

Stock Code: 300759.SZ/3759.HK

# 2022

## Third Quarterly Results



October 2022



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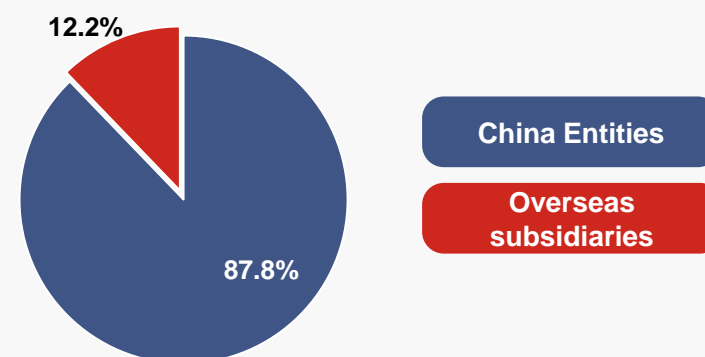
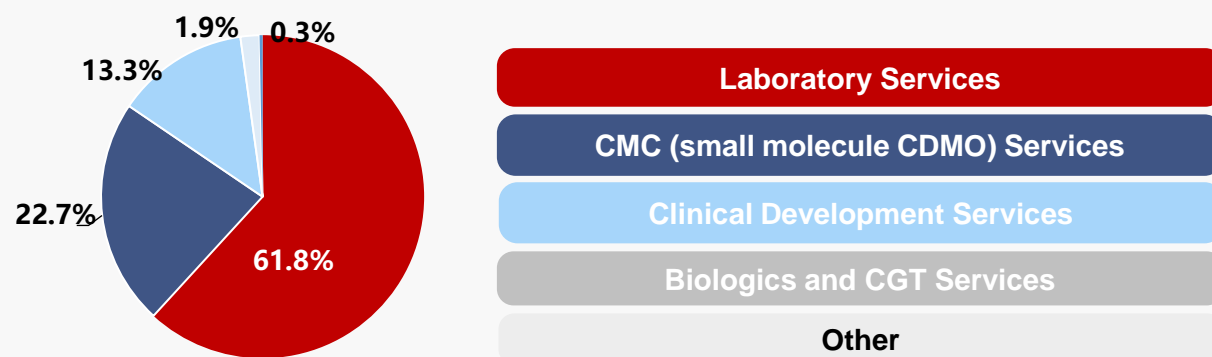
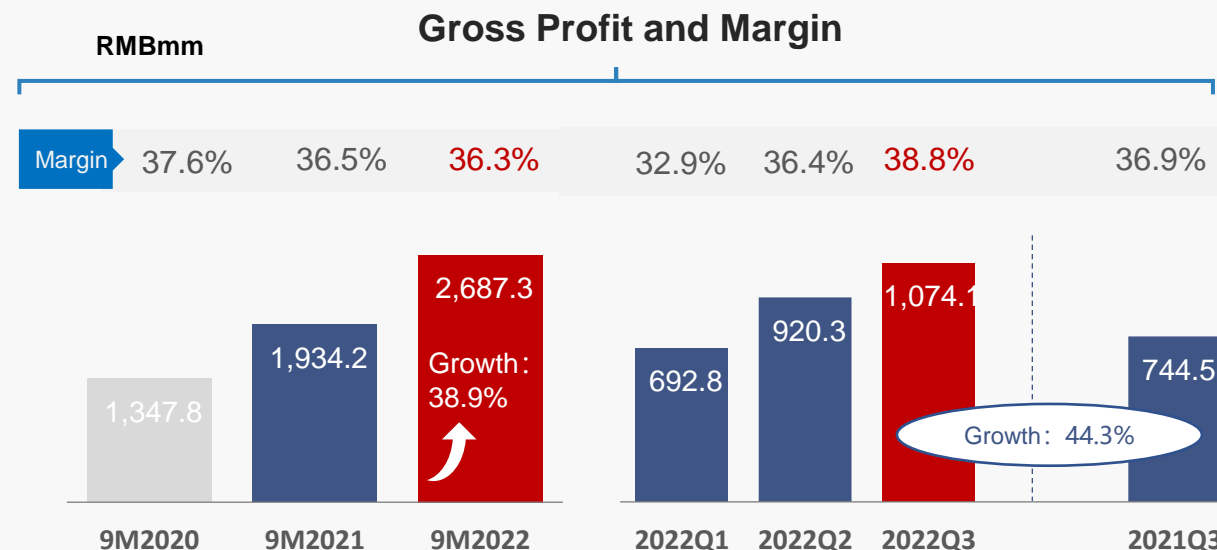
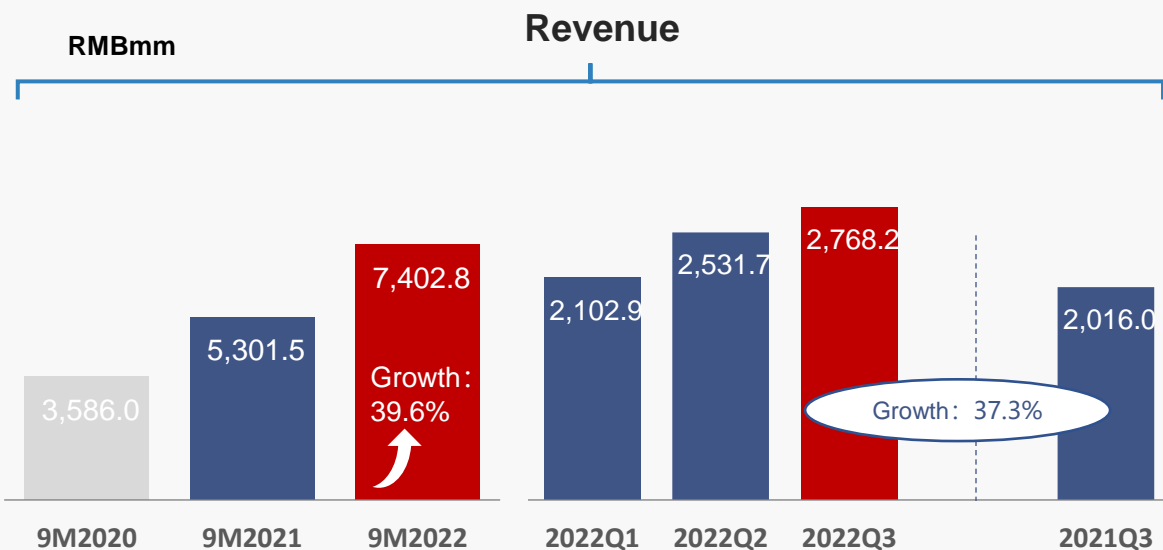
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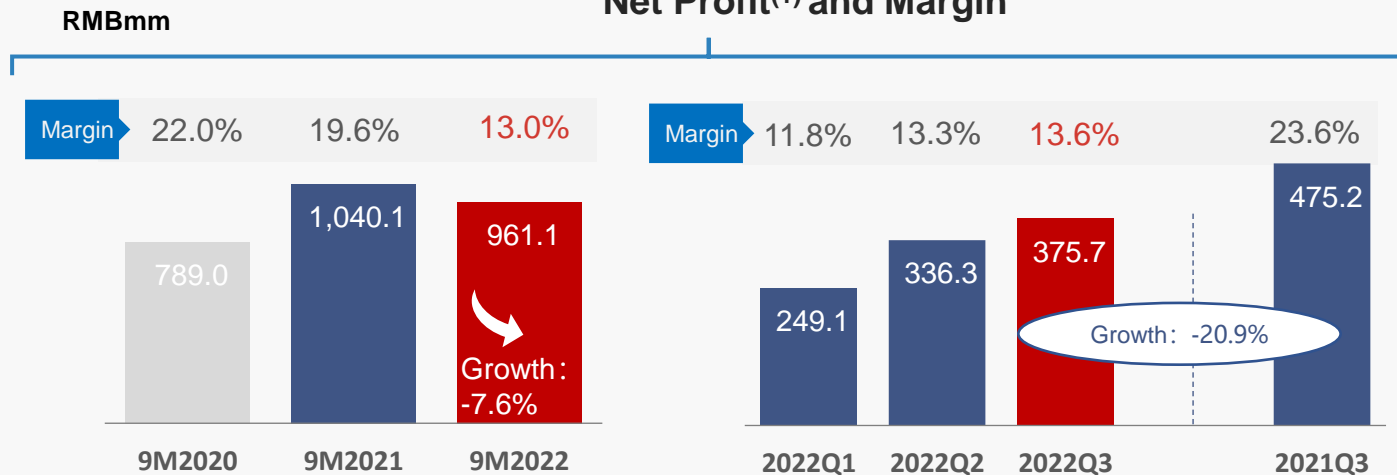
# 2022 Third Quarterly Financial Performances



