

Stock code: 300759.SZ

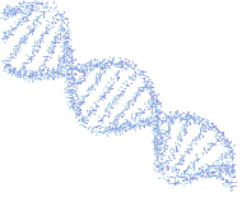
Stock code: 3759.HK

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Third Quarterly Results



October, 2023



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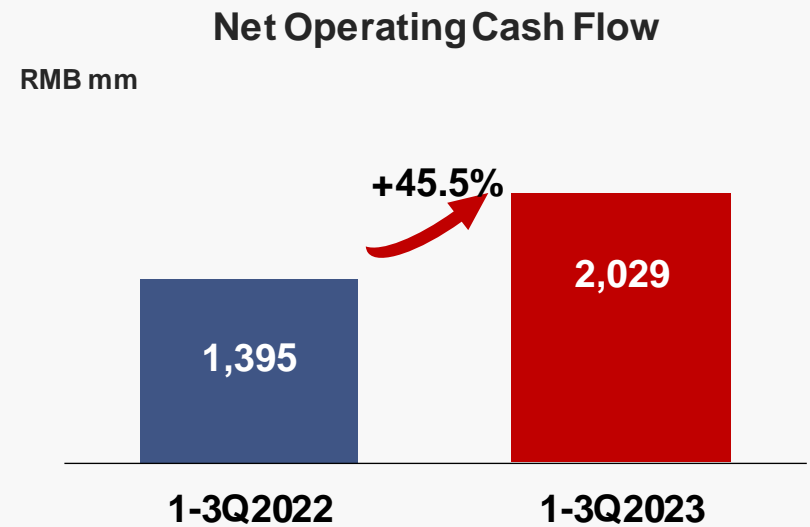
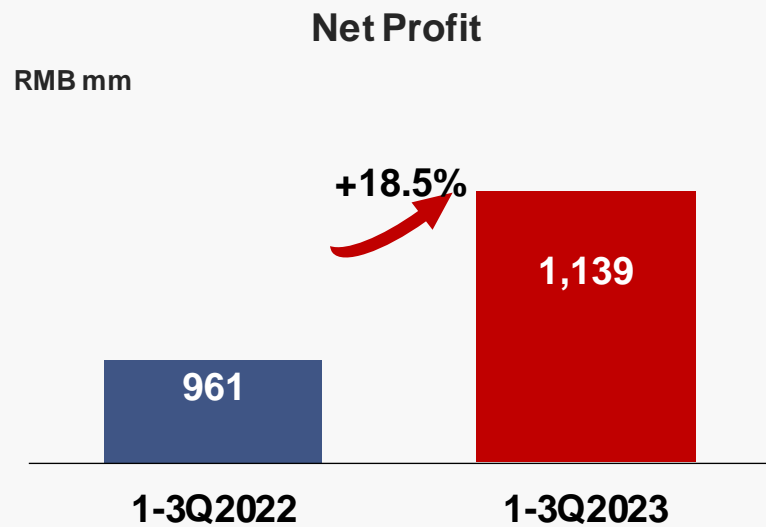
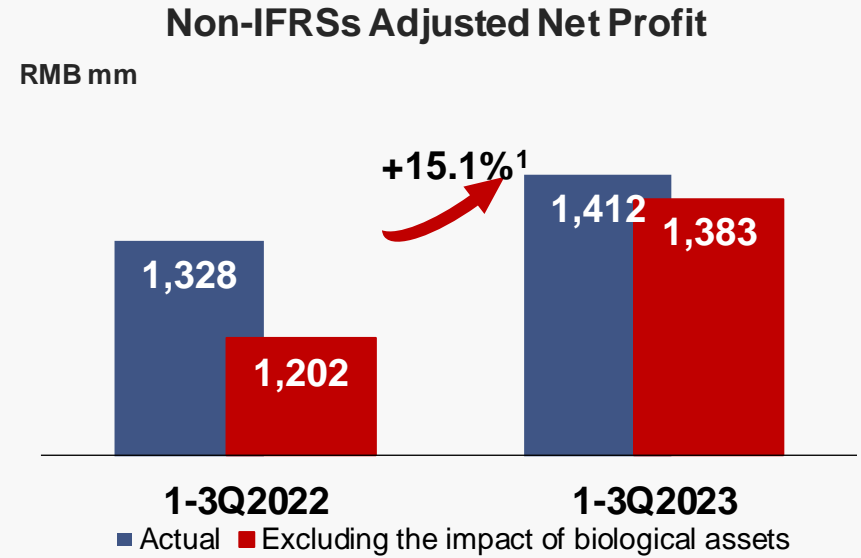
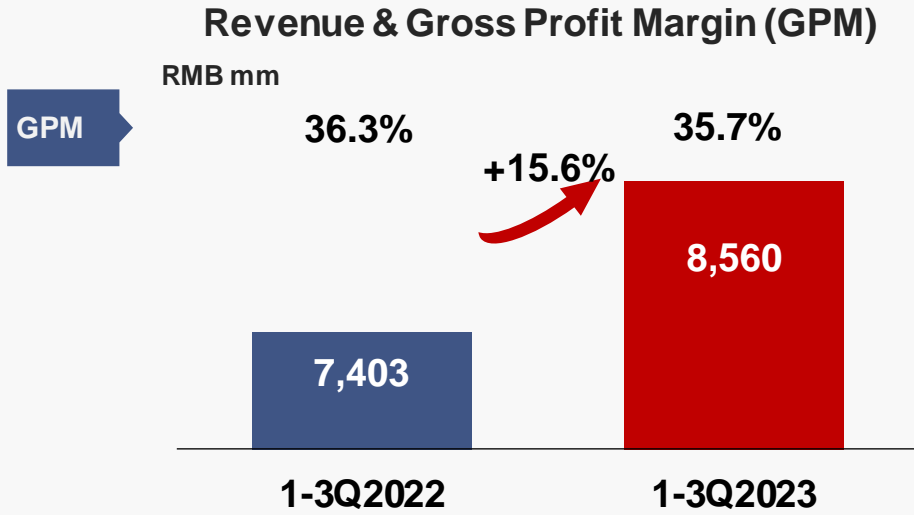
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1-3Q2023 Financial Performance

