

# 2017 Interim Results Presentation



# Disclaimer

This document has been prepared by 3SBio Inc. (the "Company") solely for selected recipients for information purposes only.

You must read the terms, conditions, limitations, notifications, restrictions, acknowledgments and representations in the following (collectively, the "Terms") before reading or making any other use of this document. In accepting the delivery of, reading or making any other use of this document, you acknowledge and agree to be bound by the Terms, and you agree to maintain absolute confidentiality regarding the information disclosed in this document in a manner consistent with the Terms. If you do not accept any of the Terms, in whole or in part, please immediately return this document to the Company.

These materials, and any further information made available to you, are highly confidential and are being given solely for your information. These materials, and any further information made available to you, form part of the proprietary information of the Company and may not be copied, reproduced, redistributed or passed on, directly or indirectly, to any other person (whether within or outside your organization/firm) or published or otherwise disclosed, in whole or in part, in any manner and for any purpose without the prior written consent from the Company. Any forwarding, distribution or reproduction of this document, in whole or in part, is unauthorized.

The information used in preparing this document has not been independently verified and has not been reviewed by any regulatory authority in any jurisdiction. This document does not purport to provide a complete description of the matters to which it relates. No representation, warranty or undertaking, express or implied, is or will be made or given by, and no responsibility or liability is or will be accepted by, any person (for the avoidance of doubt, including but not limited to, the Company and its affiliates, controlling persons, shareholders, directors, officers, partners, employees, agents, representatives or advisers of any of the foregoing), with respect to the accuracy, reliability, correctness, fairness or completeness of this document or its contents or any oral or written communication in connection with this document. In addition, any analyses included herein are not and do not purport to be complete or comprehensive and are not and do not purport to be appraisals of the assets, stock or business of the Company or any of its holding companies, subsidiaries or other affiliates. Even when these materials contain a form of appraisal, it should be considered as preliminary, suitable only for the purpose described herein, subject to assumptions and not be disclosed or otherwise used without the prior written consent of the Company. The information in this document does not take into account the effects of a possible transaction or certain transactions which may have significant valuation and other effects. Nothing contained in this document is, or shall be, relied upon as a promise or representation as to the future or as a representation or warranty otherwise.

Nothing in this document constitutes or forms part of, or should be construed as constituting or forming part of, any regulatory, valuation, legal, tax, accounting, investment, or other advice. Nothing in this document constitutes or forms part of, or should be construed as constituting or forming part of, any recommendation, solicitation, offer or commitment to purchase, sell, subscribe for or underwrite any securities by any party, or to extend any credit or provide any insurance to you or to enter into any transaction, nor shall there be any sale of securities or other transaction in any jurisdiction in which such sale or transaction would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. Unless otherwise agreed in writing, any third party from whom you receive this document is not acting as your financial adviser or fiduciary. Before you enter into any transaction, you should ensure that you fully understand the potential risks and rewards of that transaction and you should consult with such advisers as you deem necessary to assist you in making these determinations, including, but not limited to, your accountants, investment advisors and legal and/or tax experts. None of the Company and its affiliates, controlling persons, shareholders, directors, officers, partners, employees, agents, representatives or advisers of any of the foregoing shall have any liability (in negligence or otherwise) in respect of the use of, or reliance upon, the information contained herein by you or any person to whom the information herein is disclosed.

The contents of this document are subject to corrections or changes at any time without further notice. The information contained in these materials also contains certain forward-looking statements regarding the Company's intent, plans, beliefs, strategies, and growth prospects as well as the projected growth of China's economy and the pharmaceutical industry, which are based on various assumptions and subject to risks and uncertainties. In light of these assumptions, risks, and uncertainties, the future facts, events and circumstances described in these materials may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements. The forward-looking statements are not guarantees of future performance. Each of the Company and its affiliates, controlling persons, shareholders, directors, officers, partners, employees, agents, representatives or advisers of any of the foregoing assumes no obligation to (1) provide access to any additional information, (2) correct any mistakes or inaccuracies in this document, or (3) update or otherwise revise this document, for any reason whatsoever, including without limitation to reflect new information, events or circumstances that arise, occur or become known after the date of this document.

By receiving or reading this document, you acknowledge and represent to the Company and its affiliates, controlling persons, shareholders, directors, officers, partners, employees, agents, representatives or advisers that (1) you are a "professional investor" as defined in the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) and the rules made thereunder, have the knowledge and experience in financial and business matters, and are capable of evaluating the merits and risks of and conducting your own assessment of the Company and its shares, (2) you are a person into whose possession this document may lawfully be delivered in accordance with the laws of the jurisdiction in which you are located, and (3) you have conducted and will conduct your own investigation with respect to the Company and its shares and have obtained or will obtain your own independent advice relating to the investment in the shares of the Company, and, if located in the United States, are either a "qualified institutional buyer" or an institutional "accredited investor" as defined in the U.S. Securities Act of 1933, as amended, and the regulations enacted thereunder (the "U.S. Securities Act").

No information set out in this document will form the basis of or be relied upon in connection with any contract, commitment or investment decision. Any prospective investor will be required to acknowledge in any purchase contract that it has not relied on, or been induced to enter into such agreement by, any representation or warranty, save as expressly set out in such agreement. This document does not constitute, in whole or in part, an offer or invitation for the sale, purchase or subscription of any security. Any such offer or invitation will be made solely through a prospectus or offering circular in compliance with all applicable laws and any decision to purchase or subscribe for any security should be made solely on the basis of the information contained in such prospectus or offering circular issued in connection with such offer or invitation.

This document contains no information or material which may result in it being deemed (1) to be a prospectus within the meaning of the U.S. Securities Act; (2) to be a prospectus within the meaning of section 2(1) of the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Chapter 32 of the Laws of Hong Kong), or an advertisement in relation to a prospectus or proposed prospectus or extract from or abridged version of a prospectus within the meaning of section 38B of the Companies (Winding Up and Miscellaneous Provisions) Ordinance or an advertisement, invitation or document containing an advertisement or invitation falling within the meaning of section 103 of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) or (3) to have effected an offer to the public in the United States, Hong Kong or anywhere else without compliance with all applicable laws and regulations or being able to invoke any exemption available under all applicable laws and regulations and is subject to material change without notice. The distribution of this document may be restricted by law, and persons into whose possession this document comes should inform themselves of, and observe, any such restrictions. Any failure to comply with these restrictions may constitute a violation of the applicable securities laws. The Company does not intend to conduct any public offering of securities in the United States, Hong Kong or anywhere else.



# Table of Contents

- 1** Investment Highlights
- 2** 2017 Interim Results Highlights
- 3** Financial Review
- 4** Growth Strategies



# Our Significant Progress

## Regulatory Approval Progress

- Yisaipu, TPIAO and Qiming Keli's inclusion in the 2017 NRDL
- Pegsiticase, anti-EGFR, and 3 other IND approvals
- TPIAO's IND approval for surgery patients with hepatic dysfunction at the risk of thrombocytopenia
- CFDA priority review for TPIAO in pediatric indications
- Yisaipu prefilled syringe manufacturing application to be filed in Q4 2017
- Bydureon under priority review by CFDA

## Product Licensing and Partnerships

- Exclusive in-licensing of AstraZeneca's Byetta and Bydureon
- Exclusive in-licensing of Eli Lilly's Humulin

## Strategic M&As

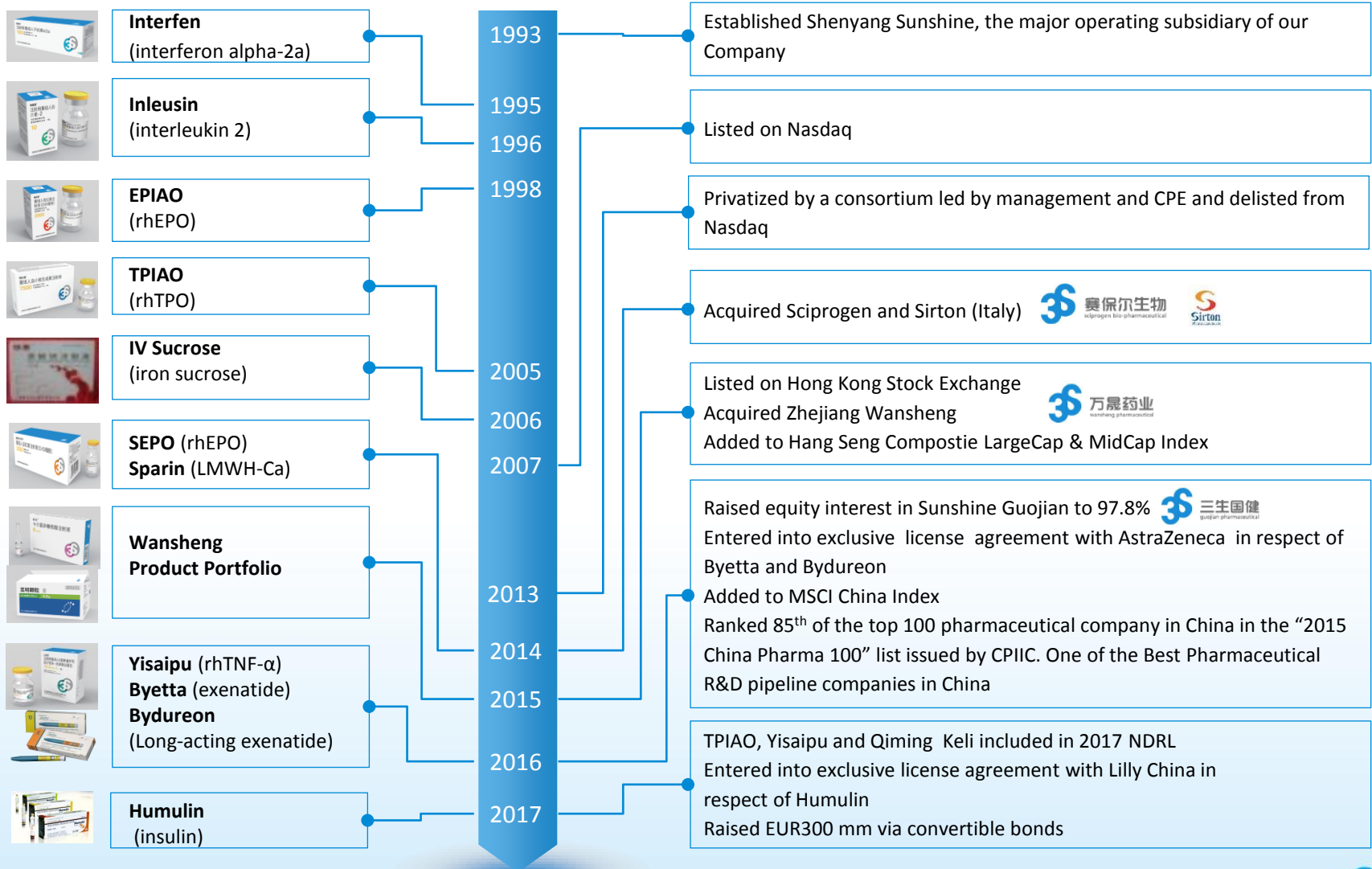
- Acquisition of Sunshine Guojian
  - Yisaipu, which is included in the 2017 NRDL
  - mAb products, pipelines, and mAb manufacturing capacity to be leveraged by potential CDMO business
- Acquisition of Zhejiang Wansheng
  - Qiming Keli, which is included in the 2017 NRDL
  - Manufacturing platform for small molecule drugs of the Group

## Management Team Enhancement

- Chief operating officer, Mr. Kevin Xiao, joined 3SBio in Mar 2016. Mr. Xiao has over 18 years of experience in the industry, and had been working with Pfizer for 16 years before joining the Group
- Vice president and Sunshine Guojian general manager, Mr. James Zhang, joined Sunshine Guojian in Nov 2016. Mr. Zhang has over 24 years of experience in the industry, and worked with multiple industry leading pharma companies, including Schering-Plough
- President of R&D and chief scientific officer, Dr. Zhu Zhenping, joined the Group in Jan 2017. Dr. Zhu has over 24 years of experience in the industry, and previously took R&D responsibilities in global leading biotech companies including Kadmon, Novartis, ImClone, etc.



