

WuXi AppTec

First Half 2024 Results

July 30, 2024



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, competition, unforeseeable change of international policy, 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 the owners of the Company, which exclude share-based compensation expenses, 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 acquired intangible assets from merge and acquisition, non-financial assets impairment, etc. We also provide adjusted non-IFRS net profit attributable to the owners of the Company and earnings per share, which further exclude realized and unrealized gains or losses from our venture capital investments and joint ventures. 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.

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01 Results Overview

02 Segment Performance

03 Financial Performance

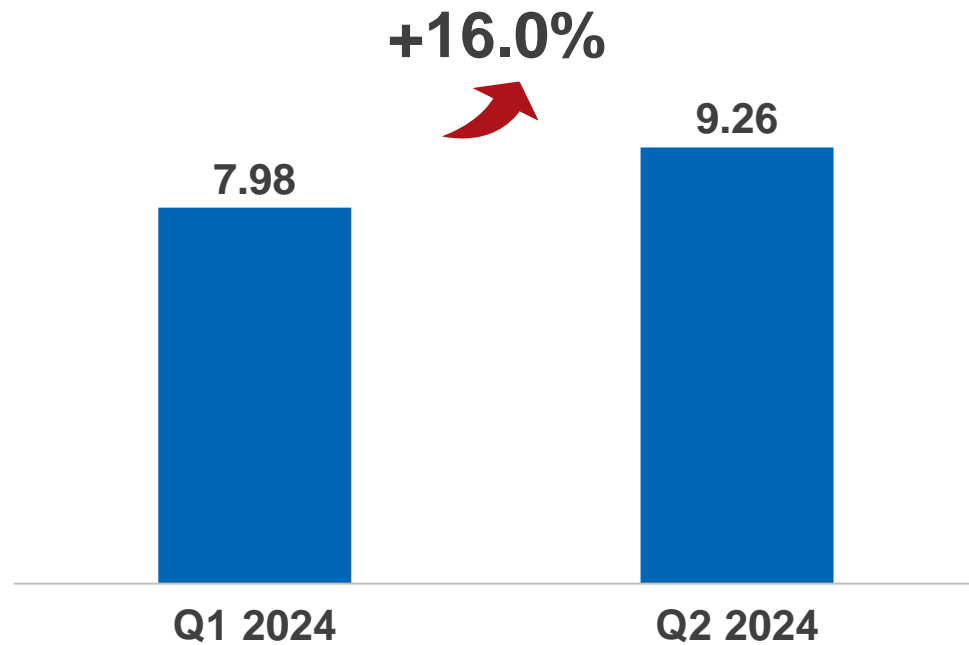
04 Company Outlook

1. Results Overview

Q2 2024 Revenue & Profit Steadily Improved QoQ as Expected, with Revenue Up 16.0% QoQ and Adjusted Non-IFRS Net Profit Up 28.5% QoQ