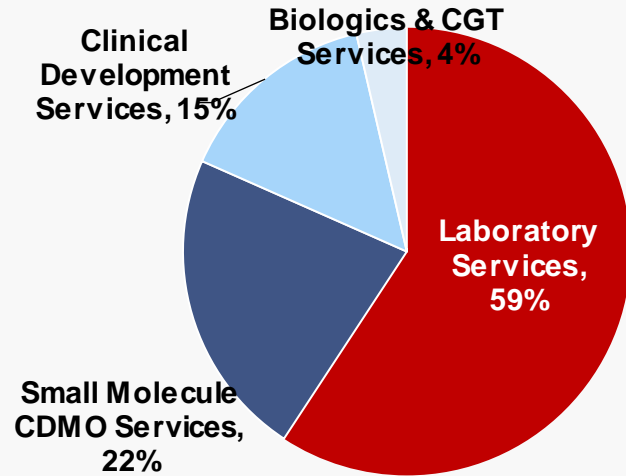


Data are rounded to the nearest million. 3Q2022 and 3Q2023 financials are unaudited
1. Growth rate of Non-IFRSs adjusted net profit excluding the impact of biological assets

1-3Q2023 Performance Overview of Our Fully Integrated Platform

Segments

Revenue Composition



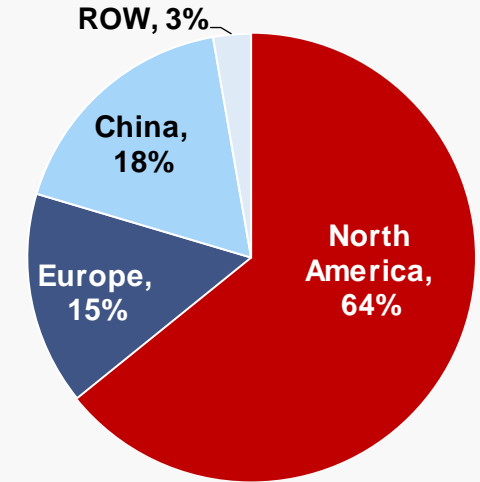
Global Customers

NA Revenue Grew **14.6%**

EU Revenue Grew **28.9%**

CN Revenue Grew **11.0%**

Revenue Composition

