FOSUN PHARMA
复星医药

Investor Presentation

2022 Annual Report

Prepared in accordance with China Accounting Standards

Contents

Performance Highlights and Financial Review

Performance Highlights (1/3)

Revenue

RMB43,952 million
(+12.66% YoY)

- Mainly due to new launches in the past few years

Net profit after one-off loss

RMB3,873 million
(+18.17% YoY)

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

Net operating cash flow

RMB4,218 million
(+7.10% YoY)

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

Revenue from regions and countries outside Chinese Mainland

RMB13,938 million
(+2.49% YoY)

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

Revenue from new launches in the past few years

% Pharmaceutical Revenue

>30%
(>25% in 2021)

- Innovative drugs and biosimilars contributes nearly RMB10 billion of the revenue

MSCI-ESG

A

- Improved from BBB to A, leading in the industry

Performance Highlights (2/3)

Product

- **Serplulimab injection (PD-1)** is approved for MSI-H, sqNSCLC and ES-SCLC in Chinese Mainland; SCLC was granted with Orphan-drug Designation from FDA and EC; the MAA of SCLC was accepted by the EMA*
- **Azvudine tablet** has been commercialized in Chinese Mainland and included in the 2022 NRDL
- **Yi Kai Da (CAR-T) LBCL second-line therapy NDA** was accepted by the NMPA and granted with **Priority Review** in October 2022
- **13-Valent Pneumococcal Conjugate** Vaccine entered into **phase 3** clinical trial
- **Comirnaty (mRNA COVID-19 vaccine)** covered both public and private markets in Hong Kong and Macau regions
- **Keverprazan Hydrochloride** is launched in Chinese Mainland*
- **Products including RT002 (long-lasting DaxibotulinumtoxinA product) and Tenapanor (NHE3)** completed Phase 3 clinical trial

Collaboration

- **License-in: Amgen** granted Fosun Pharma exclusive right to commercialize **Otezla and Parsabiv** in Chinese Mainland
- **License-out:** upfront payment from products licensed-out to Organon, Eurofarma, Abbott and others in markets outside Chinese Mainland

Internationalization

- Collaborated with Syneos Health and initiated Serplulimab injection (PD-1) **prelaunch in the U.S.**
- Building **localized manufacturing capacities in Africa** Côte d'Ivoire
- Controlled subsidiary Gland Pharma to fully acquire Cenexi and to enter into **Europe-based CDMO**
- Controlled subsidiary Sisram established new direct sales teams in the **UK and Dubai**. Direct sales revenue accounts for **66%** of the 2022 revenue

Note: the acceptance of SCLC MAA by the EMA and the approval of Keverprazan Hydrochloride in Chinese Mainland were received after the reporting period

Performance Highlights (3/3)

Organizational Restructuring

- Clarifying business boundaries; subdivided Pharmaceutical into **Innovative Medicines Division, Established Medicines Manufacturing & Supply Division and Vaccine Division**; integrating R&D, marketing and commercialization under **headquarter management**; gathering resources to develop quality business
- **Optimizing R&D decision making mechanism**; setting key decision making steps GT1-GT6 for studies according to the R&D stages; making project decisions through Scientific committee, Clinical and Registration Committee and R&D Management Committee

Talent Led R&D

- **Numbers of** senior scientists and C-level talents joined Fosun Pharma, covering early R&D, CMC, clinical medicine and clinical operations
- Constructing **Scientific Advisor Board (SAB)**, bringing in former corporate executives and academicians, scientists, clinical leaders and regulatory experts from well-known universities

Industry Chain Integration Capabilities

Case: Azvudine tablet

Within 5 months:

- Selected and licensed in Azvudine tablet
- Obtained emergency conditional approval in Chinese Mainland to treat adult patients with normal type COVID-19
- Established professional sales team to commercialize in Chinese Mainland
- Leveraged advantages in distribution network and logistics to rapidly expand sales channels
- Collaborated with multiple manufacturers to secure supply
- Delivered 6.74 million bottles of Azvudine tablet by the end of 2022

Financial Review

Key Financials (RMB million)	2021	2022	YoY
Revenue	39,011	43,952	*12.7%*
Net profit attributable to shareholders	4,729	3,731	*-21.1%*
Net profit after one-off loss	3,277	3,873	*18.2%*
Net operating cash flow	3,938	4,218	*7.1%*
R&D Expenditure	4,978	5,885	*18.2%*
R&D Expense	3,837	4,302	*12.1%*
Basic EPS (RMB/share)	1.85	1.43	*-22.7%*
Dividend Payout Ratio (Subject to approval by the shareholders)	30%	30%	-

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

Expense Structure	2021	2022
Gross Margin	48.1%	47.3%
Selling and Distribution	23.3%	20.9%
Administrative	8.3%	8.7%
R&D	9.8%	9.8%
Finance	1.2%	1.5%
Gross Margin minus Selling and Distribution	24.8%	26.4%

Note :

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

Key Indicators	2021	2022
Cash and bank balances (RMB million)	10,317	16,241
Net asset attributable to shareholders (RMB million)	39,196	44,582
Current ratio	1.04	1.06
Quick ratio	0.85	0.85
Debt-to-asset ratio	48.2%	49.5%

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

Financial Review - Segments Breakdown

Pharmaceutical

Revenue RMB 30,812 million (+6.60% YoY); Segment results[1] RMB3,795 million (+28.04% YoY); Profit RMB3,413 million[2] (+29.77% YoY)

Revenue change was mainly driven by:

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

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

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

Med Tech

Revenue RMB6,949 million (+17.03% YoY); Segment results[1] RMB521 million (+11.87%[3] YoY); Profit RMB771 million (+2.33%[3] YoY)

Growth was mainly driven by:

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

Healthcare Services

Revenue RMB6,080 million (+33.56%[4] YoY); Segment results[1] RMB622 million loss (RMB255 million less YoY);Profit RMB792 million loss (RMB359 million less YoY)

Growth was mainly driven by:

- Growth from online services and revenue recovery from offline hospitals

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

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

Note 1: Segment results are obtained as segment revenue less costs of sales, selling and distribution expenses, administrative expenses and R&D expenses
Note 2: Pharmaceutical segment profit excludes the effect on sales of BNTX shares
Note 3: Med Tech growth is the YoY growth excludes the impact from equity transfer of Yaneng Bioscience in 2021
Note 4: Healthcare Services segment revenue growth is the YoY growth excludes the impact from Guangzhou Xinshi Hospital acquisition in 2022
Note 5: Based on the financial statements of Gland Pharma in its reporting currency

Strengths and Key Growth Drivers

Strengths

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

Collaboration, Win-win, Internationalization, Innovation Driven Growth, Efficiency Improvement

Strengths of the Group

Industry background

Upgraded Innovative Pipeline & System Development - R&D Strategy

Core Technology Platform

Small Molecule, Antibody/ADC, RNA, Cell Therapy

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

Core Therapeutic Areas

3 strategic care therapeutic areas and other areas of interest

- Oncology Immunity
- CNS
- Chronic Disease (liver disease, metabolism, kidney disease)

Other areas of interest: rare disease, anti-infection, cardiovascular, etc.