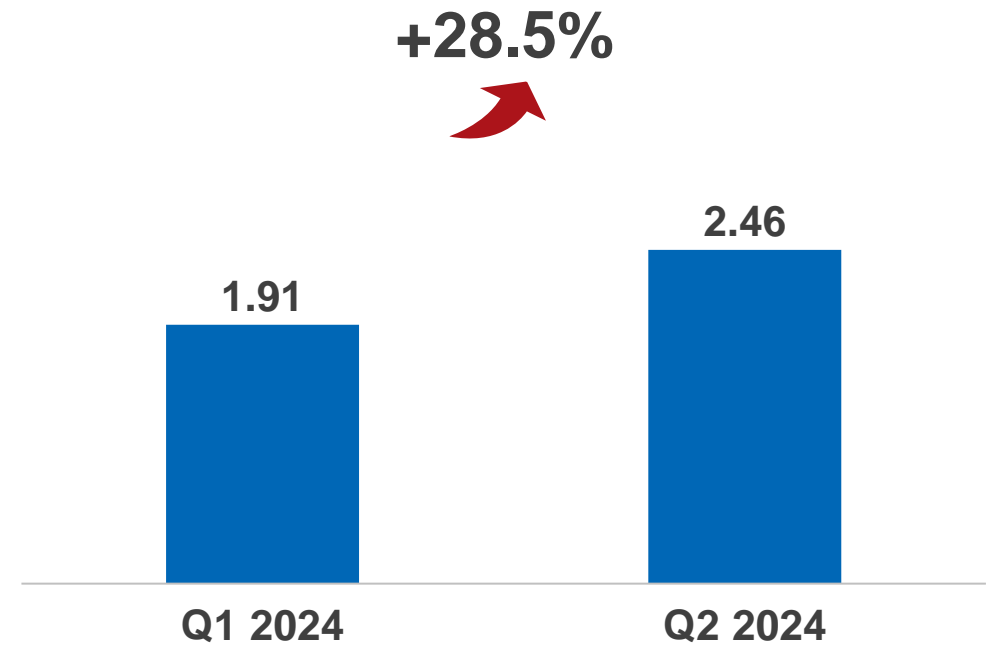
Revenue

RMB billion



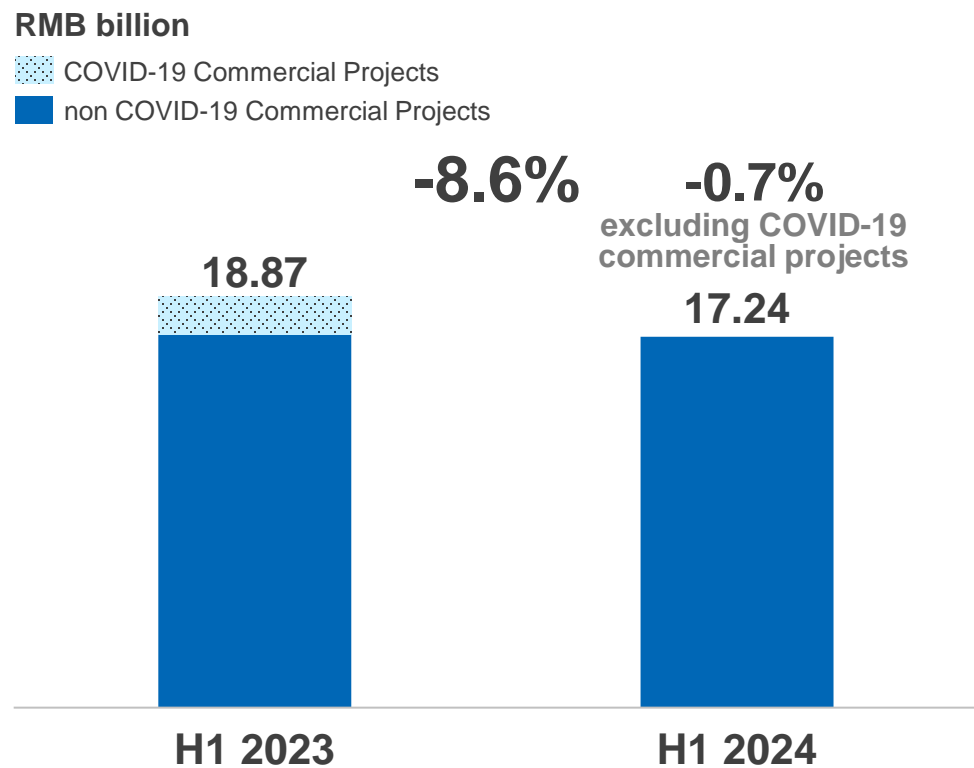
Adjusted Non-IFRS Net Profit

RMB billion

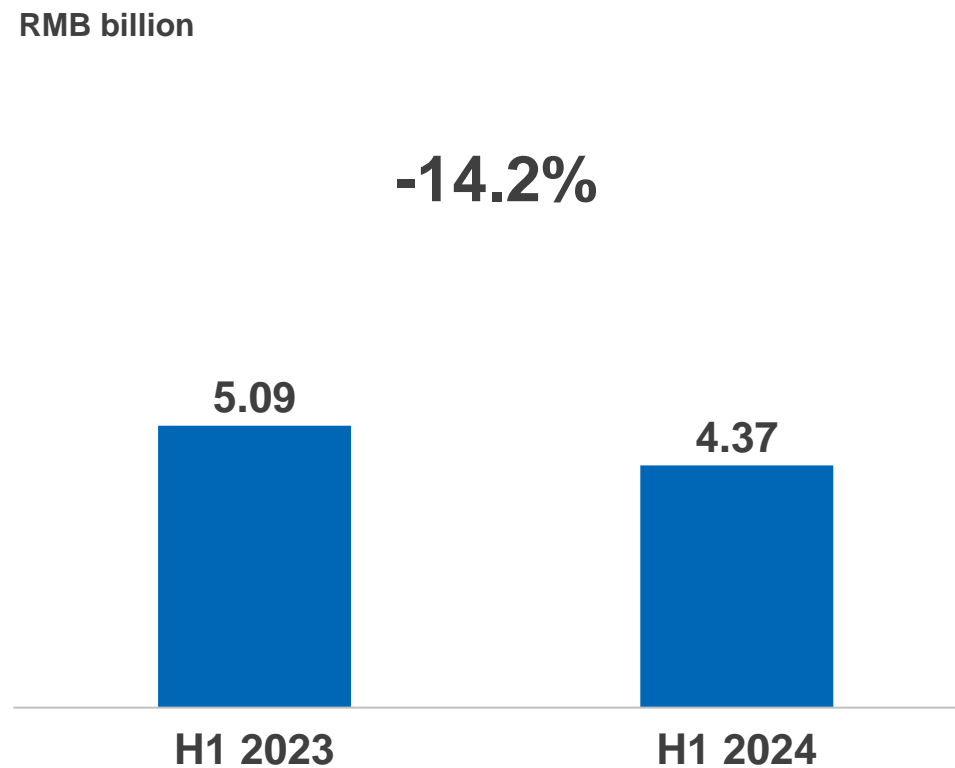


Maintaining Stable Operations in H1 2024 Despite External Challenges

Revenue



Adjusted Non-IFRS Net Profit



Continue to Serve as a Highly-Efficient Enabler to the Industry, Create Value for Global Customers and Bring Groundbreaking Therapies to Patients



As global demand for life saving and innovative drugs continues to grow, customer demand for our integrated services continues to grow

- **500+** new customers added in H1, in addition to maintaining the existing base of **6,000+** active customers
- Small molecule D&M pipeline keeps growing, with **644** new molecules added in H1, reaching a total of **3,319** molecules



Continue to serve as a highly-efficient enabler and a trusted partner to the industry, driving future growth

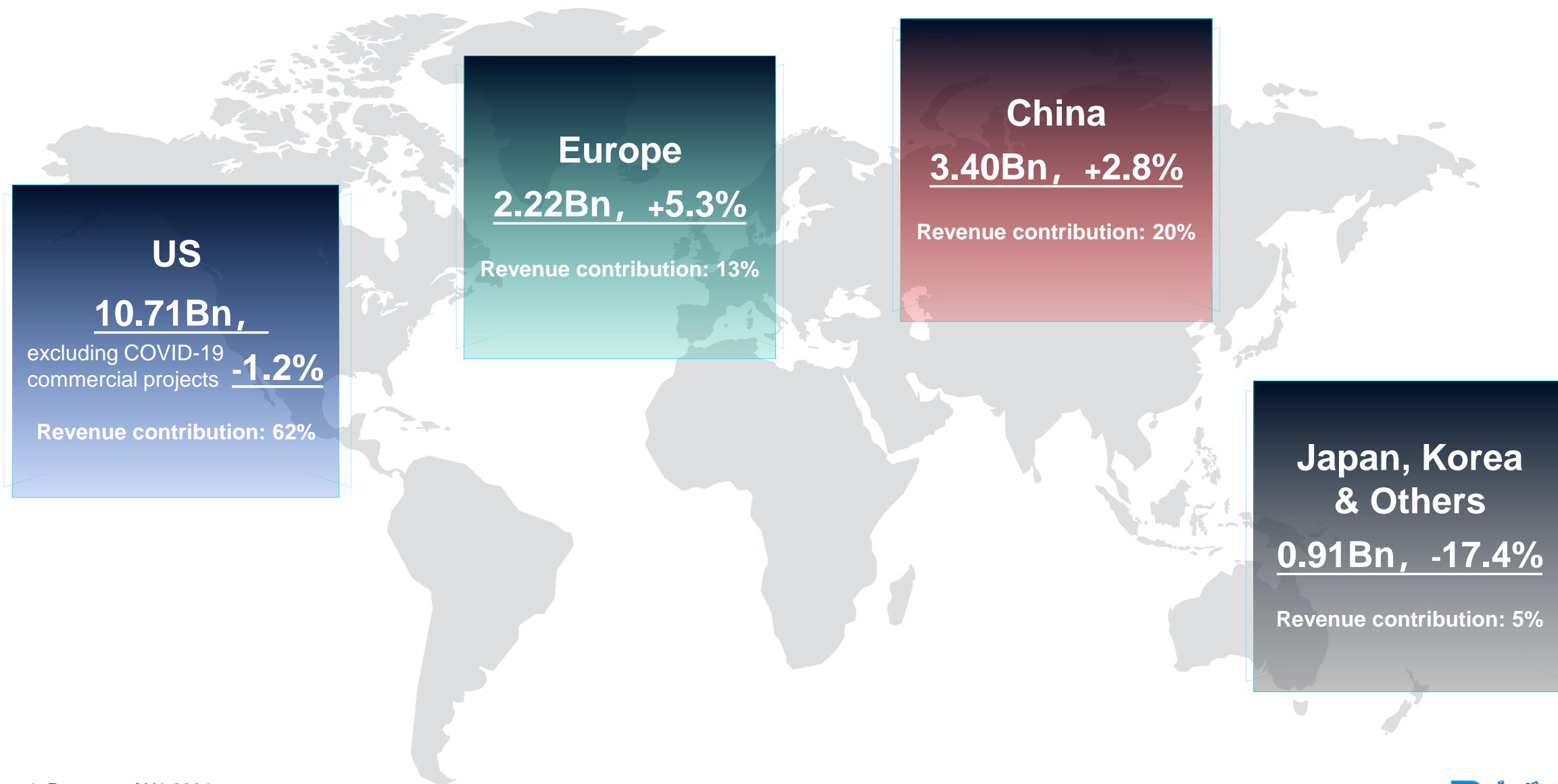
- **43.10Bn** backlog, **+33.2%↑** YoY excluding COVID-19 commercial projects
- **6.59Bn** revenue from Top 20 global pharma clients, **+11.9%↑** YoY excluding COVID-19 commercial projects