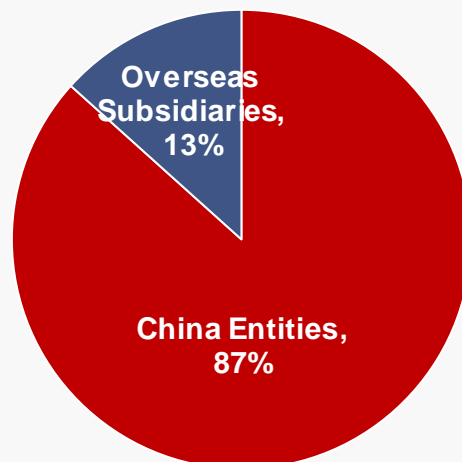


China/Overseas Entities

Revenue Composition

China Entities Revenue Grew **14.1%**

Overseas Subsidiaries Revenue Grew **26.7%**



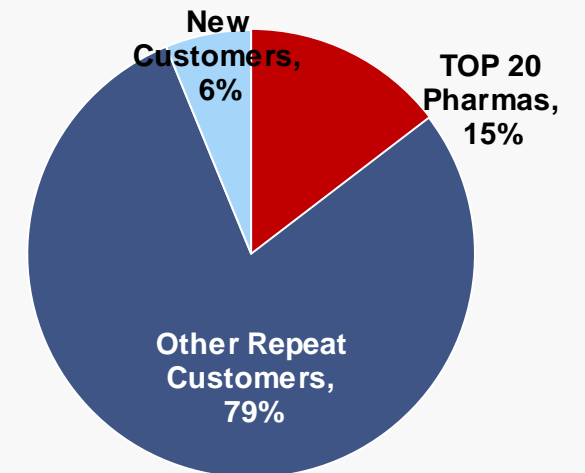
Diversified Customer Base

TOP 20 Pharmas Revenue Grew **5.4%**

Other Repeat Customers Revenue Grew **19.0%**

New Customers Revenue Contribution **6.2%**

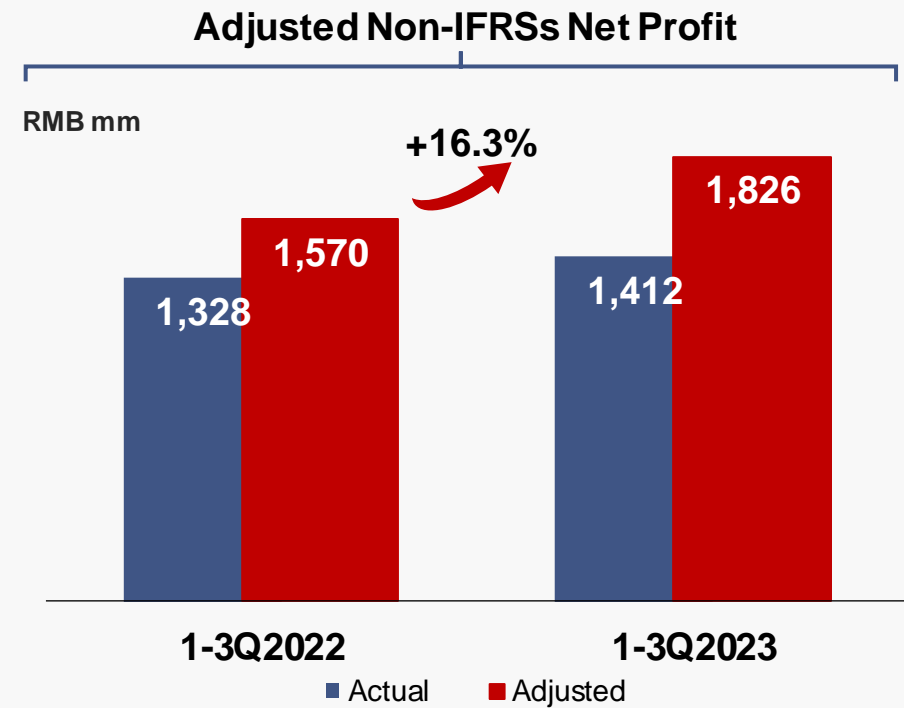
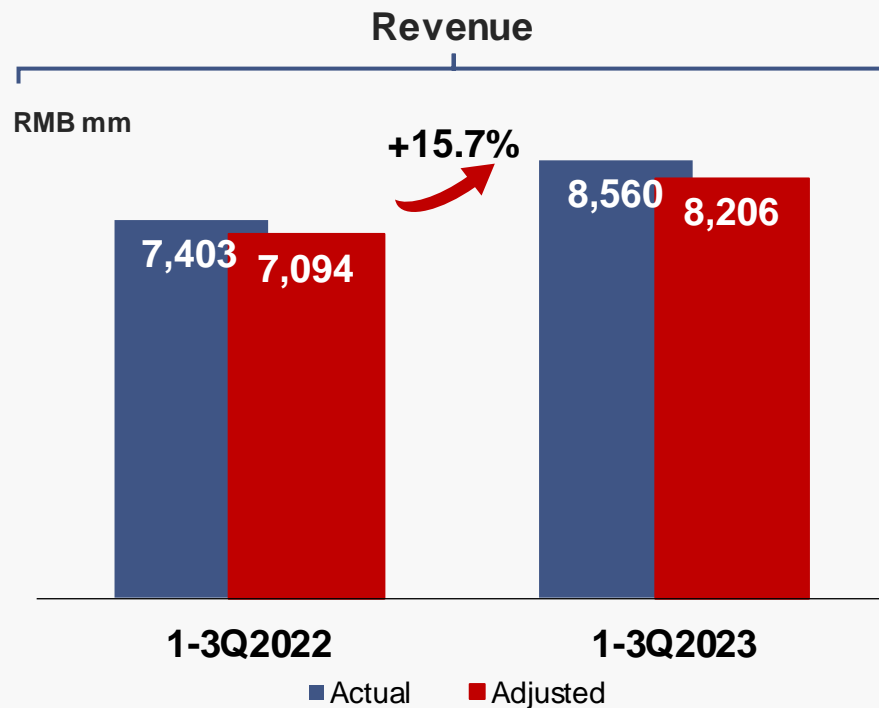
Revenue Composition



