

WuXi AppTec

2022 J.P. Morgan Healthcare Conference

January 10, 2022



603259.SH / 2359.HK

Forward-Looking Statements

This presentation may contain certain “forward-looking statements” which are not historical facts, but instead are predictions about future events based on our beliefs as well as assumptions made by and information currently available to our management. Although we believe that our predictions are reasonable, future events are inherently uncertain and our forward-looking statements may turn out to be incorrect. Our forward-looking statements are subject to risks relating to, among other things, the ability of our service offerings to compete effectively, our ability to meet timelines for the expansion of our service offerings, our ability to protect our clients’ intellectual property, unforeseeable international tension, competition, the impact of emergencies and other force majeure. Our forward-looking statements in this presentation speak only as of the date on which they are made, and we assume no obligation to update any forward-looking statements except as required by applicable law or listing rules. Accordingly, you are strongly cautioned that reliance on any forward-looking statements involves known and unknown risks and uncertainties. All forward-looking statements contained herein are qualified by reference to the cautionary statements set forth in this section. All information provided in this presentation is as of the date of this presentation and are based on assumptions that we believe to be reasonable as of this date, and we do not undertake any obligation to update any forward-looking statement, except as required under applicable law.

Non-IFRS Financial Measures

We provide Non-IFRS gross profit and Non-IFRS net profit attributable to owners of the Company, which exclude share-based compensation expenses, listing expenses and issuance expenses of convertible bonds, fair value gain or loss from derivative component of convertible bonds, foreign exchange-related gains or losses and amortization of intangible assets acquired in business combinations and goodwill impairment. We also provide adjusted Non-IFRS net profit attributable to owners of the Company and earnings per share, which further exclude realized and unrealized gains or losses from our venture investments and joint ventures. We further provide EBITDA and adjusted EBITDA. Neither of above is required by, or presented in accordance with IFRS. Meanwhile, to better reflect the operation results and key performance, the Company has adjusted the scope of the foreign exchange-related gains or losses by excluding only the gains or losses that we believe irrelevant to the core business. The comparative financial figures for the comparable periods have been adjusted to reflect the change of the scope.

We believe that the adjusted financial measures used in this presentation are useful for understanding and assessing our core business performance and operating trends, and we believe that management and investors may benefit from referring to these adjusted financial measures in assessing our financial performance by eliminating the impact of certain unusual, non-recurring, non-cash and non-operating items that we do not consider indicative of the performance of our core business. Such Non-IFRS financial measures, the management of the Company believes, is widely accepted and adopted in the industry the Company is operating in. However, the presentation of these adjusted Non-IFRS financial measures is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with IFRS. You should not view adjusted results on a stand-alone basis or as a substitute for results under IFRS, or as being comparable to results reported or forecasted by other companies.

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01 Company Overview

02 Business Highlights

03 Financial Performance

04 Growth Outlook

Notes:

All financials disclosed in this presentation are prepared based on International Financial Reporting Standards (or “IFRSs”).
The unit of currency is RMB.

1. Company Overview

Integrated, End-to-End CRDMO & CTDMO Enabling Platform

Our open-access capabilities and technology platforms deliver quality service – and help global customers and partners achieve their goals more quickly – by lowering the cost of research and development and shortening the time required to discover and produce new medicines.



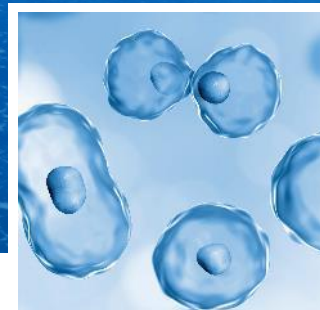
WuXi Chemistry



WuXi Biology



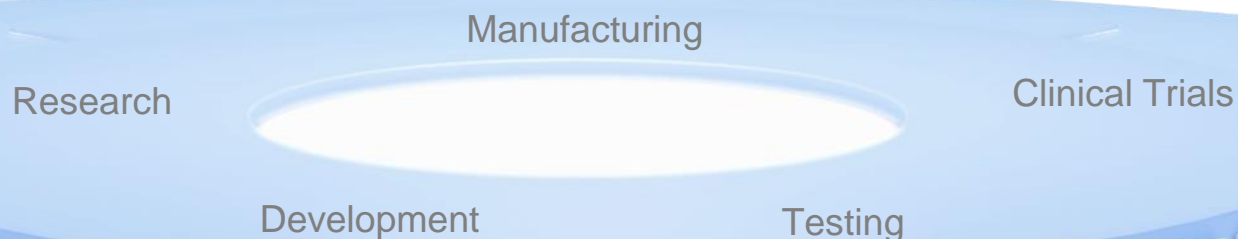
WuXi Testing



WuXi ATU

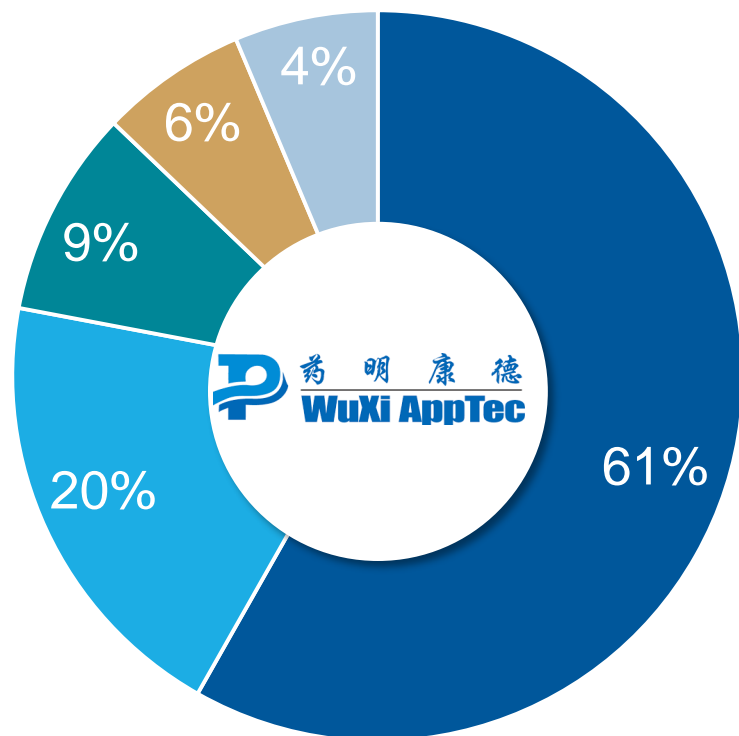


WuXi DDSU



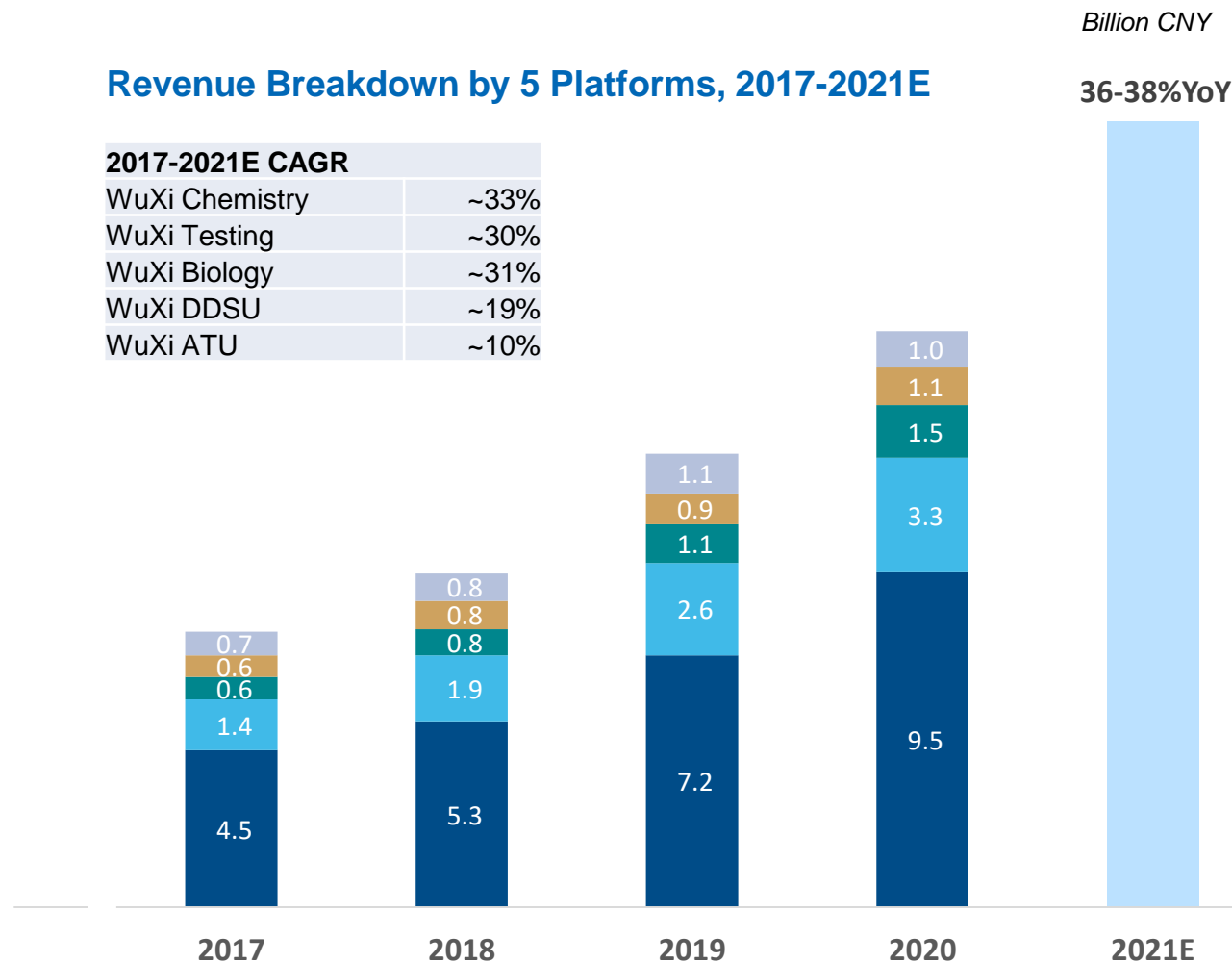
The Five Platforms Set to Drive Future Growth

Revenue Contribution by 5 Platforms, 2021 Q1-Q3



Revenue Breakdown by 5 Platforms, 2017-2021E

2017-2021E CAGR	
WuXi Chemistry	~33%
WuXi Testing	~30%
WuXi Biology	~31%
WuXi DDSU	~19%
WuXi ATU	~10%



