

FOSUN PHARMA  
复星医药

INNOVATION FOR  
GOOD HEALTH

# We are a Global Innovation-Driven Pharmaceutical and Healthcare Industry Group Deep-Rooted in China

Founded in 1994, **Shanghai Fosun Pharmaceutical (Group) Co., Ltd.** ("Fosun Pharma"; stock code: 600196. SH, 02196. HK) is a global innovation-driven pharmaceutical and healthcare industry group deep-rooted in China. Fosun Pharma directly operates businesses including pharmaceutical manufacturing, medical devices, medical diagnosis, and healthcare services. As a shareholder of Sinopharm Co., Ltd., Fosun Pharma expands its areas in the pharmaceutical distribution and retail business.

Fosun Pharma is patient-centered and clinical needs-oriented. The company enriches its innovative product pipeline through diversified and multi-level cooperation models such as independent research and development, cooperative development, license-in, and in-depth incubation. Fosun Pharma has formed technological platforms for innovative small molecule innovative drugs, antibody drugs, and cell therapy with a focus on key disease areas including oncology and immunomodulation, metabolism and digestive system, and central nervous system. Fosun Pharma also vigorously explores cutting-edge technologies, such as RNA, oncolytic viruses, gene therapy and Protac, to enhance its innovation capabilities.

Guided by the 4IN strategy (Innovation, Internationalization, Integration, and Intelligentization), Fosun Pharma will uphold the development model of "innovation transformation, integrated operation, and steady growth", with the mission of creating shareholder values as well as promoting the global networks through strengthening its innovative R&D and in-licensing ability and enriching its product pipelines. Fosun Pharma will actively promote the digital and physical business layout in the pharmaceutical and healthcare industry and is committed to becoming a first-class enterprise in the global mainstream medical and health market.

# Our Mission, Vision and Value



## Mission

Better Health for  
Families Worldwide



## Vision

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



## Value

Care for Life  
Continuous Innovation  
Pursuit of Excellence  
Sustainable Partnership

# Our Innovation Milestones



**1994**  
Founded

**1998**

**600196.SH**  
A-Share listed on Shanghai Stock Exchange

**2002-2004**

**Entered pharmaceutical manufacturing field**



**01099.HK**  
**Entered pharmaceutical distribution and retail business:** Jointly established Sinopharm Group with the China National Pharmaceutical Group Corporation

**Innovation and R&D Milestones:**



**2009**

**INTUITIVE FOSUN**  
直观复星

Jointly established **Intuitive Fosun** with Intuitive Surgical



**01696.HK**  
**Sisram Medical:** The first Israeli company listed on HKEx

**2012-2013**

**02196.HK**

2012: **H-Share** listed on Hong Kong Stock Exchange, **accelerated internationalization**



2013: The first overseas M&A project

**FOSUNKite**  
复星凯特生物

Jointly established **Fosun Kite** with Kite



**Gland Pharma:** India's first injection drug company with U.S. FDA approval

**2017**

**2019**

**02696.HK**

Henlius **H-Share** listed on Hong Kong Stock Exchange



1<sup>st</sup> Biosimilar in China



Entered Stem Cell Therapeutics field

**BIONTECH**

Collaborated with BioNTech **entered into the mRNA field**



**A number of innovative products have been approved for marketing**

**NSE: GLAND; BSE: GLAND;**  
**Gland Pharma** listed on the main board of BSE limited and the main board of National Stock Exchange of India

**2020**

**2021**



**Yi Kai Da** (Axicabtagene Ciloleuceil Injection) became **the first** CAR-T cell therapy approved by NMPA for the treatment of adult patients

**COMIRNATY®** (mRNA COVID-19 vaccine) started to be vaccinated in Hong Kong SAR, Macau SAR and Taiwan Region

Licensed by **MPP** to manufacture and supply oral COVID-19 drugs from MSD and Pfizer to low-and middle-income countries around the world



The first self-developed innovative monoclonal antibody, **Han Si Zhuang** (Serplulimab Injection) was approved by NMPA for marketing



**2022**

# Contents

1

Innovative R&D

2

Global Business Landscape

3

Integrated Development

4

Corporate Social Responsibility

# Core Business Data and Honors

39,005 RMB million

FY2021 Revenue

28.70%

YoY

4,735 RMB million

FY2021 Net profit attributed to shareholders

29.28%

YoY

3,277 RMB million

FY2021 Net profit after one-off gain

20.60%

YoY

36,279

Employees worldwide\*

Over 2,800

Over 2,800 staff in the R&D team, accounting for 7.85% of all employees\*

## Top 10

among China's top 100  
Pharmaceutical Companies (MIIT)



## Five-star (Excellent)

CSR Report 2021 rating



## BBB

ESG rating

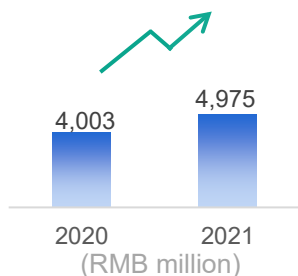
ESG

MSCI  
ESG RATINGS

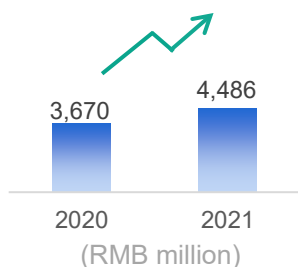
BBB

# Continuously Increasing R&D Investment

In 2021, the annual R&D expenditure was RMB**4,975** million, representing an increase of **24.28%** YOY



The R&D expenditure of the pharmaceutical manufacturing segment was RMB**4,486** million, representing an increase of **22.23%**



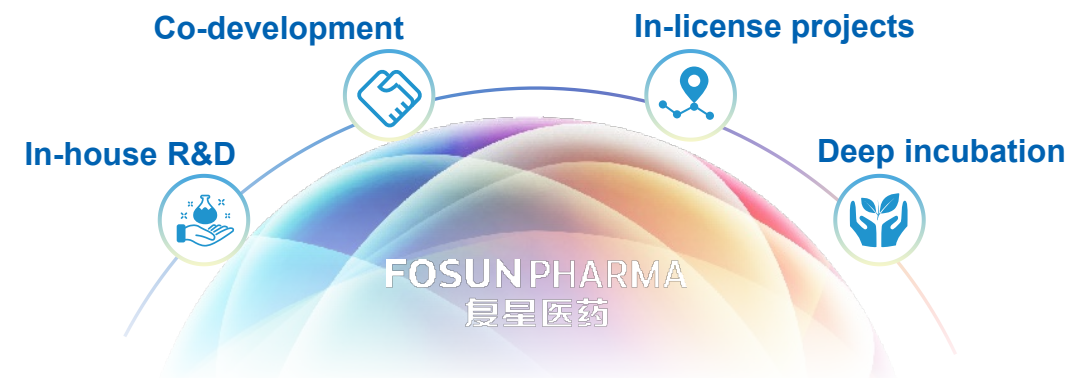
RMB **3,834** million  
R&D Expense  
**37.17%**  
YoY ↑

