

Fosun Pharma

BIO International Conference

June 13-16, 2022

Rong Yang, CEO Fosun Pharma USA

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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



1994

Founded in 1994

Began with the Medical
Diagnosis Business

2002

Developed
Pharmaceutical
Business

2004

 **桂林南药** | FOSUN PHARMA
复星医药成员企业

 **万邦医药** | FOSUN PHARMA
复星医药成员企业

 **药友制药** | FOSUN PHARMA
复星医药成员企业

2012

02196.HK

H-Share Listed

Accelerated
Internationalization

2017

Expanded its
development in India
and Africa

 **GLAND**
A FOSUN PHARMA Company

 **TRIDEM
PHARMA**
A FOSUN PHARMA Company

Deployment in immune
cell therapy for cancer

 **FOSUNKite**
复星凯特生物

2019

02696.HK

Henlius listed on HKEx
1st Biosimilar in the PRC

 **汉利康®**
利星单抗注射液

Entered the Regenerative
Medicine and Stem Cell
Therapeutics field

 **ReNeuron**

1998

600196.SH

A-Share Listed

2003

01099.HK

Jointly established
Sinopharm with the China
National Pharmaceutical
Group Corporation.

Stepped into the
Pharmaceutical Distribution
& Retail Business

 **国药集团**
SINOPHARM

2009

R&D Innovation Milestone

 **FOCHON**  **Henlius**

Developed its Healthcare
Service Business

 **和睦家医疗**
United Family Healthcare

Accelerated the development
of the Medical Device
Business

 **CHINDEX**
Chindex Medical Limited

2013

Entered Third-grade Class-A
Hospitals

 **佛山市禅城中心医院**
Foshan Chuancheng Central Hospital

1st overseas M&A

 **Alma**
Lasers

2017

01696.HK

1st Israeli Company Listed
on HKEx

 **Sisram**
Medical

 **INTUITIVE FOSUN**
直观复星

Partnering with innovative companies is a cornerstone of our growth strategy



- FosunKite established as a Joint Venture with Kite Pharma prior to Gilead acquisition
- Commercializing the first CAR-T Cell Therapy approved in China in 2021 to treat Lymphoma patients
- Built a 10,000 m² GMP manufacturing facility and a 2,000 m² R&D center



- Exclusive rights to develop and commercialize BioNTech mRNA vaccine product targeting COVID-19 in Greater China



- Fosun to perform local clinical trials, obtain regulatory approval and commercialize COVID-19 mRNA vaccine

In-House R&D

- Established **over 10 in-house R&D units** based on **different technologies**

In-Licensing

- License in products with large market space to **quickly realize its domestic commercial value**
- Co-development with international partners to **explore cutting-edge technologies**



Investments

- Exploring innovative technologies** through incubation and early-stage investments



Strategy: Transform Fosun Pharma USA into a strong & recognized innovative player

Fosun Pharma USA Today

- Headquarters, Princeton, NJ
- Portfolio of Specialty Pharmaceutical Injectables & Ophthalmic generics
- Emphasis on quality and patient access
- Highly experienced US commercial team
- Innovation and R&D focused through partnerships

Our Vision Near-Term

- Become a US-focused **innovative specialty pharma** company driven by R&D and strategic partnerships
- **Build a portfolio** of high value branded, innovative products for patients with medical needs
- Be recognized as a **partner of choice**

Open for Business

- **Backed by the resources** of one of China's strongest Pharma companies
- Led by a **highly experienced** Business Development team
- **Actively looking for deals** whether in-licensing or acquisition
- Late development stage post POC or commercial assets
- Our US-based team is **ready for deal-making now**

Making it personal, US based high pedigree team ready to work with you for US dealmaking



Rong Yang
CEO, Fosun
Pharma
USA

Chief Representative of Fosun
Pharma Group in the U.S.

Prior to Fosun Pharma USA

VP, Sales, Specialty
VP, Hematology
Marketing
GM, Czech and Slovakia



>18 years US and EU leadership

MBA



Kitty Wu
VP, Head of
BD and
Strategy,
Innovative
Medicine

Responsible for Innovative
Medicines BD and Strategy

Prior to Fosun Pharma USA

Sr Director, Strategy &
Pipeline Neuroscience
& Rare Diseases



Strategic planning



>10 years, US leadership

PhD/Postdoc



**Ahmad
Saadat**
VP, BD &
Strategic
Investments
at FUSION

Responsible for BD and
Strategy at FUSION

Prior to Fosun Pharma USA

VP, BD & Strategy



Director, Commercial
strategy



>10 years, US BD leadership

MBA



Fosun Pharma USA Transaction Advisors



Ali Pashazadeh
The Blackstone Group
UBS
Goldman Sachs



Max Baumann
The Blackstone Group
UBS



Mark Mayhew
Esteve
McKinsey & Company

We are seeking strategic partnerships across many therapeutic areas and modalities

FOSUN PHARMA

Therapeutic Areas

- Oncology
- Autoimmune/Inflammation
- Metabolic Disease
- Neuroscience
- Rare Disease

Drug Modalities

- Small molecules
- Antibodies, including monoclonal, bispecific and ADC
- Gene Therapy/CAR T cell therapy
- Stem cell therapy
- Others (Oligos, peptides, etc.)

Expanding our pipeline by **In-licensing, co-development, JV or acquisition**

US Rights

- Late stage (post POC) clinical projects or commercial products
- Full development or co-development
- Full commercialization rights preferred
- Peak sales expectations on the order of US\$100-200m

Global Rights

- Open to all stages of preclinical and/or early clinical projects
- Responsible for full development and commercialization

China Rights

- Programs that have PoC in clinic and beyond (Phase II/III preferred)
- Fosun Pharma licenses in or codevelops the program for China
- Responsible for late-stage development, registration and commercialization in China

Rights for US can be independently negotiated and do not need to be linked to other territories

FOSUN PHARMA

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