

# *WuXi Biologics* *Company Presentation* *(Stock Ticker: 2269.HK)*

2017 Annual Results  
March 2018



# **WuXi Biologics**

Global Solution Provider



## Forward-Looking Statements

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**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, and our ability to protect our clients’ intellectual property. 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.**

## Use of Adjusted Financial Measures (Non-IFRS Measures)

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We have provided adjusted net profit, net profit margin, EBITDA, EBITDA margin and diluted earnings per share for the first half of 2016 and 2017, which excludes the share-based compensation expenses, Listing expenses and a foreign exchange loss due to translation loss from the IPO proceeds, and are not 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 underlying 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 and non-recurring items that we do not consider indicative of the performance of our business. However, the presentation of these 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.

# Agenda

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**I. Result Highlights**

**II. Company Introduction**

**III. Financial Overview**

**Appendix – Company Information**



# I. Result Highlights

## 2017 Overview: Revenue and Backlog

- **Robust revenue growth, increasing by 63.7% YoY to RMB1,618.8 million in 2017 from RMB989.0 million in 2016**
  - 78.3% YoY U.S. revenue growth to RMB900.6 million
  - 209.5% YoY EU revenue growth to RMB65.3 million
- **Phenomenal growth in total backlog including both service backlog and upcoming potential milestone fees. Service backlog enjoyed a strong increase of 97.5% from US\$241 million in 2016 to US\$476 million in 2017, while upcoming potential milestone fees surged from US\$24 million in 2016 to US\$1,002 million in 2017**
  - Continuing to solidify competitive track record: global market share increased from 1.8% in 2016 to 2.4% in 2017 while Chinese market share increase from 48% in 2016 to 63.5% in 2017
  - Successful execution of business development initiatives in the U.S., Europe and China
  - Remarkable growth of our integrated projects from 103 in 2016 to 161 in 2017
  - Substantial growth of our late phase (Phase III) projects from three to eight: late phase projects involve more process development and large-scale manufacturing resulting in a greater backlog
  - Another deal signed with an undisclosed company in December 2017 with milestone payments of US\$118 million together with mid-single digit royalties: US\$6 million milestone payment expected in 2018

## 2017 Overview: Profitability

- Gross margin increased by 150 bps YoY to 40.8% in 2017, vs 39.3% in 2016, despite downward pressure from the startup of our new manufacturing facility (MFG2)
  - Increased high-margin milestone revenue
  - Improved capacity utilization and higher operational efficiency
- Net profit increased by 79.0% YoY to RMB252.6 million. Excluding the impact of an unrealized foreign exchange loss due to a translation loss from the IPO proceeds of RMB74.3 million, net profit increased by 131.7% YoY
- Adjusted net profit<sup>1</sup> increased by 85.1% YoY to RMB408.1 million
- Net profit margin expanded 130 bps to 15.6% and adjusted net profit margin expanded 290 bps to 25.2%
  - Higher gross margin
  - Effective cost controls
- Diluted EPS increased by 46.7% YoY to RMB0.22 in 2017 from RMB0.15 in 2016
- Adjusted diluted EPS increased by 52.2% YoY to RMB0.35 in 2017 from RMB0.23 in 2016

Note:

1. Adjusted net profit excludes the share-based compensation expenses, Listing expenses and a foreign exchange loss due to translation loss from the IPO proceeds



## 2017 Overview: Cash

- Net operating cash flow improved to RMB360.3 million in 2017 as compared to RMB81.9 million in 2016, representing 339.9% YoY growth
- Raised net proceeds equivalent to approximately RMB3,437.8 million from successful listing on the Main Board of the Hong Kong Stock Exchange in June 2017
  - As of December 31, 2017, the balance of unutilized net proceeds was RMB1,858.0 million
- As of December 31, 2017, bank balances and cash, fixed deposits and financial assets amounted to RMB2,060.0 million in total
- No outstanding borrowings as of December 31, 2017





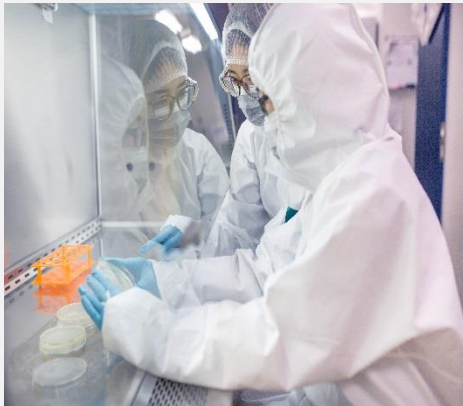
## 2017 Operational Highlights

- **30,000L cGMP manufacturing facilities using disposable bioreactors (MFG2) commenced commercial operations in December 2017**
  - First run directly as cGMP run successfully completed
  - Utilization rate is expected to be approximately 40% in 2018 and over 80% in 2019, as we continue to execute our successful “follow-the-molecule” strategy
- **7,000L clinical manufacturing facility in Shanghai (MFG3): on track to be operational by April 2018**
  - More than double existing clinical manufacturing capacity
- **Out-licensing of the Fully Human PD-1 Antibody (GLS-010) to Arcus Biosciences**
  - US\$18.5 million upfront payment received in 2H 2017
  - Total of US\$816.0 million in milestone payments and up to 10% royalty
  - Exclusive manufacturer for GLS-010
  - Three-year exclusive partnership for developing Arcus’ biologics portfolio
  - Currently Phase I Clinical Trial ongoing in Australia and U.S. IND expected in 2018

## 2017 Operational Highlights (Cont'd)



- **U.S. FDA completed a Pre-License Inspection (PLI) of our Wuxi facility**
  - First PLI completed in China
  - Validated both our global cGMP quality and our pioneering use of disposable bioreactors for commercial manufacturing



- **Continuous improvement on project timeline generating competitive edge**
  - Reduced IND enabling timeline to 15 to 18 months, and in certain circumstances as short as 9 months, as compared to the industry norm of approximately 18 to 24 months, creating a competitive advantage for us, but also significant benefits for our customers, and most importantly, patients

# Recent Achievements

- On March 6, 2018, the U.S. FDA granted approval for Ibalizumab (Trogarzo), marking another major milestone for WuXi Biologics
  - First commercial manufacturing project showcasing success of our “follow-the-molecule” strategy
  - First FDA-certified cGMP biologics facility in China
  - Fully validated our premier quality system as well as pioneering adaptation of single-use disposable technology for commercial manufacturing
- Added to the Hang Seng Composite LargeCap & MidCap Index and included in the Shanghai and Shenzhen Stock Connect



## World-Class Talent

- **Dr. Chiang Syin, former FDA Associate Country Director, joined WuXi Biologics as Chief Quality Officer in January 2018**



- 29+ years of experience in FDA regulatory review and GMP compliance of biological and biotech products
- Formerly a Gates Project International Expert for the Center of Food & Drug Inspection (CFDI) of CFDA and an FDA Associate Country Director

- **Rapid expansion of talent base to 2,543 employees as of December 31, 2017, vs 1,624 as of December 31, 2016**
  - 244 employees possessing a Ph.D. or equivalent
  - Approximately 20% of our employees received stock option grants as of December 31, 2017, enabling the Company to effectively attract and retain talents
- **Talent expected to reach 4,000 employees by end of 2018 with one of the largest biologics development teams with 1,900 scientists expected end of 2018**
- **Appointed five internationally recognized scientists, entrepreneurs and visionary thinkers to our Scientific Advisory Board (SAB)**

## Further Advance Our Technology Platform

- New ADC conjugation and fill/finish facility began construction in mid-2018 and expected to be GMP ready by the end of 2019
- Adoption of 4,000L bioreactors to further compete with stainless steel bioreactors
  - Currently 2,000L is the largest available
  - 4,000L bioreactors allow batch size of 16,000L or 20,000L, which compete effectively in terms of scale with stainless steel bioreactors while achieving significant capex and time savings
- Two new continuous manufacturing projects initiated in the lab
- Continuous production line will be GMP ready by the end of 2018







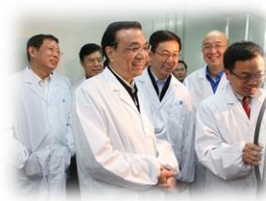
## II. Company Introduction



# Business Model

## Our Mission

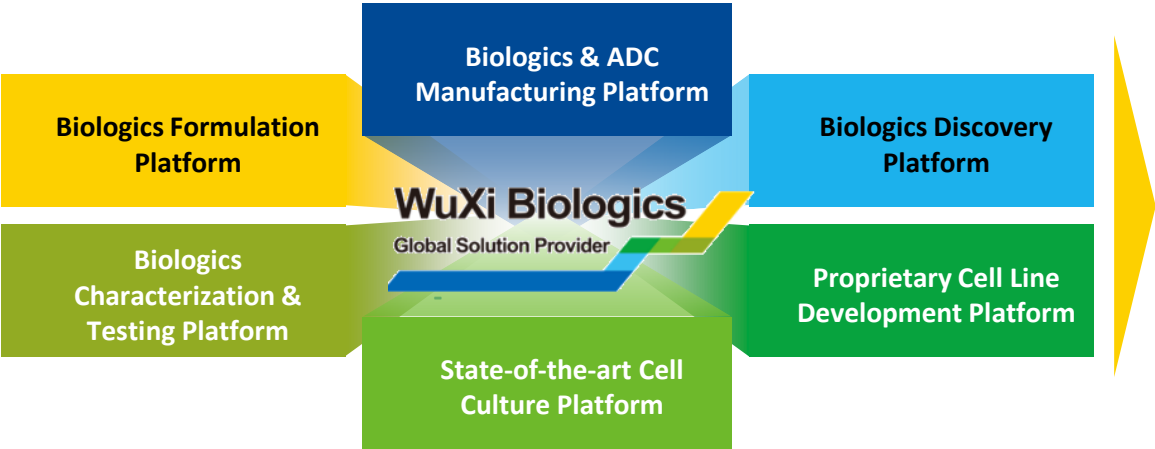
*To accelerate and transform pharmaceutical discovery, development and manufacturing in the fast growing field of biologics to benefit patients worldwide*