RMB **3,359** million  
Pharmaceutical R&D expense  
**36.10%**  
YoY ↑

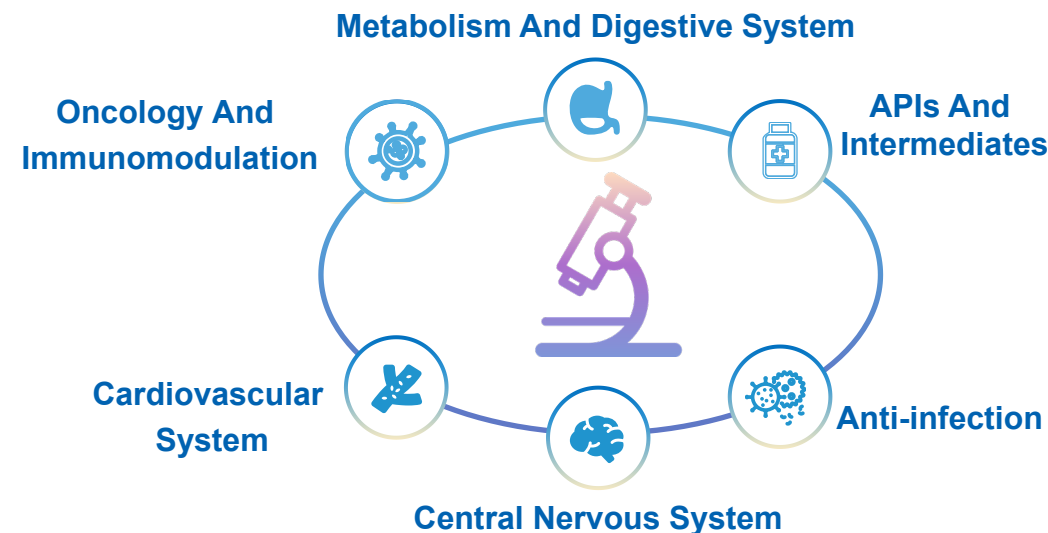


Over **2,800** staff in the R&D team, accounting for 7.85% of all employees, over **1,500** professionals with master's degrees or higher

## ● Open R&D Ecology



## ● Core Therapeutic Areas



# Innovation Achievements Continued To Benefit More Patients

## Innovative R&D enters the harvest period

After over a decade of continuous investment, many varieties such as Han Li Kang (Rituximab Injection), Han Qu You (Trastuzumab Injection), Su Ke Xin (Avatrombopag Maleate Tablets), COMIRNATY® (in Hong Kong SAR, Macau SAR and Taiwan Region) have been approved and sold in large quantities in the past three years, accelerating the implementation of innovative R&D and driving sustainable growth in the Group's performance.

## Key innovative products on the markets



### Artesun®

(Artesunate for Injection)

China's No.X-01 New Drug, saved more than 48 million lives of severe malaria patients



### Han Li Kang

(Rituximab injection)

The first biosimilar product approved in China



### Han Qu You

(Trastuzumab Injection)

The first mAb product approved in both China and the EU



### Han Si Zhuang

(Serplulimab injection)

The first self-developed innovative monoclonal antibody



### COMIRNATY®

(mRNA COVID-19 vaccine, also known as BNT162b2)

The world's first mRNA COVID-19 vaccine fully approved by FDA



### Yi Kai Da

(Axicabtagene Ciloleuel Injection)

The first CAR-T cell therapy product approved for launch in China



### Su Ke Xin

(Avatrombopag Maleate Tablets)

The first small-molecule innovative drug introduced



### Ao Kang Ze

(Netupitant and Palonosetron Hydrochloride Capsules)  
The World's first and only oral combination anti-emetic preparation that synergically blocks two key CINV receptor pathways (5-HT3 and NK1)

By the end of 2021, The Group had over **240** pipeline projects, including innovative candidates, biosimilars, generic candidates and consistent evaluation



In 2021, the revenue from new and sub-new products accounted for over **25%** of the revenue in the pharmaceutical manufacturing segment



# In-house R&D: Bio-Medicine Core Pipeline

**HENLIUS**  
02696.HK

**5**  
Products  
launched in China

HAN LI KANG (rituximab)  
HAN QU YOU (trastuzumab)  
HAN DAY UAN (adalimumab)  
HAN BEI TAI (bevacizumab)  
HAN SI ZHUANG (serplulimab)

**1**  
Product launched  
in EU

Zercepac®  
(trastuzumab)

**13**  
Indications  
launched



**2**  
NDAs accepted  
for review



**12+9**  
Candidates / Combo  
Therapies under  
Clinical Studies

**20+**  
Clinical studies

**70+**  
Clinical approvals

Major  
therapeutic  
areas



oncology



autoimmune  
diseases



ophthalmic  
diseases

Commercial Capacity Currently: **24,000L**

	Products	Targets	Indications	Pre-clinical	IND	Phase 1	Phase 2	Phase 3	NDA
Under Clinical Studies	HLX10 <sup>(1)</sup> (serplulimab)	+chemo	PD-1	squamous non-small cell lung cancer 1L	Global multi-centre clinical study				
				extensive-stage small cell lung cancer 1L	Global multi-centre clinical study				
	HLX10 <sup>(1)</sup> (serplulimab) 	+chemo	PD-1	metastatic esophageal squamous-cell carcinoma 1L					
				neo-/adjuvant treatment of gastric cancer					
		+HANBEITAI	PD-1+VEGF	non-squamous non-small cell lung cancer 1L					
				hepatocellular carcinoma 1L					
				metastatic colorectal cancer 1L					
				squamous cell carcinoma of the head and neck 2L					
	+HLX07	PD-1+EGFR	squamous non-small cell lung cancer 1L						
	HLX04-O <sup>(2)</sup>		VEGF	wet age-related macular degeneration	Global multi-centre clinical study				
	HLX22 + HANQUYOU		HER2+HER2	gastric cancer					
	HLX07 <sup>(3)</sup>		EGFR	solid tumours (non-small cell lung cancer, esophageal carcinoma, etc.)					
	HLX208 <sup>(4)</sup>		BRAF V600E	solid tumours (metastatic colorectal cancer, non-small cell lung cancer, etc.) LCH and ECD					
	HLX11 (pertuzumab)		HER2	breast cancer					
	HLX05 (cetuximab) <sup>(5)</sup>		EGFR	metastatic colorectal cancer, squamous cell carcinoma of the head and neck					
	HLX12 (ramucirumab)		VEGFR2	gastric cancer, metastatic non-small cell lung cancer and metastatic colorectal cancer					
	HLX20 <sup>(6)</sup>		PD-L1	solid tumours					
HLX14 (denosumab)		RANKL	osteoporosis						
HLX26		LAG-3	solid tumours, lymphomas						
HLX35 <sup>(7)</sup>		EGFRx 4-1BB	solid tumours						
HLX301 <sup>(8)</sup>		PD-L1x TIGIT	solid tumours						
HLX13 (ipilimumab)		CTLA-4	melanoma, renal cell carcinoma and metastatic colorectal cancer						
HLX15 (daratumumab)		CD38	multiple myeloma						
HLX23 <sup>(9)</sup>		CD73	solid tumours						

(1) IND approved in China, the US, the EU, etc.

(2) IND approved in China, Australia, the US, Singapore and the EU countries, etc.

