



2021 First Quarterly Results

April 2021

Disclaimer



The documents, opinions and materials presented in this presentation (the "Document") have been prepared by Pharmaron Beijing Co., Ltd. (康龍化成(比京)新藥技術股份有限公司) (the "Company") for use in presentations by the Company and does not constitute a recommendation regarding the securities of the Company. You fully understand that the Document is being made available on a confidential basis and subject to the following provisions. The contents of this Document have not been reviewed by any regulatory authority in any jurisdiction. The distribution of this Document in certain jurisdictions may be restricted by law, and the recipients into whose possession this Document comes should inform themselves about, and observe such restrictions. By accessing this Document, you are agreeing (i) that you have read and agree to comply with the contents of this notice and disclaimer and (ii) to maintain absolute confidentiality regarding the information disclosed in this Document.

This Document has not been independently verified and is not intended to form the basis of any investment decision. It does not constitute an offer or invitation to sell, or any solicitation of any offer to subscribe for or purchase any securities in any jurisdiction in which the making of such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of such jurisdiction or would not otherwise be in compliance with the laws and regulations of such jurisdiction, and nothing contained herein shall form the basis of any investment decision, contract or commitment whatsoever. This Document contains no information or material which may result in it being deemed (1) to be an advertisement, invitation or document containing an advertisement or invitation falling within the meaning of section 103 of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) (the "Securities and Futures Ordinance") or (2) in Hong Kong to have effected an offer to the public without compliance with the laws of Hong Kong or being able to invoke any exemption available under the laws of Hong Kong, and is subject to material change without notice.

The securities of the Company have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "U.S. Securities Act"), or under the laws of any state of the United States. This Document does not constitute or form a part of any offer or solicitation to purchase or subscribe for securities in the United States and is not for distribution and may not be distributed, directly or indirectly, in or into the United States (including its territories and possessions, any state of the United States and the District of Columbia). The securities of the Company will not be offered or sold in the United States except pursuant to an exemption from, or in a transaction not subject to the registration requirements of the U.S. Securities Act. There will be no public offer of the Company's securities in the United States.

This Document and the information contained herein as well as information presented orally or otherwise are strictly confidential and must be treated as such. Neither the information contained in this Document nor any copy hereof may be, directly or indirectly, taken or transmitted into or distributed in the United States, Canada, Australia, Japan, PRC, Hong Kong or any other jurisdiction which prohibits the same except in compliance with applicable securities laws. Any failure to comply with this restriction may constitute a violation of U.S. or other jurisdiction's securities laws. Upon request, the recipient will promptly return this Document and any other written information made available in the presentation, without retaining any copies.

This Document does not purport to be comprehensive or to contain all the information that a recipient may need in order to evaluate the Group. No representation, warranty or undertaking, express or implied, is given and, so far as is permitted by law, no responsibility or liability is accepted by any person (for the avoidance of doubt, including but not limited to, the Company and its affiliates, controlling persons, officers, partners, employees, agents, representatives or advisers of any of the foregoing), with respect to the accuracy, reliability, correctness, fairness or completeness of this Document or its contains certain statements that are or may be forward looking. These statements typically contain words such as "will", "expects", "intends", "plants or "and "anticipates" and words of similar import. These forward-looking statements reflects the current view of the Company with respect to future events are based on a number of assumptions about the Company's operations and factors beyond the Company's control and are subject to significant risks and uncertainties, and, accordingly, actual results may differ materially from these forward-looking statements. In particular, but without limitation, no representation or warranty is given as to the achievement or reasonableness of, and no reliance should be placed on, any assumptions, projections, targets, estimates, forecasts or any forward-looking statements contained in this Document. Each of the Company and its affiliates, controlling persons, directors, officers, partners, employees, agents, representatives or advisers of any of the foregoing assumes no obligation to update or otherwise revise these forward-looking statements for new information, events or circumstances that occur subsequent to such dates. None of the Company and any of its affiliates, controlling persons, directors, officers, partners, employees, agents, representatives or advisers of any of the foregoing shall have any liability (in negligence or otherwise) in respect of the use of, o

In furnishing this Document, the Company and its affiliates undertake no obligation to provide any additional information or to update this Document or any additional information or to correct any inaccuracies which may become apparent.



Financial Highlights

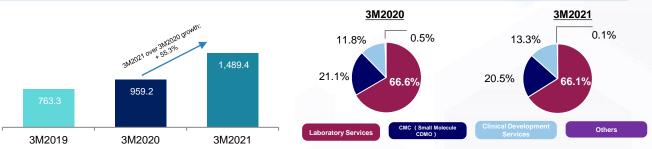


2021 First Quarterly Financial Performances





Robust Revenue Growth



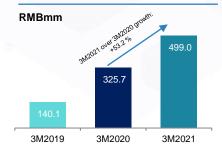
- Revenue of each services segment continued to grow, and the profitability further benefited from the economy of scales
- All major operating and financial indicators saw significant improvement

RMBmm

Steady Margin Improvement



Net Cash Flows Generated from Operating Activities



Source: Prospectus and 2021 First Quarterly Report

Note: Data are rounded to the nearest million. 3M2020 & 3M2021 financials are unaudited