02

01 **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 over 50% of the pipeline products
- Accelerated the R&D of competitive product with dynamic evaluation

Upgraded Innovative Pipeline & System Development - Core Products

Launched Core Product

Innovative Products	Serplulimab injection (PD-1) *MSI-H, sqNSCLC, ES-SCLC*	Ejilunsai injection (CAR-T) *Third-line LBCL*
	Rituximab injection (CD20) *Lymphoma, RA*	Trastuzumab injection(HER2) *Breast Cancer*
	Netupitant and Palonosetron *Chemo-induced nausea and vomiting*	Azvudine *COVID-19 Treatment*
	Avatrombopag Maleate *CLDT*	Apremilast *Psoriasis*
	Antimalarial Series Including Artesunate *Anti-malarial*	Keverprazan Hydrochloride – Chinese Mainland *Duodenal Ulcer, Reflux Esophagitis*
Vaccines	mRNA COVID-19 Vaccine Hong Kong, Macau, Taiwan regions *COVID-19 Prevention*	Bivalent mRNA COVID-19 Vaccine Hong Kong, Macau, Taiwan regions *COVID-19 Prevention*
	Human Rabies Vaccine (Vero Cells) *Rabies Prevention*	Influenza Vaccine *Influenza Prevention*
Generics	27 generic drugs / indications were approved in Chinese Mainland / Hong Kong region / the U.S. in 2022	

Core Product Pipeline

NDA	Serplulimab injection (PD-1) *ESCC*	Ejilunsai injection (CAR-T) *Second-line LBCL*	Etelcalcetide *HPT*
NDA	Trastuzumab (HER2) - U.S. *Breast Cancer*	Avatrombopag Maleate *ITP*	Opicapone（COMT） *Parkinson syndrome*
Ph3	Serplulimab injection (PD-1) *Neo-/adjuvant treatment of gastric cancer*	FCN-437（CDK4/6） *Breast Cancer*	Tenapanor (NHE3 small molecule) *ESRD-HD, IBS-C*
Ph3	RT002 (long-lasting botulinum toxin) *GL、CD*	FCN-1502 (HER2-ADC) *Breast Cancer, etc.*	SAF-189 (ALK&ROS1) *NSCLC*
Ph2	FCN-338（Bcl-2） *Hematological malignancies；R/R BCL*	FCN-159 (MEK small molecule) *Type I Neurofibroma*	ET-26 *Anesthesia*
Other Pivotal Studies	Keverprazan Hydrochloride – Global *DU, RE*	FKC-889（CAR-T） *MCL*	
Ph3	13-Valent Pneumococcal Conjugate Vaccine *Pneumococcal Disease Prevention*	*Ph1*	24-Valent Pneumococcal Conjugate Vaccine *Pneumococcal Disease Prevention*
Ph3	Freeze-dried Human Rabies Vaccine (Vero Cells) *Rabies Prevention*	*Ph3*	4-Valent Influenza Vaccine *Influenza Prevention*
	Filed 30 generic drugs / indications NDA in Chinese Mainland R&D pipeline: 118 generic drugs, 21 consistency evaluation		

Note: updated to March 31st 2023

Note: Oncology Drugs Non-oncology drugs

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

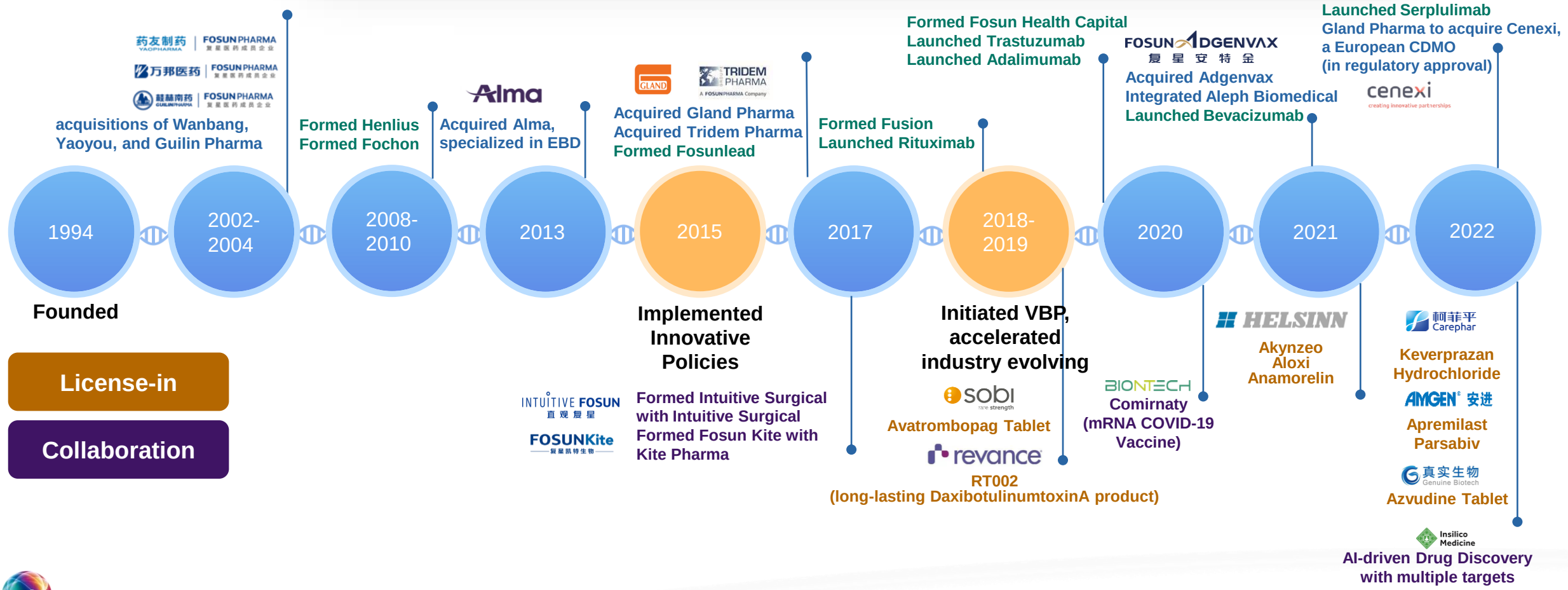
- In a **constantly evolving industry**, Fosun Pharma has accomplished dozens of M&A and license-in agreements by leveraging **forward-looking insights**
- Fosun Pharma will continuously capture development opportunities in the industry and access innovative therapeutic areas, products, and technologies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

