

# Fosun Pharma

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January 12, 2022

Chairman & CEO William WU 吴以芳

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# Agenda

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**1. Company Overview**

**2. In-House R&D Highlights**

**3. Reliable Global Partner**

# Company Overview

# We are a leading innovation-driven international healthcare group in China

## OUR MISSION

Better Health  
for Families  
Worldwide

## OUR VISION

We strive to be a leading enterprise in the global pharmaceutical and healthcare markets

## OUR VALUE

Care for Life



Continuous Innovation



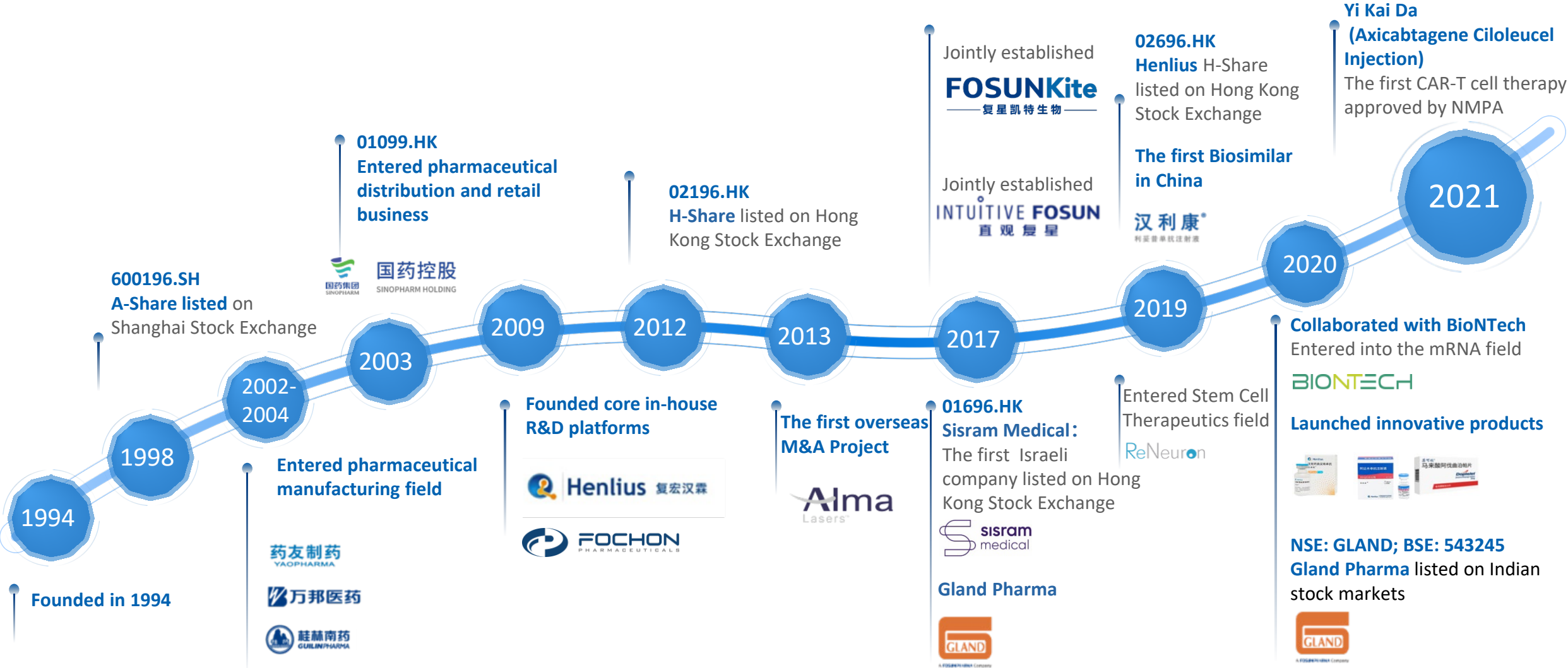
Pursuit of Excellence



Sustainable Partnership



# Milestones – Leading Healthcare Company in China

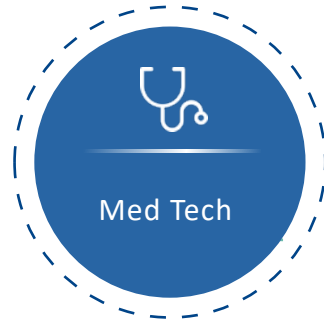


# Business Portfolio– Comprehensive Portfolio Focusing on Pharma

- Fosun Pharma, the leading healthcare group in China, realized RMB30.3 billion revenue in 2020. Total R&D expenditure was RMB4.0 billion in 2020 , ranking TOP3 among Chinese healthcare companies.
- With 30.66% of the revenue received from overseas in the first half of 2021, Fosun Pharma is committed to becoming the first-class enterprise in the global healthcare industry.



Core business driven by R&D, with R&D platforms for small molecule drugs, antibody drugs, cell therapy etc.



Global operation covering medical aesthetics devices, surgical robotic systems, diagnostic kits etc.