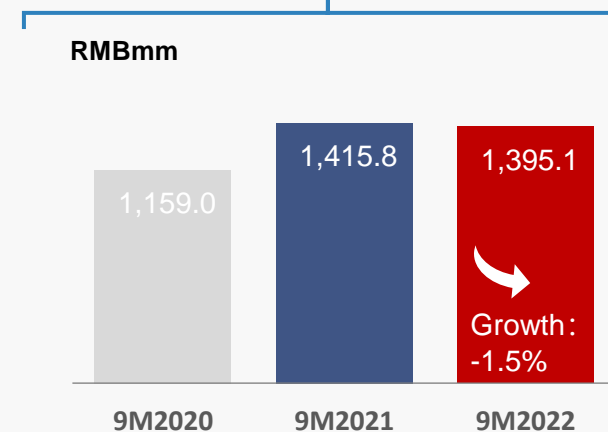
Source: 2021 Third Quarterly Report, 2022 First Quarterly Report, 2022 Second Quarterly Report and 2022 Third Quarterly Report  
 Note: Data are rounded to the nearest million. The above financial information are unaudited.

# 2022 Third Quarterly Financial Performances

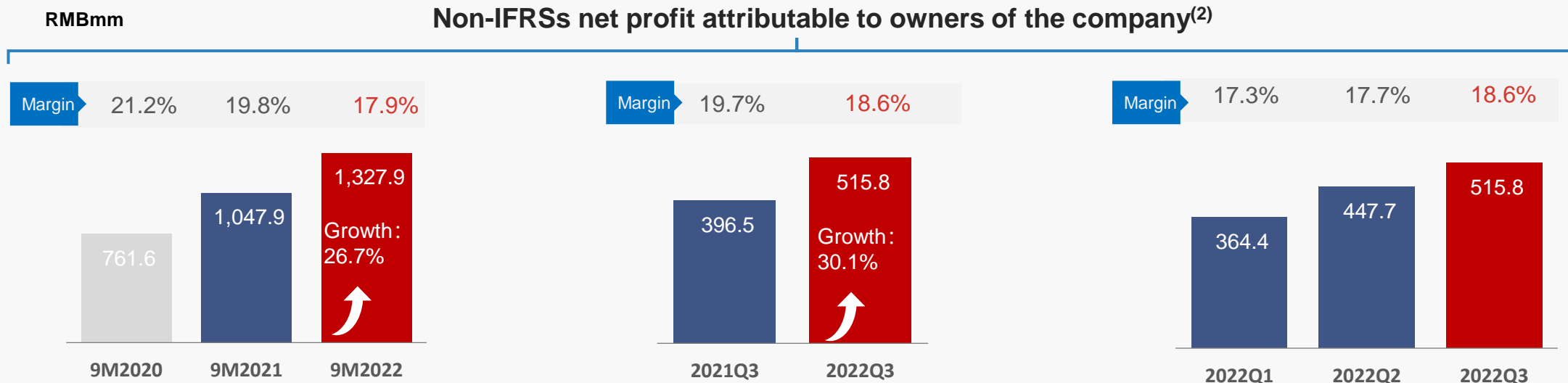
## Net Profit<sup>(1)</sup> and Margin



## Net Cash Flows Generated from Operating Activities



## Non-IFRSs net profit attributable to owners of the company<sup>(2)</sup>

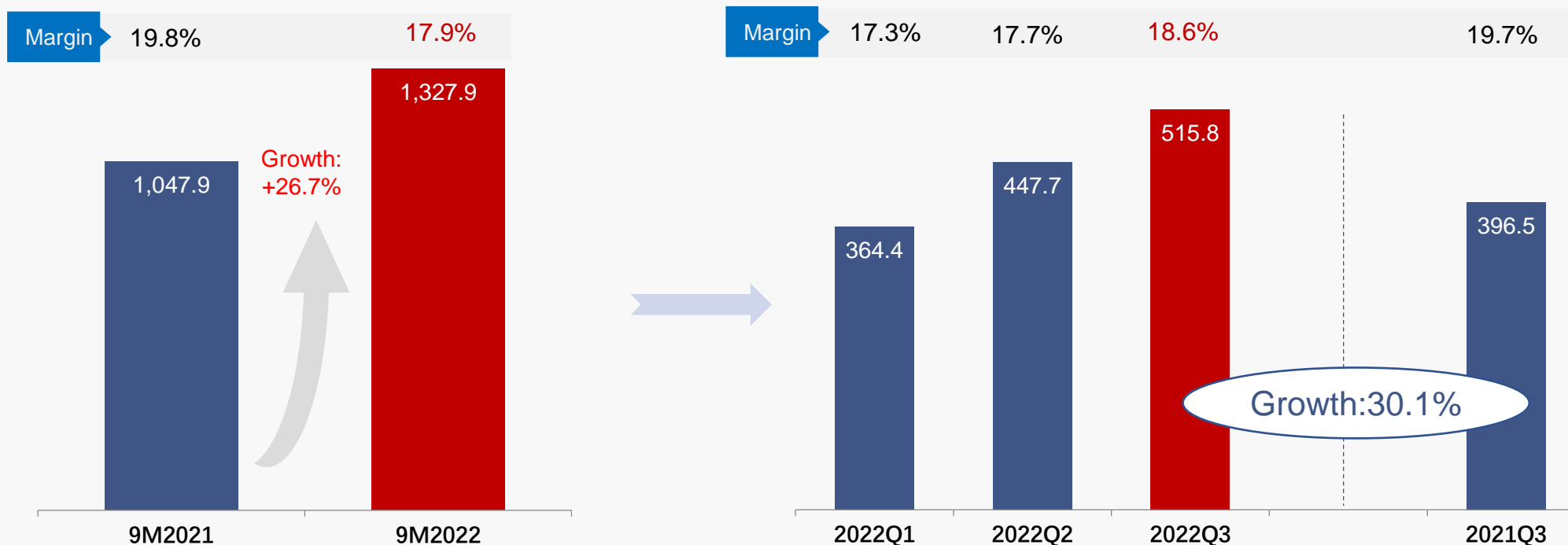


Source: 2021 Third Quarterly Report, 2022 First Quarterly Report, 2022 Second Quarterly Report and 2022 Third Quarterly Report  
 Note: Data are rounded to the nearest million. The above financial information are unaudited.

1. Net profit attributable to owners of the parent

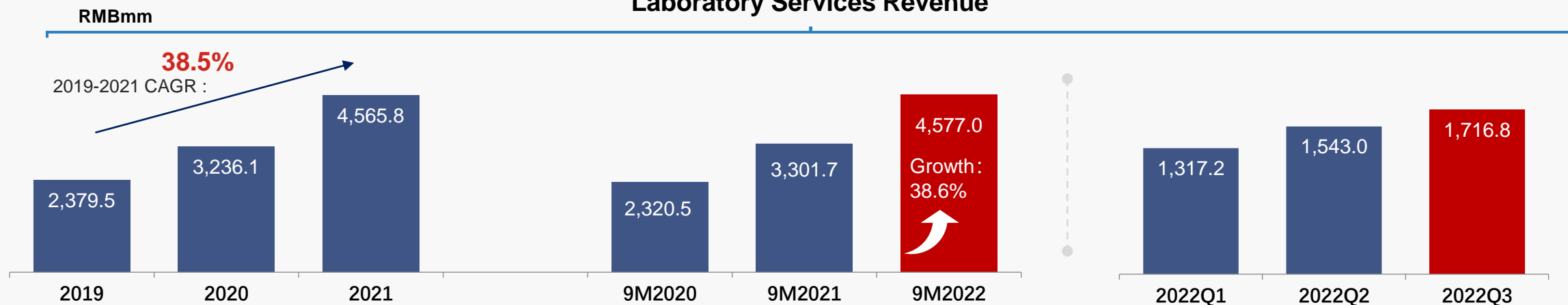
2. Non-IFRSs net profit for the period excludes the impact from certain expense such as share-based compensation expenses, foreign exchange related gains or losses, convertible bonds related gains or losses, and realized/unrealized gains or losses from equity investments