(3) IND approved in China and the US

(4) Commercialization rights in China including Hong Kong, Macau and Taiwan China were obtained

(5) Commercialization rights in China have been granted to Shanghai Jingze

(6) IND approved in China and Australia

(7) Global commercialisation rights excluding Chinese mainland, Hong Kong, Macao and Taiwan China have been granted to Binacea

(8) Clinical Trial Notification has been acknowledged by the Therapeutic Goods Administration in Australia

(9) IND approved in the US

# In-house R&D: Innovative Small Molecule Core Pipeline



## FOCHON PHARMACEUTICALS

Pipeline candidates FCN-437  
in Phase III clinical trial

FCN-159 (MEK)  
clinical trial in China, U.S. and  
Europe

The right outside of Chinese  
Mainland, Hong Kong SAR and  
Macau SAR of FCN-338 (BCL-2)  
was granted to Lilly



## FOSUN ORINOVE

Pipeline candidate Orin1001  
is with novel target, MOA and  
compound

Therapeutic Area	Project	Target/MOA	Indication	Pre-Clinical	IND	Phase 1	Phase 2	Phase 3	NDA
Anti-tumor	FCN-437c	CDK4/6	Breast cancer (1L)	Approved to enter Phase 3 clinical trial by NMPA in January 2022					
			Breast cancer (2L)	Approved to enter Phase 3 clinical trial by NMPA in January 2022					
	SAF-189	ALK	Non-small cell lung cancer	Initiated Phase 3 clinical trial in Chinese Mainland in January 2022; approved to enter clinical trials by FDA					
			ROS1	Non-small cell lung cancer	Approved to enter clinical trials by FDA				
	HLX-208	BRAF V600E	Solid tumors (metastatic colorectal cancer, non-small cell lung cancer, etc.) LCH and ECD5	Approved to enter Phase 1b/Phase 2 clinical trials by NMPA in January 2022					
	FCN-159	MEK	Neurofibromatosis type 1	Approved to enter clinical trials by NMPA in May 2021; approved clinical trials in the U.S. and Europe					
			Low-grade glioma						
			Malignant melanoma						
	ORIN1001	-	Solid tumor	Approved Phase 1 clinical trial in the U.S.					
	FCN-647	BTK	Relapsed or refractory malignant B-cell lymphoma						
	YP01001	VEGFR, etc.	Advanced solid tumor						
	FCN-338 <sup>1</sup> <i>Lilly</i>	BCL-2	Hematological malignancies	Approved Phase 1 clinical trial in the U.S.					
