

# 2021 Third Quarterly Results

October 2021

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# Financial Highlights

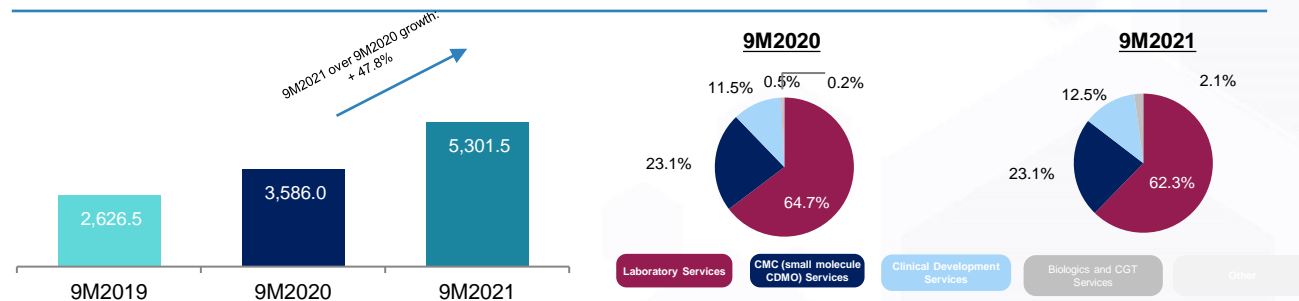


# 2021 Third Quarterly Financial Performances



RMBmm

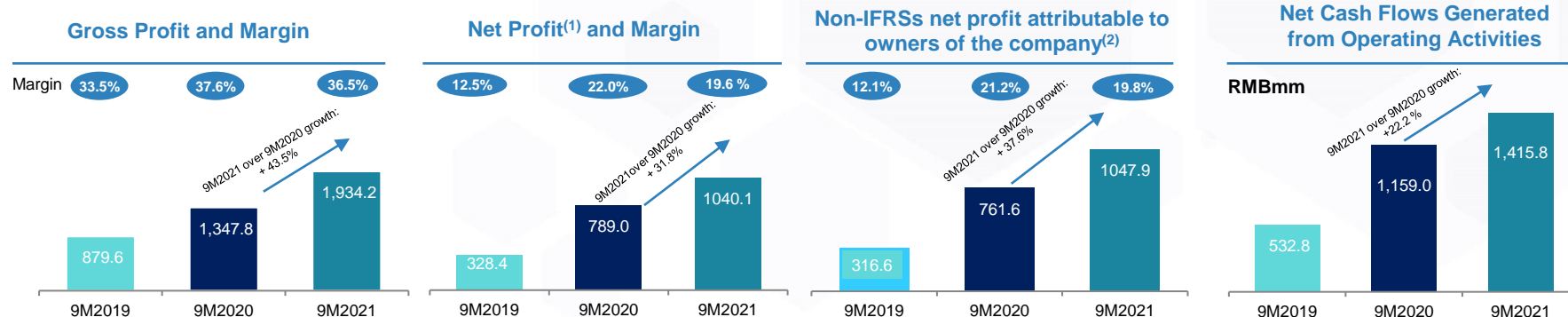
## Robust Revenue Growth



- Revenue of each services segment continued to grow, and the profitability further benefited from the economy of scales
- All major operating and financial indicators saw significant improvement

RMBmm

## Steady Margin Improvement



Source: Prospectus and 2021 Third Quarterly Report

Note: Data are rounded to the nearest million. 9M2019, 9M2020 & 9M2021 financials are unaudited

