

Stock code: 300759.SZ

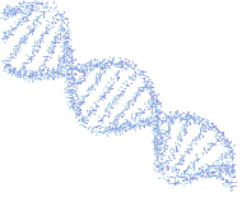
Stock code: 3759.HK

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First Quarterly Results



April, 2023



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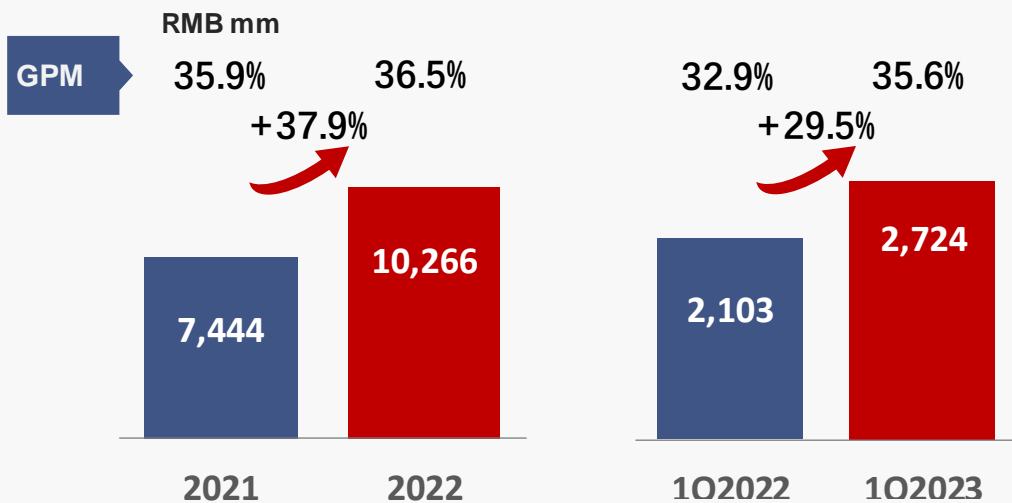
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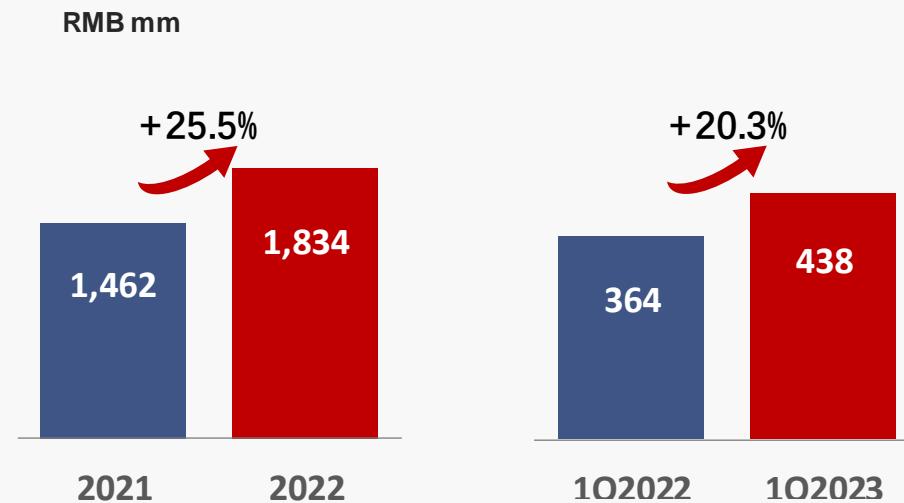
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1Q2023 Continued Strong Growth of Revenue & Profit

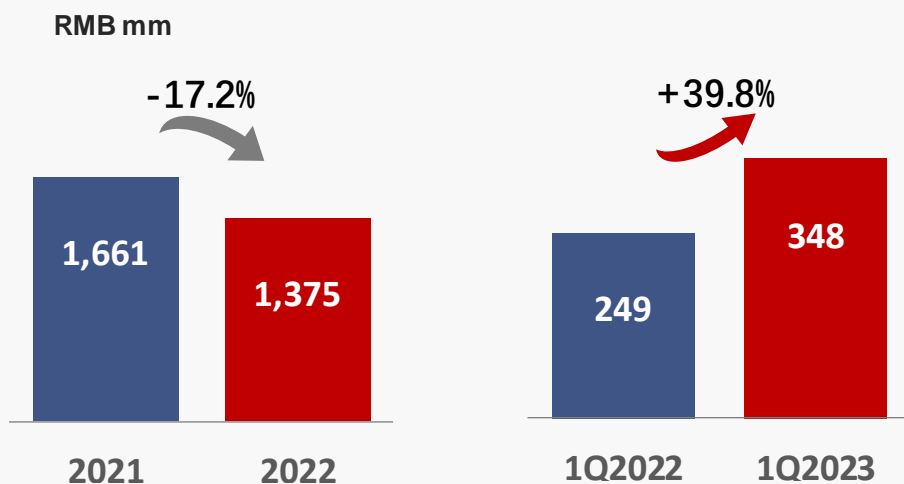
Revenue & Gross Profit Margin (GPM)



