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Company Overview and Strategy

Early Mission & Key Milestones

Mission:
Affordable Innovation
Reliable Quality

Products Commercially Launched	3
Products under NDA Review	2
Products/Combo Therapies under Clinical Development	10/8
Current Commercial Capacity	20,000L
Expected Total Capacity in 3 years	80,000L

- 2020.12 ● HLX01 (rituximab) for Rheumatoid Arthritis NDA Accepted by NMPA
- 2020.12 ● HLX03 (adalimumab, 汉达远®) Launched
- 2020.09 ● HLX04 (bevacizumab, 汉贝泰®) NDA Accepted by NMPA
- 2020.08 ● HLX02 (trastuzumab, 汉曲优®) Approved in China
- 2020.07 ● HLX02 (trastuzumab, Zercepac®) Approved in the EU
- 2019.05 ● HLX01 (rituximab, 汉利康®) Launched
- 2015.12 ● CMC1 of rituximab, HLX01, completed
- 2011.12 ● First NMPA IND Filed (HLX01, rituximab)
- 2010.02 ★ Shanghai Henlius Biotech Inc. Founded (co-founded by Fosun Pharma and scientist team headed by Dr. Scott Liu and Dr. Weidong Jiang)

Management Team:



Joined Henlius in Jan. 2019
 25 years of commercial operation experience in pharmaceutical industry. His previous roles have included vice president and general manager at Bayer China, Roche China and Amgen China. MBA in Yale University and bachelor degree of microbiology in Shandong University



Wenjie Zhang

Executive Director
 Chief Executive Officer & President



Xinjun Guo
 Board Secretary,
 Head of Government
 Affairs and Public
 Relations



Wei Huang
 Chief Operation Officer
 Head of Manufacturing &
 Engineering
 Joined Henlius in
 Dec. 2019