Solid Non-IFRSs Adjusted Net Profit Growth of the Established Segments

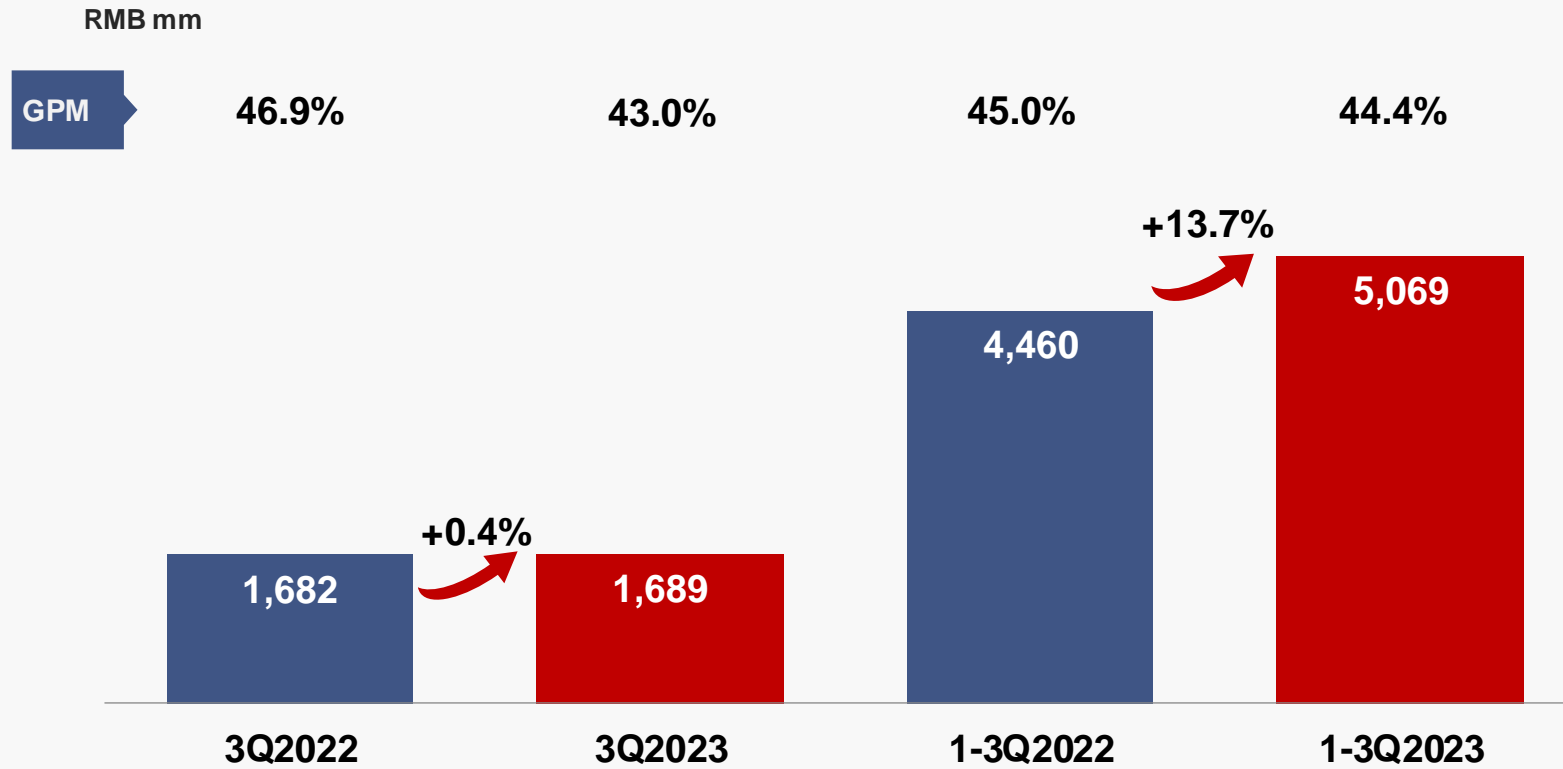
Established Business Segments: excluding impact from **Biologics and CGT Services** and the addition of **overseas small molecule manufacturing capacities**, **Non-IFRSs adjusted net profit achieved solid growth**

- Since 2021, we began to build Biologics and CGT Services through internal buildup and external acquisitions
- We have acquired manufacturing sites in UK and US in January and July 2022, respectively