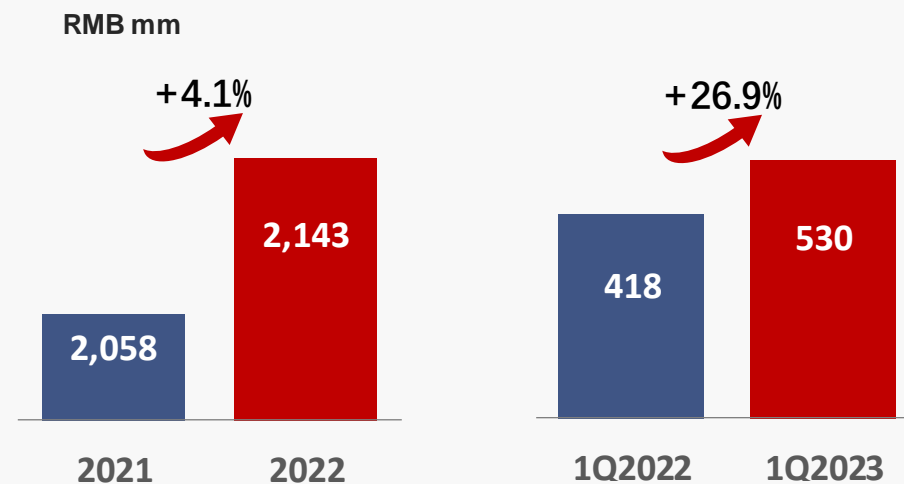
Non-IFRS Adjusted Net Profit Attributable to Owners of the Company



Net Profit Attributable to Owners of the Company



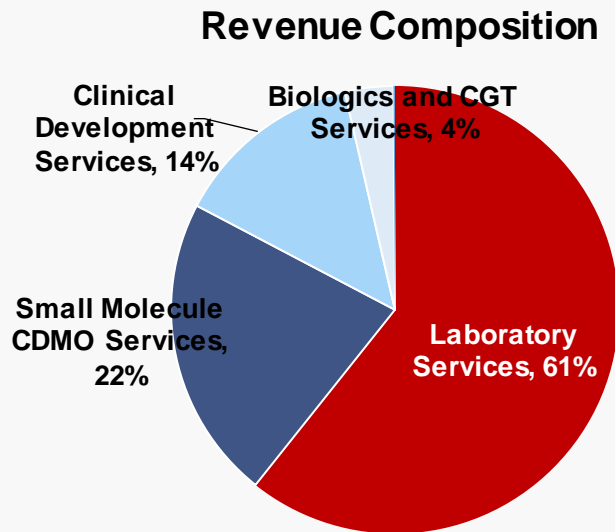
Net Cash Flows Generated from Operating Activities



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

RMB mm	1Q2022	1Q2023
Profit attributable to owners of the Company	249	348
Add:		
Share-based compensation expenses	16	60
Convertible Bonds related losses	34	39
Foreign exchange related losses/ (gains)	6	(1)
Realized and unrealized losses/ (gains) from equity investments	59	(9)
Non-IFRS adjusted net profit attributable to owners of the Company	364	438

