FOSUN PHARMA
复星医药

Investor Presentation

3Q23 Report

Prepared in accordance with China Accounting Standards

Contents

Financial Review and Business Updates

3Q23 Financial Review (1/2)

Revenue

RMB30,700 million
(-2.92%YoY)

Revenue Excluding COVID-19 Related Products

Approximately +11%YoY

- Sustained revenue growth from new launches, including Serplulimab Injection (PD-1), Trastuzumab Injection (HER2), Avatrombopag Maleate Tablets and others
- Revenue contribution from Azvudine
- Sales of COVID-19 related products, including mRNA COVID-19 Vaccine, COVID-19 Antigen and Nucleic Acid Test Kits, declined significantly.

R&D Expenditure

RMB4,291 million
(+13.67%YoY)

- R&D Expense RMB3,155 million (+10.22%YoY)
- Investment in innovative drugs and biosimilars, innovation & incubation platforms, early-stage projects, etc.

Net Profit Attributable to Shareholders

RMB2,283 million
(-6.29%YoY)

Net Profit After One-off Gain

RMB1,474 million
(-48.45%YoY)

For the third quarter:

- COVID-19 related products and assets showing signs of impairment were disposed; impairment provisions were made for corresponding inventories, receivables and long-term assets. The combined effect was approximately RMB510 million.
- Administrative expenses and finance expenses increased YoY

For the first three quarters:

- COVID-19 related products revenue declined significantly, but there are still expenses related to teams, medical affairs, marketing, etc.
- The increase of interest-bearing debt and foreign exchange losses from US$ interest hikes and US$ appreciation
- R&D expenses increased YoY
- One-off gain was mainly due to the fair value changes in financial assets, including YSB, and net effect of Tianjin Pharma and Handa Pharmaceuticals partial disposal

Net Operating Cash Flow

RMB2,462 million
(-21.70%YoY)

For the third quarter:

- Mainly due to the corresponding effect from changes in operating revenue and operating profit

Note[1]: new launches are innovative products launched in the past few years

3Q23 Financial Review (2/2)

Expense Structure (RMB million)	3Q23	3Q22
Revenue	30,700	31,623
Gross Profit	14,921	14,710
Gross Margin	*48.6%*	*46.5%*
Selling and Distribution	7,227	6,497
Ratio	*23.5%*	*20.5%*
Gross Margin minus Selling and Distribution Expense Ratio	*25.1%*	*26.0%*
Administrative	3,169	2,627
Ratio	*10.3%*	*8.3%*
R&D	3,155	2,863
Ratio	*10.3%*	*9.0%*
Finance	756	379
Ratio	*2.5%*	*1.2%*

Key Influencing Factors

- Sustained revenue growth from new launches. Sales of COVID-19 related products declined significantly, but Azvudine contributed to the revenue

- Excluding COVID-19 related products, sustained revenue growth from new launches
- COVID-19 related Impairment products and assets were disposed and recognized as operating cost

- Expenses related to COVID-19 related products: sales of COVID-19 related products declined significantly, but there are still expenses related to teams, medical affairs, marketing, etc.
- Overseas market: Prelaunch investment of Serplulimab Injection (PD-1) in the U.S.; controlled subsidiary Sisram expense has risen with the increase in direct sales business and the appointment of brand ambassador to enhance brand awareness
- Investment in establishing and strengthening sales teams for new launches, including Serplulimab Injection (PD-1), Keverprazan Hydrochloride, etc.

- Gross margin was affected by mentioned factors
- Increased selling expanses from new product launches

- Increased labor cost
- Newly acquired company
- Consulting expenses for projects to be acquired

- Investment in innovative drugs and biosimilars, innovation & incubation platforms, early-stage projects, etc.

- The increase of interest-bearing debt and foreign exchange losses from USD interest hikes and USD appreciation

Key Indicators	3Q23	3Q22
Cash and Bank Balances (RMB million)	13,048	14,867
Net Asset Attributable to Shareholders (RMB million)	45,919	43,526
Current Ratio	1.01	1.10
Quick Ratio	0.78	0.89
Debt-to-Asset Ratio	49.5%	49.0%

3Q23 Business Updates (1/2)

Launched Product

Serplulimab Injection (PD-1)

- 1H23 revenue RMB556 million
- Approved for ES-SCLC in March, the world first PD-1 inhibitor approved for 1L ES-SCLC
- The MAA of ES-SCLC was accepted by the EMA in March
- Approved for ESCC in September

Argesun® (Second-Generation Artesunate Injection)

- PQ qualified by WHO in June, registered and approved in 16 countries

Keverprazan Hydrochloride#

- The first domestic self-developed potassium-competitive acid blocker (P-CAB) was approved in February, for the treatment of duodenal ulcer (DU) and reflux esophagitis (RE)

Telpegfilgrastim Injection#

- Approved in June, long-lasting recombinant human granulocyte colony-stimulating factor product for reducing the infections expressed in form of febrile neutropenia in patients with non-myeloablative cancer when receiving treatment

Etelcalcetide Hydrochloride Injection#

- Approved in May, for the treatment of Secondary hyperparathyroidism (SHPT) adult patients receiving hemodialysis treatment for chronic kidney disease (CKD)

Sacubitril Valsartan Sodium Tablets#

- Approved in August, the world first approved breakthrough innovation generic with innovative crystalline form for chronic heart failure

Axicabtagene Ciloleucel

- Approved for 2L r/r LBCL in June

Apremilast Tablets

- Included in the 2023 National Reimbursement Drug List (NRDL) in January; approved for psoriasis in 2021

Netupitant and Palonosetron Hydrochloride Capsules

- Included in the 2023 National Reimbursement Drug List in January; approved in 2019 for the prevention of acute and delayed nausea and vomiting caused by highly emetogenic chemotherapy in adult patients

Product Pipeline

Trastuzumab Injection (HER2)

- 1H23 revenue increased 57.1%YoY
- The BLA for breast cancer and metastatic gastric cancer indications was accepted by the FDA in February

RT002 (long-lasting DaxibotulinumtoxinA botulinum toxin)#

- The NDA for 1) aesthetic indication (moderate to severe glabellar lines and 2) medical indication (cervical dystonia) were accepted in April and July respectively.

Tenapanor (NHE3 small molecule)#

- The NDA for controlling hyperphosphatemia in adult patients receiving hemodialysis treatment for chronic kidney disease (CKD) was accepted in July.

FS-1502 (HER2-ADC)#

- Initiated Ph3 clinical trial for HER2-positive locally advanced or metastatic breast cancer in March

13-Valent Pneumococcal Conjugate Vaccine

- Completed the enrollment of the Ph3 clinical trial in April, for active immunization in individuals 2 months of age and older

FCN-159 (MEK small molecule)

- Two indications 1) treatment of histiocytic tumors, 2) treatment for adult patients with NF1 (neurofibromatosis type I) related plexiform neurofibroma who are unable to undergo surgery or encounter postoperative residual/recurrence, were included in the Breakthrough Therapy Designation in April and in July, respectively.

ET-26 (Methoxyetomidate hydrochloride for injection)

- Commenced Phase III clinical trials for the induction of general anesthesia in adults in China*

Note*: Subsequent Events
Note#: License-in products
Note: Progress since 30th June 2023

3Q23 Business Updates (2/2)

R&D Management System

- Established **Scientific Advisory Board (SAB)** to assist in formulating and optimizing the medium- to long-term scientific innovation and R&D strategies, and to provide additional strategic guidelines and insights, serving as external think tank
- The first SAB meeting was held in June. Members of the SAB discussed and evaluated the global R&D strategies, product pipelines and R&D resources allocation. Members offered valuable suggestions on development goals of products at early stage, global innovative strategies and external collaboration.
- Clinical and commercial value oriented, making Go/No-Go decision on key decision points (GT1-GT6) for R&D projects from phases through target selection to marketing, significantly increased the efficiency of R&D management and clinical operations

Internationalization

- Establishing an innovative pharmaceutical team in the United States to cover medical affairs, market access, sales, etc., and collaborating with Syneos Health to support the U.S. commercialization of Serplulimab Injection (PD-1)
- Granted the exclusive development and commercialization rights for Rituximab Injection (CD20) in 16 emerging markets in Asia and Africa to Boston Oncology in April; expanded the collaboration scope with KGbio on Serplulimab Injection (PD-1) to 12 countries in the Middle East and North Africa from the original 10 countries in Southeast Asia in August; Granted the exclusive development and commercialization rights for Serplulimab Injection (PD-1) in agreed European countries and India to Intas with upfront payments of €42 million in total*
- For controlled subsidiary Sisram, the proportion of direct sales revenue increased from 65% in 1H22 to 72% in 1H23; acquired PhotonMed in June to build direct sales aesthetic medical team in China and to further promote the brand
- Controlled subsidiary Gland Pharma fully acquired Cenexi and entered into Europe-based CDMO in April
- Constructing the Côte d'Ivoire Industrial Park with R&D, manufacturing and distribution capabilities, localizing products manufacturing and distributing in the future