# 2022 Third Quarterly Non-IFRS adjusted net profit attributable to owners of the parent

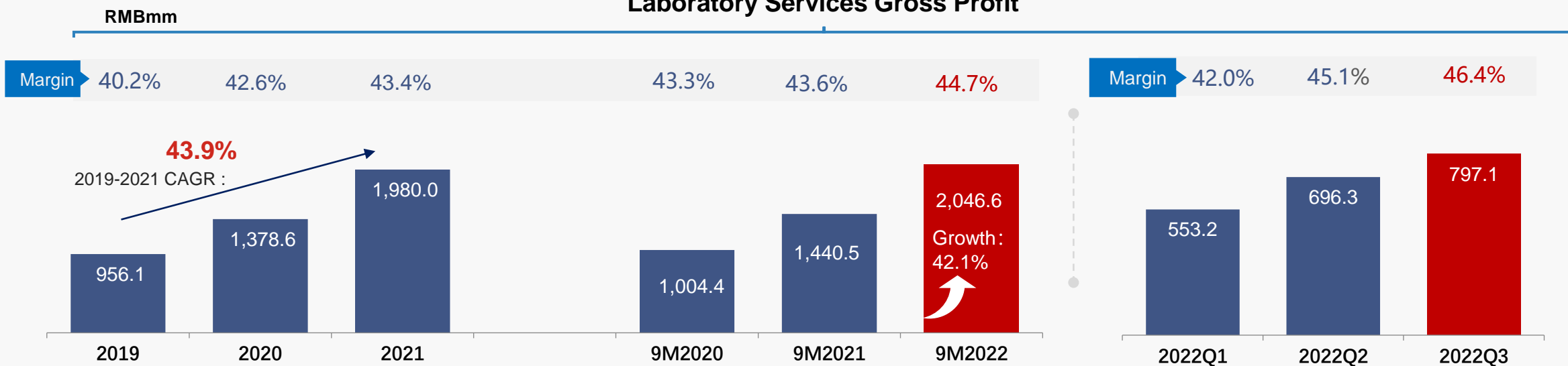


RMBmm	9M2021	9M2022	2021Q3	2022Q3
<b>Profit attributable to owners of the parent</b>	1,040.1	961.1	475.2	375.7
Add:				
Share-based compensation expenses	39.4	103.2	17.5	60.6
Convertible Bonds related (gains) or losses	60.2	102.8	(46.6)	37.2
Foreign exchange related (gains) or losses	(18.8)	70.7	(8.8)	38.4
Realized and unrealized (gains) or losses from equity investments	(73.0)	90.1	(40.8)	3.9
<b>Non-IFRS adjusted net profit attributable to owners of the parent</b>	<b>1,047.9</b>	<b>1,327.9</b>	<b>396.5</b>	<b>515.8</b>

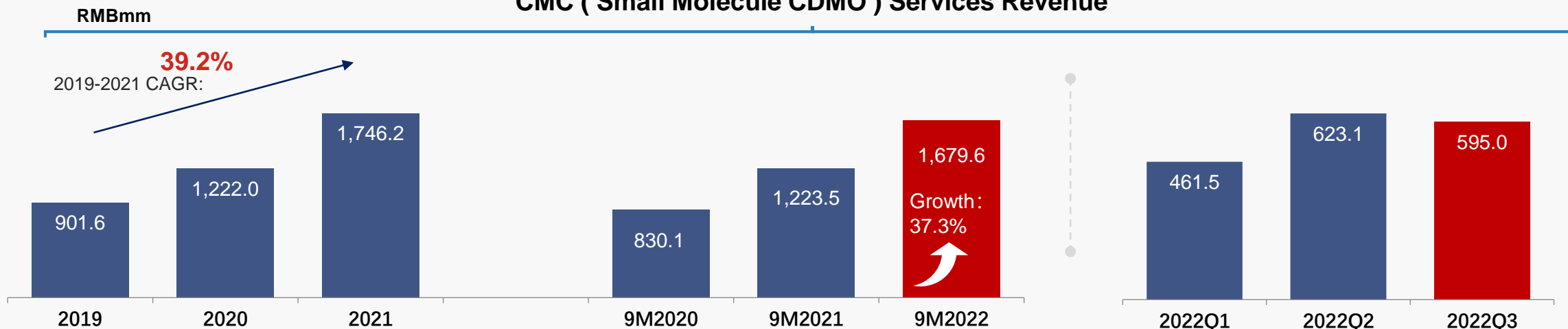
## Laboratory Services Revenue



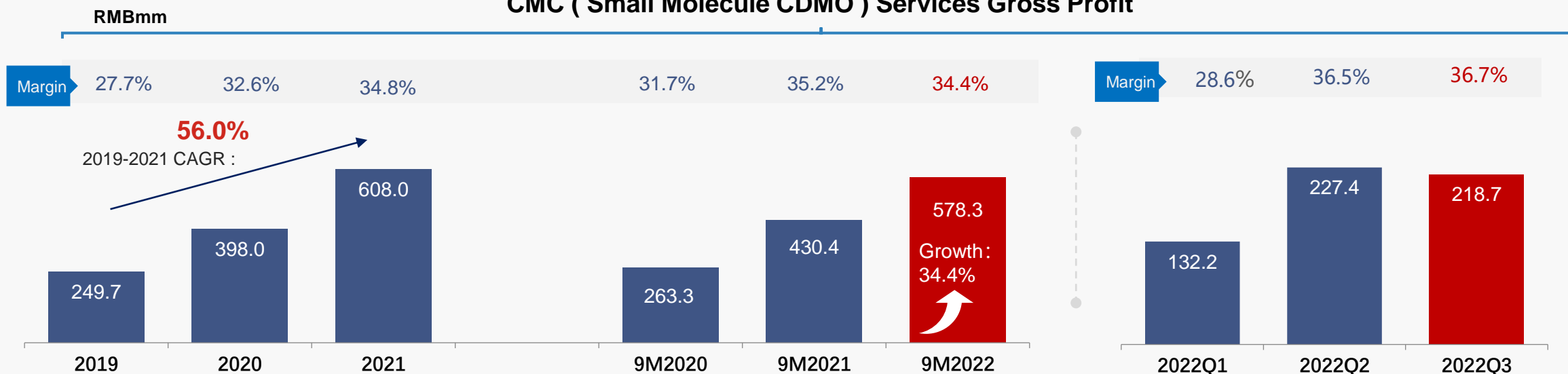
## Laboratory Services Gross Profit



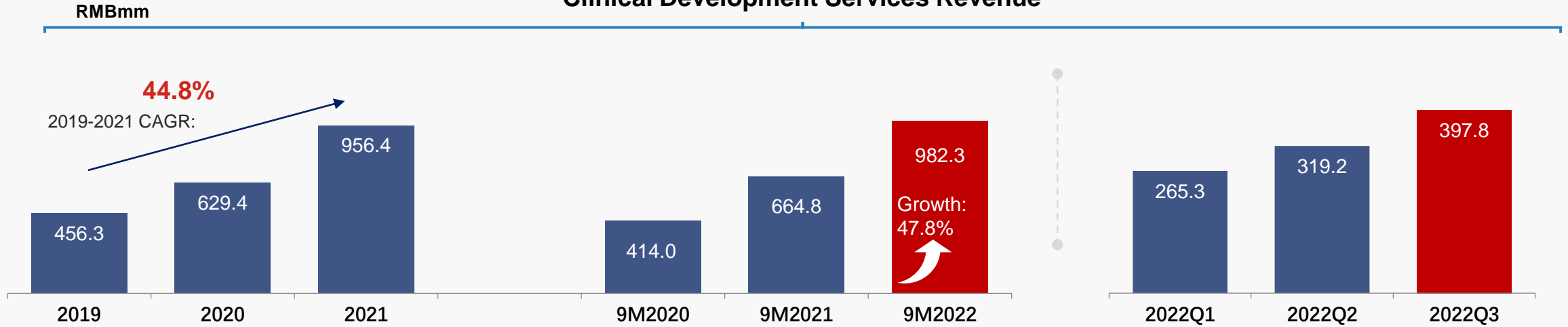
### CMC ( Small Molecule CDMO ) Services Revenue