Continuously enhance capabilities and capacity, creating value for the industry and our global customers

- In January 2024, total reactor volume of Solid Phase Peptide Synthesizer increased to **32,000L**. In May 2024, we announced the **groundbreaking** of the new R&D and manufacturing site in Singapore
- Our unique integrated CRDMO business model continues to meet customer demand. The Company keeps investing in D&M capacity, and expects D&M capex to increase **>50%** YoY in 2025

Diversified Revenue Streams¹ from Customers Across Regions Ensure the Stability and Resilience of the Company's Financial Performance



Actively Promoting Sustainability and Enhancing Global ESG Leadership

Joined the United Nations Global Compact (UNGC) in 2024, and Named to FTSE4Good Index Consecutively in 2023-2024



Consecutive "AA" ratings in 2021-2023



Consecutive "A-" rating in CDP Climate Change in 2022-2023, first "A-" rating in CDP Water Security in 2023



"Silver" rating by EcoVadis in 2023



Joined the United Nations Global Compact (UNGC) in 2024

WuXi AppTec Co., Ltd.
Life Sciences Tools & Service

**Sustainability
Yearbook Member**

S&P Global Corporate Sustainability
Assessment (CSA) Score 2023



Named to the S&P Global Sustainability Yearbook consecutively in 2023-2024

Awarded as Industry and Regional Top-Rated company consecutively in 2023-2024 by Sustainalytics

Member of
**Dow Jones
Sustainability Indices**

Powered by the S&P Global CSA

Named to S&P DJSI consecutively in 2021-2023



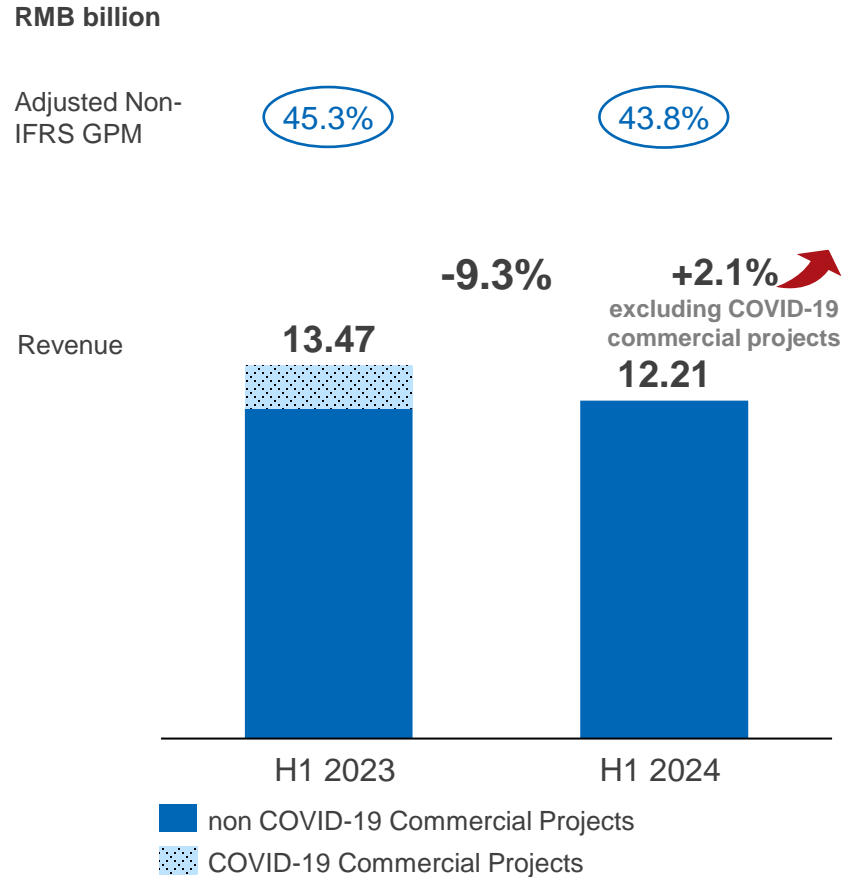
FTSE4Good

Named to FTSE4Good Index consecutively in 2023-2024

2. Segment Performance

WuXi Chemistry: CRDMO Business Model Drives Continuous Growth

Revenue & Gross Profit Margin



CRDMO Business Model Drives Continuous Growth

- Despite external challenges, H1 revenue of WuXi Chemistry reached **12.21bn**, growing **2.1%** YoY excluding COVID-19 commercial projects
- H1 adjusted non-IFRS **GPM 43.8%**. With continued business growth in H2, full-year GPM is expected to **keep flat** as last year

Small Molecule Drug Discovery (R) Continues to Generate Downstream Opportunities

- In the past 12 months, successfully synthesized and delivered **450,000+** new compounds (grew **7%** YoY)
- # of molecules converted from R to D&M continued to grow