International Standard Manufacturing

- FDA conducted Pre-License Inspection at controlled subsidiary Henlius Songjiang 1st Plant on Trastuzumab Injection (HER2) in August; Xuhui Plant passed Indonesian BPOM GMP inspection on Serplulimab Injection (PD-1) and Brazilian ANVISA inspection on rituximab injection (CD20) and trastuzumab injection (HER2) in October*
- Controlled subsidiary Guilin Pharma passed FDA Pre-Approval Inspection on Sertraline Hydrochloride Tablets and Compound Sulfamethoxazole Tablets in October*
- FDA conducted GMP Inspection at 3 facilities of Gland Pharma

Commercialization

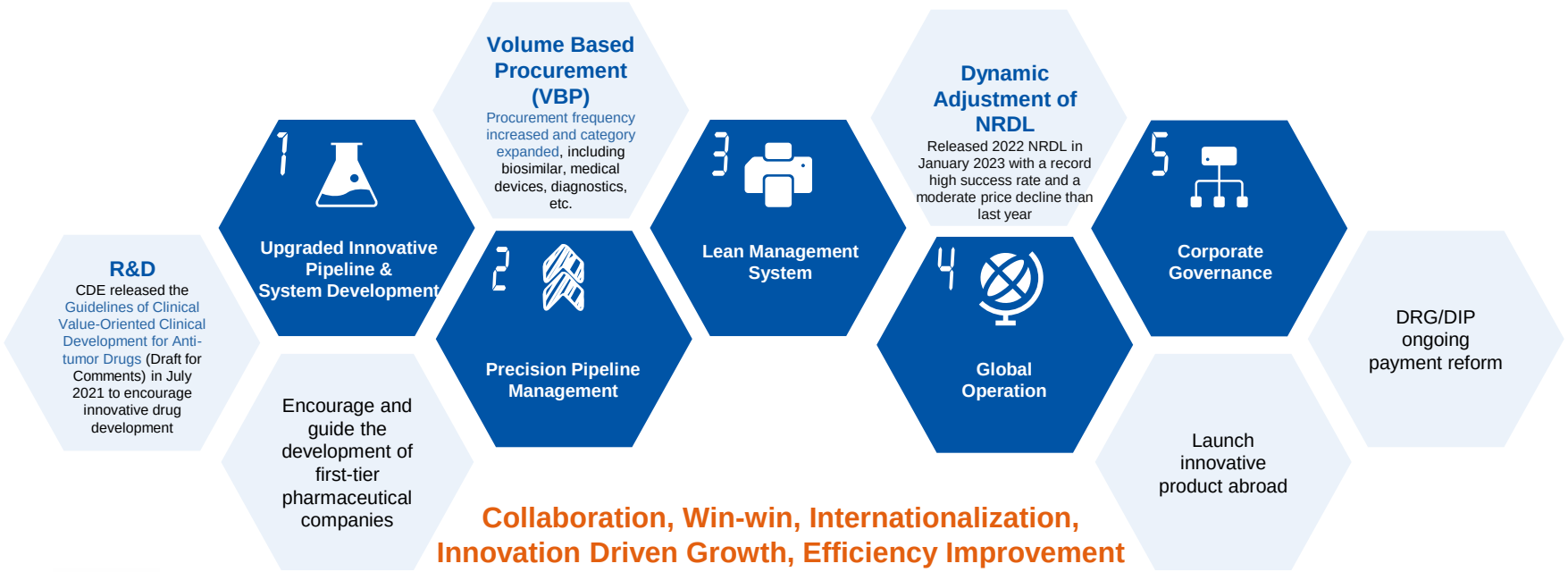
- Sustained revenue growth from new launches, including Serplulimab Injection (PD-1), Trastuzumab Injection (HER2), Avatrombopag Maleate and others
- The JV Intuitive Fosun has received approval from the NMPA for "Thoracic and Abdominal Endoscopy Surgical Control System" in June, the first locally produced 4th generation Da Vinci XI Surgical System was launched in October*; the Manufacturing R&D Center is under construction to support localized manufacturing and global commercialization in the future

Note*: Subsequent events
Note: Progress since 30th June 2023

Strengths

Strengths

Constructing internationally competitive asset structure and building organizational capabilities with forward-looking industry insights and operation experiences



Strengths of the Group

Industry background

Differentiated Innovation

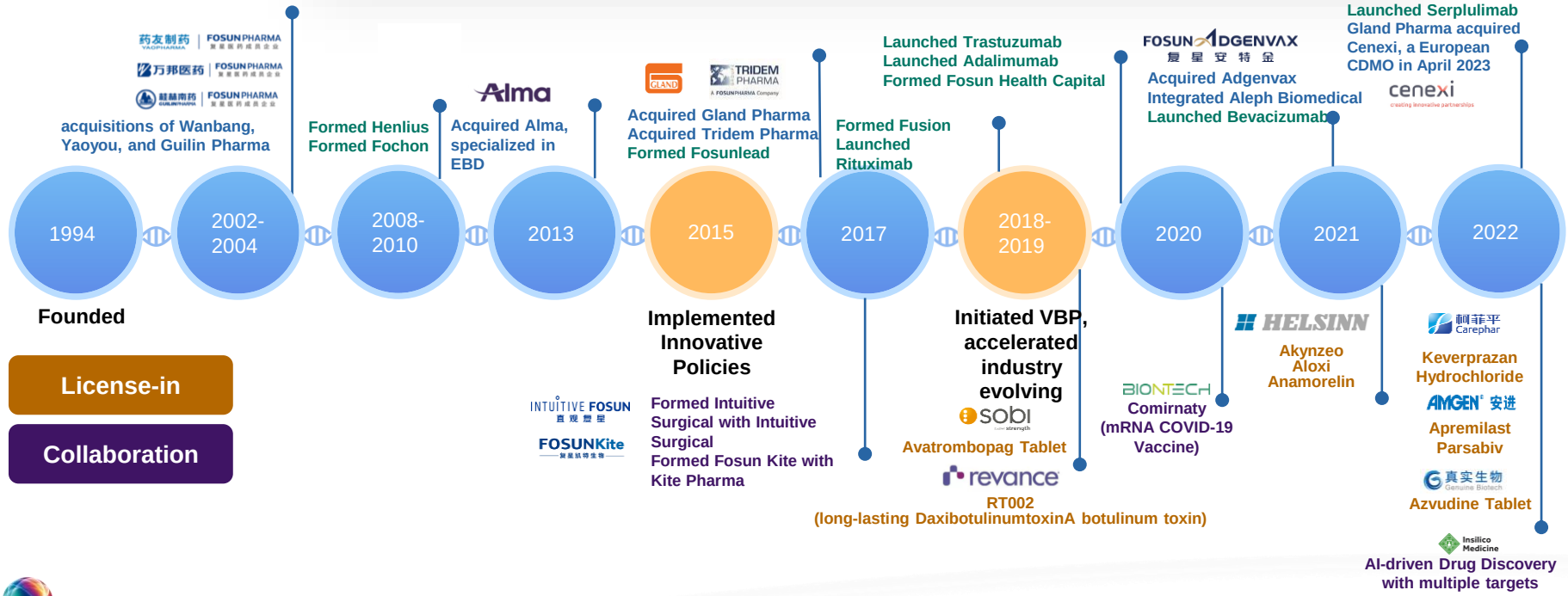
- In a **constantly evolving industry**, Fosun Pharma has accomplished dozens of M&A and license-in agreements by leveraging **forward-looking insights**
- Fosun Pharma will continuously capture development opportunities in the industry and access innovative therapeutic areas, products, and technologies to achieve sustainable organic growth

In-house R&D & Incubation

Investment & M&A

License-in

Collaboration



Upgraded Innovative Pipeline & System Development - R&D Strategy

Established **Scientific Advisory Board (SAB)** to assist in formulating and optimizing the medium- to long-term scientific innovation and R&D strategies, and to provide additional strategic guidelines and insights; the SAB has in total 9 members, comprising of globally renowned academicians, scientists and clinical experts with outstanding academic attainments from China and overseas, with area of expertise covering oncology, cardiovascular, immunology, clinical medicine development and other fields

Core Technology Platform

For core technology platforms: Small Molecule, Antibody/ADC, RNA, Cell Therapy

- Strengthened small molecule R&D capabilities
- Established R&D capabilities of novel antibody including monoclonal antibody, bispecific antibody and ADC
- Collaboration on mRNA and RNAi
- Strengthening CAR-T leadership and expanding to immune cell therapy

Core Therapeutic Areas

3 strategic care therapeutic areas and other areas of interest

- Oncology Immunization
- Chronic Disease (liver disease, metabolism, kidney disease)
- CNS
- Other areas of interest: rare disease, anti-infection, cardiovascular, etc.