			Relapsed or refractory B-cell lymphoma	Approved to enter Phase 1 clinical trial by NMPA in October 2021					
	FH-2001	FGFR/PD-L1	Advanced malignant solid tumors	Approved to enter Phase 1 clinical trial by NMPA in August 2021					
PLK1 Inhibitor	PLK1	KRAS mutations in colorectal and non-small cell lung cancer							
CHK1 Inhibitor	CHK1	Ovarian cancer and other solid tumors							
IRAK4/BTK Inhibitor	IRAK4/BTK	DLBCL							

Note 1: granted Lilly exclusive right to develop, manufacture and commercialize in all countries and regions excluding Chinese Mainland, Macau and Hong Kong

Note 2: last update on 28th February 2022

# In-house R&D: Innovative Small Molecule Core Pipeline

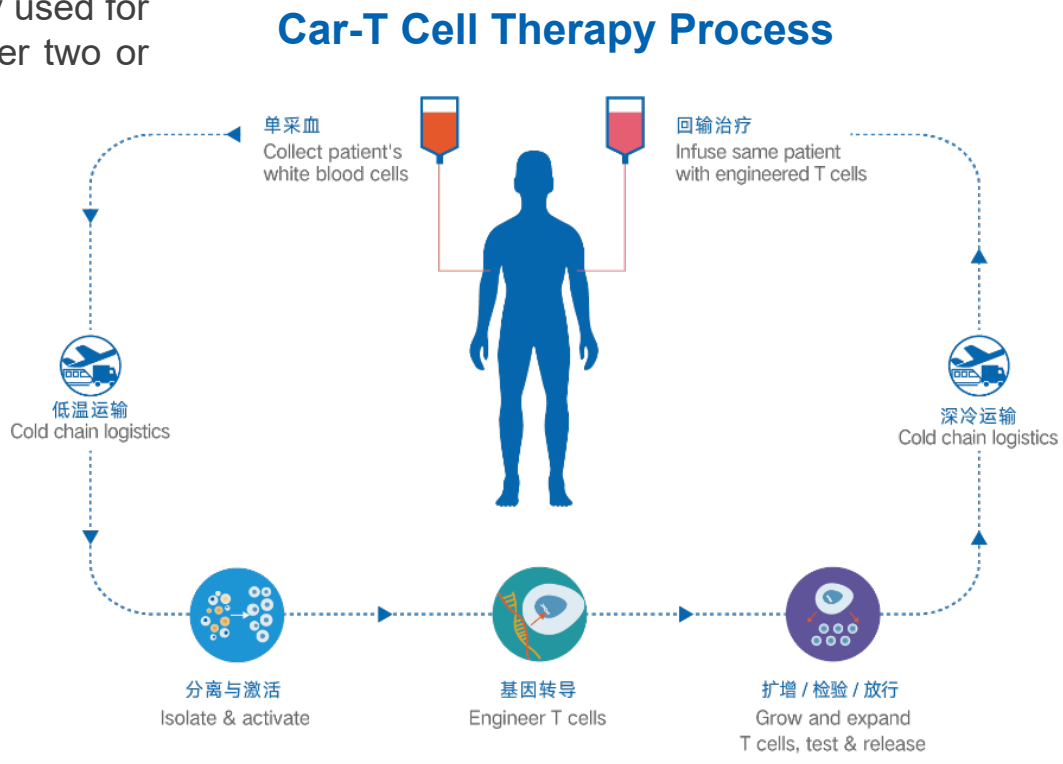
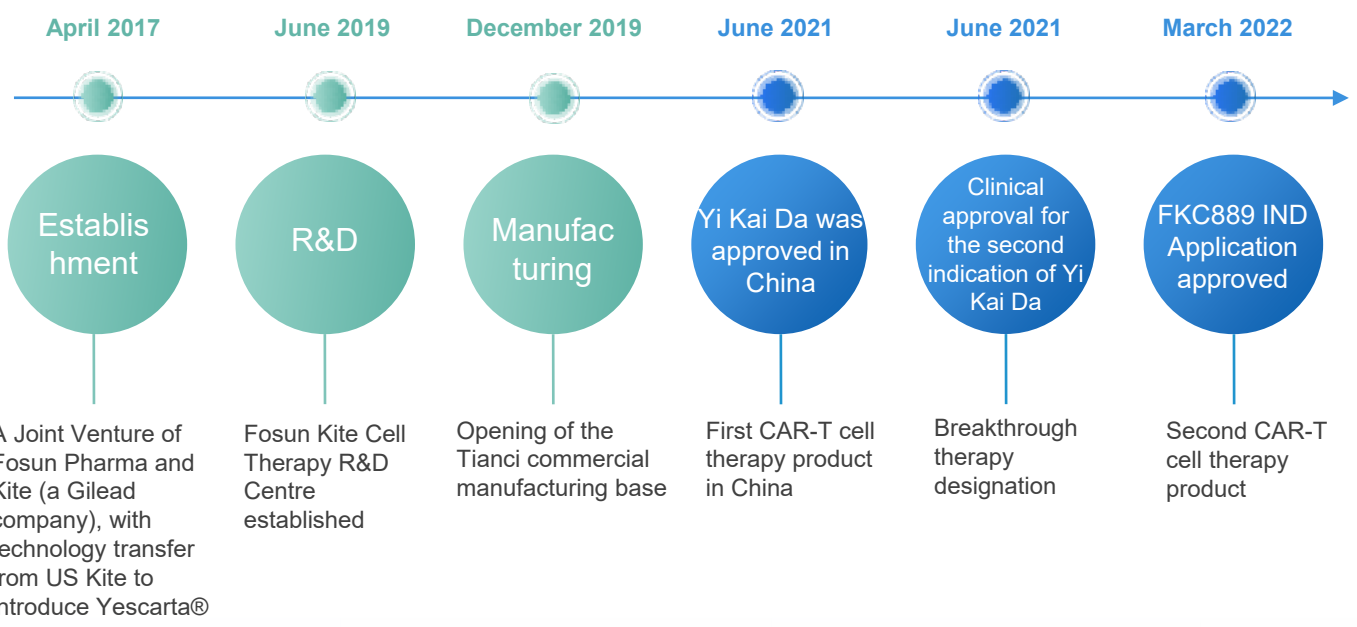
Therapeutic Area	Project	Target/MOA	Indication	Pre-Clinical	IND	Phase 1	Phase 2	Phase 3	NDA
Nervous System	Opicapone Tablet	COMT	Parkinson's syndromes	Launched Ongentys in Europe*					
Blood System	Avatrombopag Tablet	TPO-R	Chronic idiopathic thrombocytopenic purpura						
	Tenapanor Tablet	NHE 3	End-stage Renal Disease – Hemodialysis						
Metabolism and Digestive System	Ferric Pyrophosphate Citrate	-	Iron replacement for HD patients						
	Tenapanor Tablet	NHE 3	Irritable Bowel Syndrome with Constipation						
	FCN-207	URAT1	Hyperuricemia / Gout						
	FCN-342	URAT1	Gout	Granted Phase 1 clinical trial by NMPA in November 2021					
Infectious Diseases	Molnupiravir	RNA polymerase	Treatment of COVID-19						
	Paxlovid	3CL Protease	Treatment of COVID-19						
	mRNA vaccine BNT162b2	-	Immunization to prevent COVID-19	Administrated in Hong Kong, Macau and Taiwan region					
	PA-824	-	XDR – Tuberculosis MDR – Tuberculosis	Launched Pretomanid in the U.S.*					
Others	Fortacin spray (Lidocaine Prilocaine spray)	-	Premature ejaculation	Launched in Europe*					
	ET-26	-	Anesthesia						
	ORIN1001	-	Idiopathic pulmonary fibrosis	Initiated Phase 1 clinical trial in Chinese Mainland in February 2022; Phase 1 clinical trial in the U.S.					
	S1PR1 agonist	S1PR1	Inflammatory bowel disease						
	FCN-016	ROCK	Glaucoma						
	Blood coagulation factor FXLa inhibitor	FXLa	Antithrombotic						
	FH2002	Complement Factor B	IgA nephropathy and other immune abnormalities						