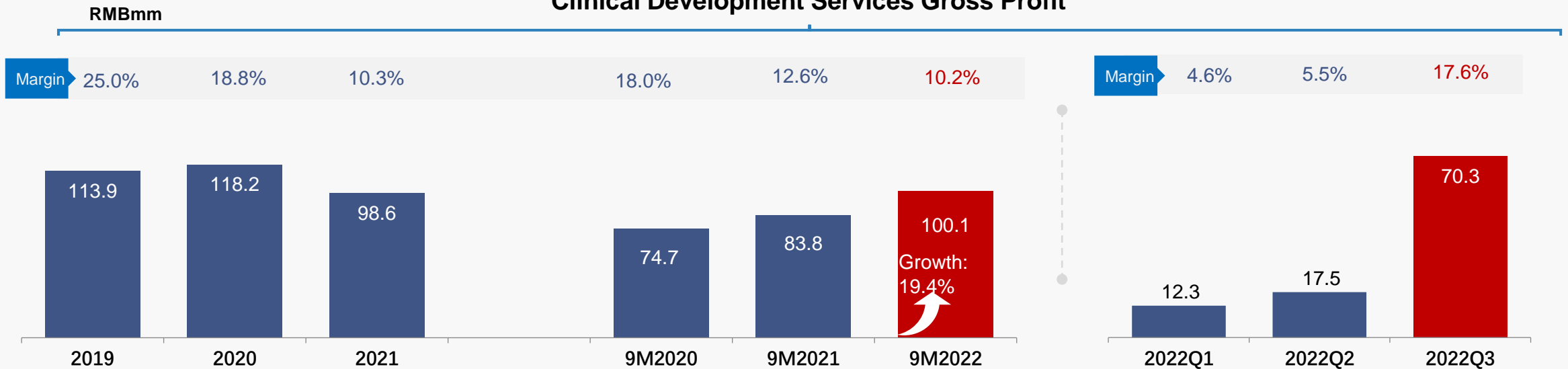
### CMC ( Small Molecule CDMO ) Services Gross Profit