01 **02** **03**

Building a dynamic and efficient global R&D system which is result-oriented and innovation-driven

Core R&D System and Capabilities

- Efficient and comprehensive "end-to-end" R&D capabilities from project management to market launch
- Clinical value-oriented drug innovation, FIC+BIC accounts for the majority of pipeline products
- Accelerated the R&D of competitive product with dynamic evaluation

Optimizing R&D decision-making mechanisms; making Go/No-Go decision on key decision points (GT1-GT6) for R&D projects from phases through target selection to marketing, significantly increased the efficiency of R&D management and clinical operations

Upgraded Innovative Pipeline & System Development - Innovative Products

Approved

Rituximab Injection (CD20)
- First biosimilar in China

Trastuzumab Injection (HER2)
- First China-developed mAb biosimilar approved both in China and in the EU

Serplulimab Injection (PD-1)
- First self-developed innovative anti-PD-1 monoclonal antibody (mAb)

Axicabtagene Ciloleucel
- First CAR-T cell therapy approved in China

Avatrombopag Maleate Tablets
- First oral drug approved for the treatment of thrombocytopenia related to chronic liver diseases in the world

Apremilast Tablets
- First oral PDE4 inhibitor for the treatment of plaque psoriasis in China

Netupitant and Palonosetron Hydrochloride Capsules
- The world's first dual-channel antiemetic

2019 - 2022

Approved

Serplulimab Injection (PD-1)
- The world first PD-1 inhibitor approved for 1L ES-SCLC, approved for first-line treatment of ESCC in September

Keverprazan Hydrochloride
- First domestic self-developed potassium-competitive acid blocker (P-CAB) for the treatment of duodenal ulcer (DU) and reflux esophagitis (RE)

Telpegfilgrastim Injection
- Long-lasting recombinant human granulocyte colony-stimulating factor product for reducing the infections expressed in form of febrile neutropenia in patients with non-myeloablative cancer when receiving treatment

Argesun® (Second-Generation Artesunate Injection)
- WHO PQ qualified, registered and approved in 16 countries

Etelcalcetide Hydrochloride Injection
- new generation of calcimimetic, approved for the treatment of SHPT adult patients receiving hemodialysis treatment for CKD

Sacubitril Valsartan Sodium Tablets
- The world first approved breakthrough innovation generic with innovative crystalline form for chronic heart failure

Axicabtagene Ciloleucel Injection
- Approved for 2L r/r LBCL

2023 - 2024

Late-Stage

Serplulimab Injection (PD-1)
- The MAA of ES-SCLC was accepted by the EMA
- Initiated ES-SCLC head-to-head bridging in the U.S.
- Combination with Bevacizumab Injection (VEGF) for the treatment of nsNSCLC in Ph3 clinical trial in China

Trastuzumab Injection (HER2)
- The BLA for breast cancer and metastatic gastric cancer indications was accepted by the FDA

Tenapanor (NHE3 small molecule)
- The NDA for controlling hyperphosphatemia in adult patients receiving hemodialysis treatment for chronic kidney disease (CKD) was accepted by the NMPA

RT002 (long-lasting DaxibotulinumtoxinA botulinum toxin)
- The NDA for 1) aesthetic indication (moderate to severe glabellar lines and 2) *medical indication (cervical dystonia) were accepted by the NMPA

NDA/BLA

FS-1502 (HER2-ADC)
- Ph3 clinical trial for HER2-positive locally advanced or metastatic breast cancer

13-Valent Pneumococcal Conjugate Vaccine
- Completed the enrollment of the Ph3 clinical trial, for active immunization in individuals 2 months of age and older

ET-26 (Methoxyetomidate hydrochloride for injection)
- Commenced Ph3 clinical trials for the induction of general anesthesia in adults in China*

FCN-437 (CDK4/6 inhibitor)
- Ph3 clinical trial for the treatment of breast cancer

Fortacin Spray (Lidocaine Proparacaine Spray)
- For the treatment of premature ejaculation in Ph3 clinical trial

Ph3

Note*: Subsequent Events
Note: Progress since 30th June 2023

Integrated Manufacturing and Improved Operational Efficiency

Wanbang

Henlius

Yao Pharma

Gland

Guilin Pharma
(Antimalarial drug)

Avanc Pharma
(Special formulation)

Xuzhou Industrial Park

Chongqing API Facility

Small Molecule API **Small Molecule Formulation** **Biopharmaceutical**

Note*: Subsequent Events
Note: Progress since 30th June 2023

International Standard Manufacturing

- Henlinus Xuhui Plant received both China and EU GMP certification
- **FDA** conducted Pre-License Inspection at **Henlius** Songjiang 1st Plant on Trastuzumab Injection (HER2) in August; Xuhui plant passed **Indonesian BPOM** GMP inspection on Serplulimab Injection (PD-1) and **Brazilian ANVISA** GMP inspection on rituximab injection (CD20) and trastuzumab injection (HER2) in October*
- Controlled subsidiary Guilin Pharma passed FDA Pre-Approval Inspection on Sertraline Hydrochloride Tablets and Compound Sulfamethoxazole Tablets in October*
- Constructing the **Côte d'Ivoire Industrial Park** with R&D, manufacturing and distribution capabilities, localizing products manufacturing and distributing
- 10+ production lines for API and formulation of Yao Pharma, Wanbang and Guilin Pharma received GMP certifications from the U.S., Europe, etc.
- **FDA** conducted GMP Inspection at 3 facilities of **Gland Pharma**
- Gland Pharma received GMP certifications from the U.S., EU, Japan, Australia, etc.

From API to Formulation

- Integrating manufacturing facilities to improve efficiency, accelerating the construction of Xuzhou Industrial Park Formulation Plant and of API facilities in Changsha, Xuzhou and Chongqing

Global Operation

- Gland Pharma fully acquired Cenexi and entered into Europe-based CDMO
- Granted the exclusive development and commercialization rights for Serplulimab Injection (PD-1) in agreed European Countries and India to Intas with upfront payments of **€42 million** in total*

- Established **5 regional distribution hubs** with about **800 people** in the commercialization team; the **Kenya distribution hub** has passed the on-site inspection of the ICRC
- Constructing the **Côte d'Ivoire Industrial Park** with R&D, manufacturing and distribution capabilities, localizing products manufacturing and distributing in the future

- Gland Pharma **Dexrazoxane** for Injection is approved in Chinese Mainland in February 2023; filed several other products in Chinese Mainland
- Focusing on **complex injectables** and expanding to **biologics CDMO**
- **Over 200 people** in local branded generics team and growing

Generic Drugs:

- collaborated with **5** major wholesalers and **16** GPOs

Innovative Drugs:

- More than 10 combination therapies with Serplulimab Injection (PD-1) are in global multi-center clinical trials; initiated **head-to-head bridging study for ES-SCLC** in the U.S.
- Establishing an **innovative pharmaceutical team in the United States** to cover medical affairs, market access, sales, etc., and collaborating with Syneos Health to support the U.S. commercialization of Serplulimab Injection (PD-1)

Aesthetic Medical Platform Sisram:

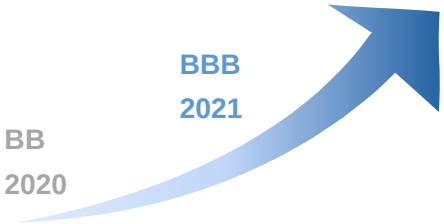
- Strengthened **global direct sales** teams, improved market control and launched high-margin products drives gross margin from 57% in 1H22 to **61%** in 1H23
- 10 direct sales markets including US, UK, Dubai, etc.; acquired PhotonMed in June to build direct sales aesthetic medical team in China and to promote the brand
- The proportion of direct sales revenue increased from 36% in 2016 to 66% in 2022 and further to **72%** in 1H23

Figure number: GS(2016)1666

Note*: Subsequent Events
Note: Progress since 30th June 2023

Corporate Governance - Sustainable Development

MSCI-ESG Rating



- Received **A** in 2023 **MSCI ESG rating**, leading the industry
- Received **A-** in 2023 **HSI/HKQAA ratings**, topped in industry
- Included in the **HSCASUS, HSCASUSB**, and **HSMHSUS**

E nvironment

Green growth and sustainable development

- Established EHS Committee to continuously improve EHS policies and set the 2nd EHS five-year strategic goals (2021-2026)
- Invested RMB1.15 million in special fund for water conservation in 2022, with a total annual water saving of 337,806 m^3, 3.2% of the total annual water consumption

S ocial

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

- Well-established systems for R&D, product quality management, staff training, social welfare and supply chain management
- Launched 2 orphan drugs/drugs for rare diseases, IFN-γ and Avatrombopag Maleate; increased the accessibility of Axicabtagene Ciloleucel (CAR-T) through commercial insurances and citizen insurances; provided antimalarial series to Africa and supplied over 300 million doses[1] of artesunate for injection across the world; the second-generation artesunate injection Argesun® received WHO PQ

G overnance

Strengthen corporate governance with ESG to achieve sustainable development

- Established ESG Committee at the Board level; the independent Anti-Corruption Supervision Department (ACSD) designed a comprehensive anti-corruption system
- Published over 10 documents related to corporate governance on the official website
- Upheld the professional, branded, digital and compliant marketing system control

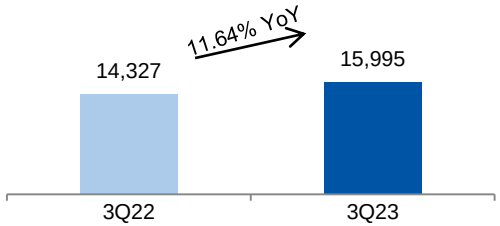
Note*: Subsequent Events
Note[1]: by the end of June 2023