# Co-Development: CAR-T Cell Therapy

## Fosun Kite: Focus on cancer curing



In June 2021, **Yi Kai Da (Axicabtagene Ciloleucel Injection)** by Fosun Kite, a joint venture, became the first CAR-T cell therapy product approved for launch in China. It is mainly used for the treatment of adult patients with relapsed or refractory large B-cell lymphoma after two or more lines of systemic therapy



### Headquarters

Zhangjiang, Shanghai

- From Biotech to Biopharma Fosun Kite
- commercialization progresses rapidly
- Over 400 employees

1

### R&D Center

- A team of talented scientists
- Extensive R&D pipeline

1

### Manufacturing Base

- High standard GMP preparation
- Advanced production process
- Full process QA
- Scale commercial production capacity

1

### Commercialized Product

- Yi Kai Da®
- The first CAR-T cell therapy product approved in China

81

### High Standard Treatment Centers

- Covering 25 provinces and cities
- Help patients to be treated nearby

Included in urban inclusive supplementary medical insurance in 24 Provinces and Cities

- Improve product accessibility to reach more patients

Note: Date as of the end of Mar. 2022

# Co-Development: mRNA COVID-19 Vaccine

**COMIRNATY®** (mRNA COVID-19 vaccine, also known as BNT162b2)

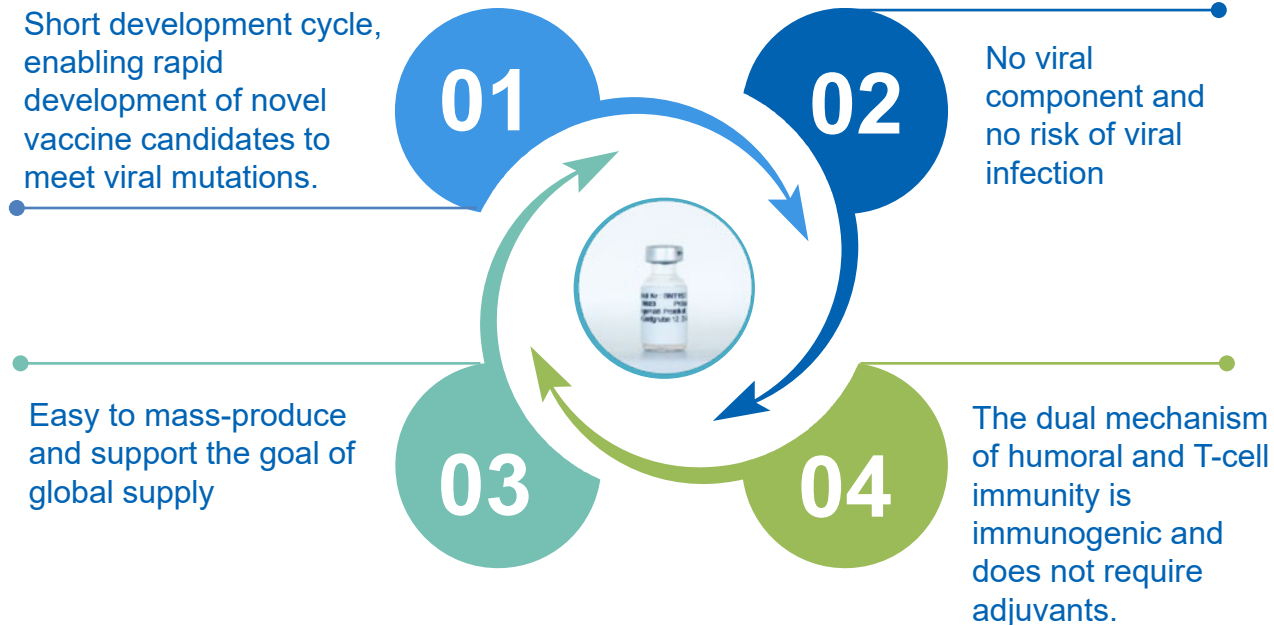
**BIONTECH**

**FOSUN PHARMA**  
复星医药

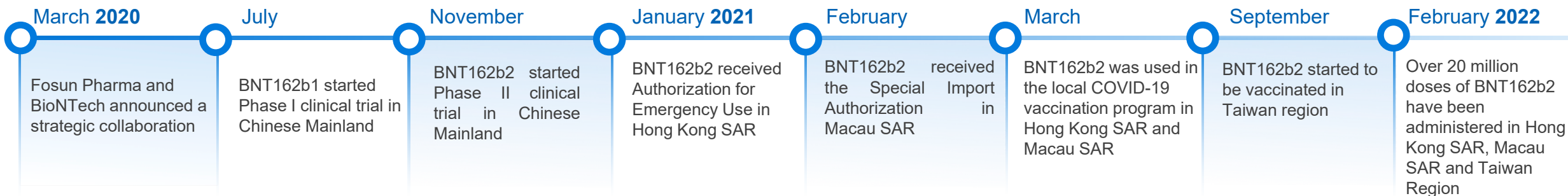
In March 2020, Fosun Pharma has been licensed by BioNTech to exclusively develop and commercialize COVID-19 vaccines based on its mRNA technology platform in the Chinese Mainland, Hong Kong SAR, Macau SAR and Taiwan region.

By the end of Feb, 2022, more than 20 million COMIRNATY® (mRNA COVID-19 vaccine) has been administered in Hong Kong, Macau and Taiwan, helping to establish the COVID-19 barrier in the region

## Advantages of mRNA vaccine






## Collaboration Milestone






## Su Ke Xin (Avatrombopag Maleate tablets)

**The first innovative small molecule drug introduced was approved by NMPA for marketing in 2020**

-  The world's first and only oral-use tablet approved to treat low blood platelet count in adults with long-lasting (chronic) liver disease (CLD), bringing a leading global clinical treatment option for Chinese patients with CLD related thrombocytopenia.
-  Included in NRDL in China in Dec. 2020 which came effective in Mar. 2021 in 30 provinces.
-  Realized revenue of RMB426 million in 2021



## Long-lasting DaxibotulinumtoxinA Product - RT002

-  Licensed in the first long-lasting DaxibotulinumtoxinA product in Chinese Mainland, Hong Kong and Macau;
-  Completed enrollment of the Phase 3 clinical study in China for the treatment of moderate-to-severe glabellar lines (aesthetic indication) and for cervical dystonia (therapeutic indication)
-  Safety: formulated without human blood derived products or manufactured using animal derived proteins. 3,800 cases showed no severe adverse events. Duration: median time is 24 weeks





- **FCN-338**

Fochon Pharma, a subsidiary of the company, granted Lilly the rights to develop, manufacture and commercialize **BCL-2** inhibitor in regions except Chinese Mainland, Hong Kong and Macau for up to US\$440 million in license fees



Expressions for a Healthy Life



We make it better

- **Han Qu You (Zercepac)**

Henlius granted Intas Pharmaceuticals to exclusive commercialize Han Qu You (Zercepac) in the United States and Canada and granted Accord to exclusive commercialize Han Qu You (Zercepac) in Europe and part of the Middle East, North Africa region and the Commonwealth of Independent States

Zercepac® (150mg) has been marketed in nearly 20 EU countries and regions



- **Han Da Yuan (Adalimumab)**

Henlius granted Getz Pharma to commercialize Han Da Yuan in 11 countries in Asia, Africa and Europe



- **Han Si Zhuang (Serplulimab)**

Henlius granted KG Bio to exclusive commercialize Han Si Zhuang (Serplulimab) in Southeast Asia

## Early-stage Investment

- Participated in overseas healthcare professional funds for access to leading technologies globally with potential in-license and other collaboration opportunities



- Fosun Health Capital has completed financing as its first VC fund for innovative drugs.
- Projects invested so far include Biomissile (bi-specific antibody) and Tianjin JuveStar (medical aesthetic)



## Deep Incubation



- Established in 2017, **Fosun Lead** focuses on the cutting-edge cross-fields of global biotechnology and information technology.
- Focusing on world leading biotechnologies and information technologies, including precision repair technology for gene cell therapy, AI-assisting precision medicine for Oncology, personalized new antigen immunotherapy and intestinal microbial flora technology, etc.
- Presence in world-leading technology products, including portable MRI, handheld ultrasound device and Protein Sequencer, etc.



- **Fosun Pharma US Innovation Hub** (FUSION BioVenture) is a platform under Fosun Pharma US in Boston
- In 2019, Fusion incubated Archimmune Therapeutics which has two immuno-oncology platforms: personalized cancer vaccine (ACNP) and Multi-specific immuno-nano therapy (MINP)



# Contents

1

Innovative R&D

2

Global Business  
Landscape

3

Integrated Development

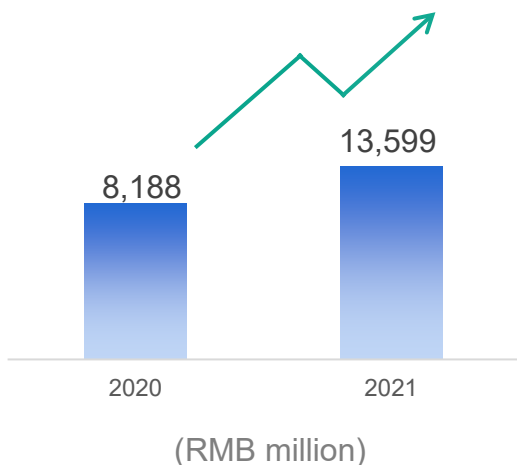
4

Corporate Social Responsibility

# Global Operation Capability Further Improved

## Revenue from regions outside Chinese Mainland and other countries in 2021

RMB **13,599** million  
%Total Revenue: 34.86%



## Global presence

### Innovation R&D

- **First** domestic biosimilar launched overseas
- Covering pharmaceutical, medical devices, etc. through incubation, early stage investment, BD and In-house R&D

📍 Europe

★ China

📍 United States

📍 India

📍 Africa

### Incremental Product value

- Commercialization team with around **800** employees, covering **39** countries and regions in Africa
- The first regional pharmaceutical distribution hub in Africa put into operation in Côte d'Ivoire in Oct. 2021.

### Differentiation Advantage

- Gland Pharma revenue from operations increased **29.48% YoY\***
- World-class manufacturing facilities; rich overseas registration experiences; products market in United States, Europe, etc.