## Our “Follow-the-Molecule” Integrated Solution Model

*Our customers’ demand for our services increases as their biologics advance through development and ultimately to commercialization, which allows our revenue from each project to grow geometrically as the project advances through the biologics development cycle*

## Our Strong Proprietary Technology Platform



## Revenue from each project advances with its stages

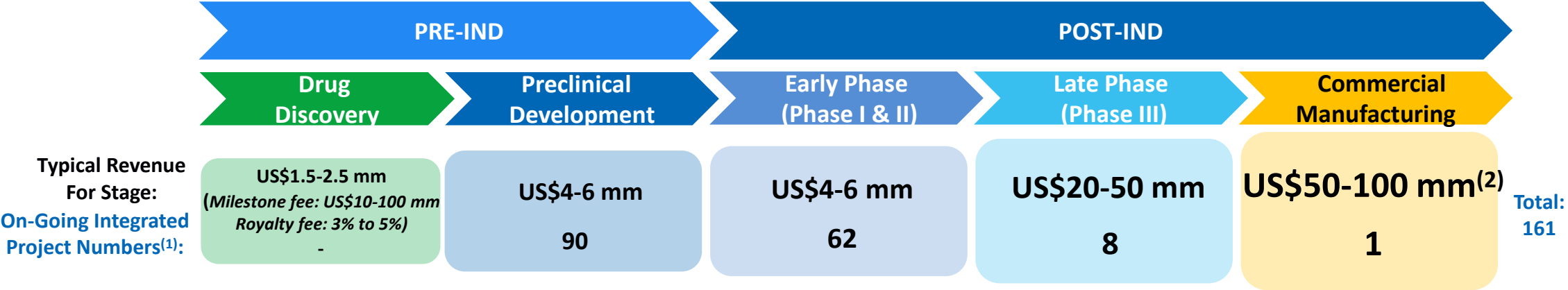
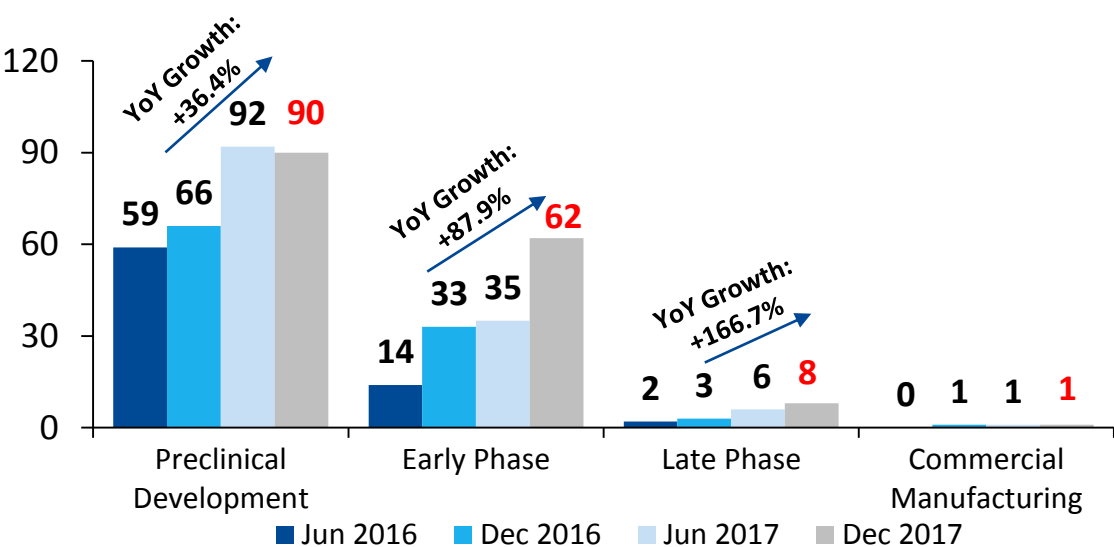
Biologics Development Process	Typical Duration	Typical Revenue
Pre-IND		
Drug Discovery	2 Years	US\$1.5-2.5 mm (Milestone fee ranges from US\$ 10-100 mm Royalty fee ranges from 3% to 5%)
Pre-Clinical Development	2 Years	US\$4-6 mm
Post-IND		
Early-Phase (Phases I & II) Clinical Development	3 Years	US\$4-6 mm
Late-Phase (Phase III) Clinical Development	3-5 Years	US\$20-50 mm
Commercial Manufacturing	Annually	US\$50-100 mm annually

# Solid Business Progress – Integrated Projects

No. of Integrated Projects <sup>(1)</sup>



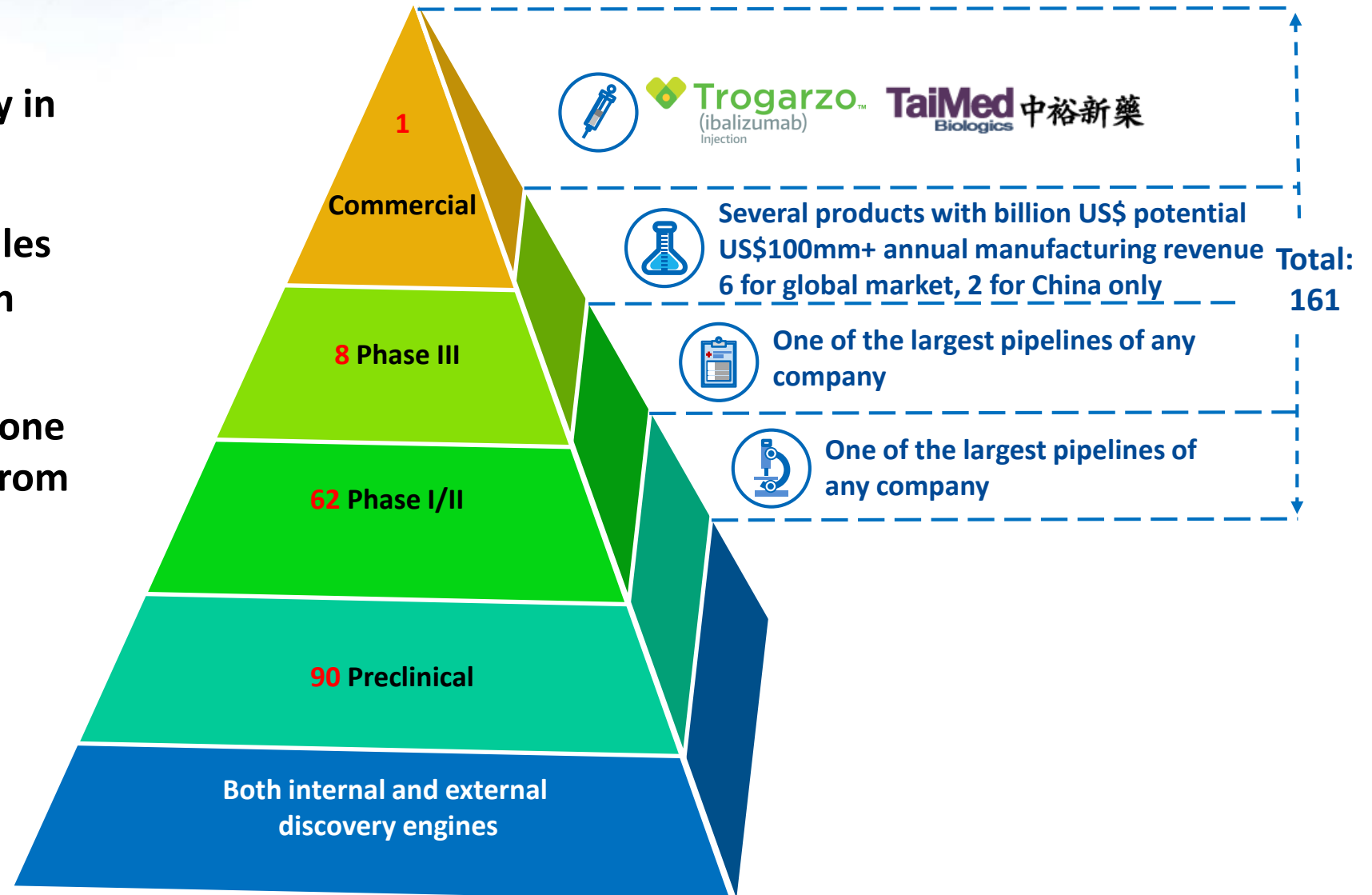
Integrated Projects <sup>(1)</sup> By Phases