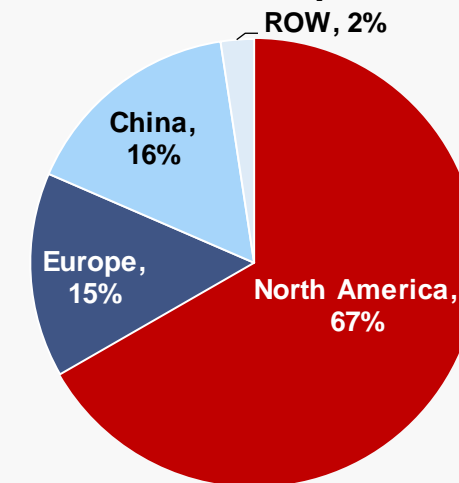
Segments



Global Customers

NA revenue grew **34.7%**
 EU revenue grew **38.1%**
 CN revenue grew **11.3%**

Revenue Composition

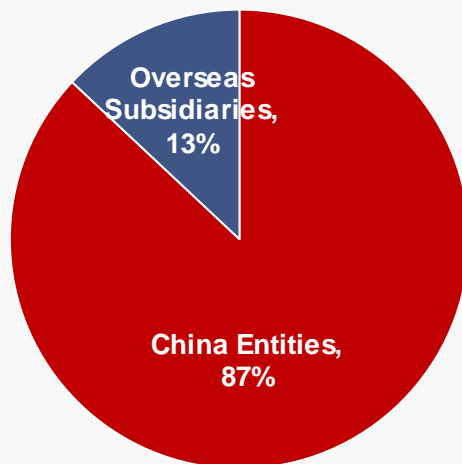


China/Overseas Entities

China Entities
 Revenue grew **30.1%**

Overseas Subsidiaries
 Revenue grew **25.7%**

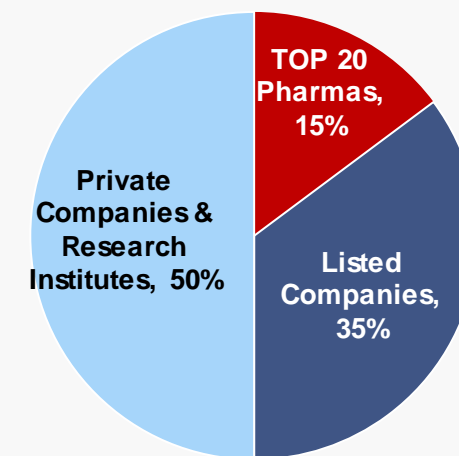
Revenue Composition



Diversified Customer Base

TOP 20 Pharmas
 Revenue grew **28.1%**
 Listed Companies
 Revenue grew **36.9%**
 Private Companies & Research Institutes
 Revenue grew **25.2%**

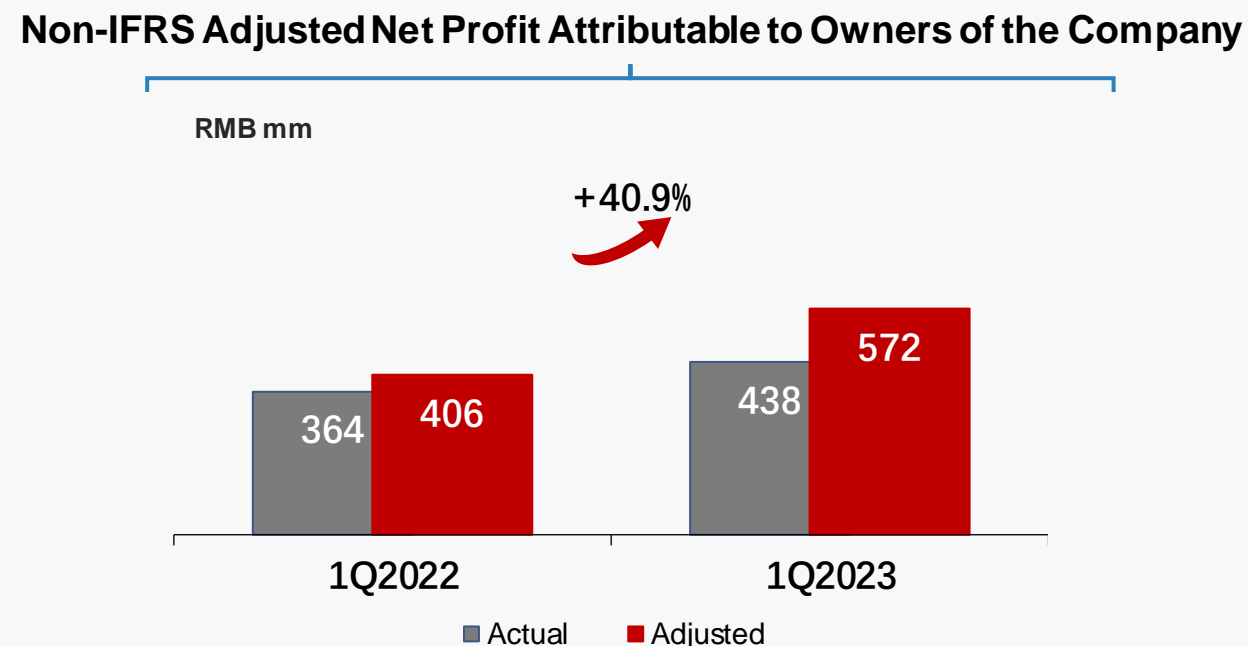
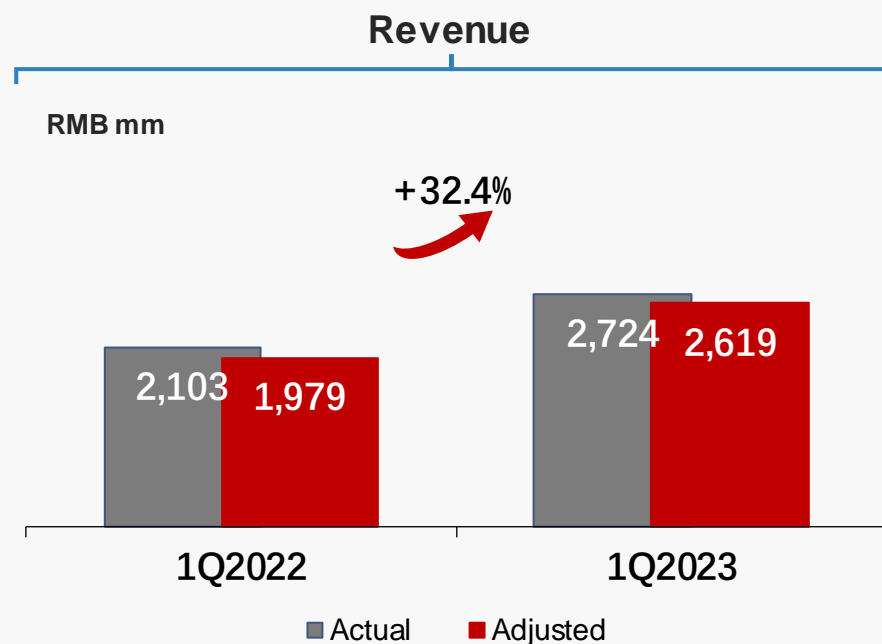
Revenue Composition