\*According to Gland Pharma's financial statements in local currency)

Building the Second Headquarter in the U.S with full capacity of R&D, production and commercialization

# Global Commercialization System

## Domestic team

 BU Based Sales Team

 New Retail Team

- 1 >6,900 Staff
- 2 >40 Countries/Regions
- 3 >1,200 Staff in the Overseas Commercialization Teams

## Overseas team

 Africa

 The U.S. and Other Markets

### In African Markets:

- Business presence in 39 countries and regions;
- 800 staff including front-line sales, registration, distribution, promotion, and post-marketing safety alerts, established a solid foundation for registration, marketing and sublicense from MPP

### In U.S. Market:

- Collaborated with 5 major wholesalers, 16 group purchasing organizations (GPOs), and 9 distributors in the U.S. market. Over 10 collaboration contracts covered 75% of the integrated network distribution thereby forming a multichannel market coverage

# Global Manufacturing System



Yao Pharma



Wanbang  
Biopharmaceuticals



Sublicensed from MPP to manufacture oral COVID-19 drugs from MSD and Pfizer with world-class manufacturing facilities and to commercialize in agreed on low-and middle-income countries



Gland Pharma



Henlius



## Global Standard

- **Over 10 production lines** for API and formulation of Yao Pharma, Wanbang Biopharmaceuticals and Guilin Pharma **received GMP certification for the U.S., Europe and other markets**
- The production line of **heparin sodium injection** of Wanbang Biopharmaceuticals **passed the on-site review by the FDA** in Jan. 2022 and is qualified to supply the U.S. market
- Gland Pharma received GMP certifications from the U.S., EU, Japan, Australia and other markets .



Guilin Pharma  
(Antimalarial drug)



Avanc Pharma  
(special formulation)



## Improved Efficiency: from API to formulation

- **Integration** of manufacturing facilities to improve efficiency, accelerating the construction of Xuzhou and Chongqing comprehensive facilities and of API facilities in Changsha, Xuzhou and Chongqing



Sino API Facility



Chongqing API Facility



## Increased Biopharmaceutical Production Capacity

- Henlius Xuhui Facility has commercial production capacity of **24,000L** and received **GMP certification from Europe**.

# Contents

1

Innovative R&D

2

Global Business Landscape

3

Integrated Development

4

Corporate Social Responsibility

# Accelerating the Strategic Upgrade and Internal Integration

Fosun Pharma actively promoted the integration of systems and resources in R&D, supply chain, manufacturing and commercialization to enhance synergies and operational efficiency and promote solid financial growth

## Pharmaceutical Manufacturing Segment

**Clarifying business boundaries with divisions and accelerating specialization**

- At the beginning of 2022, the pharmaceutical manufacturing segment was upgraded and divided into: Innovative Medicines Division, Established Medicines Manufacturing & Supply Division and Vaccines Division
- Acquired Adgenvax and integrated with Aleph Biomedical to develop bacterial and viral vector vaccine platforms

## Medical Diagnostics Segment

**Upgrading strategic layout with an emphasis on both internal and external growth**

- The major products including immune diagnosis, biochemical diagnosis, microbiological diagnosis, molecular diagnosis, POCT, ICL, etc.
- Providing customers with comprehensive solutions



## Medical Devices Segment

**Continued to strengthen independent operation capability**

Three major business divisions: have been initially formed: **Medical aesthetics, Respiratory Care and Professional Medical Care**

## Healthcare Services Segment

**Vision: Medical-grade, full-scenario and one-stop health ecosystem**

**Mission: Making families healthier and life better**

# Pharmaceutical Manufacturing

In 2021, the revenue from **pharmaceutical manufacturing segment** reached RMB**28,904** million, up by **32.10%** YOY.

In 2021, the revenue from new and sub-new products accounted for over **25%** of the revenue of the pharmaceutical manufacturing segment

## ● Core Therapeutic Areas of Pharmaceutical Manufacturing Segment



### Major products of anti-tumor and immune modulation

#### Han Li Kang (Rituximab Injection)

The first biosimilar product approved in China. 2021 sales RMB**1,690 million**, **125.33%** YoY



#### Han Qu You (Trastuzumab Injection)

The first mAb product approved in both China and the EU. 2021 sales revenue RMB**932** million.



#### Su Ke Xin (Avatrombopag Maleate Tablets)

2021 sales RMB**426** million.



### Major products of anti-infection

#### mRNA COVID-19 vaccine

By the end of February 2022, over **20 million** doses of BNT162b2 have been administrated in Hong Kong SAR, Macau SAR, and Taiwan region, helping to establish the local COVID-19 immune barrier.



#### Artesunate and other anti-malarial product

have saved more than **48** million lives



#### SPAQ-CO® Disp for the prevention of malaria in children

contribute to the effective reduction of incidence rate and mortality rate caused by malaria among children under **5** years old in Africa



### Major products of metabolism and alimentary system comprise

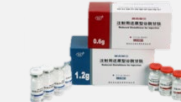
#### Yi Bao (human erythropoietin for injection)

for the treatment chemotherapy-induced anemia in patients with non-myeloid malignancies were approved for launch in Chinese Mainland.



#### Atomolan tablets (glutathione tablets)

2021 sales over RMB **500** million



### Major products of central nervous system

- Qi Wei (quetiapine fumarate tablets),
- Chang Tuo Ning (penehyclidine hydrochloride injection)
- Ao De Jin (deproteinized calf blood injection)
- Qi Cheng (escitalopram tablets)



### Major products of cardiovascular system

- Heparin series preparations
- Bang Tan (Telmisartan tablets)
- Bang Zhi (pitavastatin calcium tablets)



# Medical Devices and Medical Diagnosis

In 2021, the revenue from **medical devices and medical diagnostics segment** reached RMB**5,938** million, up by **13.82%** YoY.

## FOSUN MEDTECH 复星医疗器械

Fosun Med-tech integrated several subsidiaries at home and abroad and has initially formed three major business divisions with **medical aesthetics, respiratory care and professional medical care**. It is committed to building a global leading operating platform for the medical device industry.

### 1 Medical Aesthetic area

Building a Wellness Ecosystem



Sisram Medical (01696.HK), the core platform for medical aesthetics, continues to build a wellness ecosystem through innovative product portfolio, diversified market strategy and global strategic layout, based on four core businesses of **medical aesthetic capital equipment, aesthetic dentistry, injectables and personal care** business units.

US\$ **294** million

**81.56%**

Revenue

YoY

US\$ **31.245** million

**134.15%**

Profit attributable to owners of the parent

YoY



**Alma**

Energy-based  
Devices

#### Alma - The world's leading provider for energy-based medical aesthetic devices

Launched innovative products including Soprano, ThermoLift, Harmony, BeautiFill by LipoLife, etc.

New Launches:

- Body contouring and skin tightening platform Alma PrimeX;
- Alma Duo, a revolutionary treatment for men



**LMNT.**

Personal Care

#### LMNT for personal care

- New brand LMNT for home use devices
- Launched LMNT one, the first product, on Tmall International in February 2022. Inheriting Alma 20+ years of beauty technology accumulation and consumer insight, adhering to the product research and development principles of energy, efficiency, comfort and safety, aiming to provide more convenient home beauty care products for global consumers.



**copulla**  
FASHION

Aesthetic  
Dentistry

#### Aesthetic Dentistry

- Building the new global comprehensive digital dentistry brand, **copulla**
- Integrated Fosun resources, completed the acquisition of Fashion in July 2021



(IBSA, Raziell,  
Revance)

Injectables

#### Injectables

- Profillio is under clinical trial in Chinese Mainland
- Entered into a sublicense agreement with Fosun Industrial for the commercialization of the first long-lasting DaxibotulinumtoxinA product RT002 for the treatment of aesthetic indications in Chinese Mainland, Hong Kong and Macau in July 2021\*
- Invested in Tianjin Xingsiyi with Fosun Pharma and entered into silk fibroin-sodium hyaluronate products in January 2022



## 2 Respiratory Care

### Layout of Respiratory Health Ecological Industry

Fosun Pharma medical devices segment continues to expand and enrich the respiratory product line. With 30 years of experience, Our Swedish professional mechanical ventilation company, Breas, provides innovative respiratory solutions to patients worldwide through three operating centers in Sweden, the United States and China

In April 2021, focusing on Hainan's "Smart Manufacturing" strategy, the local manufacturing of Breas ventilators was launched and implemented. In March 2022, the localization project of Vivo3 / Vivo 45 was officially launched.