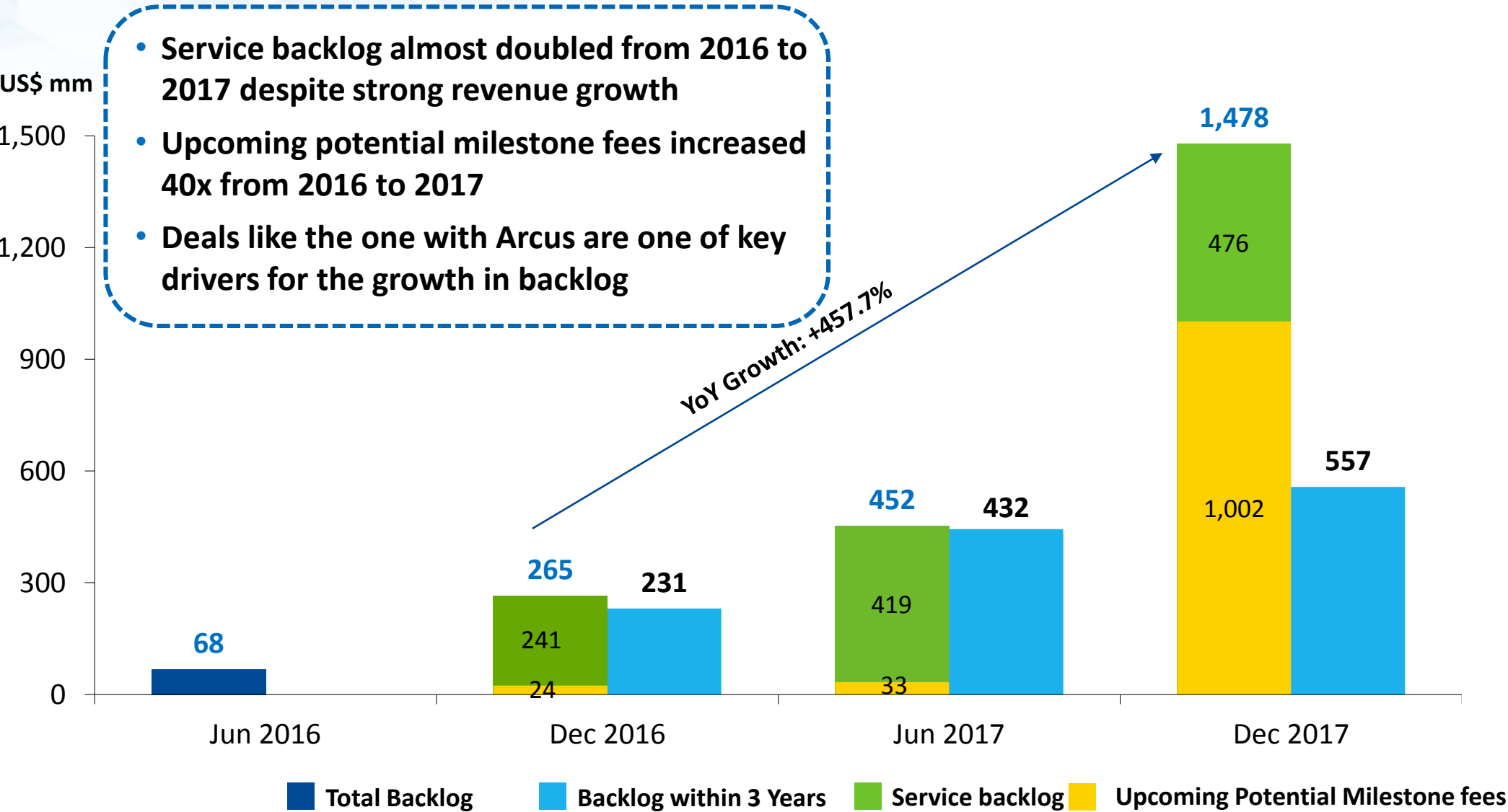
**Notes:**  
 1. Integrated projects are projects that require us to provide services across different stages of the biologics development process  
 2. Estimated value when a biologic drug reaches peak sales. A biologic drug typically reaches peak sales after a ramp-up period

# 2017 Pipeline Highlights

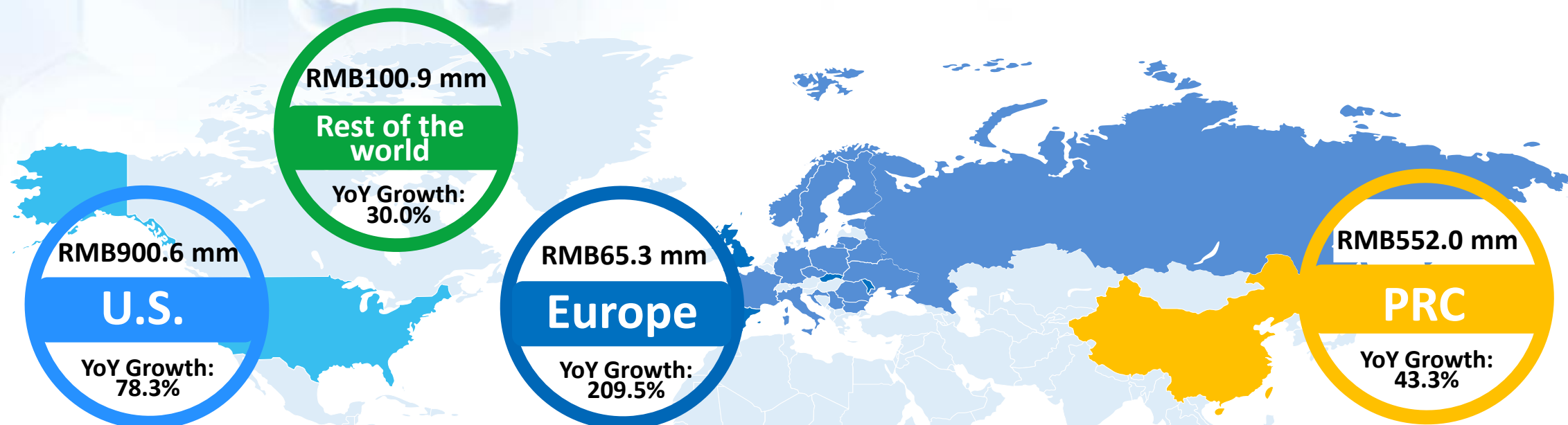
- “Follow-the-molecule” strategy in full motion
- Added **58** molecules into the pipeline in 2017
- 70.1% total milestone revenue growth: from US\$17.4 million in 2016 to US\$29.6 million in 2017



# Solid Business Progress – Backlog



# Rapid Business Progress in Different Geographic Markets



## U.S.

- The largest single regional market
- Accounted for 55.6% of total revenue in 2017
- Significant branding effect

## Europe

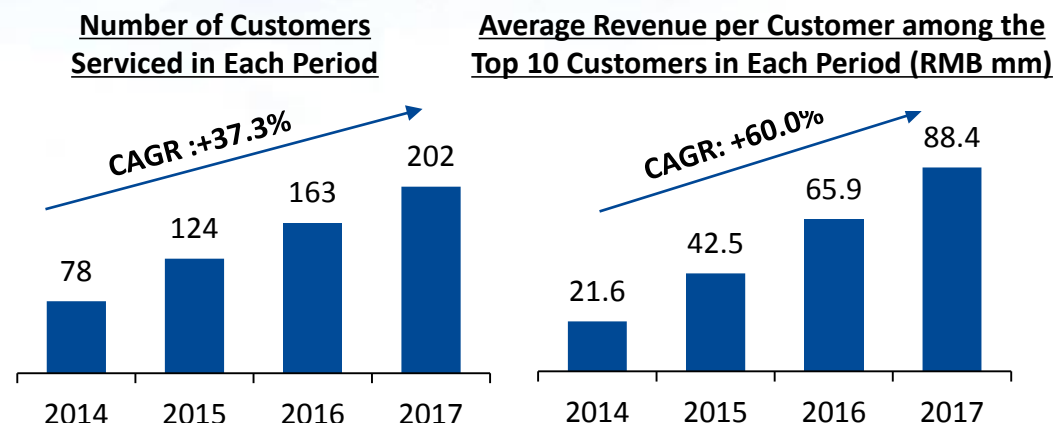
- Second largest biologics market globally
- Accounted for 4.0% of total revenue with tremendous growth potential
- 6 new clients with potential 15 projects established in 2017 vs 0 in 2016 despite 32 established local CDMOs
- Pipeline deal with a Swiss company established with two more in negotiation
- US\$55 mm signed contract in 2017

## PRC

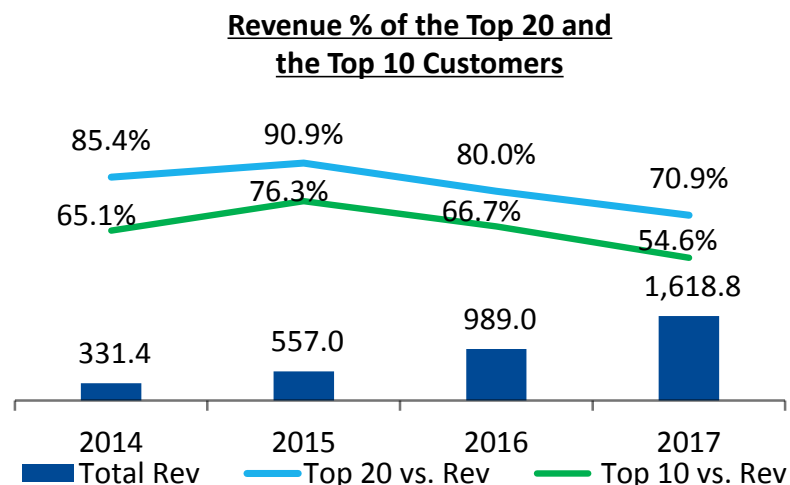
- Huge potential market for biologics
- Dominant leader with 63.5% market share
- Accounted for 34.1% of total revenue
- Clients increasingly focusing on global market
- Significant milestone and royalty expected
- Huge opportunities for MAH: 30+ potential programs commercial manufacturing not reflected in the backlog