1Q2023 Solid Growth of Our Established Business Segments

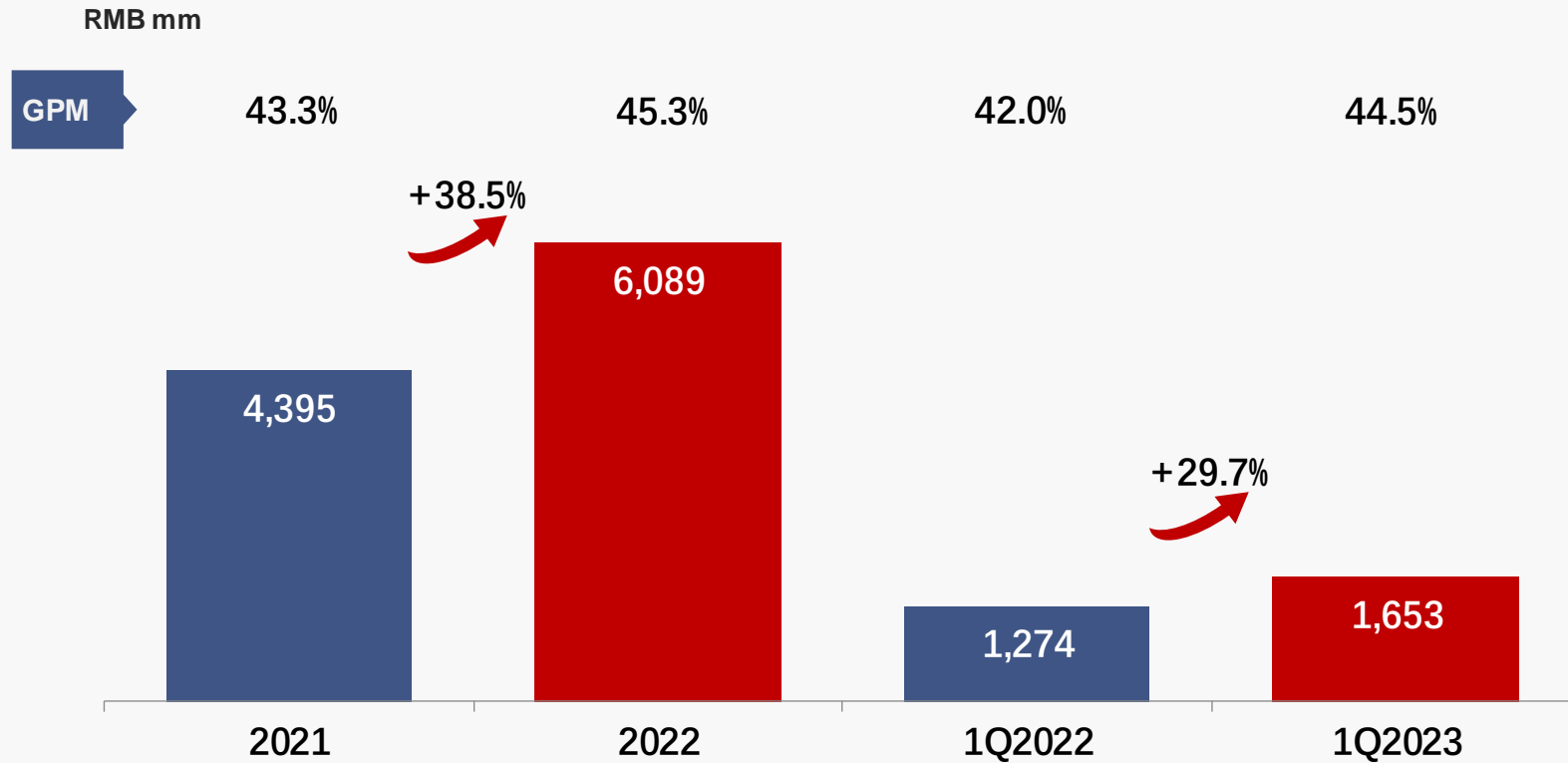
Established Business Segments: excluding impact from **Biologics and CGT Services** and the addition of **overseas small molecule manufacturing capacities**, **revenue and Non-IFRS net profit achieved solid growth**