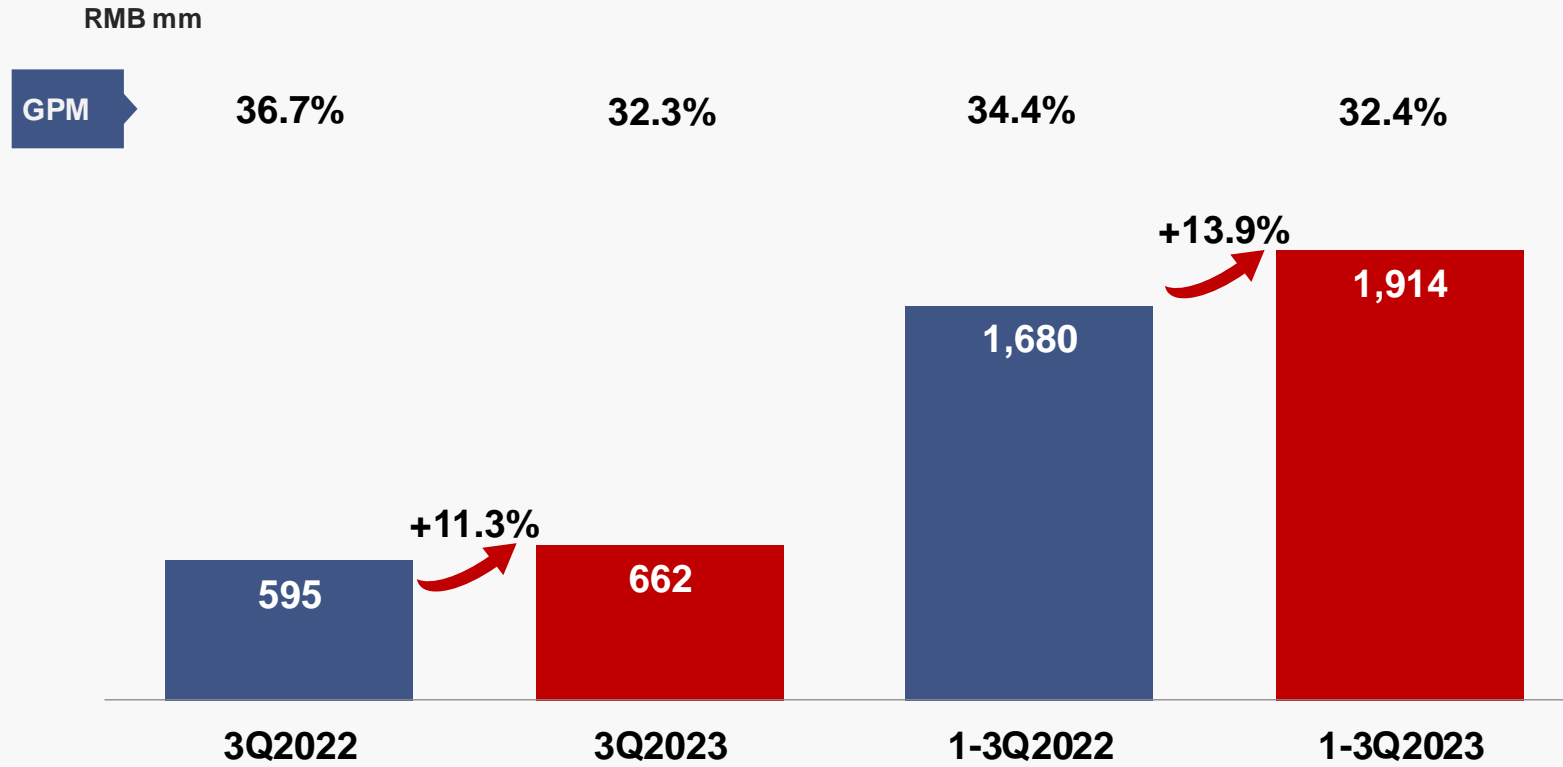


Adjusted numbers exclude the impact of Biologics and CGT Services and Overseas Capacity Layout of CMC (small molecule CDMO) Services