## Clinical Development Services Revenue

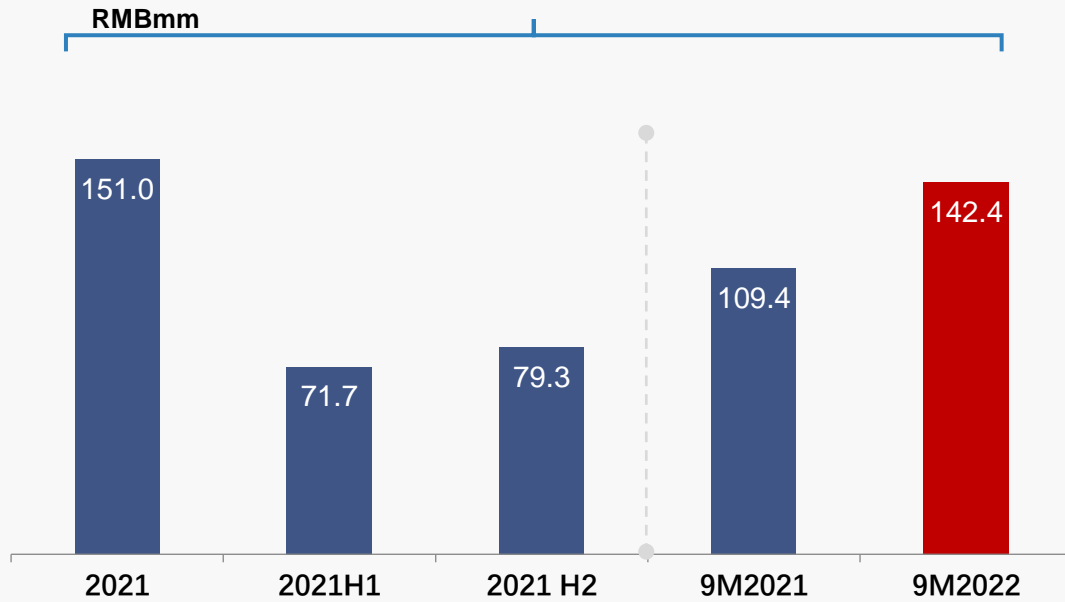


## Clinical Development Services Gross Profit

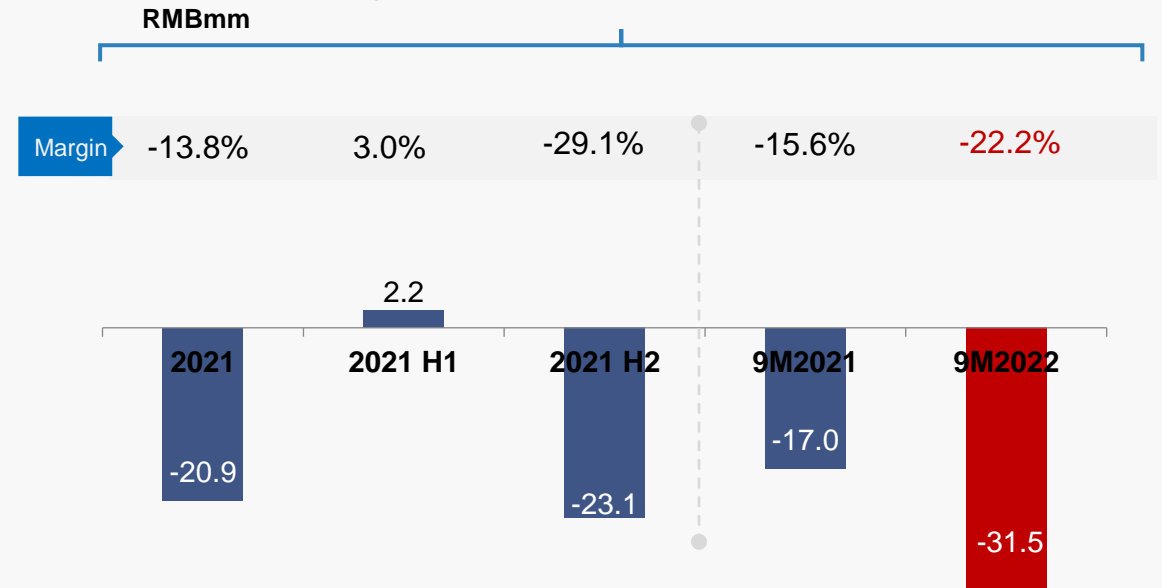




**Biologics and CGT Services Revenue**



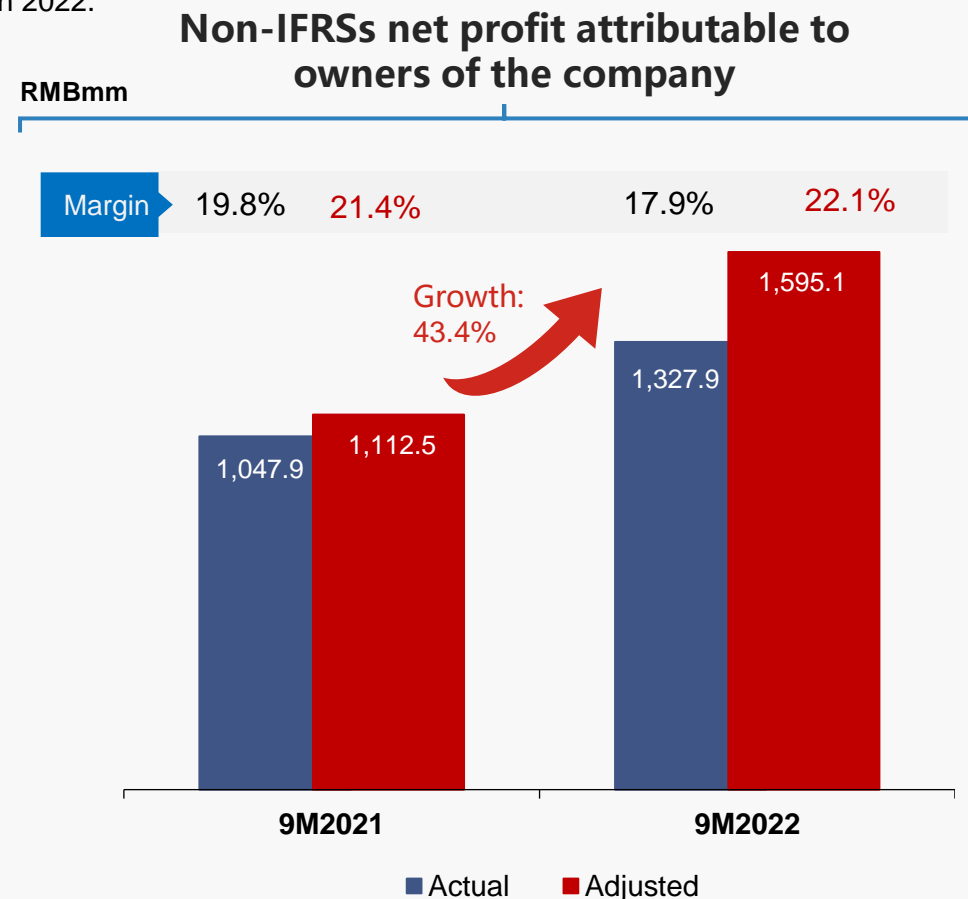
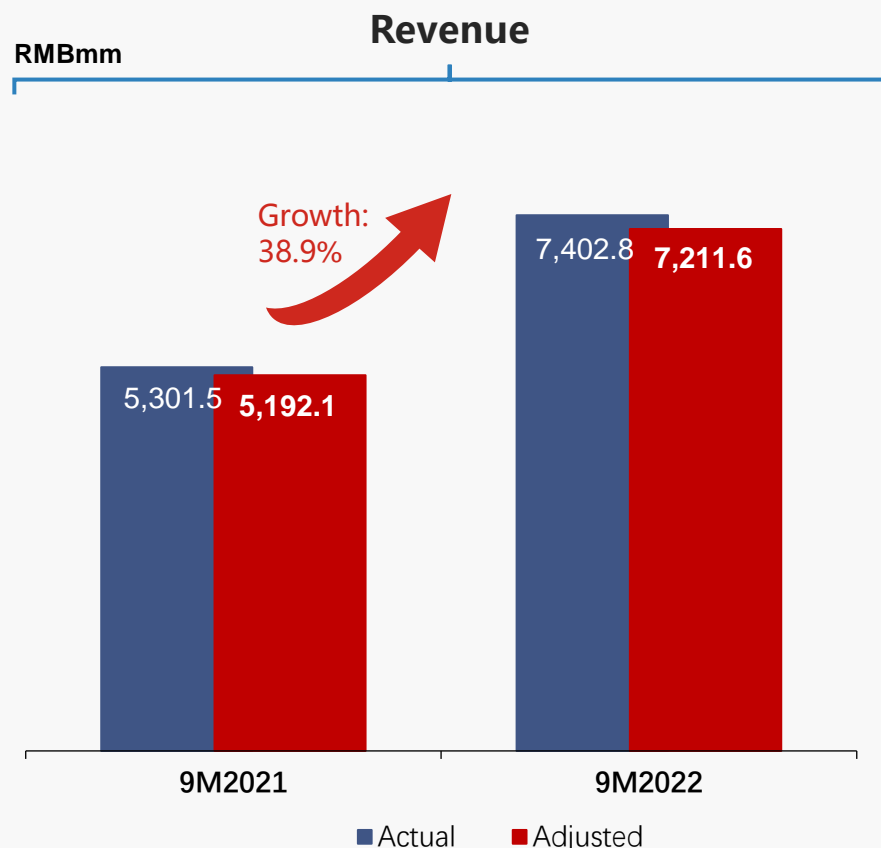
**Biologics and CGT Services Gross Profit**



# Solid Growth on Revenue and Profitability of the Established Business Segments

Both revenue and non-IFRSs net profit of the established business segments excluding impact from [Biologics and CGT Services](#) and the [addition of overseas small molecule manufacturing capacities](#) achieved solid growth in the first 9 months of 2022.