Over 10 holding hospitals with 4,732 beds in total

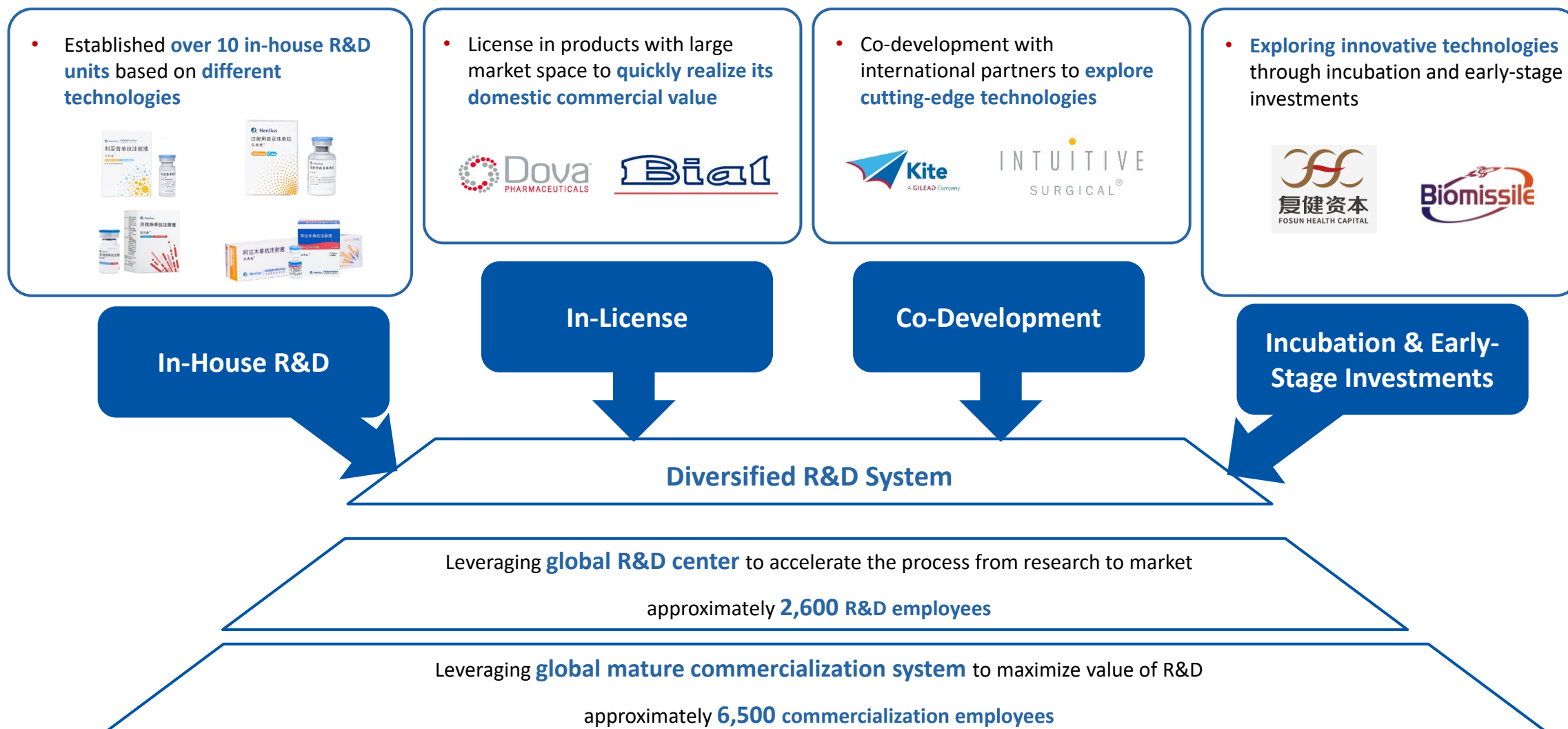


Expand business to pharmaceutical distribution and retail through associated company Sinopharm Co., Ltd.



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Innovation for Good Health

# Diversified R&D System – Driving the Development of Innovative Products





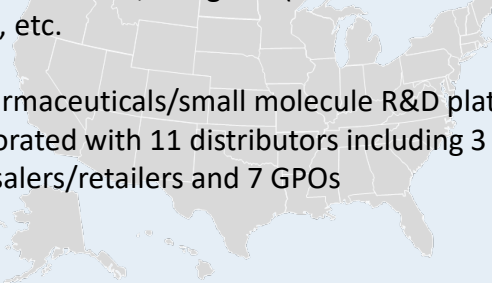
# Internationalization – From China to Global, Leveraging Global Resources

## Global footprint for R&D, manufacturing and commercialization

- **R&D:** Investing in cutting-edge technologies and leveraging global R&D center to strengthen the capability of global R&D
- **Manufacturing:** Applying global GMP certification to strengthen supply chain capability and establishing cost-advantage to enter overseas market
- **Commercialization:** Realizing product value globally

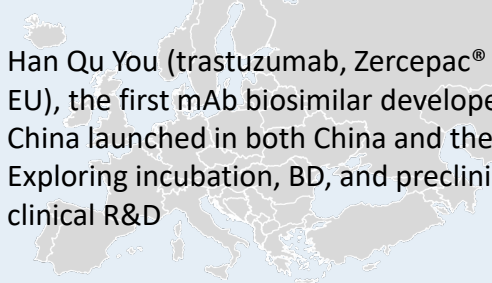
### The U.S. Region build the 2<sup>nd</sup> Headquarter

- FosunPharma USA, Hengenix (Henlius U.S. subsidiary), FUSION, etc.
- Biopharmaceuticals/small molecule R&D platforms
- Collaborated with 11 distributors including 3 major wholesalers/retailers and 7 GPOs



### Europe Region explore innovative technology

- Swiss subsidiary
- Han Qu You (trastuzumab, Zercepac® in the EU), the first mAb biosimilar developed in China launched in both China and the EU
- Exploring incubation, BD, and preclinical and clinical R&D