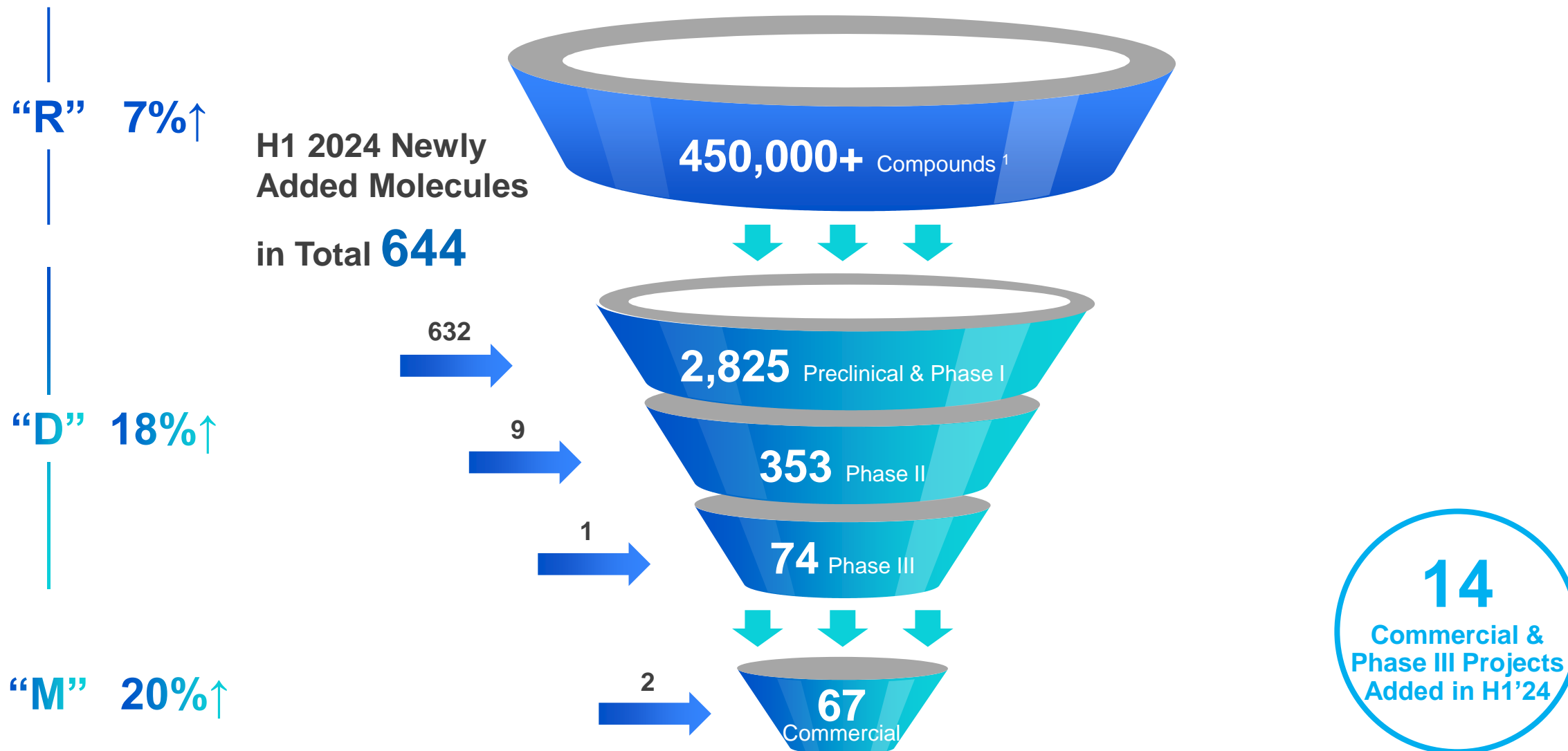
Small Molecule Development and Manufacturing (D&M) Remains Strong

- H1 revenue of small molecule D&M reached **7.39bn**. Excluding COVID-19 commercial projects, down **2.7%** YoY on top of the strong base of >50% YoY growth in H1 2023, and full-year revenue is expected to maintain **positive growth**
- Small molecule CDMO pipeline **continued to expand**
- **Ground break** of Singapore R&D and manufacturing site in May 2024

New Modalities (TIDES) Sustains Rapid Growth

- H1 revenue of TIDES grew strongly by **57.2%** YoY to **2.08bn**. By end of June 2024, TIDES backlog grew **147%** YoY

WuXi Chemistry: Growing Small Molecule CRDMO Pipeline Driven by “Follow the Molecule + Win the Molecule” Strategies