- 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

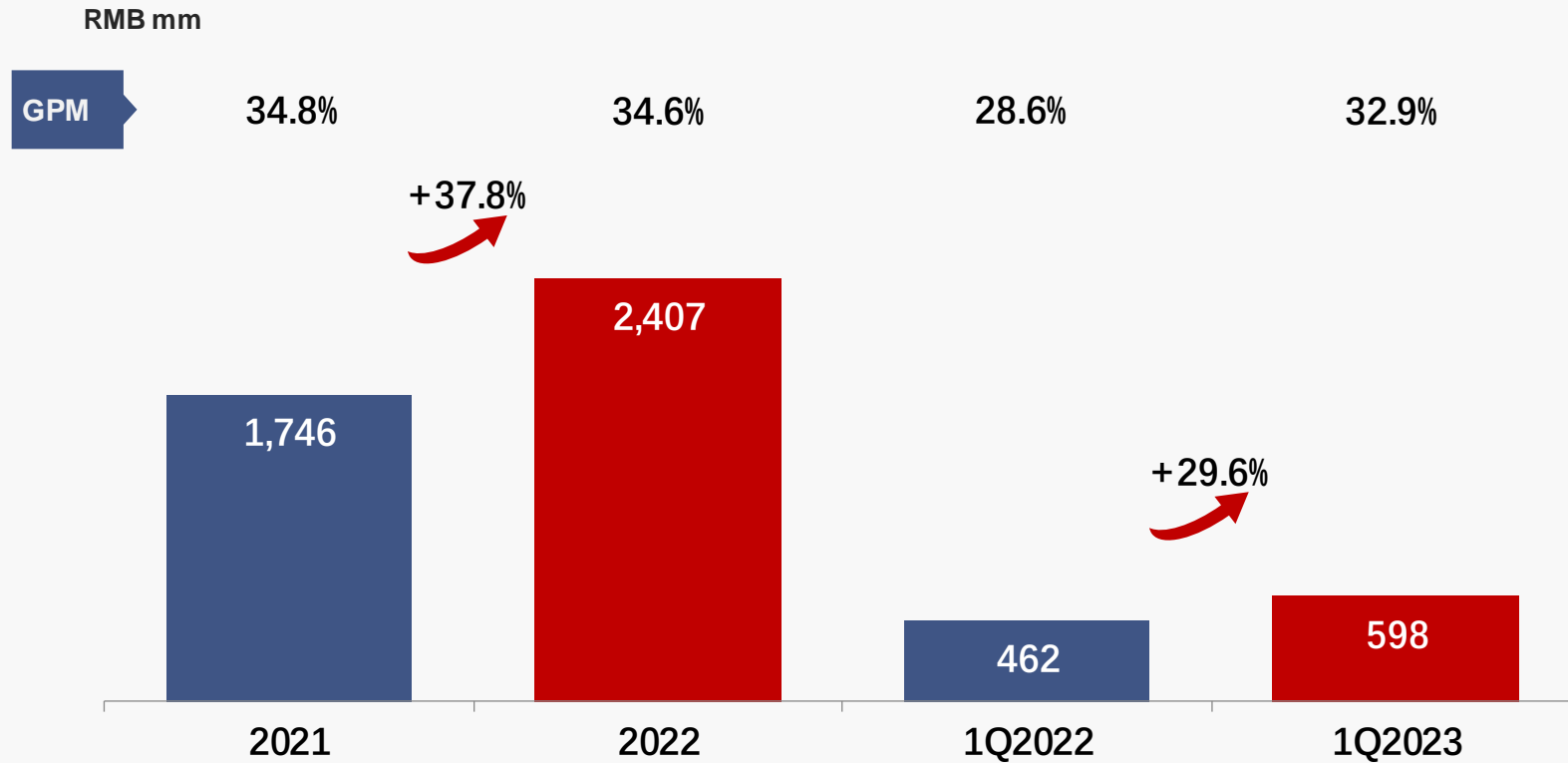
Laboratory Services Revenue & GPM