Jason Zhu
 Chief Medical Officer
 Joined Henlius in
 Jan. 2021



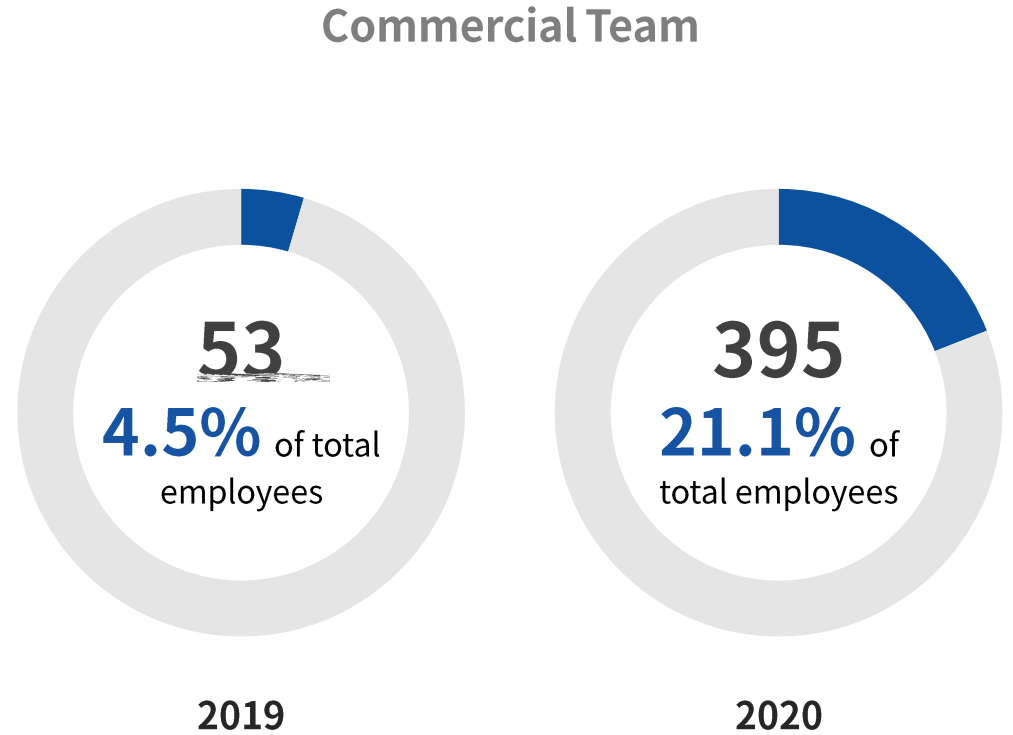
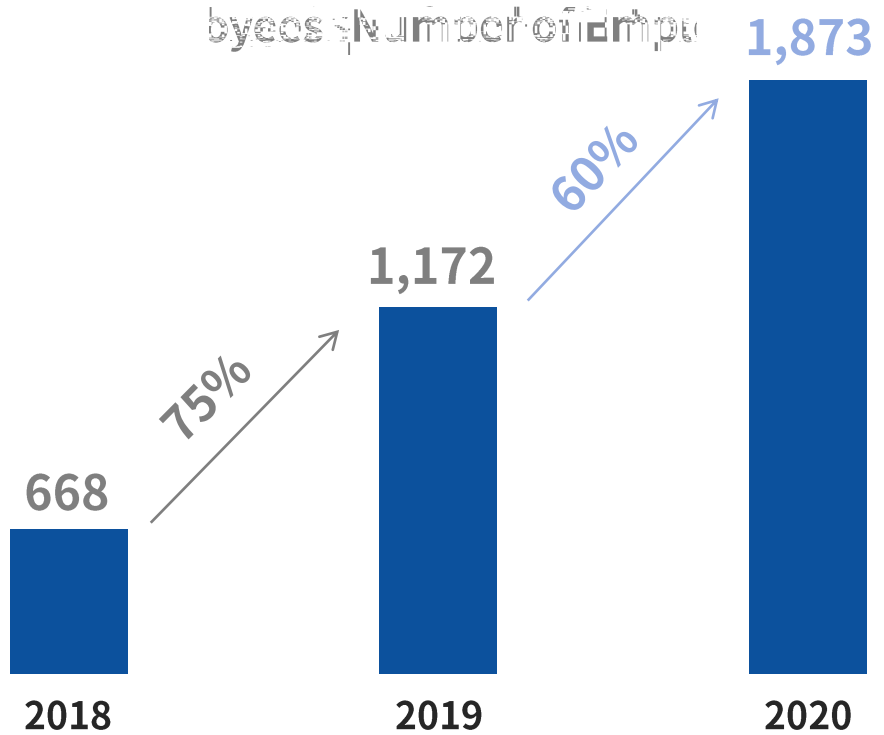
Simon Hsu
 Chief Technology Officer
 Head of Technical
 Operations & CMC
 Joined Henlius in
 Dec. 2019



Cecie Jiang



Company Size: the Number of Employees Rapidly Grew with Commercial Team Expanding Quickly



Company Strategy: Commercial Value, Maximize Biosimilar

Accelerate Diversified Innovation with Full Speed

Strategic Goals

Overall	While maximizing biosimilar commercial value, rely on self innovative R&D capability complemented with external collaboration and license-in, accelerate innovation with full speed
R&D	Synergize China and US R&D centers, strengthen translational medicine capability, advance differentiated innovation
Manufacturing	Under the premise of guaranteeing "Henlius Quality", further improve manufacturing capability, optimize manufacturing technology, create competitive economies of scale
Commercialization	Build first-class commercial team through innovative marketing, access and commercialization strategies, and highly-efficient sales execution capability