# Proven Track Record with Growing Customer Base

## Expanding Customer Base and Increasing Average Revenue



## Diverse and Strong Customer Base



## Selected Customers

### Global Big Pharma



AstraZeneca



### Mid-Sized Biotech



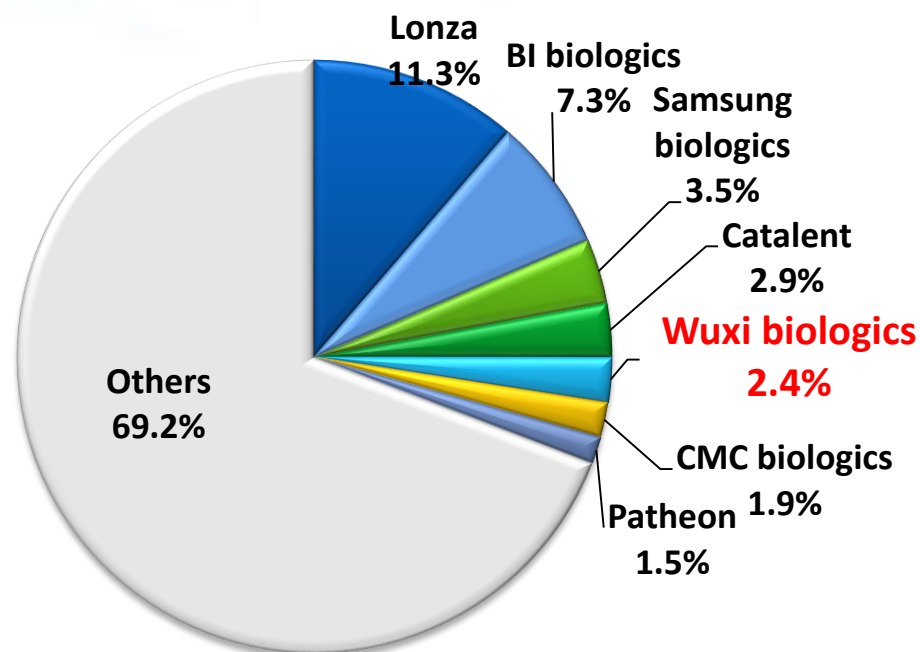
### Chinese Pharma



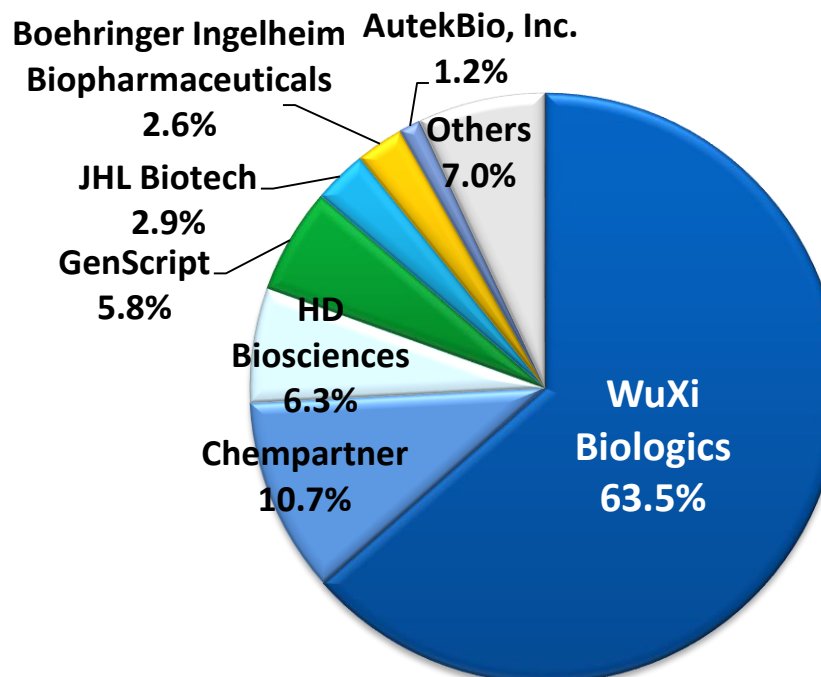


# Top 5 Player Globally and Dominant Share in China

Market Share of Global Biologics Outsourcing Market  
by Revenue in 2017



Market Share of China Biologics Outsourcing Market  
by Revenue in 2017



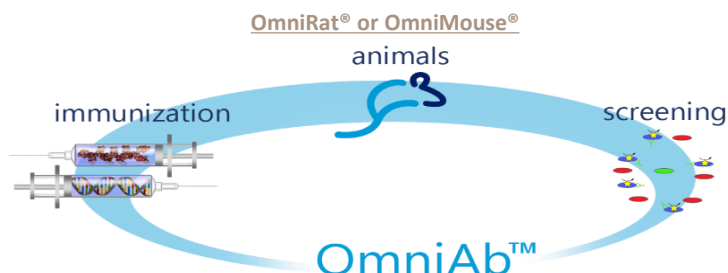
Global market shared increased from 1.0% in 2015, 1.8% in 2016 to 2.4% in 2017

Chinese market shared increased from 36.4% in 2015, 48% in 2016 to 63.5% in 2017

# State-of-the-Art Technology

## 1 Transgenic Animal Technology through Collaboration with OMT

- Access to OMT's state-of-the-art transgenic animal technology to develop fully human antibodies with high quality, specificity, expression, solubility and stability



## 2 Antibody Drug Conjugate Discovery

- Leverage and integrate our in-house antibody discovery, toxin and linker development, synthesis and conjugation expertise to deliver the ideal lead ADC molecules
- Greatly simplify ADC drug development by providing a supply chain and all the necessary preclinical activities in one centralized region
- 18 ongoing projects with ADC discovery services

## 3 Cell Line Engineering and Development

- Our own proprietary cell line paired with our own proprietary algorithm is more cost-effective, more efficient and yields better results
- License know-how generated during cell line engineering and development process to the customer in exchange for a license fee and future royalty payments
- Developed 218 cell lines for therapeutic protein purpose

## 4 Disposable Manufacturing Technology

- No cleaning and sterilization required for disposable bioreactors that use pre-irradiated plastic bags as the production vessel in a stainless holder
- A facility using disposable bioreactors can be built 12 to 18 months faster with 30% to 50% less investment, and can produce 5% to 15% more batches of products with a higher success rate compared to traditional stainless steel bioreactors

## 5 Continuous Manufacturing Using Perfusion Technology

- Perfusion cell culture technology enables continuous manufacturing
- Reduces the costs of building a manufacturing facility, reduces manufacturing cost and improves product quality compared to traditional fed-batch manufacturing

# Current Facilities

	Wuxi	Shanghai	Suzhou	Wuxi
Commencement of Operation	October 2012	October 2011	December 2014	December 2017
Key Features	<div>✓ ISPE “Facility of the Year” Honorable Mention Award</div> <div>✓ One of the world’s first facilities using fully disposable bioreactors</div> <div>✓ cGMP compliant since 2012</div>	<div>✓ One of the world’s first facilities with a platform spanning biologics drug discovery to phase III clinical development</div> <div>✓ One of the world’s largest biologics development laboratories</div>	<div>✓ First non-government affiliated biosafety testing facility in Asia</div>	<div>✓ World’s largest disposable bioreactor-based biologics commercial manufacturing facility, with total capacity of 30,000L</div>



## Rapid Expansion to Enable~US\$900 mm Peak Manufacturing Revenue

	DS Capacity	GMP Ready	Location	Estimated Peak Revenue
MFG1	5,000L fed-batch/perfusion	2012	Wuxi	US\$60 mm
MFG2	28,000L fed-batch 2,000L perfusion	2017	Wuxi	US\$220 mm
MFG3	5,200L fed-batch 1,500L perfusion	2018	Shanghai	US\$80 mm
MFG4	10,000L fed-batch/CFB	2019	Wuxi	US\$100 mm
MFG5	60,000L fed-batch	2020	Wuxi	US\$360 mm
	DP Capacity	GMP Ready	Location	Estimated Peak Revenue
DP1	Liquid vial with lyophilization	2013	Wuxi	US\$15 mm
DP2	Liquid vial with lyophilization	2020	Wuxi	US\$40 mm
DP3	ADC conjugation and DP	2020	Wuxi	US\$30 mm

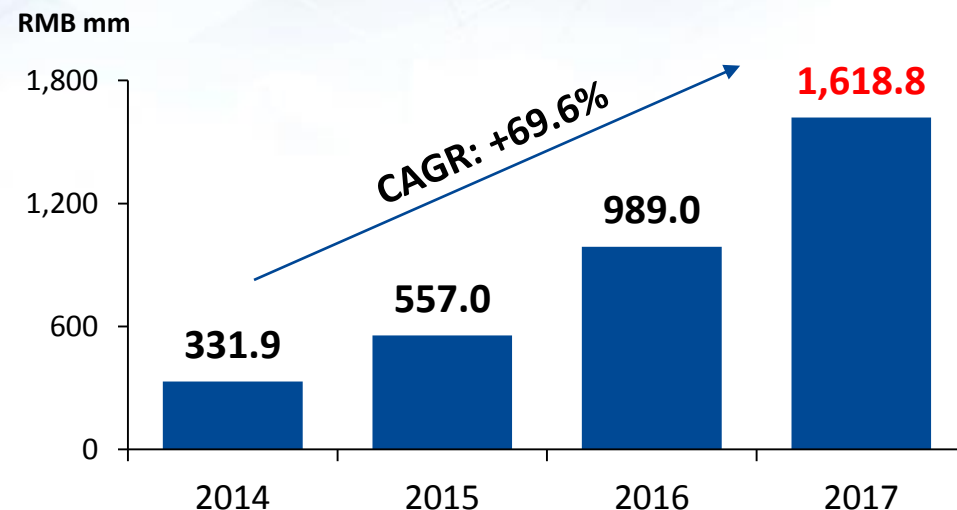
Initiated design and construction of 4 cGMP manufacturing facilities in Wuxi city in 2018