9,411 employees, increased by **185** in 1Q2023

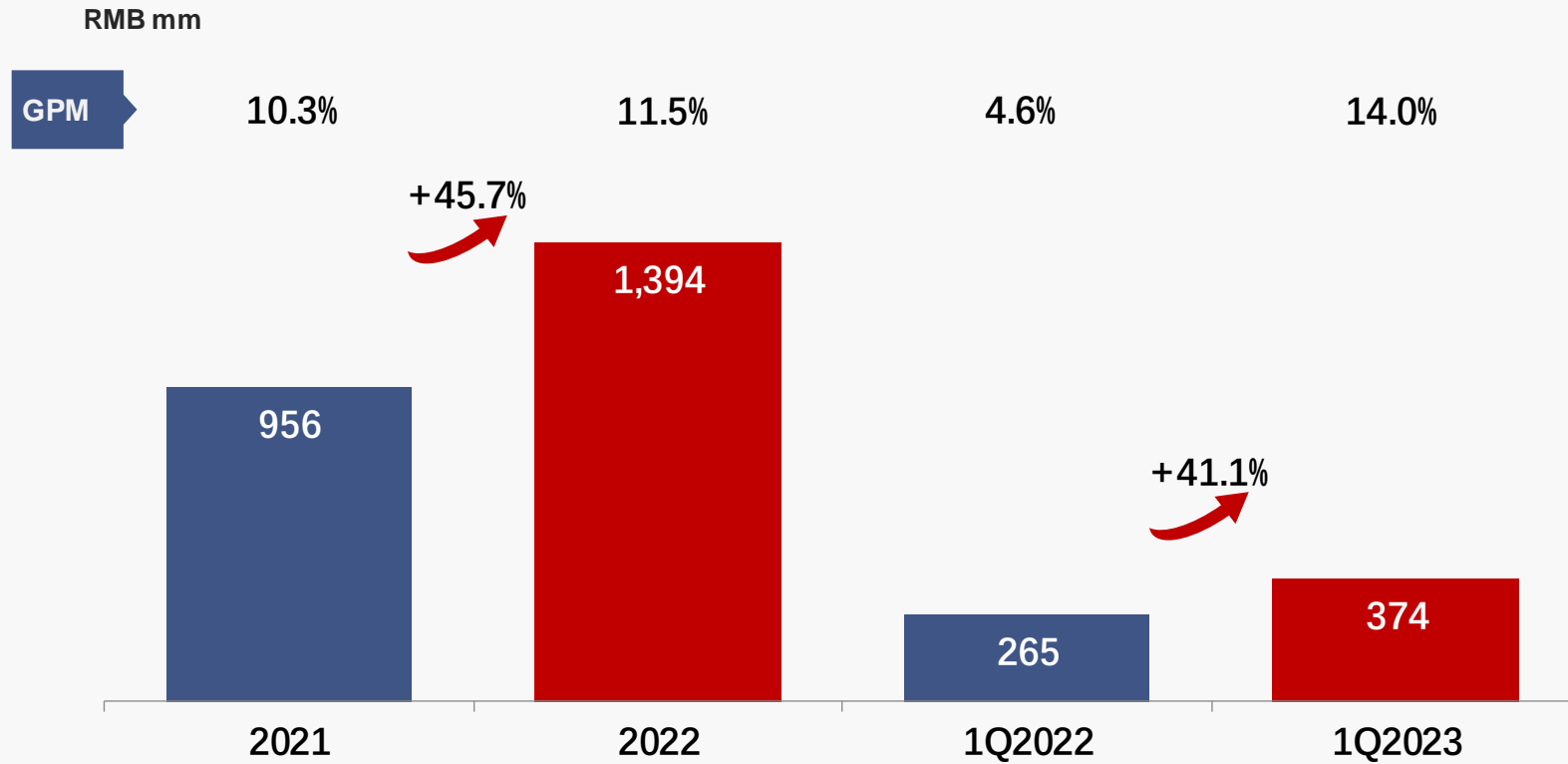
1Q2023 CMC (Small Molecule CDMO) Services