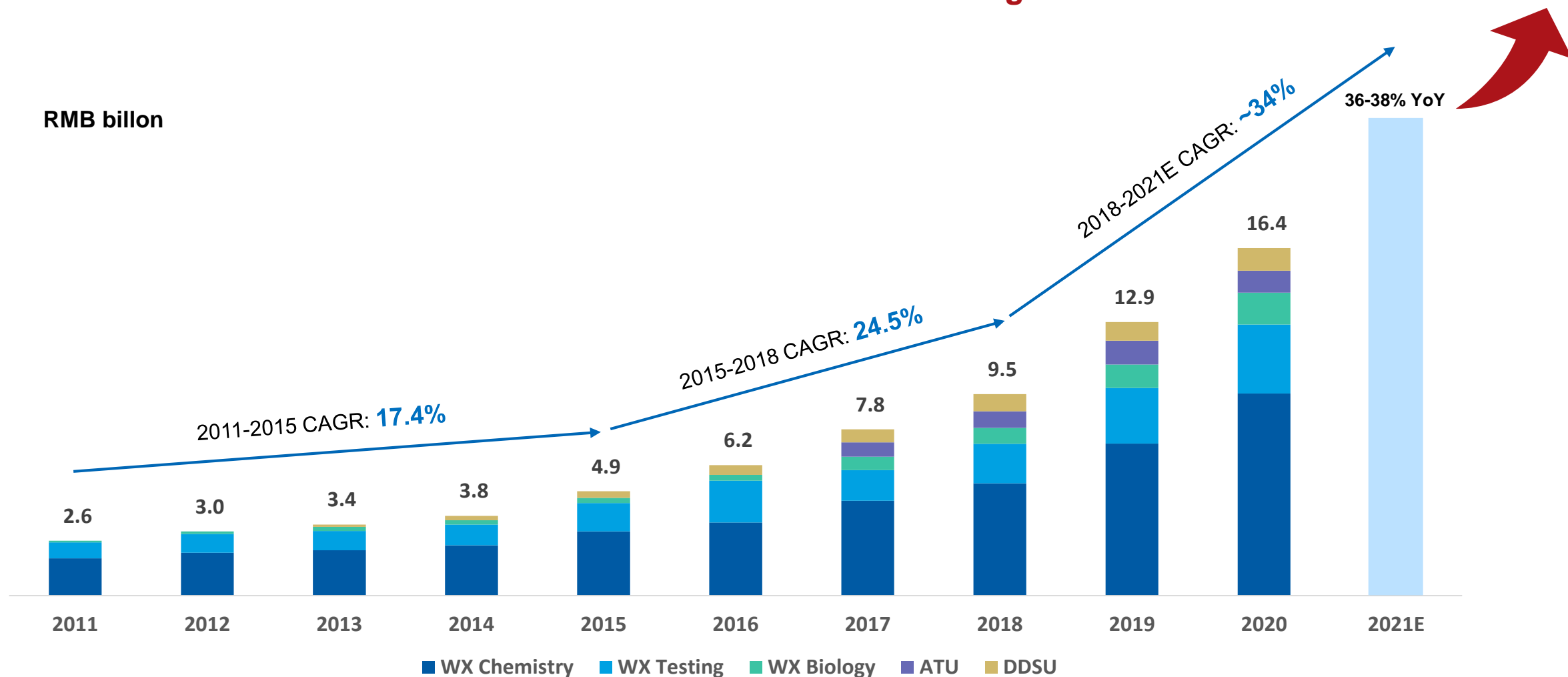
■ WuXi Chemistry ■ WuXi Testing ■ WuXi Biology ■ WuXi DDSU ■ WuXi ATU

Note: Core WuXi AppTec segments only. Does not include other revenues/eliminations and revenues from discontinued segments

Accelerating Growth on Back of CRDMO/CTDMO Business Model

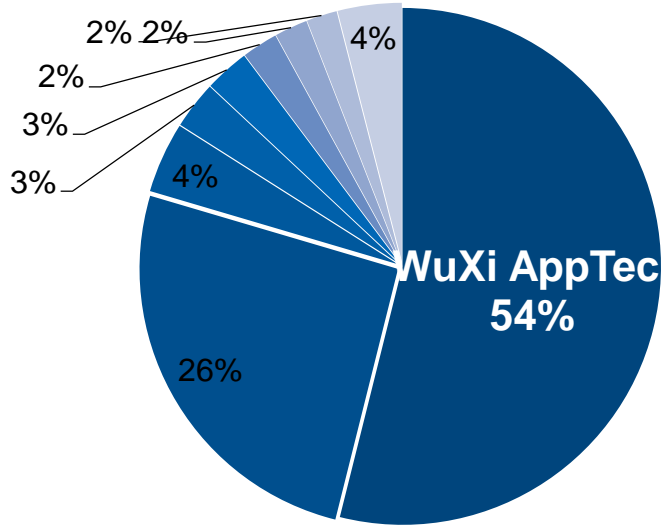
Follow the Molecule – Follow the Customer – Follow the Science / Technology

Strong momentum to continue in 2022

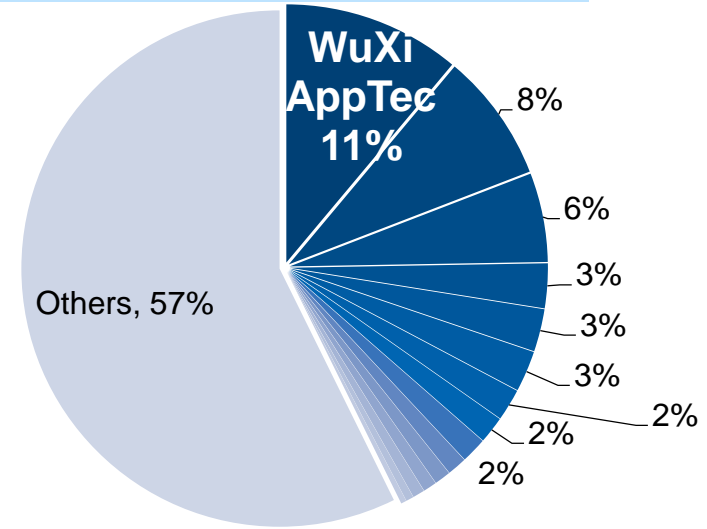


Market Leading Position Across Segments of R&D Value Chain

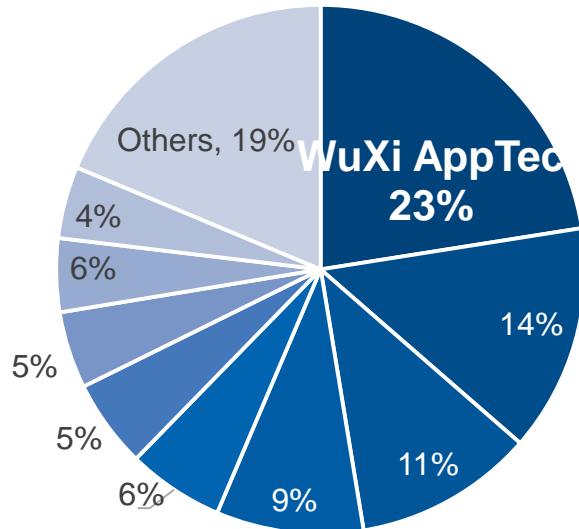
China-based Drug Discovery CRO Market Share



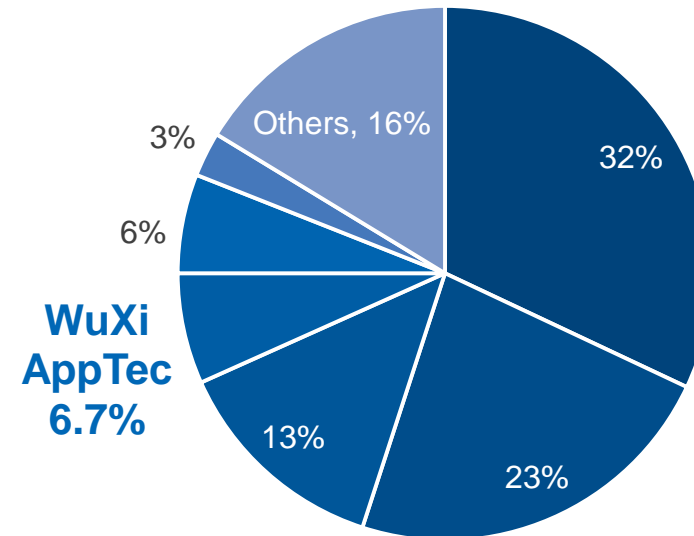
China-based Pre-clinical and Clinical CRO Market Share



China-based Small Molecule CDMO Market Share



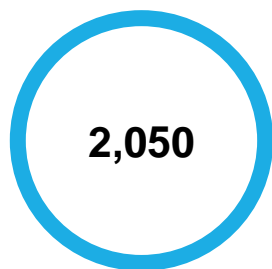
Global Cell & Gene Therapies CDMO Market Share



Continue to Attract, Train and Retain Talent to Support Rapid Growth



Total Employees ending
Dec 31 2021



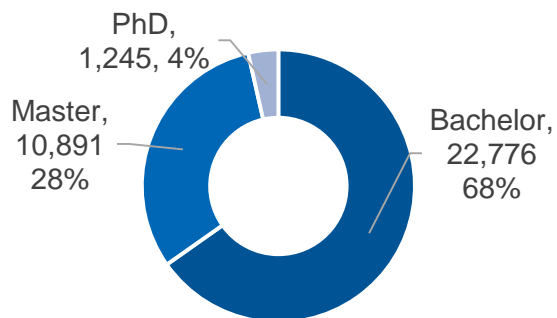
Overseas
Employees



Research
Employees

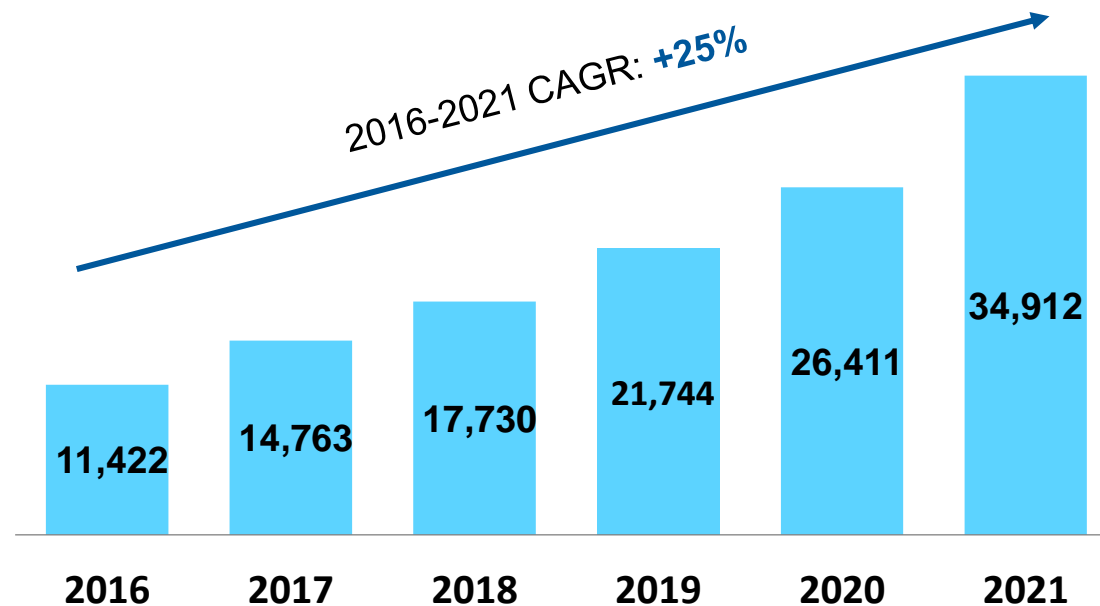


Manufacturing
Employees



Professional Team with 32%+ Master or PhD

Rapid Expansion of Talent Base



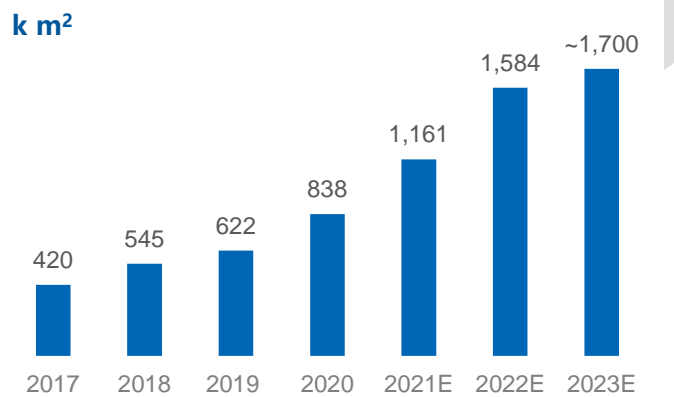
Rapidly Growing Customer Base of 5,700+ Active Global Partners