1. Net profit attributable to owners of the parent

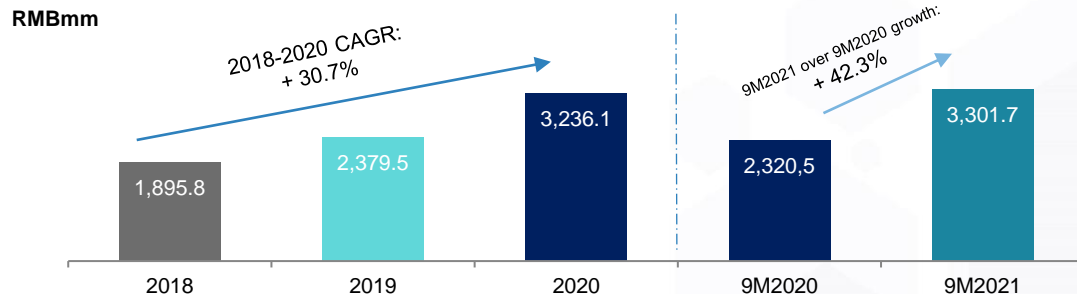
2. Non-IFRSs net profit for the period excludes the impact from certain expense such as share-based compensation expenses, foreign exchange related gains or losses, issuance expense on convertible bonds, Losses on fair value change of convertible bonds-embedded derivative component and realized/unrealized gains or losses from equity investments.

# Robust Growth and Profitability Across All Business Segments

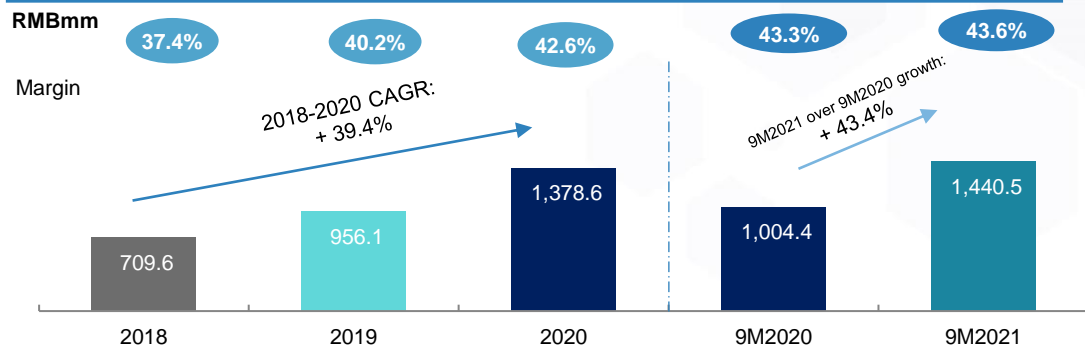


## Laboratory Services

### Laboratory Services Revenue



### Laboratory Services Gross Profit



Source: Prospectus, 2020 Annual Report and 2021 Third Quarterly Report

Note: Data are rounded to the nearest million. 9M2020 & 9M2021 financials are unaudited

### 9M2021 Highlights

#### ■ Revenue growth drivers:

- Increased demand for our services from existing customers
- Deepened integration between bioscience and laboratory platform
- Increased customer interest in our integrated IND enabling solution
- Impact from Absorption, which was acquired in November 2020

#### ■ Gross margin drivers:

- Higher operating efficiency due to economies of scale
- RMB appreciation impact

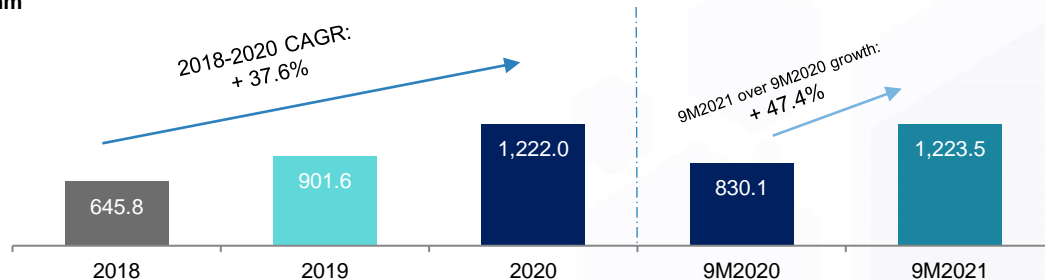
# Robust Growth and Profitability Across All Business Segments