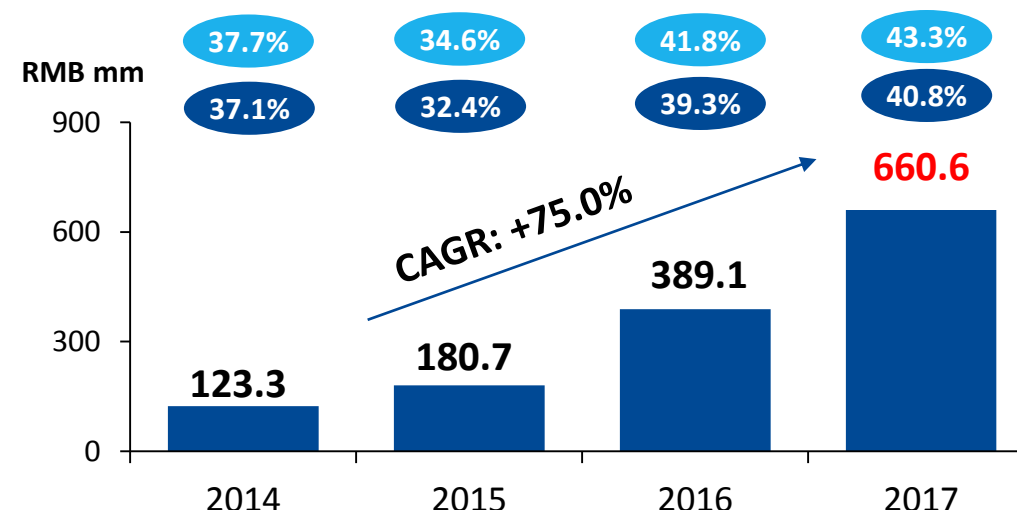
# **III. Financial Overview**

# Phenomenal Financial Performance

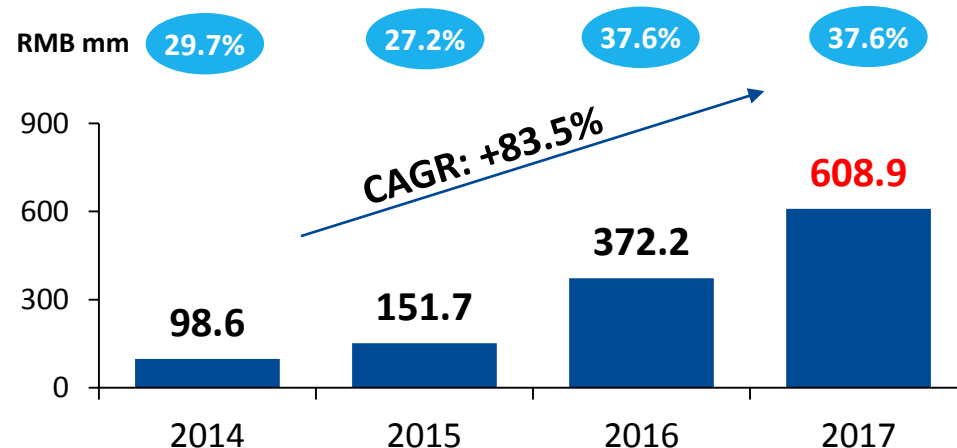
## Revenue



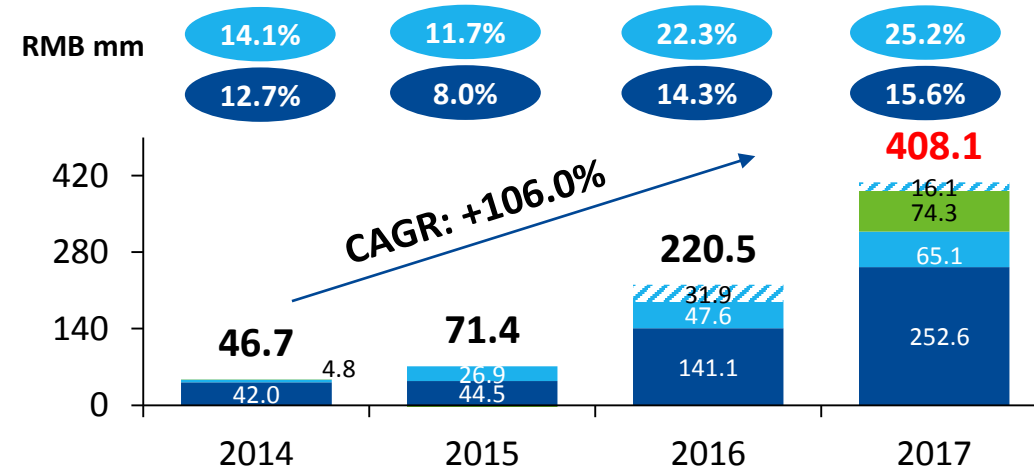
## Gross Profit



## Adjusted EBITDA <sup>(1)</sup>



## Adjusted Net Profit <sup>(2)</sup>



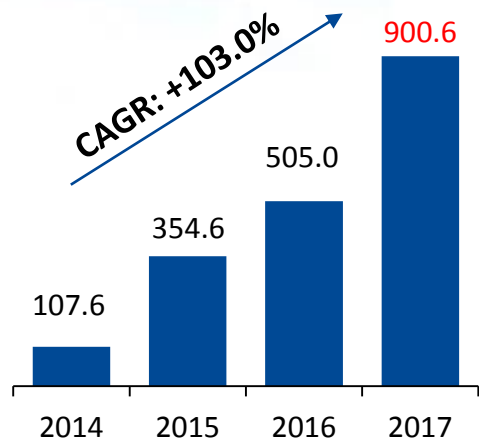
### Notes:

- Adjusted EBITDA represents net profit before (i) interest income and expense, income tax expenses and (ii) certain non-cash expenses, consisting of share-based compensation, amortization, depreciation and impairment of goodwill and (iii) a foreign exchange loss due to translation loss from the IPO proceeds
- Adjusted net profit excludes the share-based compensation expenses, Listing expenses and a foreign exchange loss due to translation loss from the IPO proceeds
- Refers only to a foreign exchange loss due to translation loss from IPO proceeds