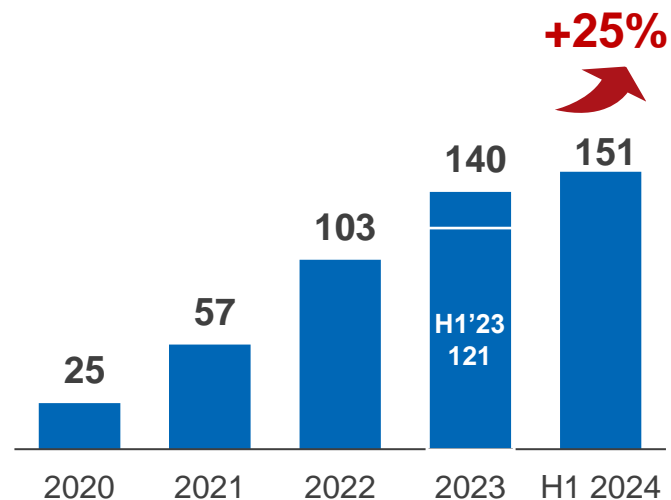


12 Note: 1. 450,000+ compounds successfully synthesized and delivered in labs in the past 12 months.

TIDES: Business Growing Rapidly with Fast Increasing Pipeline and Capacity

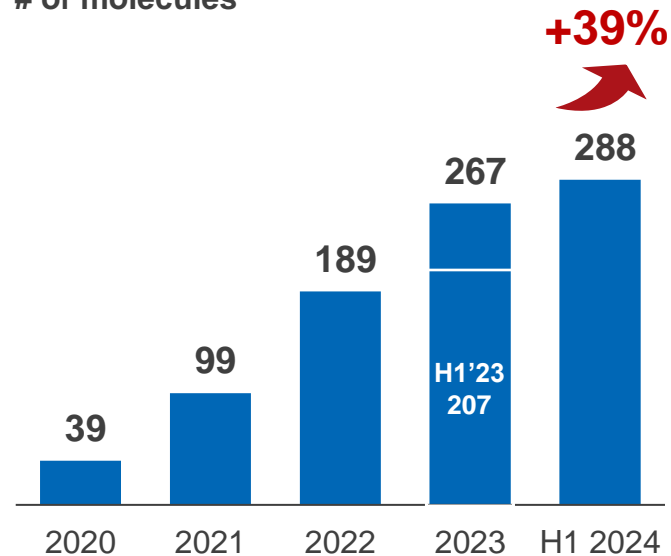
Oligo and Peptide “D&M” Customers

of customers



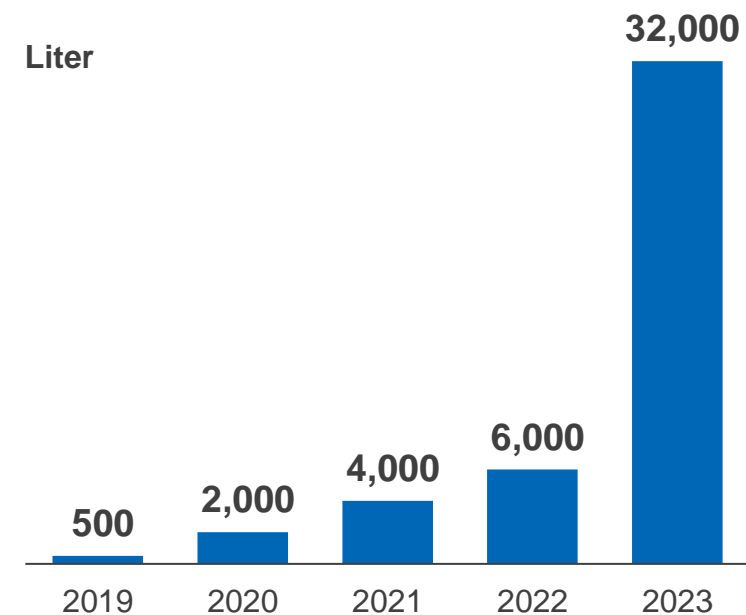
Oligo and Peptide “D&M” Molecules

of molecules



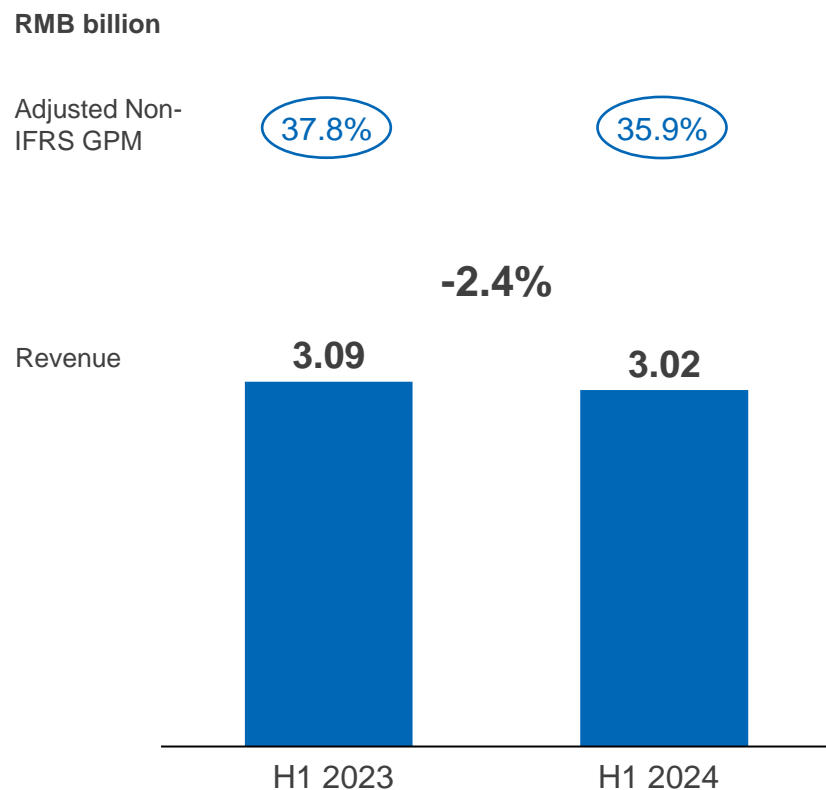
Solid Phase Peptide Synthesizer Total Reactor Volume

Liter



WuXi Testing: Drug Safety Evaluation Service & SMO Maintain Leading Positions

Revenue & Gross Profit Margin



Lab Testing Services

- H1 revenue of lab testing services down **5.4%** YoY to **2.12bn**, among which, drug safety evaluation service revenue down **6.3%** YoY due to market impact, maintaining an **industry leading** position in APAC
- In H1, Qidong and Chengdu facilities both received NMPA¹ and OECD² GLP qualifications; Suzhou facility was reviewed for the first time by the Japan PMDA³ for on-site audit and successfully passed
- **New modality business continued to develop**, while new vaccine capabilities continued to improve, and market share of nucleic acids, conjugates, and mRNA further expanded

Clinical CRO & SMO

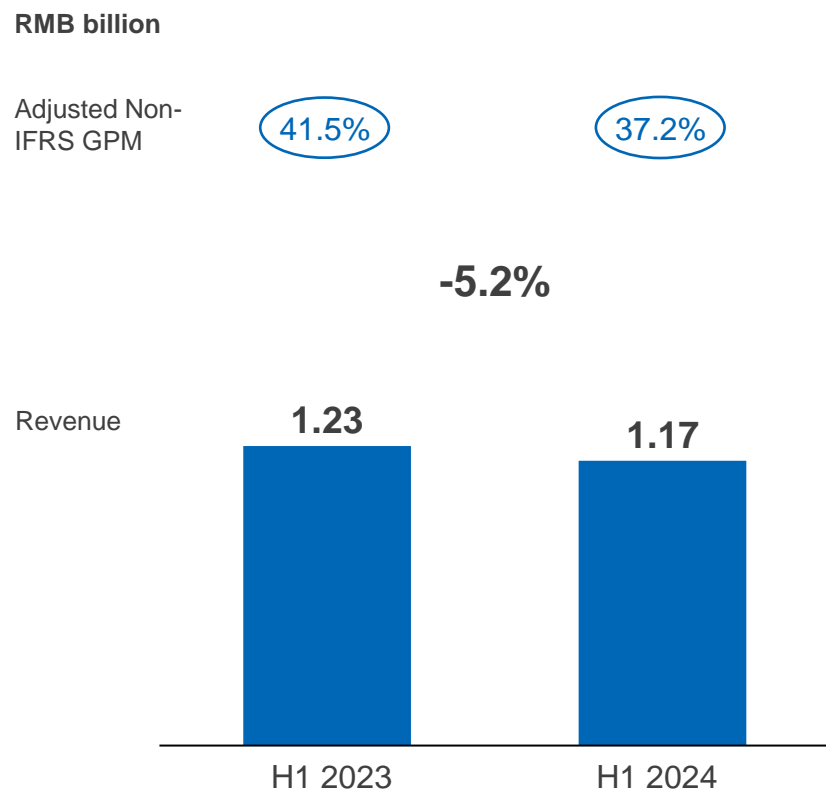
- H1 revenue of clinical CRO and SMO grew **5.8%** YoY to **0.89bn**, among which, SMO revenue grew **20.4%** YoY, maintaining **industry leading** position in China
- In H1, clinical CRO enabled customers to obtain **14** IND approvals; SMO supported **31** new drug approvals
- **SMO business continued steady growth**, maintaining significant advantages in multiple therapeutic areas (cardiovascular disease, ophthalmology, rheumatology, central nervous system, endocrinology, medical aesthetics and rare tumors, etc.)