- [Biologics and CGT Services](#) - Since 2021, we began to build our Biologics and CGT Services through internal buildup and external acquisitions for the medium and long-term growth of the company. As these new business are still in the integration and investment stage, there are certain negative impact on the profitability in 2022.
- [Addition of overseas small molecule manufacturing capacities](#) - Since 2022, with the strategy of establishing a global service network for the small molecule CDMO services, we have acquired manufacturing sites in UK and US in January and July 2022, respectively. As we are in the process of integrating these manufacturing capacities into our services platform, there are certain negative impact on the profitability in 2022.

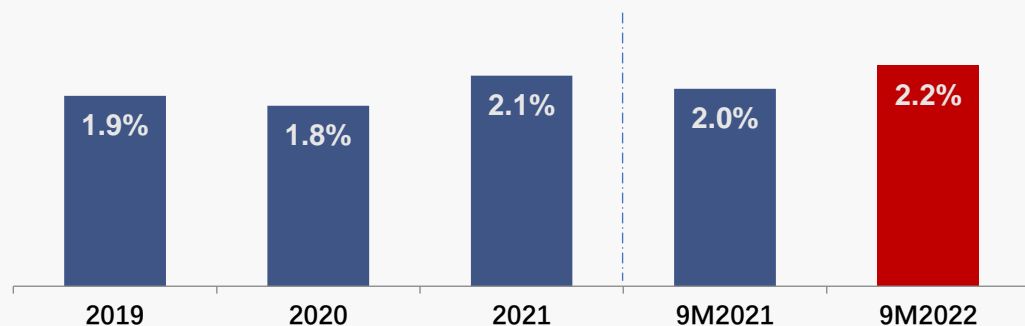


Note: Adjusted numbers exclude the impact of Biologics and CGT Services and Overseas Capacity Layout of CMC (small molecule CDMO) Services.

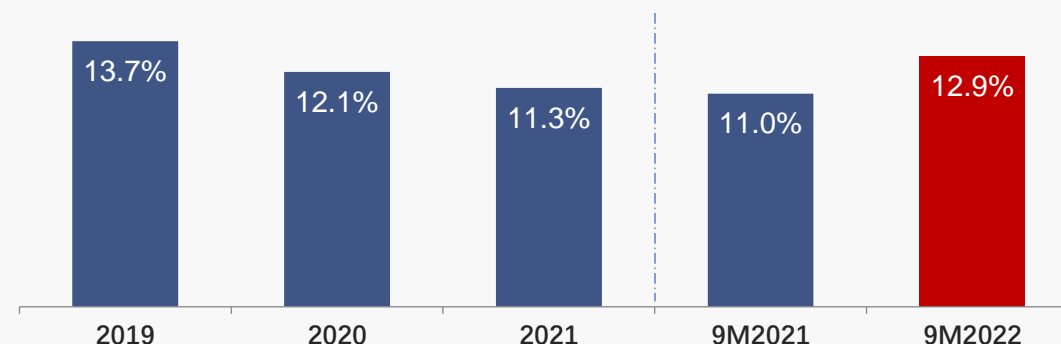
## 2022 Third Quarterly Expenses for the Period

- **Administrative expenses as % of Total Revenue:** During the reporting period, the Company completed several overseas acquisitions. With the relatively low revenue in the integration stage, the administrative expenses as % of total revenue increased.
- **Net finance costs as % of Total Revenue:** During the reporting period, due to the macro environment changes, the returns on certain principal protected products dropped significantly. In addition, interest expenses on bank borrowings and lease liabilities increased as compare with 9M2021. As a result, the net finance costs as % of total revenue increased.

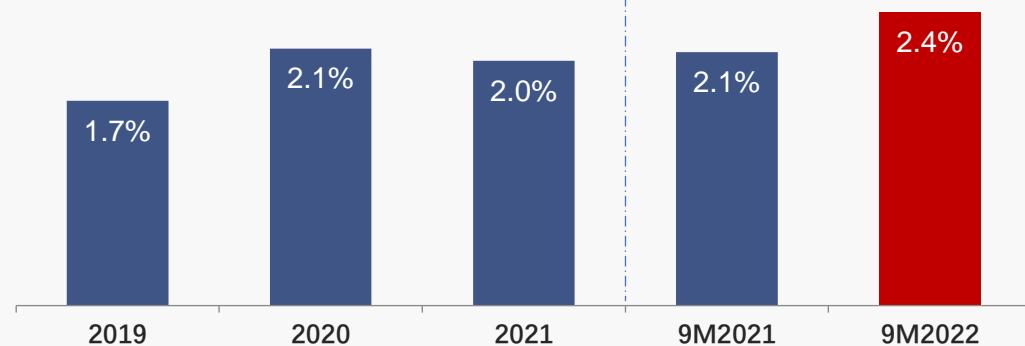
### Selling and distribution expenses as % of Total Revenue



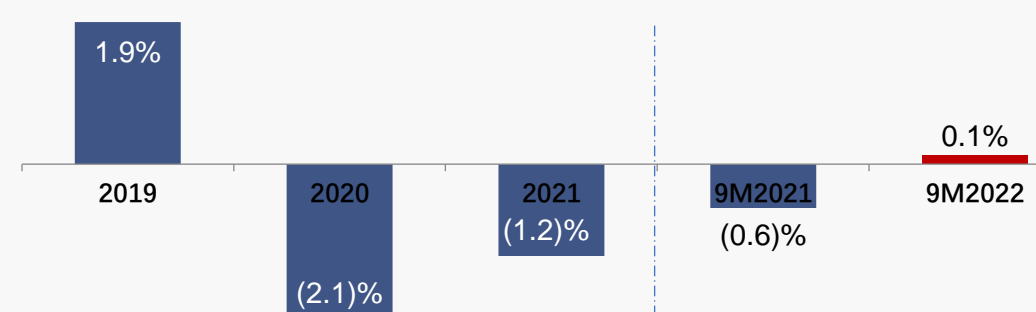
### Administrative expenses as % of Total Revenue <sup>(1)</sup>



