WuXi AppTec
603259.SH / 2359.HK
2020 Annual Results
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, exclude the impact in revenue and cost from effective hedge accounting, share-based compensation expenses and amortization of intangible assets acquired in business combinations, 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. 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.
Notes:
All financials disclosed in this presentation are prepared based on International Financial Reporting Standards (or "IFRSs"). The unit of currency is RMB.
2020 Annual Results
2020 Business Highlights

“Long-Tail” Strategy
- 1,300+ New Customers
- 4,200+ Active Customers

Loyal Customer Base
- 100% Retention of Our Top 10 Customers

Small Molecule
- 1,300+ Projects;
  - 45 Phase III;
  - 28 Commercial

Cell & Gene Therapies
- 14 Phase II/III;
- 24 Phase I

Global Footprint
- 29* Global Sites & Branch Offices
- 21,900+ Scientists & Technicians

Acquired Milestone testing lab to consolidate and expand capacity of our analytical testing services

Clinical Development
- 33 INDs; 30 CTAs
- 118 INDs; 87 CTAs
- 2 Phase III; 9 Phase II; 60 Phase I

* As of March 30, 2021, two more sites were added as a result of two acquisitions
Strong Revenue & Profit Growth in 2020

Revenue

<table>
<thead>
<tr>
<th>Year</th>
<th>RMB MM</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>12,872</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>16,535</td>
<td>+28.5%</td>
</tr>
</tbody>
</table>

Adjusted Non-IFRS Net Profit

<table>
<thead>
<tr>
<th>Year</th>
<th>RMB MM</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>2,407</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>3,565</td>
<td>+48.1%</td>
</tr>
</tbody>
</table>
Our Platform & Business Model Continued to Perform Well

**Global Platform Enabling Innovation Worldwide**

Revenue Composition
- Overseas Customers: 12,390M, 25.1%↑
- China Customers: 4,145M, 39.8%↑

**Strong, Loyal & Expanding Customer Base**

Revenue Composition
- Existing Customers: 15,504M, 32.1%↑
- Newly Added Customers: 1,032M

**Execute “Long-Tail” Strategy & Increase Our Support to Large Pharma**

Revenue Composition
- “Long-Tail” & China Customers: 11,108M, 28.3%↑
- Top 20 Global Pharma Customers: 5,427M, 28.8%↑

**Increase Customer Conversion to Sustain Growth**

Revenue Composition
- Customers Using Multiple Services: 14,352M, 27.6%↑

Note: Q1-Q4’2020 Results; Data include large pharmaceutical companies’ M&A activities.
Business Highlights
China-based Laboratory Services Highlights

**Revenue & Profit**
- Revenue growth of **32.0%** YoY to **8,546M**, attributable to the timely implementation of BCP and increased demand from overseas customers.
- Non-IFRS GP growth **29.1%** YoY to **3,829M**.
- Non-IFRS GPM 45.0%, slightly down by 0.3pct.

**Small Molecule Drug Discovery**
- Chemistry FFS achieved ~35% revenue growth.
- Developed COVID-19 small molecule drug discovery platform very early and enabled 77 customers globally.
- HitS platform enabled >500 global customers and revenue increased ~43% to ~RMB196M.

**Integrated IND Package Services**
- Safety assessment services achieved ~74% revenue growth. With sufficient animal resource supplies, we can meet and exceed business demand and support strong growth.
- Signed 100 integrated WIND packages.

**Success-based Services**
- In 2020, submitted 33 IND filings for our customers and obtained 30 CTAs.
- Cumulatively, submitted 118 IND filings for our customers and obtained 87 CTAs.
- 2 projects in Phase III, 9 projects Phase II and 60 projects Phase I.

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue RMB MM</th>
<th>Non-IFRS Gross Profit RMB MM</th>
<th>Non-IFRS GPM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>6,473</td>
<td>2,966</td>
<td>45.3%</td>
</tr>
<tr>
<td>2020</td>
<td>8,546</td>
<td>3,829</td>
<td>45.0%</td>
</tr>
</tbody>
</table>

+32.0% +29.1%
Expand Our Capacity Through Organic Growth & M&A

Chengdu R&D Center Began Operations

New **Chengdu** (western city in China) R&D center began operations in August 2020 to provide chemistry services. During the reporting period, our Chengdu site provided services to 95 global customers.