# BREAS



Global Presence + Local Manufacturing

## 3 Professional Medical Device

### Providing solutions from pre-hospital care to hospital specialist solutions

In the field of professional medical devices, closely focusing on clinical needs, Fosun Med-tech provides total solutions from pre-hospital care to hospital surgery, covering first-aid units, medical equipment focusing on core tracks such as neurosurgery /orthopedics /oncology, high-end surgical robotic systems and medical consumables, comprehensive layout of China's medical technology and service market.

<p>Mobile CT of body&amp;traumatic apoplexy ambulance</p> <p>Benz ICU ambulance of Negative pressure</p>	<p>EOS Whole Body Bone 3D Modeling Imaging System</p> <p>X-ray brachytherapy system</p>	<p>Da Vinci surgical robotic systems</p>
		<p>As of 31 December 2021, 270 Da Vinci Surgical Robotic Systems were installed in Chinese Mainland, Hong Kong and Macau. <b>6,730 systems were</b> installed worldwide and performed over 10 million surgeries</p>
<p>P2+ mobile biosafety laboratory vehicle</p> <p>P2+ automatic nucleic acid detection vehicle</p>	<p>ARTAS Hair Transplant Surgical Auxiliary Robot</p>	<p>In October 2021, <b>da Vinci Innovation Center</b> put in operation in Zhangjiang High-Tech Park, Shanghai</p>

## FOSUN DIAGNOSTICS 复星诊断

In 2021, Fosun Pharma's medical diagnosis segment actively promoted strategic upgrading and internal integration in accordance with the business focus and characteristics of each base and subsidiary. It accelerated the integration and operation integration process of the diagnostic sector, completed the rename of all subsidiaries and constructed a vertical management structure, centralized management of core functions to promote its long-term sustainable development



## Six R&D & Manufacturing Bases

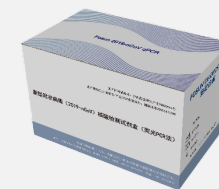


## Adhering to Independent Innovation, Efforts in Pandemic Prevention and Control

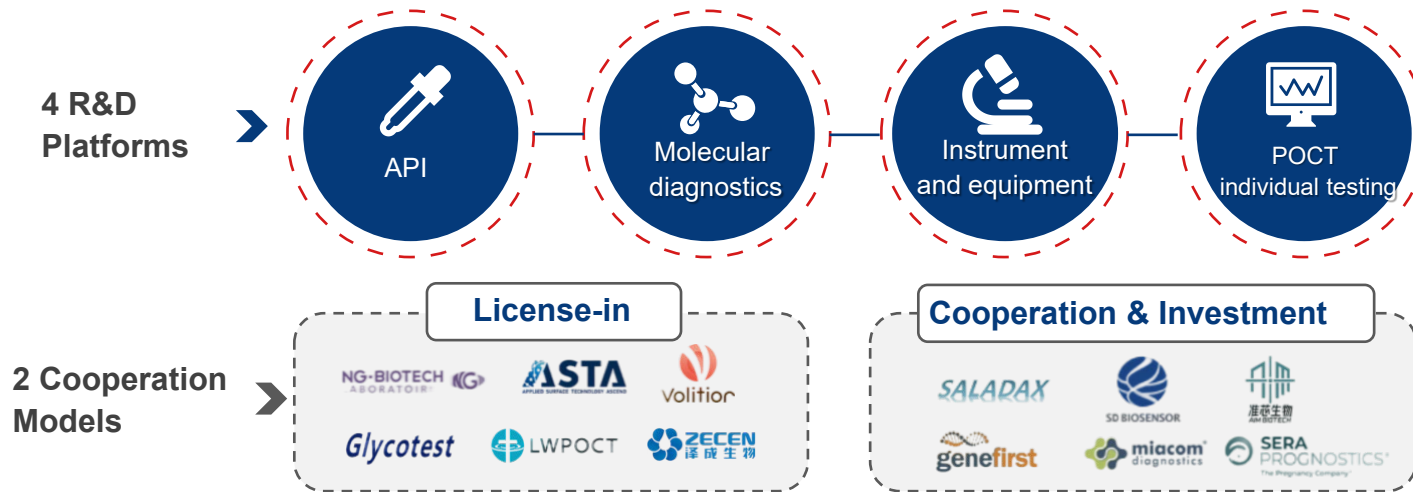
In April 2022, the **Novel Coronavirus (2019-nCoV) Antigen Detection Kit (Colloidal Gold)** self-developed by Fosun Diagnostics has received approval from the China's National Medical Products Administration (NMPA). The product has obtained the EU CE certification, duly completed BfArM registration in Germany, and officially endorsed by the EU Health Security Committee Common List (EU common list).



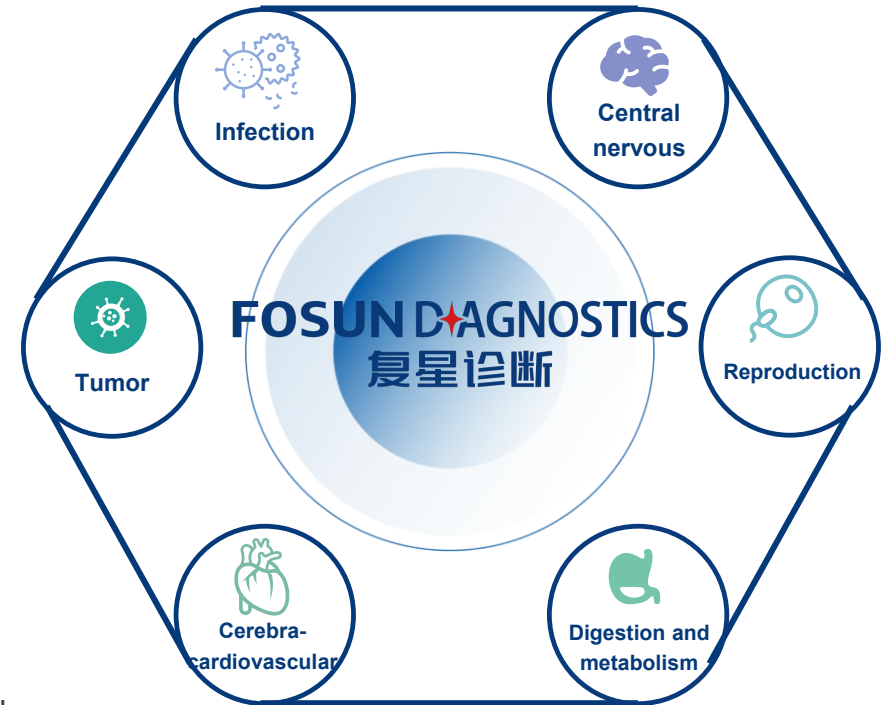
In March 2020, the **Novel Coronavirus (2019-nCoV) RT-PCR Detection Kit** independently developed by Fosun Diagnostics received the NMPA's approval for emergency use while obtained the Registration Certificate for Medical Device (in vitro diagnostic reagents). Our Covid-19 test kits have also acquired relevant qualifications and certifications in the United States, European Union, Australia and many other countries and regions.