Global Capacity Expansion in Progress to Support Strong Growth for the Future



Capacities in Progress



**~1,700K m² of Laboratories,
Manufacturing Facilities and Offices
Worldwide by 2023E**

2. Business Highlights

2021 Business Highlights

“Long-Tail” Strategy

1,600+ New Customers
5,700+ Active Customers

Loyal Customer Base

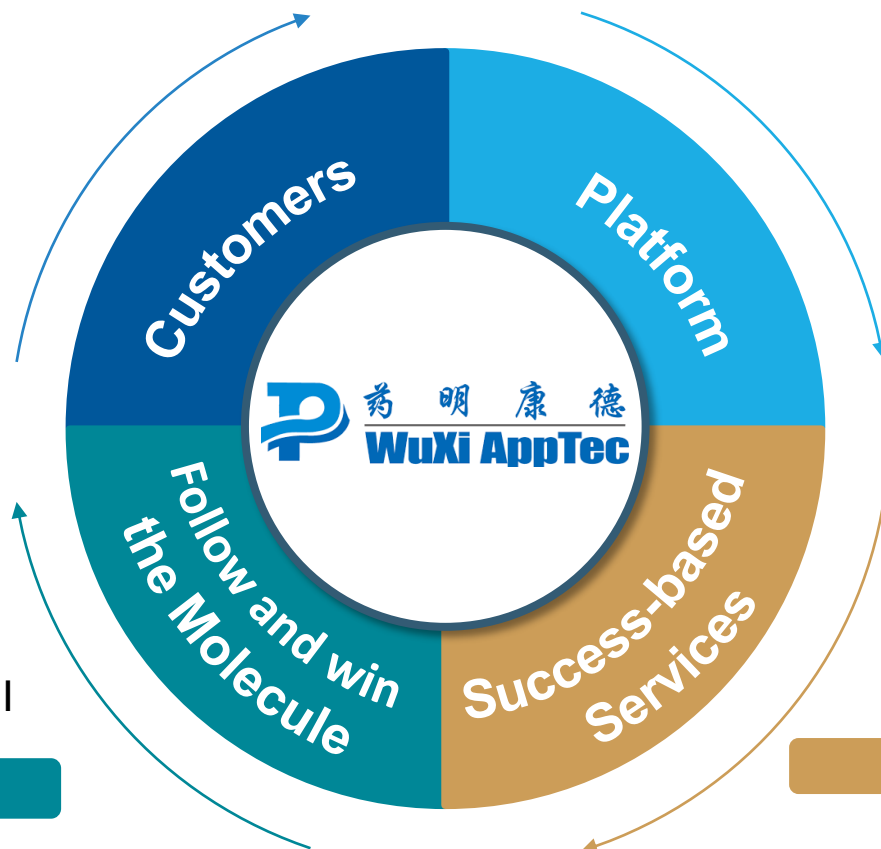
100% Retention of Our
Top 10 Customers

Small Molecule CRDMO

732 New Molecules
1,666 Molecules;
42 Commercial; **49** Phase III

Cell & Gene Therapies CTDMO

53 Pre-clinical & Phase I
8 Phase II, **11** Phase III



Global Footprint

31 Global Sites & Branch Offices
34,912 Total Employees
32,166 Scientists & Technicians

Success Based Projects

26 INDs; **23** CTAs

Cumulatively

144 INDs; **110** CTAs

Clinical Development

1 NDA, **3** Phase III
14 Phase II, **74** Phase I

Our Platform & Business Model Continued to Perform Well

2021 Q1-Q3 revenue in RMB billion

Strong, Loyal & Expanding Customer Base

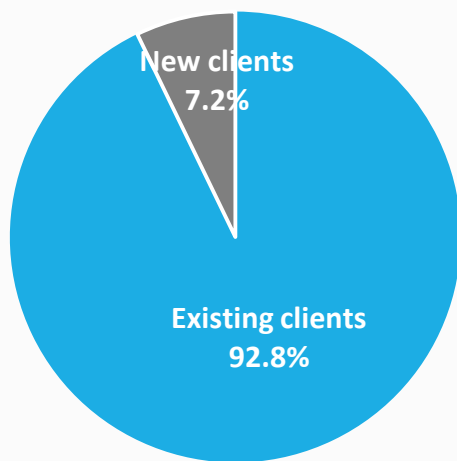
Revenue composition

Existing clients

15,337M, 30%↑

Newly added clients

1,184M



Execute Long-Tail Strategy & Increase Support to Large Pharma

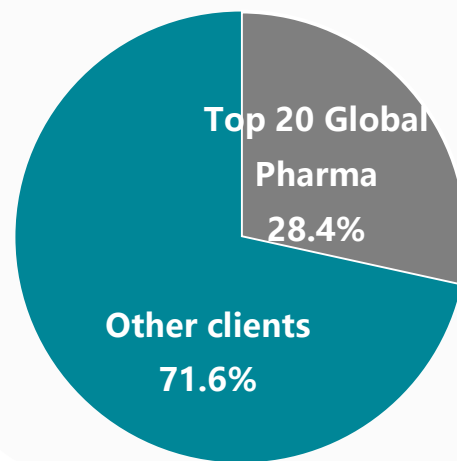
Revenue composition

Top 20 Global Pharma clients

4,699M, 21%↑

All other clients

11,823M, 49%↑

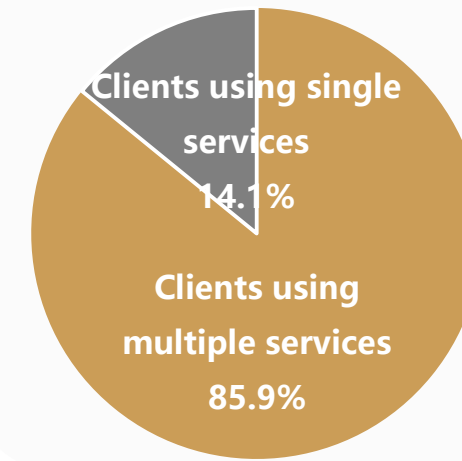


Increase Customer Conversion to Sustain Growth

Revenue composition

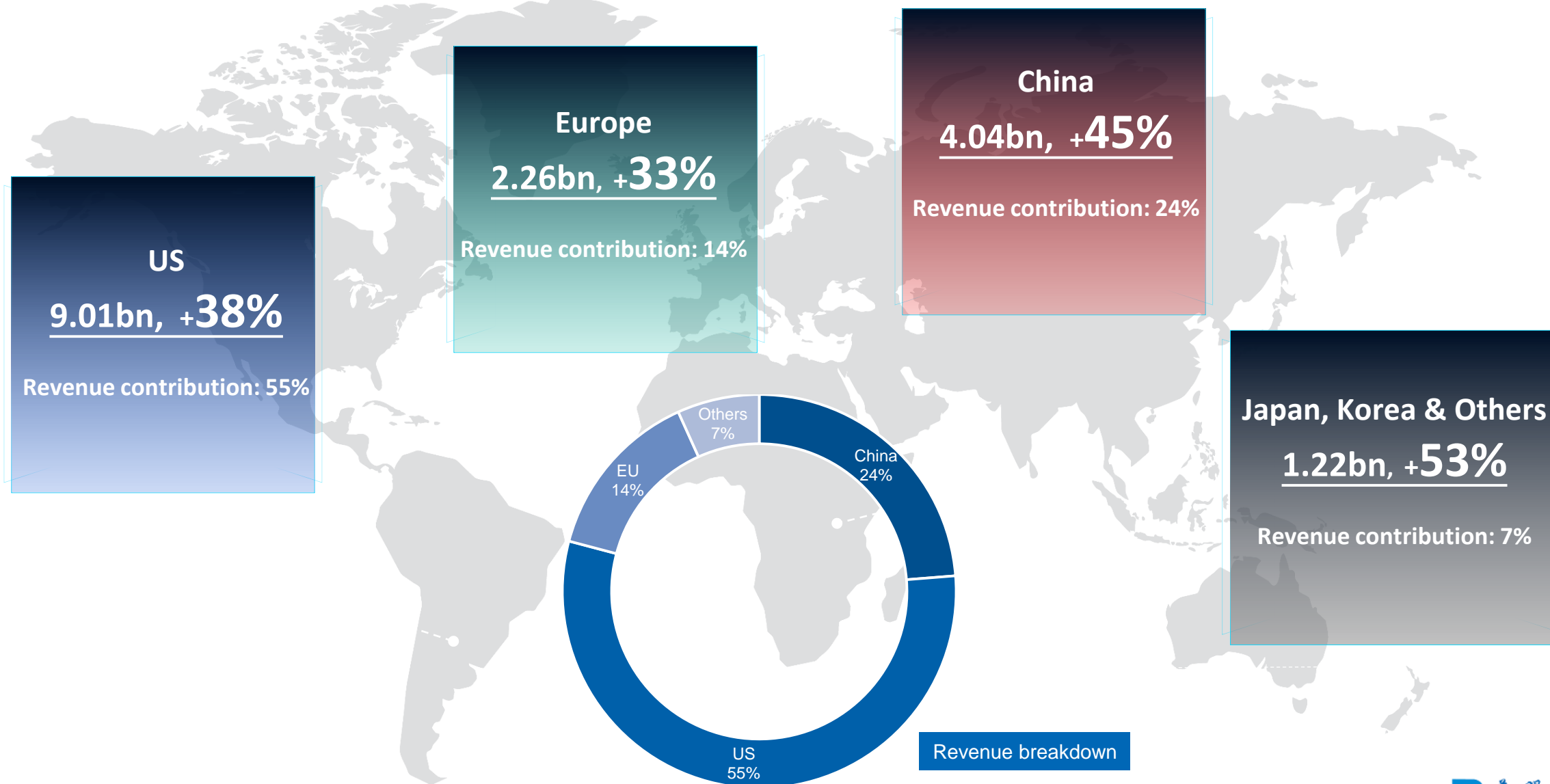
Clients using multiple services

14,190M, 40%↑

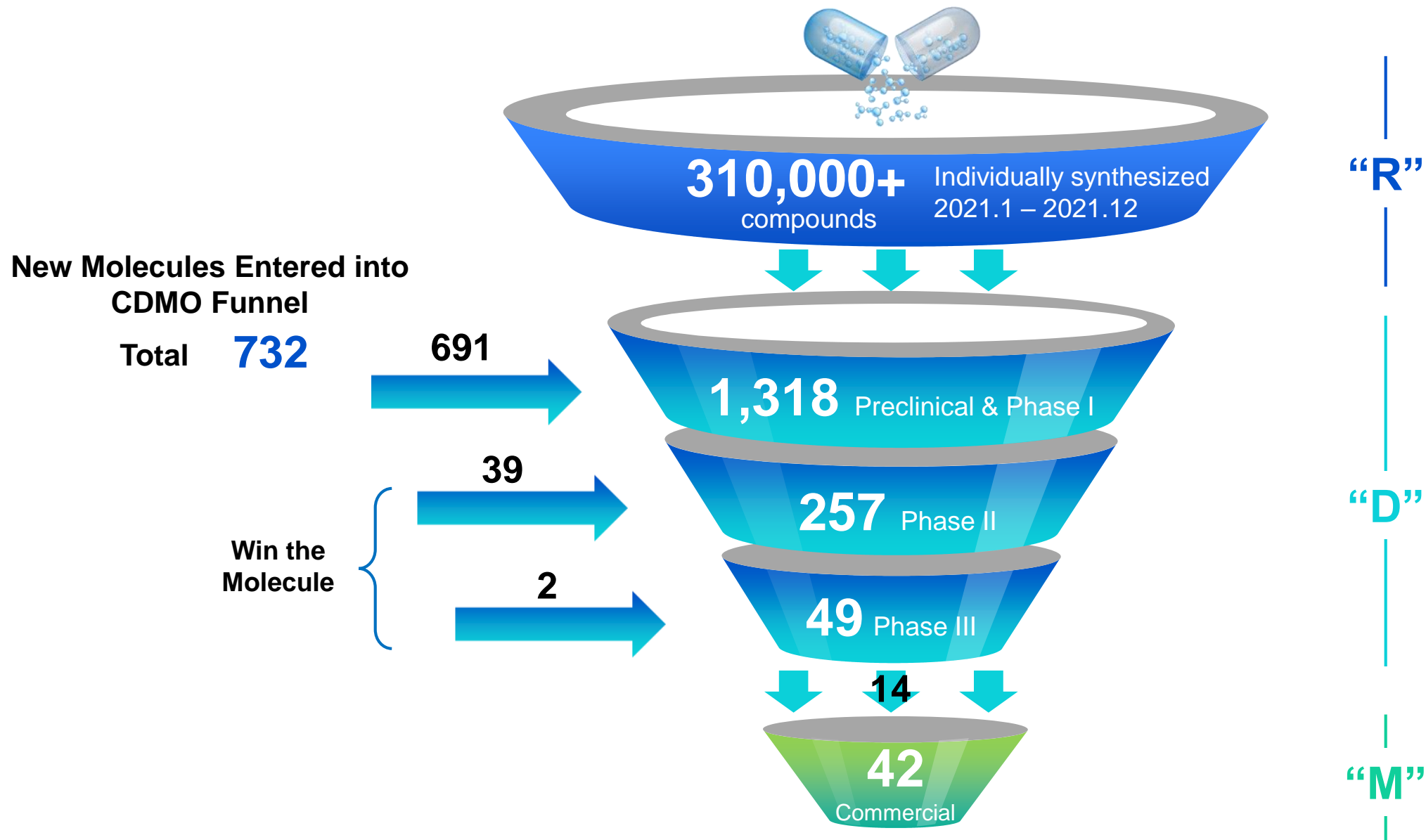


Strong Revenue Growth from Customers Across All Regions

2021 Q1-Q3 revenue in RMB billion

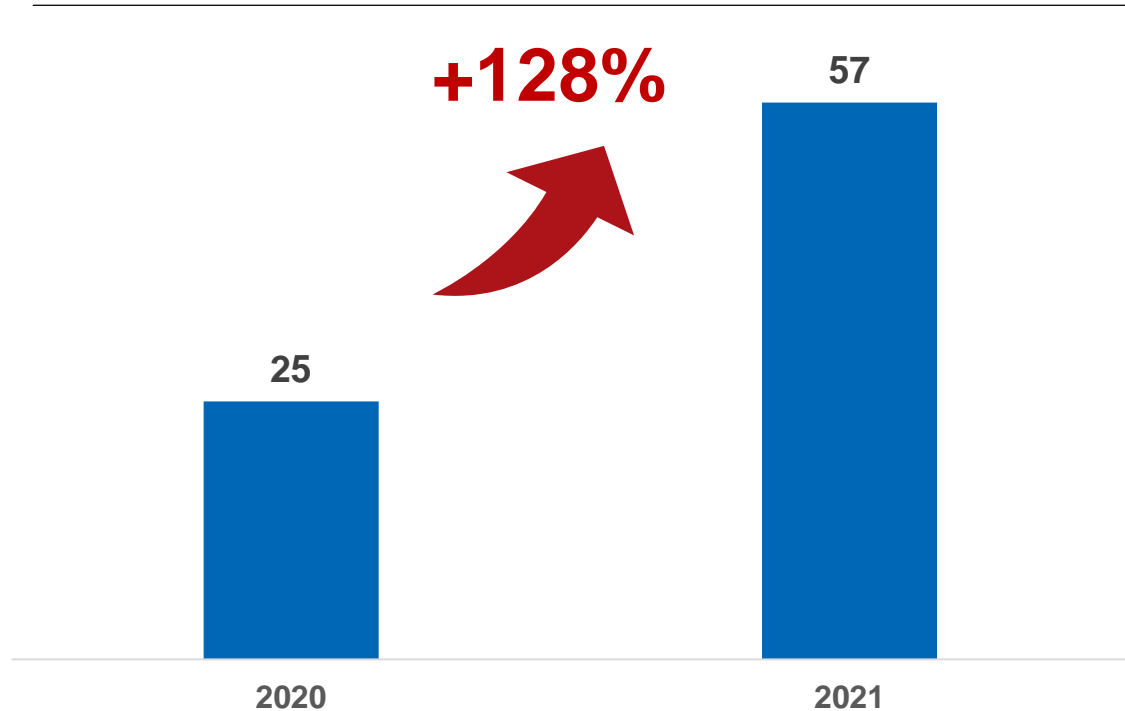


WuXi Chemistry: Rich CRDMO Pipeline Drives Sustainable High Growth



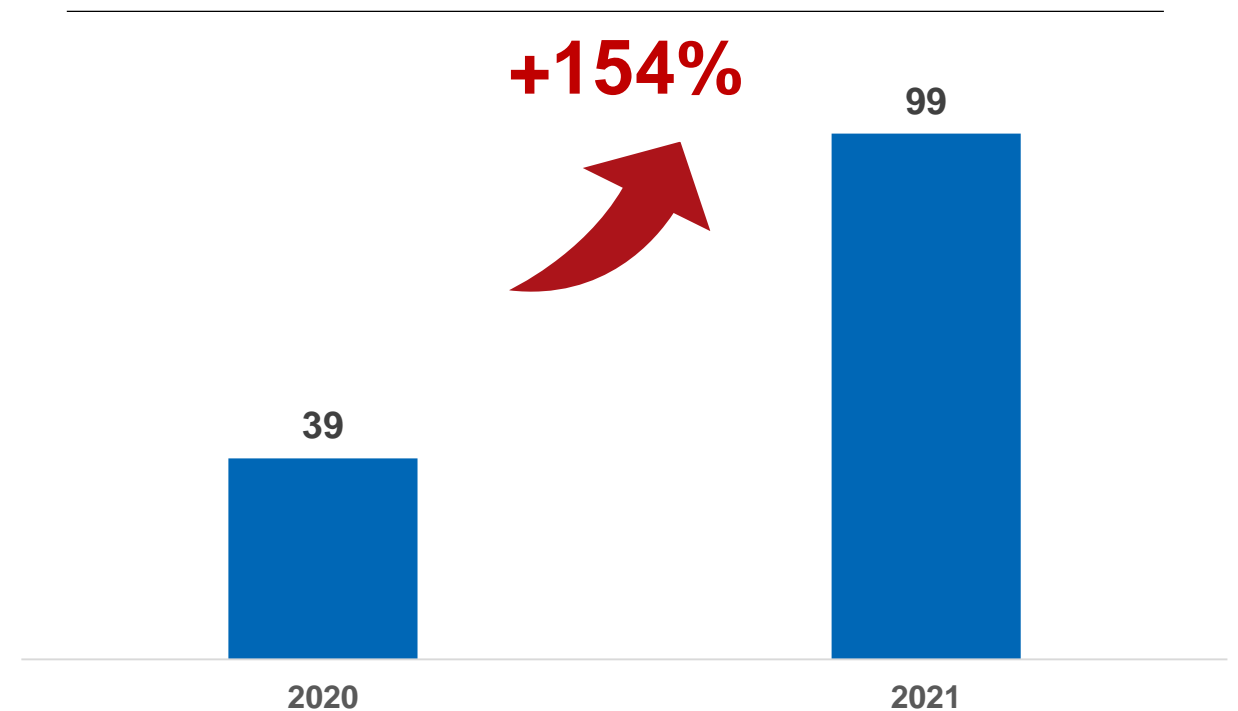