# History and Key Milestones



# Section 1

## Investment Highlights



# Investment Highlights

1

**Leader in the Highly Attractive PRC Biotechnology Industry**

2

**Market-Leading Products with Significant Growth Potential**

3

**Focused and Innovative Product Pipeline with Steady Growth Expected**

4

**Leading Commercial Platform Supported by Extensive Sales Network**

5

**Comprehensive Manufacturing Platform with Strategic CDMO Capabilities**

6

**Excellent Track Record in Growth and Profitability**

7

**Experienced and Visionary Management Team Leading the Growth**



# Leader in the Highly Attractive PRC Biotechnology Industry

## Well-Positioned to Capture Vast Industry Opportunities

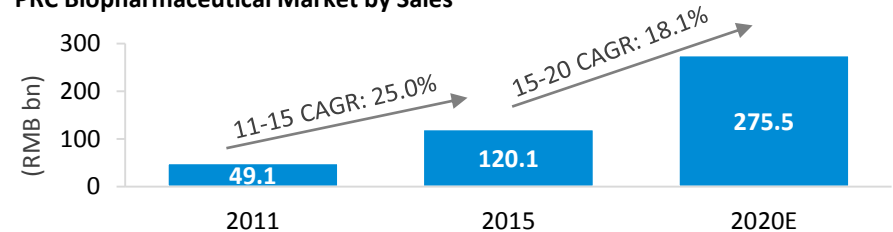
### Pioneer in the PRC Biopharmaceutical Industry

- A pre-eminent player with **7** approved biological products in China's fast growing biopharmaceutical industry
- **25** pipeline candidates, among which **16** are being developed as National Class I drugs and **5** IND approvals were received in 2016
- Operates **11** antibody bioreactors with over **38,000** liter capacity
- Small molecule production plant, mammalian cell based production plant, and bacterial cell based production plant
- Leading commercial platform with **2,136** sales and marketing employee focusing on oncology, rheumatology, nephrology, metabolic and dermatology
- Strong emphasis on academic marketing, covering around **7,900** hospitals and medical institutions, including approximately **2,000** Grade III hospitals

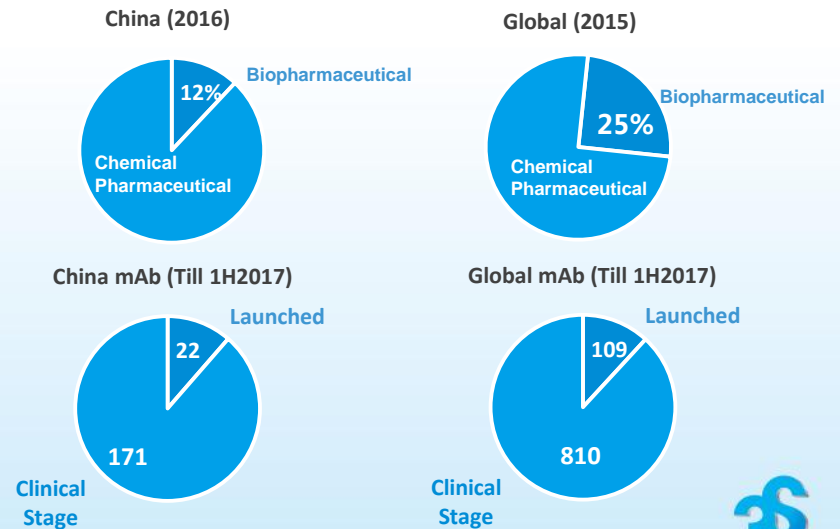
### Highly Attractive PRC Biotechnology Market

- Strong government policy support
- Substantial unmet demand and low penetration
- Increasing physician awareness and adoption of biopharmaceuticals

### PRC Biopharmaceutical Market by Sales



### Still in Early Stage Compared with Global Market



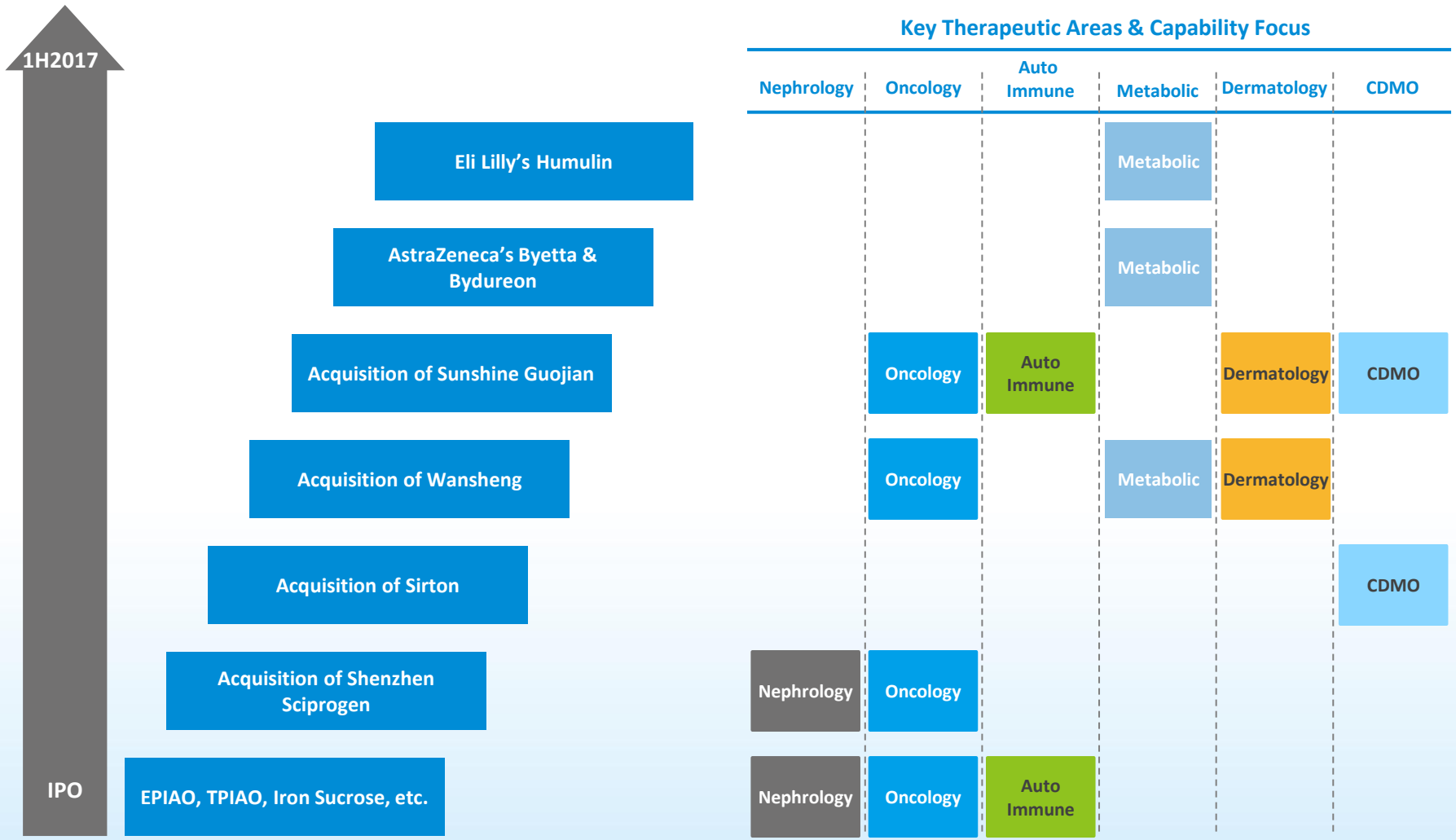
Source: Frost & Sullivan, EvaluatePharma, Clarivate Analysis, Company Research





# Leader in the Highly Attractive PRC Biotechnology Industry (Cont'd)

## Strengthened Leadership by Expanding to Areas with Significant Growth Potential



# Market-Leading Products with Significant Growth Potential

## Attractive Products with Unique Value Positions and Significant Growth Potential



**TPIAO**  
rhTPO

- Self-developed and the only commercialized rhTPO product in the world
- Higher efficacy, faster platelet recovery and fewer side effects compared to alternative treatments for CIT and ITP
- Achieved a market share of **45.8%** in 2017H1<sup>1</sup>
- The first choice in second tier treatments list per PRC ITP Experts Consensus
- Received market authorization in Ukraine, one of the PIC/S countries
- **Inclusion in 2017 NRDL as a class B drug**
- IND approved for surgery patients with hepatic dysfunction at the risk of thrombocytopenia



**Yisaipu**  
rhTNF-α

- Launched in 2005 by Sunshine Guojian as a first-to-market drug
- Indicated for the treatment of rheumatoid arthritis, plaque psoriasis and ankylosing spondylitis
- On 3 treatment guidances (the experts consensus on the Treatment of Childhood Idiopathic Arthritis, the Rheumatoid Arthritis Treatment Guidance and the Ankylosing Spondylitis Treatment Guidance)
- Boasts a dominant market share of **58.6%**<sup>2</sup> in China in 2017H1
- **Inclusion in 2017 NRDL as a class B drug**
- The Group has completed phase III trial for prefilled syringe of Yisaipu and is expecting to apply for manufacturing approval in Q4 2017



**EPIAO**  
rhEPO

- Consistently ranked #1 in the PRC rhEPO market in terms of sales and volume since 2002; market share reached **42.4%**<sup>2</sup> in 2017H1 (together with SEPO)
- The only rhEPO product approved for all three indications by CFDA in China



**SEPO**  
rhEPO

- Second brand rhEPO of the Group
- Increased our penetration into Grade II and Grade I hospitals
- Market share reached **8.0%**<sup>2</sup> in 2017H1, compared to **3.3%**<sup>2</sup> in 2013



**Byetta/Bydureon**  
Exenatide  
Long-acting  
exenatide

- GLP-1 products in-licensed from AstraZeneca in Oct 2016
- Expected to be the first to market long-acting GLP-1 product in China
- Tap into diabetes field and further enhance our product portfolio
- Innovative drug addressing significant unmet medical needs



**Humulin**  
rh Insulin

- Insulin products in-licensed from Eli Lilly in May 2017
- Further enhance the product portfolio of diabetes
- Better leverage existing diabetes marketing and promotion team to improve productivity
- Further penetrate into broad market and achieve the synergy with existing products

Note:

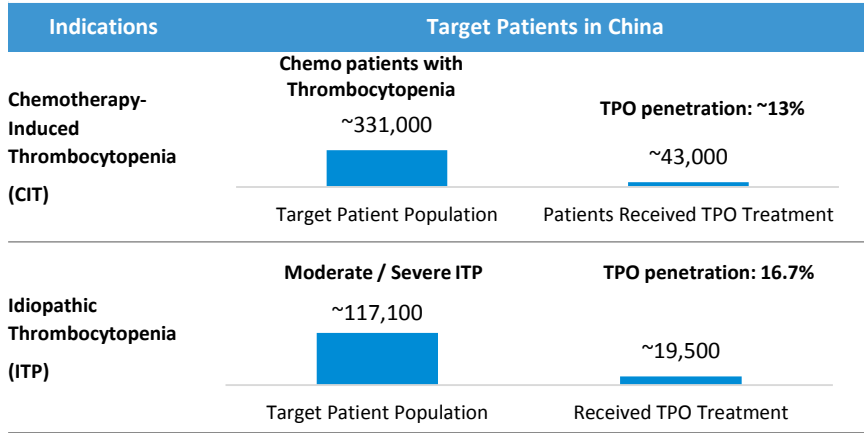
- 1 Treatment for thrombocytopenia category in QuintilesIMS data
- 2 QuintilesIMS data