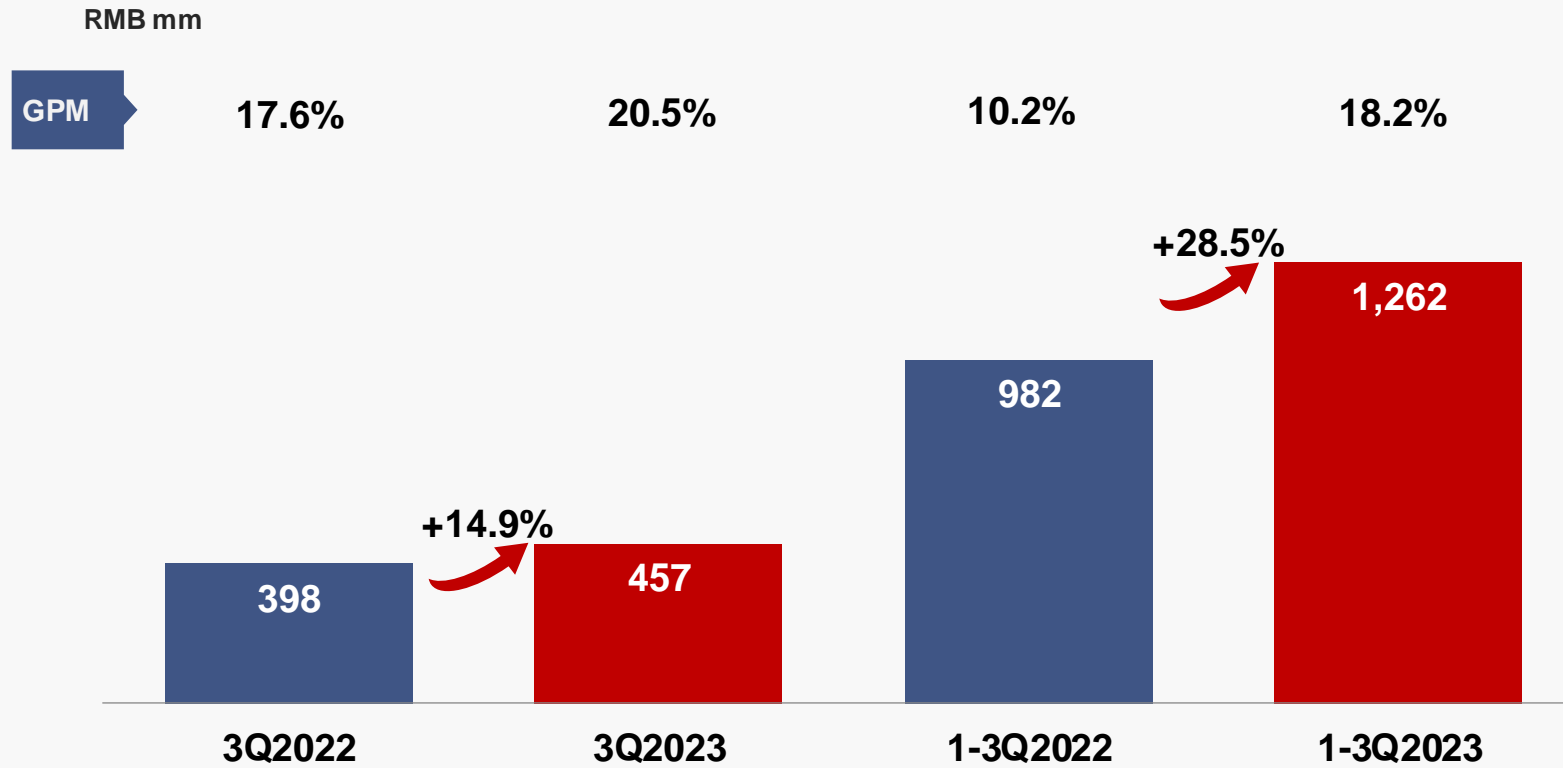
Laboratory Services Revenue & GPM