Pharmaceutical

Pharma – Performance

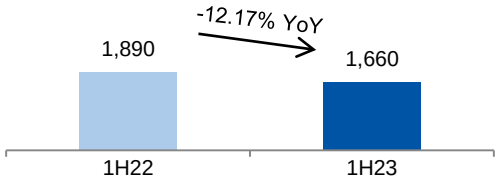
Segment Revenue[1]

(RMB million)



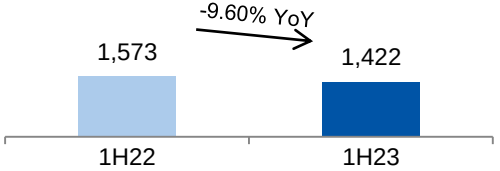
Segment Results[2,3]

(RMB million)



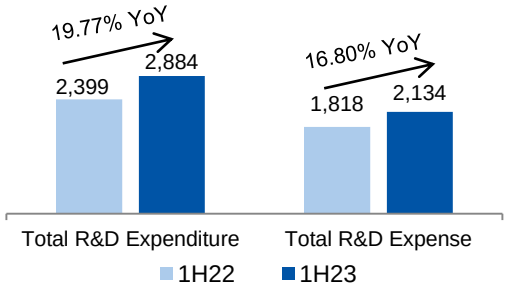
Segment Profit[3]

(RMB million)

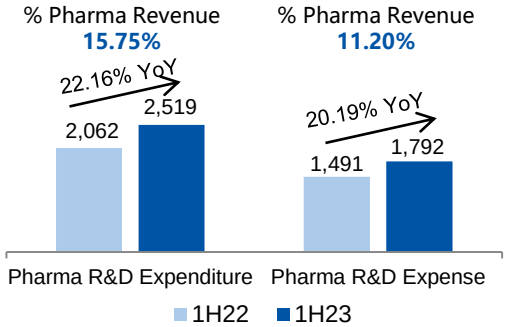


R&D Expenditure & Expense[4]

(RMB million)



Pharma R&D Expenditure and Expense[4]



- 1H23 Pharma R&D expenditure was RMB2,519 million (+22.16%YoY), accounts for over 85% of the total R&D expenditure and 15.75% of the Pharma revenue; Pharma R&D expense was RMB1,792 million, accounts for 11.20% of the Pharma revenue
- Over 70 innovative drugs (indications) and self-developed biosimilar (indications) pipeline projects by the end of June 2023
- Applied 54 Pharma patents, including 2 U.S. applications, 2 PCT applications; 34 licensed invention patents in 1H23

Note[1]: (1) sustained revenue growth from new launches, including Serplulimab Injection (PD-1), Trastuzumab Injection (HER2), Avatrombopag Maleate and others; (2) revenue contribution from Azvudine; (3) sales of COVID-19 related products, including mRNA COVID-19 Vaccine, COVID-19 Antigen and Nucleic Acid Test Kits, declined significantly

Note[2]: segment results are obtained as segment revenue less costs of sales, selling and distribution expenses, administrative expenses and R&D expenses

Note[3]: (1) sales of COVID-19 related products declined significantly, but there are still expenses related to teams, medical affairs, marketing, etc.; (2) Gland Pharma experienced intensified competition in the U.S. market. Penem production line shut down as part of capacity expansion plan; (3) investment in establishing and strengthening sales teams for new launches, including Serplulimab Injection (PD-1), Keverprazan Hydrochloride, etc.; prelaunch investment of Serplulimab Injection (PD-1) in the U.S.; (4) investment in innovative drugs and biosimilars, innovation & incubation platforms, early-stage projects, etc.

Note[4]: investment in innovative drugs and biosimilars, innovation & incubation platforms, early-stage projects, etc.; 3Q23 Pharma R&D expense increased RMB[] million YoY

Pharma Key Progress - Serplulimab Injection (PD-1)

The first PD-1 inhibitor approved for 1L SCLC

1H23 Revenue

RMB556 million

2022 Revenue RMB340 million (Launched for 9 months)

Target: PD-1

Approved Indications in Chinese Mainland

- MSI-H
- sqNSCLC
- ES-SCLC
- ESCC

Overseas Progress

- SCLC was granted with Orphan drug Designation from FDA and EC
- Initiated ES-SCLC head-to-head bridging in the U.S.
- The MAA of ES-SCLC was accepted by the EMA

Outstanding Results

- Serplulimab + chemo (ES-SCLC) randomized, double-blind, median progression, global multi-center Ph3 clinical data: Median OS 15.4 months, vs 10.9 month with placebo; 2 year OS rate 43.1%, vs 7.9% with placebo
- The clinical data have been published in world's top medical journals including The Journal of the American Medical Association (JAMA), Nature Medicine and British Journal of Cancer

Quick Market Access and Accelerated Market Penetration

- Commercialization team of about 550 people in China; completed tenders on procurement platforms in 29 provinces, autonomous regions and municipalities; covered 35% of the top 110 hospitals
- Establishing an innovative pharmaceutical team in the United States and collaborating with Syneos Health to support the U.S. commercialization of Serplulimab Injection (PD-1)
- Expanded the collaboration scope with KGbio on Serplulimab Injection (PD-1) to 12 countries in the Middle East and North Africa from the original 10 countries in South Asia in August
- Granted the exclusive development and commercialization rights for Serplulimab Injection (PD-1) in agreed European Countries and India to Intas with upfront payments of **€42 million** in total*

Note*: Subsequent Events
Note: Progress since 30th June 2023

Pharma Key Progress - Axicabtagene Ciloleucel

- Axicabtagene Ciloleucel is an innovative **one-time treatment** cell therapy, delivering **lasting relief to patients** and significantly **improving their long-term survival**
- A study published in the **American Society for Transplantation and Cellular Therapy (ASTCT)** compared **Axicabtagene Ciloleucel 2L r/r LBCL treatment with standard treatment**. The study shows that treatment with Axicabtagene Ciloleucel can improve **patient survival rates, extend progression-free survival**, thereby **reducing the burden on patients, conserving healthcare resources, and offering superior cost-effectiveness** compared to standard treatment in terms of **pharmacoeconomics**

Indication Expansion

- Approved **2L r/r LBCL** in June 2023
- **First** CAR-T cell therapy product approved in China

Expanding market potential

- LBCL is the most common subtype of NHL. LBCL accounts for 45.8% of all NHL in China, over 40,000 new cases of LBCL annually, and nearly 13,000 cases are considered refractory or have experienced a relapse

Efficacy[1]

	3L		2L
	ZUMA-1	China RWS	ZUMA-7
bORR	82%	83%	83%
bCR	58%	58%	65%
OS	43% (5 years)	84% (1year)	55% (4year)

- The r/r NHL real-world efficacy of multicenter clinical trial in China aligns with global data, with 12-month overall survival rate at 84.3%, bORR at 83.2%, bCR at 58.4%, and a better safety result

Commercialization

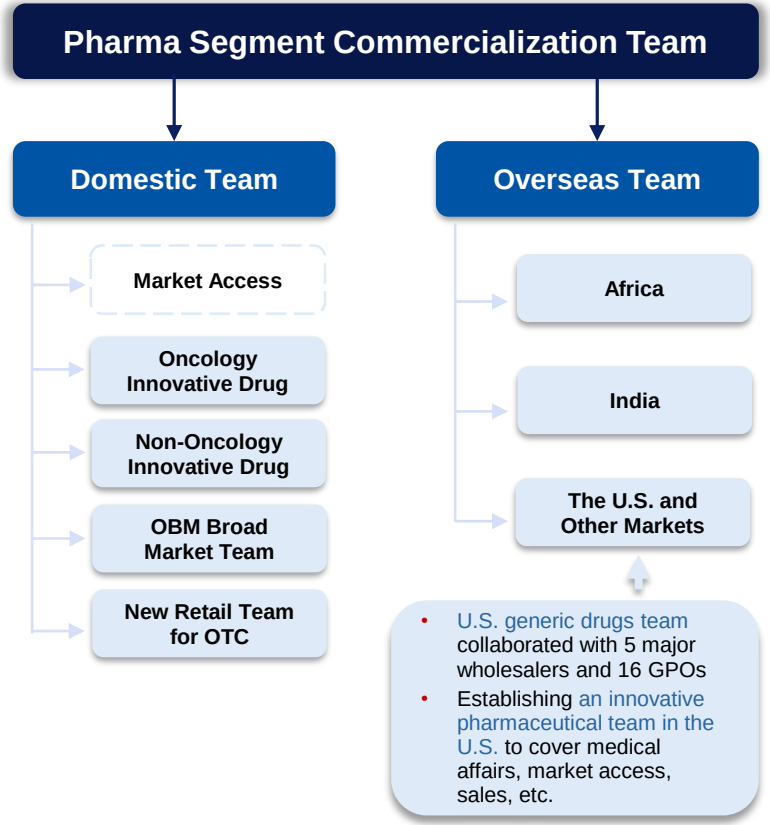
- Treated over **500 patients** with **over 140 treatment centers** covering more than **25 provinces and cities** by the end of June 2023; 10,000 m² GMP commercial manufacturing facility
- Diversified payment methods: included in **over 60** commercial insurances and **90 citizen insurances** by the end of June 2023