In-house R&D & Incubation

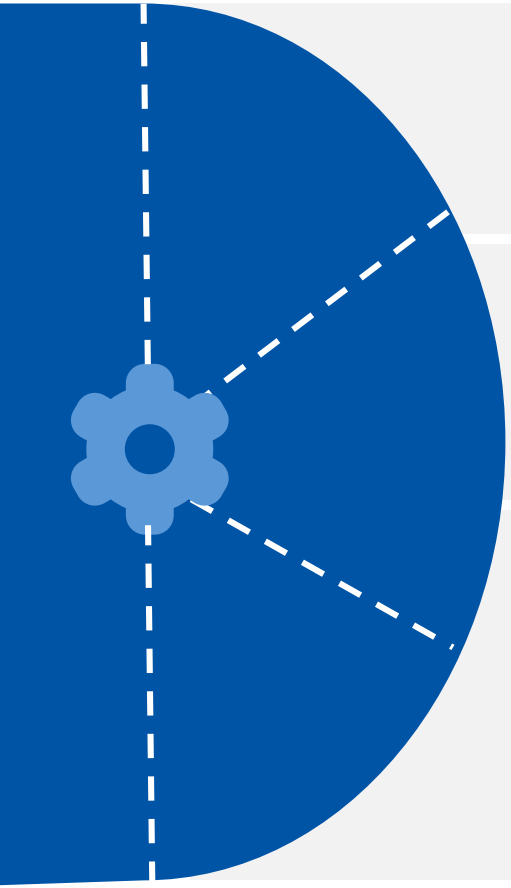
Investment & M&A

License-in

Collaboration



Lean Management System



Integrating API and formulation manufacturing and focusing on key pipelines

- Building a regionalized manufacturing center around Xuzhou Area, vertically integrating Sino API facility with Xuzhou formulation facility to achieve intensive production capacity, covering multiple dosages and disease areas
- Chongqing facility and Changde facility have completed the first stage construction; Sino API facility and Xuzhou formulation facility have completed the tech transfer and validation for the first batch. The increased capacity will support future commercial manufacturing

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

- Achieved closed-loop procurement management through SRM system, promoting standardization, digitalization and intelligence business
- Improved R&D and clinical trials management, cost control and R&D team synergy by implementing an end-to-end R&D management platform based on in-house developed INNOX digital platform
- Incremental FES projects in 2022 covering quality, cost, efficiency, cycle time, R&D, etc.

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

- Commercialization team matches with current product portfolio; 6,000 people in pharmaceutical commercialization team covers oncology and non-oncology areas, OBM broad market team, OTC, online channels and teams in Africa, India and the U.S.
- Strengthening effective control of sales expenses, with the growth rate of sales expenses lower than the growth rate of revenue; the sales expense ratio was 20.87% in 2022 (-2.46 pp YoY)
- Key products cost reduction and efficiency improvement, preparing for procurement and transforming marketing model

Global Operation (1/2)

- Gland Pharma to fully acquire **Cenexi** for up to EUR210 million and to enter into **Europe-based CDMO** with localized manufacturing capability

- Established **5 regional distribution hubs**; 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**

Generic Drugs: collaborated with **5** major wholesalers and **16** GPOs. Rapid growth in sales of formulations

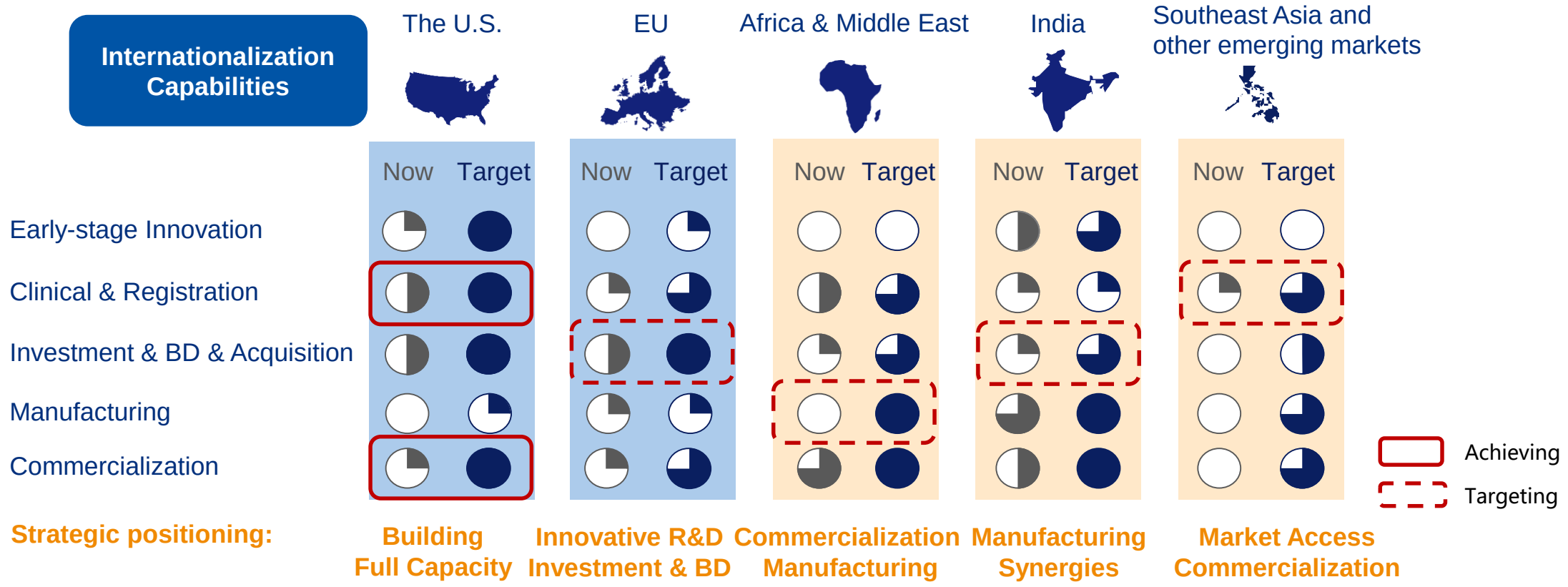
Innovative Drugs:

- 11 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.**
- Collaborated with **Syneos Health**, preparing for the prelaunch of Serplulimab injection (PD-1) in the U.S.

Med Tech: **Sisram** North American direct sales achieved revenue of **USD140 million (+28.2% YoY)**, accounting for approximately **40.5%** of Sisram's total revenue

Figure number: GS(2016)1666

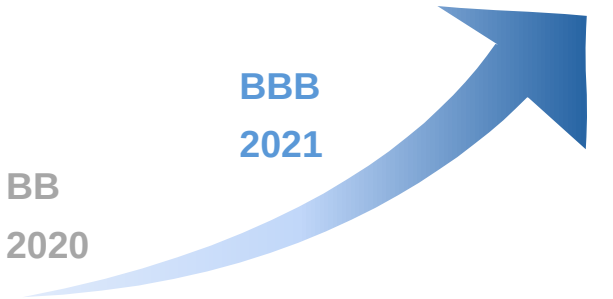
Global Operation (2/2)



Leveraging global resources, quickly realizing and maximizing product value

Corporate Governance – Sustainable Development

MSCI-ESG Rating Upgrade



- 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**

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, Aminohexanoic acid powder and Avatrobopag tablet; increased the accessibility of Ejilunsai injection (CAR-T) through commercial insurances and citizen insurances; in-house developed Antimalarial Series including Artesunate saved more than 56 million patients with severe malaria

G overnance

Strengthen corporate governance with ESG to achieve sustainable development

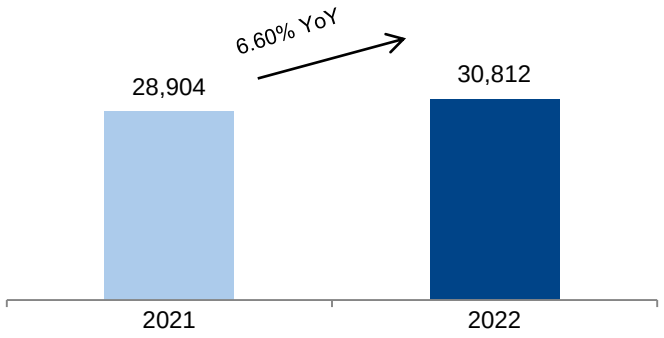
- Established ESG Committee at the Board level; the independent Anti-Corruption Supervision Department (ACSD) designed a comprehensive anti-corruption system
- Published over 10 documents related to corporate governance on the official website
- Upheld the professional, branded, digital and compliant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