WuXi Chemistry: Strong Growth of CDMO Services for New Modalities

Number of Clients for Oligo & Peptide in CDMO




- Expand capacities in oligo & peptide PD and manufacturing
- Strengthen funnel flow from laboratory research to process development and manufacturing
- Keep sourcing new long-tail customers

Number of Molecules for Oligo & Peptide in CDMO



- Form strategic collaboration with industry leaders in oligo & peptide
- Strengthen reliable partnership with key suppliers to ensure sustainable service offerings

WuXi Chemistry: Global CDMO Footprint and Capacity Expansion




San Diego, US
API D&M
DP M
2,700m²



Couvét, Switzerland
DP M
Deal completed in July 2021



Shanghai WGQ
API D
DP D&M
67,000m²



Shanghai Jinshan
API & Intermediates D&M
78,500m²



Delaware, US
API D&M
DP D&M
To be built
Target operations from 2024



Changzhou
API D&M
Oligo & Peptide D&M
151,000m²



Wuxi
DP D&M
12,000m²



Changshu
API D&M
To be operational Q1-2022



Taixing
API D&M
216,000m²
Construction in progress
Target operation from 2023



D: development, M: manufacturing

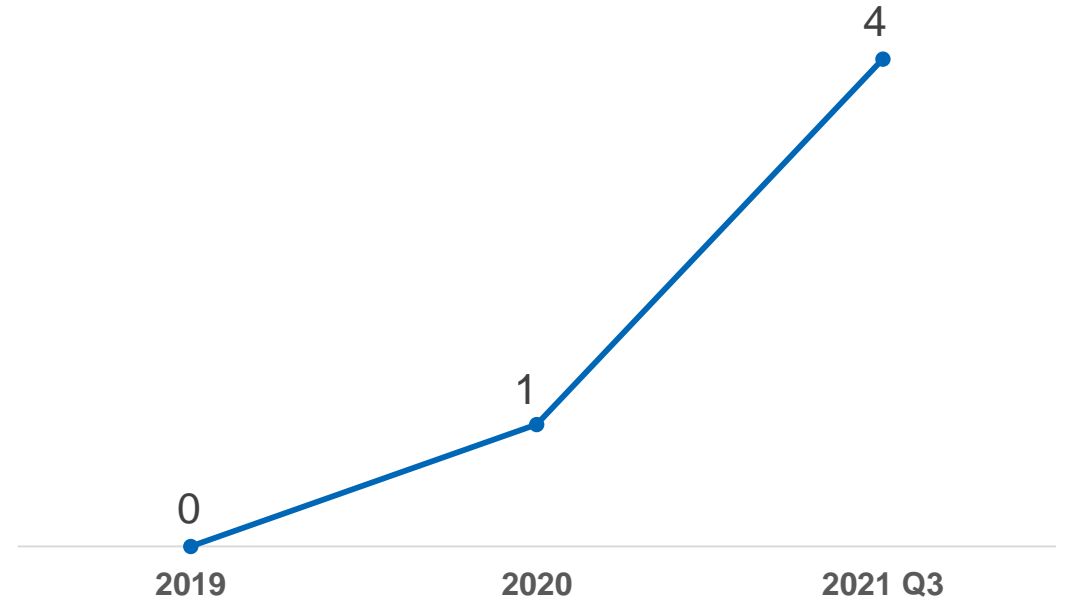
WuXi Chemistry: Accelerating Drug Product CMO Growth in Global Markets

Passed First DP PAI by US FDA at Shanghai WGQ Site



- Shanghai Waigaoqiao (WGQ) site passed the first drug product (DP) pre-approval inspection (PAI) by US FDA in Oct 2021
- During the same week in Oct 2021, WGQ site passed 2 DP PAIs by China NMPA
- Three successful drug product PAIs during one week is testimony to WuXi STA's robust quality system

Number of DP Commercial Projects



- STA passed 40+ inspections by all major regulatory agencies including US FDA, EU EMA, China NMPA and Japan PMDA
- By 2021 Q3, WuXi STA has 4 DP commercial projects
- 8 more DP projects are in Phase 3 or NDA-filing stage