# Market-Leading Products with Significant Growth Potential (Cont'd)

## TPIAO

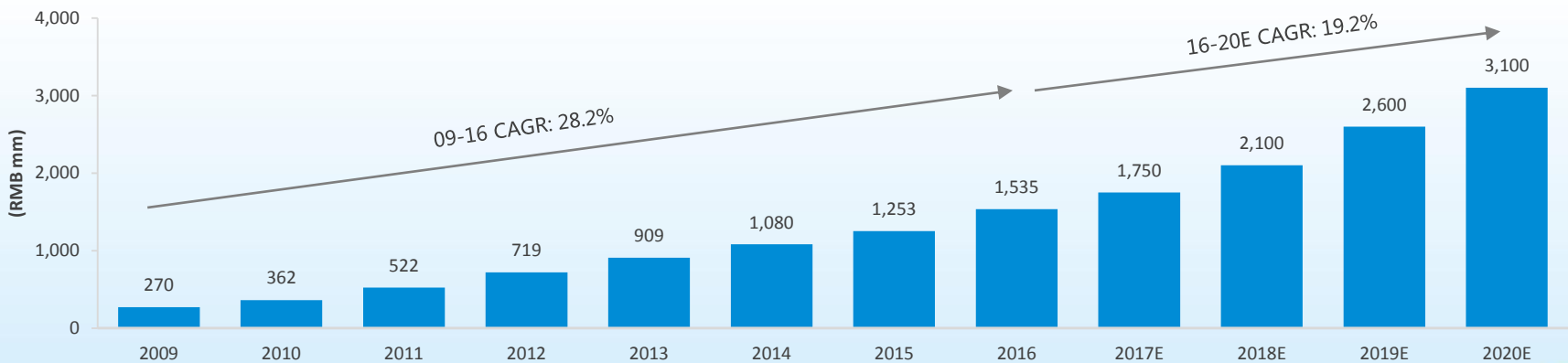
### China's rhTPO Market is Still Under-Penetrated



### rhTPO: A Safer and More Effective Treatment Option for CIT Patients

	rhTPO	rhIL-11
<b>Efficacy</b>	<ul style="list-style-type: none"> <li>More effective in increasing platelet production than rhIL-11</li> <li>Total efficacy rate is the highest among CIT therapies</li> <li>Short average period until platelet recovery</li> </ul>	<ul style="list-style-type: none"> <li>Total efficacy rate is relatively high</li> <li>Average period until platelet recovery is longer than rhTPO therapy</li> </ul>
<b>Side effects and Other Constraints</b>	<ul style="list-style-type: none"> <li>High safety</li> <li>Low side effects</li> </ul>	<ul style="list-style-type: none"> <li>Cardiotoxicity</li> <li>Peripheral edema</li> <li>Conjunctival redness</li> </ul>

### Attractive Growth of CIT Treatment Market

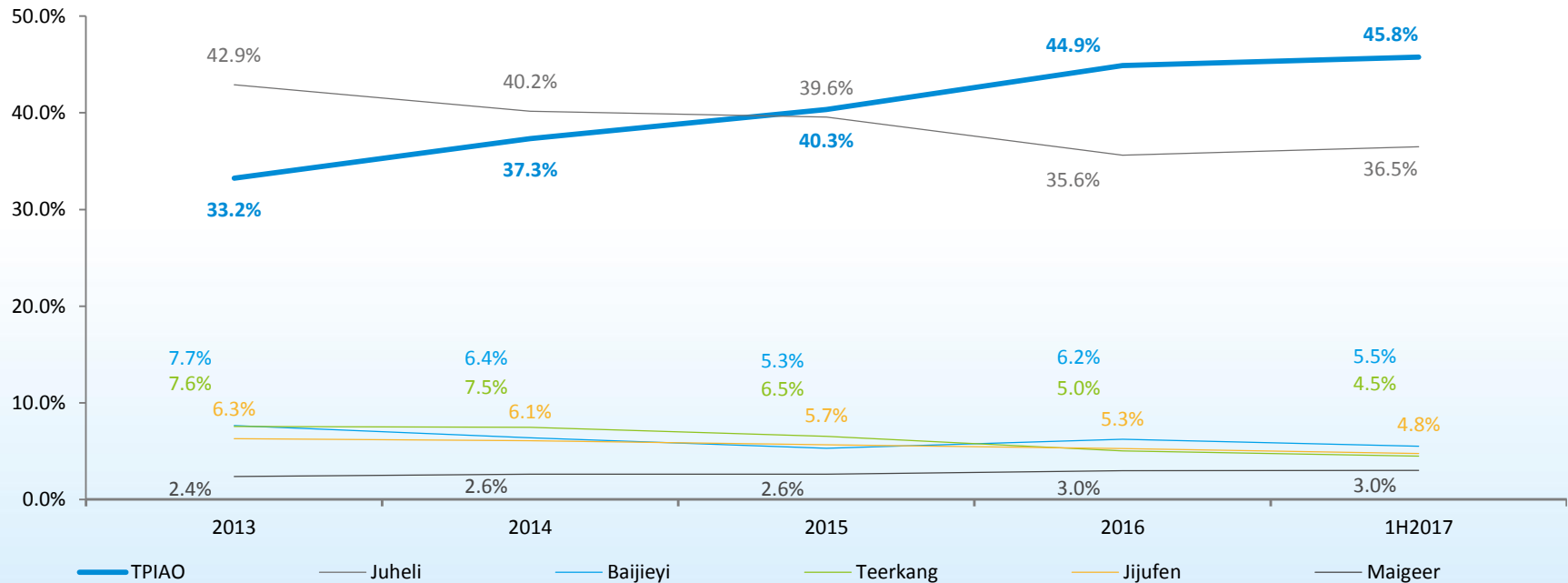


# Market-Leading Products with Significant Growth Potential (Cont'd)

## TPIAO

- First to market
- Higher efficacy, faster platelet recovery and fewer side effects compared to alternative treatments for CIT and ITP
- Achieved a market share of 45.8% in 2017H1<sup>1</sup>
- The first choice in second tier treatments list per PRC ITP Experts Consensus
- Received market authorization in Ukraine, one of the PIC/S countries
- Inclusion in 2017 NRDL as a class B drug
- IND approved for surgery patients with hepatic dysfunction at the risk of thrombocytopenia