Product Pipeline

- The **Second indication r/r iNHL**, including **FL and MZL** was granted **Breakthrough Therapeutic Designation** by the NMPA in August 2021; r/r FL is in the **clinical stage** in China
- FDA approved Tecartus (Brexucabtagene Autoleucel) for the treatment of r/r MCL in July 2020; Fosun Kite has completed the technology transfer; r/r MCL is in the **clinical stage** in China; r/r ALL is in the **clinical trial initiation stage** in China

Note[1]: Axicabtagene Ciloleucel is recommended by domestic and overseas authoritative guidelines. Treatment on patients with 2L+ DLBCL is recommended by National Comprehensive Cancer Network (NCCN) Guidelines in the U.S., National Health Commission Guidelines, Chinese Medical Association Guidelines and Chinese Society of Clinical Oncology (CSCO) Guidelines. Treatment on patients with 2L DLBCL received category I recommendation from the NCCN Guidelines in the U.S. and from the CSCO

Pharma - Global Commercialization System



Compliance Marketing

Management System	Established strict review and supervision procedures across different departments to ensure marketing compliance
	Continuously strengthen the internal audit of responsible marketing; audit of compliance management pertaining to the execution of responsible marketing policies, sales procedures, signing of sales contracts, etc. in controlled subsidiaries
Policy Management	Enhanced the openness and transparency of the management system by disclosing a number of internal regulation policies on the official website in January 2023, clarifying the bottom line, strictly prohibiting any bribery activities, and committing to building a fair and clean business environment
Employee Training	Provided regular responsible marketing training to all employees in marketing-related positions, covering laws and regulations, internal regulations, product knowledge, etc., to ensure reasonable and compliant marketing activities
	Organized ESG Culture Month, covering training on marketing compliance, anti-corruption and other topics to enhance employees' understanding and recognition of compliance and awareness of risk management and control

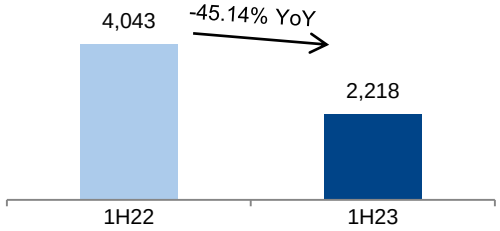
Note: Progress since 30th June 2023

Med Tech

Med Tech – Performance

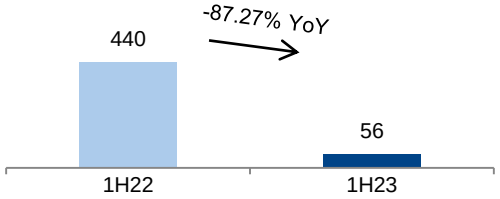
Segment Revenue[1]

(RMB million)



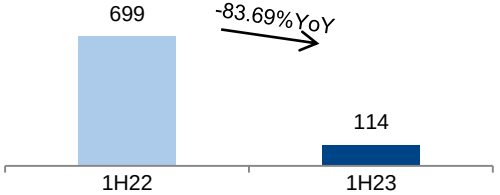
Segment Result[1,2]

(RMB million)



Segment Profit[1]

(RMB million)



Aesthetic Field

- As the core medical aesthetic platform, Sisram's business covers energy based medical aesthetic devices, injectables, home use devices, aesthetic dentistry

Respiratory Care

- Breas develops the home/hospital used respiratory devices; Vivo 1, 2 and 3 ventilators were approved in China in 3Q23, continuously expanding in the Chinese market while developing in the European and American markets

Professional Medical Device & Consumables

- The domestic medical device registration of "thoracic and abdominal endoscopy surgical control system" was approved by NMPA in June (the fourth generation of Da Vinci Surgical System), and domestically manufactured Da Vinci Surgical System was launched in October*
- Others including negative pressure ambulances, portable CT, etc.

Fosun Diagnosis

- Actively integrating the operation; business covering immunodiagnosis, biochemical diagnosis, microbial diagnosis, molecular diagnosis, POCT, etc.
- Improving R&D and manufacturing capabilities of diagnostic API, reagents and instruments to provide comprehensive solutions to clients
- Reagents products, including hepatitis B quantitative virus nucleic acid test kit (PCR-Fluorescence probe method), myocardial calcium T test kit (Chemical luminescence), brain sodium peptide test kit (Chemical luminescence) and new devices, including F-A7000 Series assembly line system and chemistry immunoassay integrated analyzer were launched in 1H23

Note[1]: mainly due to the decrease in the revenue from COVID-19 antigen and nucleic acid test kits, and the decreased overseas sales of third party personal protective products for COVID-19. Revenue excluding COVID-19 related products increased by 8.99% YoY.
Note[2]: segment results are obtained as segment revenue less costs of sales, selling and distribution expenses, administrative expenses and R&D expenses
Note: Progress since 30th June 2023 Note*: Subsequent Events

Medical Devices – Sisram Medical

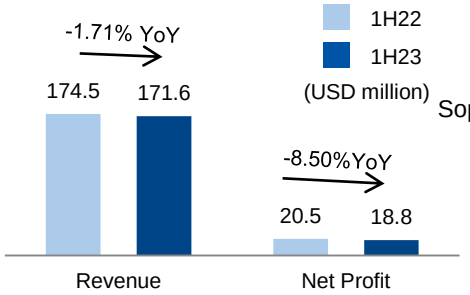
Establishing **global Wellness Ecosystem** based on energy based devices and extending to injectables, aesthetic dentistry and personal care

Strengthening the Global Direct Sales Channel

Direct sales revenue accounts for **72%** of the total revenue in 1H23 (66% in 2022, 36% in 2016) with direct sales channel covers **10 markets** globally

- Acquired PhotonMed in June to build **direct sales aesthetic medical team in China** and to further promote the brand
- Built new direct sales team in **Dubai** in February 2023 to develop and increase brand awareness in the Middle East; built new direct sales team in the **UK**[1] to support the strong demand growth for product and services in Europe

Financial Performance[2,3]



3Q23 New Launches


Soprano Titanium™


Alma Veil™[3]


Alma Opus™


BeautiFill™
- LipoSense™
- CellFie™


2nd Generation LMNT™

Energy-based Devices EBD — Alma

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

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

B2B2C

Personal Care HUD — LMNT

New brand for personal care

Launched the Second Generation LMNT™

B2C, D2C

Injectables

Expansion through collaboration

- Products including hyaluronic acid moisturizing product Profhilo and the first long lasting DaxibotulinumtoxinA product RT002
- Invested in new technologies including silk fibroin-sodium hyaluronate products, fat removal product JS-001, etc.

B2B2C

Aesthetic Dentistry — copulla

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

B2B

Flagship platform for hair removal **Soprano Titanium™** and skin resurfacing and face tightening platform **Alma Opus ™** are launched in new markets

FDA regulatory clearance for two complementary accessories of **BeautiFill™** system intended for laser assisted liposuction and skin:

- **LipoSense™:** a smart fiber and adipose tissue delivery system intended to increase the safety of procedure by real-time measurement of the treated area temperature
- **CellFie™:** a complementary kit for closed-loop processing of micro fragment adipose tissue for re-injection in medical procedures involving harvesting, concentrating and transferring of autologous adipose tissue harvested with a lipoplasty system
- **Alma Veil™[3]:** targets a wide range of common dermatological and vascular conditions

Note[1]: UK direct sales team was built at the end of 2022
Note[2]: revenue was affected by (1) cyclical fluctuations of business in regions including Europe, the Middle East, and Africa; (2) temporary side effect due to the transition process from distribution model to direct sales model in certain regions; (3) the decrease in net profit was mainly due to the increase in selling expenses and the appointment of brand ambassador to enhance brand awareness
Note[3]: Alma Veil™ launched in North America in July 2023
Note[4]: according to Sisram's financial statements
Note: Progress since 30th June 2023

Medical Devices - Intuitive Fosun

Localization Process

2017 Announced to form a joint venture with Intuitive Surgical in China in 2016 based on the long-term partnership and **established Intuitive Fosun in Shanghai in 2017**

2019 Marketing the 4th generation Da Vinci XI Surgical System

2020 Da Vinci Surgical System test drives in more than 10 cities across China, with more than 800 doctors from nearly 200 hospitals participated in the experience

2021 **Da Vinci Innovation Center** opened with 1,700 m^2 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

2023 Domestic medical device registration of "thoracic and abdominal endoscopy surgical control system" was approved by NMPA in June, and domestically manufactured Da Vinci Surgical System was launched in October*

Future Localization in technology, manufacturing and services

Made in China
Joint R&D
Global Commercialization

Main Products

Da Vinci Surgical System

- 34 da Vinci Surgical Systems were installed in China in 1H23; by the end of 1H23, over 330 Systems were installed in Chinese Mainland, Hong Kong and Macau regions; trained over 1,100 doctors
- By the end of 1H23, 8,042 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 excluding the United States