Acquired Milestone Pharma

Acquired third party analytical testing lab **Milestone** to consolidate and expand capacity of analytical services. With 5,500m² modern laboratories in Nanjing and Shanghai, Milestone Pharma is able to provide comprehensive pharmaceutical analytical services from registration to lot release testing.
Success-based Business Model With Potential Upside

193 Ongoing Projects Ended Dec 31, 2020

- Discovery & Pre-Clinical: 84
- IND: 31
- Clinical: 78
- IND & beyond: 109
- CTA: 7
- P1: 60
- P2: 9
- P3: 2

1st In China

85 First 3 In China

Notes:
1. Among China companies.
2. Exclude inactive projects.
<table>
<thead>
<tr>
<th>CDMO Services Highlights</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue &amp; Profit</strong></td>
<td><strong>Follow and Win the Molecule</strong></td>
</tr>
<tr>
<td>● Revenue growth of 40.8% YoY to 5,282M. Our “follow and win the molecule” business model continued to perform well.</td>
<td>● Added 575 new molecules into our pipeline, including 35 “win the molecule” projects.</td>
</tr>
<tr>
<td>● Non-IFRS GP growth 42.3% YoY to 2,187M.</td>
<td>● 28 commercial projects, including the 1st integrated CMC project (both DS and DP).</td>
</tr>
<tr>
<td>● Non-IFRS GPM 41.7%, up by 0.7pct.</td>
<td>● 45 projects in Phase III.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Revenue &amp; Profit</th>
<th>Follow and Win the Molecule</th>
<th>Small Molecule Drugs</th>
<th>Oligo &amp; Peptide Drugs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue RMB MM</td>
<td>3,752</td>
<td>5,282</td>
<td>1,537</td>
</tr>
<tr>
<td>2019</td>
<td>+40.8%</td>
<td>41.0%</td>
<td>+42.3%</td>
</tr>
<tr>
<td>2020</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Growing Small Molecule CDMO Project Pipeline

Added 575 New Molecules into the Pipeline

Win The Molecule

1,024 Preclinical & Phase I
217 Phase II
45 Phase III
28 Commercial

Provided CDMO Services to ~14% Global Innovative Small Molecule Drug Clinical Pipeline

Note: As of Dec 31, 2020
1st Innovative Drug Commercial Project From API to DP
BTK Inhibitor Orelabrutinib Approved by NMPA

Pre-Approval Inspections
(Sept. 15 – Oct. 3rd)

- DS Manufacturing
- ASD Manufacturing
- Tablet Manufacturing
- R&D Manufacturing (DS/DP)

Record Setting for NMPA PAI

1st
- Drug product PAI

1st
- Inspection for our spray drying commercial manufacturing

1st
- Comprehensive inspection for our integrated CMC platform including both DS and DP

1st
- PAI involving 4 sites within WuXi STA at the same time

Jinshan | Changzhou | Wuxi | Waigaoqiao
Acquire BMS Manufacturing Facility in Couvet, Switzerland

- Built in 2018, the Couvet site is a world-class facility designed for quality, safety, and efficiency.
- The Couvet site will be the first facility in Europe for STA and will enhance STA’s existing capabilities while growing capacity to support its partners’ life-saving work.
- STA anticipates completing the transaction by Q2 2021, subject to regulatory approvals and the satisfaction of other closing conditions.
- Upon closing, STA will acquire the Couvet site’s operations and assets, which include the plant and equipment, as well as a workforce with technical capabilities and expertise.
US-based Laboratory Services Highlights

Revenue & Profit

- Revenue decline 3.0% YoY to 1,517M. CGT services revenue decline 9% and medical device testing revenue growth 6%.
- Non-IFRS GP decline 27.4% YoY to 346M.
- Non-IFRS GPM 22.8%, down by 7.7pct., due to COVID-19 impact on U.S. operations.

Cell and Gene Therapies CDMO

- Provided services to 36 clinical stage projects.
- 12 projects in Phase II/III.
- 24 projects in Phase I.
- Expanded plasmid manufacturing facility, and launched fully integrated Closed Process CAR-T Cell Therapy Platform, AAV adherent manufacturing platform and AAV Vector Suspension Platform.