### Research and Development Cost as % of Total Revenue

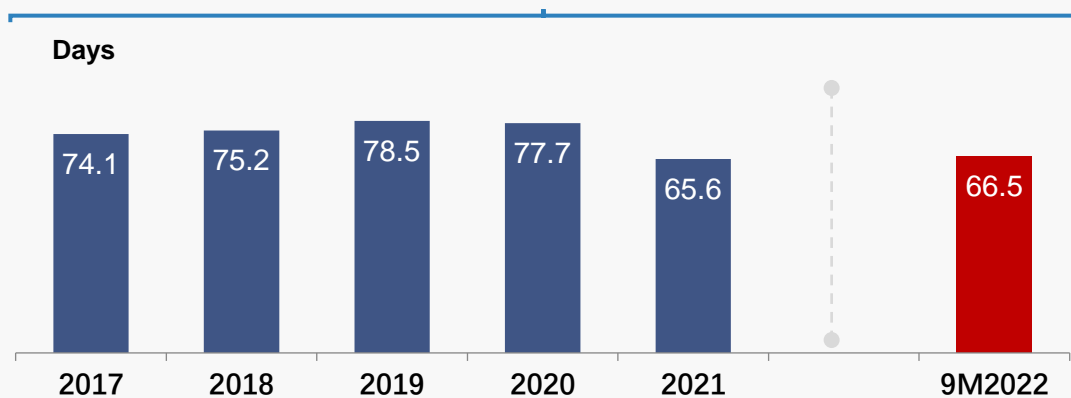


### Net finance costs as % of Total Revenue <sup>(2)</sup>

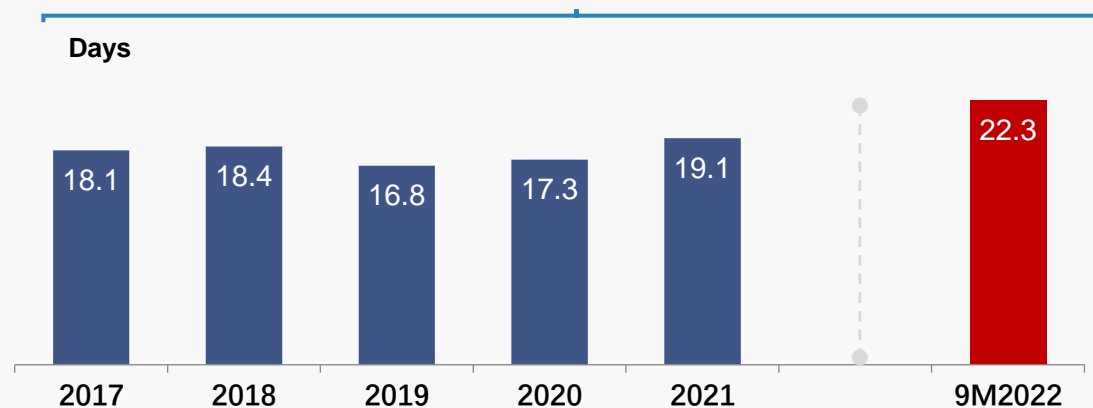


Note:  
 1.Excluding share-based compensation expenses recognized in administrative expenses.  
 2.Net finance costs including interest expenses on bank borrowings and lease liabilities, interest income and bank wealth management products related gains or losses

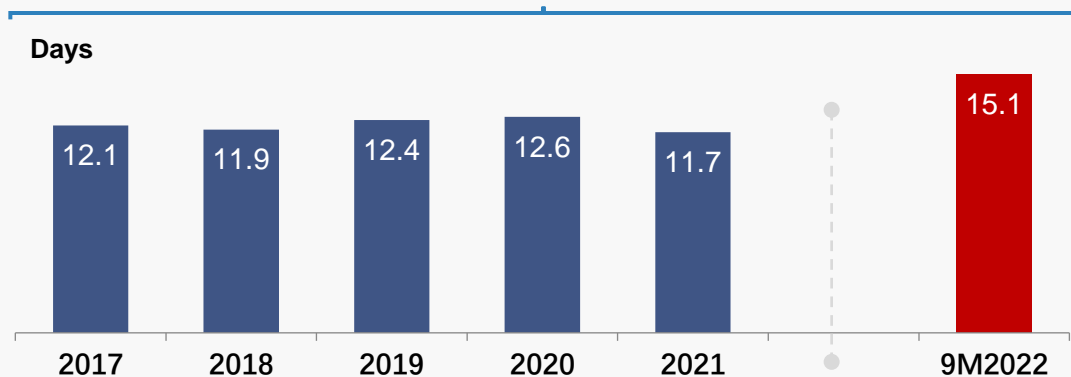
## Trade Receivables and Contract Assets Turnover<sup>(1)</sup>



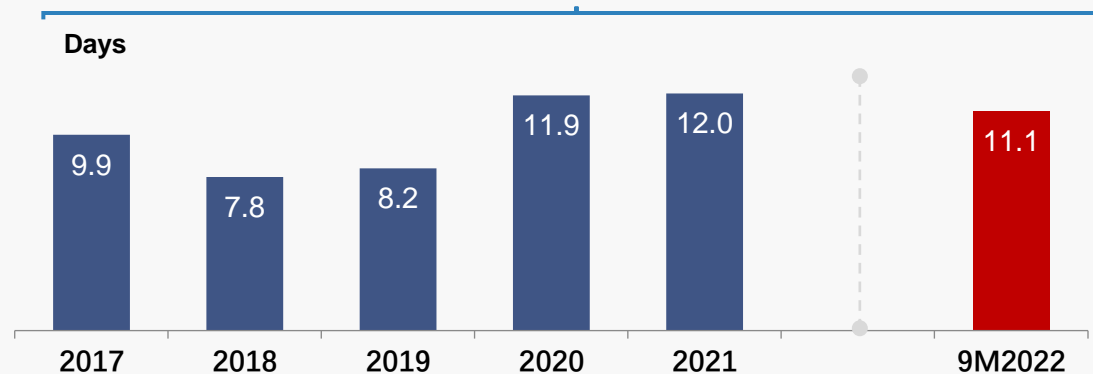
## Trade Payables Turnover<sup>(2)</sup>



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



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



Source: Prospectus, 2018 Annual Report, 2019 Annual Report, 2020 Annual Report, 2021 Annual Report and 2022 Third Quarterly Report, 9M2022 financials are unaudited

Note:

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.

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.



THANK YOU