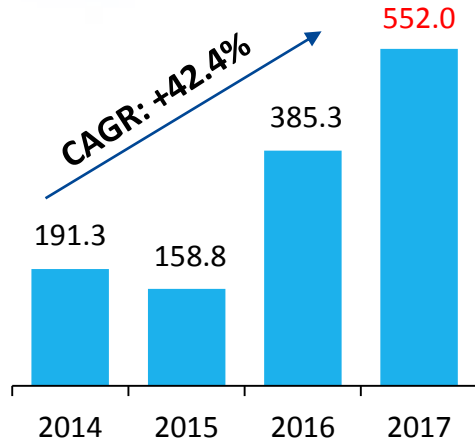


# Robust Growth Across All Geographic Markets (1)

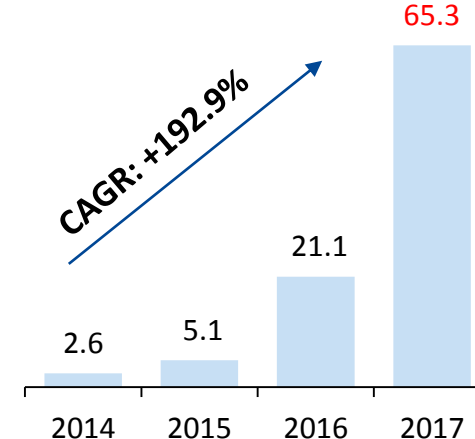
United States of America  
RMB mm



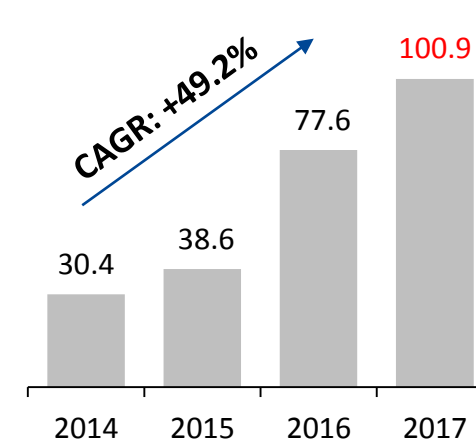
PRC  
RMB mm



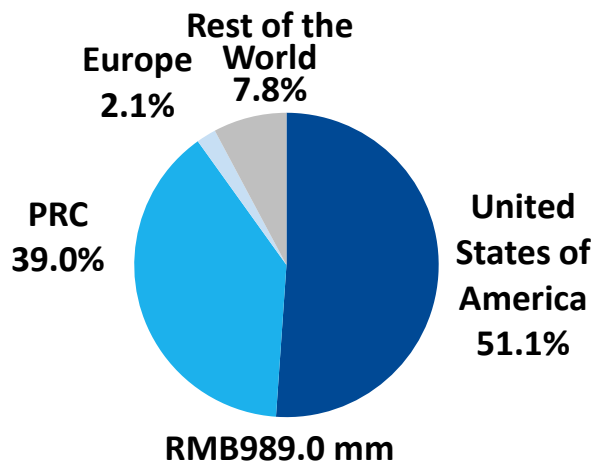
Europe  
RMB mm



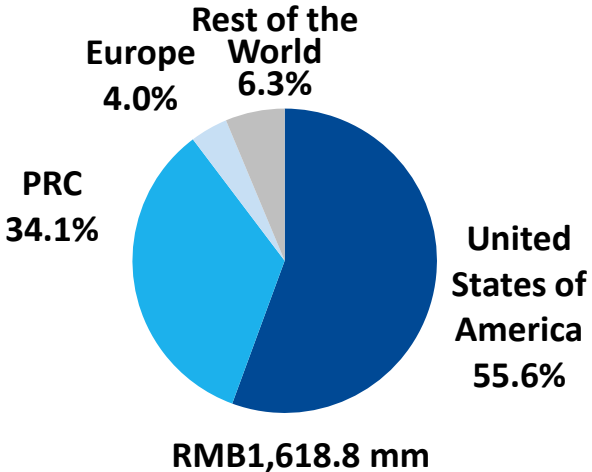
Rest of the world (2)  
RMB mm



2016 Revenue



2017 Revenue

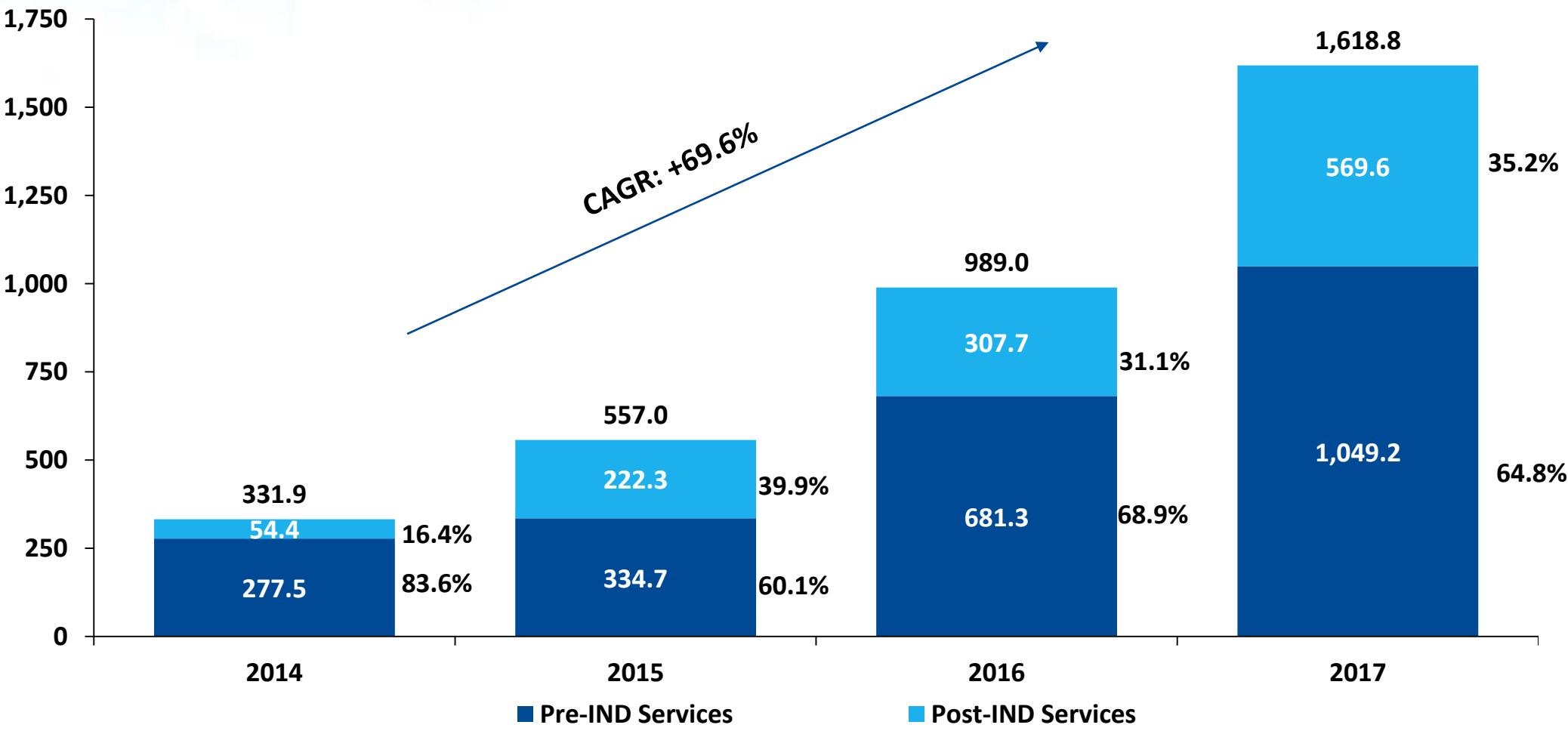


Notes:

- 1. Geographic breakdown by client headquarters
- 2. Rest of the world primarily includes Canada, Israel, Japan, India, South Korea and Australia

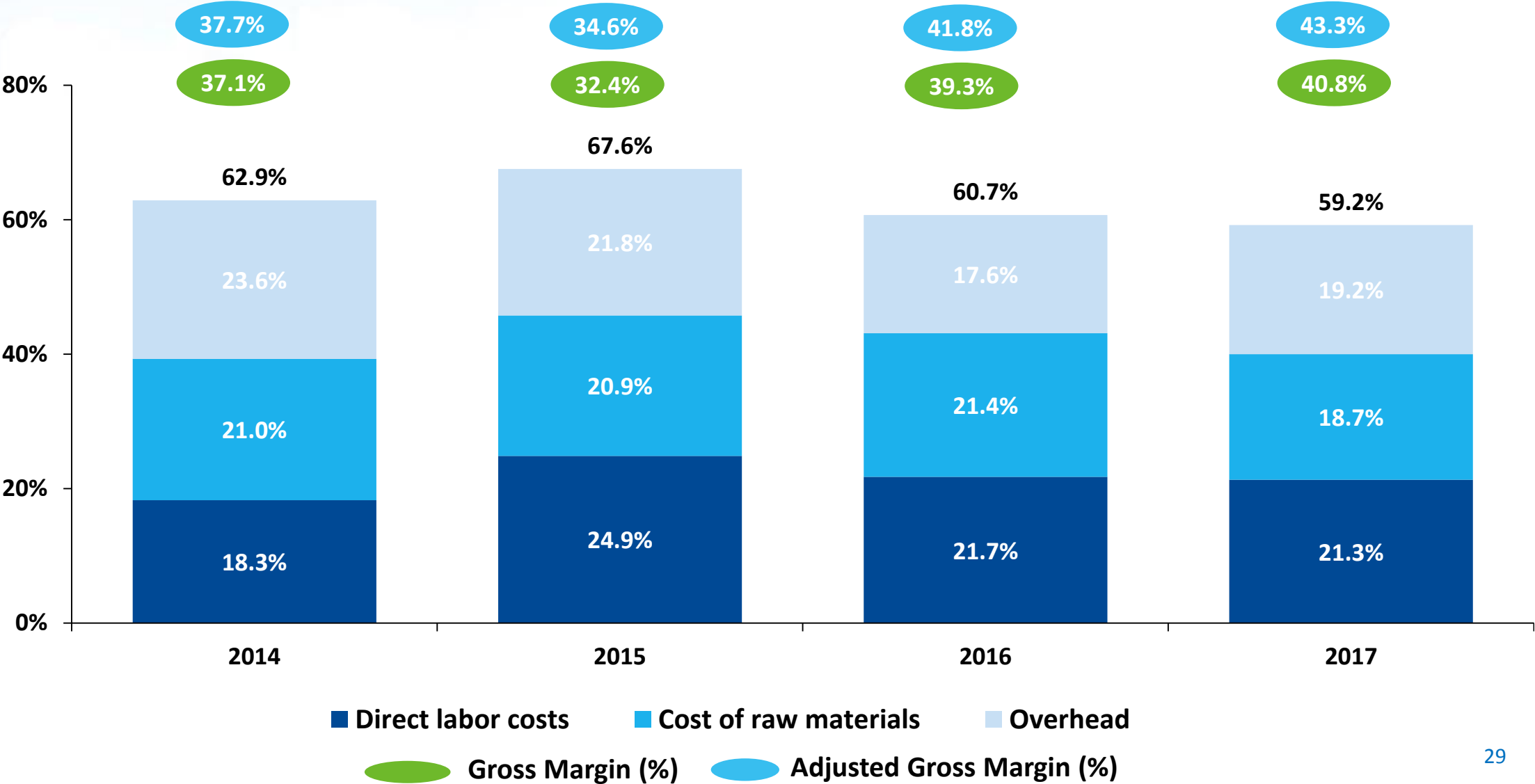
# Revenue Breakdown by Development Stages