CMC (Small Molecule CDMO) Services Revenue & GPM

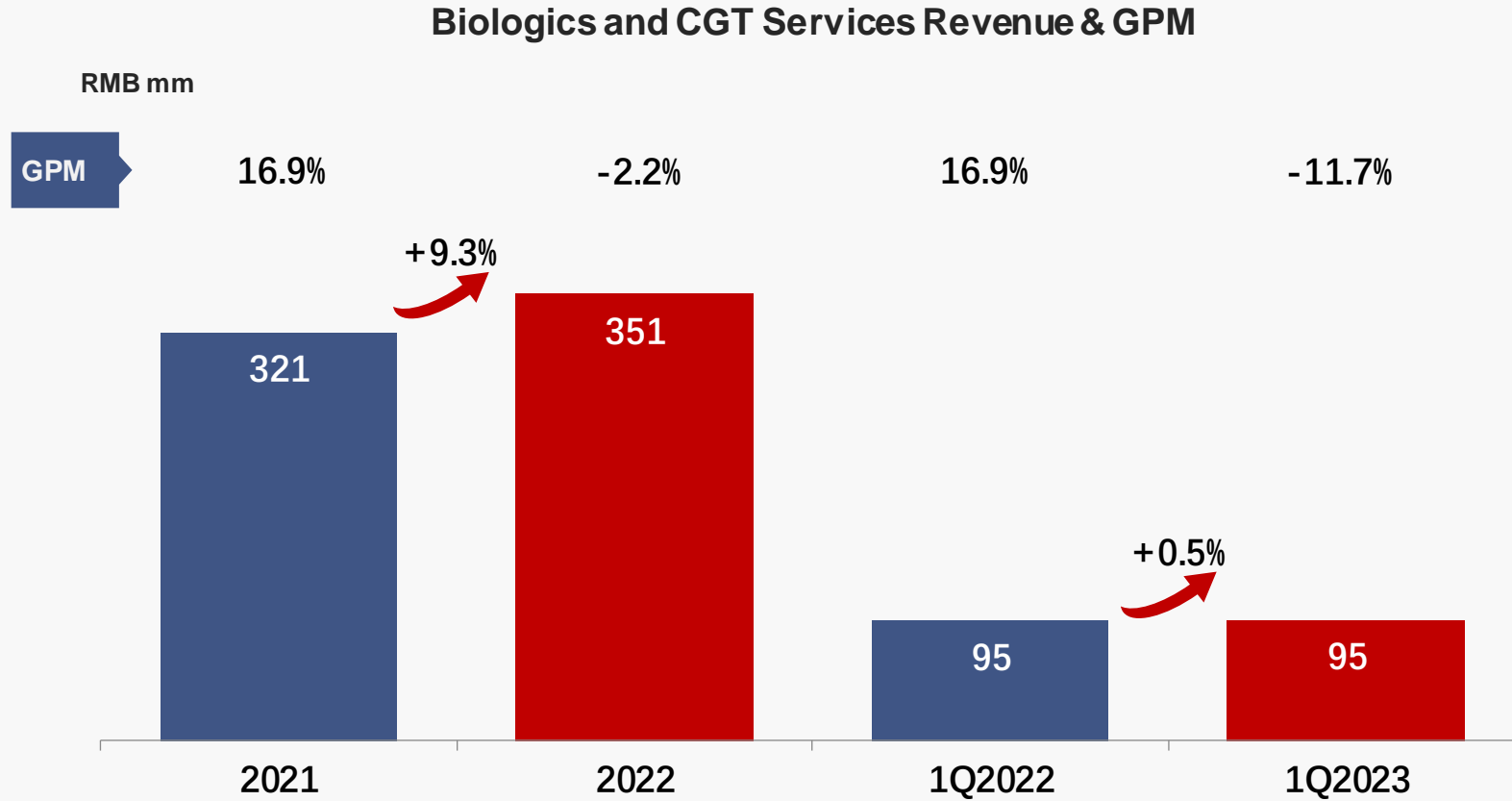


4,003 employees, increased by **25** in 1Q2023

Clinical Development Services Revenue & GPM



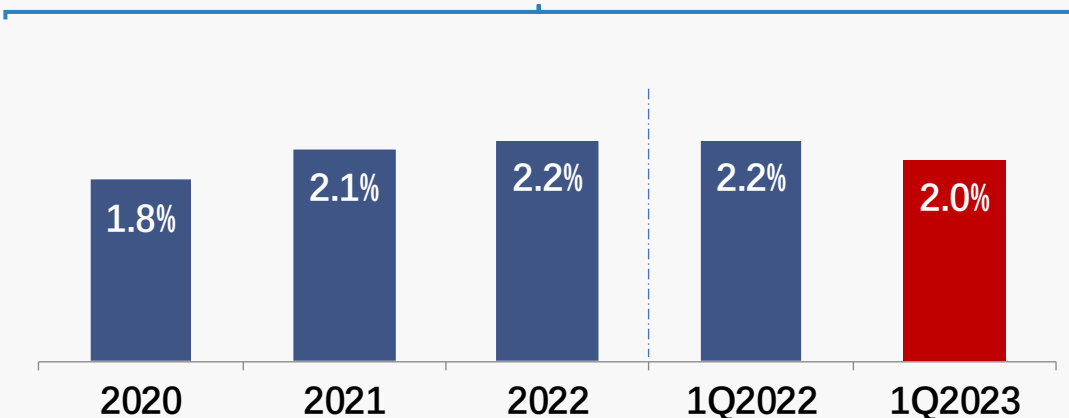
3,631 employees, increased by **29** in 1Q2023