## CMC ( Small Molecule CDMO ) Services



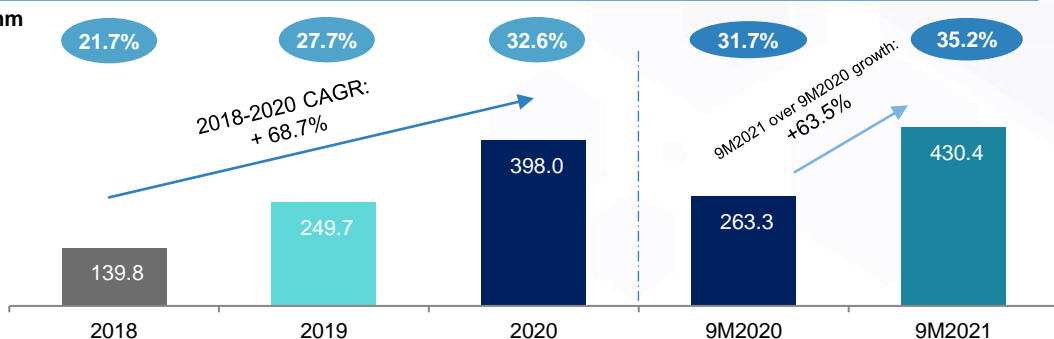
### CMC ( Small Molecule CDMO ) Services Revenue

RMBmm



### CMC ( Small Molecule CDMO ) Services Gross Profit

RMBmm  
Margin



Source: Prospectus, 2020 Annual Report and 2021 Third Quarterly Report

Note: Data are rounded to the nearest million. 9M2020 & 9M2021 financials are unaudited

### 9M2021 Highlights

#### ■ Revenue growth drivers:

- Strong demand for our CMC services with increased number of projects and strengthened pipeline
- Successful integration of our CMC operations in China and UK

#### ■ Gross margin drivers:

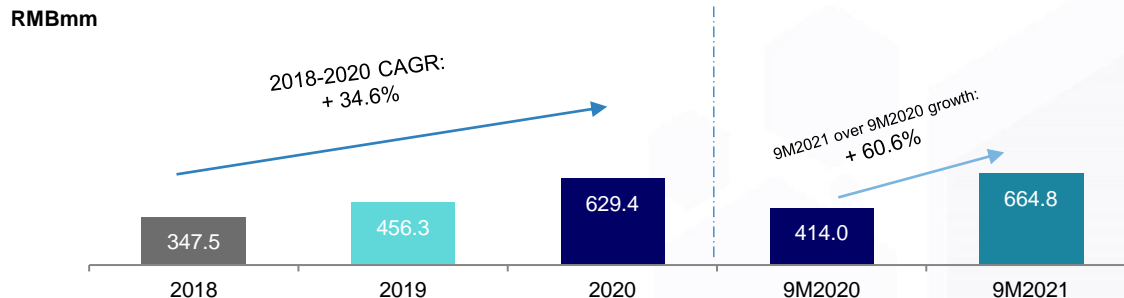
- Higher operating efficiency due to economies of scale
- Continuous investment in the new service offerings with relatively low margin
- RMB appreciation impact