Stage 1: Biosimilar	Stage 2: Diversified Innovation
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Build comprehensive commercial capability through forging leading position in biosimilar	Accelerate transformation towards diversified innovation including mAb, bispecific, ADC, etc. based on antibody technology
Accelerate R&D, registration and approval: strive to become first-in-class or tier-1 to launch	Mainly rely on internal R&D: strengthen R&D innovation capability, improve innovation efficiency
Further expand leading advantages in manufacturing technology, cost and scale	Establish executable and measurable R&D strategy
Rely on our own capability and leverage external cooperation to maximize commercial value of products	License-in new products and new technologies through BD to effectively complement our own pipeline
	Build strong R&D team and capability

Globalization Strategy

Commercialize late-stage assets including biosimilars and PD-1 through partnership in the early stage
Develop mature markets and emerging markets simultaneously
Actively advance globalization of selected early-stage innovative products

Accelerate Development of Bio-Innovative Drugs

Biosimilar Lays Solid Foundation

Three biosimilars have strong competitive edges – 汉利康® (rituximab)、汉曲优® (trastuzumab)、汉达远® (adalimumab) expected to become market leaders through first-mover and sales advantages

Manufacturing advantages generate cost advantage – rapidly increasing capacity and application of advanced technology, continuously decrease manufacturing cost

China & EU-certified global quality standards – endorse “Henlius Quality”, lay solid foundation for overseas market expansion

Actively prepare for volume-based procurement – no major impact expected on HLX01 and HLX02, active preparation for HLX03

PD-1 (HLX 10, serplulimab) Entering Harvest Time, Focus on Differentiation and Combo Advantages

PD-1 entering harvest time – gradually file NDA for multiple indications such as MSI-H and sq-NSCLC starting from 2021

Combo advantage – HLX10+HLX04 (PD-1+VEGF) for ns-NSCLC, etc.; HLX10+HLX07 (PD-1+EGFR) for SCCHN

Differentiation advantage – Neo-adjuvant GC, MSI-H, etc.

Overseas sales of innovative drugs – PD-1’s multiple global multi-center clinical trials (sq-NSCLC, SCLC, etc.) to prepare for overseas sales

Accelerate Innovation through Internal R&D + BD

Optimize innovative pipeline, improve innovation quality and efficiency – optimize R&D resource allocation, accelerate development of some high-quality assets (early-on: EGFR, HER2, etc.; pre-clinical: CD47, TIGIT/PD-L1, etc.)

License-in more high-quality assets through BD – rapidly license-in global high-quality innovative drugs to strongly complement our own innovative pipeline (mAb, bispecific, small molecule, ADC, etc.)