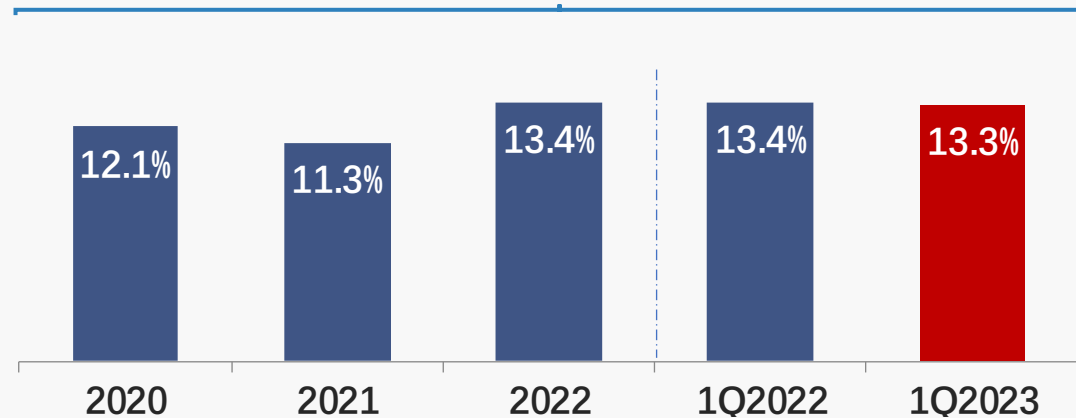
622 employees, increased by **22** in 1Q2023

1Q2023 Expenses for the Period

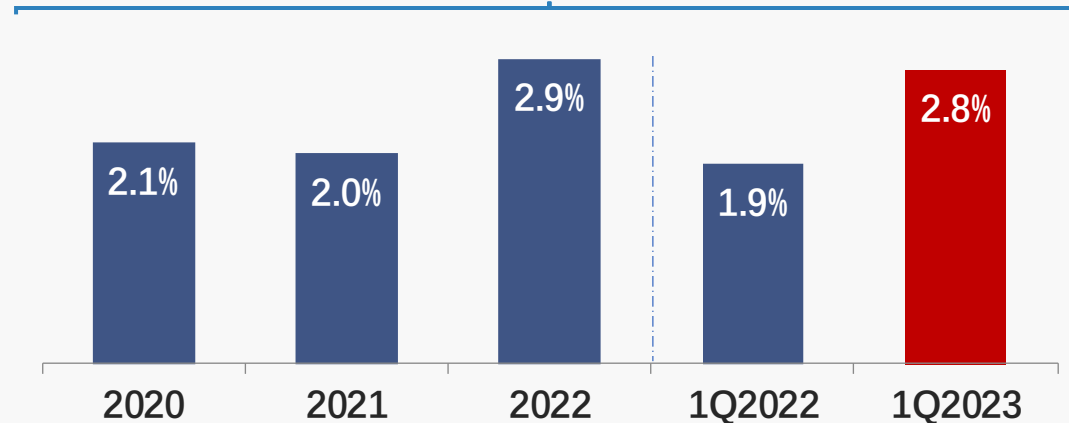
Selling and Distribution Expenses as % of Total Revenue



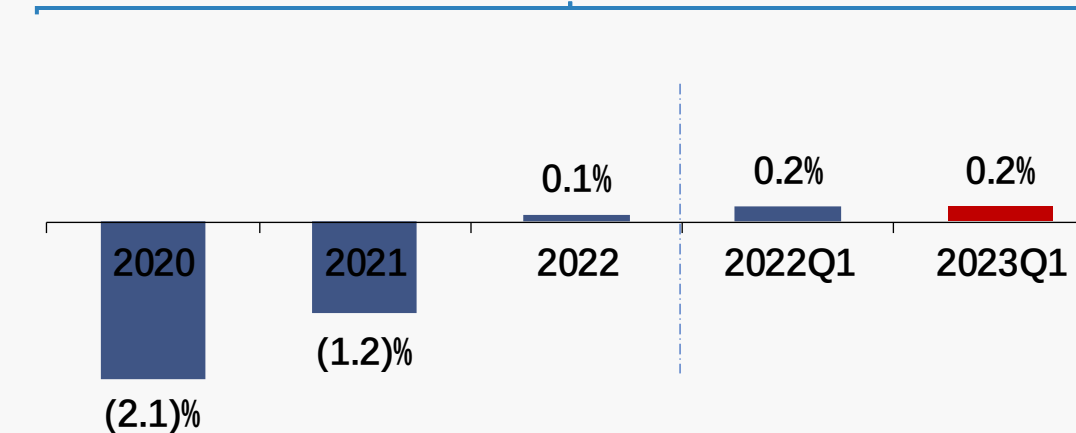
Administrative Expenses as % of Total Revenue ⁽¹⁾



Research and Development Cost 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



The pursuit of health and longevity is eternal, and the global pharmaceutical markets will continue to develop



Fully integrated service platforms can meet the needs of different kinds of customers, improving efficiency, reducing cost and providing flexibility



We aim to double our revenue by 2025. Profit will grow faster than revenue as a result of economies of scale and improved efficiencies



康龙化成
PHARMARON

THANK YOU