# Robust Growth and Profitability Across All Business Segments

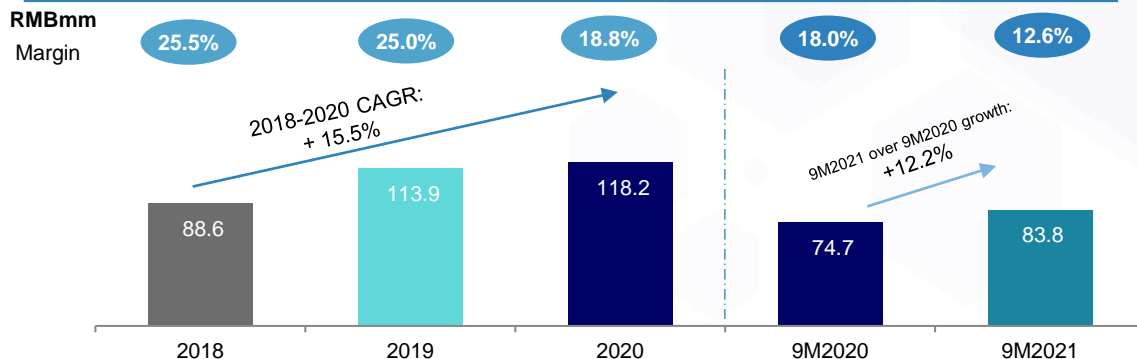
## Clinical Development Services



### Clinical Development Services Revenue



### Clinical Development Services Gross Profit



Source: Prospectus, 2020 Annual Report and 2021 Third Quarterly Report

Note: Data are rounded to the nearest million. 9M2020 & 9M2021 financials are unaudited

### 9M2021 Highlights

#### ■ Revenue growth drivers:

- Overseas operations achieved steady growth due to the unique integrated service platform of “radioisotope compound synthesis-clinical-analysis”
- Efforts in cross-selling to existing customers from overseas and China
- Impact from LinkStart, which was acquired in June 2020

#### ■ Gross margin drivers:

- Continuous investment in the scale and capabilities of clinical development services with relatively low margin during the investment period



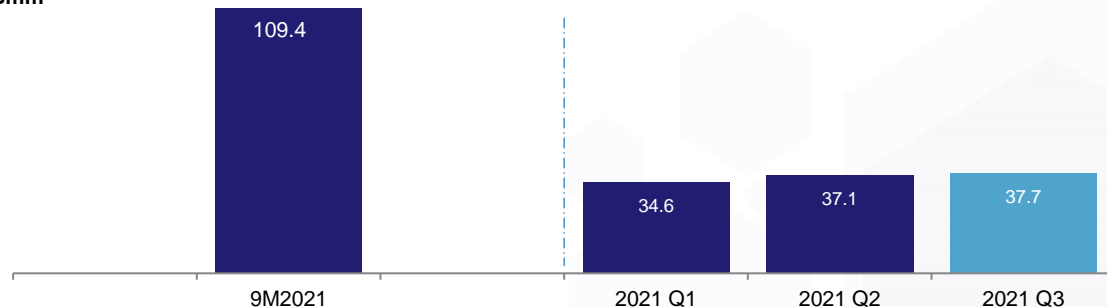
# Robust Growth and Profitability Across All Business Segments

## Biologics and CGT Services



### Biologics and CGT Services Revenue

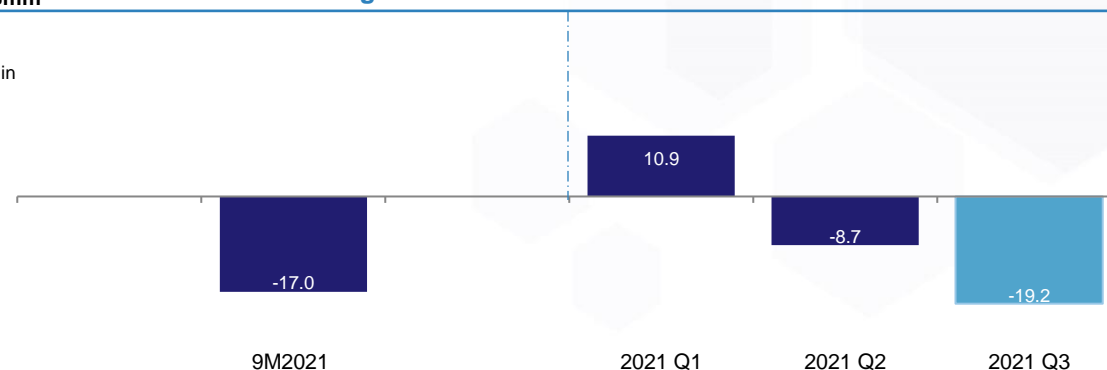
RMBmm



RMBmm

### Biologics and CGT Services Gross Profit

Margin



### 9M2021 Highlights

- The biologics and CGT business segments began independent accounting during 2021.
- Completed acquisition of Allergan Biologics Limited in Liverpool in April 2021.
- Completed acquisition of Absorption in November 2020.