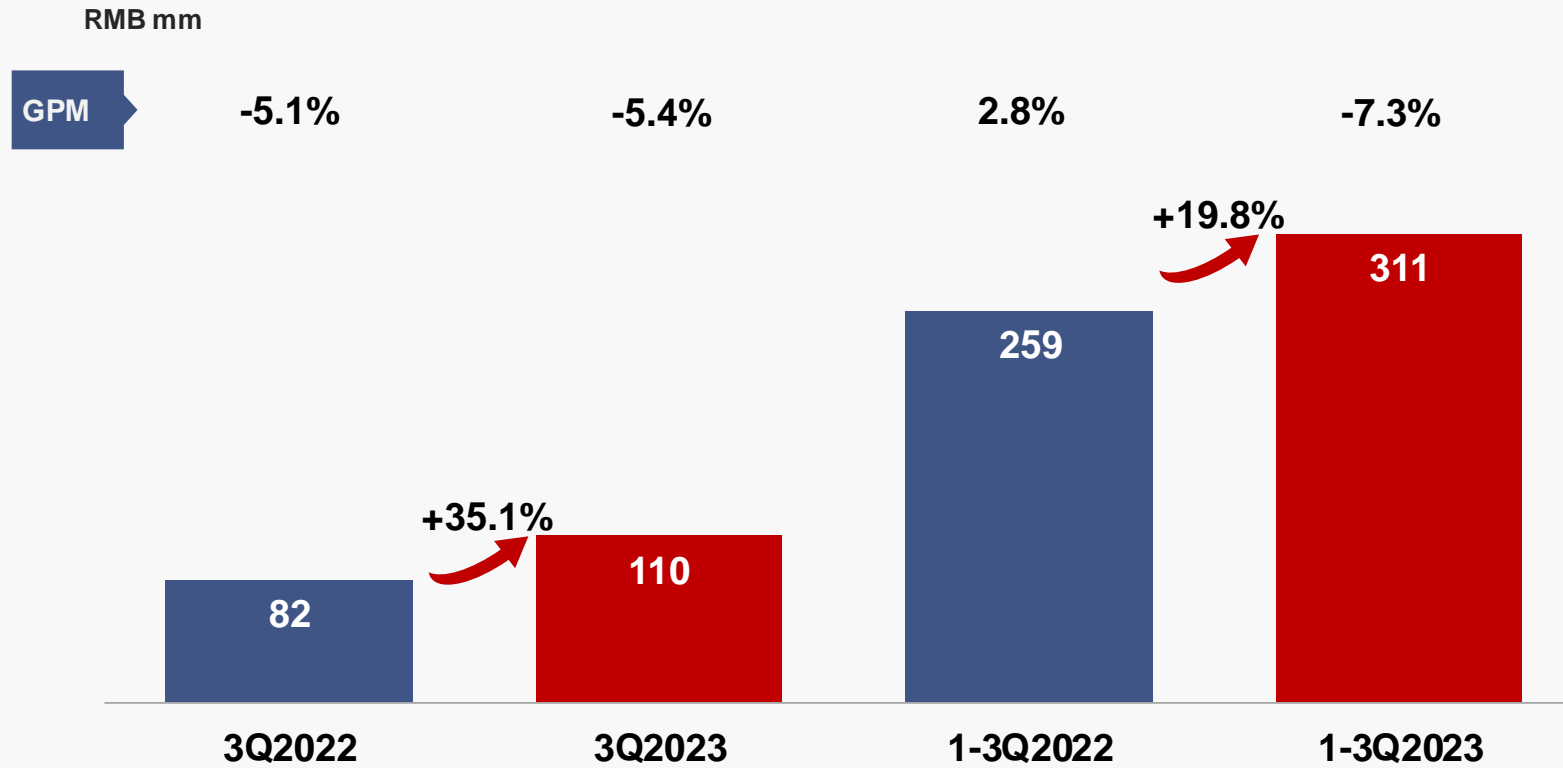
CMC (Small Molecule CDMO) Services Revenue & GPM