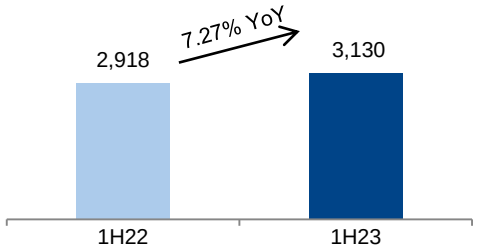
Note*: Subsequent Events
Note: Progress since 30th June 2023

Healthcare Services

Healthcare Service – Performance

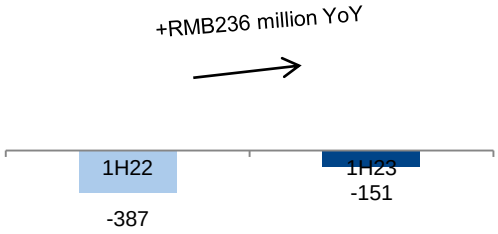
Segment Revenue[1]

(RMB million)



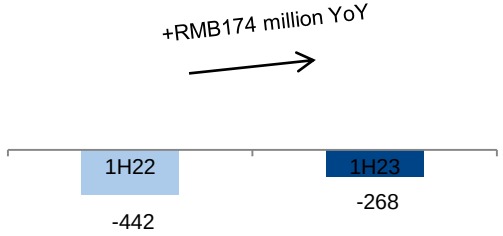
Segment Result[2,3]

(RMB million)



Segment Profit[3]

(RMB million)



Investment 2011-2017

- Built offline 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 offline strategic synergy
- Developed high-end aesthetic medical business
- Constructing specialties for health and wellness

Strategic Upgrade 2021 to date

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

Note[1]: offline hospitals revenue recovery
Note[2]: segment results are obtained as segment revenue less costs of sales, selling and distribution expenses, administrative expenses and R&D expenses
Note[3]: offline hospitals revenue recovery and online business optimization

Healthcare Services - Medical Services

- Focus on the **Yangtze River Delta, the Greater Bay Area** and other regions; **6,448 beds**[1] in total; **9** Internet hospital license; integrated online and offline healthcare services
- Foshan Chancheng Hospital received **JCI certification** and ranked the **TOP1 non-public hospital in China**[2] **for 5 consecutive years**
- 1H23 Foshan Chancheng Hospital became the first medical institution in Foshan designated by the "**Measure of using HK registered drugs and medical devices used in HK public hospitals in Guangdong-Hong Kong-Macao Greater Bay Area**"; Shanghai Xingchen Children's Hospital opened

Pearl River Delta

佛山禅医 Foshan Fosun Chancheng Hospital 佛山复星禅诚医院

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

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

- Class III General Hospital with **1,750** beds
- Realized revenue of **RMB2,145 million**, and profit of **RMB111 million** in 2022
- Fosun Pharma currently holds 87.41% of the share

深圳恒生医院 SHENZHEN HENGSHENG HOSPITAL

- Class III General Hospital with **600** beds
- Acquired 60% share 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% share of Guangdong Xinshi Hospital in January 2022

Other Strategic Region

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

卓尔荟 JOYFUL WAY

温州老年病医院 WENZHOU GERIATRIC HOSPITAL

星荣整形外科医院 SHINRONG PLASTIC SURGERY HOSPITAL

安徽济民肿瘤医院 ANHUI JIMIN CANCER HOSPITAL

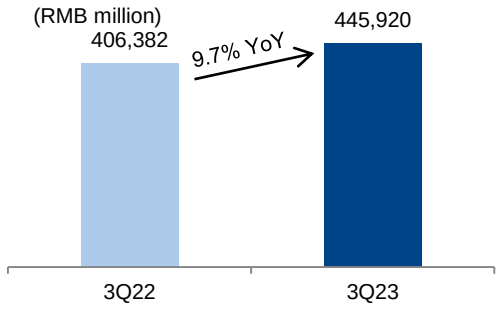
湖北省人民医院医联体武汉济和医院 HUBEI GENERAL HOSPITAL MEDICAL CONJOINED WUHAN JIHE HOSPITAL

STAR HOSPITAL 星晨妇儿 上海复星医疗旗下高品质医院 医保定点医院

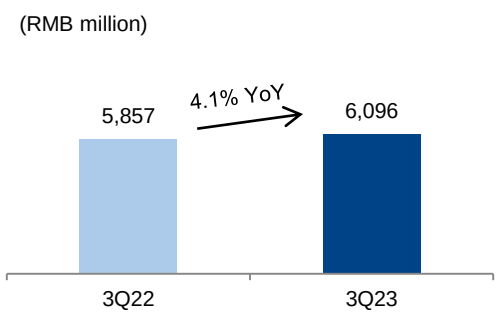
Note[1]: controlled by the group, last update on 30th June 2023
Note[2]: according to Ailibi ranking

Sinopharm Performance

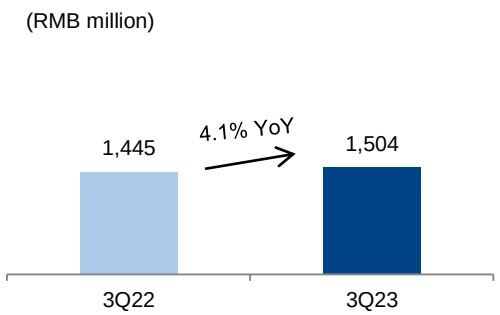
Revenue



Profit Attributable



Profit Attributable to Fosun Pharma



- In the post-COVID-19 pandemic era, the pharmaceutical distribution segment has achieved rapid growth with the further normalization of medical services and the continuous improvement of the concentration of industry. The 1H23 revenue from the pharmaceutical distribution business was **RMB225.43 billion (+14.71% YoY).**
- Actively followed the policy direction of updating and upgrading of medical devices and seized the trend change of “expansion of quality medical resources and balanced regional layout” to effectively strengthen the integrated management of internal centralised procurement and supply chain and continuously improve the business scale and network coverage. The 1H23 revenue from the medical device business was **RMB62.95 billion (+17.27% YoY)**, maintaining a high growth rate.
- Continued to focus on the change of C-side demand, and created a full-scenario, full-cycle and full-channel business model that integrates online and offline, and continued to promote the rapid development of retail business. The 1H23 revenue from retail pharmacy business was **RMB17.70 billion (+15.86% YoY).**

Appendix

Appendix - Core Innovative Products Launched (1/3)

No.	Therapeutic Area	Product Name	Product Description	Product Picture
1	Anti-tumor and immune modulation	**Rituximab Injection (CD20)**	The medicine was approved by the NMPA in February 2019, and is the first domestic biosimilar. The approved indications include: (1) non-Hodgkin's lymphoma, (2) chronic lymphoblastic leukaemia, (3) rheumatoid arthritis. It is also the first rituximab approved for RA indications in China.	
2		**Trastuzumab Injection (HER2)**	The medicine is the first trastuzumab biosimilar approved in China and also the first domestic monoclonal antibody biosimilar approved in both China and Europe. The approved indications include: (1) HER2-positive early breast cancer, (2) metastatic breast cancer, and (3) metastatic gastric cancer. Collaborating with international renowned biopharmaceutical enterprises including Accord Healthcare Limited, PT Kalbio Global Medika and Laboratorio ELEA Phoenix S.A., to supply Europe, the United States, Canada and numerous emerging countries. The medicine has been approved for launch in around 40 countries and regions. The trade name in Europe is Zercepac, while trade name in Australia is Tuzucip and Trastucip.	
3		**Serplulimab Injection (PD-1)**	The medicine (PD-1 inhibitor) was approved by the NMPA in March 2022, and is the first self-developed innovative monoclonal antibody. The approved indications include: (1) microsatellite instability-high (MSI-H) solid tumors (conditionally approved), (2) squamous non-small cell lung cancer, (3) extensive-stage small cell lung cancer, (4) unresectable locally advanced/recurrent or metastatic esophageal squamous cell carcinoma. It is the first anti-PD-1 monoclonal antibody drug approved for the first-line treatment of small cell lung cancer in the world. It has been recommended by 9 guidelines in 2023, including CSCO Guidelines on Small Cell Lung Cancer Treatment, CSCO Guidelines on Non-Small Cell Lung Cancer Treatment, CSCO Guidelines on Esophageal Cancer Treatment, CSCO Guidelines on Colorectal Cancer Treatment and CSCO Guidelines on Clinical Application of Immune Checkpoint Inhibitors.	
4		**Adalimumab Injection**	The medicine was approved by the NMPA in December 2020, and is the first domestic adalimumab biosimilar with both China and Europe approved GMP certified manufacturing site. The approved indications include: (1) rheumatoid arthritis, (2) ankylosing spondylitis, (3) psoriasis, (4) uveitis.	
5		**Avatrombopag Maleate Tablets***	The medicine was approved by the NMPA in April 2020 and is the first oral drug approved worldwide for the treatment of thrombocytopenia associated with chronic liver diseases. The approved indication is the selective thrombocytopenia treatment of adult patients with chronic liver disease undergoing diagnostic procedures or surgery. In addition, the NDA of the second indication for the treatment of chronic immune thrombocytopenia (ITP) in adults patients with poor response from prior treatment was accepted by the NMPA.	