Pharmaceutical

Pharma - Performance

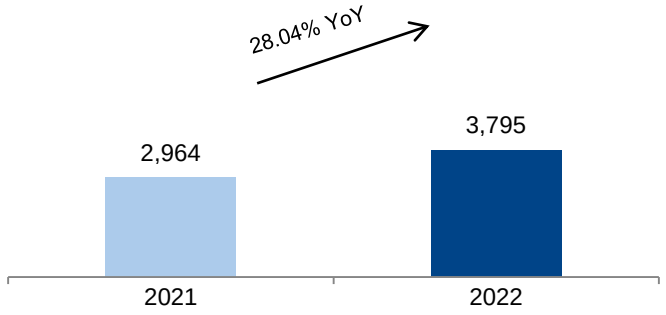
Segment Revenue

(RMB million)



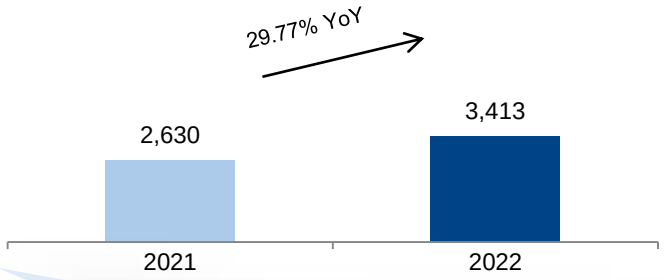
Segment Results[1]

(RMB million)



Segment Profit[2]

(RMB million)



Segment results and segment profit growth were mainly due to increased contribution from new launches in the past few years and improved product portfolio. The gross margin increased and the selling and distribution rate decreased.

Pharma

3 Divisions **Specialization**

Innovative Medicines

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

Established Medicines Manufacturing & Supply

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

Vaccine

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

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

Pharma - Core Product Revenue in Different Therapeutic Areas

Anti-tumor and Immune Modulation

RMB5,522 million 26%*
(+39.44% YoY)

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

Anti-infection

RMB8,582 million 40%*
(-0.45% YoY)

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

Metabolism and Alimentary System

RMB2,883 million 13%*
(-0.24% YoY)

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

Cardiovascular System

RMB2,115 million 10%*
(+6.12% YoY)

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

Central Nervous System

RMB1,003 million 5%*
(-11.79% YoY)

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

APIs and Intermediate Products

RMB1,248 million 6%*
(+9.96% YoY)

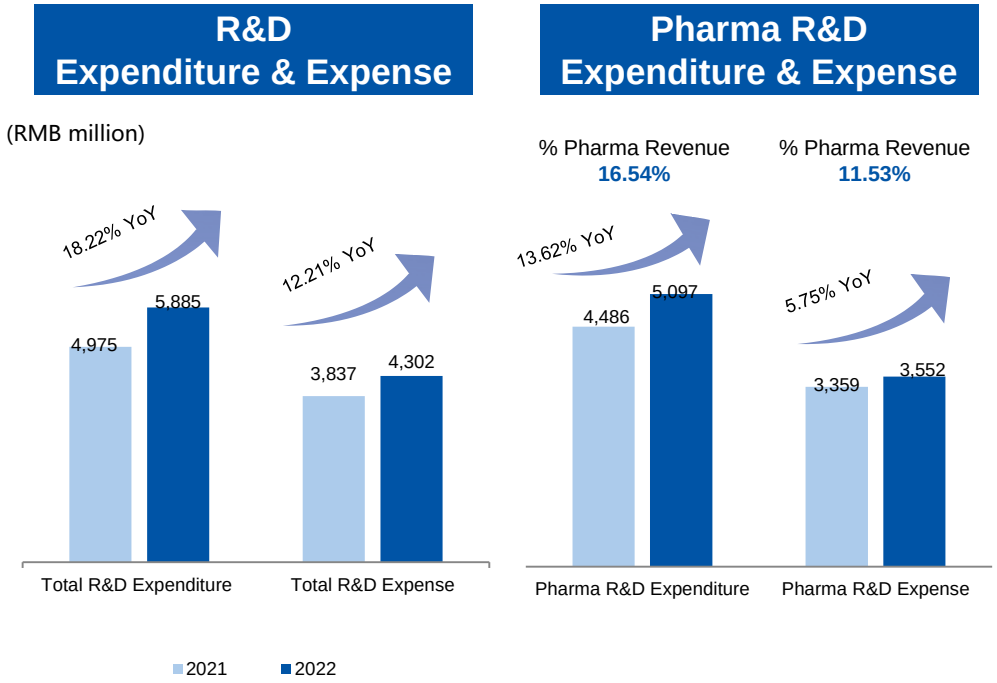
Mainly due to the increase in the sales volume of amino acid series

Note: represents core product revenue in single therapeutic area / sum of core product revenue in all therapeutic areas

Pharma - R&D Expenditure

R&D expenditure drives product portfolio optimization

- Phama R&D expenditure was RMB5,097 million (+13.62% YoY) in 2022, accounts for over 85% of the total R&D expenditure and 16.47% of the pharma revenue; Pharma R&D expense was RMB3,552 million, accounts for 11.53% of the pharma revenue
- new launches in the past few years including Serplulimab injection (PD-1), Trastuzumab injection (HER2), Avatrombopag tablets and Azvudine tablets accounts for over 30% of the pharma revenue, optimizing product portfolio
- Over 260 pipeline drugs in innovative drugs, biosimilars, generic drugs, consistency evaluation items, etc.; received 249 applied pharma patents, including 16 U.S. patent applications, 17 PCT applications and 48 licensed invention patents in 2022



Pharma Key Progress - Serplulimab Injection

The first PD-1 inhibitor approved for first-line treatment of SCLC

RMB340 million

2022 Revenue
(Launched for 9 months)

Target: PD-1

Approved Indications in Chinese Mainland:

- MSI-H
- sqNSCLC
- ES-SCLC

Overseas Progress

- SCLC is granted with Orphan-drug Designation from FDA and EC
- Initiated ES-SCLC head-to-head bridging in the U.S.