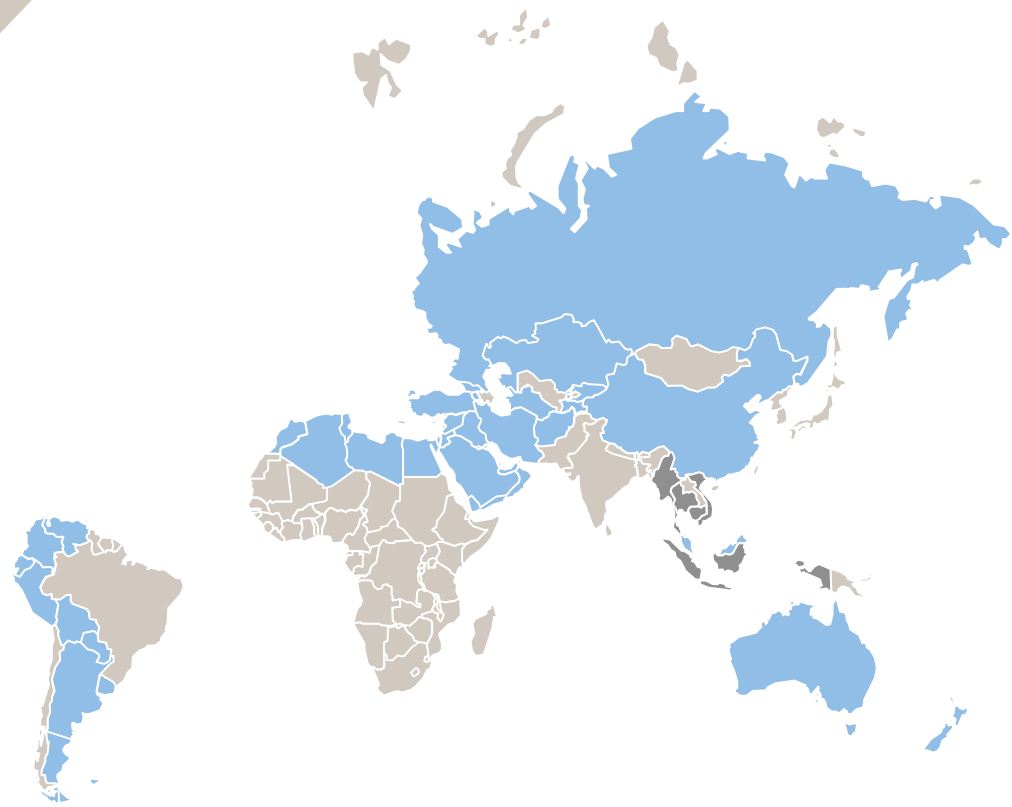
2.1

2020 Review: Results and Pipeline

Biosimilar: Multiple Blockbuster Drugs Have Competitive Advantages in China

汉利康

Over 100 Markets and More



Biosimilar: Blockbuster Drugs such as 汉利康[®], 汉曲优[®], 汉达远[®]

Product (Reference Drug)	Target	Indications	Pre-Clinical	IND	Ph I	Ph II	Ph III	NDA	Launched	Global Partners
汉利康 [®] (rituximab)	CD20	Non-hodgkin's Lymphoma / Chronic Lymphocytic Leukemia								
汉曲优 [®] (trastuzumab) ⁽¹⁾	HER2	Breast Cancer / Metastatic Gastric Cancer								
汉达远 [®] (adalimumab)	TNF- α	Psoriasis / Ankylosing Spondylitis / Rheumatoid Arthritis								
HLX01 (rituximab)	CD20	Rheumatoid Arthritis								
HLX04 (bevacizumab)	VEGF	Metastatic Colorectal Cancer / Non-squamous Non-Small Cell Lung Cancer								
HLX05 (cetuximab) ⁽²⁾	EGFR	Metastatic Colorectal Cancer / Squamous Cell Carcinoma of the Head and Neck								
HLX12 (ramucirumab)	VEGFR 2	Gastric Cancer / Metastatic Non-squamous Non-Small Cell Lung Cancer / Metastatic Carcinoma of the Colon and Rectum								
HLX11 (pertuzumab)	HER2	Breast Cancer								
HLX14 (denosumab)										

Core Products

(1) Approved in the EU in July 2020 (EU brand name Zercepac[®]) approved in China in August 2020 (2) Commercialisation rights in China have been granted to Shanghai Jingze