RMB mm



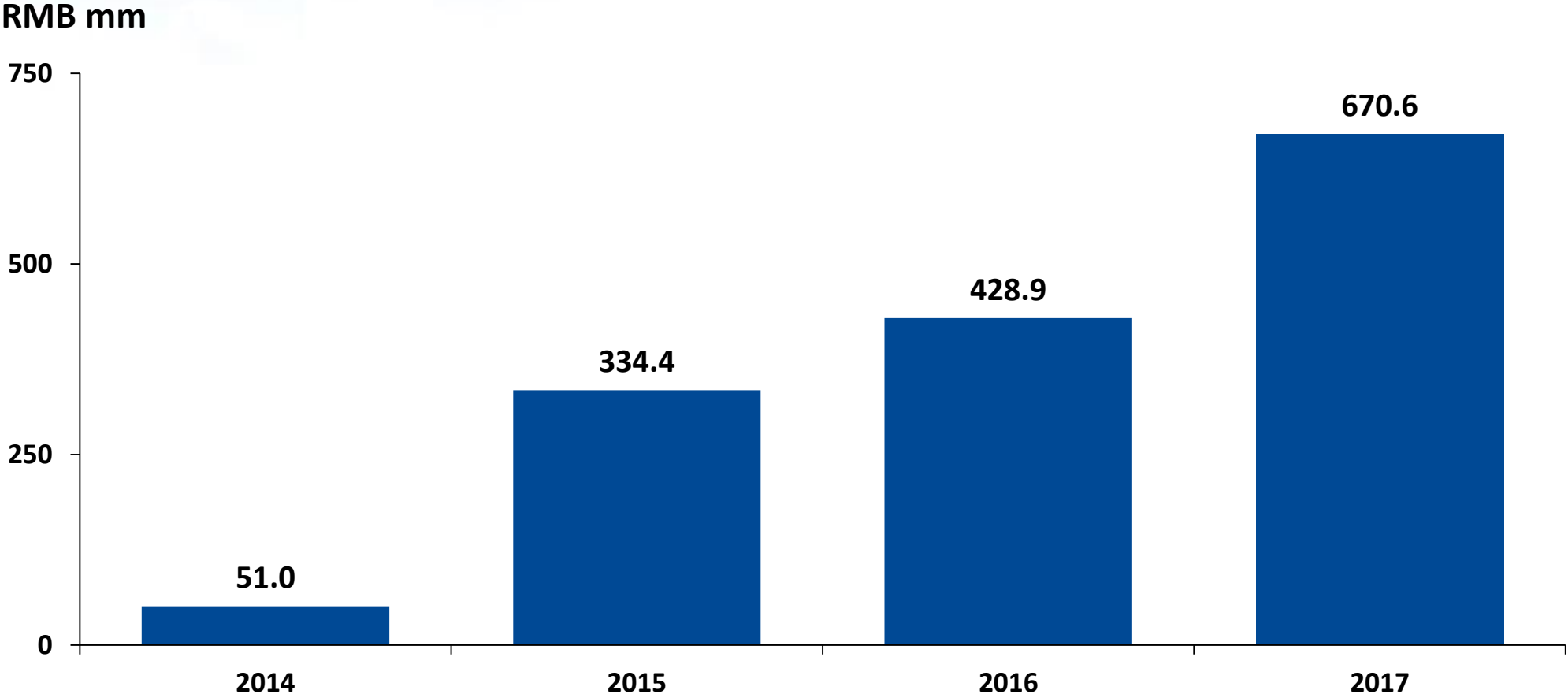
# Steady Improvement of GPM

## Cost of Services as % of Revenue



# Rapid Capex Expansion to Support Revenue Growth

## Purchase of Plants and Equipment



## Foreign Currency Exposure



- The majority of our revenue was generated from sales denominated in USD; while most of our cost of services and operational costs were settled in RMB
- Accordingly, RMB appreciation against the USD will result in margin pressure
- We have started to enter into a series of forward contracts to mitigate currency risk and will continue to closely monitor our FX exposure



## 2017 Financial Summary

(RMB million)	2017	2016	Change
<b>Revenue</b>	<b>1,618.8</b>	<b>989.0</b>	<b>63.7%</b>
Cost of services	(958.3)	(599.9)	
<b>Gross Profit</b>	<b>660.6</b>	<b>389.1</b>	<b>69.8%</b>
Other income	34.7	7.5	
Other gains and losses	(103.6)	(1.5)	
Selling and marketing expenses	(27.6)	(15.3)	
Administrative expenses	(134.0)	(94.6)	
Research and development expenses	(74.5)	(53.3)	
Other expenses	(16.1)	(31.9)	
Financial Cost	(35.7)	(24.2)	
<b>Profit before Tax</b>	<b>303.7</b>	<b>175.8</b>	<b>72.8%</b>
Income Tax Expenses	(51.1)	(34.8)	
<b>Profit and total comprehensive income for the period</b>	<b>252.6</b>	<b>141.1</b>	<b>79.0%</b>
Earnings per share – Basic (RMB)	0.24	0.15	
Earnings per share – Diluted (RMB)	0.22	0.15	

**Note:**

1. Results may not foot due to rounding



# Reconciliation for Adjusted net profit and Adjusted EBITDA

(RMB million)	2017	2016	Change
<b><u>Adjusted net profit Reconciliation</u></b>			
Net profit	<b>252.6</b>	<b>141.1</b>	<b>79.0%</b>
Share-based Compensation	65.1	47.6	36.8%
Listing Expenses	16.1	31.9	(49.5%)
A foreign exchange loss due to translation loss from the IPO proceeds	74.3	-	n/a
<b>Adjusted net profit</b>	<b>408.1</b>	<b>220.5</b>	<b>85.1%</b>

<b><u>Adjusted EBITDA Reconciliation</u></b>			
EBITDA	<b>453.4</b>	<b>292.8</b>	<b>54.8%</b>
Share-based Compensation	65.1	47.6	36.8%
Listing Expenses	16.1	31.9	(49.5%)
A foreign exchange loss due to translation loss from the IPO proceeds	74.3	-	n/a
<b>Adjusted EBITDA</b>	<b>608.9</b>	<b>372.2</b>	<b>63.6%</b>

**Note:**

1. Results may not foot due to rounding

## Summarize with Growth Strategies

1

**Expand Commercial and Research Manufacturing Capacities**

2

**Invest in Cutting-edge Technologies through Both In-house Research and Development and Potential Acquisitions**

3

**Working with Customers through a Variety of Relationships, from a Purely Fee-For-Service Basis to Risk-and-Benefit Sharing Co-developments and Strategic Partnering**

4

**Leveraging the Existing Market Position to Expand the Customer Base**

5

**Continue to Attract, Train and Retain Quality Talent to Support Our Rapid Growth**

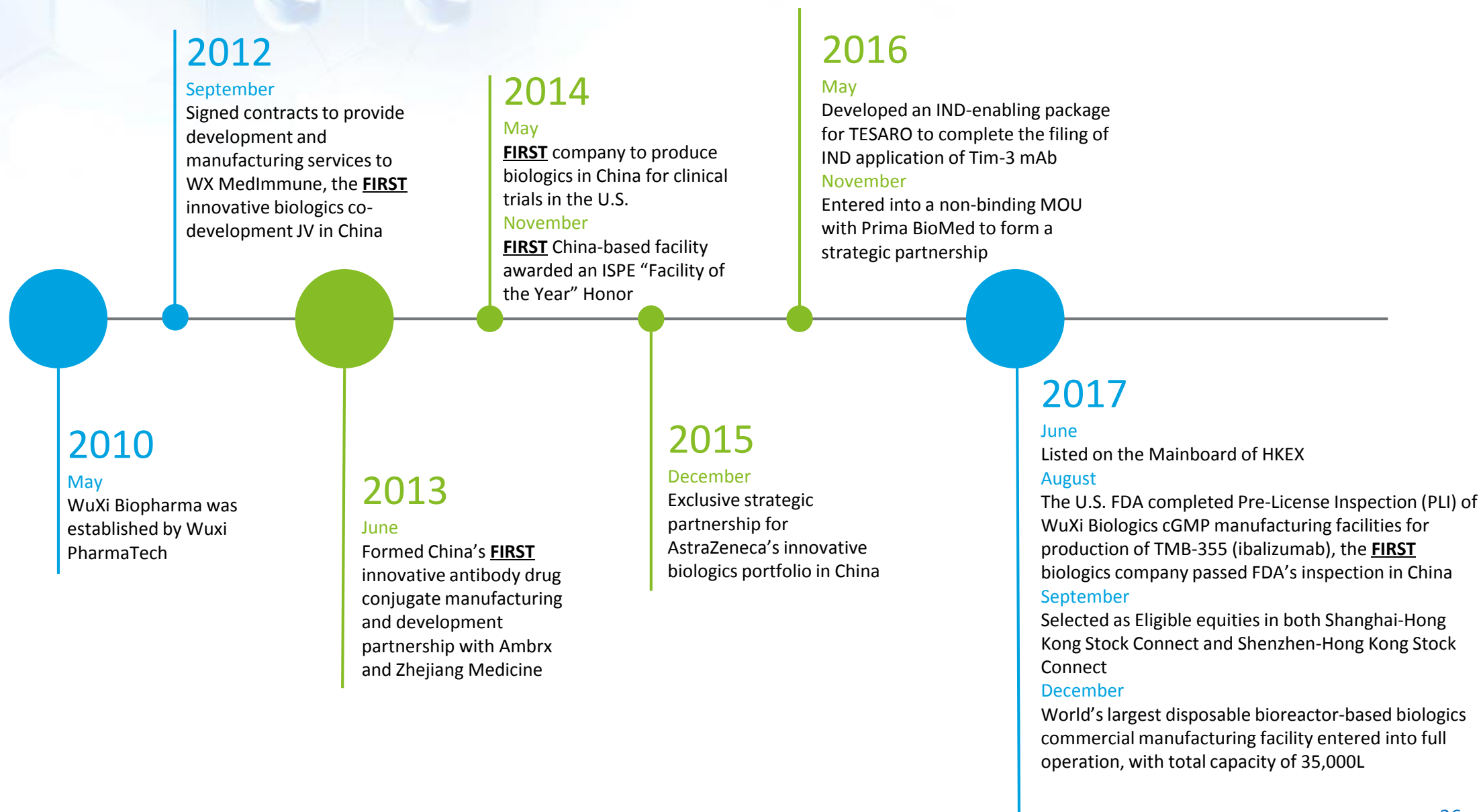
6

**Capitalize on Our Strategic China Location to Provide Customers with a Unique Value Proposition**



# **Appendix I – Company Information**

# Key Milestones – the Firsts in China Biologics



# Industry Leading, Experienced and Professional Management Team Supported by a Strong Talent Base

All members of senior management team have worked at the forefront of the biologics industry with an average of over 20 years of industry experience in their fields of expertise...