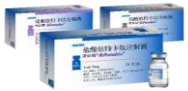
Note*: license-in product

Appendix - Core Innovative Products Launched (2/3)

No.	Therapeutic Area	Product Name	Product Description	Product Picture
6	Anti-tumor and immune modulation	**Apremilast Tablet***	The medicine was approved by the NMPA in August 2021, and is the world's first oral phosphodiesterase-4 (PDE4) inhibitor for the treatment of plaque psoriasis. The approved indication is treatment for adult patients with moderate to severe plaque psoriasis who are suitable for phototherapy or systematic treatment.	
7		**Netupitant and Palonosetron Hydrochloride Capsules***	The medicine was approved by the NMPA in August 2019, and is the world's first dual-channel fixed-dose combination oral compound preparation that simultaneously blocks both NK-1 receptors and 5-HT3 receptors. The approved indication is prevention of acute and delayed nausea and vomit arising from highly emetogenic chemotherapy in adult patients.	
8		**Telpegfilgrastim Injection***	The medicine (new generation of long-lasting recombinant human granulocyte colonystimulating factor product) was approved by the NMPA in June 2023, and is classified as class 1 new drug in China. The approved indication is reduction of occurrence of infections expressed in form of febrile neutropenia in patients with non-myeloablative cancer when receiving myelosuppression antitumor drug treatment which can easily cause febrile neutropenia.	
9		**Rabbit Anti-Human T-Lymphocyte Immunoglobulin***	The product is a polyclonal antibody inhibitor. The approved indication in Chinese mainland include the prevention of acute transplant rejection in patients receiving solid organ transplantation (SOT) and the treatment of acute rejections if the therapeutic effect of corticosteroid treatment has proven to be unsatisfactory.	
10		**Axicabtagene Ciloleucel (Product of JV Fosun Kite)**	The product was approved by the NMPA in June 2021, and is the first CAR-T cell therapy product approved for domestic launch. The approved indications include (1) treatment of adult patients with relapsed or refractory large B-cell lymphoma (r/r DLBCL) after prior second-line or higher systemic therapy, (2) treatment of adults patients with large B-cell lymphoma (r/r LBCL) that is refractory to first-line immunochemotherapy or that relapses within 12 months of first-line immunochemotherapy (conditional approved).	
11	Metabolism and Alimentary System	**Glutathione Series**	The series include Atomolan (glutathione tablets) and Atomolan (glutathione for injection), both of them are class B drug under National Medical Insurance Drug Catalogue and the basic medicine for liver diseases. In particular, Atomolan (glutathione tablets) is the first glutathione oral preparations in China, while Atomolan (glutathione for injection) is the first generic drug of its kind in China.	

Note*: license-in product

Appendix - Core Innovative Products Launched (3/3)

No.	Therapeutic Area	Product Name	Product Description	Product Picture
12	Metabolism and Alimentary System	**Etelcalcetide Hydrochloride Injection***	The medicine (new generation of calcimimetic) was approved by the NMPA in May 2023. The approved indication is treatment of secondary hyperparathyroidism (SHPT) of adult patients receiving hemodialysis treatment for chronic kidney disease (CKD).	
13		**Keverprazan Hydrochloride Tablets***	The medicine (potassium ion competitive acid blocker (P-CAB)) was approved by the NMPA in February 2023. The product is the only approved P-CAB with DU/RE double indications and is classified as class 1 new drug in China. The approved indications include duodenal ulcer (DU) and reflux esophagitis (RE).	
14	Anti-Infection	**Antimalarial Series Including Artesunate**	The series include Artesun (artesunate for injection), SPAQ-CO (sulfadoxine pyrimidine dispersible tablets + amodiaquine dispersible tablets) and the DARTEPP series (dihydroartemisinin-piperaquine phosphate tablets) etc. In particular, artesunate is the first class 1 new drug in China. Fosun Pharma has a total of 33 antimalarial drugs (including APIs and preparations) with WHO PQ. The second generation of artesunate for injection (Artesun) obtained WHO PQ in June 2023, and was registered and approved in 16 countries. As of June 2023, Fosun Pharma has supplied over 300 million doses of artesunate for injection across the world.	
15		**Azvudine Tablets***	The medicine (broad-spectrum RNA virus inhibitor) obtained the emergency conditional approval from the NMPA in July 2022 for use in treatment of adult patients suffering moderate COVID-19. The approved indication also includes treatment for adult HIV-1 patients (AIDS patients) with high viral load in combination with other reverse transcriptase inhibitors (conditionally approved).	
16		**mRNA COVID-19 Vaccine***	mRNA COVID-19 vaccine BNT162b2 and Original/Omicron BA.4/BA.5-adapted bivalent vaccine have been officially registered as drugs/products (biological products) in Hong Kong and approved as regular imported vaccines in Macau. The related dosage forms for children (for vaccination of children aged 5 to 11) and infants (for vaccination of infants of 6 months to 4 years old) have been authorized for emergency use (EUA) in Hong Kong and special license import in Macau.	
17	Cardiovascular System	**Heparin Series Formulations**	The series include enoxaparin sodium injection, heparin sodium injection, low molecular weight heparin for injection and nadroparin calcium injection etc. Heparin series preparations are mainly used for the prevention of thrombosis or treatment of embolism. Fosun Pharma has the full industry chain supply capability for low-grade and high-grade heparin products, low-molecular heparin raw materials and preparations, and the sales network covers China, the United States, South America, Europe, the Middle East and Southeast Asia.	

Note*: license-in product

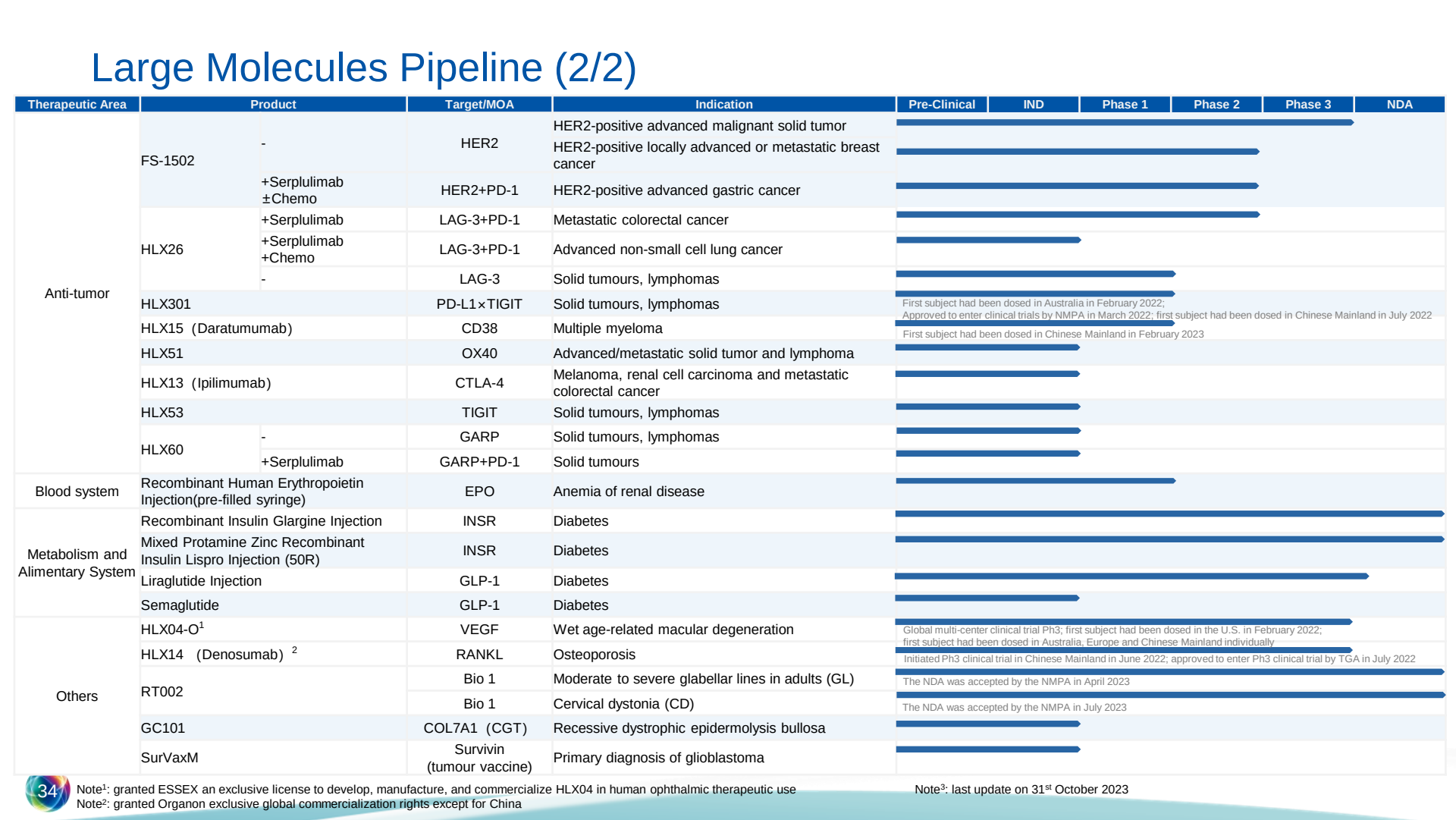
Large Molecules Pipeline (1/2)