### Dominant rhTPO Leadership in China



Source: QuintilesIMS

<sup>1</sup> Treatment for thrombocytopenia category in QuintilesIMS data

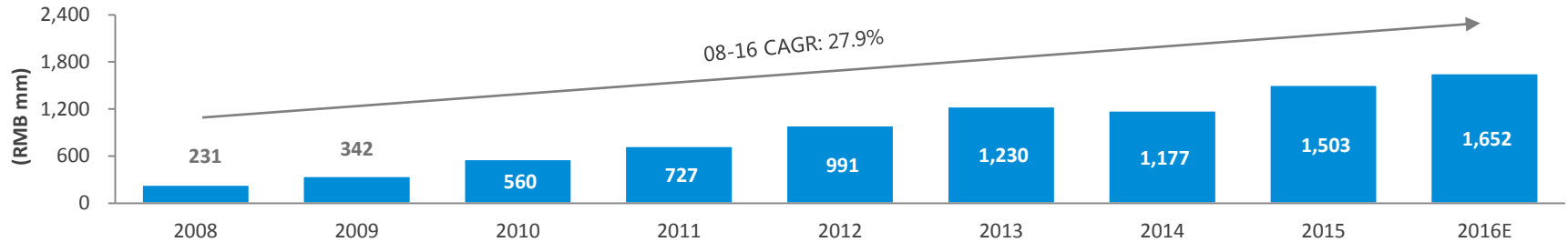


# Market-Leading Products with Significant Growth Potential (Cont'd)

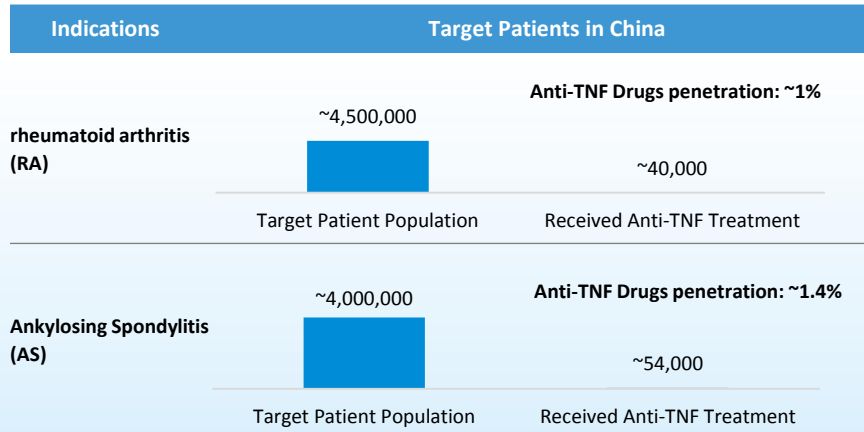
## Yisaipu

### Rapid Growth of China Anti-TNF Market in the Past Decade...

Anti-TNF Therapies' Sales Reached RMB1.6 bn in China in 2016

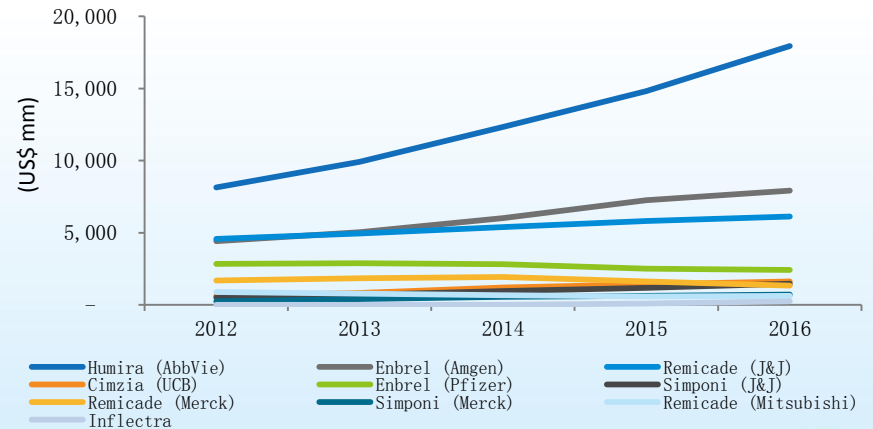


### ...But Market Penetration Still Very Low



### Leading Global Anti-TNF Drugs Achieved Huge Success

#### Global Sales of top Anti-TNF Drugs

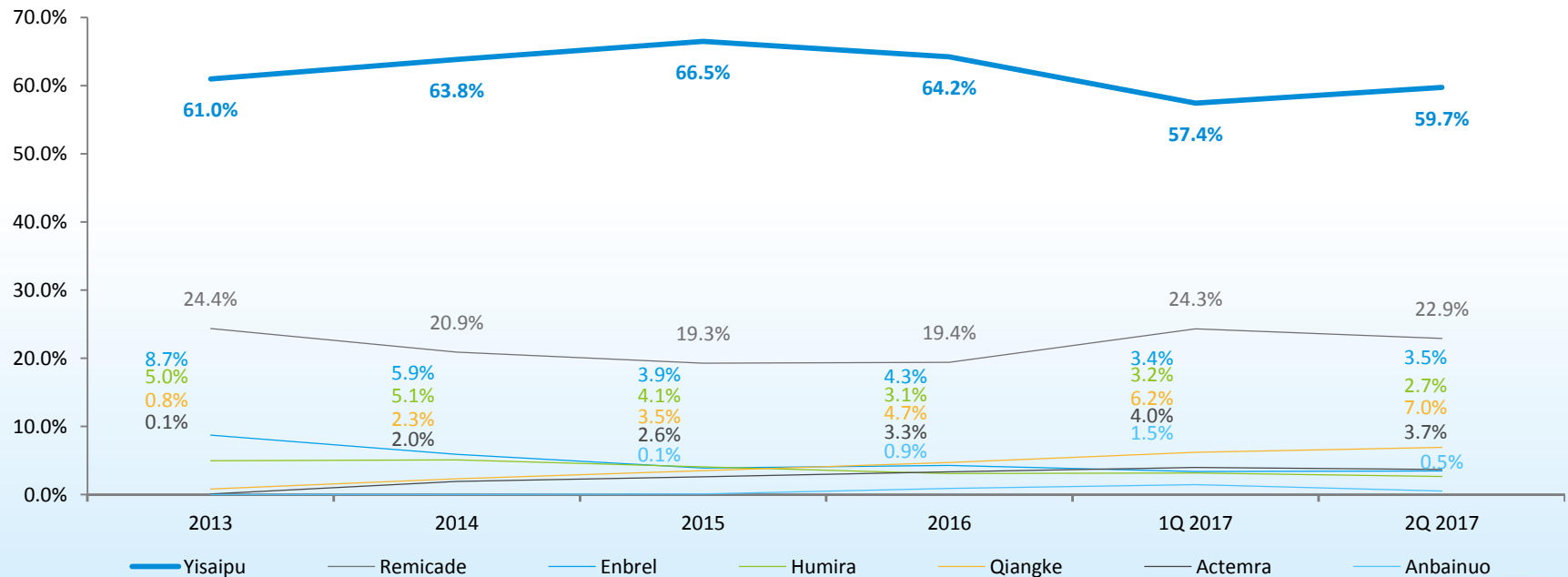


# Market-Leading Products with Significant Growth Potential (Cont'd)

## Yisaipu

- First to market
- Indicated for the treatment of rheumatoid arthritis, plaque psoriasis and ankylosing spondylitis
- On 3 treatment guidances (the experts consensus on the Treatment of Childhood Idiopathic Arthritis, the Rheumatoid Arthritis Treatment Guidance and the Ankylosing Spondylitis Treatment Guidance)
- Boasts a dominant market share of 58.6% in China in 2017H1
- Inclusion in 2017 NRDL as a class B drug
- The Group has completed phase III trial for prefilled syringe of Yisaipu and is expecting to apply for manufacturing approval in Q4 2017

### Dominant Anti-TNF Leadership

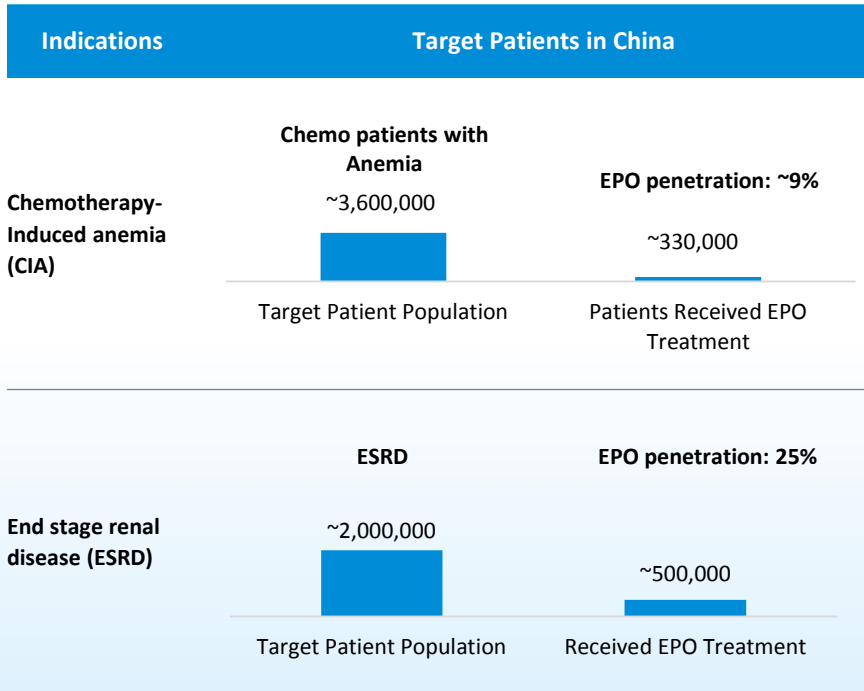


# Market-Leading Products with Significant Growth Potential (Cont'd)

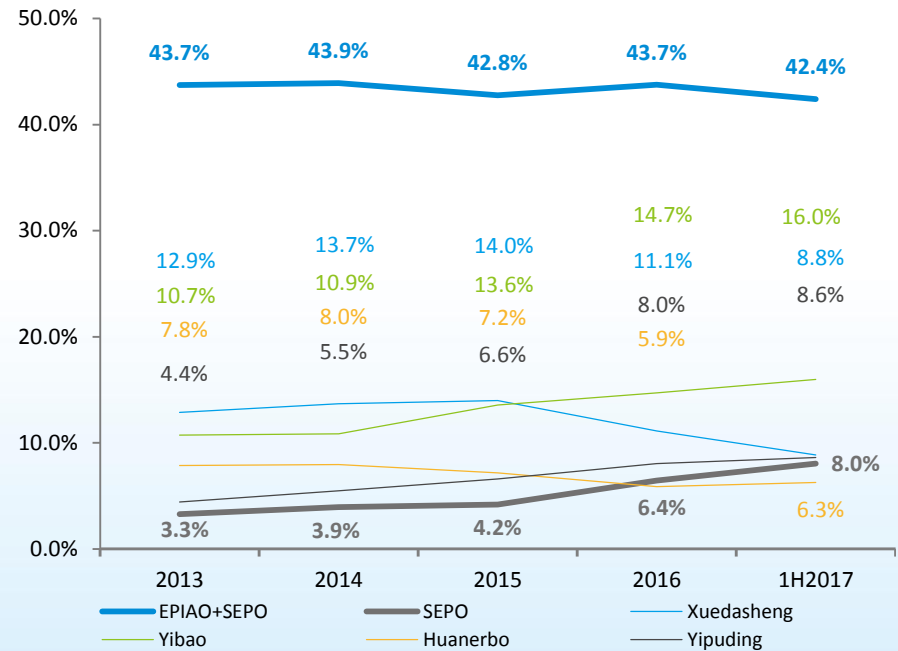
## EPIAO and SEPO

- EPIAO has been market leader in China's rhEPO market for over a decade, consistently ranking #1 in terms of revenue and volume since 2002
  - Market share reached 42.4% in 2017H1 (together with SEPO)
- SEPO is our second brand rhEPO product and expanded our market coverage, especially in Grade II and Grade I hospitals
  - Market share reached 8.0% in 2017H1, compared to 3.3% in 2013

### China's rhEPO Market is Still Under-Penetrated



### Consistent Market Leadership

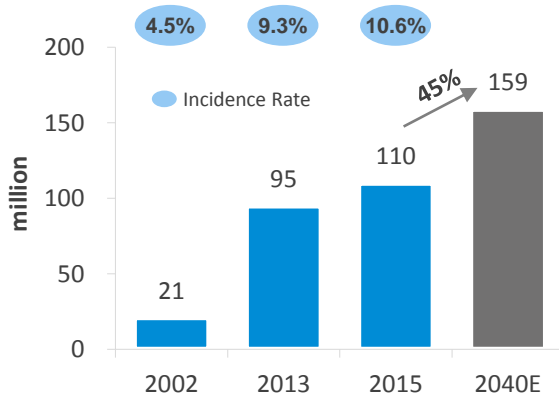


# Market-Leading Products with Significant Growth Potential (Cont'd)

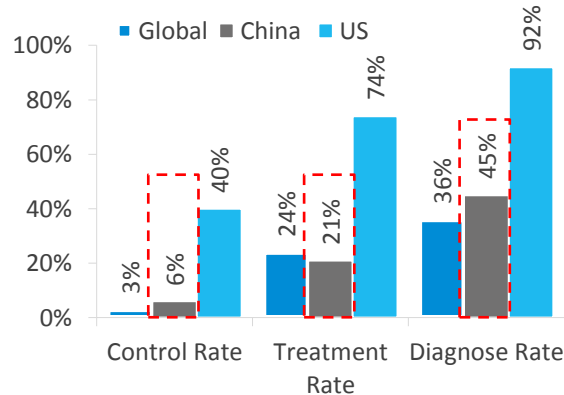
## Diabetes Franchise (Humulin and Byetta)

China Diabetes Market Is Large and Underpenetrated with Tremendous Growth Potential

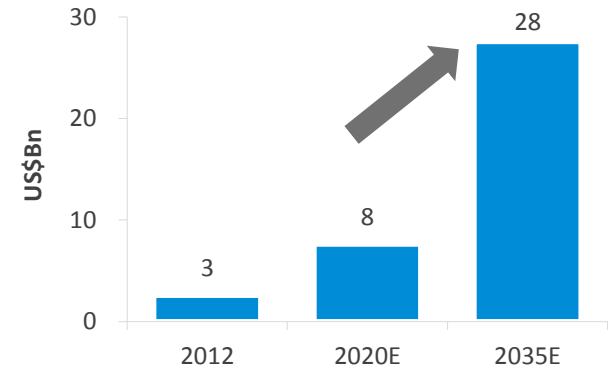
China Diabetes Population and Incidence Rate



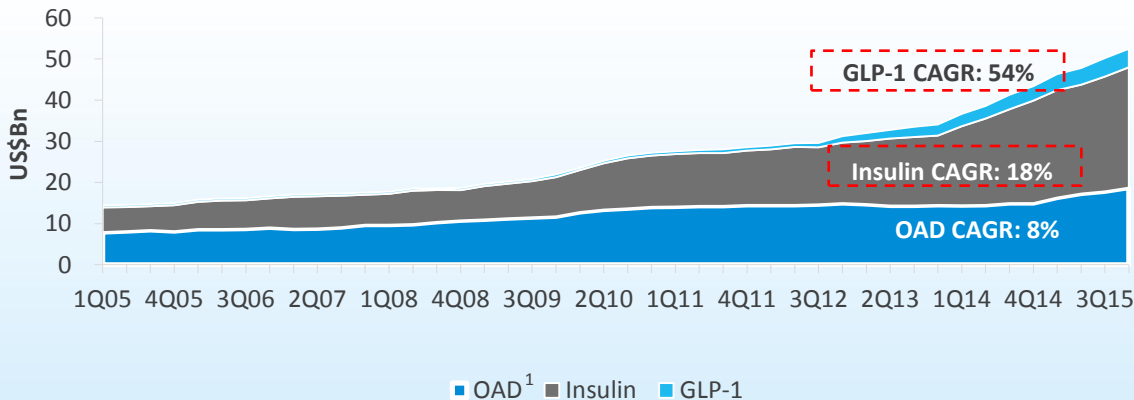
Diabetes Diagnosis, Treatment and Control rates



China Anti-diabetic Pharmaceuticals Market



GLP-1 and Insulin Outperformed the Overall Anti-diabetic Segment Globally...



### Humulin's Advantageous Profile

- ✓ Stable Hypoglycaemia control
- ✓ Steady market growth, with great growth potential
- ✓ Included in the 2017 NRDL as category A drug, 100% insurance coverage

### GLP-1's Advantageous Profile

- ✓ Greater HbA1c change
- ✓ Better Hypoglycaemia control
- ✓ Weight loss instead of weight gain
- ✓ Reduced CVD risk and side effects





# Market-Leading Products with Significant Growth Potential (Cont'd)

## Diabetes Franchise (Humulin and Byetta)

The Group intends to capture the tremendous potential in diabetes area by continuous expansion and penetration.

