药明康德
WuXi AppTec

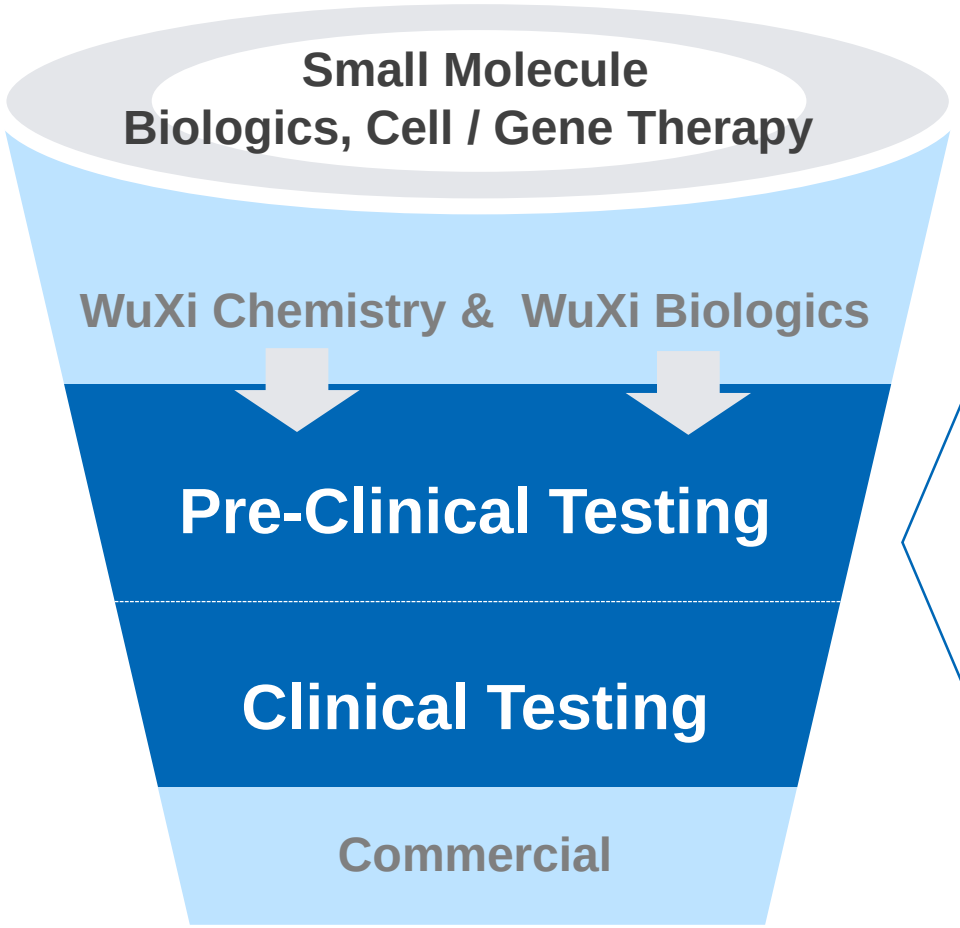
2022 WuXi AppTec Investor Day

WuXi Testing: End-to-End Testing Platform

Steve Yang, Ph.D.
Co-CEO

WuXi Testing: End-to-End Testing Platform for All Modalities

Discovery → Pre-Clinical → Clinical

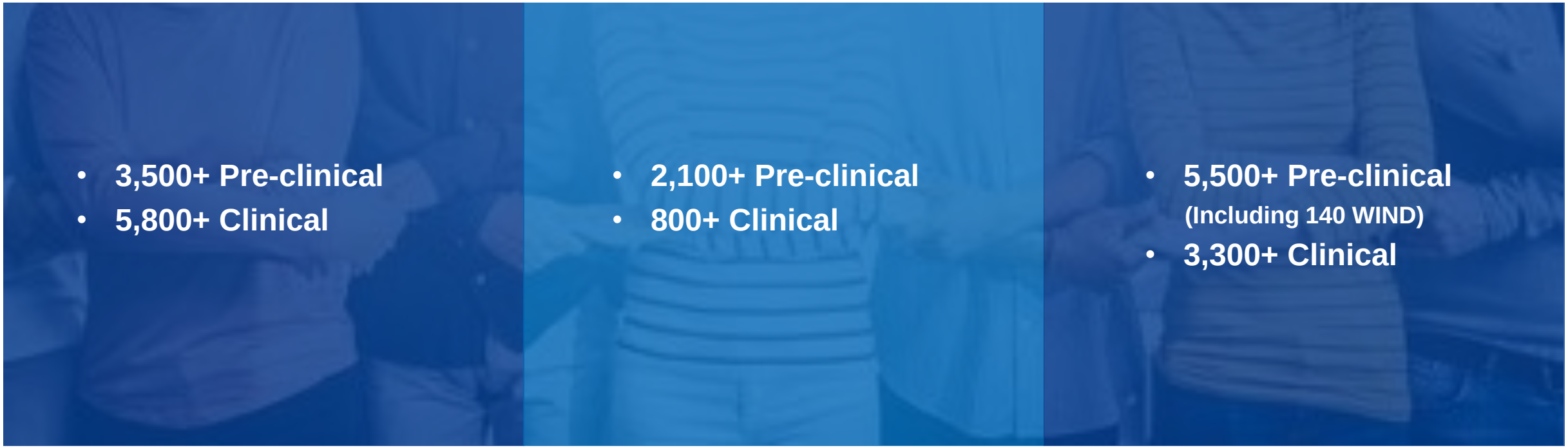


WuXi Testing

- WIND (WuXi IND)
- DMPK
- Toxicology
- Bioanalysis
- Medical Device Testing
- Clinical CRO
- Clinical SMO

WuXi Testing: A Global Platform from Preclinical to Clinical

Employees	Clients[1]	Projects[2]
9,300+	**2,200+**	**8,800+**



- **3,500+ Pre-clinical**
- **5,800+ Clinical**

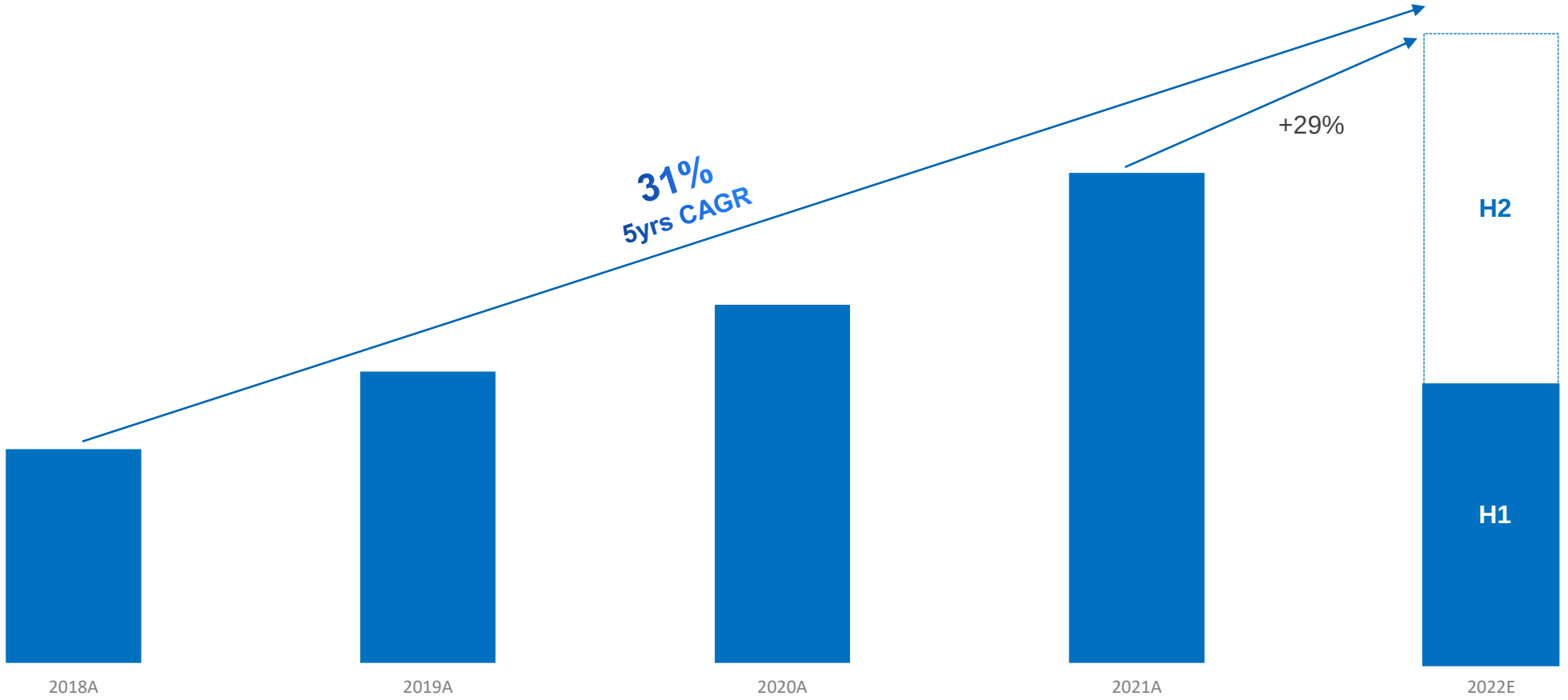
- **2,100+ Pre-clinical**
- **800+ Clinical**

- **5,500+ Pre-clinical**
  (Including 140 WIND)
- **3,300+ Clinical**

Note: 1. Active client with PO award
2. Active projects with PO award (Multiple projects may cover single molecule)