New Capabilities

- Launched a fully integrated AAV Vector Suspension Platform and a fully integrated Closed Process CAR-T Cell Therapy Platform, which will help customers accelerate the timelines of cell and gene therapies development, manufacturing and release.

Medical Device Testing

- Integration and strengthening of the management and sales team and actively developed new customers.
- Capture the opportunities brought by new EU MDR regulation.

### Revenue

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue RMB MM</td>
<td>1,563</td>
<td>1,517</td>
</tr>
<tr>
<td>Revenue decline</td>
<td>-3.0%</td>
<td></td>
</tr>
</tbody>
</table>

### Gross Profit

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-IFRS Gross Profit RMB MM</td>
<td>477</td>
<td>346</td>
</tr>
<tr>
<td>Non-IFRS GPM</td>
<td>30.5%</td>
<td>22.8%</td>
</tr>
</tbody>
</table>
Technology Platform to Support CGT CTDMO Business Growth

Notes:
2. Include projects from our China-based CGT operations.
Acquired OXGENE to Further Strengthen CGT CTDMO Services

• Founded 2011, OXGENE offers discovery and biomanufacturing solutions to the CGT industries and manufacturing systems that deliver exceptional scalability.

• OXGENE’s novel TESSA technology for AAV manufacturing and XLentistable solutions for lentiviral manufacturing simplify CGT manufacturing while significantly reducing costs.

• OXGENE is our first CGT CTDMO facility in Europe. Combining WuXi’s world-class CGT CTDMO platform with OXGENE’s innovative capabilities, we will be able to provide end-to-end support in the creation and development of cutting-edge CGT therapy for customers.
Revenue & Profit

- Revenue growth of **10.0%** YoY to **1,169M**. Growth rate slowed down due to severe impact of COVID-19. However, the backlog of CDS and SMO grew **48%** and **41%** YoY, respectively.
- Non-IFRS GP declined by **24.4%** YoY to 209M.
- Non-IFRS GPM 17.9%, down by 8.1pct.

### Capabilities & Capacity

- SMO maintained **#1** leadership in China, with **3,300+** CRCs stationed in **150** cities and provide services in~**1,000** hospitals.
- Clinical CRO team has ~**800+** employees distributed in China and the U.S.
- Biometrics business has maintained strong momentum and achieved rapid growth in both U.S. and China.

### CDS

- Clinical development team provided services to **130+** projects for our clients in China and U.S. and completed the registration trials of **6** products.
- Biometrics business has maintained strong momentum and achieved rapid growth in both U.S. and China.

### SMO

- SMO assisted in the market approval of **17** products, including the approval of a surgical implant for the treatment of glaucoma based on **real world evidence** in China.
- Since July 22, 2015, **50+** projects undertaken by our SMO were inspected, all with excellent results.
### Capabilities & Capacity

SMO strengthened #1 leadership in China, with 3,300+ CRCs stationed in 150 cities and provide services in ~1,000 hospitals.

CDS team with ~800 employees distributed in China and the U.S. In 2020, CDS conducted 12 multi-regional clinical trials for our customers in the U.S. and China.

### CDS

2020, CDS backlog increased ~48% on a YoY basis.

Assisted in the registration trials of 6 products in China, including:

- A global customer’s new drug for the treatment of pulmonary arterial hypertension which obtained FDA approval.

### SMO

2020, SMO backlog increased ~41% on a YoY basis.

Assisted in the market approval of 17 products, including:

- A surgical implant for the treatment of glaucoma under real world evidence.
- The first bevacizumab biosimilar in China.
- The first China company’s trastuzumab biosimilar in EMA.
Anticipate the Industry Trend & Enable Global Innovations

New Modalities: Integrated Drug Discovery, Lab Testing and Manufacturing Platform
Financial Overview
## Financial Performance

**Revenue**

<table>
<thead>
<tr>
<th>Year</th>
<th>RMB MM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>7,765</td>
</tr>
<tr>
<td>2018</td>
<td>9,614</td>
</tr>
<tr>
<td>2019</td>
<td>12,872</td>
</tr>
<tr>
<td>2020</td>
<td>16,535</td>
</tr>
</tbody>
</table>