<b>Product</b>	<ul style="list-style-type: none"> <li>• Byetta</li> <li>• Bydureon</li> </ul>	<ul style="list-style-type: none"> <li>• Humulin</li> </ul>
<b>Partner</b>	AstraZeneca 	
<b>Announcement</b>	<ul style="list-style-type: none"> <li>• October 2016</li> </ul>	<ul style="list-style-type: none"> <li>• May 2017</li> </ul>
<b>Rights</b>	<ul style="list-style-type: none"> <li>• Exclusive commercialization rights in PRC for 20 years</li> </ul>	<ul style="list-style-type: none"> <li>• Exclusive commercialization rights in PRC for 10 years</li> </ul>
<b>Key Terms</b>	<ul style="list-style-type: none"> <li>• Upfront payment of US\$50 mm and milestone payment up to US\$50 mm</li> <li>• Integration of over 150 sales and marketing employees</li> </ul>	<ul style="list-style-type: none"> <li>• Upfront payment to Eli Lilly</li> </ul>
<b>Rationale</b>	<ul style="list-style-type: none"> <li>• Tapped into the diabetes market, one of the major chronic diseases in China with significant market potential</li> <li>• Innovative diabetes drugs still at early stage of life cycles, GLP-1 class accounts &lt;2% in the diabetes treatment drug market in China as compared to 8-10% market share in global market</li> <li>• First or second liner treatment in the US/EU v.S. third liner treatment in China</li> <li>• Less crowded market in China (only 3 players for long acting GLP-1 for the next 3-5 years)</li> </ul>	<ul style="list-style-type: none"> <li>• Tremendous potential in lower tier market in China</li> <li>• Enrich our diabetic portfolio, achieve synergy, and further penetrate into low tier cities and hospitals with other key products</li> <li>• Better leverage existing diabetes marketing and promotion team to improve sales team productivity</li> </ul>



## Robust and Innovative Product Pipeline Supported by Integrated R&D Platform and Collaboration with Industry Leaders and International Partners

Therapeutic Area	Product Candidate	Intended Indication	Development Status	Classification
Nephrology	SSS06	Anemia associated with CKD	Phase I (completed)	Class I Biologics
	RD001	Anemia associated with CKD	Phase I	Class I Biologics
	SSS17	Anemia	Pre-clinical	Class I Chemical
Oncology	302	Metastatic breast cancer, etc	NDA	Class I mAb
	304	Non-Hodgkin lymphomas	NDA	Class I mAb
	602	Metastatic colorectal cancer	Phase I	Class I mAb
	SSS23	Cancer	Pre-clinical	Class I mAb
	701	Metastatic breast cancer	IND	Biosimilar mAb
	601t	Cancer	IND	Biosimilar mAb
	609	Cancer	Pre-clinical	Class I mAb
	SSS24	Colorectal cancer	Phase I	Class III Chemical
	SSS22	Solid tumors	Phase I	Class I Chemical
Auto-Immune Diseases and Other Areas	301 (Prefilled syringe)	Rheumatoid arthritis	Pre NDA	Class I mAb
	SSS07	Rheumatoid arthritis	Phase Ib	Class I mAb
	601a	AMD	IND	Class I mAb
	SSS11	Refractory gout	Phase I ( US P-II )	Class I Biologics
	TPIAO	Pediatric ITP	IND	Class I Biologics
	TPIAO	Surgery patients with chronic hepatic diseases with thrombocytopenia	Phase I	Class I Biologics
	608	Psoriasis, Rheumatoid arthritis	Pre-clinical	Class I mAb
	SSS20	ITP	Phase I	Class III Chemical
	AP506	Psoriatic arthritis	Phase I	Class III Chemical
Metabolic	Bydureon single dose tray	Type 2 diabetes	IDA	Imported drug
	Bydureon dual chamber pen	Type 2 diabetes	IDA	Imported drug
Dermatology	KW303	Acne vulgaris	Phase III	Class III Chemical
	BK011	Inflammatory & Pruritic skin diseases	NDA approved	Class IV Chemical



## Robust and Innovative Product Pipeline Supported by Integrated R&D Platform and Collaboration with Industry Leaders and International Partners (Cont'd)

### Research and Development Strategies

- Amongst the 25 product candidates within the Group's active pipeline, 16 are being developed as National Class I New Drugs in the PRC
- We expect, on an average, to receive one new drug and/or new indication approval for Class I drug, and at least one IND approval each year
- The Group focuses its R&D on innovative biologics products
- The Group's core therapeutic areas are Oncology, Immunology, Nephrology, Metabolic and Dermatology

### Significant Progress in 2017

- Review and streamlining of the existing pipelines
- Prioritization of the existing pipeline, including terminating certain product candidates to refocus on our key therapeutic areas and biologics, which also leads to future divestiture opportunity
- Development of new technology platforms, and initiating new research programs in the area of our key expertise, via both in-house effort and in-licensing opportunities
- Enhancement of in-house clinical development capacity and capability, via preferable investment in both manpower and financial resource



# Strong In-House Sales Capability Enabling Us to Effectively Promote and Sell Innovative Pharmaceuticals

## Emphasis on Academic Marketing

- Established and maintained strong relationships with leading hospitals and medical professionals
- Promoted and strengthened our academic recognition and brand awareness among medical experts

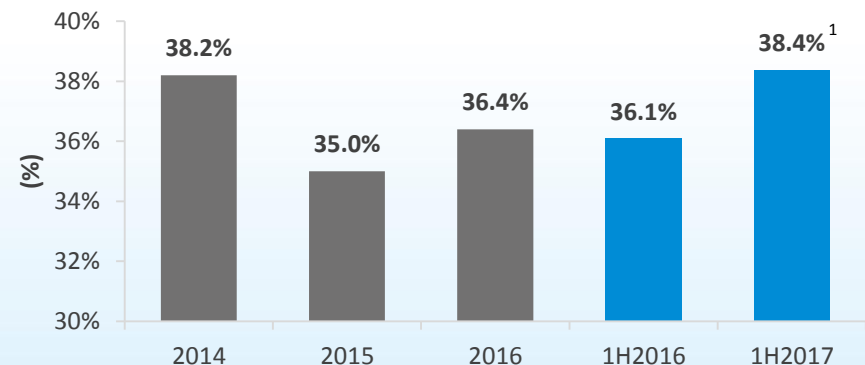
## Effective Marketing Strategies

- Marketed and promoted TPIAO, Yisaipu, EPIAO, Byetta, IV Iron Sucrose, dermatology products and Qiming Keli mainly through our in-house sales and marketing team
- Relied on third-party promoters to market other products
- TPIAO, Yisaipu, EPIAO, SEPO and some of our other products are exported to a number of countries through international third-party promoters

## Extensive Sales and Distribution Network

- 2,136 sales and marketing employees, 260 distribution agencies and 1,374 third-party promoter agencies as of 30 June 2017
- Covered approximately 2,000 Grade III hospitals and approximately 6,000 Grade II or lower hospitals and medical institutions, reaching all provinces, autonomous regions and special municipalities in the PRC as of 30 June 2017
- 6 BUs (EBU, TBU, GBU, WBU, DBU, MBU) with integrated compliance, market access, commercial operation, marketing, sales force efficiency and finance, with improved overall efficiency

## Sales and Distribution Expenses As % of Revenue



# Comprehensive Manufacturing Platform with Strategic CDMO Capabilities

Opportunity to leverage manufacturing capacity to build an export-focused CDMO business while in-licensing China rights to novel biologics

## Manufacturing Platform

### **TPIAO and EPIAO: Shenyang Facility**

- In 2013, the mammalian cell-based production plant and the bacterial cell-based production plant were both certified under the latest edition of the Chinese GMP by the CFDA

### **SEPO and Sparin: Shenzhen Facility and Songshan Lake Facility (under construction)**

- In 2016, the Shenzhen production plant was certified under the latest Chinese GMP

### **Small Molecule: Hangzhou Facility**

- GMP certified chemical drug production lines

## CDMO Capabilities

### **Sunshine Guojian**

- 38,000L mAb facility with 15 years of track record, which can establish the profitable and most sophisticated mAb CDMO player in China
- Distinct vertical integration across the value chain from research to commercial manufacturing
- Advanced pilot-scale antibody drug conjugate (“ADC”) facility with GMP capabilities

### **Sirton (Como, Italy)**

- Founded in 1944, authorized to manufacture injectable pharmaceutical products in various formats including pre-filled syringes, lyophilized vials, liquid vials and ampoules
- In 2014, it was granted a GMP certificate for the production of human medicinal products by the Italian Medicines Agency



# Comprehensive Manufacturing Platform with Strategic CDMO Capabilities (Cont'd)

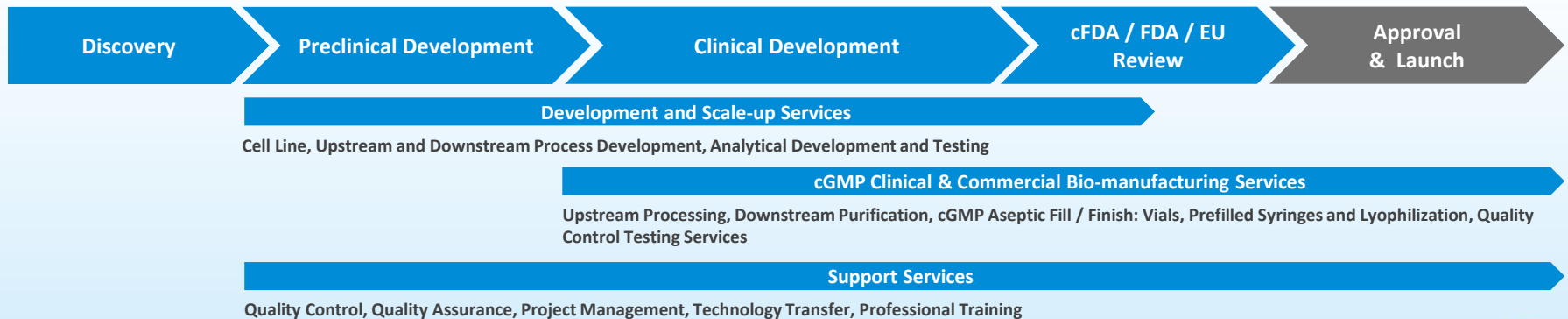
An Independent, profitable and global biological CDMO platform will be established in the next several years.

- Largest mAb commercial facility in China, with a total of 38,000-liter mammalian cell culture capacity and downstream purification capacity
  - 2 liquid/lyo and 1 pre-filled syringe commercial formulation lines and product packing capacity
  - Over 10-year CFDA authorized commercial manufacturing; FDA / EU GMP application ongoing
- Cutting edge in-house R&D engine across the full value chain



- cGMP authorized by EU
  - Injectable in various formats, including pre-filled syringes, lyophilized vials, liquid vials and ampoules
- Mature CDMO business with existing customer base in EU, North America etc.