Therapeutic Area	Product		Target/MOA	Indication	Pre-Clinical / IND / Phase 1 / Phase 2 / Phase 3 / NDA
Anti-tumor	HLX10[1] (Serplulimab)	+Chemo	PD-1	Squamous non-small cell lung cancer	Global multi-center clinical trial Ph3; approved in Chinese Mainland in November 2022
				Extensive-stage small cell lung cancer	The MAA was accepted by the EMA; first U.S. bridging study subject had been dosed in November 2022; granted Orphan-drug Designation by FDA and EC; approved in Chinese Mainland in January 2023
				Neo-/adjuvant treatment of gastric cancer	
		+Chemo+Radio	PD-1	Limited-stage small cell lung cancer	Global multi-center clinical trial Ph3; first subject had been dosed in the U.S. in January 2023
		+Bevacizumab	PD-1+VEGF	Non-squamous non-small cell lung cancer	first subject had been dosed in Chinese Mainland in May 2022
				Metastatic colorectal cancer	
		+HLX07	PD-1+EGFR	Squamous-cell carcinoma of the head and neck	
				Squamous non-small cell lung cancer	First subject had been dosed for first-line treatment in January 2022
		+HLX07 +Bevacizumab	PD-1+EGFR +VEGF	Hepatocellular carcinoma	
	HLX07		EGFR	Solid tumors, Locally advanced or metastatic squamous cell skin cancer	Approved clinical trials by FDA
	HLX22	+Trastuzumab	HER2+HER2	Gastric cancer	
		+Serplulimab+Standard Therapy (Trastuzumab+Chemo)	HER2+PD-1 +HER2	Gastric cancer	
	HLX11 (Pertuzumab) [2]		HER2	Neo-/adjuvant treatment of breast cancer	Global multi-center clinical trial Ph3; ; first subject had been dosed in Chinese Mainland in 2022
	HLX05 (Cetuximab) [3]		EGFR	Metastatic colorectal cancer and squamous-cell carcinoma of the head and neck	
	HLX02 (Trastuzumab) [4]		HER2	Breast cancer and metastatic gastric cancer	The BLA was accepted by the FDA; approved in Europe and Chinese Mainland in 2020

Note[1]: granted KG Bio to develop and commercialize HLX10 in 10 countries in Southeast Asia
Note[2]: granted Organon exclusive global commercialization rights except for China
Note[3]: granted Jingze Biotech to commercialize HLX05 in China
Note[4]: collaborated with Accord, Cipla, Jacobson, mAbxience, Eurofarma, Abbott
Note[5]: last update on 31st October 2023

Large Molecules Pipeline (2/2)

Therapeutic Area	Product		Target/MOA	Indication	Pre-Clinical	IND	Phase 1	Phase 2	Phase 3	NDA
Anti-tumor	FS-1502	-	HER2	HER2-positive advanced malignant solid tumor						
				HER2-positive locally advanced or metastatic breast cancer						
		+Serplulimab ±Chemo	HER2+PD-1	HER2-positive advanced gastric cancer						
	HLX26	+Serplulimab	LAG-3+PD-1	Metastatic colorectal cancer						
		+Serplulimab +Chemo	LAG-3+PD-1	Advanced non-small cell lung cancer						
		-	LAG-3	Solid tumours, lymphomas						
	HLX301		PD-L1×TIGIT	Solid tumours, lymphomas						
	HLX15 (Daratumumab)		CD38	Multiple myeloma						
	HLX51		OX40	Advanced/metastatic solid tumor and lymphoma						
	HLX13 (Ipilimumab)		CTLA-4	Melanoma, renal cell carcinoma and metastatic colorectal cancer						
	HLX53		TIGIT	Solid tumours, lymphomas						
	HLX60	-	GARP	Solid tumours, lymphomas						
		+Serplulimab	GARP+PD-1	Solid tumours						
Blood system	Recombinant Human Erythropoietin Injection(pre-filled syringe)		EPO	Anemia of renal disease						
Metabolism and Alimentary System	Recombinant Insulin Glargine Injection		INSR	Diabetes						
	Mixed Protamine Zinc Recombinant Insulin Lispro Injection (50R)		INSR	Diabetes						
	Liraglutide Injection		GLP-1	Diabetes						
	Semaglutide		GLP-1	Diabetes						
Others	HLX04-O[1]		VEGF	Wet age-related macular degeneration						
	HLX14 (Denosumab) [2]		RANKL	Osteoporosis						
	RT002		Bio 1	Moderate to severe glabellar lines in adults (GL)						
			Bio 1	Cervical dystonia (CD)						
	GC101		COL7A1 (CGT)	Recessive dystrophic epidermolysis bullosa						
	SurVaxM		Survivin (tumour vaccine)	Primary diagnosis of glioblastoma						



Note[1]: granted ESSEX an exclusive license to develop, manufacture, and commercialize HLX04 in human ophthalmic therapeutic use
Note[2]: granted Organon exclusive global commercialization rights except for China

Note[3]: last update on 31st October 2023

Small Molecules Pipeline (1/2)

Therapeutic Area	Product		Target/MOA	Indication	Pre-Clinical / IND / Phase 1 / Phase 2 / Phase 3 / NDA
Anti-tumor	FCN-437c		CDK4/6	Breast cancer (1L)	
				Breast cancer (2L)	
	SAF-189		ALK/ROS1	Non-small cell lung cancer (ALK+)	Initiated Ph3 clinical trial in Chinese Mainland in January 2022; Ph1 clinical trial in the U.S.
				Non-small cell lung cancer (ROS1+)	Approved to enter clinical trials by FDA
	HLX-208	-	BRAF	Solid tumors (metastatic colorectal cancer, non-small cell lung cancer, etc.) LCH and ECD	Granted with the Breakthrough Therapy Designation by the NMPA in April 2023
		+Serplulimab	BRAF+PD-1	BRAF V600E or BRAF V600 mutation-positive advanced solid tumours (NSCL)	
	FCN-159		MEK	Neurofibromatosis type I	Granted with the Breakthrough Therapy Designation by the NMPA in June 2023, Clinical trail Ph3 started; Global multi-center clinical trial Ph2
				Low-grade glioma	
				Histiocytic tumor	Granted with the Breakthrough Therapy Designation by the NMPA in April 2023; Approved to enter clinical trials by NMPA in May 2022
				Langerhans cell histiocytosis in children	Approved to enter Ph2 clinical trial by NMPA
	YP01001		VEGFR	Advanced solid tumor	
	FCN-338		BCL-2	Myeloid malignancy	Approved to enter Ph2 clinical trials by NMPA
				Hematological malignancy	Ph1 clinical trials (included the U.S.)
				Relapsed or refractory B-cell lymphoma	Ph1 clinical trials (included the U.S.)
	FH-2001		FGFR/PD-L1	Advanced malignant solid tumour	
	ORIN1001		IRE1	Solid Tumour	Ph1 clinical trials (included the U.S.)

Note: last update on 31st October 2023

Small Molecules Pipeline (2/2)

Therapeutic Area	Product	Target/MOA	Indication	Pre-Clinical / IND / Phase 1 / Phase 2 / Phase 3 / NDA
Blood System	Avatrombopag Tablet	TPO-R	Chronic idiopathic thrombocytopenic purpura (ITP)	NDA was accepted by NMPA in December 2022
	Tenapanor Tablet	NHE 3	End-stage Renal Disease – Hemodialysis	NDA was accepted by NMPA in July 2023
Metabolism and Alimentary System	Keverprazan Hydrochloride	P-CAB	Duodenal Ulcer, Reflux Esophagitis	Approved to enter Ph1 clinical trials by FDA；Approved in China
	Tenapanor Tablet	NHE 3	Irritable Bowel Syndrome with Constipation	Chinese mainland: Ph1 Clinical trails；Hong Kong region: NDA
Infectious Diseases	PA-824	-	Unable to tolerate treatment/has poor treatment outcomes(XDR-TB) or TB (MDR-TB)	Launched Pretomanid in the U.S.*
Nervous System	Opicapone Tablet	COMT	Parkinson's syndromes	Launched Ongentys in Europe*
Others	Fortacin spray (Lidocaine Prilocaine spray)	-	Premature ejaculation	Launched in Europe*
	ET-26	-	Anesthesia	Initiated Ph3 clinical trial in Chinese Mainland in October 2023
	FCN-159	MEK	Arteriovenous malformation	
	ORIN1001	IRE1	Idiopathic pulmonary fibrosis	Approved to enter clinical trials by NMPA; Ph1 clinical trails in the U.S.
	FCN-016 eye drops	ROCK	Glaucoma or high intraocular pressure	Approved to enter clinical trials by NMPA in January 2023
	SZEY-2108 for injection	-	CRE infection	Approved to enter clinical trials by NMPA in June 2023

Note: last update on 31st October 2023

Vaccine Pipeline

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

Note: last update on 31st October 2023

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