WuXi Testing: The Largest Pre-Clinical Platform in Asia Pacific

>> 2021 In Use

110,000

m²,
Lab Space

450

#,
Animal Rooms



>> 2023

165,000

m²,
Lab Space

750

#,
Animal Rooms



WuXi Testing: Growth and Synergy Opportunities

Follow the Molecule

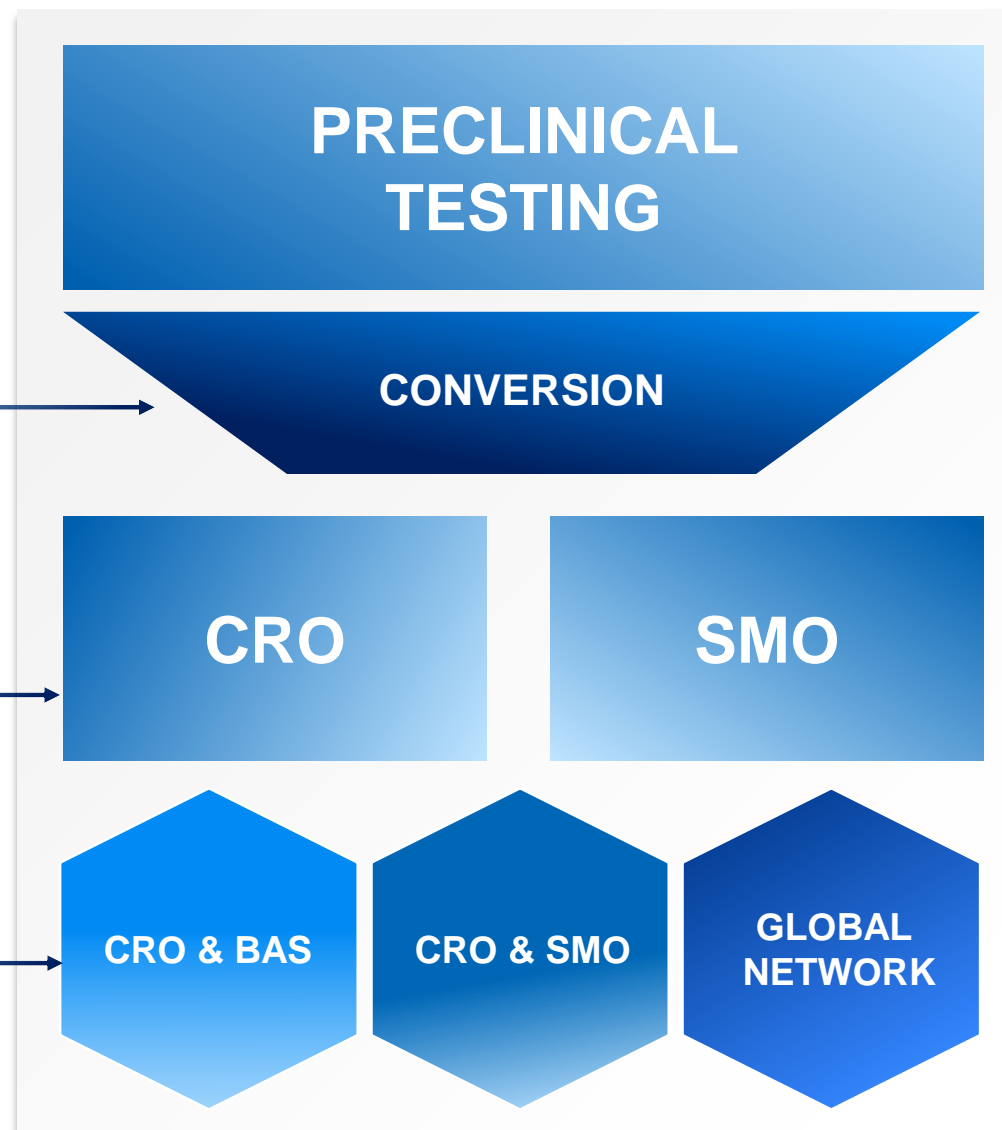
through conversion

Win the Molecule

through differentiation

Achieve Synergy

through integration



WuXi Biology: World Largest Discovery Biology Enabling Platform



- The **largest** discovery biology enabling platform



- Expertise in **all major disease areas** and target classes
- Enable discovery of **all modalities**
- **One-stop** Target-to-Hit solutions



- **Integrated** support from discovery to PCC
- Collaboration with the **largest** discovery chemistry team in the industry



- Lab and animal facility management based on **global standards**
- State-of-the-art equipment and systems

2,100+ Biologists and scientific managers

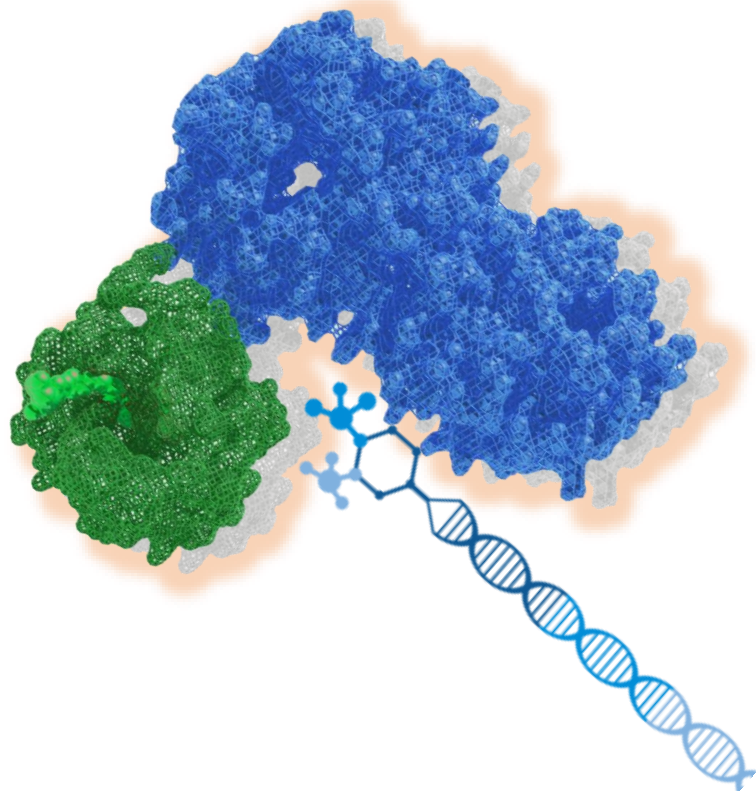
- Track record of enabling the delivery of **hits, leads and PCCs** (Preclinical Candidates)
- Track record of enabling the discovery and **approval of innovative medicines** on the market

>70% revenue in 2021 came from customers using both WuXi Biology and Chemistry platforms

Entrusted by **20** of global top 20 pharmaceutical companies and **>1,300** collaborators

WuXi Biology: A Global Leader in DNA Encoded Libraries (DEL)

WuXi DNA Encoded Libraries



- **Largest** global customer base
- **Pioneer DEL Kit** business model
- Launched **4th-generation** DEL Kit



- **Unique** WuXi library with drug-like scaffolds
- 32 applied patents of invention, 8 authorized
- 12 published academic papers
- **World renowned** academic advisors