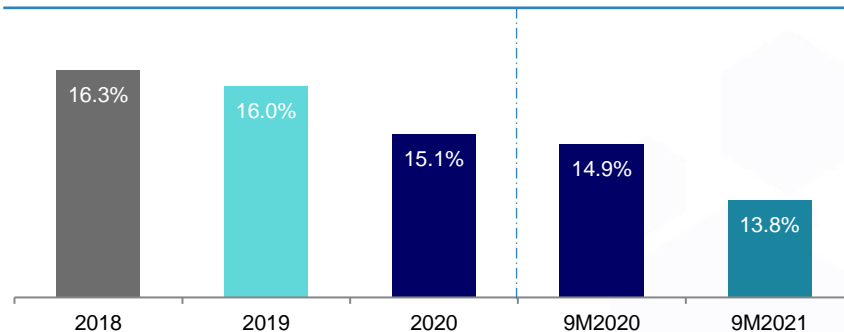
Note: Data are rounded to the nearest million. 2021 Q1, 2021 Q2, 2021 Q3 and 9M2021 financials are unaudited



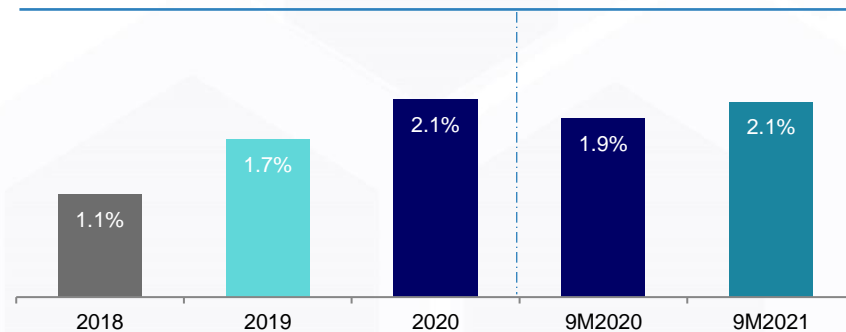
# Operational Efficiency Contributing to Steady Margin Improvement



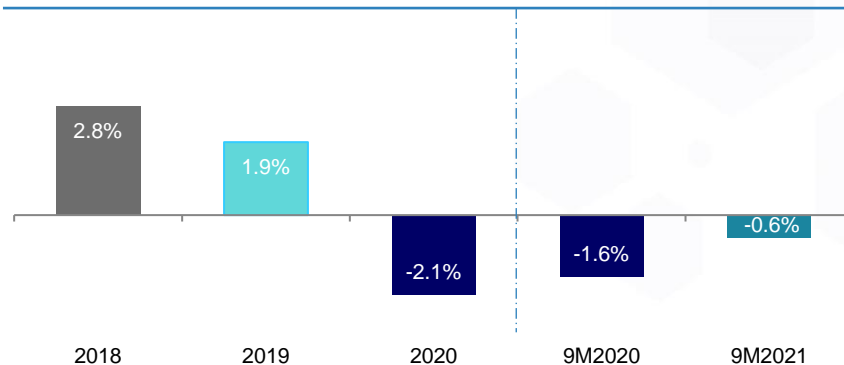
SG&A Expenses as % of Total Revenue



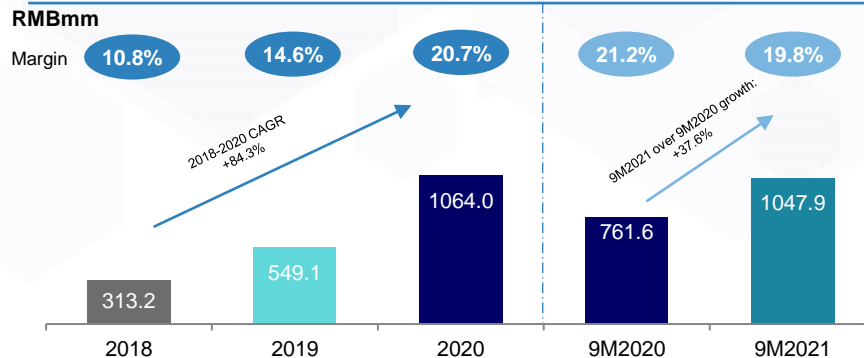
Research and Development Cost as % of Total Revenue