**CAGR:** 28.8%

**Non-IFRS Gross Profit**

<table>
<thead>
<tr>
<th>Year</th>
<th>RMB MM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>3,277</td>
</tr>
<tr>
<td>2018</td>
<td>3,893</td>
</tr>
<tr>
<td>2019</td>
<td>5,259</td>
</tr>
<tr>
<td>2020</td>
<td>6,583</td>
</tr>
</tbody>
</table>

**CAGR:** 39.8%

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

<table>
<thead>
<tr>
<th>Year</th>
<th>RMB MM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>1,413</td>
</tr>
<tr>
<td>2018</td>
<td>1,742</td>
</tr>
<tr>
<td>2019</td>
<td>2,407</td>
</tr>
<tr>
<td>2020</td>
<td>3,565</td>
</tr>
</tbody>
</table>

**CAGR:** 48.1%

**Net Profit Attributable to Owners of the Company**

<table>
<thead>
<tr>
<th>Year</th>
<th>RMB MM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>1,227</td>
</tr>
<tr>
<td>2018</td>
<td>2,261</td>
</tr>
<tr>
<td>2019</td>
<td>1,855</td>
</tr>
<tr>
<td>2020</td>
<td>2,960</td>
</tr>
</tbody>
</table>

**CAGR:** 59.6%

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**Note:** In 2020, we reported RMB1,456 million gain from the fair value change of our investment portfolio. In the same period of 2019, we reported RMB180 million loss from the fair value change of our investment portfolio.
Segment Revenue

China-based Laboratory Services
RMB MM

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>4,121</td>
<td>5,113</td>
<td>6,473</td>
<td>8,546</td>
</tr>
</tbody>
</table>

CAGR: +25.3%  +32.0%

US-based Laboratory Services
RMB MM

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>1,135</td>
<td>1,204</td>
<td>1,563</td>
<td>1,517</td>
</tr>
</tbody>
</table>

CAGR: +17.4%  -3.0%

CDMO Services
RMB MM

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>2,109</td>
<td>2,699</td>
<td>3,752</td>
<td>5,282</td>
</tr>
</tbody>
</table>

CAGR: +33.4%  +40.8%

Clinical and Other CRO Services
RMB MM

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>356</td>
<td>585</td>
<td>1,063</td>
<td>1,169</td>
</tr>
</tbody>
</table>

CAGR: +72.8%  +10.0%
## Segment Non-IFRS Gross Profit

### China-based Laboratory Services

<table>
<thead>
<tr>
<th>Year</th>
<th>Non-IFRS Gross Profit (RMB MM)</th>
<th>Non-IFRS GPM (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>1,864</td>
<td>45.2%</td>
</tr>
<tr>
<td>2018</td>
<td>2,279</td>
<td>44.2%</td>
</tr>
<tr>
<td>2019</td>
<td>2,966</td>
<td>45.3%</td>
</tr>
<tr>
<td>2020</td>
<td>3,829</td>
<td>45.0%</td>
</tr>
</tbody>
</table>

### CDMO Services

<table>
<thead>
<tr>
<th>Year</th>
<th>Non-IFRS Gross Profit (RMB MM)</th>
<th>Non-IFRS GPM (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>933</td>
<td>44.2%</td>
</tr>
<tr>
<td>2018</td>
<td>1,148</td>
<td>42.5%</td>
</tr>
<tr>
<td>2019</td>
<td>1,537</td>
<td>41.0%</td>
</tr>
<tr>
<td>2020</td>
<td>2,187</td>
<td>41.7%</td>
</tr>
</tbody>
</table>

### US-based Laboratory Services

<table>
<thead>
<tr>
<th>Year</th>
<th>Non-IFRS Gross Profit (RMB MM)</th>
<th>Non-IFRS GPM (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>362</td>
<td>31.9%</td>
</tr>
<tr>
<td>2018</td>
<td>289</td>
<td>24.0%</td>
</tr>
<tr>
<td>2019</td>
<td>477</td>
<td>30.5%</td>
</tr>
<tr>
<td>2020</td>
<td>346</td>
<td>22.8%</td>
</tr>
</tbody>
</table>