- **Strong synergy** with WuXi Chemistry capabilities

>90B
compounds

>200
libraries

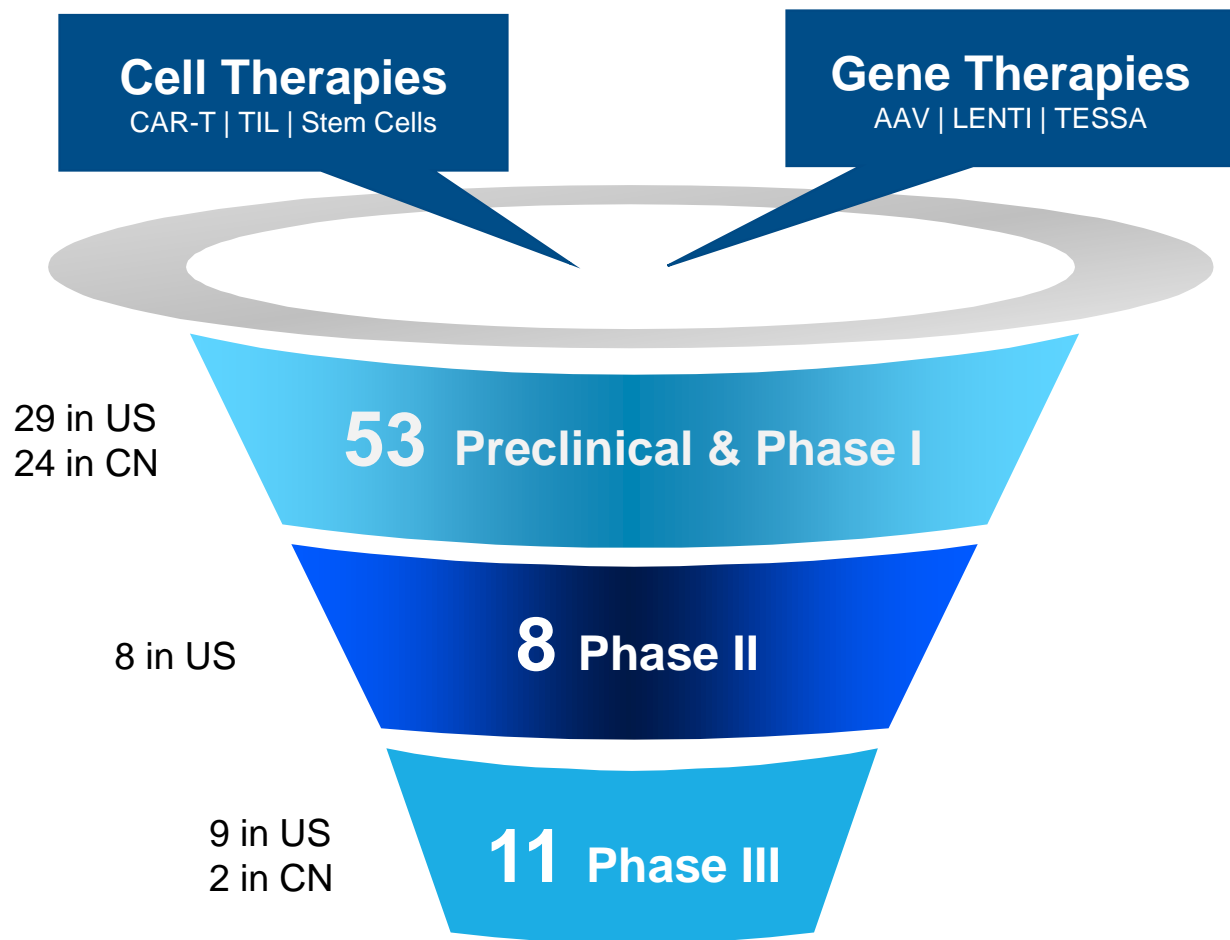
6,000
proprietary
scaffolds

35,000
building blocks



DELopen

WuXi ATU: Growing Pipeline on Our Integrated CTDMO Platform

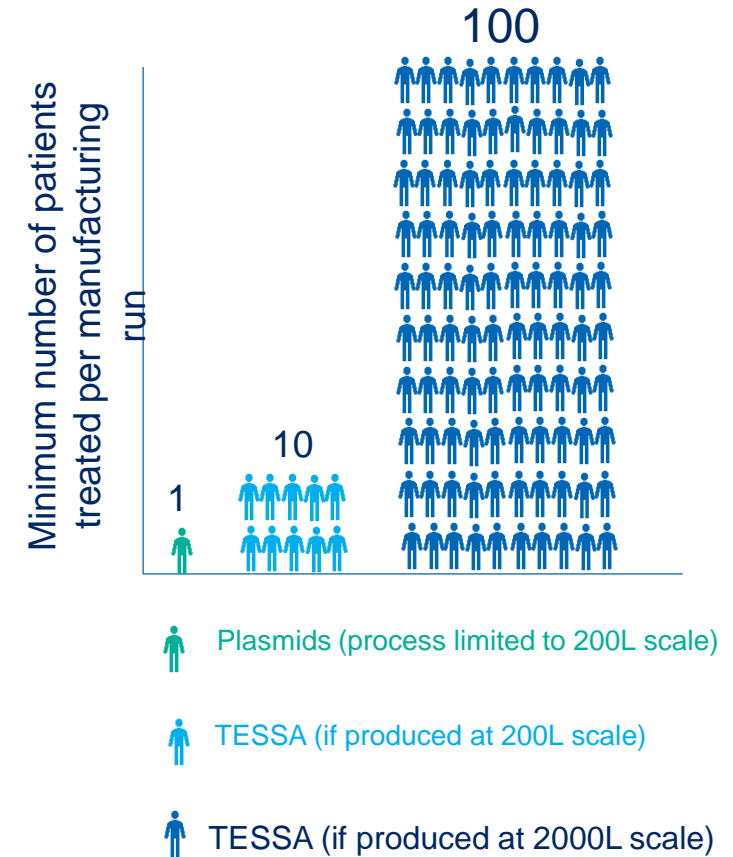
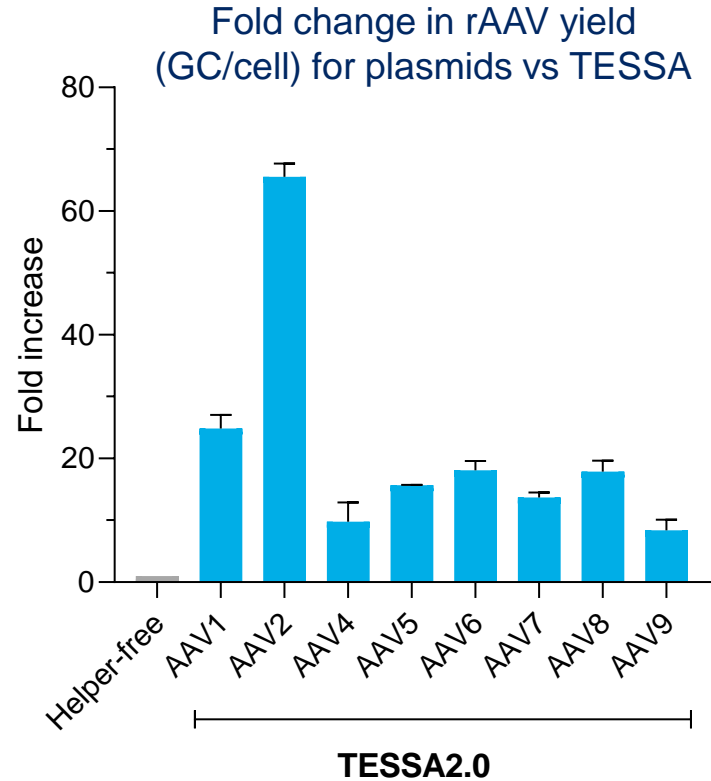
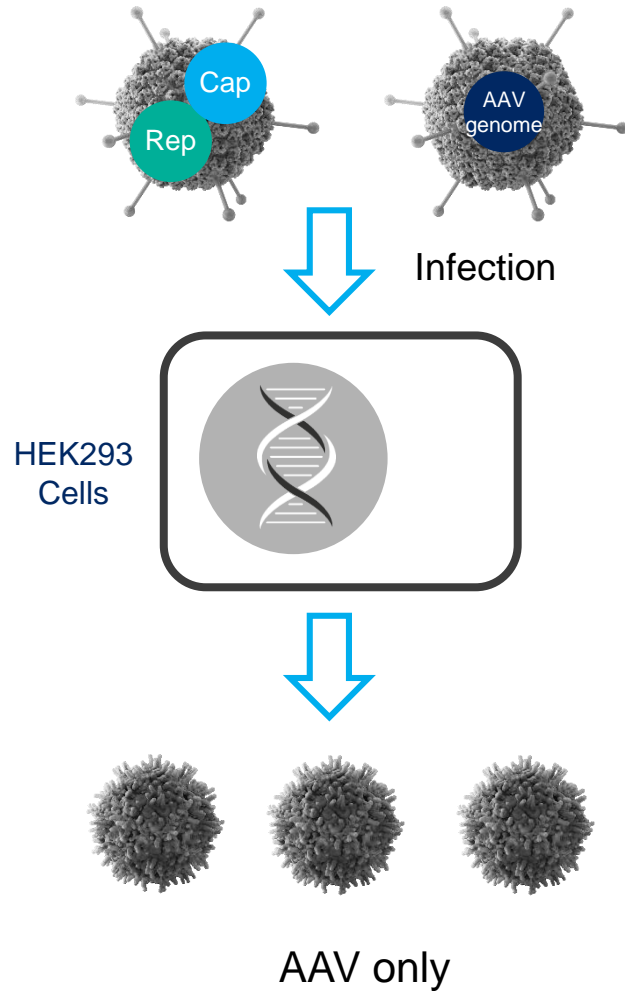


Provided Global Integrated CTDMO Services to **Cell & Gene Therapy** product development

4 projects are currently in BLA preparation stage

WuXi ATU: TESSA™ AAV Revolutionizes AAV Manufacturing

TESSA™ AAV Process



WuXi ATU: Expanding Capacities Globally

New Facility in Philadelphia, Tripling Testing Capacity



- 140,000 square foot facility in Philadelphia opened in Nov 2021
- Triples current testing capacity for cell and gene therapy
- Supported 1,700+ customer submissions for biosafety testing
- Full testing capabilities covering assay development, biologics safety testing, viral clearance, commercial lot release assays

New Facility in Shanghai to Serve Global Clients

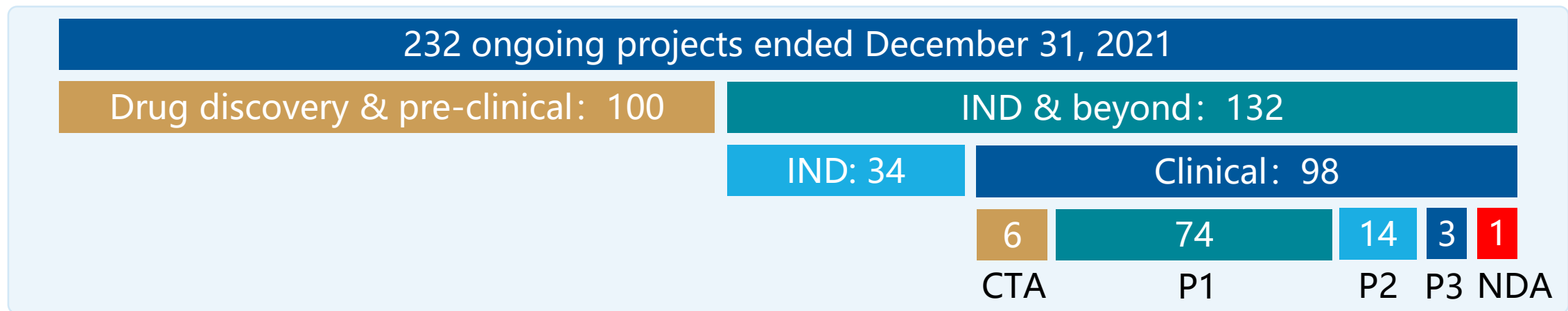


- Integrated CTDMO site in Shanghai Lin-gang opened in Oct 2021
- Contains 200+ independent suites and 6 complete production lines
- Offers integrated development, manufacturing, and testing services for viral vectors and cell therapies to global clients

WuXi DDSU: Success-based Business Model with Potential Upside

144 IND filings²

70%+ Top 3 in China¹



Note:

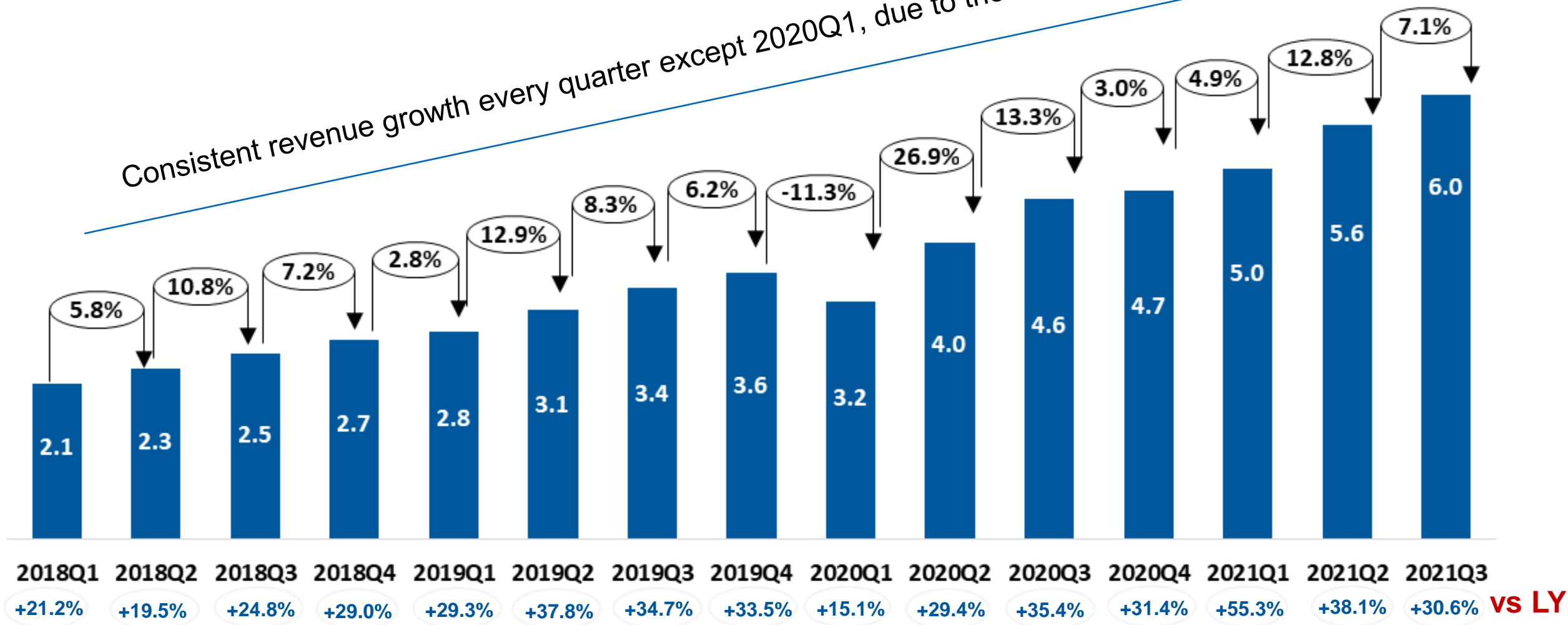
1. Rank by clinical development speed among same-class drug candidates
2. 12 projects in CTA, Phase 1 and Phase 2 stages were stopped clinical development by clients so far.

3. Financial performance

Consistent Revenue Growth Quarter after Quarter

RMB billion

Consistent revenue growth every quarter except 2020Q1, due to the COVID-19 pandemic