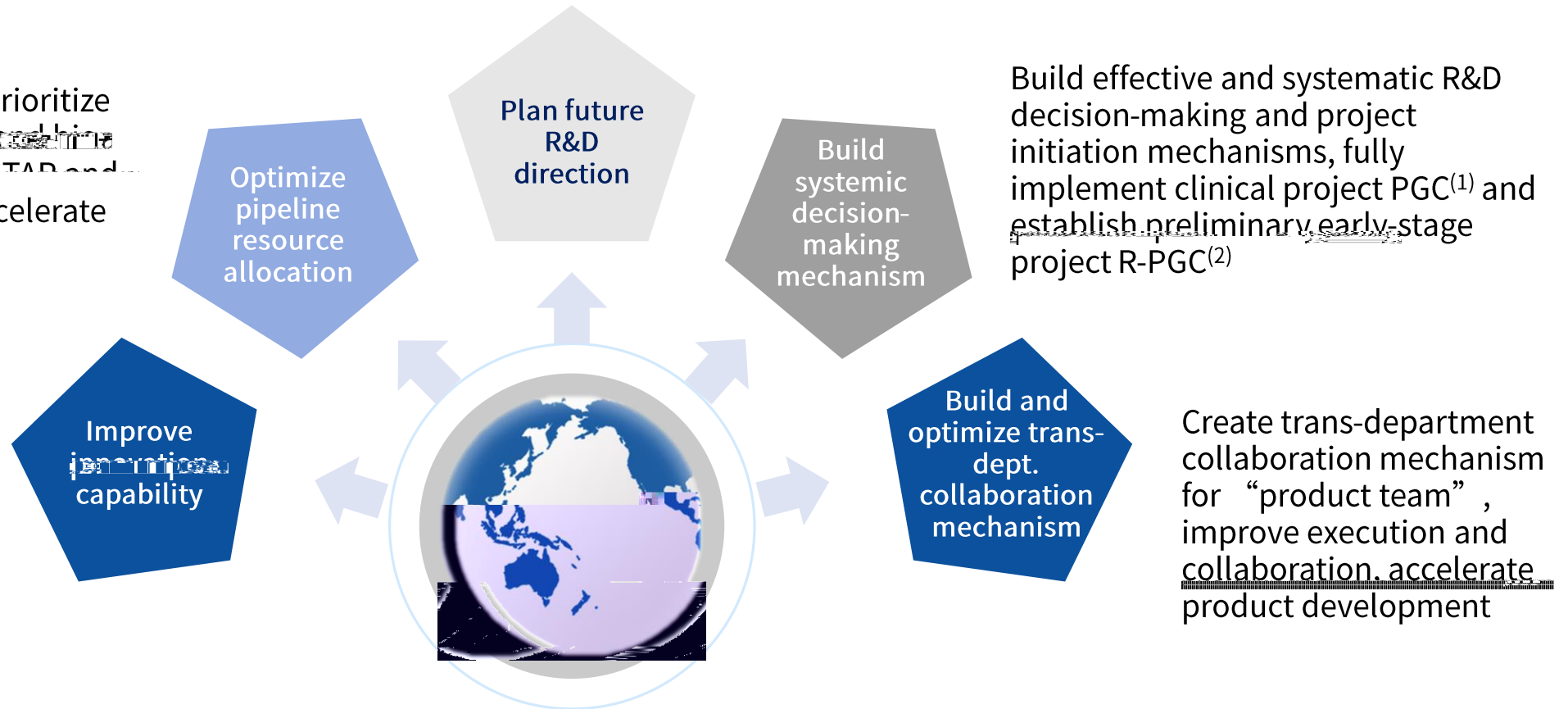


Capability

Systematically analyze and target major indications
Explore potential new technology platform and innovative molecules

Fully organize and prioritize research programs and pipeline innovatives, select STAR and NOVA projects to accelerate development