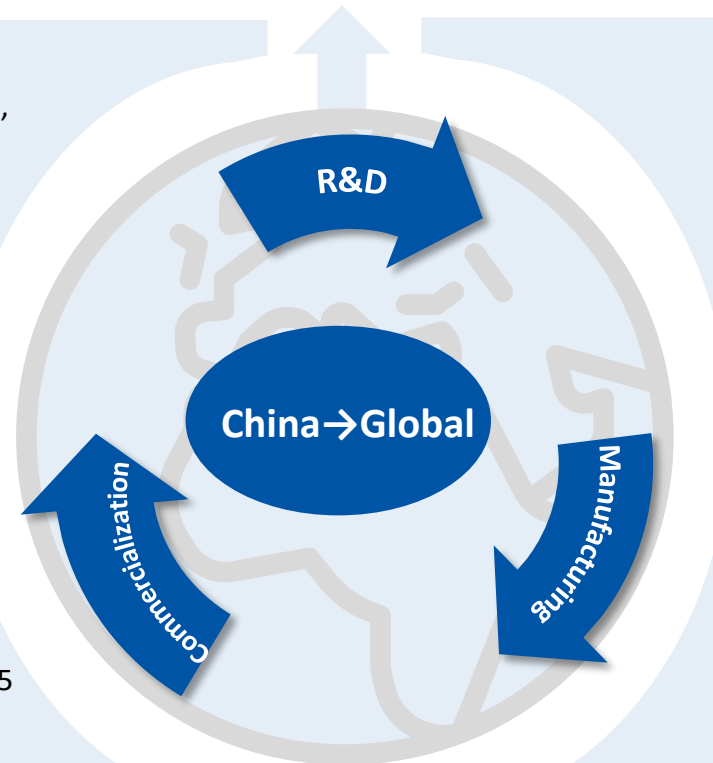
### Africa Region explore incremental market

- Tridem Pharma & Guilin Pharma
- Integrated Guilin Pharma and Tridem Pharma into a business team of over 800 staff in Africa, covering 35 countries and regions in Sub-Saharan Africa



### India Region develop a forefront of globalization

- Gland Pharma
- World-class GMP level with abundant experience in overseas registration
- Products have been approved in the U.S. and Europe



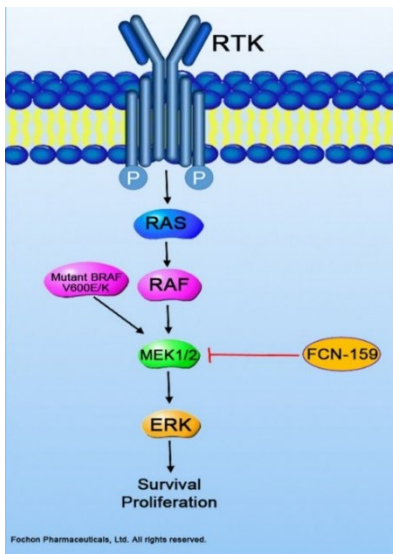
# In-House R&D Highlights

# Fosun Pharma's Major R&D Pipelines

Product	MOA	Indication	Pre-Clinical	IND	Phase 1	Phase 2	Phase 3	NDA	
HLX10 Mono		Microsatellite Instability-high Solid Tumors(MSI-H)	[Progress bar]						
HLX10+ chemo	PD-1 +chemo	Squamous Non-Small Cell Lung Cancer	[Progress bar]						Global multi-center clinical trial
		Extensive Small Cell lung Cancer	[Progress bar]						Global multi-center clinical trial
		Neo-/adjuvant treatment of gastric cancer	[Progress bar]						
HLX10+HLX04	PD-1+VEGF	Non-squamous Non-Small Cell Lung Cancer	[Progress bar]						
		Metastatic colorectal cancer	[Progress bar]						
HLX07	EGFR	Solid tumor	[Progress bar]						
SAF-189	ALK/ROS1	Late Stage NSCLC	[Progress bar]						Phase II approved in the U.S.
FCN-437c	CDK4/6	Breast Cancer	[Progress bar]						Phase I in the U.S.
Orin1001	-	r/r and metastatic Breast Cancer and advanced solid tumor	[Progress bar]						Phase I in the U.S.
FCN-159	MEK	Malignant melanoma	[Progress bar]						
		Neurofibromatosis type 1	[Progress bar]						Phase I approved in the U.S.
FS-1502	HER2	Breast cancer	[Progress bar]						
FCN-647	BTK	r/r B-cell Lymphoma	[Progress bar]						
FCN-011	pan-TRK	Solid tumor	[Progress bar]						
FCN-338 <i>Lilly</i> global partner	BCL-2	Hematologic Malignancy	[Progress bar]						Phase I approved in the U.S.
		r/r B-cell Lymphoma	[Progress bar]						
HLX35	EGFR x 4-1BB	Solid tumor	[Progress bar]						

# FCN-159 – A novel, potent and selective inhibitor of MEK 1/2 for the treatment of solid tumors

## Mechanism of MEK1/2:



- MEK1/2 (Mitogen-activated protein kinase kinase 1/2) is a key member in the RAS/RAF/MEK/ERK signaling pathway.