## End-to-end Biological CDMO Services



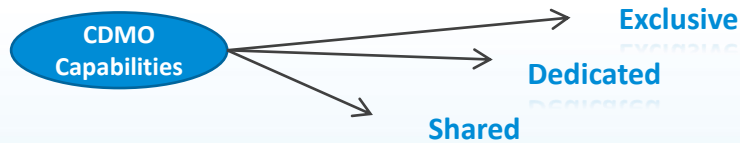
# Comprehensive Manufacturing Platform with Strategic CDMO Capabilities (Cont'd)

## Growing Biological CDMO Market

- Demand for prescription drugs shifts to biologics worldwide
- Explosive growth of investments in innovative biologic R&D
- Biosimilar becomes hot spots in North America and EU markets
- Demand for biological CDMO service increases rapidly due to the high barrier to entry
- China MAH System creates a huge market opportunity in the CDMO business of commercial manufacturing in China

## Mission and Business Model

**Mission:** Provides biopharmaceutical companies worldwide an integrated, customer-oriented biological CDMO solution with speed, quality and regulatory compliance at competitive costs



- Offering integrated and customer-oriented services equally to all our clients with the options of shared, dedicated or exclusive capacities
- Focusing on high quality biopharma companies as our strategic VIP customers
- Intend to develop strategic partnerships with our top customers for long term CDMO businesses

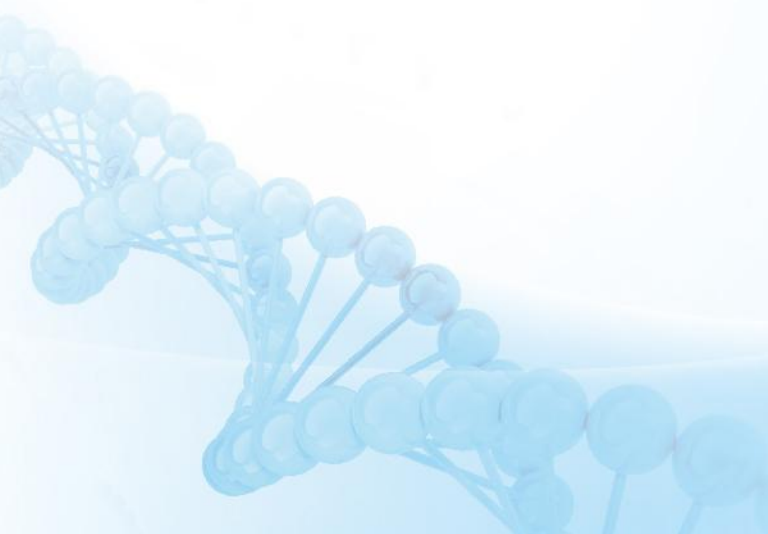
## Growth Strategies

1. Focusing on quality and regulatory compliance with a speed of execution at a competitive cost
2. End-to-end solution spanning early stage cell line and process development, clinical and commercial manufacturing, bioprocessing, formulation, fill/finish and analytics services
3. Offering integrated analytics service, clinical and regulatory strategy and capability
4. Committed to our customs as a credible, reliable and accountable CDMO business provider
5. Being flexible and adaptable to the needs and requirements of our customers (shared , dedicated and exclusive capacity commitments)
6. Integrated development/manufacturing platform, GMP ready manufacturing plant and established quality control systems
7. Focus on the quality and strategic values of our global customers with long term business relationships rather than maximizing number of customers for short term gains
8. Intend to develop strategic partnerships with our top customers for long term CDMO businesses commitments



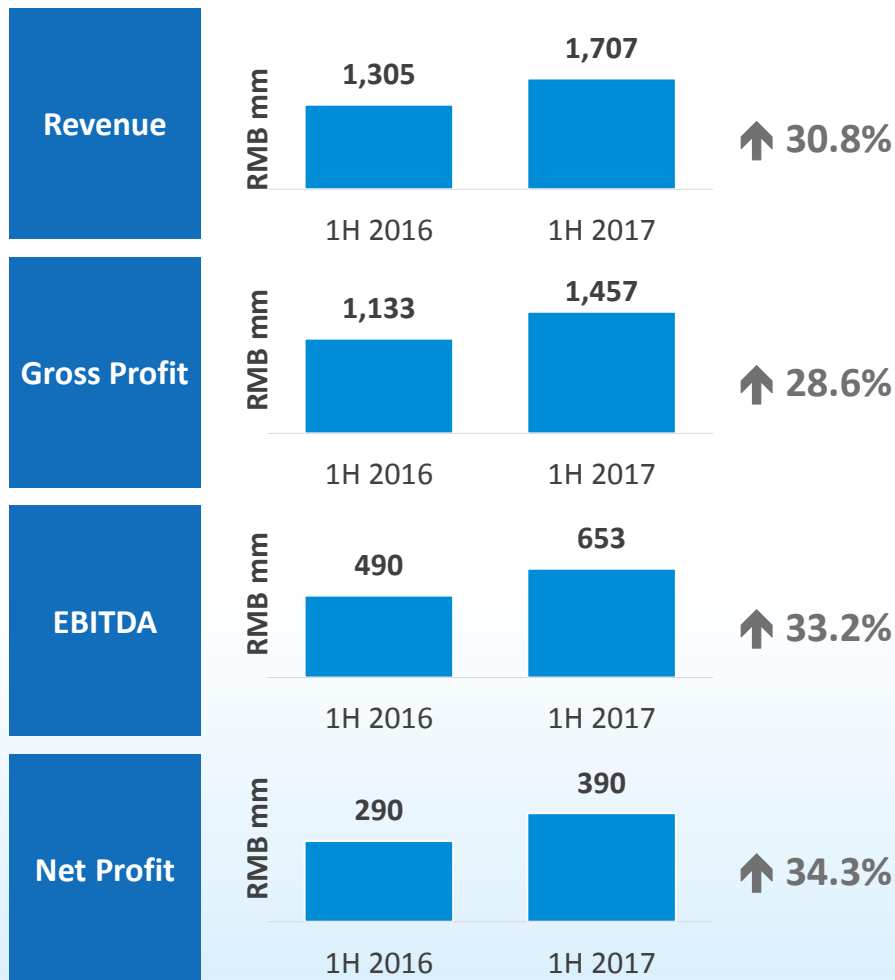
# Section 2

2017 Interim Results Highlights





# 2017 Interim Results Overview



## Key Highlights of 2017 Interim Results

- New Growth
  - TPIAO achieved 21.5% revenue growth
  - Yisaipu achieved 43.1% revenue growth (-1.5% compared to 1H 2016 on a six month consolidation basis),
  - EPIAO and SEPO achieved 5.2% revenue growth
  - Byetta contributed 6.5% overall revenue growth

---

- New Development
  - 3 products (including Yisaipu and TPIAO) are included in NRDL
  - Completed Phase III trials of prefilled syringe of Yisaipu and expected to file manufacturing approval in Q4 2017
  - Received IND approval for clinical trials for pegsiticase in China. Business partner Selecta Biosciences has initiated Phase II trials in the US in Oct 2016 and has shown positive results
  - Received IND approval for TPIAO’s new indication for the hepatic dysfunction patients at the risk of thrombocytopenia, and priority review status for TPIAO in pediatric indications
  - Received marketing authorization of EPIAO in Ukraine, one of the PICs countries
  - Raised EUR300 mm via convertible bonds with zero coupon

---

- New Leaderships
  - Dr. Zhu Zhenping, joined the company as the Chief Scientific Officer
  - Dr. Zhangji, joined the company as the General Manager of Sunshine Guojian, who is in charge of the group’s CDMO business

---

- New Products
  - Entered into an Exclusive License Agreement with Lilly China for the commercialization of Humulin in the PRC for 10 years
  - Fluticasone Propionate Cream obtained manufacturing approval in August 2017