Clinical medicine
Translational medicine

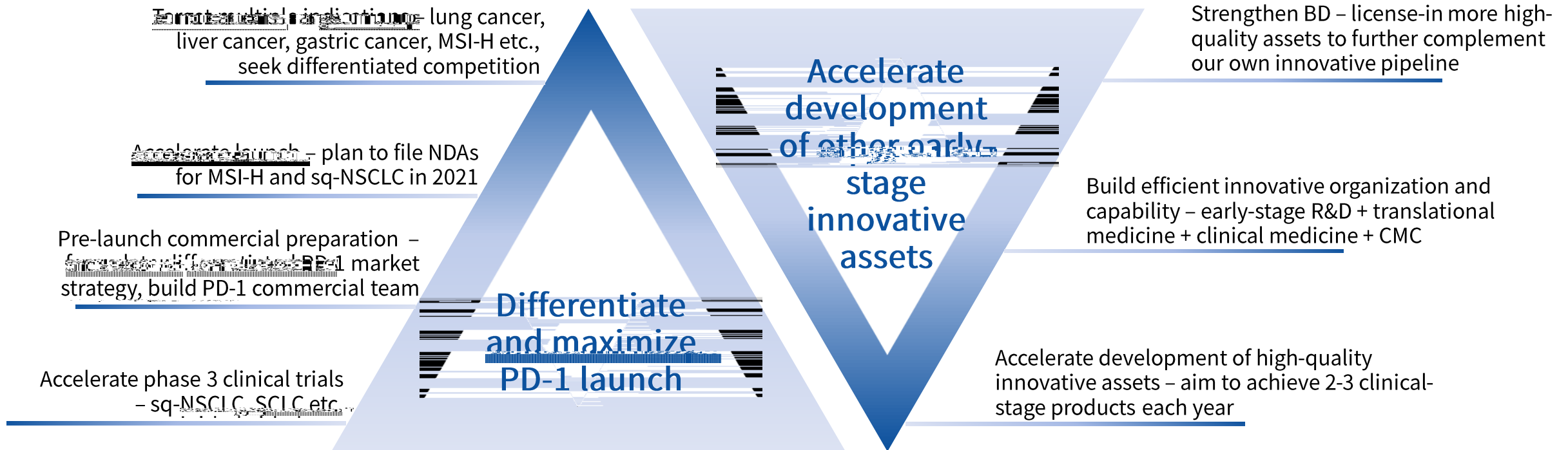


Build effective and systematic R&D decision-making and project initiation mechanisms, fully implement clinical project PGC⁽¹⁾ and establish preliminary early-stage project R-PGC⁽²⁾

Create trans-department collaboration mechanism for “product team”, improve execution and collaboration, accelerate product development

(1) PGC, Portfolio Governance Committee
(2) R-PGC, Research-Portfolio Governance Committee

Biosimilar: Differentiate and Maximize PD-1 Launch, Accelerate Development of Other Early-Stage Innovative Assets



Bio-Innovative: Led by PD-1, Covering Multiple Innovative Targets

Product		Target	Indication	Pre-Clinical	IND	Ph I	Ph II	Ph III	NDA	Launched	Global Partners	
Clinical Stage	Mono	PD-1	Microsatellite Instability-High / Deficient Mismatch Repair Solid Tumors	[Progress bar]					Expected to file NDA in China around late March / early April		[Progress bar]	KGBio
			Hepatitis B Virus	[Progress bar]					[Progress bar]			
	+ Chemo	PD-1	Locally Advanced / Metastatic Esophageal Squamous Cell Carcinoma	[Progress bar]					[Progress bar]		[Progress bar]	[Progress bar]
			Squamous Non-Small Cell Lung Cancer	[Progress bar]					[Progress bar]			
			Extensive-Stage Small Cell Lung Cancer	[Progress bar]					[Progress bar]			
			Neo-adjuvant Gastric Cancer	[Progress bar]					[Progress bar]			
	+ HLX04	PD-1 + VEGF	Non-squamous Non-Small Cell Lung Cancer	[Progress bar]					[Progress bar]		[Progress bar]	[Progress bar]
			Adenoma / Hepatocellular Carcinoma	[Progress bar]					[Progress bar]			
			Metastatic Carcinoma of the Colon and Rectum	[Progress bar]					[Progress bar]			
	+ HLX07	PD-1 + EGFR	Squamous cell carcinoma of the head and neck	[Progress bar]					[Progress bar]		[Progress bar]	[Progress bar]
	HLX07 ⁽¹⁾	EGFR	Solid Tumors	[Progress bar]					[Progress bar]		[Progress bar]	[Progress bar]
	HLX20 ⁽²⁾	PD-L1	Solid Tumors	[Progress bar]					[Progress bar]		[Progress bar]	[Progress bar]
	HLX22	HER2	Breast Cancer / Gastric Cancer	[Progress bar]					[Progress bar]		[Progress bar]	[Progress bar]
HLX55 ⁽³⁾	c-MET	Solid Tumors	[Progress bar]					[Progress bar]		[Progress bar]	[Progress bar]	
HLX04-O ⁽⁴⁾	VEGF	Wet Age-related Macular Degeneration	[Progress bar]					[Progress bar]		[Progress bar]	ESSEX 12#	
HLX56 ⁽⁵⁾	DR4	Solid Tumors	[Progress bar]					[Progress bar]		[Progress bar]	[Progress bar]	
HLX71 ⁽⁶⁾	S1 Protein of SARS-CoV-2	COVID-19	[Progress bar]					[Progress bar]		[Progress bar]	[Progress bar]	
HLX70 ⁽⁶⁾		COVID-19	[Progress bar]					[Progress bar]		[Progress bar]	[Progress bar]	