- Dysregulation of MEK pathway through mutations in BRAF, KRAS and NRAS is frequently found in many types of cancers.

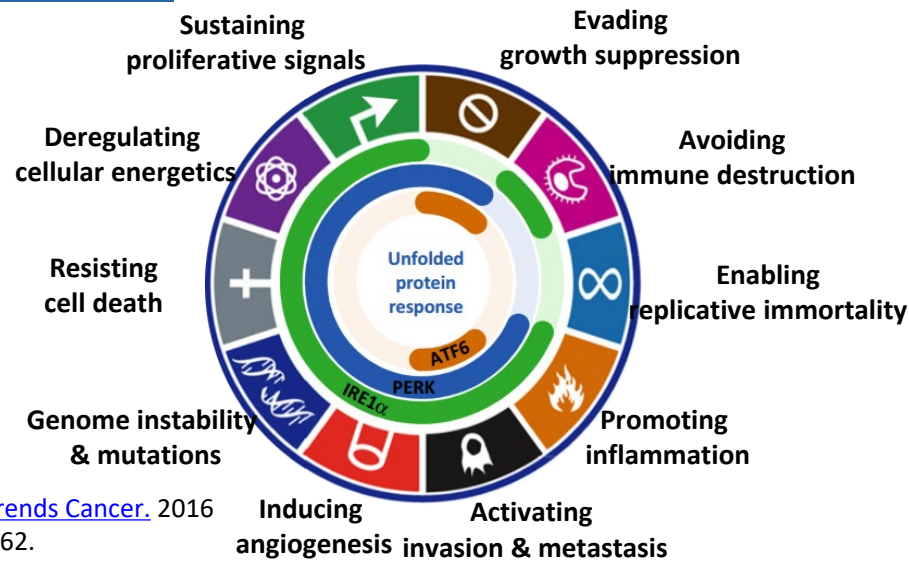
## FCN-159 development in several solid tumors:

Indication	IND-enabling	IND	Phase I	Phase II
NF1(Adults/child)				China (China flag) MRCT
Melanoma(NRAS+)			USA (USA flag)	China (China flag)
LGG(Adults/child)			China (China flag)	Start phase 2 directly
LCH (Adults/child)			China (China flag)	Start phase 2 directly

- Promising efficacy in Melanoma with NRAS mutant
- Observed anti-tumor activity and well-tolerated in NF1 patients

# ORIN1001 – A First-in-class, Orally Bioavailable and Selective IRE1 $\alpha$ RNase Inhibitor

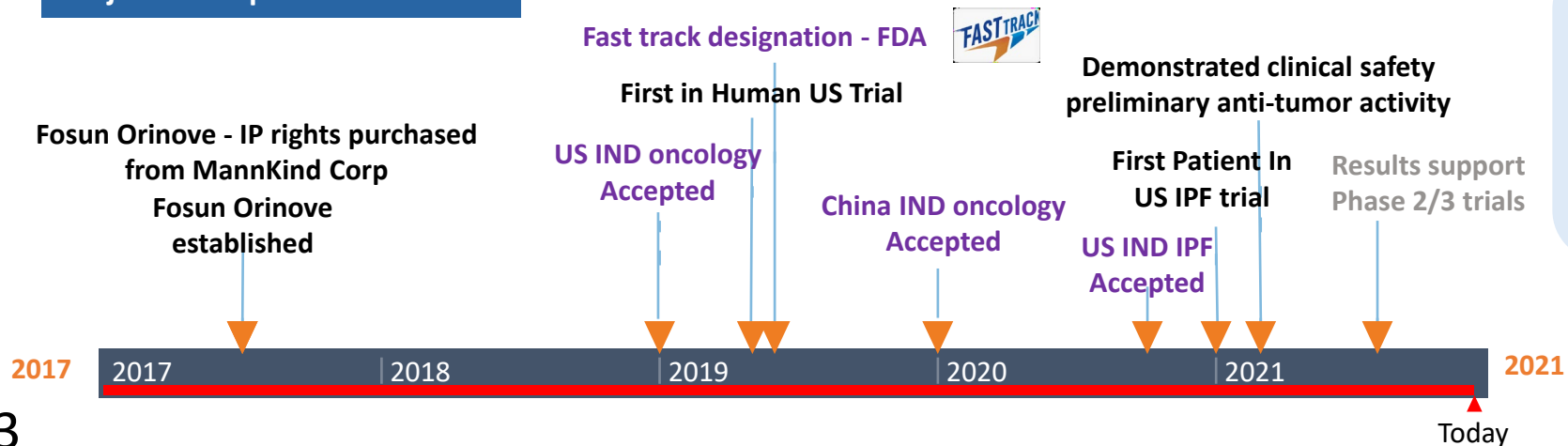
## Mechanism of IRE1:



Urta H, et al., *Trends Cancer*. 2016 May;2(5):252-262.

Tumor Type	Single Agent	ORIN1001 In Combination
Breast (Triple negative, ER+)	✓	✓ Chemotherapy, CDK4/6 inhibitor, Avastin, PD-1 Antibody, Others
Prostate	✓	✓ Multiple SOC
Liver	✓	✓ Sorafenib
Pancreatic	✓	✓ Gemcitabine, Trametinib, Sotorasib
Lung		✓ Chemotherapy, Kras Inhibitor
Ovarian	✓	✓ Chemotherapy, WEE1 inhibitor
Colon	✓	✓ PD-1 Antibody
Esophageal (Collaboration)		✓ PD-1 inhibitors
Glioblastoma Multiform	✓	✓ Chemotherapy, Radiation
Blood cancers	✓	

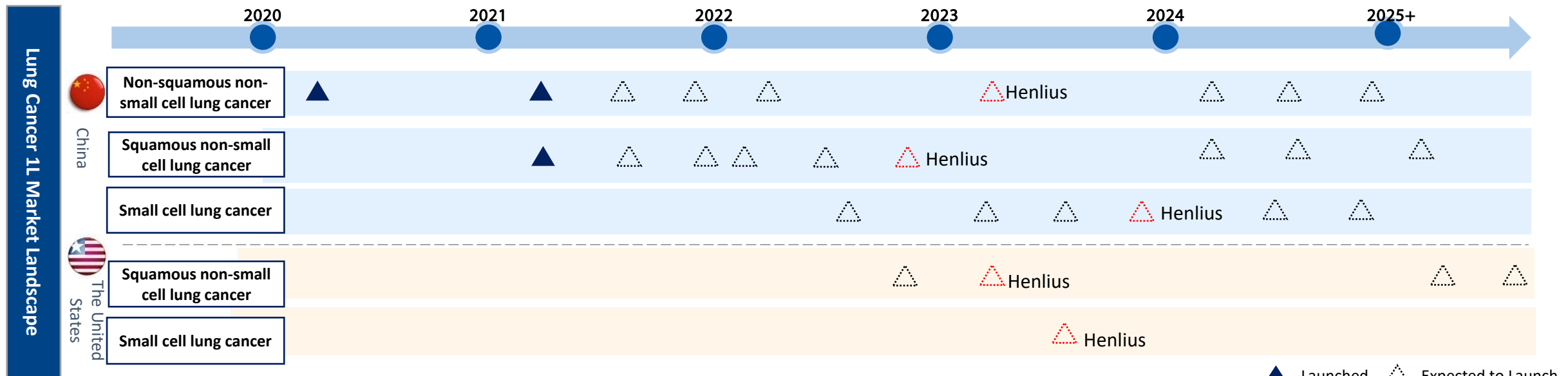
## Major Development Milestones



- IRE1 activation increases XBP1, and XBP1 activation increases tumor survival
- IRE1 activity is associated with 8 out of 10 main cancer cell oncogenesis activities
- Demonstrated Preclinical Efficacy in Animal Models of Cancer