<p><b>Dr. Ge Li,</b> <i>Chairman, Non-executive Director and Founder</i></p>	 <ul style="list-style-type: none"> <li>Founded the Company in 2010</li> <li>1993 - 2000: Founding scientist and research manager of Pharmacoepia</li> <li>Recent Select Awards:                             <ul style="list-style-type: none"> <li>Chinese Biopharmaceutical Association (USA) Brilliant Achievement Award (2016)</li> <li>SCRIP Intelligence Executive of the Year (2015)</li> <li>"The 25 Most Influential People in Biopharma" by FierceBiotech (2015)</li> </ul> </li> </ul>	<p><b>Dr. Zhisheng Chen,</b> <i>Executive Director and CEO</i></p>	 <ul style="list-style-type: none"> <li><b>15+</b> years of biologics development experience</li> <li>Joined the Company in 2011</li> <li>2008 - 2011: COO of Shanghai Celgen Biopharma</li> <li>2005 - 2008: Director and Senior Engineering Consultant of Eli Lilly</li> <li>2000 - 2005: Manager and Process Engineer at Merck</li> </ul>
<p><b>Edward Hu,</b> <i>Non-executive Director</i></p>	 <ul style="list-style-type: none"> <li>Joined the Company in 2010</li> <li>2007 - Current: Various management roles, mostly recently Director at WuXi AppTec, responsible for overall management</li> <li>2000 - 2007: SVP and COO of Tanox</li> <li>1998 - 2000: Business planning manager at Biogen</li> <li>1996 - 1998: Senior financial analyst of Merck</li> </ul>	<p><b>Dr. Weichang Zhou,</b> <i>Executive Director, SVP and CTO</i> <i>Biologics Development</i></p>	 <ul style="list-style-type: none"> <li><b>25+</b> years of biologics development experience</li> <li>Joined the Company in 2012, the expert of "the Thousand Talents Plan"</li> <li>2008 - 2012: Senior director of Genzyme</li> <li>2002 - 2008: Senior director of PDL BioPharma (NASDAQ: PDLI)</li> <li>1994 - 2002: Associate director at Merck</li> </ul>
<p><b>Christine Shaohua Lu-Wong,</b> <i>CFO</i></p>	 <ul style="list-style-type: none"> <li><b>20+</b> years of financial management experience</li> <li>Most recently CFO at Xueda (NYSE: XUE) and hiSoft (NASDAQ: HSFT)</li> </ul>	<p><b>Dr. Jing Li,</b> <i>SVP</i> <i>Biologics Discovery</i></p>	 <ul style="list-style-type: none"> <li><b>20+</b> years of biologics discovery experience</li> <li>Formerly Senior Manager at Novartis and project team leader at Pfizer</li> </ul>
<p><b>Dr. Chiang Syin,</b> <i>COO</i> <i>Global Quality Management</i></p>	 <ul style="list-style-type: none"> <li><b>29+</b> years of experience in FDA regulatory review and GMP compliance of biological and biotech products</li> <li>Formerly a Gates Project International Expert for the Center of Food &amp; Drug Inspection (CFDI) of CFDA and a FDA Associate Country Director</li> </ul>	<p><b>Jian Dong,</b> <i>VP</i> <i>Biologics Manufacturing</i></p>	 <ul style="list-style-type: none"> <li><b>25+</b> years of bio-manufacturing experience</li> <li>Formerly Deputy General Manager at Unilab Bioscience, Vice President at Celgen, and Senior Process Engineer at Eli Lilly and Company</li> </ul>
<p><b>Angus Turner,</b> <i>VP</i> <i>Business Development</i></p>	 <ul style="list-style-type: none"> <li><b>15+</b> years of business development experience</li> <li>Formerly head of Sales Europe at Lonza and director of business development for Europe and Asia for AppTec</li> </ul>		

## ... Supported by a large team of world-class scientists

- **Total 2,543** employees, including one of the largest biologics development teams in the industry with **1,046** scientists <sup>(1)</sup>
- High retention rate of scientists and **244** employees possessing a Ph.D. or equivalent degree in biotechnology, chemistry, and other relevant fields <sup>(1)</sup>

Note:

1. As of December 31, 2017

# World-class Technical Capabilities and Capacity to Serve Customers Globally

## State-of-the-Art Technology

- ✓ Fully human antibody discovery
- ✓ Proprietary cell line platform
- ✓ One of the world's largest cell culture development lab
- ✓ Disposable manufacturing technology
- ✓ Continuous manufacturing technology



## Unparalleled Capacity

- ✓ Simultaneously conducting more than 30 development projects at various development stages
- ✓ Already built the world's largest disposable bioreactor-based biologics commercial manufacturing facilities with a total capacity of 35,000L

## Technical Expertise <sup>(1)</sup>

- ✓ One of the largest biologics development teams with 1,046 scientists
- ✓ Total employees amount to 2,543
- ✓ 244 employees with Ph.D. or equivalent degree in biotechnology, and relevant fields



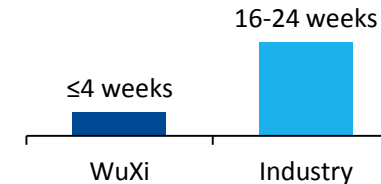
## Flexibility

- ✓ Maximum flexibility as to when and where in the development stage a project can be initiated



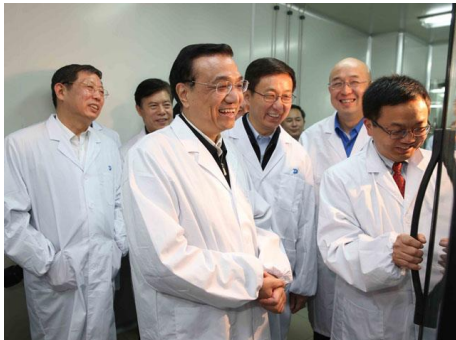
## Speed

Waiting time from contract signing to operation commencement



## Superior track record <sup>(1)</sup>

- ✓ **26** biologics successfully proceeded to global IND filing and **38** for China only clinical trials
- ✓ **218** cell lines and **86** cell-based bioassays
- ✓ **119** batches of GMP-run biologics with a **96.6%** success rate



### Note:

1. As of Dec 31, 2017



# A Gateway for the Booming China Biologics Market

## World → China

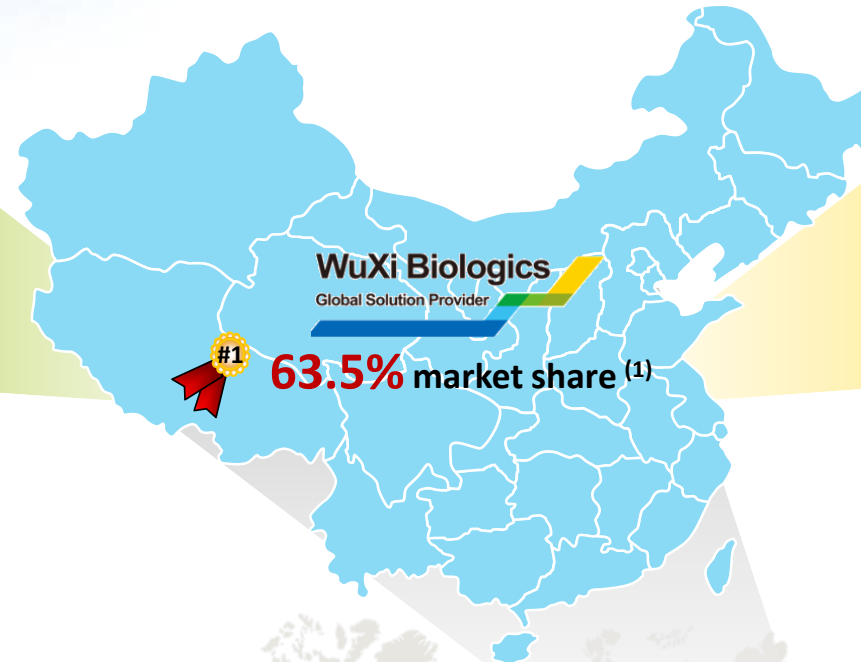
Partner-of-choice for many overseas pharma and biotech companies to facilitate their entry into the Chinese market

- Conduct parallel R&D for both China and overseas market simultaneously
  - Usually take six to eight years to introduce a biologics approved overseas to China market
  - Parallel R&D can substantially reduce time and cost required
- Established the first innovative biologics co-development joint venture in China with MedImmune to develop novel biologics for Chinese market

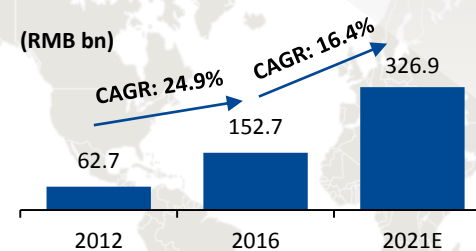
## China → World

Enable Chinese customers to reach overseas markets by leveraging the Company's experience with overseas companies and regulatory authorities

- Provided integrated services to Zhejiang Medicine for the development of an advanced ADC therapeutic candidate jointly through the collaboration with Ambrx
- The first company to manufacture cGMP compliant ADC for Chinese clients for clinical trials in Australia and New Zealand



China biologics market size



Note:

1. Source: Contract Pharma

# ***THANK YOU!***

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*Website: <http://www.wuxibiologics.com.cn/en/>*



## **WuXi Biologics**

**Global Solution Provider**

