Major Hospitals

### Pearl River Delta
Regional flagship hospitals include Foshan Chancheng, Shenzhen Hengsheng, etc.

- **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

### Other Strategic Region

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

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

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¹ Note: Last update in June 2022
² Note: According to Ailibi ranking
Healthcare Services - Online Services

- Domestic regulatory, including the 14th 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, has received 8 internet hospital licenses as for now.
- **Building online medical service platform** to provide healthcare services, pharmaceutical and med tech e-commerce, health insurance service and health management services.

<table>
<thead>
<tr>
<th>Multi-Scenario</th>
<th>Healthcare Department SaaS, Post-Visit Management</th>
<th>Pharmacy Pharmacy SaaS, DTP, Shared Prescription</th>
<th>Payment Citizen Insurances, Chronic Disease Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>User Type</td>
<td>General Health Needs: Health Promotion, Preventive Care, Treatment of acute and chronic illness and Rehabilitation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business Model</td>
<td>S2B2C</td>
<td>B2C</td>
<td>O2O</td>
</tr>
<tr>
<td>Specialized Supply Chain</td>
<td>Oncology</td>
<td>Kidney Diseases</td>
<td>Pediatrics</td>
</tr>
</tbody>
</table>

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
Sinopharm Performance

- Vigorously promoted the operational innovation and technology upgrading of pharmaceutical distribution services, enhance the scalable, professional and tailoring services advantages of pharmaceutical distribution. **1H22 revenue from pharmaceutical distribution was RMB196,523.94 million (+3.19%YoY)**, successfully resisted the pandemic challenge and maintained a relatively stable development trend.

- Utilized national leading network service capability and resource allocation advantages of medical device industry to provide all-round distribution services for various governments authorities and corporate customers. **1H22 revenue from device distribution was RMB53,684.24 million (+12.36%YoY)**, and the growth rate continuously surpassed the growth of the pharmaceutical distribution

- Made efforts to speed up the acquisition of qualifications and the introduction of varieties, continuously improved the operation efficiency and strengthened the comprehensive service capability for C-end patients and consumers. **1H22 revenue from the retail pharmacy business was RMB15,274.10 million, (+11.31% YoY)**, and the operating profit margin of retail business (+0.05 percentage point YoY)
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