Clinical Development Services Revenue & GPM

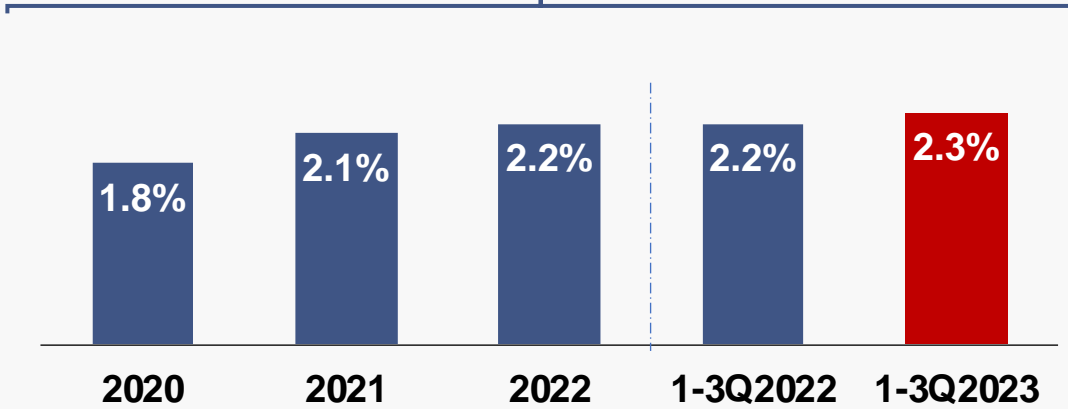


Biologics and CGT Services Revenue & GPM

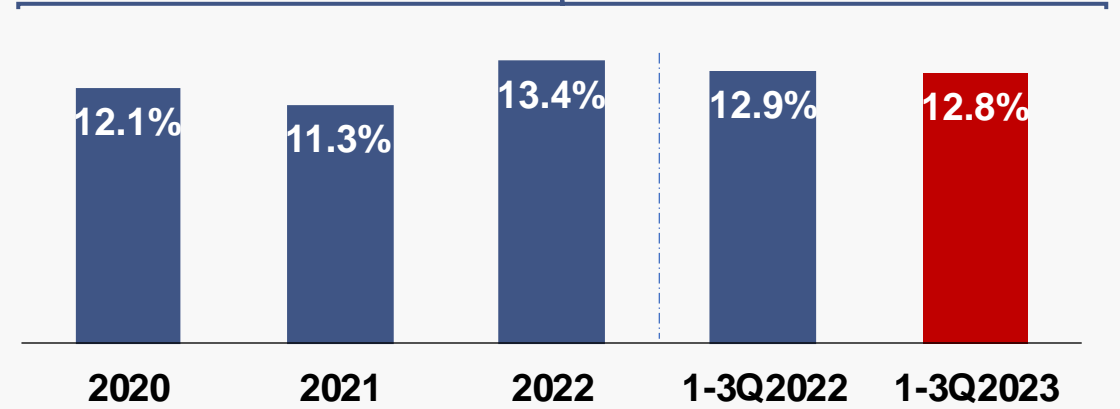


1-3Q2023 Expenses for the Period

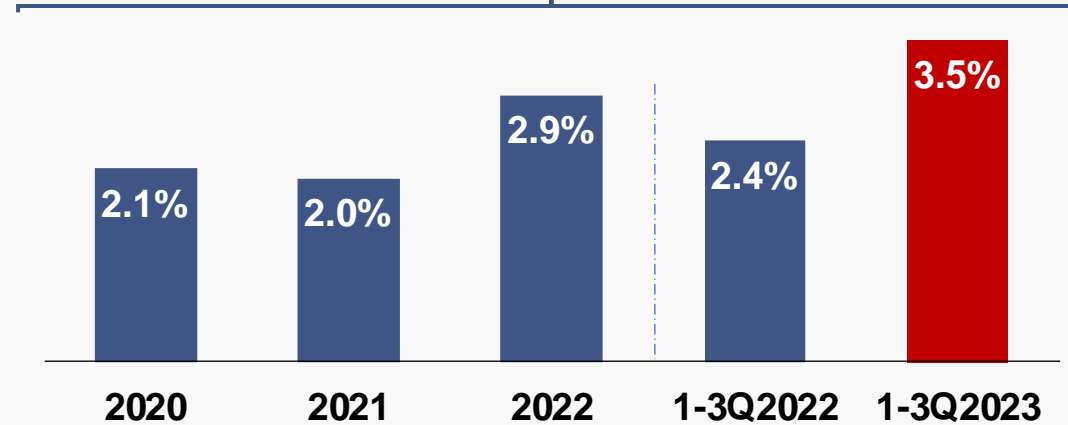
Selling and Distribution Expenses as % of Total Revenue



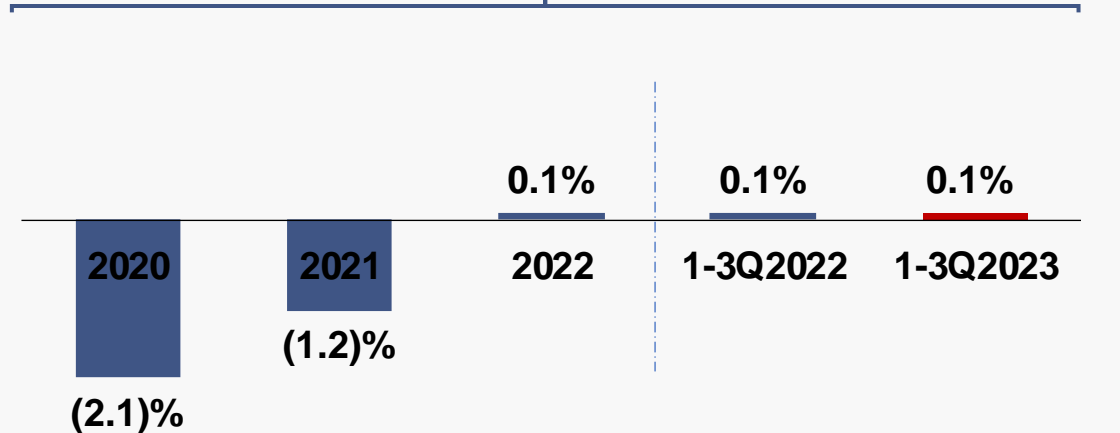
Administrative Expenses as % of Total Revenue⁽¹⁾



R&D Costs as % of Total Revenue



Net Finance Costs as % of Total Revenue⁽²⁾



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

1-3Q2023 Non-IFRSs Adjusted Net Profit Attributable to Owners of the Company

RMB mm	1-3Q2022	1-3Q2023
Profit attributable to owners of the Company	961	1,139
Add:		
Share-based compensation expenses	103	145
Convertible Bonds related losses	103	91
Foreign exchange related losses/ (gains)	71	55
Realized and unrealized losses/ (gains) from equity investments	90	(19)
Non-IFRSs adjusted net profit attributable to owners of the Company	1,328	1,412



THANK YOU