14 Notes: 1. NMPA, National Medical Products Administration.
3. PMDA, Pharmaceuticals and Medical Devices Agency.

2. OECD, Organization for Economic Co-operation and Development.

WuXi Biology: New Modality Business Drives Growth; WuXi Biology Platform Continues to Generate Downstream Opportunities

Revenue & Gross Profit Margin



New Modality Business

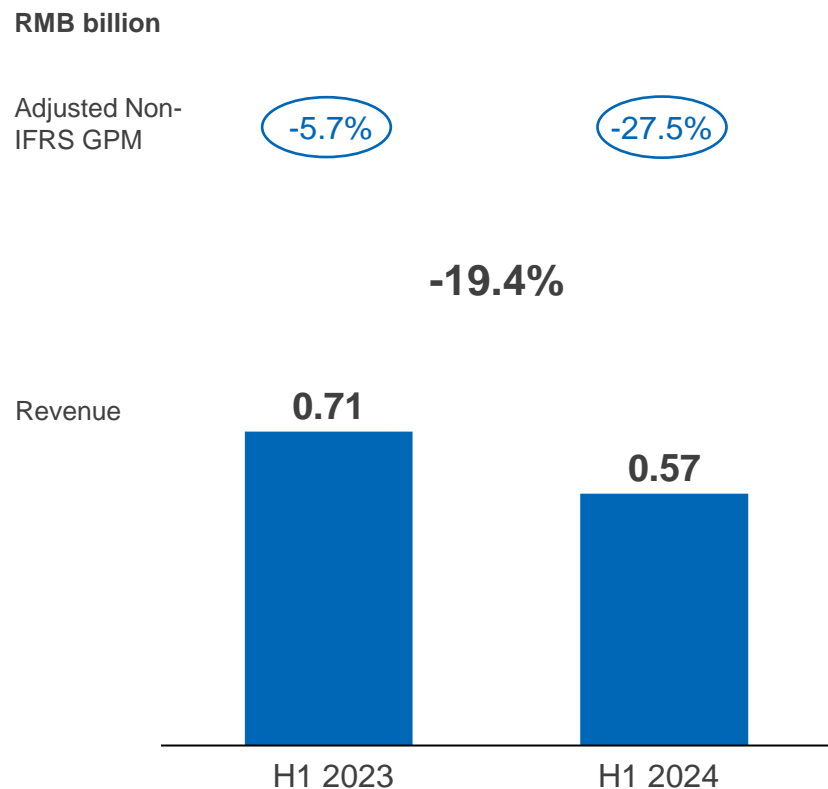
- Focused on improving capabilities related to new modalities, revenue from new modalities grew **8.1%** YoY, contributing **29.0%** of WuXi Biology revenue
- Number of customers and projects served by the **nucleic acid platform** continued to increase. Cumulatively provided services to **260+** customers, and successfully delivered **1,200+** projects since 2021
- Proactively built capabilities to collaboratively develop **membrane proteins and peptides**, leading to remarkable increase in business volume of related protein production, screening and subsequent validation services

Discovery Biology

- Further integrated resources of **in vivo pharmacology platform**, and continued to improve platform capabilities and efficiency. Fully leveraged the advantage of one-stop service platform with **in vitro & in vivo synergy** to further gain market share in metabolic/cardiovascular/neurological areas, and number of customers served grew **30%+** YoY
- Continued to generate downstream opportunities and contributed **20%+** of the Company's new customers

WuXi ATU: Commercial and Existing Clinical Stage Projects Continue to Advance; Revenue and Profit below Expectation due to Proposed U.S. Legislation

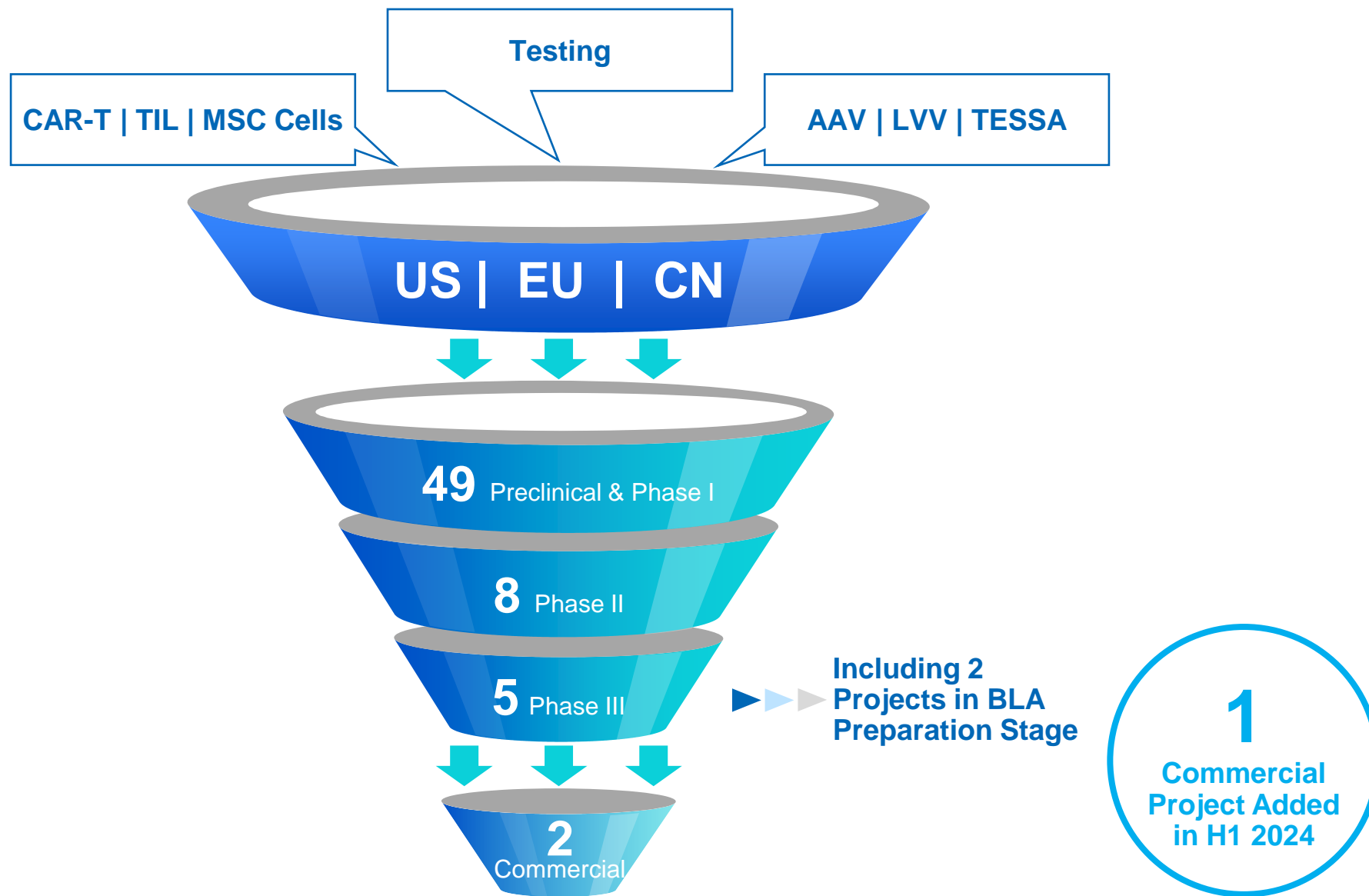
Revenue & Gross Profit Margin



Pipeline & Progress of Commercial Projects

- H1 revenue and GPM down YoY, primarily due to: 1) high-margin projects were completed in 2023; commercial projects are still in early stage of ramping up; 2) certain projects were delayed, or cancelled due to customers' pipeline prioritization or funding issue; as well as insufficient new business wins due to the proposed U.S. legislation
- Total pipeline of **64** projects by end of H1, among which, the **world's first innovative TIL-based therapy was approved by FDA** in February 2024
- Preparing for BLA filing to manufacture the lentiviral vector (LVV) used in a commercial CAR-T product. **Completed process performance qualification (PPQ) and started post-PPQ manufacturing, and expect to file pre-approval submission (PAS) to FDA in H2 2024**
- **Expect to complete PPQ in H2 2024 and file PAS to FDA in H1 2025** for a blockbuster commercial CAR-T product