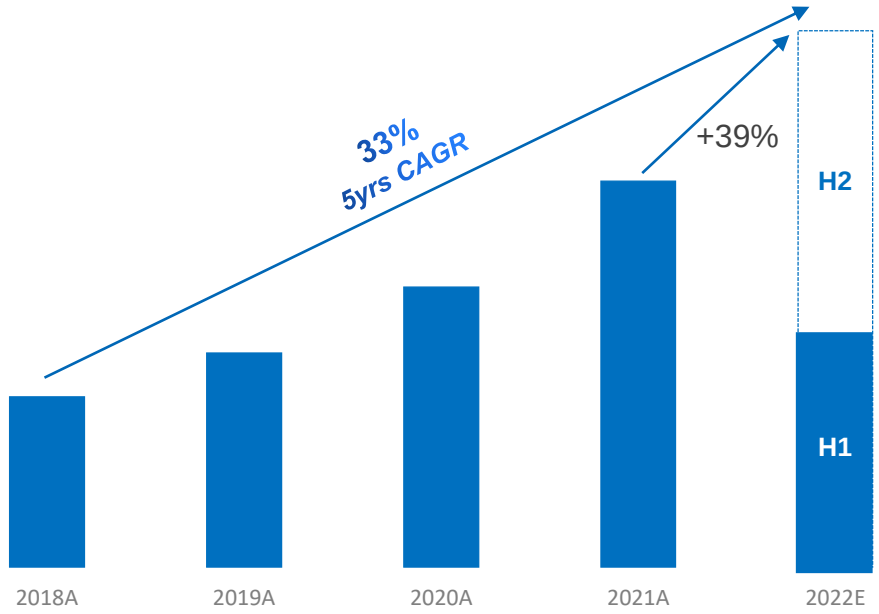
Data from: Jul 2021 to Jun 2022

WuXi Testing: Robust Track Record & Growth Forecast

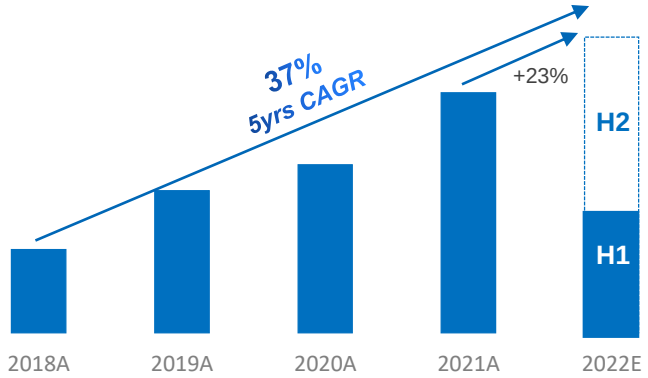


WuXi Testing: Business Performance by Division

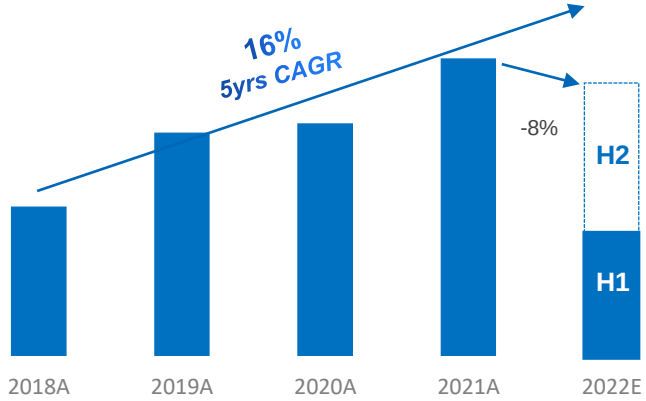
Lab Testing Business



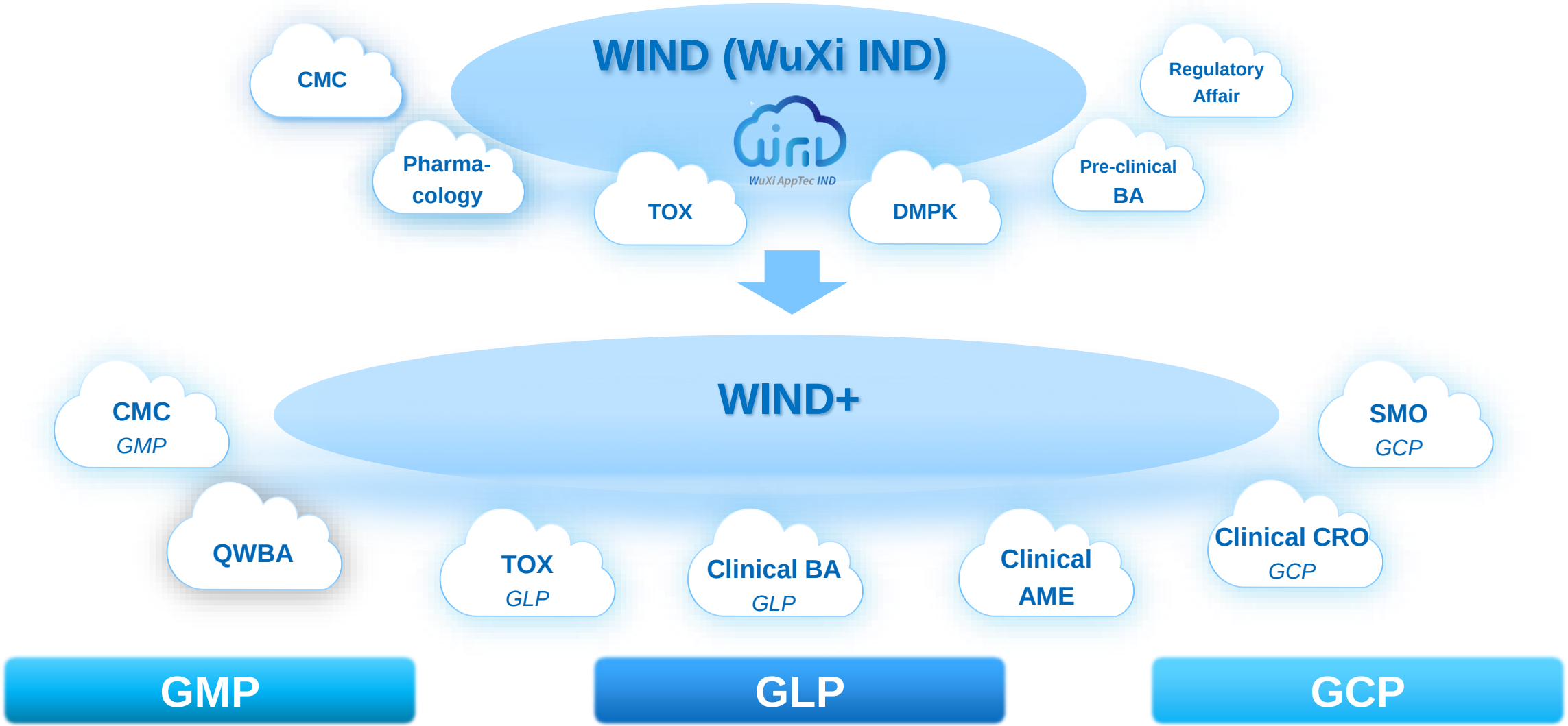
SMO Business



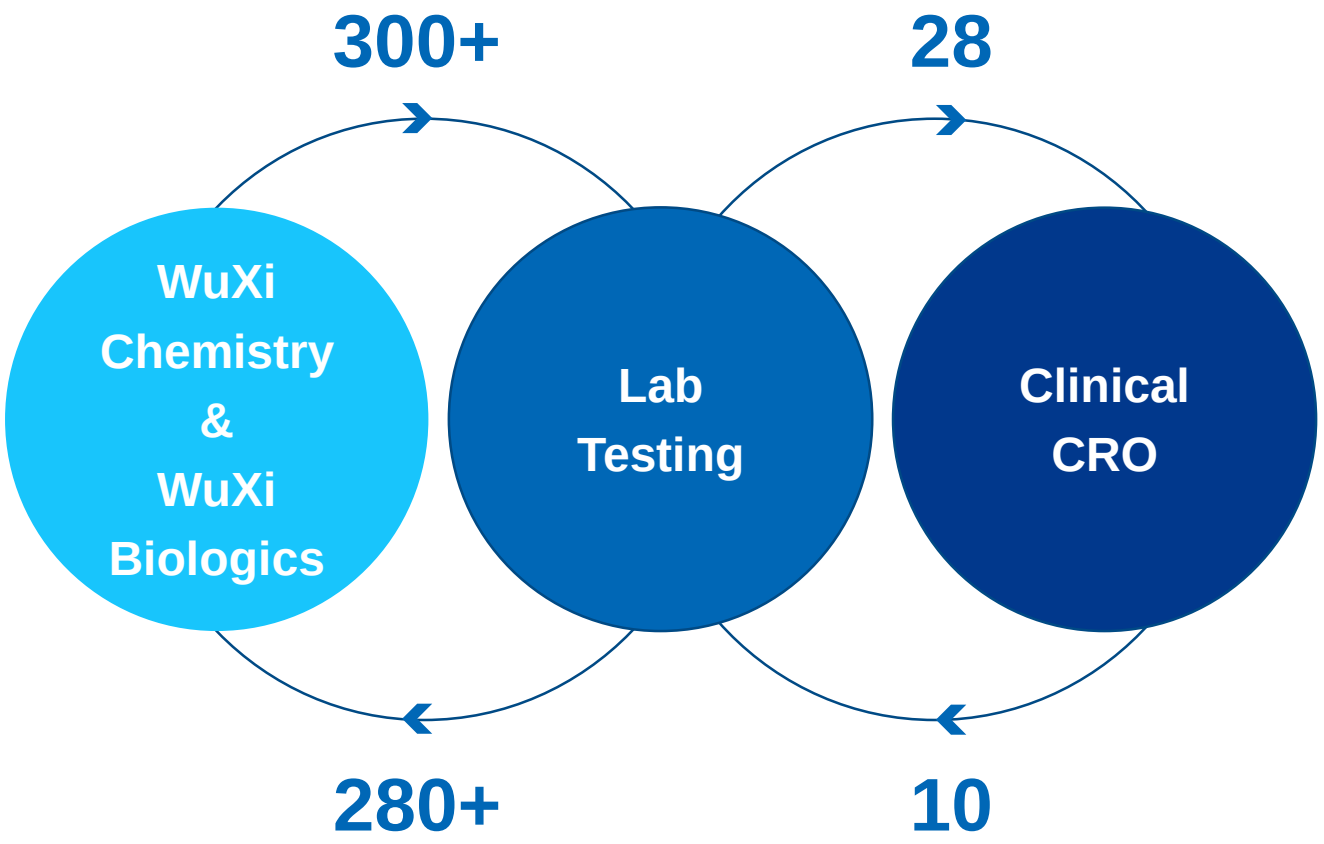
WuXi Clinical Business



Follow the Molecule: From WIND to WIND Plus

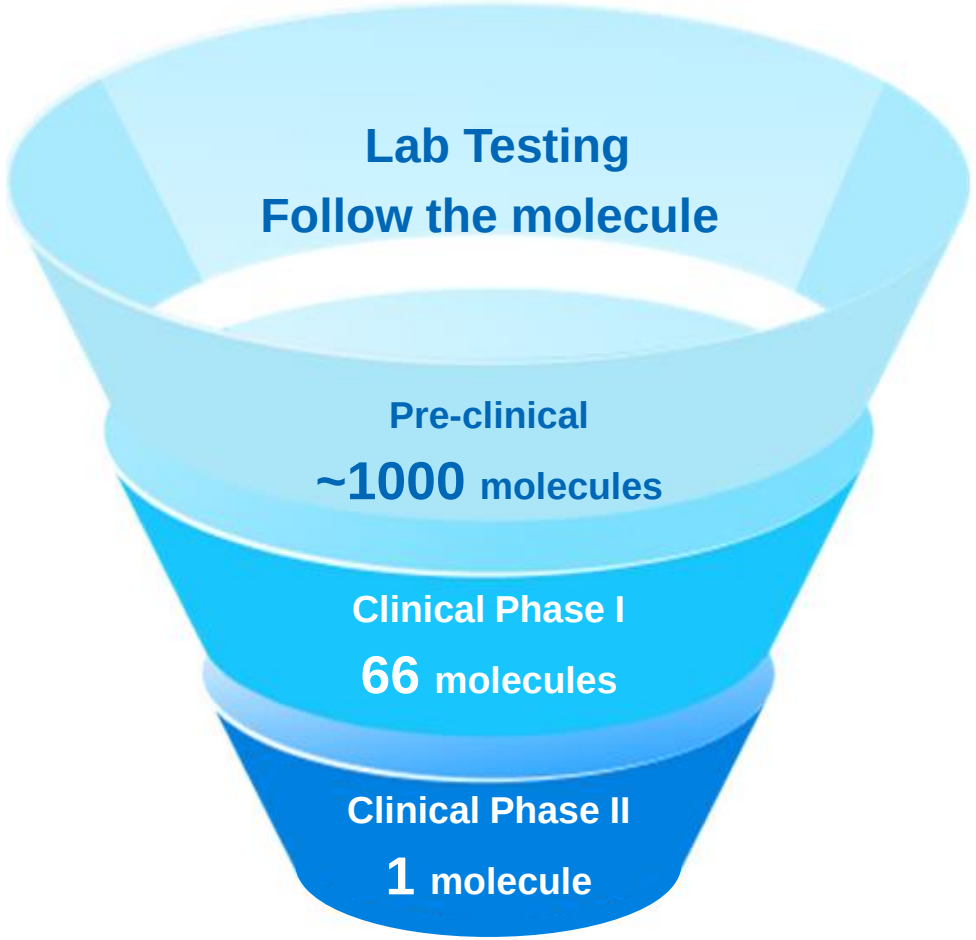


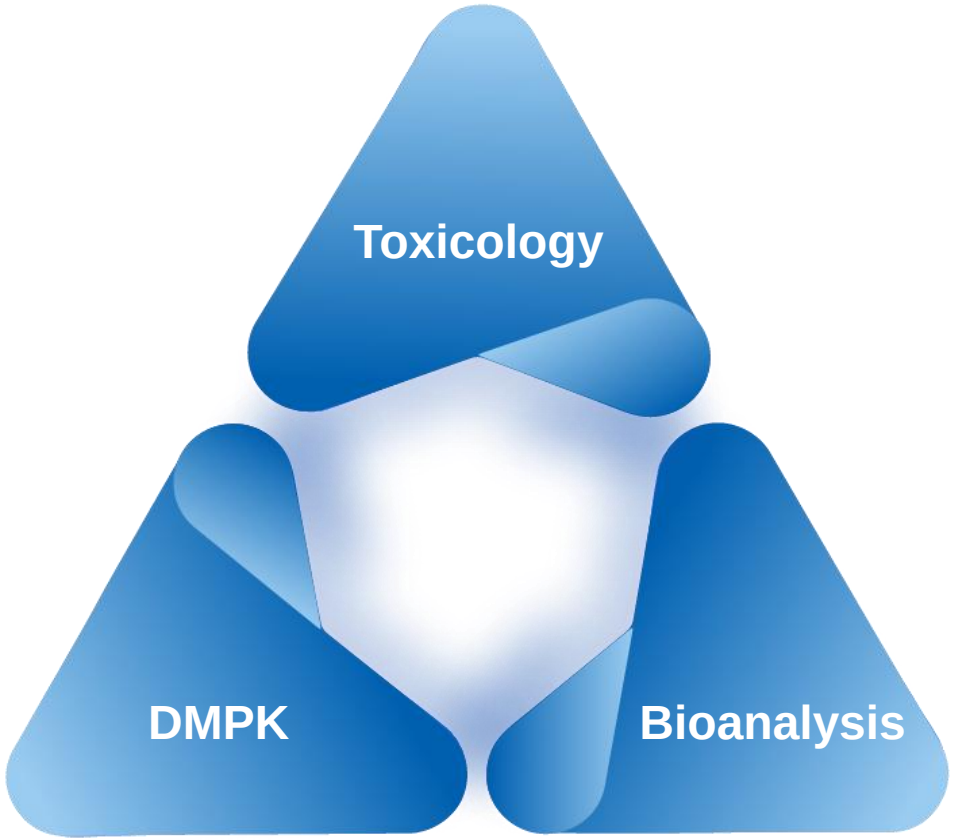
Follow the Molecule: Drive Customer and Project Conversion



Data from: Jul 2021 to Jun 2022

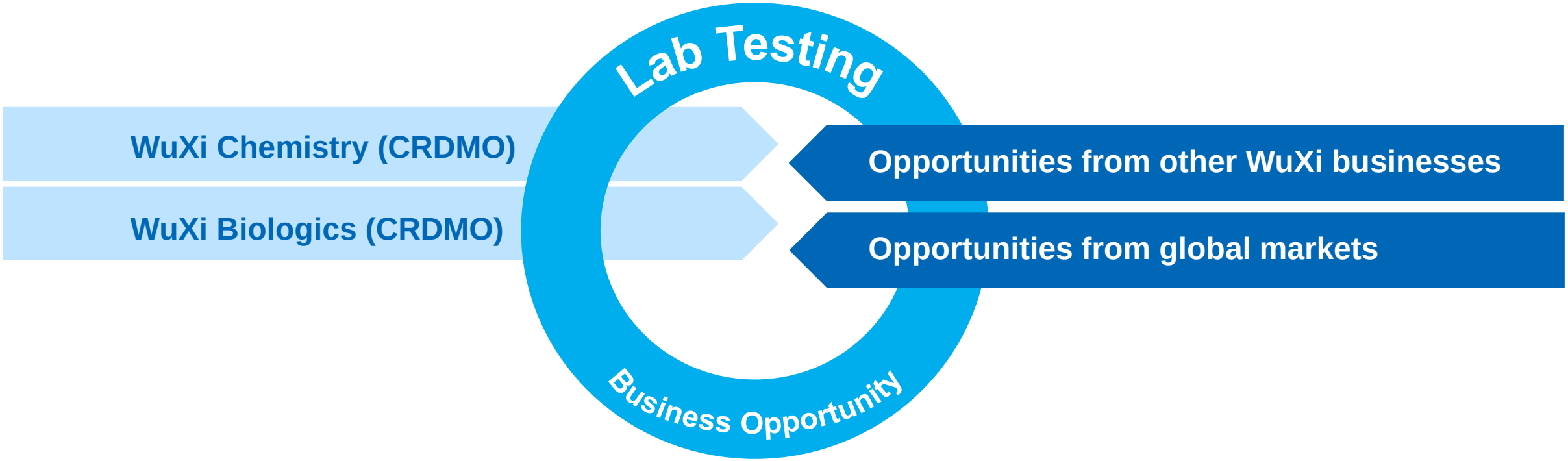
Pre-Clinical to Clinical Conversion within Lab Testing