### Clinical and Other CRO Services

<table>
<thead>
<tr>
<th>Year</th>
<th>Non-IFRS Gross Profit (RMB MM)</th>
<th>Non-IFRS GPM (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>103</td>
<td>28.9%</td>
</tr>
<tr>
<td>2018</td>
<td>173</td>
<td>29.6%</td>
</tr>
<tr>
<td>2019</td>
<td>276</td>
<td>26.0%</td>
</tr>
<tr>
<td>2020</td>
<td>209</td>
<td>17.9%</td>
</tr>
</tbody>
</table>
### IFRS & Adjusted Non-IFRS Measures

<table>
<thead>
<tr>
<th>RMB Million</th>
<th>2020</th>
<th>2019</th>
<th>YoY</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>16,535</td>
<td>12,872</td>
<td>3,663</td>
<td>28.5%</td>
</tr>
<tr>
<td>IFRS Gross Margin%</td>
<td>37.8%</td>
<td>38.9%</td>
<td>-1.1%</td>
<td>-1.0%</td>
</tr>
<tr>
<td><strong>Adjusted Non-IFRS Gross Margin%</strong></td>
<td>39.8%</td>
<td>40.9%</td>
<td>-1.0%</td>
<td>-1.0%</td>
</tr>
<tr>
<td>IFRS Operating Profit</td>
<td>3,656</td>
<td>2,486</td>
<td>1,170</td>
<td>47.1%</td>
</tr>
<tr>
<td>IFRS Operating Profit Margin%</td>
<td>22.1%</td>
<td>19.3%</td>
<td>2.8%</td>
<td>2.8%</td>
</tr>
<tr>
<td><strong>Adjusted Non-IFRS Operating Profit</strong></td>
<td>4,353</td>
<td>3,081</td>
<td>1,272</td>
<td>41.3%</td>
</tr>
<tr>
<td><strong>Adjusted Non-IFRS Operating Profit Margin%</strong></td>
<td>26.3%</td>
<td>23.9%</td>
<td>2.4%</td>
<td>2.4%</td>
</tr>
<tr>
<td>Net Profit Attributable to Owners of the Company</td>
<td>2,960</td>
<td>1,855</td>
<td>1,106</td>
<td>59.6%</td>
</tr>
<tr>
<td><strong>Adjusted Non-IFRS Net Profit Attributable to Owners of the Company</strong></td>
<td>3,565</td>
<td>2,407</td>
<td>1,158</td>
<td>48.1%</td>
</tr>
<tr>
<td>IFRS EPS (RMB)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>-Basic</td>
<td>1.27</td>
<td>0.81</td>
<td>0.46</td>
<td>56.8%</td>
</tr>
<tr>
<td>-Diluted</td>
<td>1.25</td>
<td>0.80</td>
<td>0.45</td>
<td>56.3%</td>
</tr>
<tr>
<td><strong>Adjusted Non-IFRS EPS (RMB)</strong></td>
<td>1.53</td>
<td>1.05</td>
<td>0.48</td>
<td>45.7%</td>
</tr>
<tr>
<td>-Basic</td>
<td>1.53</td>
<td>1.05</td>
<td>0.48</td>
<td>45.7%</td>
</tr>
<tr>
<td>-Diluted</td>
<td>1.51</td>
<td>1.04</td>
<td>0.47</td>
<td>45.2%</td>
</tr>
<tr>
<td>Weighted Average Number of Shares’000</td>
<td>2,327,840</td>
<td>2,281,037</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fully Diluted Weighted Average Number of Shares’000</td>
<td>2,348,623</td>
<td>2,287,089</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Note:** “IFRS Operating Profit” is calculated based on IFRS Gross Profit deducted by SG&A, R&D expenses and impairment losses while adding Other income and Other gains and losses, which aligns with the disclosure in Group Consolidated Profit & Loss Statement.
## Adjusted Non-IFRS Net Profit