WuXi ATU: Advancing Pipeline on the Globally Integrated CTDMO Platform

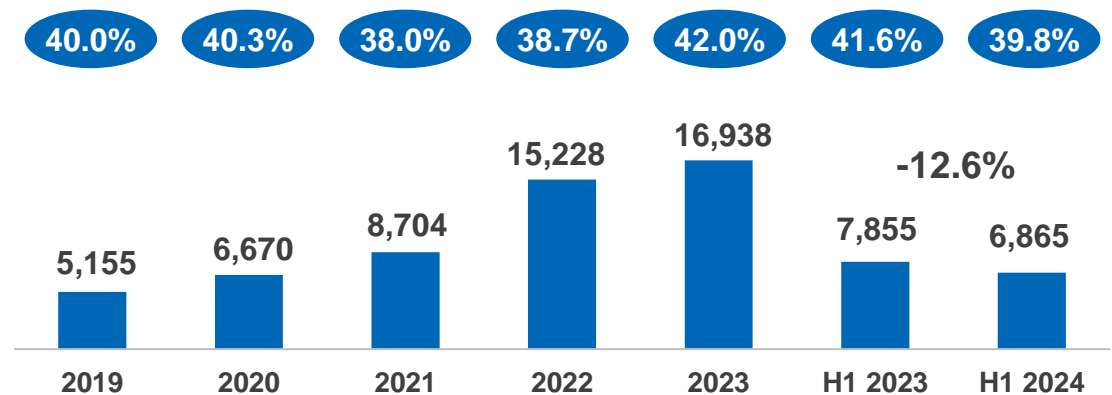


3. Financial Performance

Continuously Improve Operating Efficiency and Maintain Resilient Profit Margin

Adjusted Non-IFRS Gross Profit

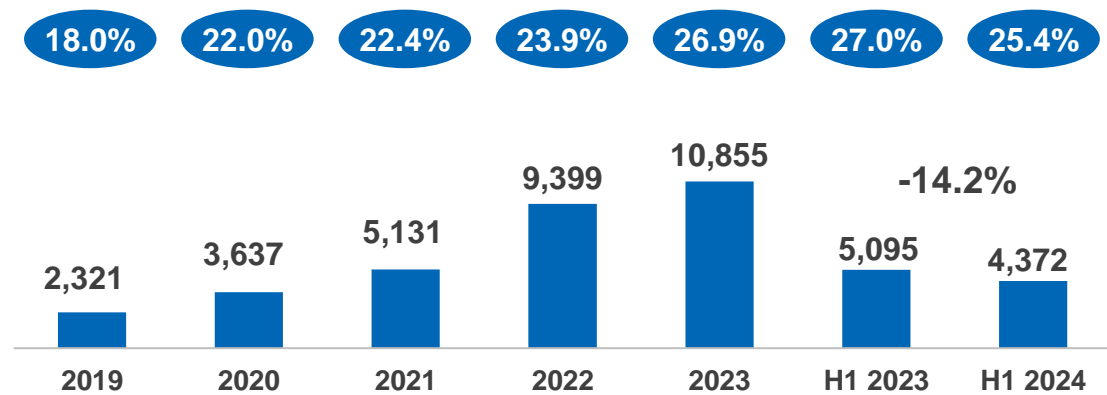
RMB MM



* GPM @ CER: H1 2023 41.9%, H1 2024 39.3%

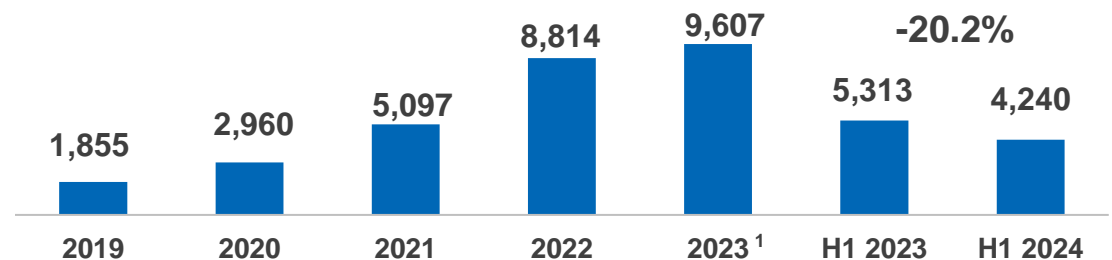
Adjusted Non-IFRS Net Profit Attributable to the Owners of the Company

RMB MM



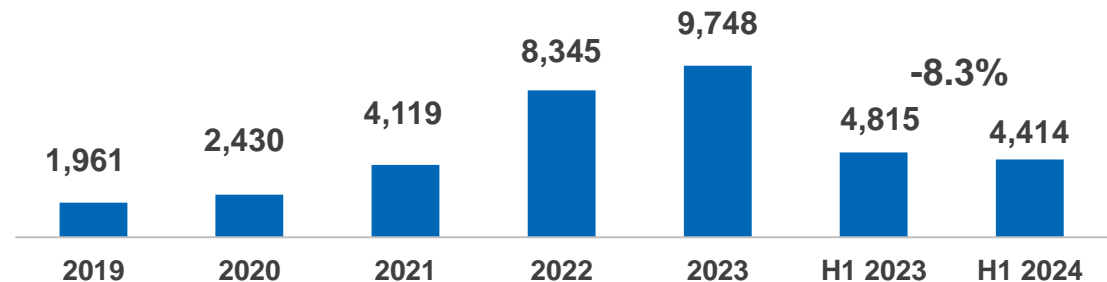
Net Profit

RMB MM



Net Profit After Deducting Non-Recurring Items²

RMB MM



Notes: 1. Net profit attributable to the owners of the Company in 2023 is prepared according to the Accounting Standard for Business Enterprises of PRC. Due to different accounting treatment of long-term equity investments under IFRS, Net profit attributable to the owners of the Company in 2023 under IFRS is RMB10,690 million.