Net Finance Costs <sup>(1)</sup> as % of Total Revenue



Non-IFRSs Net Profit Attributable to Owners of The Company



Source: Prospectus, 2020 Annual Report and 2021 Third Quarterly Report

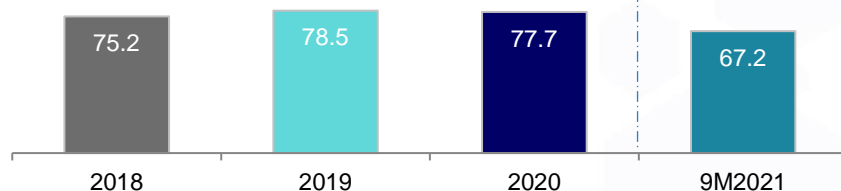
1、Net Finance Costs means finance costs minus gains from bank deposits and bank wealth management products

# Outstanding Working Capital Management Capabilities



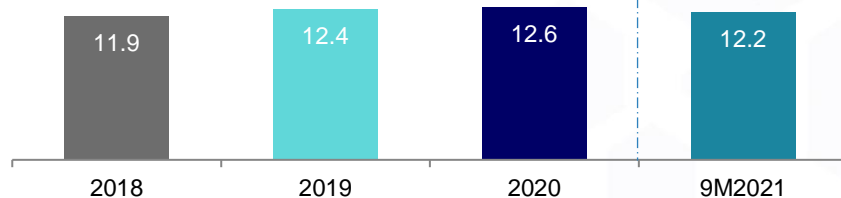
## Trade Receivables and Contract Assets Turnover<sup>(1)</sup>

Days



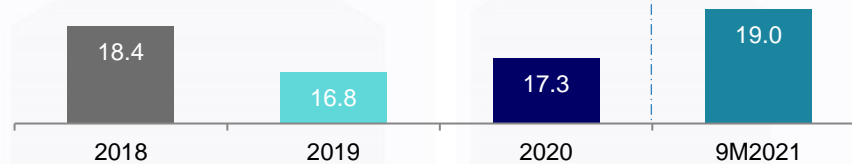
## Inventories Turnover<sup>(2)</sup>

Days



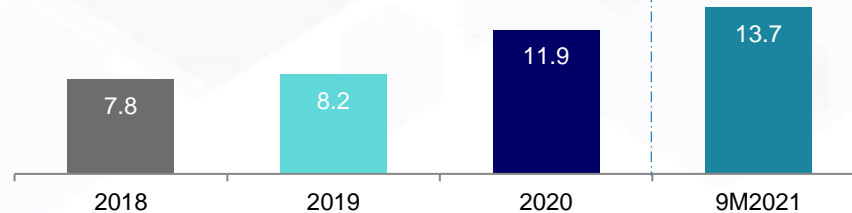
## Trade Payables Turnover<sup>(2)</sup>

Days



## Contract Costs Turnover<sup>(2)</sup>

Days



Source: Prospectus, 2020 Annual Report and 2021 Third Quarterly Report

1. Calculated based on average of the opening and closing balances of sum of trade receivables (before adjustment of allowance for impairment) and contract assets (before adjustment of allowance for impairment) for the relevant year/period, divided by the corresponding revenue for the year/period, and then multiplied by 360 days for a year and 270 days for a nine-month period. 9M2021 financials are unaudited

2. Calculated based on average of the opening and closing balances for the relevant year/period, divided by the corresponding cost of sales for the year/period, and then multiplied by 360 days for a year and 270 days for a nine-month period. 9M2021 financials are unaudited

**Thank You!**