<table>
<thead>
<tr>
<th>RMB Million</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Profit Attributable to the owners of the Company</td>
<td>2,960</td>
<td>1,855</td>
</tr>
<tr>
<td>Add:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Share-based compensation expenses</td>
<td>588</td>
<td>161</td>
</tr>
<tr>
<td>Convertible Bonds issuance expenses</td>
<td>5</td>
<td>4</td>
</tr>
<tr>
<td>Fair value losses from derivative component of Convertible Bonds</td>
<td>1,349</td>
<td>98</td>
</tr>
<tr>
<td>Foreign exchange related losses</td>
<td>286</td>
<td>115</td>
</tr>
<tr>
<td>Amortization of acquired intangible assets from merge and acquisition</td>
<td>36</td>
<td>28</td>
</tr>
<tr>
<td>Goodwill impairment</td>
<td>44</td>
<td>-</td>
</tr>
<tr>
<td>Non-IFRS Net Profit Attributable the owners of the Company</td>
<td>5,268</td>
<td>2,261</td>
</tr>
<tr>
<td>Add:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Realized and unrealized (gains)/losses from venture investments</td>
<td>(1,717)</td>
<td>107</td>
</tr>
<tr>
<td>Realized and unrealized share of losses from joint ventures</td>
<td>14</td>
<td>39</td>
</tr>
<tr>
<td>Adjusted non-IFRS net profit attributable to the owners of the Company</td>
<td>3,565</td>
<td>2,407</td>
</tr>
</tbody>
</table>
Capital Expenditure and Total Debt

### Capital Expenditure \(^{(1)}\)

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount (RMB MM)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>1,363</td>
</tr>
<tr>
<td>2018</td>
<td>2,249</td>
</tr>
<tr>
<td>2019</td>
<td>2,532</td>
</tr>
<tr>
<td>2020</td>
<td>3,031</td>
</tr>
</tbody>
</table>

### Total Borrowings \(^{(2)}\)

<table>
<thead>
<tr>
<th>Year</th>
<th>Short-term (RMB MM)</th>
<th>Long-term (RMB MM)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>300</td>
<td>1,618</td>
</tr>
<tr>
<td>2018</td>
<td>135</td>
<td>1,810</td>
</tr>
<tr>
<td>2019</td>
<td>120</td>
<td>762</td>
</tr>
<tr>
<td>2020</td>
<td>15</td>
<td>1,230</td>
</tr>
</tbody>
</table>

**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.
Corporate Governance
Highlights of ESG governance

- ESG Committee established by board of directors, led by Vice Chairman
- ESG Office established for purposes of formation and development of WuXi AppTec’s ESG visions, strategies and policies
- Enforced strict compliance with Environmental Protection Law, other EHS regulations and WuXi AppTec Code of Business Conduct and Ethics
- WuXi AppTec has been recognized for its good ESG performance by well-known ESG rating organizations

MSCI ESG Ratings

BBB

CDP

Climate Change 2020

B-

Waters Security 2020

B-

MSCI ESG Research

Last Update: March 23, 2021
# ESG Performance and Management

## ENVIRONMENTAL
- Greenhouse gas emissions: Reduced by 6%
- Obtained ISO50001 energy management system certification: STA
- Obtained ISO14001 environmental management system certification: STA

## SOCIAL
- Percentage of female employees: 53%
- Customer Satisfaction Rate: 98%
- Number of working days lost due to work-related injuries per capita: 0.02
- Obtained ISO45001 Occupational Health and Safety Management System Certification: STA

## GOVERNANCE
- Compliance Training Coverage: 100%
- Corruption Cases: 0
- Major corruption complaint cases: 0
- Environmental Violation Penalties: 0
- Anti-Corruption Policy, Whistleblower Protection Policy, Regular audits of all operations

## ESG RATINGS
- Included in the Dow Jones Sustainability (DJSI) Index
- MSCI ESG RATINGS 2020 BBB
- CDP SCORE 2020 B-
Highlights of Corporate Social Responsibility

Donations

- Held fundraiser for COVID-19 relief involving donations from over 19,000 employees, conducted academic exchanges focused on COVID-19, and joined the international new coronavirus drug development alliance.
- Utilized industry connections and resources to organize global forums dedicated to in-depth exchanges with top global industry leaders. With hopes that the exchange of ideas would inspire and drive the industry forward.
- Continued commitment to social welfare and dedication to community needs. Provided public welfare donations and assistance with respects to education, sanitation, culture and sports, disaster relief and poverty alleviation.
- Prioritized rare disease R&D, drug availability, medical technology innovation, as well as new methods and modalities for curing diseases.