Data from: Jul 2021 to Jun 2022

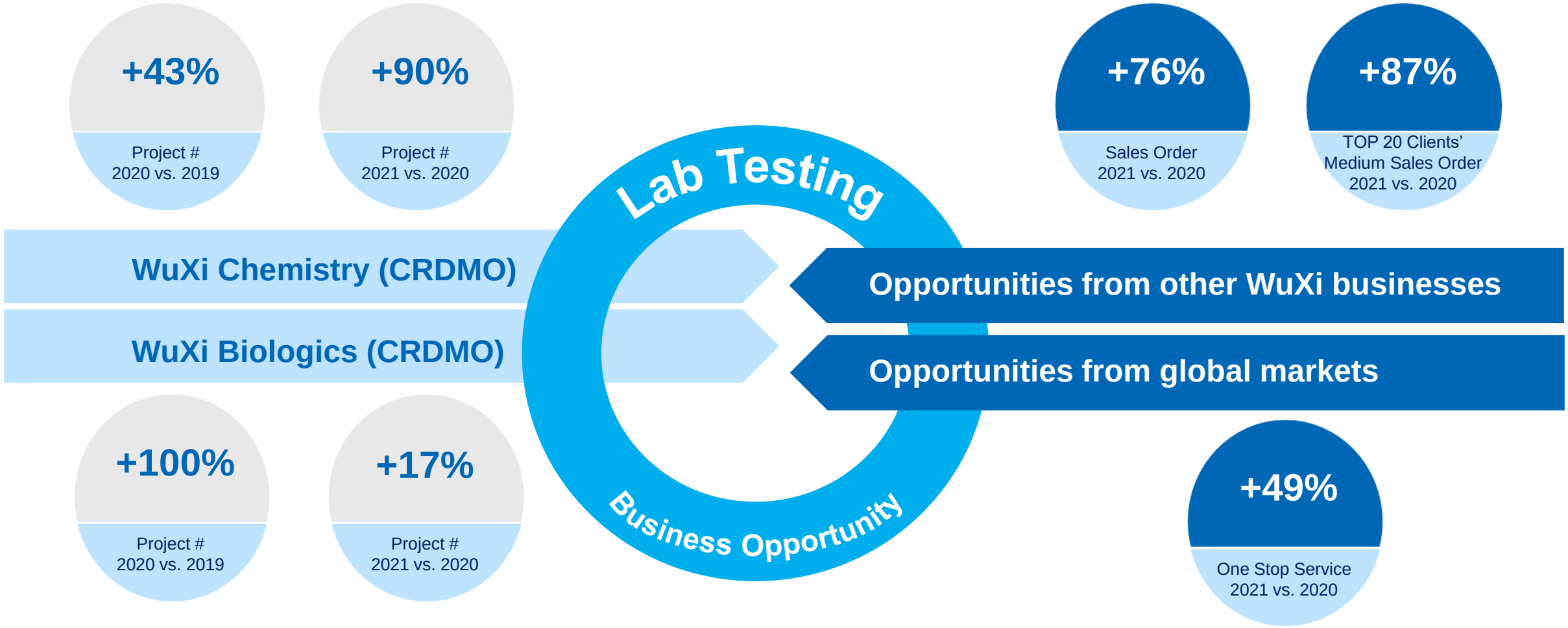
Lab Testing: Capture Opportunities from Multiple Sources



Continuous growth of business conversion from WuXi Chemistry and WuXi Biologics CRDMO

Robust growth of opportunities from other WuXi businesses and global markets

Lab Testing: Robust Project Inflow



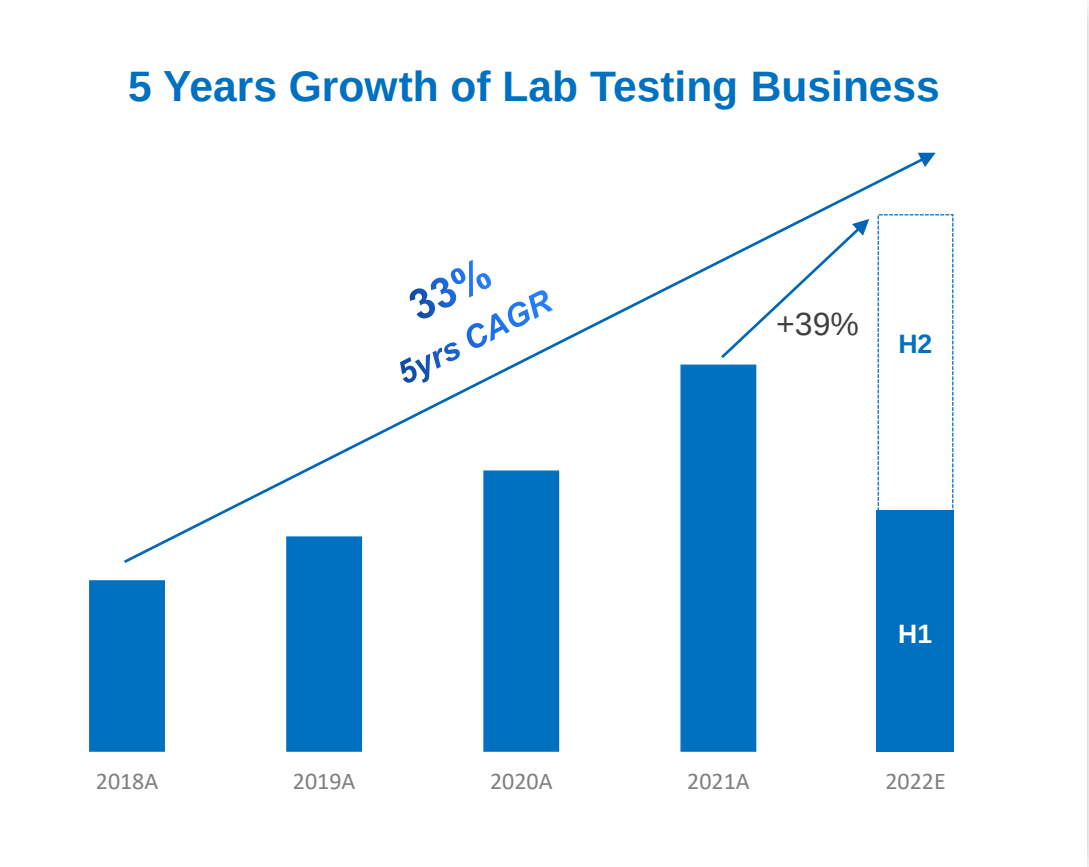
Continuous growth of business conversion from WuXi Chemistry and WuXi Biologics CRDMO

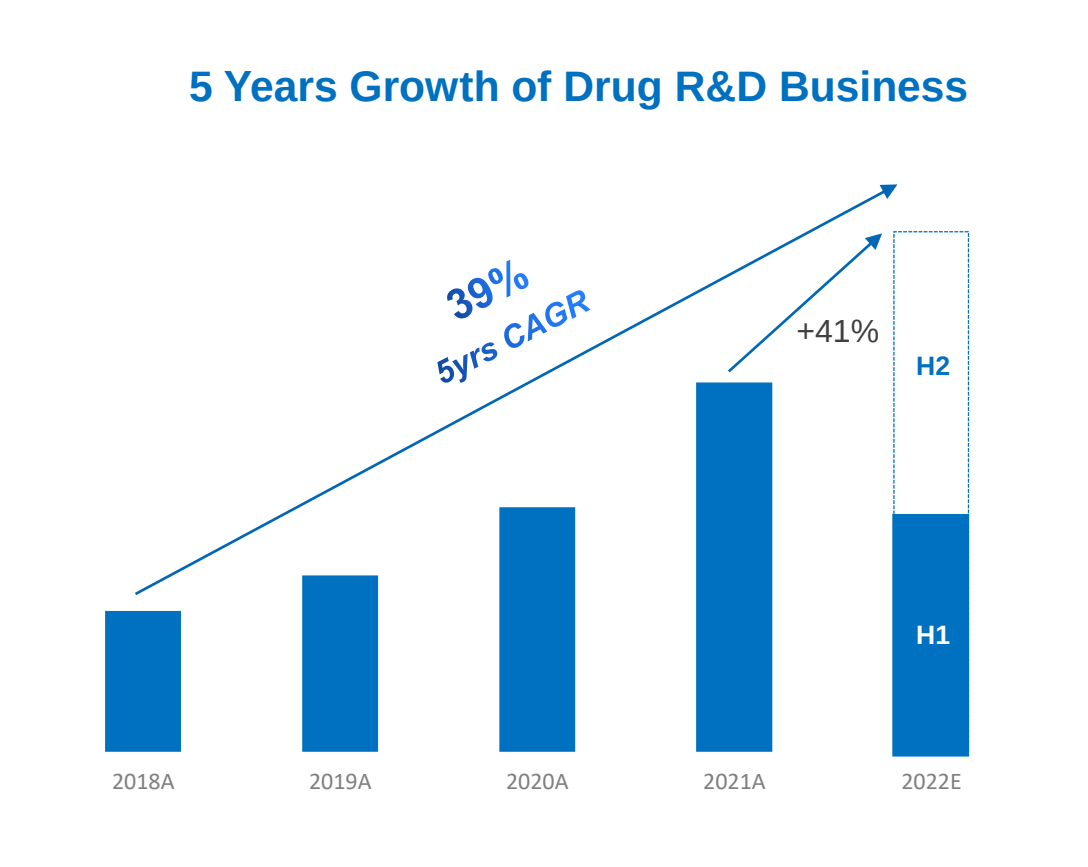
Robust growth of opportunities from other WuXi businesses and global markets

Lab Testing: Demonstrated Growth Momentum

Data Compare: (Jul 2021 ~ Jun 2022) vs. (Jul 2020 ~ Jun 2021)

Lab Testing: Strong Track Record and Growth Forecast

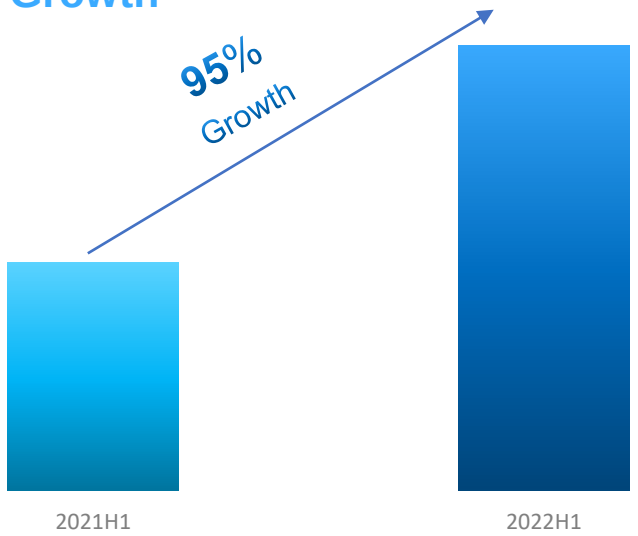




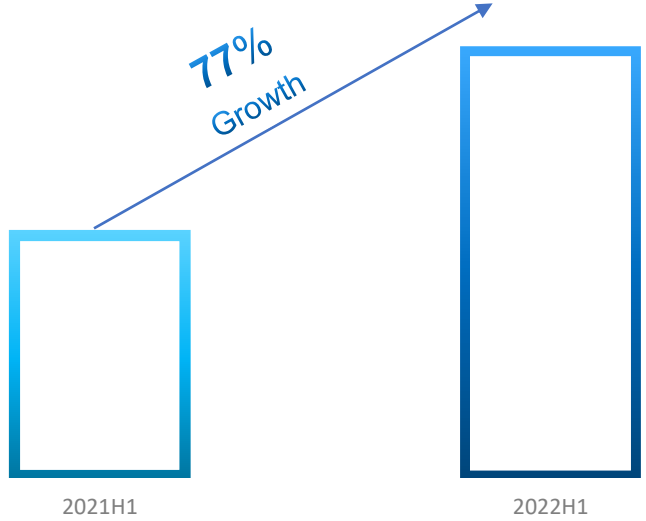
Lab Testing: Fast Growth of New Modality Business

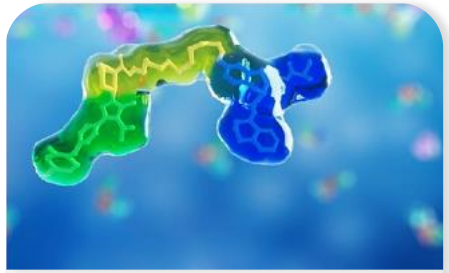
Capability Build-up and Project Growth for New Modalities

- **Revenue Growth**

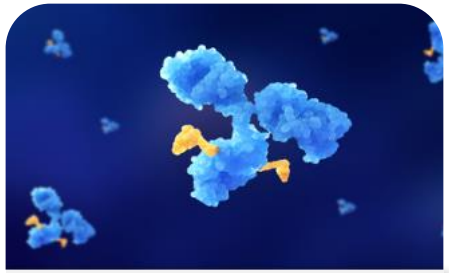


- **Project# Growth**

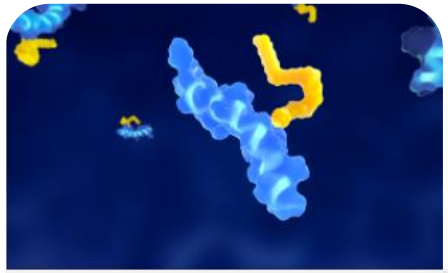




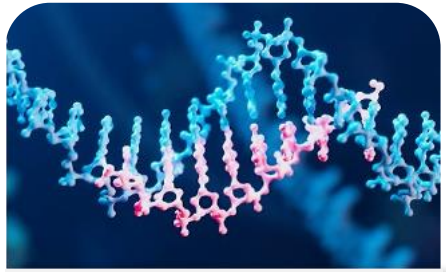
Protein Degradation



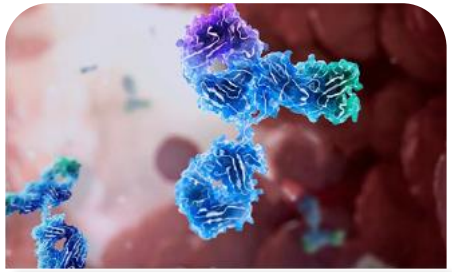
Antibody-drug Conjugate



Peptide



Oligonucleotide



Therapeutic protein

Lab Testing: Global Footprint with Increasing Capacities

China
100,000 sq.m. in use Capacity

Shanghai

Suzhou

Nanjing

Chengdu

Guangxi

Guangzhou

USA
25,000 sq.m. in use Capacity

Atlanta, GA

Cranbury, NJ

Plainsboro, NJ

St. Paul, MN

Construction in Process
55,000 sq.m.