Outstanding Results

- Serplulimab + chemo (ES-SCLC) randomized, double-blind, median progression, global multi-center Phase 3 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

nature medicine JAMA The Journal of the American Medical Association BJC British Journal of Cancer

Quick Market Access and Accelerated Market Penetration

- Completed tenders on procurement platforms in 27 provinces; covered 30% of the top 110 hospitals
- Commercialization team of about 400 people with experience in oncology drugs market
- Established efficient distribution network; maximized accessibility by leveraging DTP pharmacies and infusion centers

Pharma Key Progress – In-house R&D Vaccine Platform

Established Vaccine Subdivision in early 2022, with multivalent conjugate technology, insect cells with recombinant baculovirus technology and inactivated technology, to R&D and manufacture vaccines

Multivalent Conjugate Vaccine

Key progress

- Initiated phase 3 clinical trial for 13-Valent Pneumococcal Conjugate Vaccine* in November 2022
- Fosun Adgenvax received Drug Manufacturing License from Sichuan Medical Products Administration in January 2023, laying the foundation for commercial manufacturing of vaccines under development

Received National Intellectual Property Rights

- The only multivalent combination technology with national patent and independent intellectual property rights
- 13-Valent Pneumococcal Conjugate Vaccine is the only pneumonia vaccine listed as a national major project

Structural Design Advantages

- Stable antigen structure, rapid immune response, earlier protection, complex antigen structure to enhance immunogenicity and reduce interference with different types of antigen immune response

Cost and Safety Advantages

- Meat-free medium for carrier protein to reduce manufacturing cost and period

Inactivated Technology

- Launched Human Rabies Vaccine (Vero Cells) and Influenza Vaccine
- Nearly 20 years experiences in stable commercial manufacturing; innovative technology center for inactivated vaccines in Liaoning Province

Insect Cells with Recombinant Baculovirus Technology

- First approved Hi5 insect cell line without nodavirus and SF9 insect cell line without rhabdoviruses in Chinese Mainland

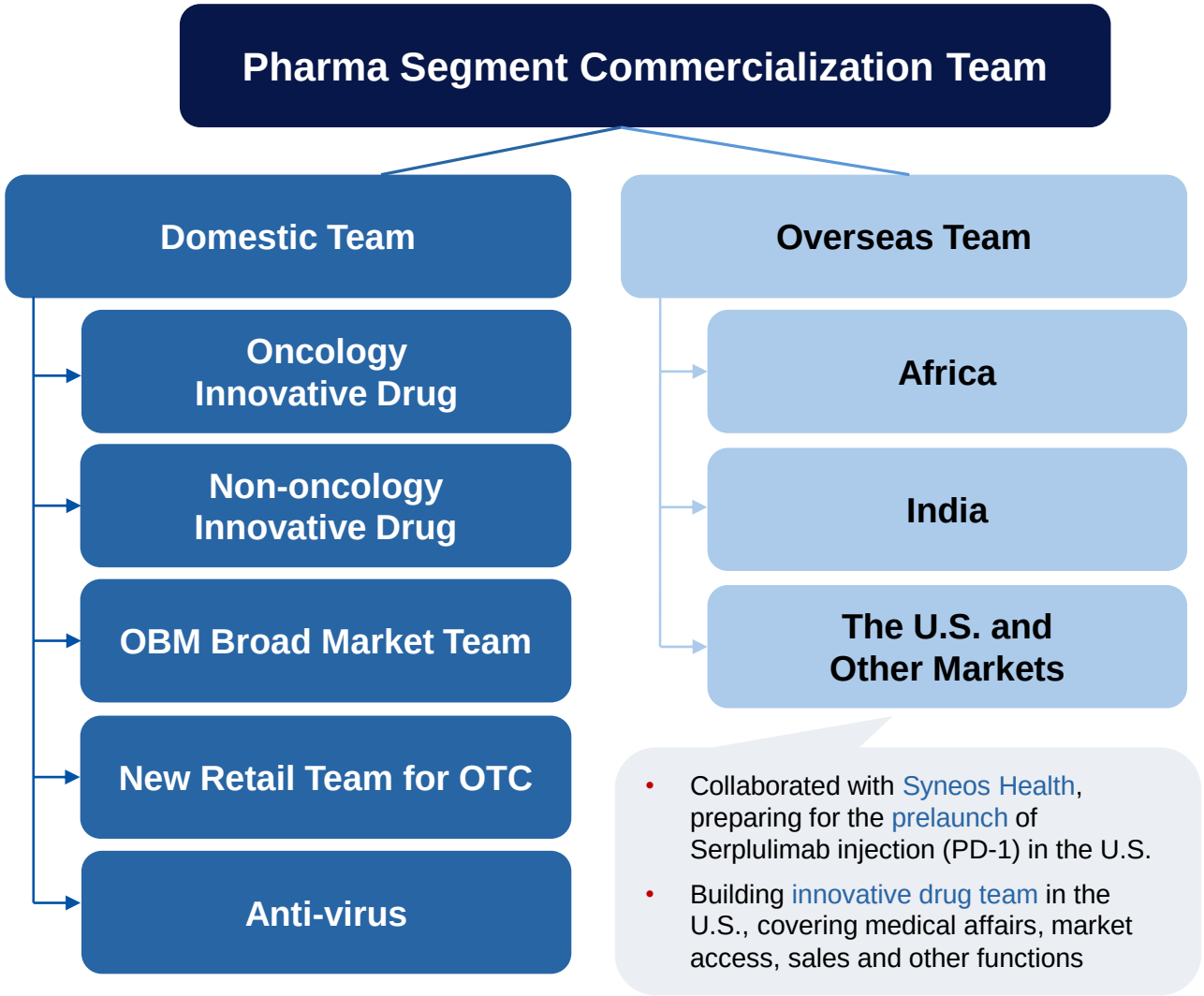
28 Patents

10+ R&D Projects

40+ R&D Employees

Note: 13-valent pneumococcal conjugate vaccine is used for active immunization of people over 2 months of age against pneumococcal disease caused by type 1, 3, 4, 5, 6A, 6B, 7F, 9V, 14, 18C, 19A, 19F, and 23F strains of infection. 13-valent pneumococcal conjugate vaccine is in Phase 3 clinical trial in Chinese Mainland

Pharma - Global Commercialization System



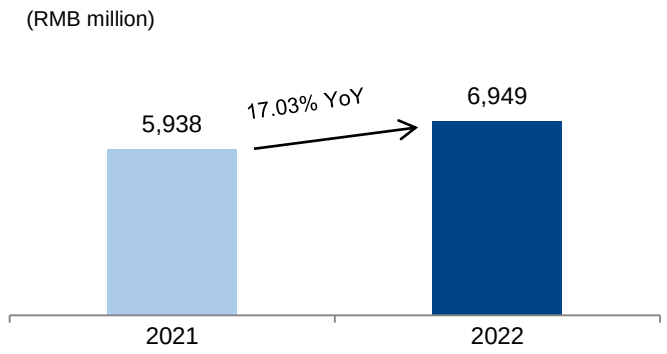
2022 Main Progress

Revenue	#	Formulation or Series
>RMB1,000 million	5	• mRNA COVID-19 vaccine • Trastuzumab injection(HER2) • Rituximab injection (CD20) • Azvudine • Heparin series preparations
RMB500-1,000 million	3	• Avatrombopag Maleate • Antimalarial series • Febuxostat tablets
RMB300-500 million	8	8 products including • Serplulimab injection (PD-1) • Glutathione tablets • Non-freeze dried human rabies vaccine (VERO cell) • Quetiapine fumarate tablets • New compound aloe capsules
RMB100-300 million	31	31 products including • Adalimumab injection (TNF-α) • Escitalopram oxalate tablets • Alfacalcidol tablets • Pitavastatin calcium tablets