# Serplulimab- Strong Competitor in the Global Lung Cancer Field

- Serplulimab focuses on core therapeutic areas such as lung cancer, gastrointestinal tumor etc. It shows great competitiveness in several lung cancer indications especially small lung cancer
- The interim analysis results of Phase 3 clinical study (ASTRUM-005) in previously untreated patients with extensive-stage small cell lung cancer (ES-SCLC) of serplulimab (novel anti-PD-1 mAb) showed that as first-line therapy, serplulimab in combination with carboplatin-etoposide significantly improved the OS in ES-SCLC patients with a manageable safety profile.
- ASTRUM-005 is the international multi-center clinical research and this study has set up about 128 sites in China, Poland, Russia, Turkey, Ukraine and Georgia, etc. 585 subjects were enrolled, among whom 31.5% were Caucasian



▲ Launched △ Expected to Launch

Reliable Global Partner

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# Global Partnership Cases

INTUITIVE  
SURGICAL®



INTUITIVE FOSUN  
直观复星

- Established a JV, Intuitive Fosun, with Intuitive Surgical in China in 2017
- Placed over 6,500 da Vinci Surgical Systems and performed over 10 million surgeries globally
- **42 systems were installed in China in 1H21**. Total quota for domain public hospitals was increased from 154 to **225** in July 2020



FOSUNKite  
复星凯特生物



- Established a JV, Fosun Kite with Kite Pharma (a Gilead Company) in China in 2017
- Yi Kai Da (Axicabtagene Ciloleucel Injection), the **first CAR-T cell therapy product launched in China** for the treatment of adult patients with r/r LBCL\*
- **10,000 sqm** GMP manufacturing facility, commercialization team with around **100 people**, and **over 50 certified hospital treatment centers**



- **Exclusive rights to develop and commercialize BioNTech mRNA vaccine product targeting COVID-19** in Chinese Mainland, Hong Kong SAR, Macau SAR and Taiwan region
- **Over 20 million doses ordered** in total as of 24<sup>th</sup> Oct 2021
- Entered into a Binding Term Sheet in **May 2021** in relation to the proposed setting up of a JV

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r/r LBCL\*: relapsed or refractory large B-cell lymphoma after at least two lines of systemic therapy



# Overseas M&A Cases

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## Fosun Pharma acquired 74% equity interests in Gland Pharma in 2017 to accelerate globalization

- A CDMO company that focuses on R&D and manufacturing injectables and the first company which received the injectable approval from the FDA back in 2003 with now a global footprint across 90 countries
- Listed on Indian stock markets in Nov. 2020 with over 8.5 billion USD market cap



## Sisram Medical was established in 2013 by Fosun Pharma as a special purpose corporation to acquire Israel-based Alma Lasers

- Sisram Medical listed on HKEX in Sept. 2017 and is the only Israeli company listed on HKEX
- Establishing a global wellness ecosystem with business in energy-based devices, dentistry, injectables and personal care



## Fosun Pharma acquired Tridem Pharma in 2017 to enhance competitiveness in Africa

- Tridem Pharma is now the third largest drug distributor in French-speaking West Africa
- Integrated the African businesses of Guilin Pharma and Tridem Pharma into a business team of over 800 staff in Africa, covering 35 countries and regions in Sub-Saharan Africa