Qidong

Suzhou

Up-coming GLP Testing & Preclinical Center: Qidong

Will Launch in 2023 Q2

GLP Testing Lab

- 40,000 m^2 Lab Space
- GLP Certification in 2024
- Full Capacity in 2025 Q4

Up-coming GLP Testing Lab: Suzhou

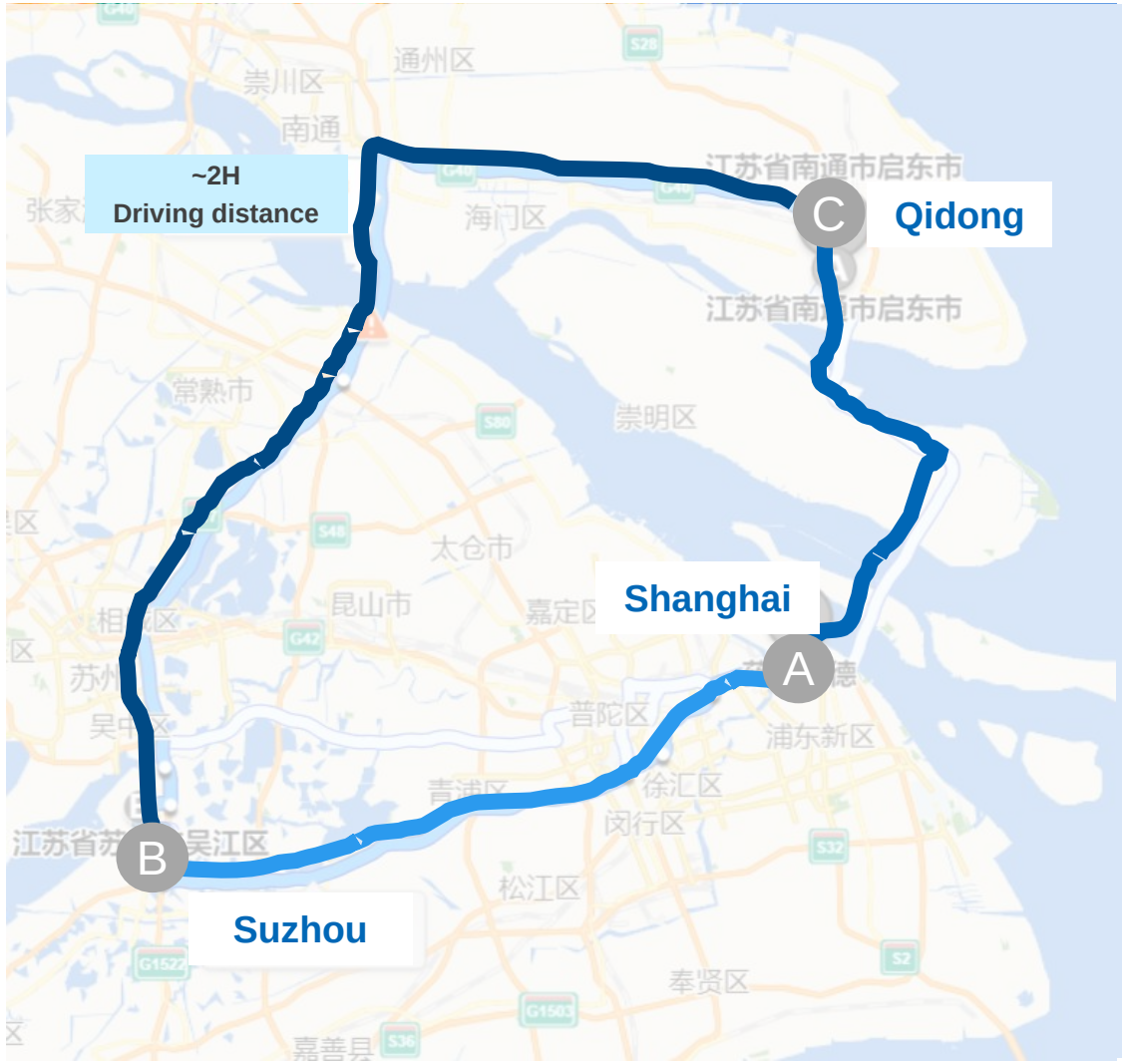
Will Launch in 2023 Q2

GLP Testing Lab

15,000 m^2 Lab Space

Full Capacity in 2024 Q2

Close Proximity Increases Efficiency and Resilience



Within 2 hours driving distance

The same quality standard

The same operation system

Keep Business Sustainable and Flexible

Business Continuity Plan (BCP) Leveraging Site Network

Rodent PK and in vitro ADME studies were transferred from Shanghai to Suzhou and Nanjing sites to ensure business continuity during 2022Q2

Nanjing

54% Rodent PK Projects

58% ADME Projects

Suzhou

31% Rodent PK Projects

Shanghai

85% Rodent PK Projects

58% ADME Projects

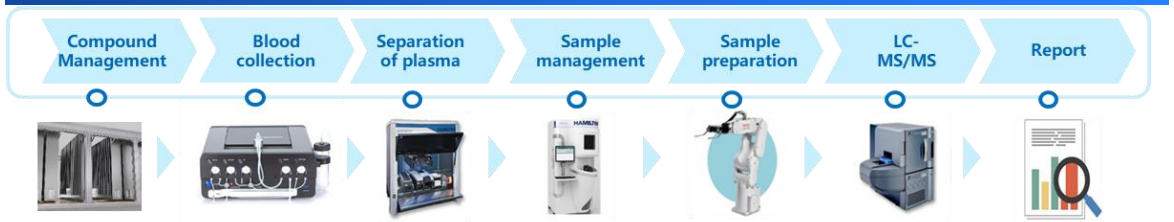
AI-based Lab Testing: Fast, Accurate and High Quality

- **AI-based** animal room, laboratory and staff scheduling system

(time to schedule a study reduced from few hours to few minutes)

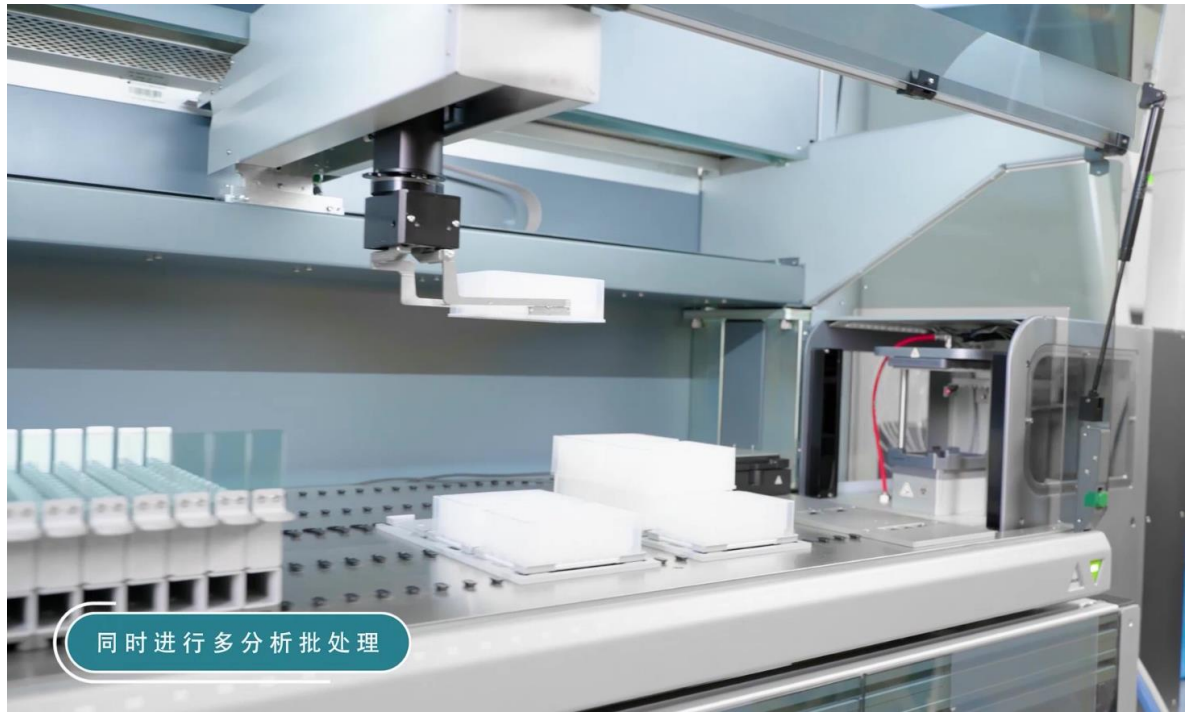
1. Intelligent Animal Facilities

2. End-to-end Automated Labs

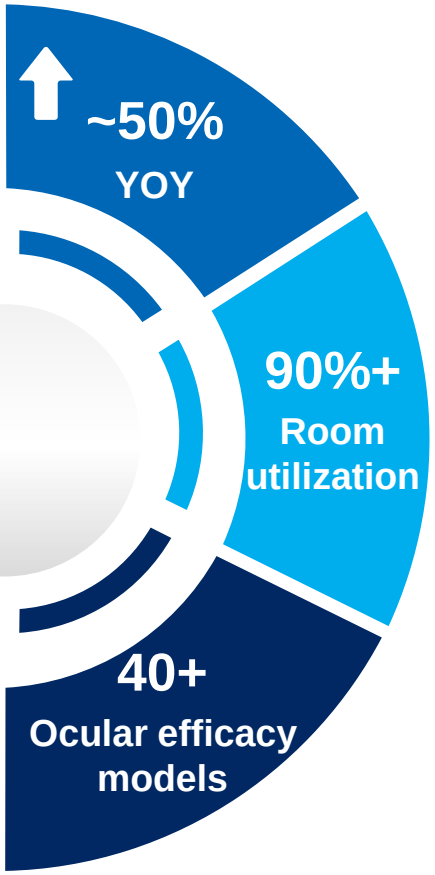


Lab E-Solutions

3. Automated Bioanalysis



Toxicology: A Growth Engine with High Quality



Comprehensive Toxicology Platform

- 56% CAGR Growth 2018-2022E
- Demand continues to be strong and outsourcing continues to accelerate in early discovery research
- Gene Therapy studies increased 400%
- A strong record of global GLP compliance

Toxicology: Substantial Backlog and Satisfied Customers

Strong Momentum Business

2,000M RMB

Backlog will convert to revenue in 2023

Molecule Conversion

13

Molecules from pre-clinical to NDA long term TOX packages

Repeat customers

50%+

repeat business from existing customers

DMPK: Fast-Growing with Strong Synergy with WuXi Chemistry

Advanced end-to-end integrated platform

- Business from new modalities will maintain strong momentum
- Capacity continues to release fast in Suzhou and Qidong sites
- Long-tail customer strategy ensures a strong and growing customer base
- Strong synergy with WuXi Chemistry
- The radioactivity experimental platform has been enriched with world-class QWBA research capability

DMPK: Digital and Automation Technology Drive Efficiency

Digital Project Management

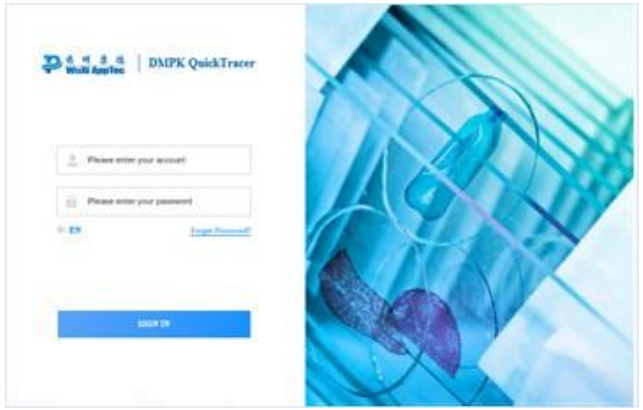
This online QuickTracer tracking system displays project progress in transparency and real-time, which ensures great customer experience and high efficient project management.