2. Net profit after deducting non-recurring items is prepared according to the relevant information disclosure rules issued by the China Securities Regulatory Commission.

Sustained Positive FCF Driven by Business Growth & Operating Efficiency

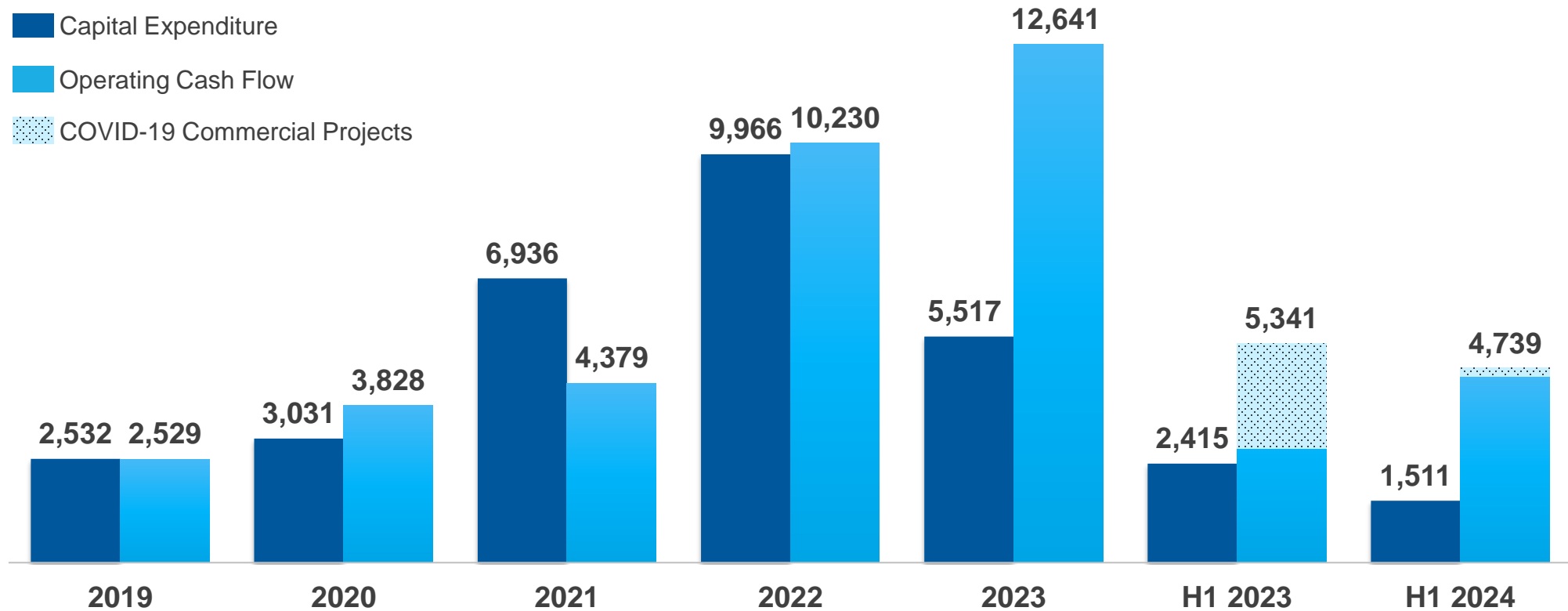
Excluding COVID-19 Commercial Projects, H1 2024 Operating Cash Flow Up 48.3%/RMB 1.50Bn YoY

RMB MM

■ Capital Expenditure

■ Operating Cash Flow

■ COVID-19 Commercial Projects



20 Note: Capital expenditure includes purchase of property, plant and equipment, other intangible assets and other long-term expenses.

4. Company Outlook

Update on Proposed U.S. Legislation

- The Company has learned that, on March 6, 2024, the U.S. Senate Committee on Homeland Security and Government Affairs voted to report to the Senate a draft bill S.3558; on May 15, 2024, the U.S. House Committee on Oversight and Accountability voted to report to the House a draft bill H.R.8333, which is an amended version of the predecessor bill H.R.7085 for the proposed Biosecure Act. Bill H.R.8333 incorporates certain amendments including, among others, the removal of certain alleged findings against WuXi AppTec and the addition of a “grandfather” clause that exempts existing contracts entered into before the effectiveness of the proposed restrictions.
- The Company has further learned that, an amendment to include Biosecure Act based on bill H.R.8333 in the National Defense Authorization Act for Fiscal Year 2025 (“2025 NDAA”) was not approved by the House Rules Committee for consideration by the House on the 2025 NDAA. A similar amendment to include Biosecure Act in 2025 NDAA Senate version was filed on July 10, 2024, which is currently under review by the Senate Armed Services Committee.
- The legislative route of the proposed legislation involves uncertainty, and multiple steps remain in the legislative process before such proposed legislation is enacted into law. The contents thereof, including the reference to the Company, are also subject to further review and changes. The Company have been actively working together with its advisors to set the record straight and advocate for appropriate changes to the proposed legislation.

Update on Proposed U.S. Legislation

- The Company strongly disagrees with any preemptive and unfair designation of us as a named “biotechnology company of concern” without due process. The Company fully complies with the laws and regulations in the countries and regions in which we operate, and is working diligently to engage with U.S. policymakers and demonstrate that:
 - The Company does not have a human genomics business and does not collect human genomic data in any of our businesses.
 - The Company never transferred any data or intellectual property of U.S. customers to 3rd parties without customers’ authorization.
 - The Company is not affiliated with any political party, government, or armed forces thereof.
 - The Company has not posed, does not pose and will not pose a national security risk to any country.
 - The Company has not been subject to any sanction by the U.S. government agencies.
- By adhering to our core value of “doing the right thing and doing it right”, the Company has served as a trusted and valued partner in the global healthcare community. For more than twenty years the Company has helped thousands of global customers with discovery, development, and manufacturing efforts to deliver innovative medicines that save and improve patients’ lives. We remain committed to serving our customers and helping patients around the world.

Company Outlook



1

Our unique integrated CRDMO business model can effectively meet the growing demand of customers worldwide. It enables the Company to closely follow scientific innovations, develop distinct industry insights, instantly seize opportunities in new molecules as they rise, and **continue to drive solid business growth**

2

Despite uncertainties in the external environment, **revenue expects to reach RMB 38.3-40.5 billion in 2024, and maintain positive growth of 2.7-8.6% excluding COVID-19 commercial projects**

3

Continue to improve operating efficiency. **Adjusted non-IFRS NPM in 2024 expects to remain at a similar level as last year**, taking into consideration of new capacity ramp-up and FX impact

4

With improved asset utilization and operating efficiency, **free cash flow expects to remain positive and reach RMB 4-5 billion in 2024**, which will **continuously cover the cash dividends and investments in talents**, while global capacity is expected to be expanded as planned (with capex of RMB ~5 billion)