# Major In-licensed Pharmaceutical Products

Therapeutic Area	Generic Name	Registration Category	Indication	Progress in China	Overseas Progress*
Metabolism and Digestive System	Tenapanor Tablet	Chem 1	Irritable Bowel Syndrome with Constipation	Phase I	Launched in the U.S.
	Ferric Pyrophosphate Citrate	Chem 5.1	Iron replacement for HD patients	Phase III	Launched in the U.S. Triferic (solution)
Oncology	SurvaxM injection	Chem 1	Severe Glioblastoma	Clinical trial application preparing	Phase III Multi Regional Clinical Trial (MRCT) preparing
Infectious Diseases	mRNA vaccine BNT162b2	Chem 1	COVID-19	Phase II	CMA, EUA or temporary authorization in more than 50 Countries
	PA-824	Chem 1.1	XDR – Tuberculosis MDR – Tuberculosis	Phase I	Launched in the U.S. Pretomanid
Nervous System	Opicapone Capsule	Chem 5.1	Adult Parkinson’s Patients	NDA accepted (Phase III exempted)	Launched in Europe Ongentys
Blood System	Avatrombopag Tablet	Chem 5.1	Idiopathic Thrombocytopenic Purpura	Phase III	Launched in the U.S., Europe
	Tenapanor Tablet	Chem 2.4	End-stage Renal Disease – Hemodialysis	Phase III	Completed phase III
Others	RT002	Bio 1	Moderate-to-Severe Glabellar Lines	Phase III	Launched in the U.S.
			Cervical Dystonia	Phase III	Phase III
	Fortacin spray (Lidocaine Prilocaine spray)	Chem 5.1	Premature ejaculation	Phase III	Launched in Europe

Note: Clinical trial progress updated to Oct 26, 2021. Overseas progress is not from Fosun Pharma licensed area but for reference only.

# Fosun Pharma is Proactive in Global Partnerships

**01**

Comprehensive resources

- ✓ Solid relationship with all stakeholders
- ✓ Major shareholder of Sinopharm

**02**

Strong commercial capability

- ✓ 4000+ dedicated M&S people
- ✓ Omni-channel coverage
- ✓ Efficient market access

**03**

Positive societal impact

- ✓ MSCI ESG ranking, BBB
- ✓ Taking global responsibility and utilizing global capability to fight against COVID-19

**04**

Strict compliance

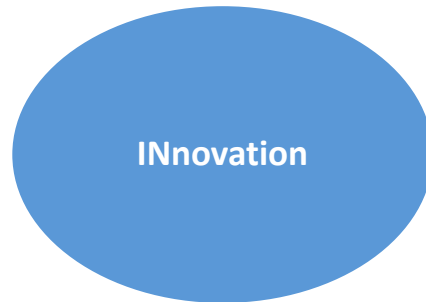
- ✓ A+H listed company
- ✓ Well recognized by multiple global partners



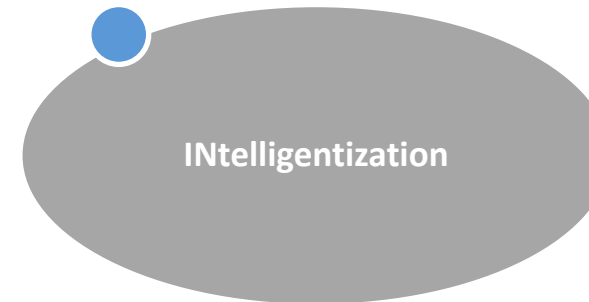
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# Development Strategy

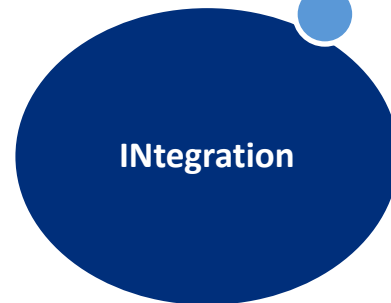
- Focus on the core field
- R&D is in compliance with the strategy
- Efficient capital investment and management
- Global collaboration



- Solidify the industry status in China
- Build a globally-competitive pipeline
- Customized commercial team in the U.S., African, Indian and European markets
- Global supply chain management



- Integrate different segments and platforms
- Enhance the efficiency and quality of R&D
- Upgrade manufacturing and quality monitoring system
- Increase marketing & sales capability in key platforms



- Digital management capability improvement
- Digitalized R&D, manufacture and commercialization
- Resources and technologies to build smart hospital
- Ongoing digital innovation

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