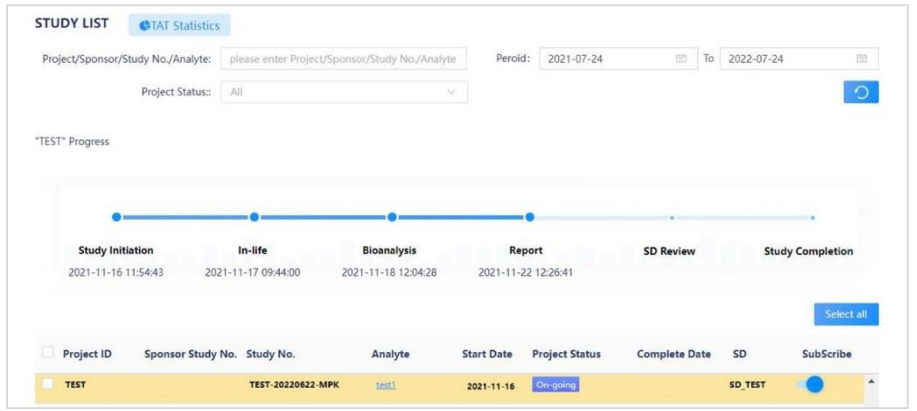
End-to-end Automated Labs

From compound management, lab testing to report writing, the highly automated DMPK labs ensure great quality and high efficiency

Intelligent Animal Facilities

The intelligent animal facilities realize the visualization of the study process and mistake prevention of experiment operation





Bioanalysis: Follow the Molecule to Drive Growth

One stop solution to cover the entire drug R&D life cycle

- Strong differentiators on bioanalytical capabilities lead to repeat business from existing customers
- “Follow the molecule” from preclinical to clinical
- “Win the molecule” through WuXi Chemistry CMC services, WuXi Biologics and XDC
- Keep strong record of global GLP compliance
- Competitive advantage of global operation to support global clinical trials

Bioanalysis: High Efficiency and High Quality

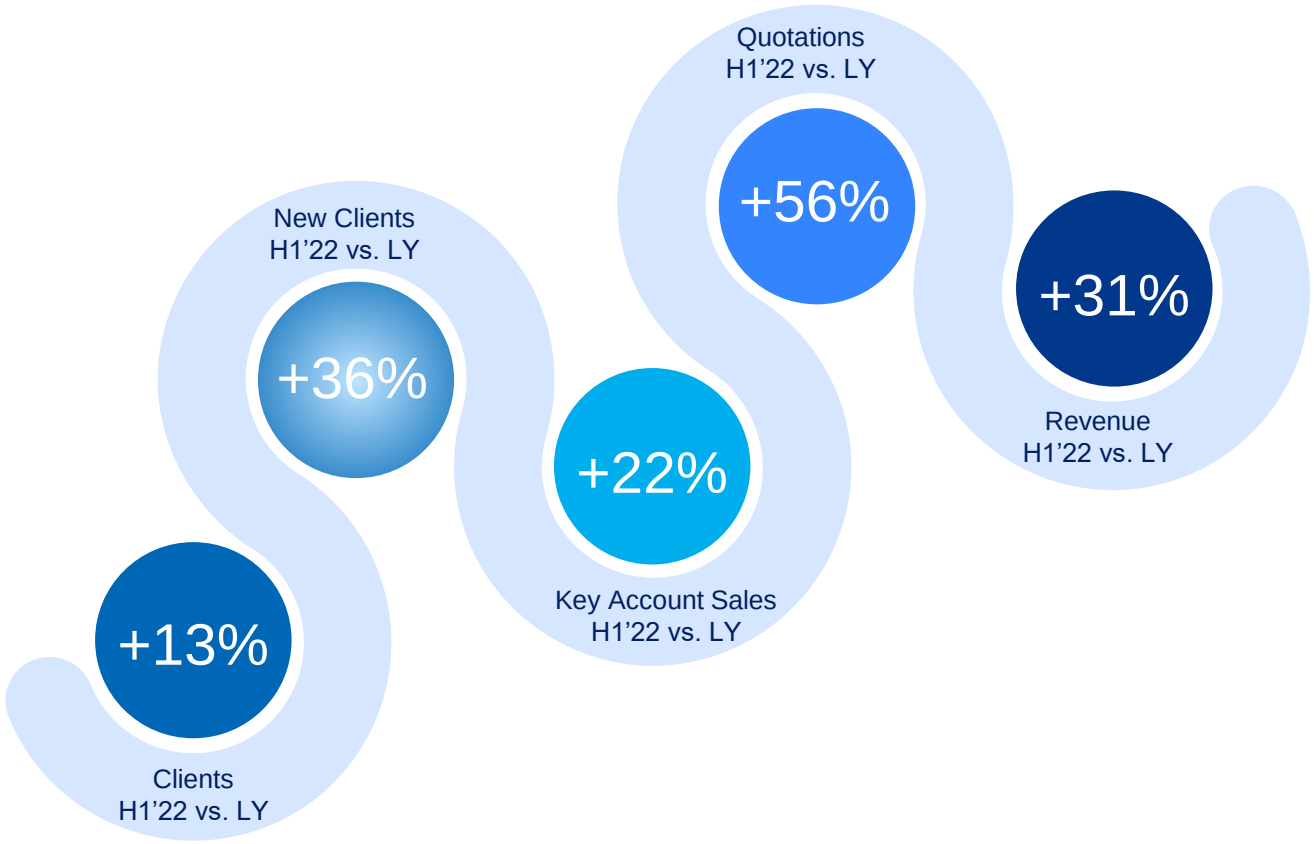
Laboratory E-Platform to Enhance Efficiency and Accuracy

High Quality

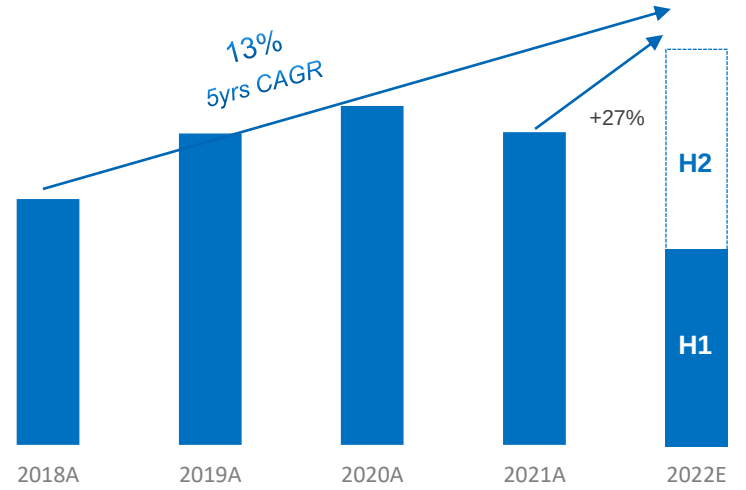
Remote Online Audit

- "0 defect" passed the remote audit by US FDA in Jul 2021
- Passed OECD GLP audit and get highly acknowledged in 2022

Medical Device: Business Rebound



Medical Device Testing Business Rebound



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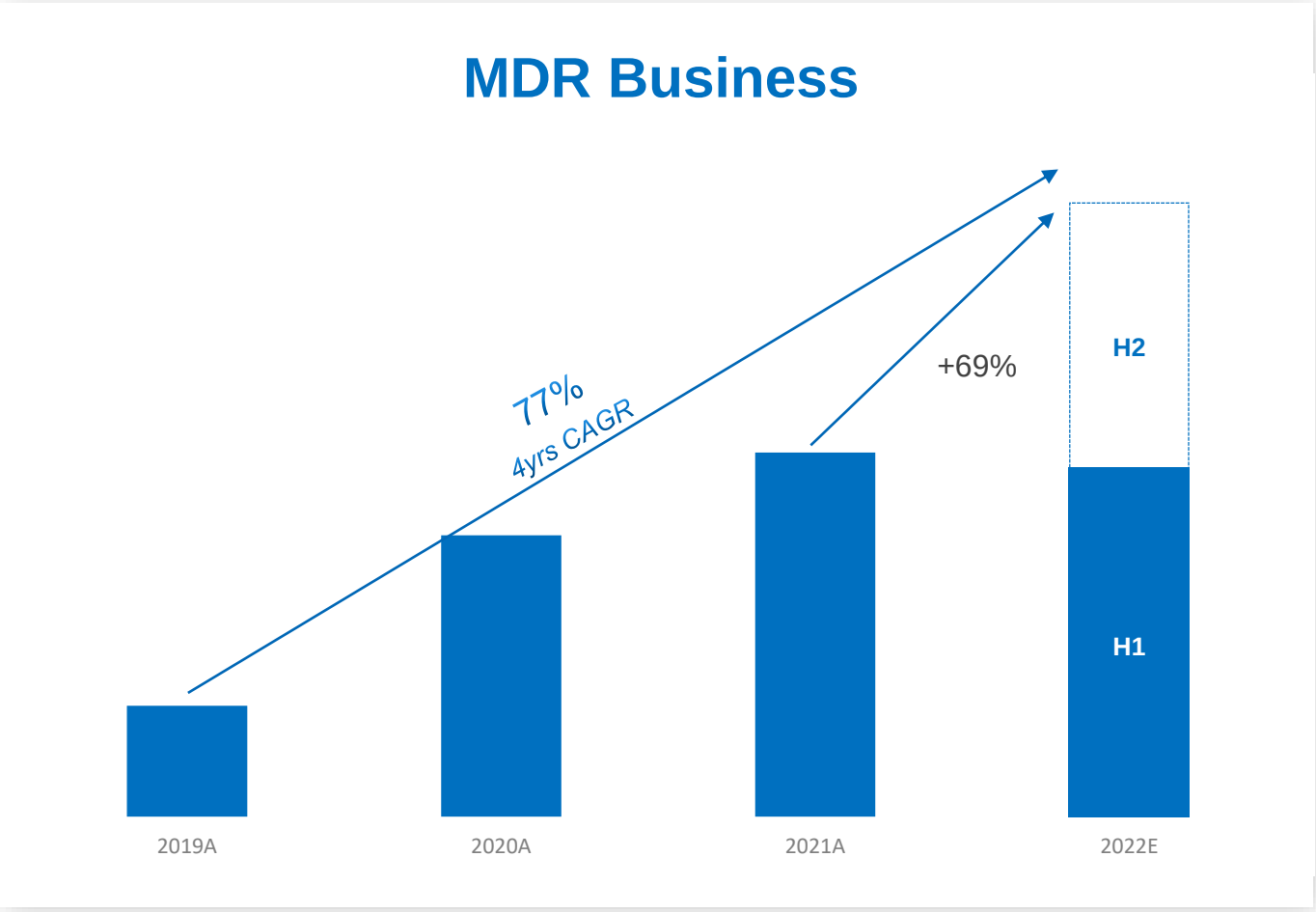
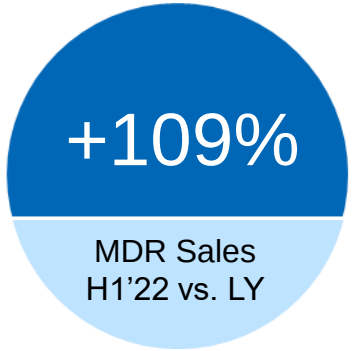
Medical Device: Capture MDR Opportunity

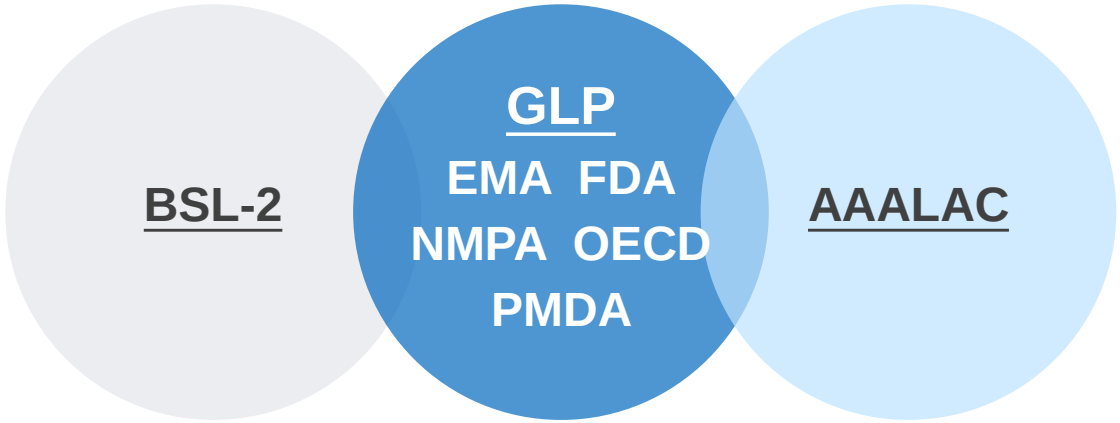




EU Medical Device Regulations (MDR) have driven adoption of analytical chemistry and material testing as the first step in biocompatibility risk assessment