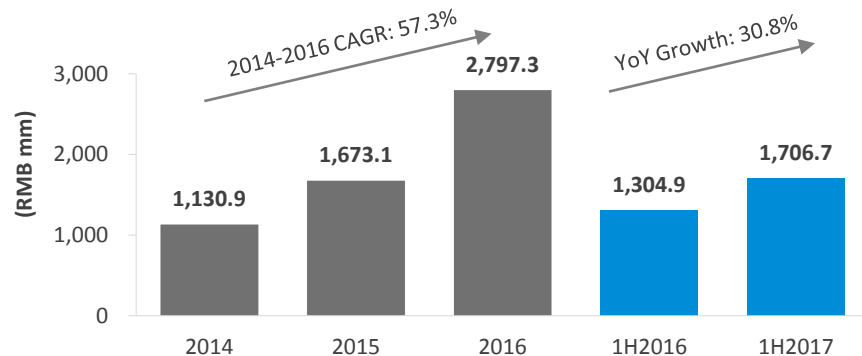
# Section 3

## Financial Review

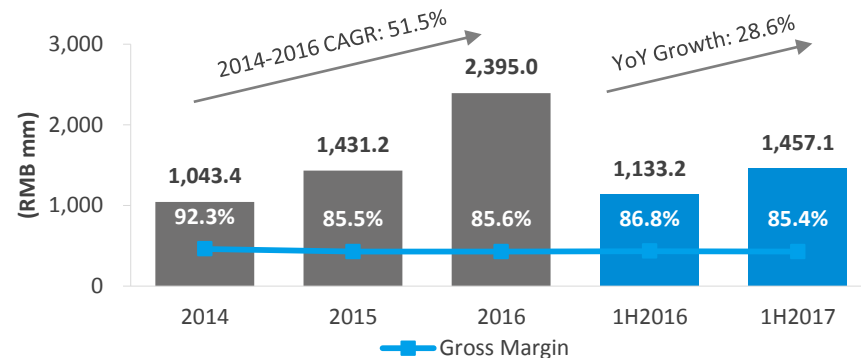


# Robust Revenue and Profit Growth

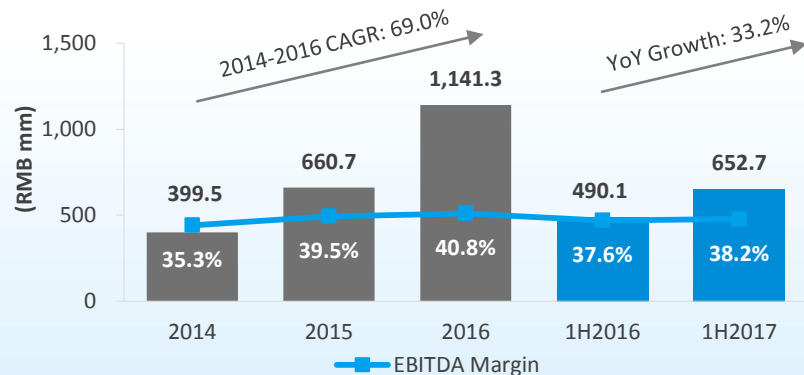
## Revenue



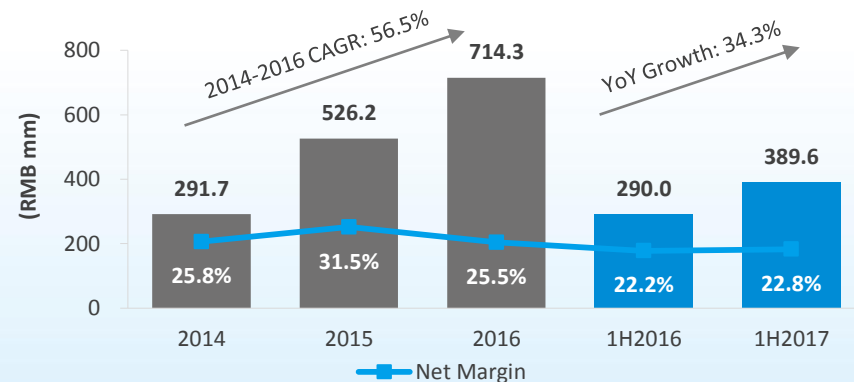
## Gross Profit



## EBITDA

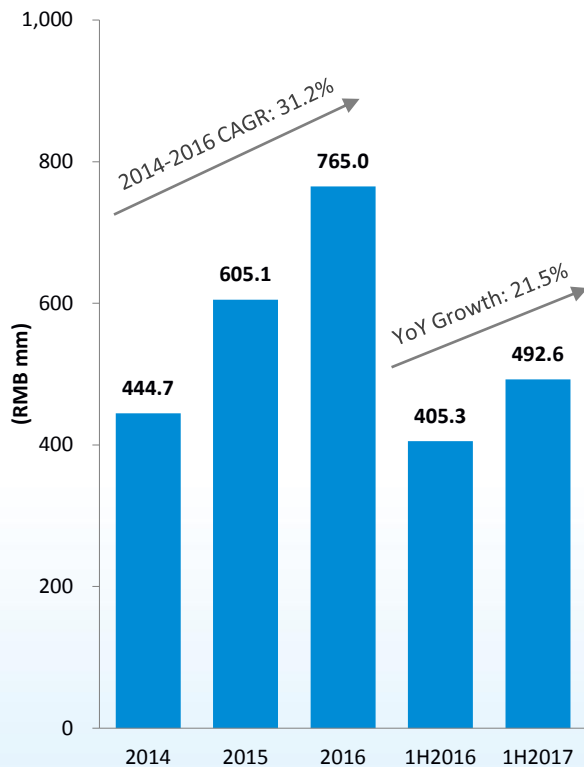


## Net Profit

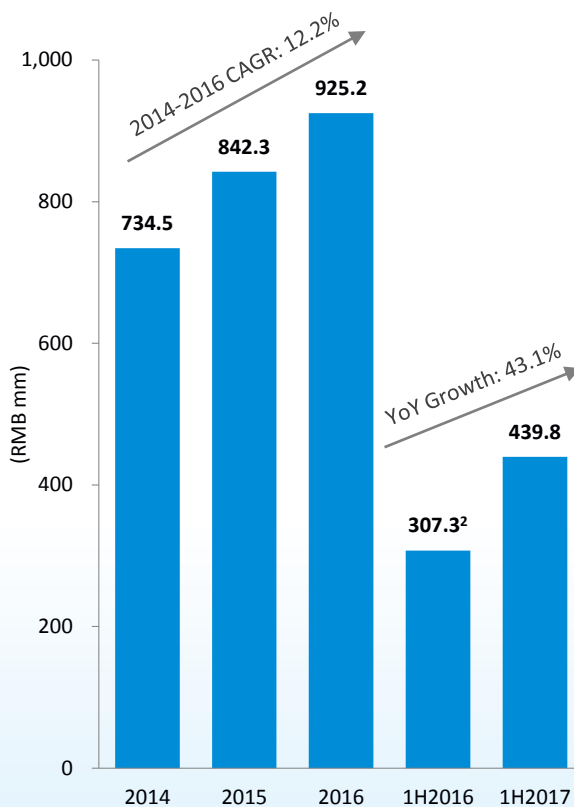


# Market-Leading Products with Strong Growth Momentum

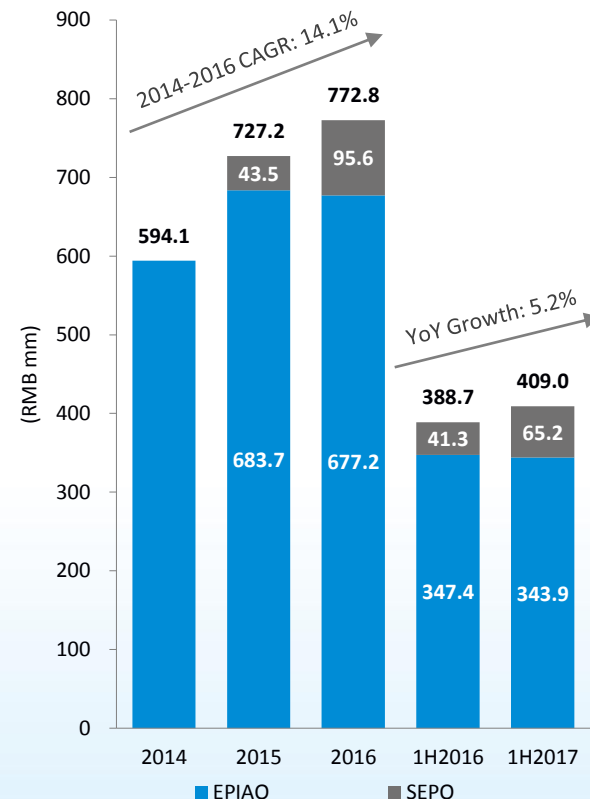
## TPIAO



## Yisaipu<sup>1</sup>



## EPIAO + SEPO



### Notes:

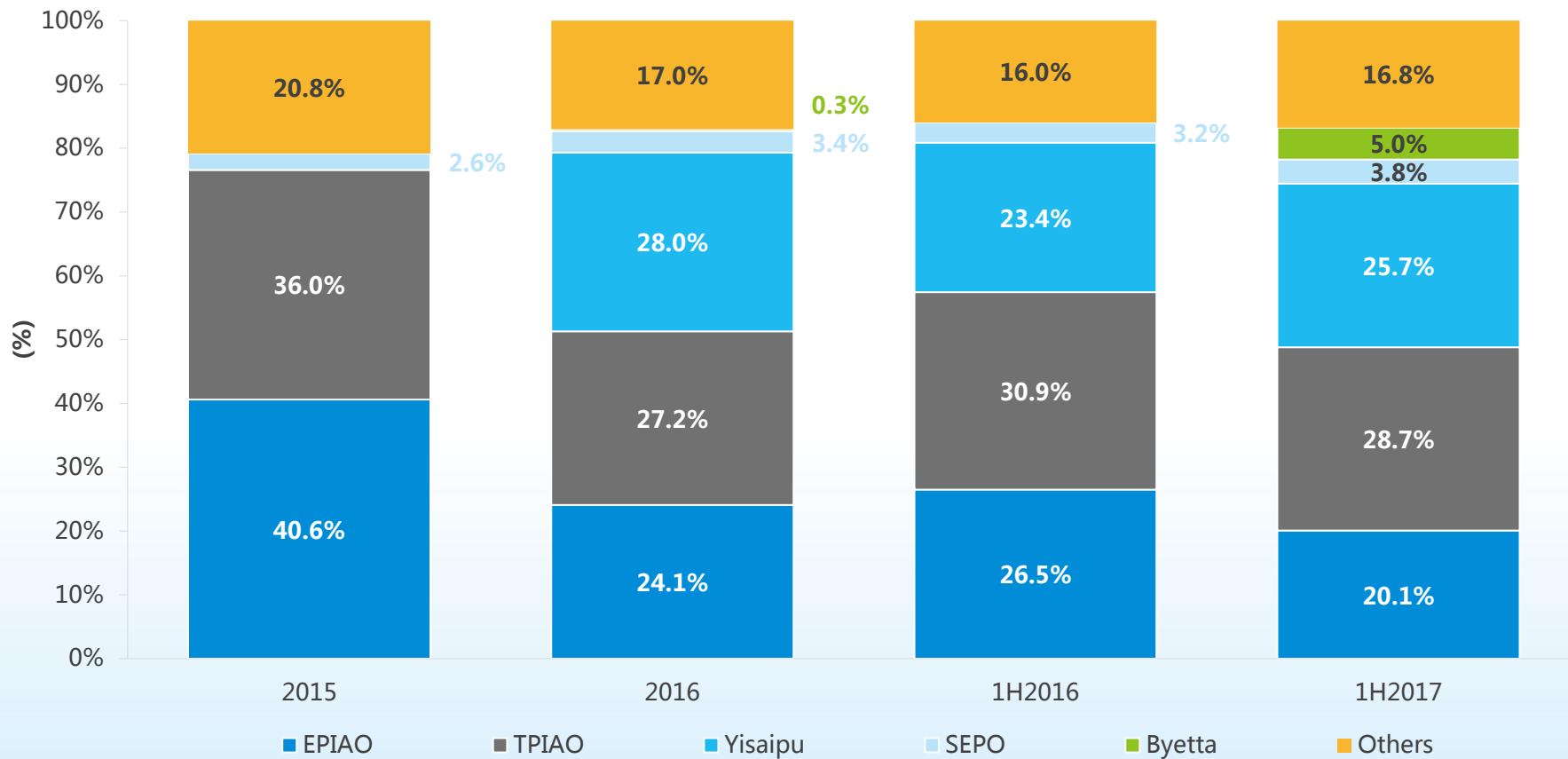
<sup>1</sup> Yisaipu was consolidated since 1 April 2016; Yisaipu sales of RMB786.2MM in 2016 was for the 9 months from 1 April to 31 December 2016

<sup>2</sup> The Group's sales of Yisaipu were RMB446.3 mm in 1H 2016 on a 6 month consolidation basis. The decrease in 1H 2017 was primarily attributable to slower growth in sales volume, largely due to the restructuring of Yisaipu's sales team. The restructuring was implemented smoothly and the team is well positioned for long term growth



# Product Mix and Contribution

## Sales of Goods Contribution<sup>1,2,3</sup>



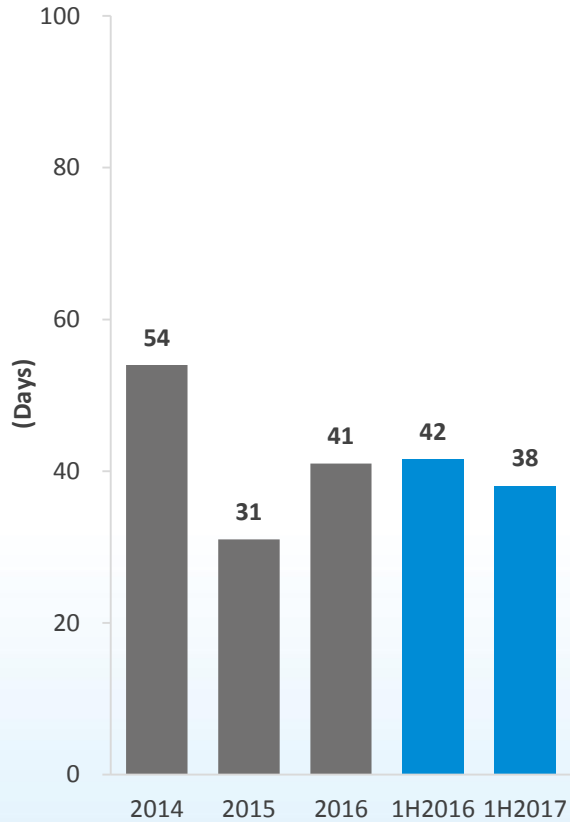
**Notes:**

- 1 Sales of TPIAO, Yisaipu, EPIAO and SEPO shown above are those generated in China
- 2 Sales of Yisaipu for the 9 months from 1 April 2016 to 31 December 2016 were included for 2016
- 3 Sales of Yisaipu for the 3 months from 1 April 2016 to 30 June 2016 were included for 1H2016

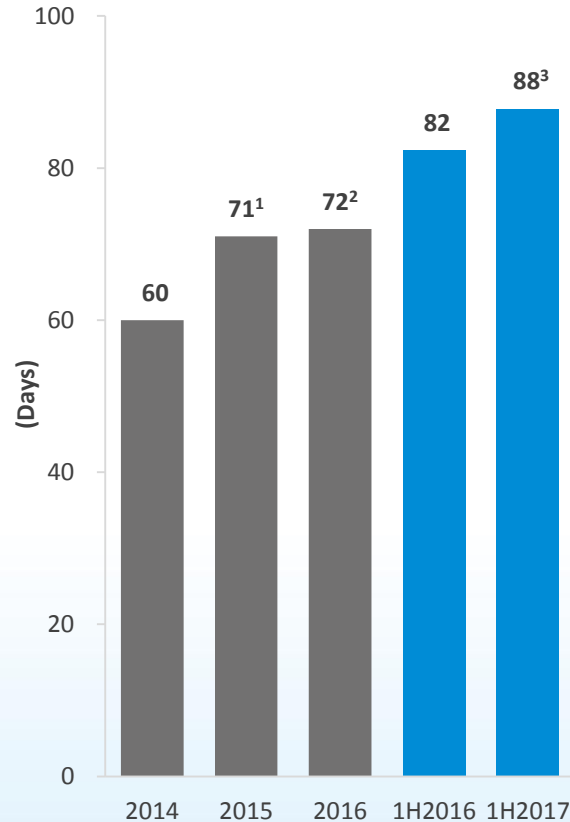


# Healthy Working Capital Ratios

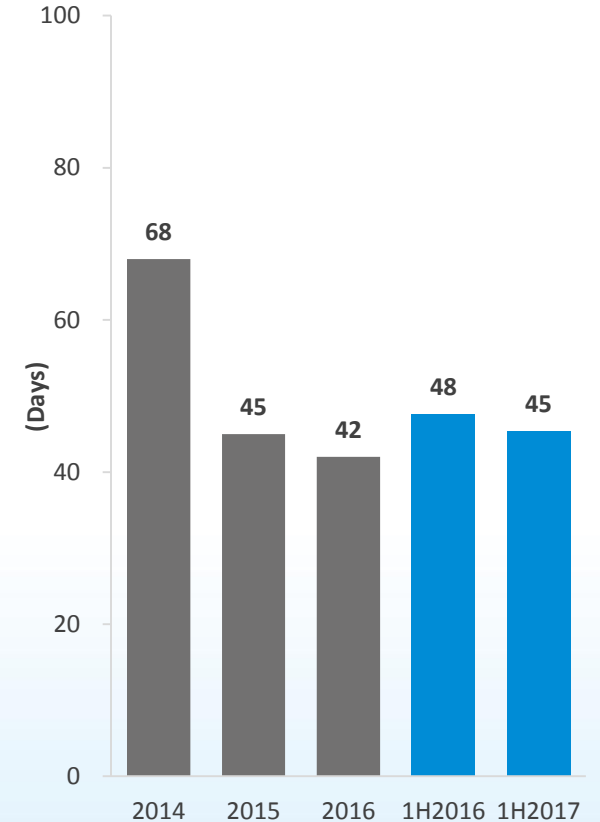
Finished Goods Turnover Days



Trade Receivables Turnover Days



Trade Payables Turnover Days



**Notes:**

- 1 Excluding the impact of acquisition, the trade receivables turnover days would have been 60 days
- 2 The increase in Turnover days was primarily caused by the consolidation of Zhejiang Wansheng which had a longer turnover days than the Group's other business
- 3 The sales of Yisaipu started to pick up from the second quarter of 2017, with around 60-90 days of credit terms, which caused a higher level of trade receivables