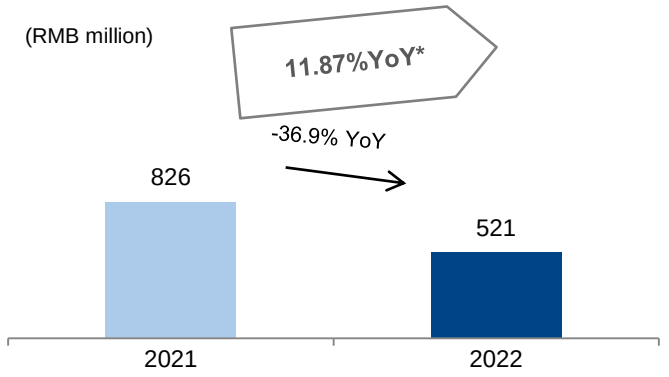
Med Tech

Med Tech - Performance

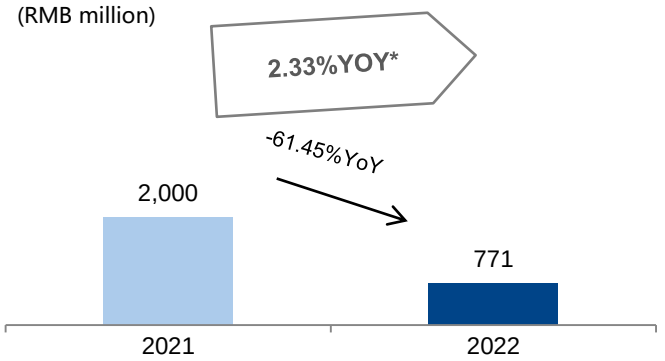
Segment Revenue



Segment Results[1]



Segment Profit



Medical Devices

Aesthetic Field

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


Soprano Hair Removal


Harmony


ThermoLift Skin firming & lifting


LMNT one Home use device


Profhilo Injectable hyaluronic acid treatment

Respiratory Care

- Exploiting home/hospital used respiratory devices market through **Breas**


Z1 CPAP machines


Vivo 45 non-invasive ventilation

Professional Medical Device & Consumables

- Including **Da Vinci surgical robotic system**, negative pressure ambulances, portable CT, etc.


Da Vinci Surgical System

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


F-C800p Automatic Biochemical Analyzer


F-i3000 Automated Chemiluminescence Immunoassay Analyzer


Molecular POCT

Note 1: Segment results are obtained as segment revenue less costs of sales, selling and distribution expenses, administrative expenses and R&D expenses
Note 2: Segment results increased by 11.87% YoY, segment profit increased by 2.33% YoY, excluding the impact from equity transfer of Yaneng Bioscience

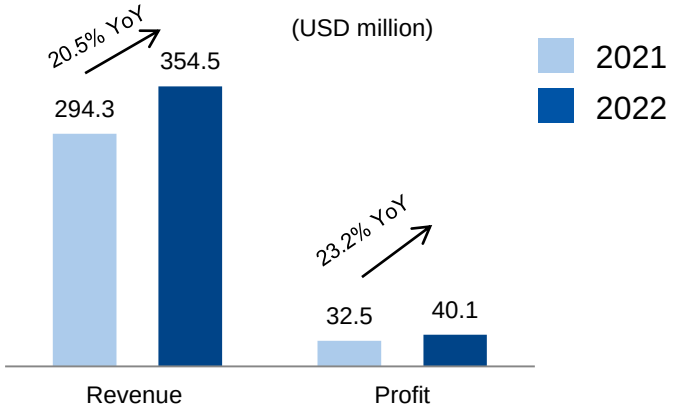
Medical Devices – Sisram Medical

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

2022 Main Progress

- **3 new launches**: 1) an Ultrasound-based system Alma Ted™ to prevent hair loss; 2) CBD+Professional Skincare Solution™ , which combines the scientific benefits of full-spectrum CBD, shown to visibly reduce redness and calm the appearance of stressed skin; 3) home use device LMNT one™
- Strengthened global direct sales teams and built new direct sales teams in the UK and Dubai. Direct sales revenue accounts for 66% of the total revenue in 2022, compared to 62% in 2021

Financial Performance



2022 new launches

Alma Ted

LMNT one

CBD+Professional Skincare Solution

Alma

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

B2B2C

LMNT.

Personal Care

New brand for personal care

New brand LMNT for home use devices

Launched the first home use device LMNT one

B2C, DTC

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

copulla

Aesthetic Dentistry

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

B2B

Medical Devices - Intuitive Fosun

Localization Process

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

2019 Marketing the 4th generation Da Vinci XI Surgical System

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

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

Future Localization in technology, manufacturing and services

Made in China
Joint R&D
Global Commercialization

Main Products

Da Vinci Surgical System

- **55** da Vinci Surgical Systems were installed in China in 2022. By the end of 2022, **over 300 Systems** were installed in Chinese Mainland, Hong Kong and Macau regions and completed more than 100,000 surgeries within 2022
- As of June 30th 2022, **7,544 systems** were installed worldwide, with more than 55,000 doctors trained to use the system, and **performed over 10 million surgeries**.

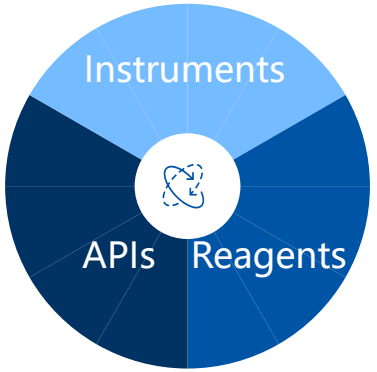
Ion Endoluminal System

- The robotic-assisted bronchoscopy platform, Ion, was **approved by FDA in 2019**
- The Ion guided lung nodule biopsy clinical feasibility trial completed enrollment at Shanghai Chest Hospital in October 2021. It is **the first clinical trial using Ion outside the United States**