Maintain the Highest Global Regulatory Standards

Global Regulations



China Based Facilities Certification Inspections

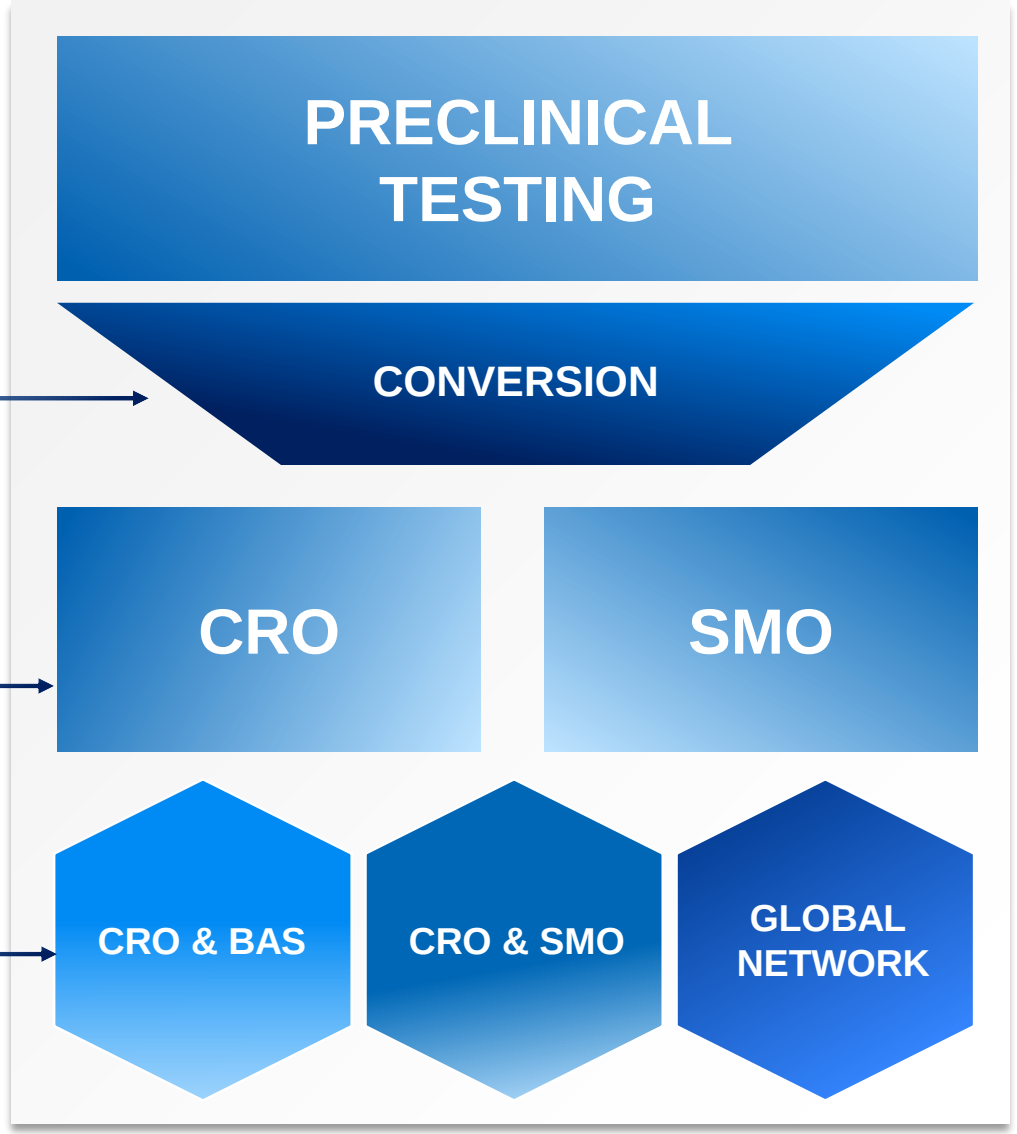
- **12** OECD
- **8** NMPA (CFDA) Certification
- **7** FDA
- **5** AAALAC
- **1** EMA
- **1** PMDA

WuXi Testing Growth and Synergy Opportunities

Follow the Molecule
through conversion

Win the Molecule
through differentiation

Achieve Synergy
through integration



SMO: Broadest Hospital Coverage in China

~150

CITIES NATION WIDE

LOCAL CLINICAL RESEARCH TEAM

SMO: Enhanced Site Database and Management System

01.Hospital Management

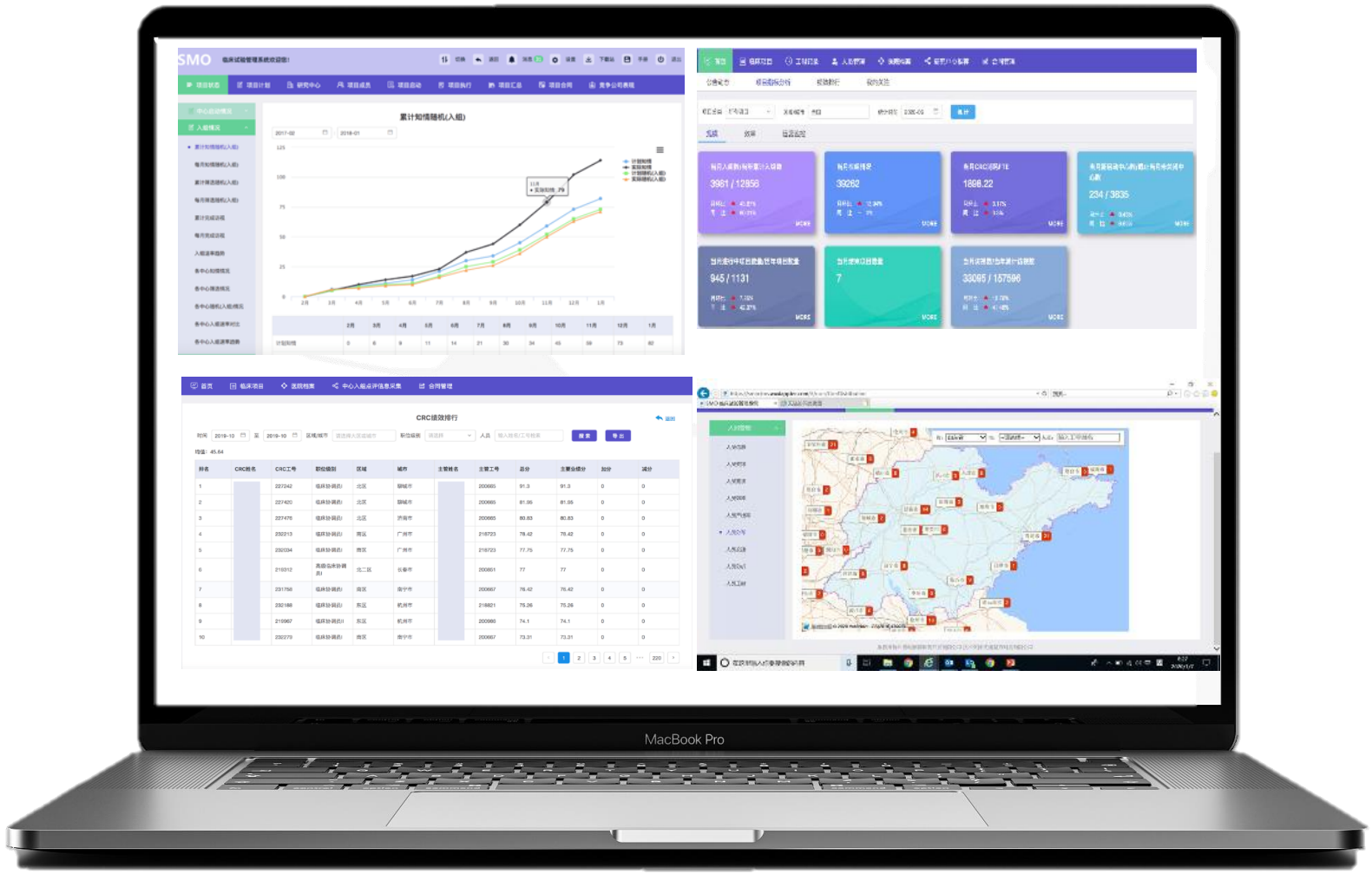
>1000 hospitals, a database of over 3,000,000 pieces of site start-up procedure items, 8000 site departments and investigators, **130,000+** patients in management.

02.Project Management

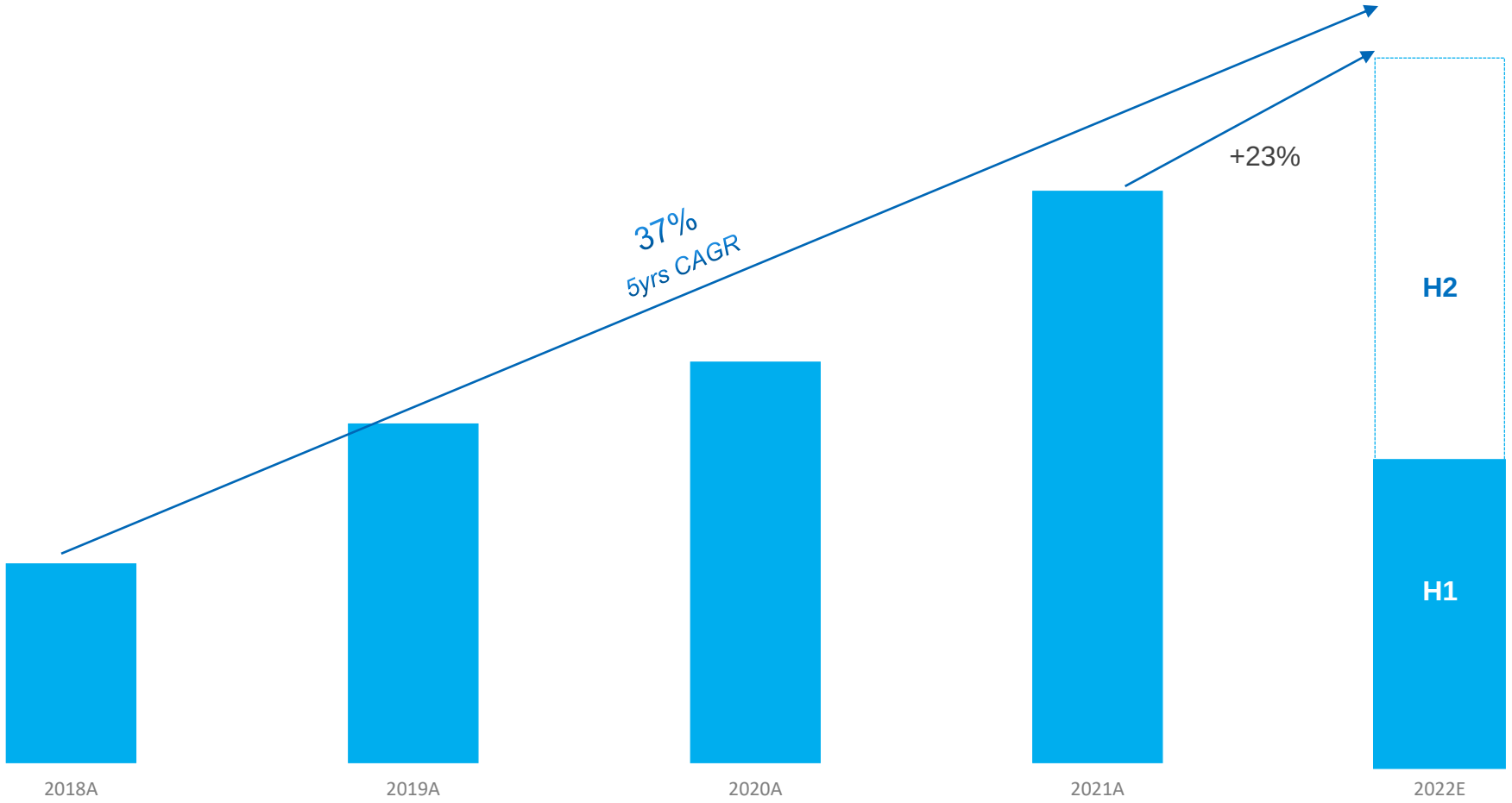
2000+ project experience, Supported 103 new drugs/medical devices approved on China / EMA / FDA market in recent 7 years

03.Personnel Management

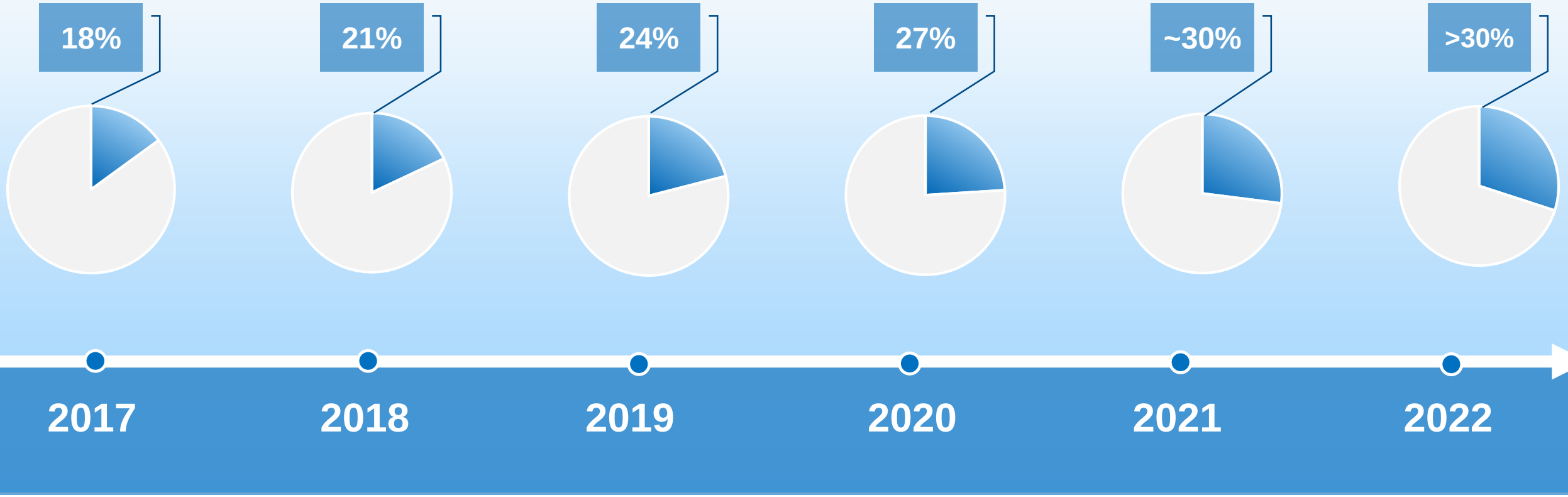
4600+ staff, efficient personnel management, resource allocation, performance appraisal



