

# Henlius (2696.HK)

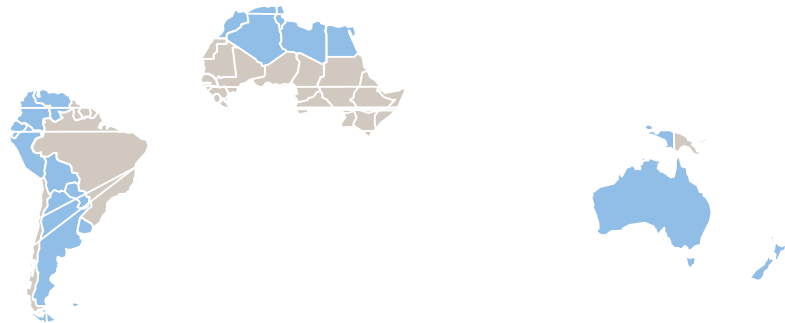
## Recent Business Update

September 2020

## Disclaimer

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Jointly promote commercialization of products with global strategic partners



# Strategic Regulatory Partnership with Accord Healthcare, Inc. with HLX02 (Trastuzumab) Entering the USA and Canada Markets

## Highlights of Henlius/Accord HLX02 Deal

- Henlius grants license to Accord to develop and commercialize HLX02 (trastuzumab independently developed by Henlius) in the USA and Canada
- Henlius will obtain upfront payment (US\$27M), regulatory milestone payment (not more than US\$13M), sales milestone payment (US\$25M for every US\$500M of cumulative net sales), and royalty from 18% to 50% of the net profit
- A successful entry into the North American market is a major milestone and a crucial step of globalization

## About Accord

- Accord is a **global** pharmaceutical company primarily engaged in the business of developing, manufacturing and marketing generic drugs and biosimilars in more than 70 nations including North America, Europe, Australia, and South Africa
- **129 generic drug approvals**, focusing on the hospital market with emphasis on oncology, central nervous system and other intensive care segments
- Accord has been continuously listed as one of the fastest growing pharmaceutical companies in the USA, maintaining double-digit growth in all indicators (IQVIA)

## Key Terms

Licensors	Shanghai Henlius Biotech, Inc.
Licensee	Accord Healthcare Inc.
Effective Date	2020-09
Licensed Product	HLX02 (Trastuzumab injection) (150mg, 420mg, 60mg)
Territory	The USA and Canada
Collaboration and License	Develop and commercialize HLX02 (Trastuzumab injection)
Milestone Payment	<ul style="list-style-type: none"> <li>▪ Upfront payment: <b>US\$27M</b></li> <li>▪ Regulatory milestone: not more than <b>US\$13M</b></li> <li>▪ Sales milestone: <b>US\$25M/ every US\$500M of cumulative net sales</b></li> </ul>
Royalty	<b>18%-50% of the net profit</b>

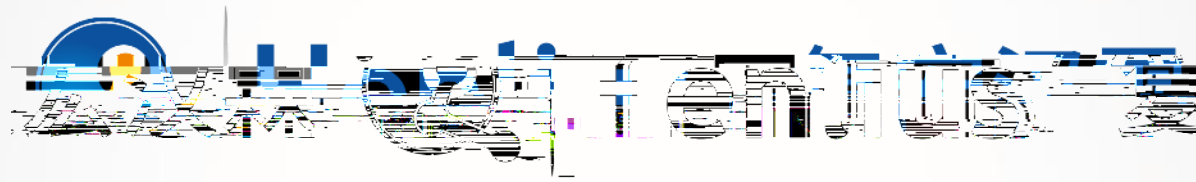
# Globalization Strategy of Henlius

- Development of Henlius in Global

Biosimilar CHINA+Emerging Markets

Bioinnovative Based in CHINA, Eye on GLOBAL





Reliable Quality | Affordable Innovation