Medical Diagnosis - Core Products

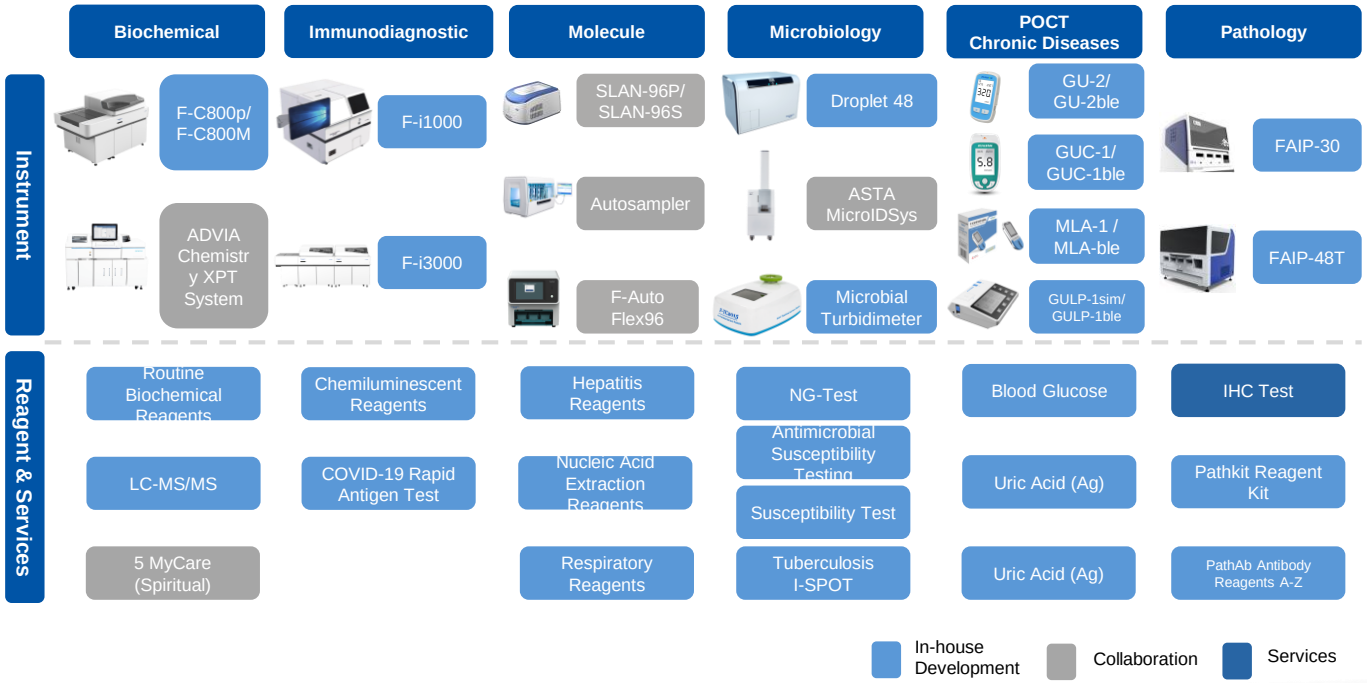
Medical Diagnosis 2022 Major Progress

- Promoting the integration of medical diagnosis segment, constructing 6 R&D and manufacturing bases; R&D personnel account for more than 15% of the total number of Medical Diagnosis employees
- F-C800p Automatic Biochemical Analyzer launched in June 2022, together with the F-i3000 Automated Chemiluminescence Immunoassay Analyzer, formed Fosun Diagnostics biochemical immunoassay pipeline to meet the clinical diagnostic testing needs
- Self-developed COVID-19 Rapid Antigen Test was approved by NMPA in April 2022. It has received EU CE certification and has been included in the EU Common list of COVID-19 antigen tests and completed BfArM registration in Germany
- Self-developed Monkeypox PCR Detection Kit received EU CE certification in May 2022



6 R&D and Manufacturing Bases

Shanghai	Headquarter R&D and Manufacturing
Changsha	Manufacturing
Taizhou	Reagent Manufacturing
Shenzhen	Instrument R&D International Commercialization
Hefei	Instrument R&D
Suzhou	Immunodiagnostic



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

Integrating business

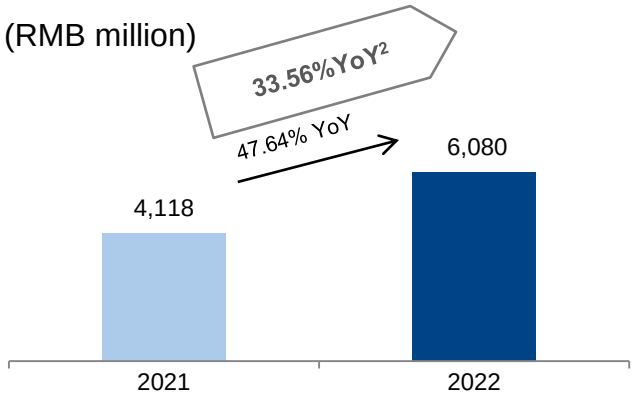
Consolidating product portfolio

Healthcare Services

Healthcare Service - Performance

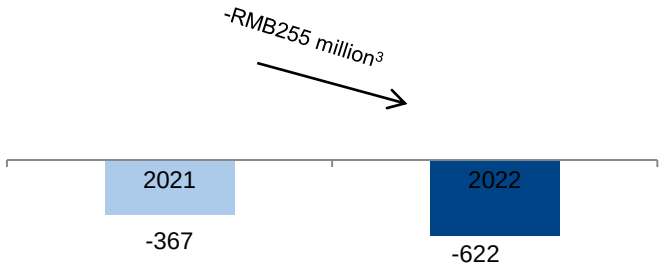
Segment Revenue

(RMB million)



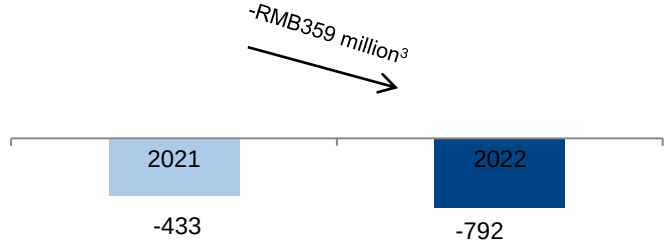
Segment Results[1]

(RMB million)



Segment Profit

(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-Present

- 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: Segment results are obtained as segment revenue less costs of sales, selling and distribution expenses, administrative expenses and R&D expenses
Note 2: the revenue growth was mainly due to the growth of online business and the recovery of offline hospitals revenue. Segment revenue increased 33.56% YoY, excluding the impact of acquiring Guangzhou Xinshi Hospital
Note 3: the decrease of segment results and segment profit was mainly due to the investment in online business, periodic decrease in diagnosis and treatment volume of hospitals and initial loss of newly opened hospitals

Healthcare Services - Offline Services

Highlights

Covered Region

- Focus on the **Yangtze River Delta, the Greater Bay Area** and other regions; connecting medical centers with regional medical associations; integrating hospital resources
- **6,333 beds**[1] in hospitals controlled by the Group by the end of 2022

Competitiveness

- Foshan Chancheng Hospital received **JCI certification** and ranked the **TOP1 non-public hospital in China for 5 consecutive years**[2]
- Shenzhen Hengsheng Hospital was granted **JVF license**

Note1: Last update in December 2022
Note2: According to Ailibi ranking

Major Hospitals

Pearl River Delta

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

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

- 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 86.47% of the share

深圳恒生医院 SHENZHEN HENGSHENG HOSPITAL

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

广东药科大学附属第三医院 广州新市医院

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

Other Strategic Region

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

卓尔荟 JOYFUL WAY

安徽济民肿瘤医院 ANHUI JIMIN CANCER HOSPITAL

温州老年病医院 WENZHOU GERIATRIC HOSPITAL

星荣整形外科医院 SHINRONG PLASTIC SURGERY HOSPITAL

湖北省人民医院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

Healthcare Services – Integrating Online and Offline Services

- Integrated online and offline healthcare services from 2021, has received **10 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

Accelerating online and offline services integration

Building a one-stop healthcare management FHMO

Online Platform

- **Supply Chain:** medicine, vaccine, rehab products
- **Consultation:** specialized doctors
- **Integrated with Offline Platform:** testing, accompanied consultation
- **Content:** authority, timeliness

Upstream: Pharmaceutical Supply

FOSUN HEALTH 复星健康

Internet Hospital + Cloud HIS

Controlled Hospitals | Collaborated Institutions

Healthcare Services | Pharmaceutical and Med Tech Products | Health Insurance | Health Management