SMO Track Record and Growth Forecast

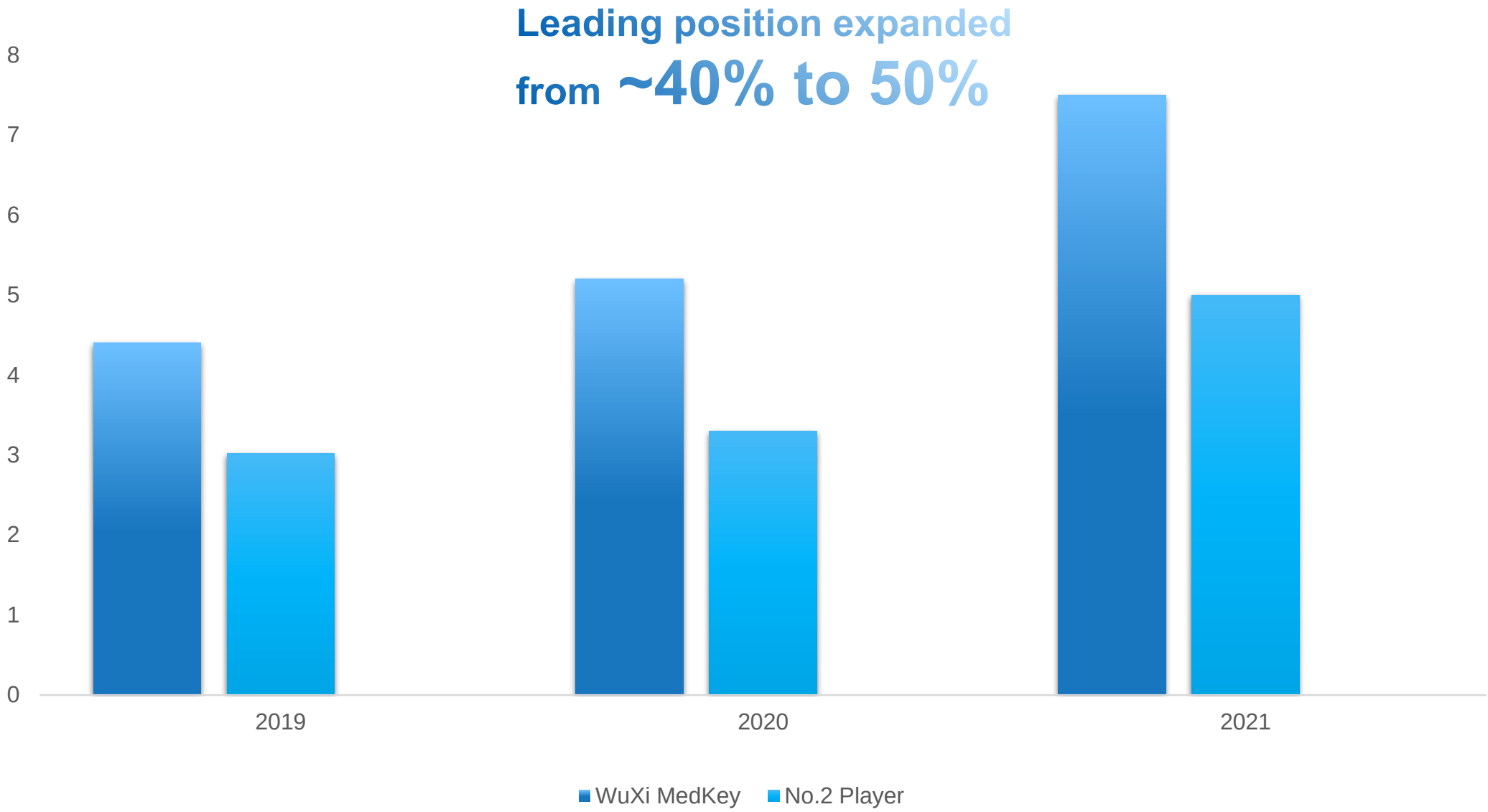


SMO Business Continues to Gain Market Share in China

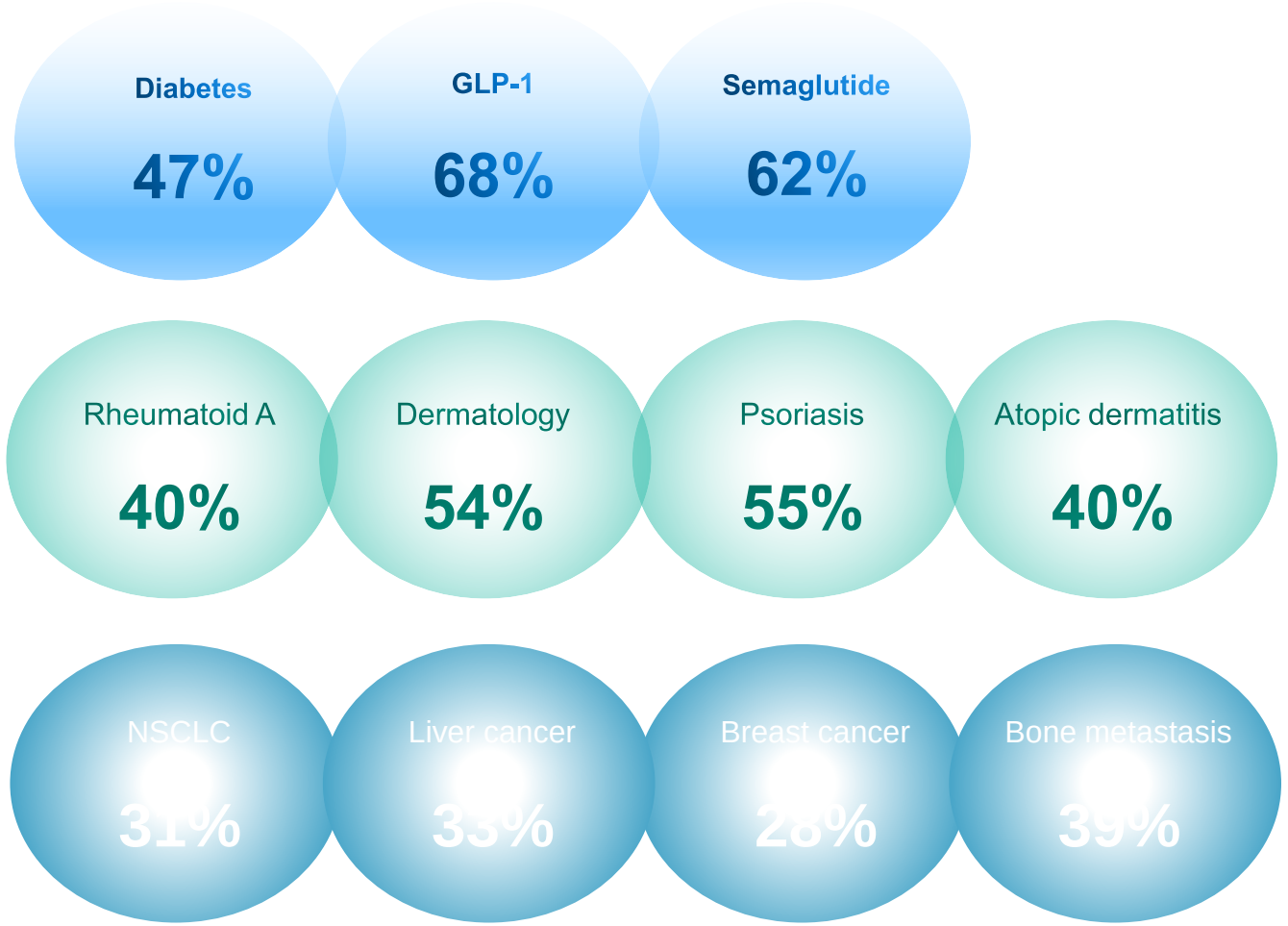


Source: internal analysis and industry reports

The Largest SMO in China with Expansion of Leadership Position



Market Leadership Across Disease Areas and Indications

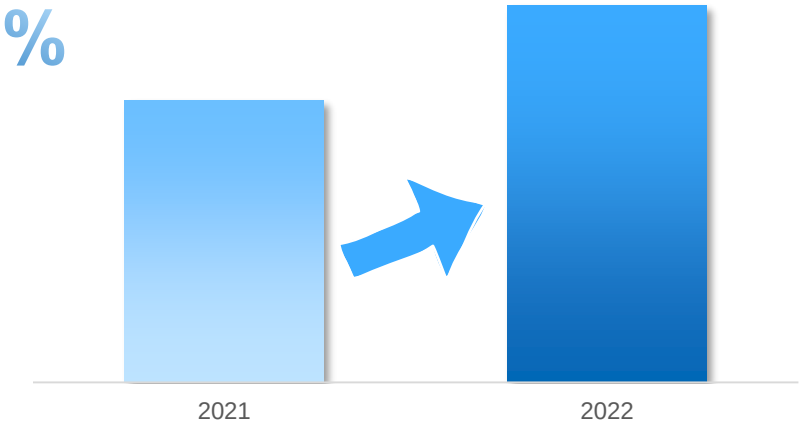


Market share as a percentage of clinical studies supported by SMO in a specific disease area / indication / drug class

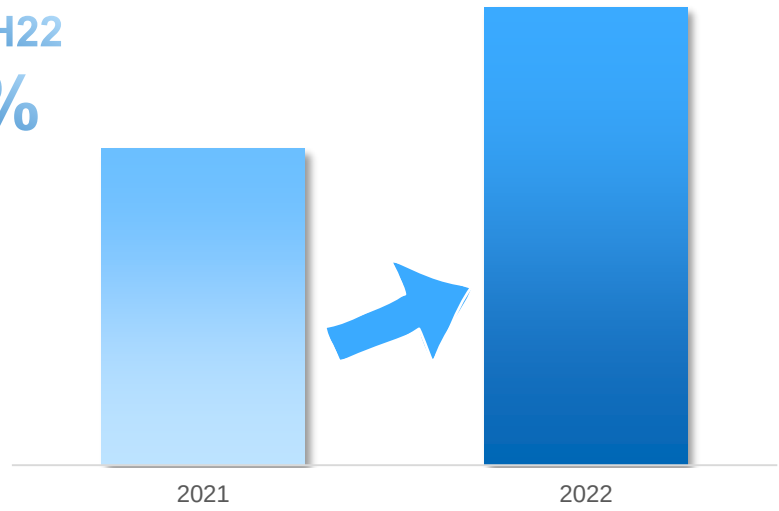
Source: Based on 2021 full year data, internal analysis

SMO: Business Trend 2022H1

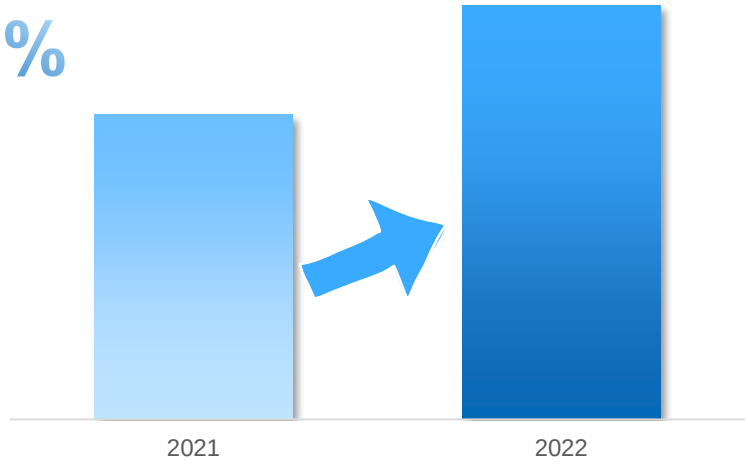
Contract value
1H21/1H22
+32%



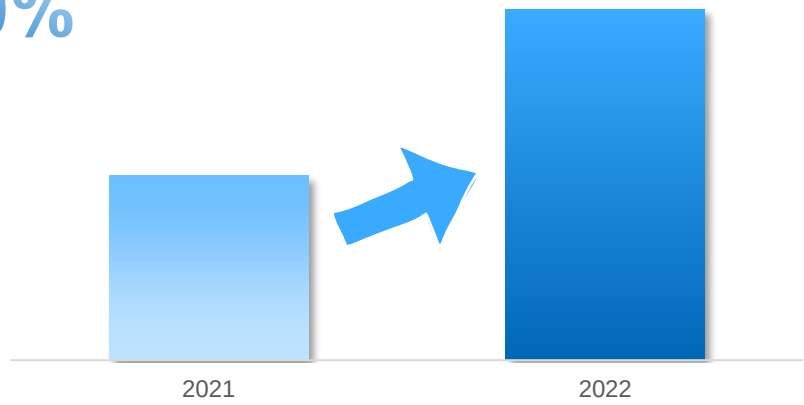
Award
1H21/1H22
+45%



RFP
1H21/1H22
+36%



In bidding
1H21/1H22
+90%



SMO: Enable New Drug Approvals in China

16

approvals

in 2022H1

25

approvals

in 2021 whole year

- New generation GLP-1 product approved in China
- First SMA oral therapy product approved in China
- First bi-specific antibody approved in China
- First China antibody product approved in EMA
- First PD-1 product approved in China
- First CAR-T product approved in China

Strategy and Initiatives to Deliver Operational Excellence

3,066
2020 new initiated sites

5,220 **+70%**
2021 new initiated sites

34,888
2020 new enrolled pts.

50,593 **+45%**
2021 new enrolled pts.