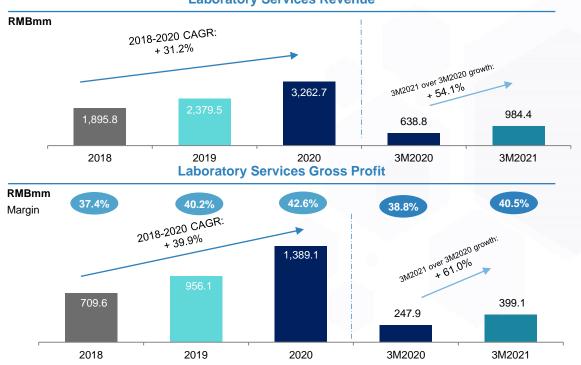
- 1. Net profit attributable to owners of the parent
- Non-IFRSs net profit for the period excludes the impact from certain expense such as share-based compensation expenses, foreign exchange related gains or losses, gains or losses on derivative financial instruments related to foreign exchange and realized/unrealized gains or losses from equity investments.

Robust Growth and Profitability Across All Business Segments



Laboratory Services





3M2021 Highlights

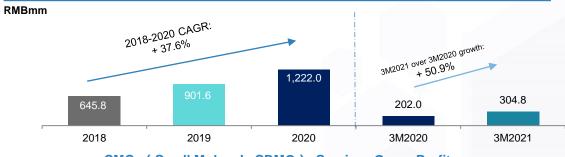
- Revenue growth drivers:
 - Increased demand for our services from existing customers
 - Deepened integration between bioscience and laboratory platform
 - Increased customer interest in our integrated IND enabling solution
 - Impact from Absorption, which was acquired in November 2020
- Gross margin drivers:
 - Higher operating efficiency due to economies of scale

Robust Growth and Profitability Across All Business Segments



CMC (Small Molecule CDMO) Services

CMC (Small Molecule CDMO) Services Revenue



CMC (Small Molecule CDMO) Services Gross Profit



3M2021 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

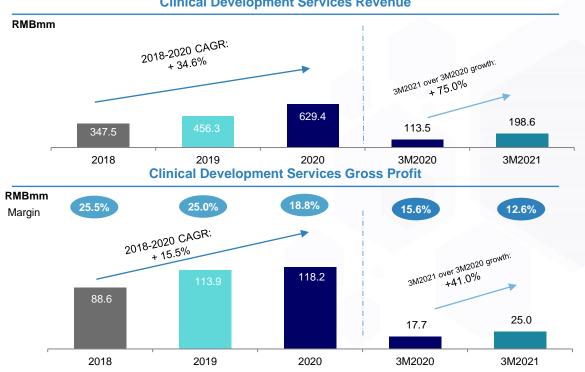
Source: Prospectus, 2020 Annual Report and 2021 First Quarterly Report
Note: Data are rounded to the nearest million. 3M2020 & 3M2021 financials are unaudited

Robust Growth and Profitability Across All Business Segments



Clinical Development Services

Clinical Development Services Revenue



3M2021 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 both overseas and China
 - Impact from LinkStart, which was acquired in June 2020
- Gross margin drivers:
 - Decrease compared with the same period last year

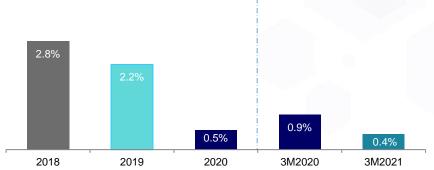
Operational Efficiency Contributing to Steady Margin Improvement







Finance Costs as % of Total Revenue



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

Research and Development Cost as % of Total Revenue

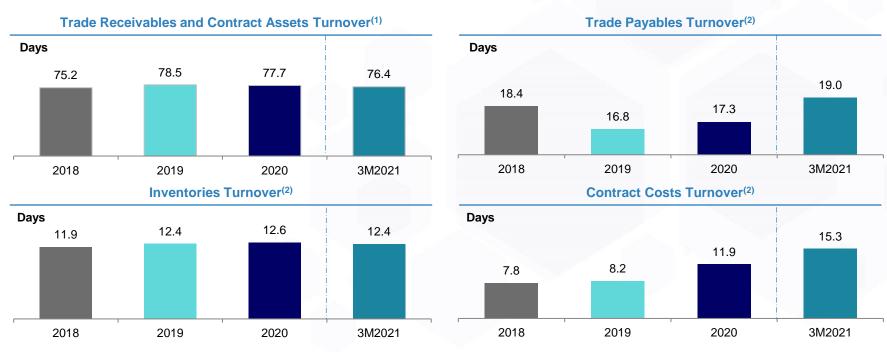


Non-IFRSs Net Profit Attributable to Owners of The Company



Outstanding Working Capital Management Capabilities





Source: Prospectus, 2020 Annual Report and 2021 First 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 90 days for a three-month period. 3M2021 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 90 days for a three-month period. 3M2021 financials are unaudited

Thank You!