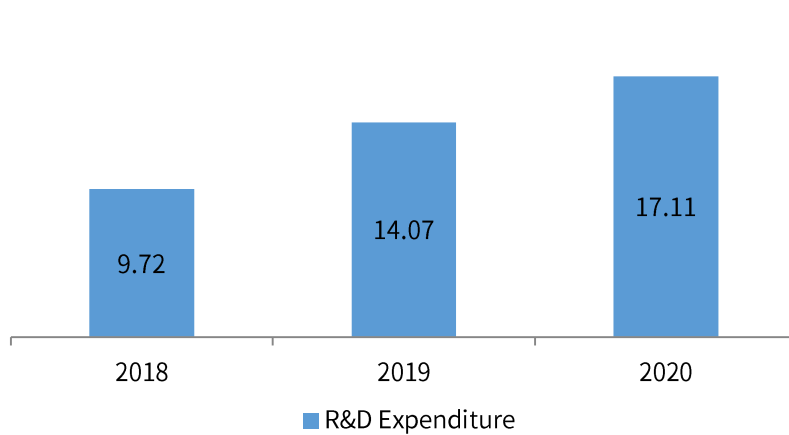
(1) IND obtained in China / the USA
 (2) IND obtained in Australia / China
 (3) Obtained commercialisation rights in China / Southeast Asia / Mid Asia / South Asia, etc.

(4) IND obtained in Australia / the USA
 (5) Obtained commercialisation rights in China
 (6) IND obtained in the USA