403,036
2020 completed patient visits

560,457 **+39%**
2021 completed patient visits

- Establish Therapeutic Area (TA)-based Business Units to build expertise
- Focus on high productive sites and diseases
- Improve site initiation (SSU) capability
- Launch PCRC model to improve efficiency and quality
- Execute dynamic pricing strategy
- Leverage SMO clinical operation database advantage

WuXi Clinical: Global Clinical CRO Service Platform

WuXi Clinical provides Phase I to Phase IV clinical development services for products including pharmaceuticals, medical devices and IVDs

China

- Shanghai, Headquarters
- Beijing
- Wuhan
- Taipei
- Chengdu
- Guangzhou
- Changsha
- Xi'an
- Shenyang

Australia

- Sydney

United States

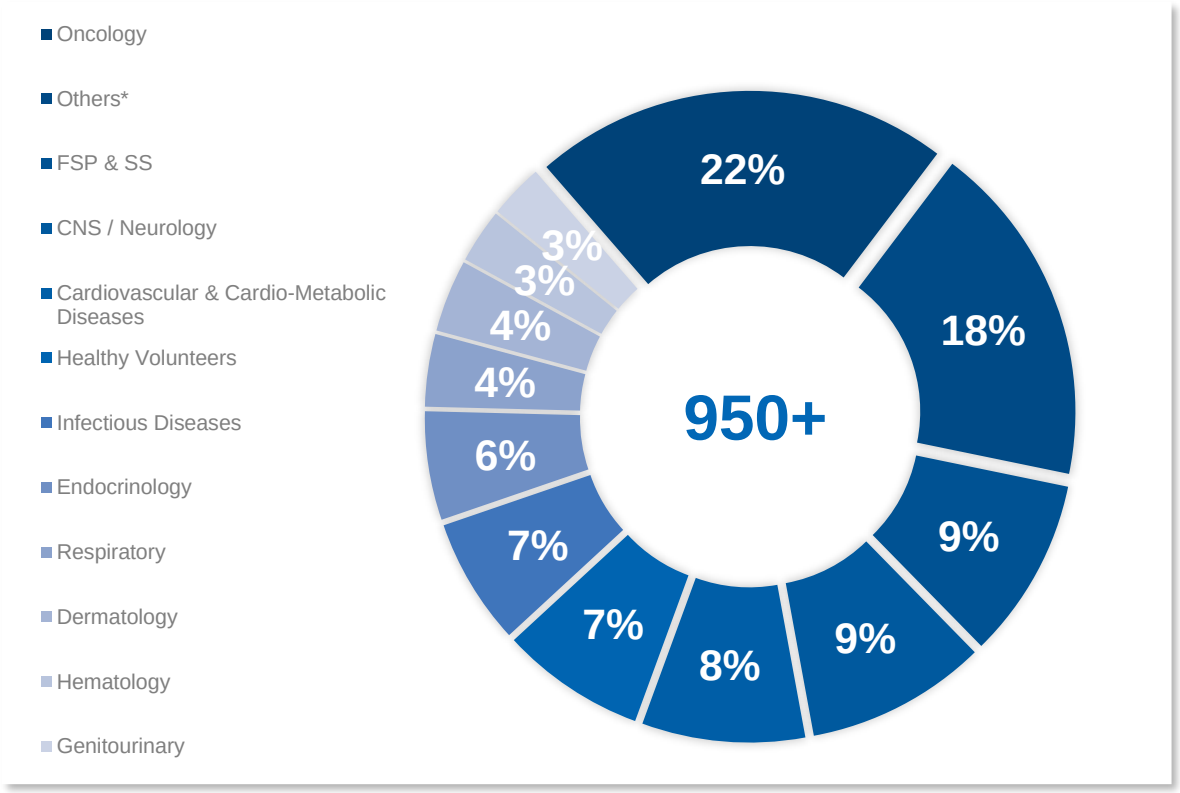
- Austin, Texas
- San Diego, California

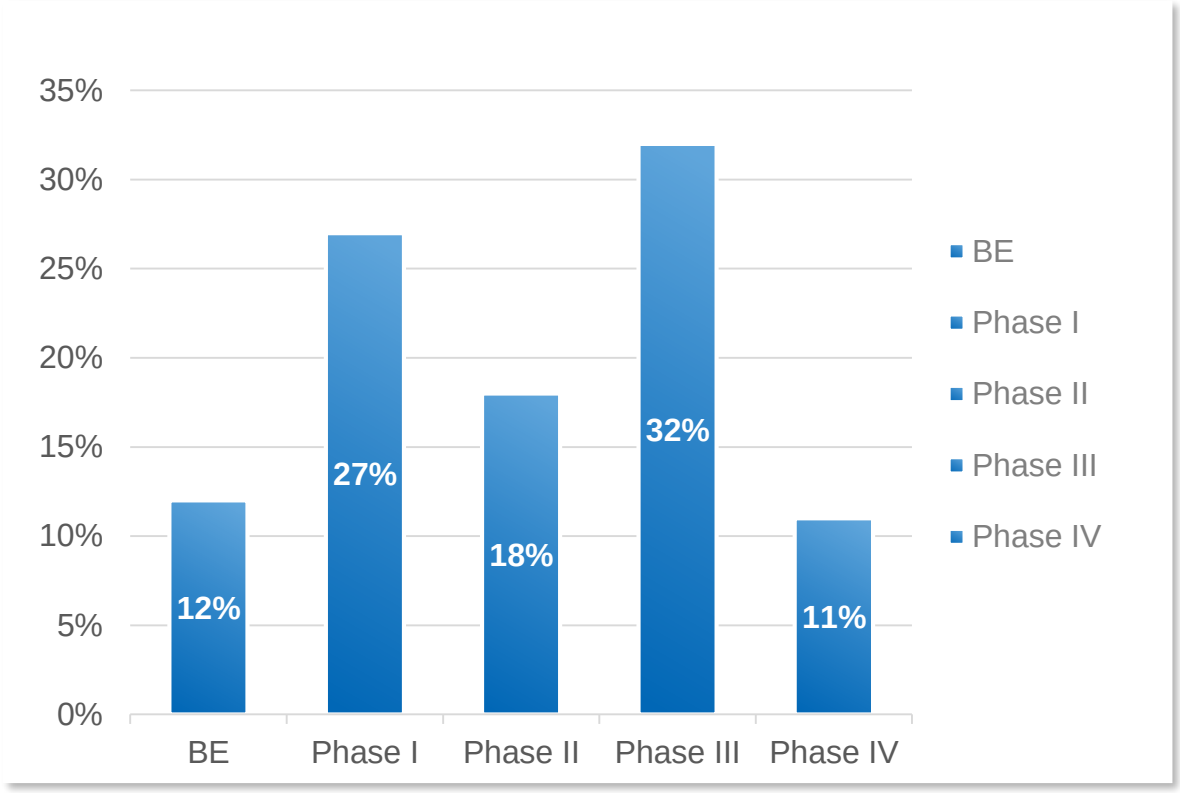
- Advantages of WuXi AppTec **Integrated** Service Platform
- Offices in **12** cities globally
- Covering **30+** major cities in China
- **830** employees globally

WuXi Clinical: Integrated CRO service in China and US

950+ projects of global clinical trials by China and US team

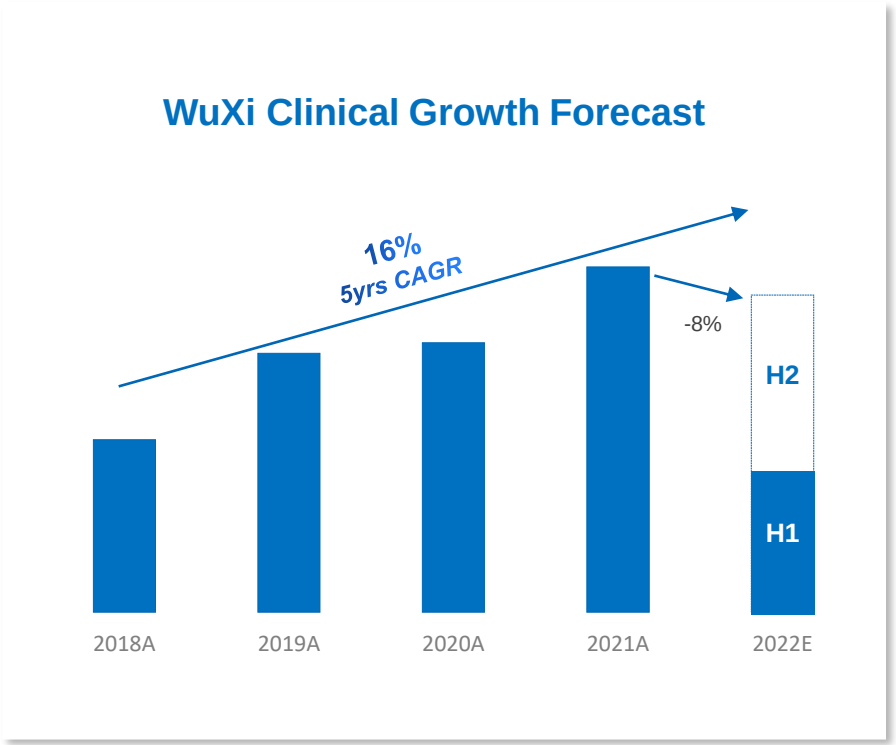
- **Supported 50+ new drug applications (NDA)**
- **Received and passed 30+ inspections by NMPA / CFDA and US FDA in the last 6 years**





* Including Immunology, Gastroenterology, Women's Health, Hepatology, Medical Device and Musculoskeletal

WuXi Clinical: Facing Headwind with COVID Impacts



Challenges

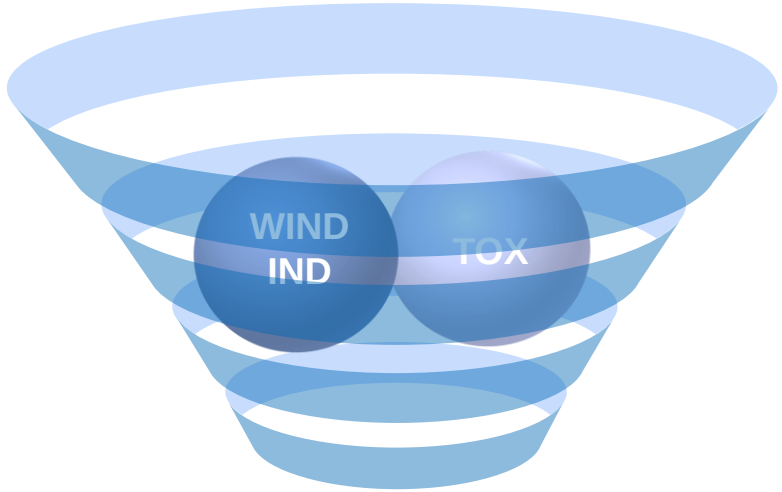
- COVID-related impacts on hospital operation and clinical trial conduct
- US BD underperforming

Solutions

- Execute Business Continuity Plan (BCP) to support ongoing clinical studies
- Engage with sponsors to catch up on study timeline after the hospitals re-open
- Dynamically manage headcount and control cost
- Pursue new opportunities with rigor
- Implement Therapeutic Area (TA) operation model to integrate global processes
- Enhance capability and delivery for global clinical studies

Leverage Preclinical Opportunities to Drive Conversion

1 Drive Conversion
Leverage Preclinical Opportunities



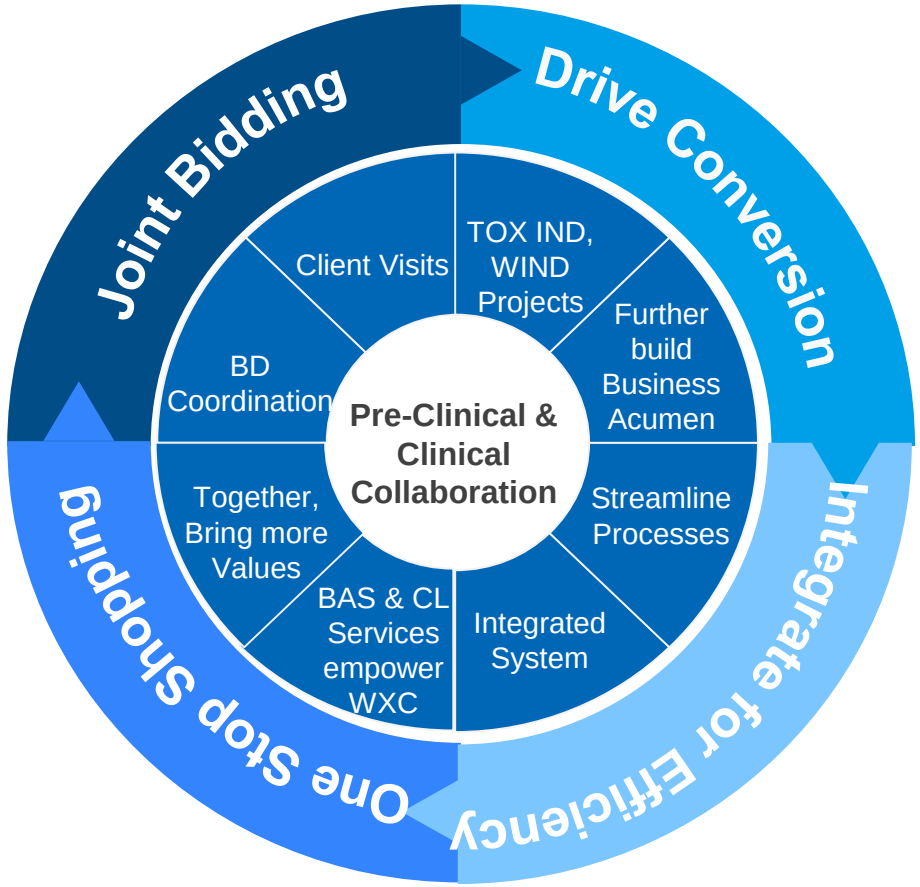
2 Drive Conversion
Capture Clinical Wins

Follow up	RFI RFP	WIN
33	21	28

Data from: Jul 2021 to Jun 2022

3 Drive Conversion
From WIND to WIND Plus

WuXi AppTec IND



药明康德 WuXi AppTec

Achieve Synergy in Operation between Clinical CRO and SMO

Patient	Operation	Site
• Leveraged SMO historical enrollment data for all 2022 new study enrollment projection and bidding support • Accurate projection of patient pool on over 20 co-bidding or collaborated projects in 2021, +100% vs. 2020.	• Aligned with SMO historical site performance data of 1000+ hospitals and WXC site intelligence database to provide better site selection strategy in biddings and new win projects. • Achieved site startups speed up by about 2 weeks on average	• Enhanced KOL alliance and built a strong KOL pool with 50+ KOLs, +30% increase from 2020 • Established site partnerships in Beijing and Shanghai. More are in progress. • Conducted hundreds of remote monitoring visits

Enable R&D Innovation through Making and Testing

Make

Design → Decision → Delivery

Test

WuXi Testing

WuXi Testing Key Growth Strategy

01 Maintain market leadership position in pre-clinical business

02 “Follow the molecule” and “win the molecule” to drive growth in clinical business

03 Achieve synergy across WuXi Testing platform

04 Continue to build new capacities of pre-clinical business

05 Build testing capabilities in new modalities