Strong Revenue & Profit Growth

Revenue

RMB billion

Q1-Q3

11.81

+39.8%

16.52

2020 Q1-Q3

2021 Q1-Q3

Q3

4.58

+30.6%

5.98

2020 Q3

2021 Q3

Adjusted Non-IFRS Net Profit

RMB billion

+55.7%

2.44

3.81

2020 Q1-Q3

2021 Q1-Q3

+37.8%

0.99

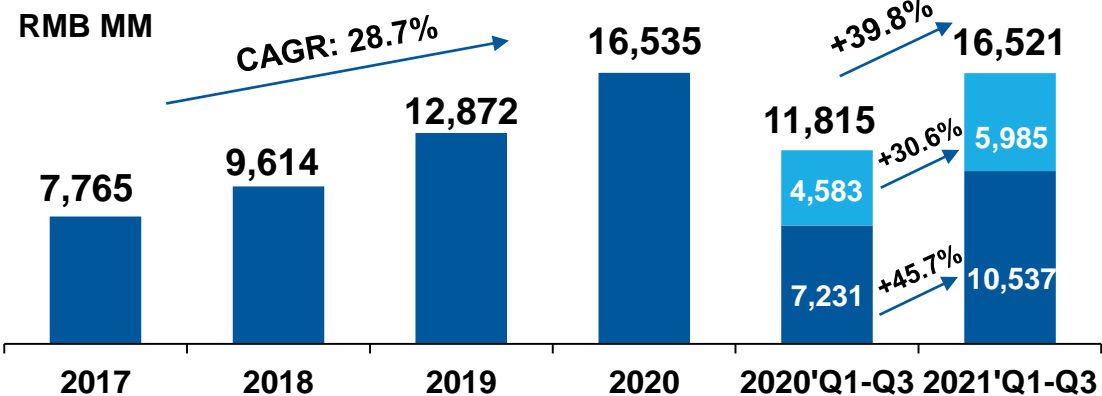
1.36

2020 Q3

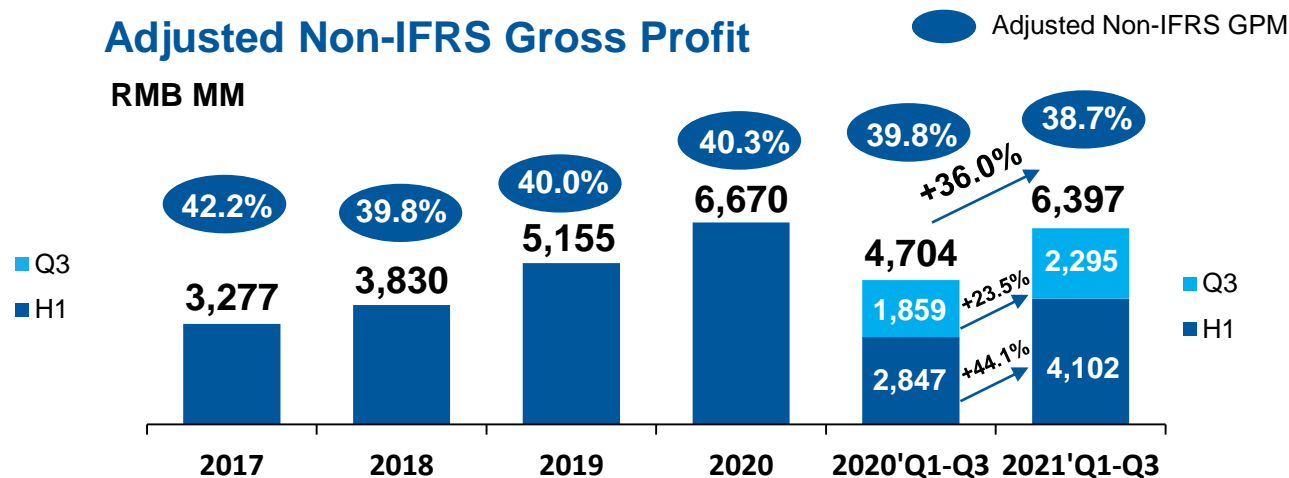
2021 Q3

Financial Performance

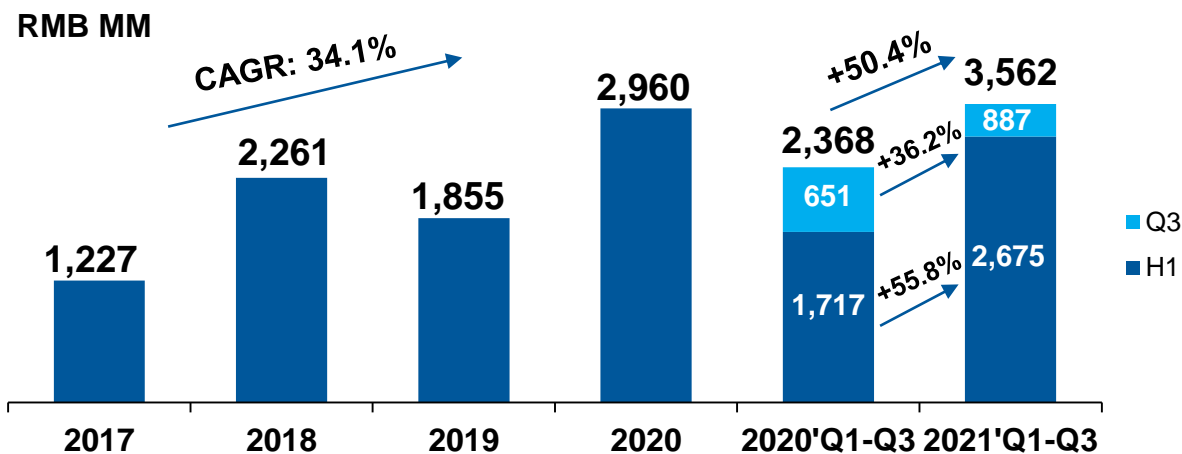
Revenue



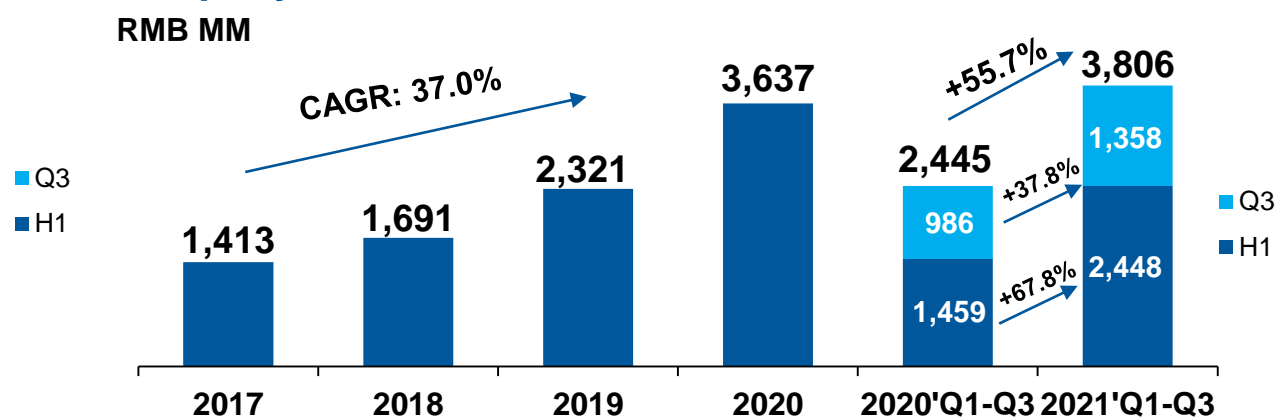
Adjusted Non-IFRS Gross Profit



Net Profit Attributable to Owners of the Company



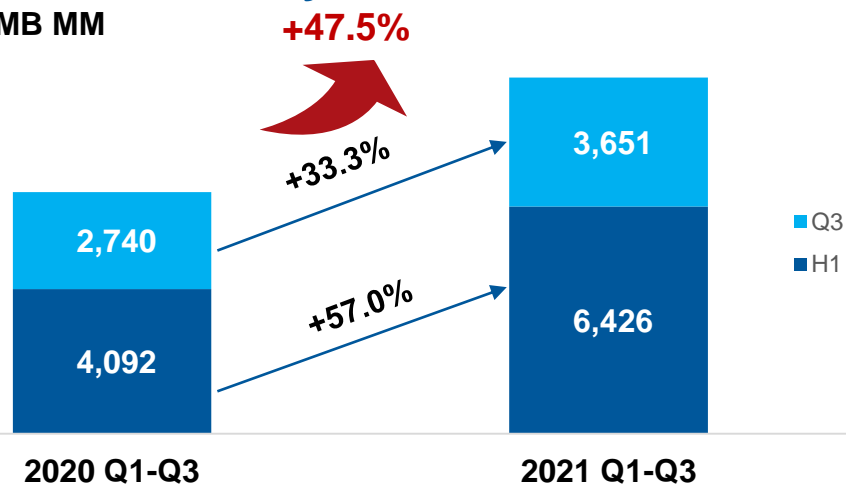
Adjusted Non-IFRS Net Profit Attributable to Owners of the Company