## “4+2” Platform



Construct a large-scale fully automated assembly line and small-scale POCT clusters around six major therapeutic areas



- In-house R&D**
  - Mainstay instruments and reagent products for routine testing
  - Key core technologies
- Technology Transfer**
  - Broad market application scenarios
  - Fast marketing needs
- Co-Development**
  - Technologies under incubation by domestic and international originators
  - Collaboration projects with university or laboratory

## FOSUN HEALTH 复星健康

- In 2021, the revenue from **healthcare services segment** reached RMB**4,118** million, up by **29.82 %** YOY.
- In 2021, Fosun Pharma's healthcare service upgraded to build a digital and online healthcare service platform. Taking "medical-grade, full-scenario and one-stop health ecosystem" as the vision and "making families healthier and life better" as the mission, Fosun Health provides users with one-stop healthcare services based on medical-grade trust and closed-loop solutions throughout the treatment course, and becomes a "leader of active family health management".

### Offline Healthcare Services

#### Covered Region

Pearl River Delta, Yangtze River Delta, Beijing-Tianjin-Hebei Area, Sichuan-Chongqing Area and the Central China Economic Belt  
5,532 beds in medical institutions controlled by the Group by the end of February 2022

#### Healthcare Resources

- 3000+ doctors
- 30+ subsidiary/holding hospitals
- 220,000+ cooperative doctors
- 20,000+ cooperative hospitals

#### Strong medical capabilities

**7 Tertiary Hospitals (scale), 9 Secondary Hospitals**  
Top 2 non public hospital group in China (Ailibi ranking)

### Medical Institutions

#### Pearl River Delta Greater Bay Area Foshan Fosun Chancheng hospital



- Class III General Hospital with 1,200 beds
- Received JCI certification
- TOP1 non public hospital in China for 4 consecutive years

#### The Third Affiliated Hospital of Guangdong Pharmaceutical University (Guangzhou Xinshi Hospital)



- Class III General Hospital in first-tier city with 800 beds

#### Shenzhen Hengsheng Hospital



- Class III General Hospital in first tier city with 600 beds

#### Major Medical Institutions in Other Strategic Region



# Healthcare Services

Since 2021, Fosun Pharma promoted medical internet transformation by actively exploring online and offline integrated service models

**A total of 6 Internet Hospital Licenses were obtained**

5 Invested medical institutions (including associated hospitals) inclusive of Foshan Chancheng Hospital  
Yinchuan Fosun Internet Hospital Co.,Ltd.

**Building online healthcare service platform** to provide healthcare services, pharmaceutical e-commerce , insurance, Special Disease Healthcare and Consumer & Healthcare Services



# Contents

1

Innovative R&D

2

Global Business Landscape

3

Integrated Development

4

**Corporate Social  
Responsibility**

# Corporate Social Responsibility

Issued corporate social responsibility report for

**14** consecutive years

**Five-star Rating (Excellent)**

MSCI ESG Rating **BBB**



ESG

MSCI  
ESG RATINGS

BBB

FOSUN FOUNDATION  
复星基金会



Fosun Care 121, a Healthcare Initiative,  
guarding health with responsibility



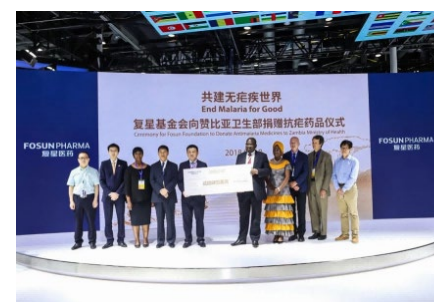
In response to the Health China Strategy and Rural Revitalization Strategy, we launched the strategic cooperation of "Rural Revitalization Health Demonstration Project"



Developing hand in hand with the Rural Medical Talent Revitalization Program to promote health development in rural areas



The Future Star Program continues to support education and inspire outstanding teachers and students in universit



Helping Africa fight malaria  
Build a malaria-free world



Donation of RMB10 million in cash and medical supplies for disaster-stricken areas in Henan Province

## Awards & Honors

**Award for Corporate  
Responsibility Social  
Contribution in China  
2020**

**China Top 500 ESG  
Companies**

**Award for  
Contribution to the  
Fight Against  
COVID-19 2020**

**Outstanding  
Enterprise of Social  
Responsibility Report  
in Shanghai**

**Outstanding Enterprise  
in Corporate Social  
Responsibility and  
Technology Innovation  
in “2021 China Benefit  
Corporation”**



# 8 Principles for Fosuners

1



## Customer First

Focus on customer needs and help them resolve problems by every means, in order to improve their experience and maximize customer value.

2



## Entrepreneurship

Start from value creation; be self-motivated and push beyond your limits; pursue excellence and keep advancing.

3



## FC2M Ecosystem Mindset

Proactively understand Fosun's industries, resources and personnel, be good at exploring and integrating internal and external resources from customers' perspectives to realize multiplier effect.

4



## Staying Innovative

Embrace change and keep a keen observation of the market; meet customers' needs with innovative thinking and promote continuous evolution of products and organizations.

5



## One Step Ahead

Possess strategic foresight and agile execution ability; always stay one step ahead of others in everything.

6



## Coopetition

Organization has boundaries while responsibility does not. Stimulate vitality of the organization with healthy coopetition and achieve the ultimate goal through integration and cooperation.

7



## Lifelong Learning

Be humble and pursue lifelong learning; make full use of Fosun's resources to quickly master and digest knowledge and put it into practice.

8



## Persistency

Set a fixed course in the right direction; endure the challenges and hardships; make time your friend; never give up until you accomplish your goal.

# Learn more about Fosun Pharma

Our Official Website:  
[www.fosunpharma.com](http://www.fosunpharma.com)



Scan the QR code to follow our  
Wechat Official Account



Scan the QR code to follow our  
Wechat Channels



Scan the QR code to follow our  
Weibo Official Account

# Disclaimer and Trademark Copyright

Fosun Pharma, the Representor or the Provider will not warrant the accuracy, the completeness and the timeliness of all information and contents, including predictive description, contained in the PPT documents/visual materials. In the event of any mistake, omission, and inaccuracy, Fosun Pharma, the Representor or the Provider should not be held for any liabilities in this regard.

The PPT documents/visual materials will not include and should not be deemed as any investment proposals. The investor should take their own responsibilities for any determinations so come to based upon the information contained in the PPT documents/visual materials.

Fosun Pharma is entitled to all rights, including copyright, pertaining to the PPT documents/visual materials. The characters, the designs and other related logos, like “FOSUN PHARMA” and “复星医药”, are the trade name, trademark and the logos legally owned by Fosun Pharma. Without written consent offered by Fosun Pharma, any third party should not utilize such materials and information in any manner, including reprinting.

FOSUN PHARMA  
复星医药

THANKS