# Section 4

## Growth Strategies



# Outlook and Future Strategies

- Our position is to become a China-based, global biopharmaceutical company
- Focus on biological products and innovation
- Build the leading sales and marketing platform

## Marketing / Sales

- Build the leading sales and marketing platform with target RMB8-10 billion sales within 3-5 years (CAGR over 25%)
- Further expand TPIAO, YISAIPU, EPIAO/SEPO franchise and diabetes franchise (Humulin and GLP-1)
- Expand our BROAD market network to penetrate wider market
- Add additional sales representatives to expand hospital coverage
- Leverage commercialization platform by adding more licensed products covering oncology, autoimmune diseases, nephrology, and metabolic areas

## R&D Pipeline

- Focus on developing our leading biologics products including NuPIAO, New Anti-TNF $\alpha$  antibody, Pegsiticase, Anti-EGFR antibody, Yisaipu prefilled syringe and other mAbs
- Fully integrate various R&D functions and platforms within the Group to accelerate the development of biologics in our core therapeutic areas
- Prioritize our pipeline products to refocus on our key therapeutic areas and biologics

## M&A

- Further integrate Sunshine Guojian's manufacturing capability to create a profitable CDMO business
- Selective M&A, commercial collaborations and in-licensing of pharmaceuticals products
- Seek for multinational divestiture products

## International Expansion

- Expand international sales through product approvals in new countries
- TPIAO US clinical trials plus India and Mexico approvals
- Yisaipu is in the process of registration in 18 countries
- EPIAO multi-center biosimilar clinical trials in Russia and Thailand
- Registration in highly regulated market through either innovative or biosimilar pathway





# Experienced and Visionary Management Team Leading the Growth



## **Dr. Lou Jing**

*Co-founder, Chairman, Executive Director and Chief Executive Officer*

- Joined Shenyang Sunshine as director of research and development in 1995
- Led the manufacturing process development for EPIAO and TPIAO
- Obtained Ph.D from Fordham University in 1994 and completed post-doctoral study at the United States National Institute of Health in 1995
- A member of “The Recruitment Program of Global Experts” (also known as the “Thousand Talents Program” / 千人计划)



## **Mr. Kevin Xiao, Chief Operating Officer**

- Extensive experience within PRC's pharmaceutical industry, including a role as chief executive officer of Hisun Pfizer Pharmaceutical from 2012 to 2015 where he oversaw the strategy and operations of the Hisun and Pfizer joint venture



## **Dr. Zhenping Zhu, President of Research & Development and Chief Scientific Officer**

- Served as EVP of Global Biopharmaceuticals, Kadmon Corporation and President of Kadmon China
- Served as VP and Global Head, Protein Sciences and Design at Novartis and VP of Antibody Technology and Immunology at ImClone Systems.
- Led discovery and early development of several FDA-approved novel antibodies for various oncology indications



## **Mr. Bo Tan, Chief Financial Officer**

- Extensive experience within the financial and pharmaceutical industries, having worked across private equity, equity research and corporate



## **Ms. Su Dongmei, Director and Senior Vice President**

- Served as director of research and development
- Named co-inventor for four of the Company's patents



## **Dr. James Zhang, General Manager of Sunshine Guojian**

- Served as vice president of Yuanda, the head of Yuanda Wuhan Pharmaceutical Research Institute and the chief science officer of Huadong Pharmaceutical Company
- Also served as an executive director on the board of directors of Huadong Pharmaceutical and China Grand Pharmaceutical and Healthcare Holdings

## Extensive Experience

Senior management team on average has > **15 years** of experience in the biotechnology or pharmaceutical industries

## In-depth Knowledge

Many have worked with overseas leading global biopharmaceutical companies. They bring extensive industry experience and in-depth knowledge

## Diversified Expertise

Experience and expertise range from research and development to manufacturing, sales, marketing and distribution





Thanks!

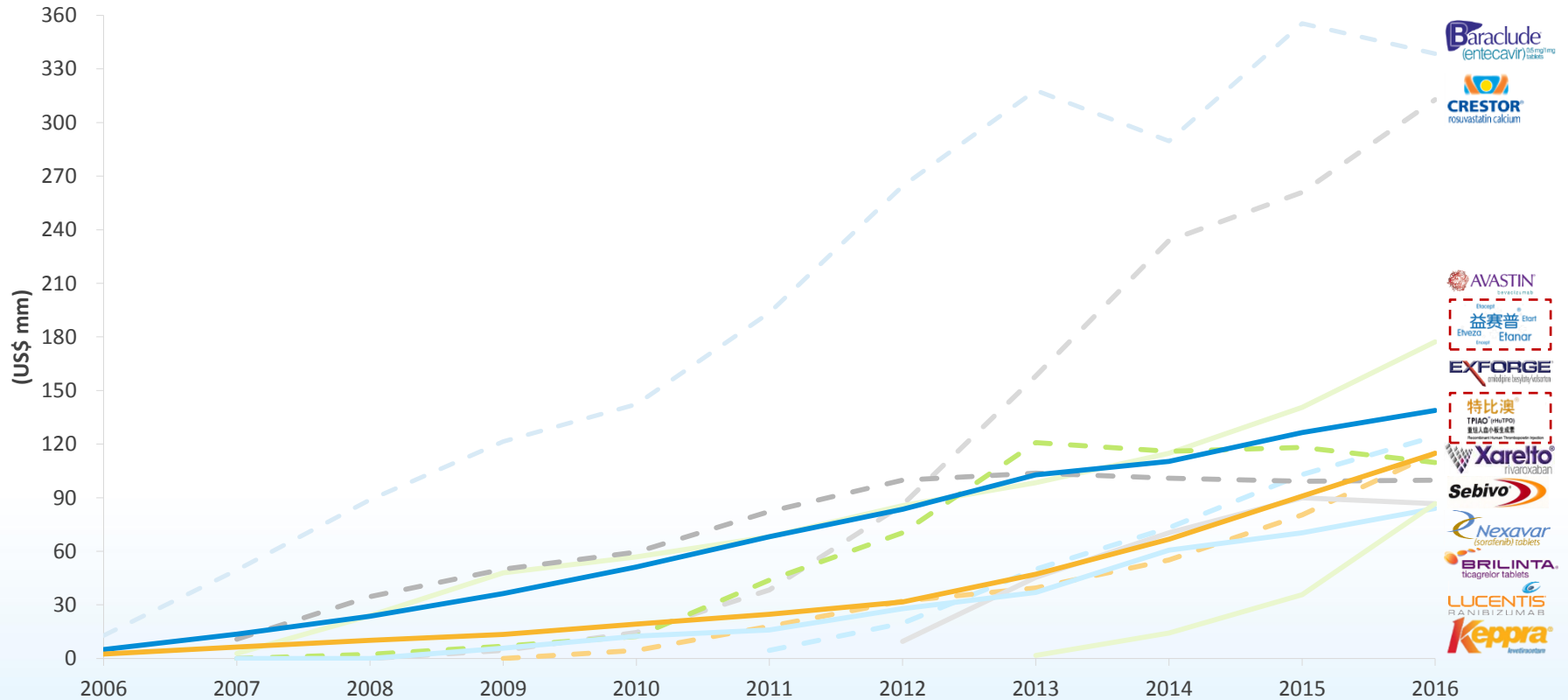
珍爱生命 关注生存 创造生活  
Cherish life Care for life Create life

# Appendix



# Yisaipu and TPIAO Were Among the Most Successful Launches in China

Compared with the top 10 drugs launched since 2006, Yisaipu and TPIAO performed well with further growth potential



Among 97 drugs launched since 2006, only 10 (~10%) have reached US\$80 mm sales by 2016

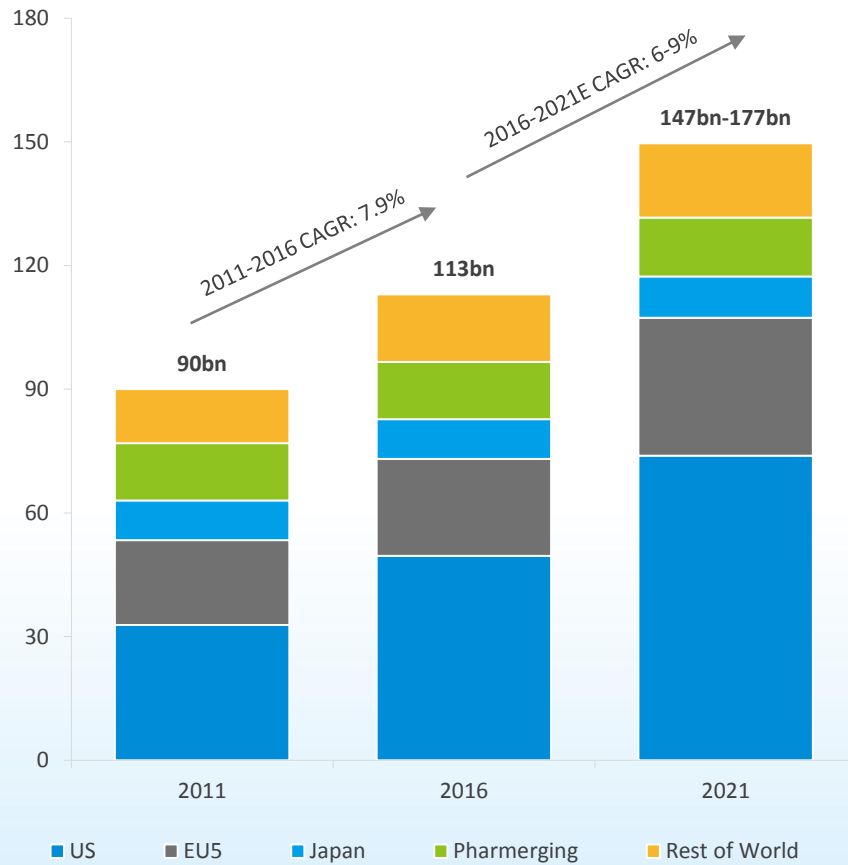
Source: Mckinsey and Co.

- 1 Based on drugs launched since 2006 and the top 10 with highest 2016 sales
- 2 Exchange rate for TPIAO and Yisaipu sales of US\$ : RMB = 6.66



# Global Oncology Market Growth and Pipeline

Global Oncology Costs and Growth



Late Phase Oncology Pipeline Molecules (2006-2016)