Segment Revenue

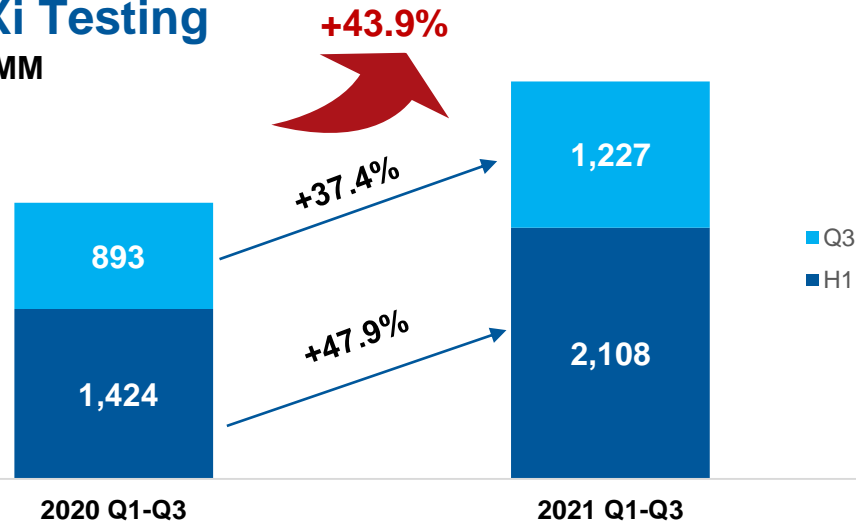
WuXi Chemistry

RMB MM



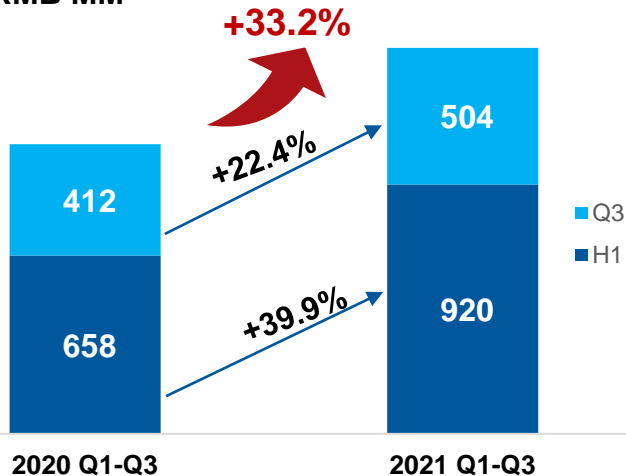
WuXi Testing

RMB MM



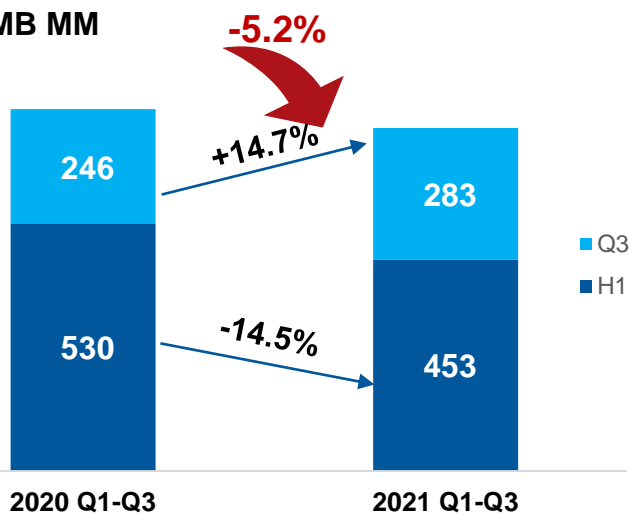
WuXi Biology

RMB MM



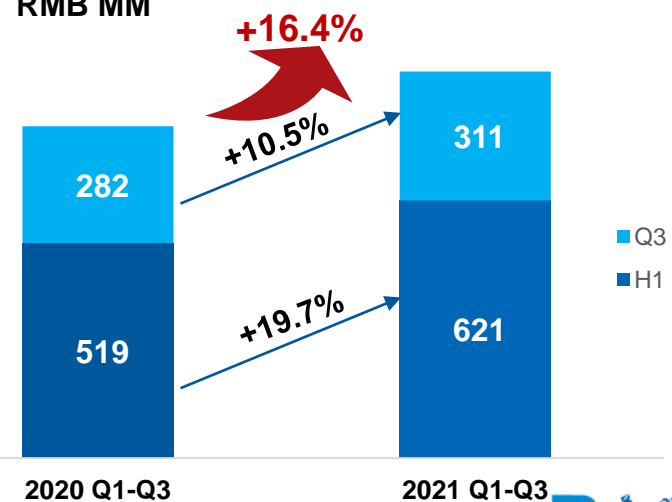
WuXi ATU

RMB MM



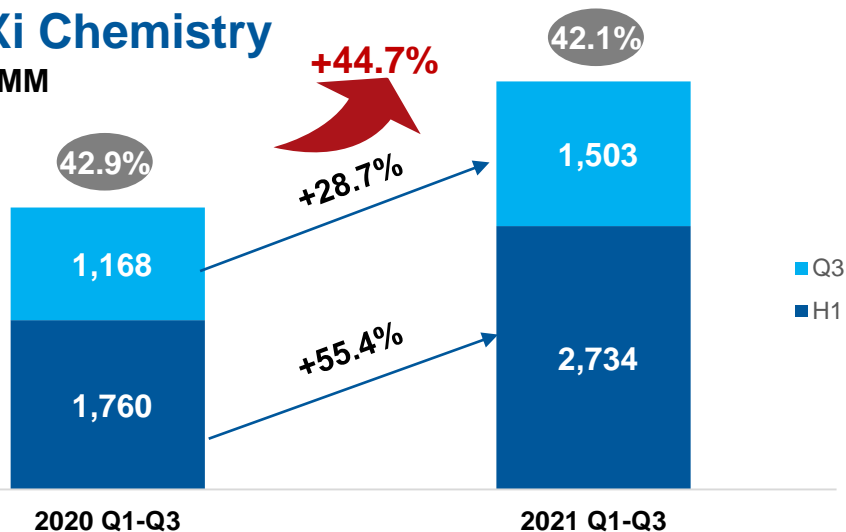
WuXi DDSU

RMB MM

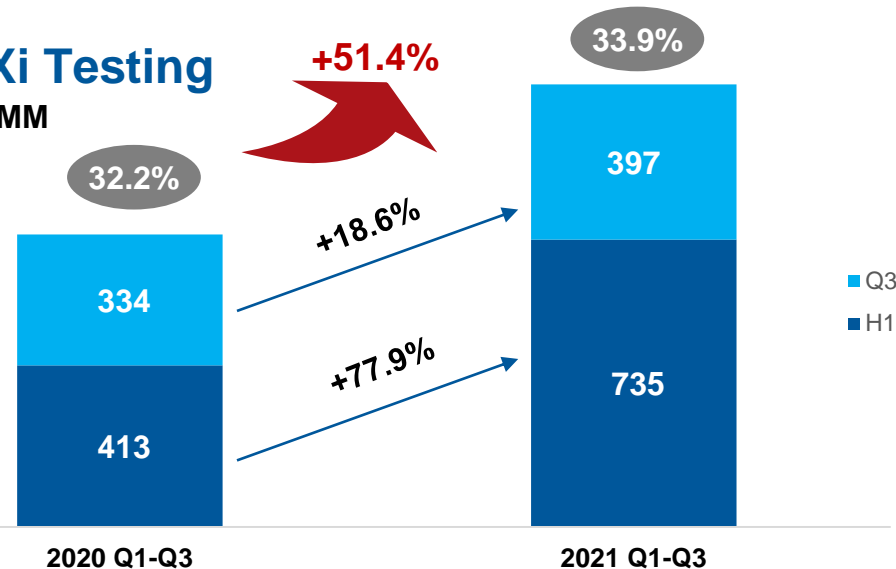


Segment Adjusted Non-IFRS Gross Profit

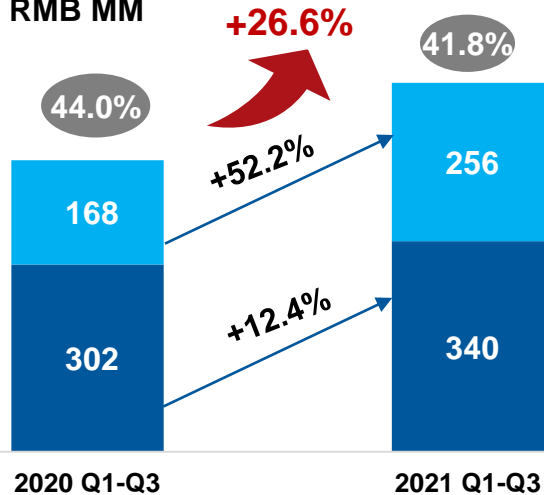
WuXi Chemistry RMB MM



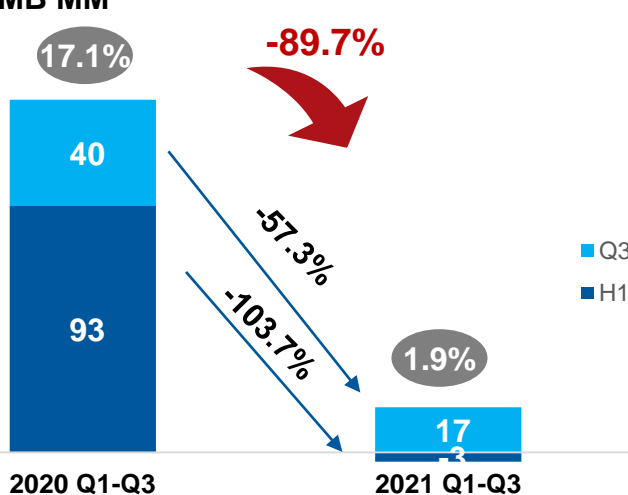
WuXi Testing RMB MM



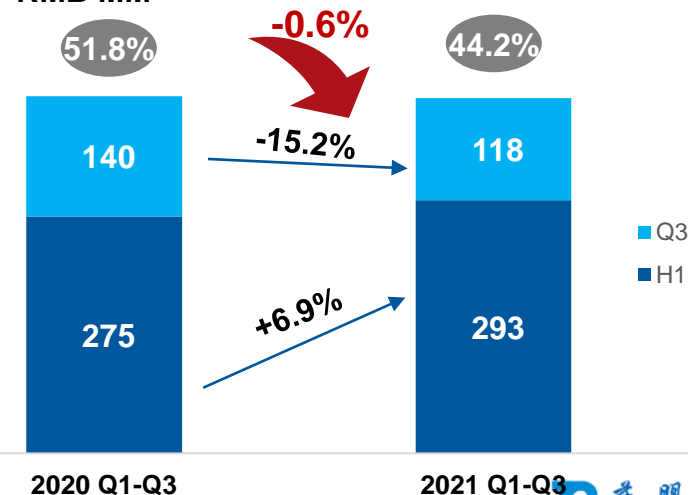
WuXi Biology RMB MM



WuXi ATU RMB MM



WuXi DDSU RMB MM

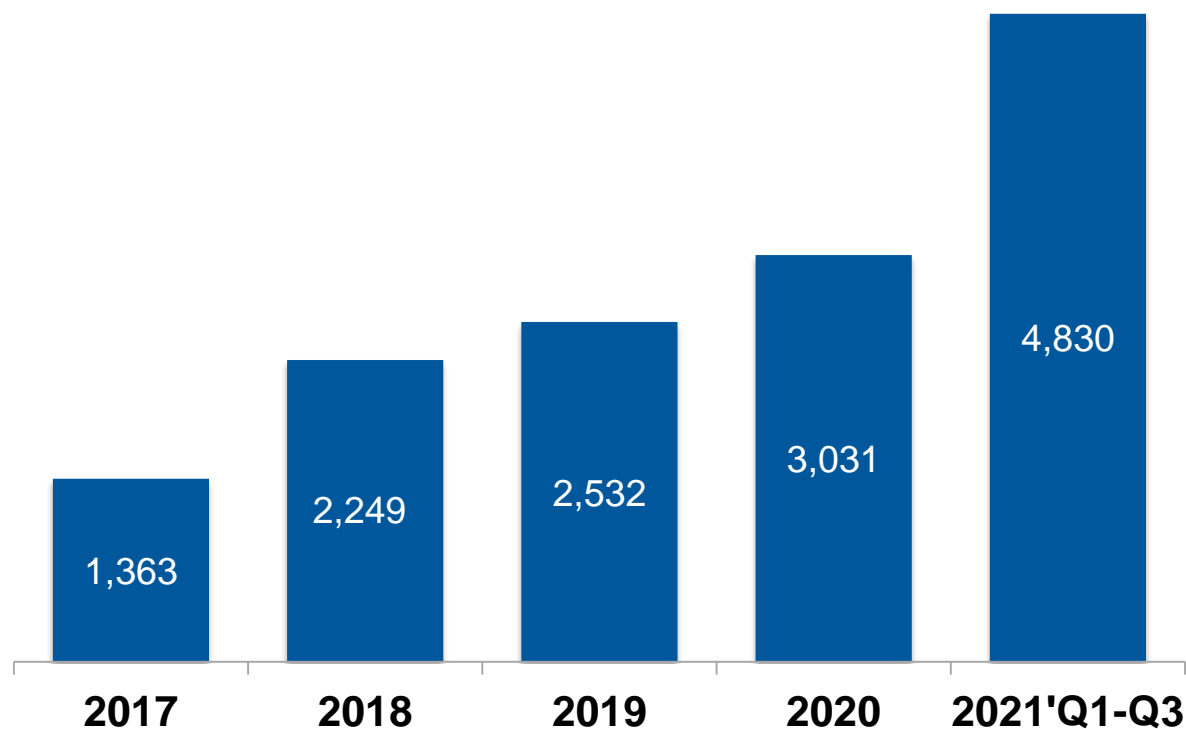


Capital Expenditure and Total Debt

Capital Expenditure¹

RMB MM

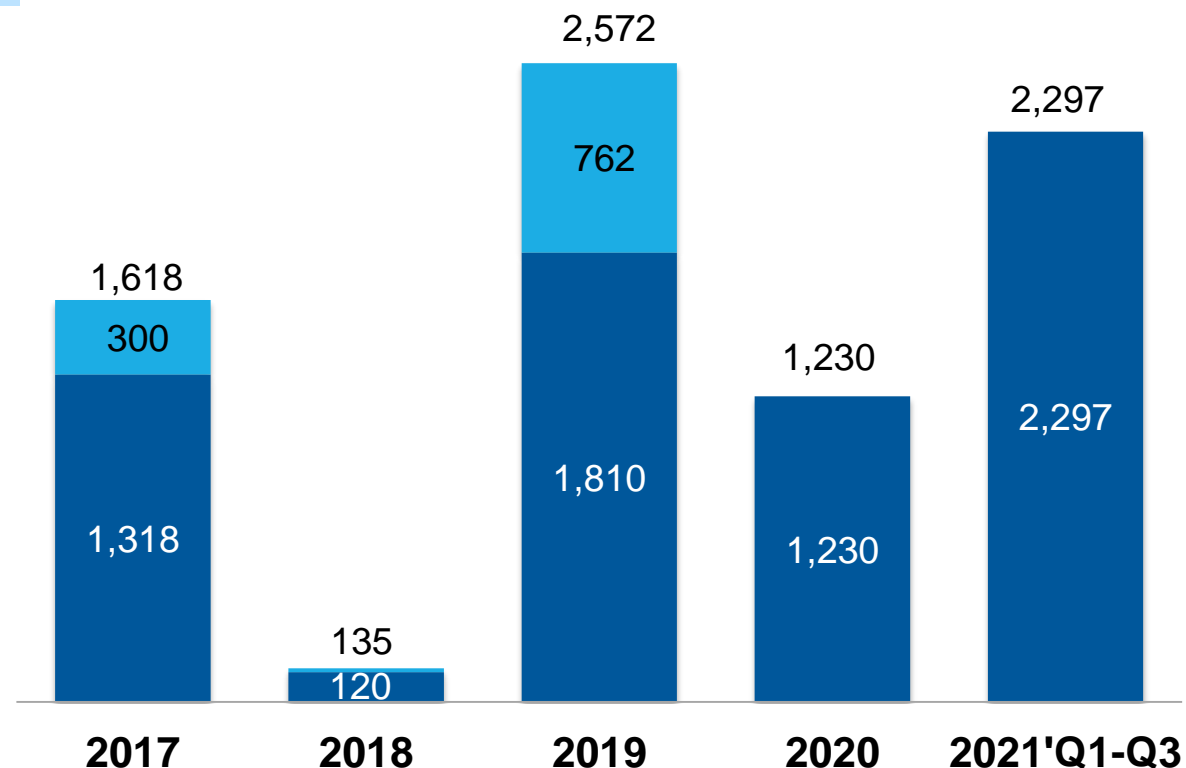
Expect full year 2021 capex spending ~6.5-7.0 billion



Total Borrowings²

RMB MM

Long-term
Short-term



Note:

- 1.Capital expenditure includes purchase of property, plant and equipment, other intangible assets, prepaid lease payments and other long-term expenses.
- 2.Total borrowings include short-term and long-term borrowings, excluding the lease liabilities and convertible bond issued in Q3'2019.

4. Growth Outlook

We are Well Positioned to Continue to Grow Strongly



1

Our integrated **CRDMO** and **CTDMO** model is one-of-a-kind engine in global pharmaceutical and biotech industry to propel strong growth ahead

2

We expect strong top line and bottom line growth to **accelerate in 2022** on top of strong growth achieved in 2021, particularly in our WuXi Chemistry business

3

Our proven strategy of enabling entrepreneur and biotech clients to lower entry barriers of drug discovery and development, along with our “**Follow the Molecule**” execution strategy, position us well in the global healthcare ecosystem

4

We will continue to **aggressively** build capacities and capabilities in 2022 across each of our business units globally to meet our customers’ **strong demands**

5

Our **track record** of consistently delivering excellent results to our clients and shareholders won the trust for sustainable growth of our company