Fight against COVID-19

Social Welfare

Sending our Love with Voluntary Blood Donations

Industry-wide Cooperation

WuXi AppTec Global Forum 2020

Inclusive Healthcare

Attention to Rare Disease
Outlook For 2021 & Beyond
Global Capacity in Progress

The Capacity of Our Sites is Expanding

~1,657K m² of Laboratories, Manufacturing Facilities and Offices Worldwide

Philadelphia
Jinshan
Wuxi
Suzhou
Shanghai

San Diego
Minnesota
New Jersey

Oxford
Munich
Switzerland

Nantong
Changzhou
Chengdu
Wuhan
Shanghai
Nanjing

Minnesota
San Diego
Philadelphia
New Jersey

The Capacity of Our Sites is Expanding

~1,657K m² of Laboratories, Manufacturing Facilities and Offices Worldwide
Growing Talents for Sustaining Business Growth

Rapid Expansion of Talent Base

Employees As of Dec 31, 2020

- 26,411
- 1,778 Oversea
- 21,942 Research & Development
- 7,485 CDMO

Note:
1. Including small molecule CDMO & cell and gene therapies CTDMO.
WuXi STA and WuXi Biologics to Form “XDC” Joint Venture

**JV Business Scope**

- Combine WuXi STA and WuXi Biologics’ respective capabilities in developing and manufacturing drug conjugates such as Antibody-Drug-Conjugate.
- Provide customers end-to-end CDMO services from payloads/linkers, antibodies to finished conjugated drug products under one roof.

**JV Capital Structure**

- WuXi Biologics owns 60% by investing $120 million cash
- WuXi STA owns 40% by investing $80 million cash

**Contributions of Assets**

- WuXi STA contributes its payloads and linkers business and associated facilities and personnel valued RMB 280M
- WuXi Biologics contributes its ADC business and associated facilities and personnel valued at RMB 420M.
## Excellent Track Record and 2021 Outlook

### China-based Lab Services
- Strong demand from long-tail biotech customers globally continues to drive growth of our discovery services and lab testing services
- Stick large pharma relations continues to expand collaboration scopes and penetration
- New laboratory capacity expansion in Nantong, Wuhan, Changshu, Tianjin, Chengdu

### US-based Lab Services
- Support 2-3 BLA filings in 2021 for cell therapies
- Integrate Oxgene capabilities with existing CGT CTMDO capabilities to provide end to end gene therapy development services
- Further expand CGT testing capacity in Philadelphia
- Medical device testing business to grow steadily

### CDMO Services
- 4-6 new products to commercialize in 2021 and continue to expand product pipeline
- Strong demand for CDMO services of new modalities
- Small molecule API and drug product demand remain very strong
- The first European GMP drug product manufacturing facility to start operations in 2H-2021

### Clinical Research Services
- Expect clinical CRO and SMO services to grow strongly in China
- US based clinical CRO services sees modest growth due to COVID-19 impact
- Attract clients and projects that need to do clinical trials in both China and the U.S.
Continuing to Gain Market Share to Sustain High Growth

**Excellent Track Record**
- Outstanding customer satisfaction and strong worldwide recognition
- Excellent execution to deliver services and products to meet/exceed customers’ needs
- Strong track record of delivering revenue and profit growth

**Global Presence**
- Global presence in 29 sites and branch offices
- Recently added two new sites in Switzerland and the U.K.
- Site selection in the U.S. for API/Drug Product manufacturing

**Unparalleled Capacity**
- Global capacity expansion in both China (Wuhan/Nantong/Changshu/Lingang) and the U.S.
- To reach 1.6 million sq. meters of laboratories, manufacturing facilities and offices Worldwide by 2023

**Largest Talent Base**
- Largest pharmaceutical R&D organization: 21,900+ scientists and technicians
- Expected to increase headcount by 27% in 2021
We Achieved Strong Growth in 2020 and Continue to Invest for Future Growth

1. We Won Back 2020 Despite the COVID-19 Pandemic Challenges.

2. We will Maintain Strong Growth Momentum in 2021 Through Our “Long-tail” and “Follow the Customer, Follow and Win the Molecule” Strategies.

3. We will Continue to Expand Capabilities and Capacities Globally.

4. We will Invest Aggressively to Capture Business Opportunities of Fast Growing New Modalities.

5. We Continue to Actively Seek M&A Opportunities Worldwide.
Thank You!