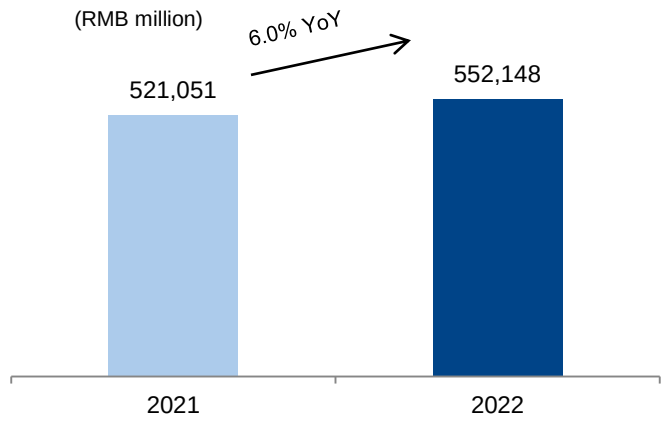
Downstream: Insurance Payment

Offline Medical Institutions

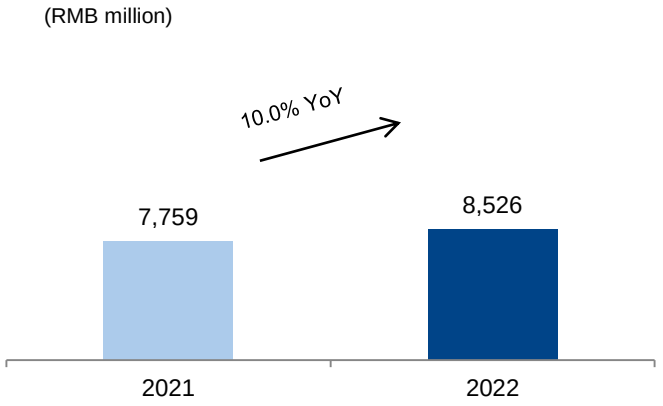
- **Integrated supply chain**
- Integrated with Online Platform: gathering specialists
- Iteration of **testing/rehab products**
- Network of Medical institutions in **Tier 1&2 cities**

Sinopharm Performance

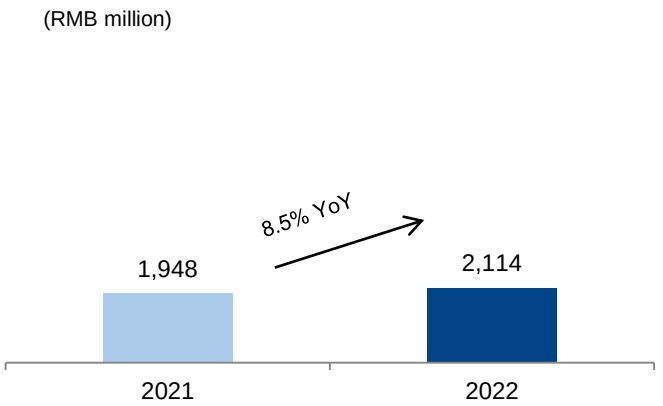
Revenue



Profit Attributable



Profit Attributable to Fosun Pharma



- Actively complied with the industry transformation trend, strengthened service capability of distribution network, and ensured the steady growth of key regions and markets while continuously improving the coverage and penetration ratio of business network. **The 2022 revenue from the pharmaceutical distribution segment reached RMB406.60 billion (+4.27% YoY)**
- Fully utilized advantages of “covering the whole country” logistics network, actively expanded derivative services while safeguarding personal protective products for COVID-19, and further enhanced the market share. **The 2022 revenue from the medical device segment amounted to RMB120.85 billion (+11.77% YoY)**
- Actively responded to the national strategy, undertook the new transformation and demand of separation of medical services and pharmaceutical sales, increased the allocation of resources, and made great efforts to promote the balanced development of professional pharmacies and traditional pharmacies. **The 2022 revenue from retail pharmacy business reached RMB33.0 billion (+13.49% YoY)**

Appendix

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

Note 1: granted KG Bio to develop and commercialize HLX10 in 10 countries in Southeast Asia
Note 2: granted ESSEX an exclusive license to develop, manufacture, and commercialize HLX04 in human ophthalmic therapeutic use
Note 3: granted Organon exclusive global commercialization rights except for China
Note 4: granted Jingze Biotech to commercialize HLX05 in China
Note 5: last update on 28th February 2023

Large Molecules Pipeline (2/2)

Therapeutic Area	Product	Target/MOA	Indication	Pre-Clinical	IND	Phase 1	Phase 2	Phase 3	NDA
Anti-tumor	FS-1502	HER2	HER2-positive advanced malignant solid tumor						
			HER2-positive locally advanced or metastatic breast cancer						
	FS-1502+Serplulimab	HER2+PD-1	Advanced gastric cancer with HER2 expression						
	HLX14 (Denosumab)[1] ORGANON	RANKL	Osteoporosis						
	HLX26	LAG-3	Solid tumors and lymphomas						
	HLX35[2] BINACEA PHARMA	EGFR×4-1BB	Solid tumors						
	HLX301	PD-L1×TIGIT	Solid tumors						
	HLX15 (Daratumumab)	CD38	Multiple myeloma						
	HLX13 (Ipilimumab)	CTLA-4	Melanoma, renal cell carcinoma and metastatic colorectal cancer						
Blood system	Recombinant Human Erythropoietin Injection (pre-filled syringe)	EPO	Anemia of renal disease						
Metabolism and Digestive System	Recombinant Insulin Glargine Injection	INSR	Diabetes						
	Mixed Protamine Zinc Recombinant Insulin Lispro Injection (50R)	INSR	Diabetes						
	Liraglutide Injection	GLP-1	Diabetes						
Others	RT002	Bio 1	Moderate to severe glabellar lines in adults (GL)						
		Bio 1	Cervical dystonia (CD)						

Initiated Ph3 clinical trial in Chinese Mainland in June 2022; approved to enter Ph3 clinical trial by TGA in July 2022

Approved to enter clinical trials by NMPA in January 2022; first subject had been dosed in Chinese Mainland in June 2022

First subject had been dosed in Australia in February 2022;
Approved to enter clinical trials by NMPA in March 2022; first subject had been dosed in Chinese Mainland in July 2022

First subject had been dosed in Chinese Mainland in February 2023

Completed the enrollment of subjects in Chinese Mainland in January 2022

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

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

Note 3: last update on 28th February 2023

Small Molecules Pipeline (1/2)

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

Note: last update on 28th February 2023

Small Molecules Pipeline (2/2)

Therapeutic Area	Project	Target/MOA	Indication	Pre-Clinical / IND / Phase 1 / Phase 2 / Phase 3 / NDA
Blood System	Avatrombopag Tablet	TPO-R	Chronic idiopathic thrombocytopenic purpura	NDA was accepted by NMPA in December 2022
	Tenapanor Tablet	NHE 3	End-stage Renal Disease – Hemodialysis	
Metabolism and Digestive System	Ferric Pyrophosphate Citrate	-	Iron replacement for HD patients	
	Tenapanor Tablet	NHE 3	Irritable Bowel Syndrome with Constipation	Ph1 clinical trial in Chinese Mainland; NDA in Hong Kong and Macau regions
	FCN-342	URAT1	Gout	
Infectious Diseases	Molnupiravir	RNA polymerase	Treatment of COVID-19	
	Paxlovid	3CL Protease	Treatment of COVID-19	
	mRNA COVID-19 BNT162b2 & bivalent vaccine	-	Immunization to prevent COVID-19	Administrated in Hong Kong, Macau and Taiwan regions
	PA-824	-	XDR – Tuberculosis MDR – Tuberculosis	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	Approved to enter Ph2 clinical trial by NMPA in July 2022

Note: last update on 28th February 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 28th February 2023

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