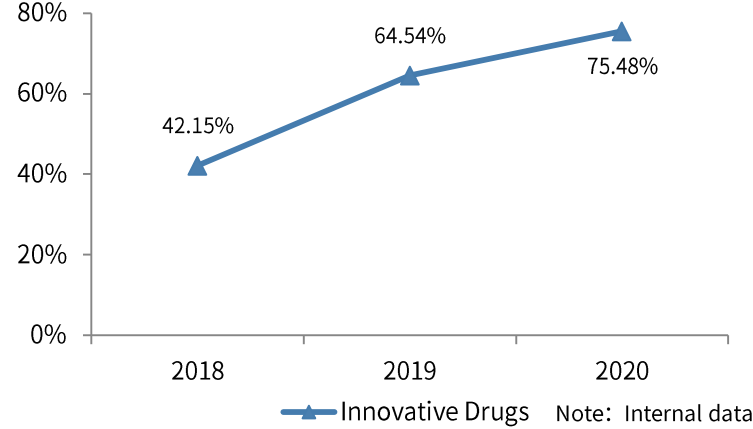


R&D: Total Expenditure Continued to Grow with More on Innovative Drugs

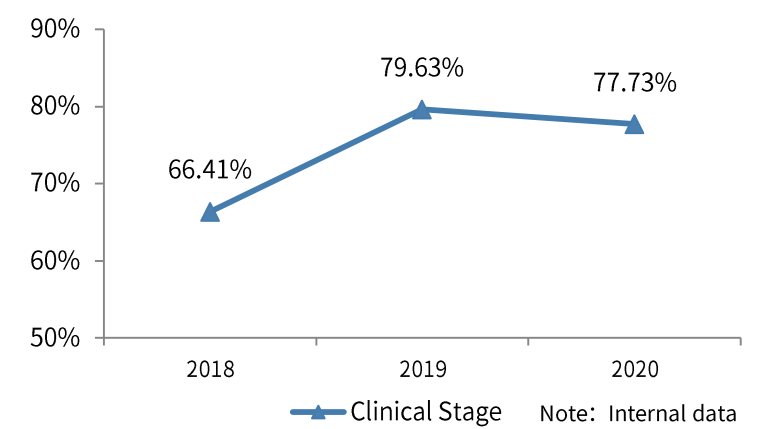
2018-2020 R&D Expenditure (Unit: RMB 100M)



Increasing R&D Expenditure in Innovative Drugs



Type of R&D Expenditure



Two NDAs filed

HLX01 (rituximab) - rheumatoid arthritis

Initiated three global clinical trials

Completion of enrollment of phase 3 global clinical trial of HLX10+Chemo for squamous non-small cell lung cancer (sq-NSCLC)

FPI in Turkey for phase 3 clinical trials of HLX10+ chemo for extensive-stage small cell lung cancer (ES-SCLC);

Phase 3 clinical trial of HLX04-O (VEGF) for wAMD in AUS has been approved and will start recently, IND has been approved by FDA

Initiated several clinical trials

Initiated several clinical trials: HLX10+HLX04 (VEGF) for solid tumor (enrolment completed); HLX07 (EGFR) for solid tumor (Clinical report completed), HLX11 (pertuzumab) for BC; HLX14 (Denosumab) for osteoporosis; HLX55 (c-Met) for solid tumor

Initiated clinical trials: HLX10 (PD-1) +chemo for cervical cancer CC; HLX10 (PD-1) +HLX07 (EGFR) for head and neck squamous cell carcinoma (HNSCC); HLX10(PD-1)+HLX04 (VEGF) for Hepatocellular Carcinoma (HCC) (enrolment completed); HLX10(PD-1)+HLX04 (VEGF) for metastatic colorectal cancer (mCRC)

Multiple INDs accepted/approved

Bio-innovative drug: HLX26 (LAG-3) for solid tumor/lymphoma (accepted); HLX56 (DR4) for solid tumor (approved); HLX70 (neutralizing antibody) and HLX71 (ACE2-Fc recombinant protein) for COVID-19 virus
Biosimilar: HLX13 (Ipilimumab) for Melanoma (approved); HLX14 (Denosumab) for osteoporosis (approved); HLX15 (Daratumumab) for MM (approved)

2.2

2020 Review: Manufacturing

Capacity Further Increased

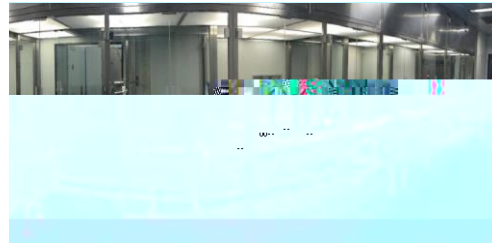


Xuhui Base

Commercial capacity increased from 2,000L in 2019 to current 20,000L

Support commercial manufacturing for 汉利康® (HLX01, Rituximab), 汉曲优® (HLX02, Trastuzumab), and 汉达远® (HLX03, Adalimumab)

Received EU GMP certification



Songjiang Base (1)

Planned land use of about 33 acres

Started pilot production in 2020Q2

Prepare for production needs before commercial operation of Songjiang Base (2)



Songjiang Base (2)

Total planned land use of about 33 acres

Construction started in June 2019

Manufacturing buildings' structural roof-sealing

Completed in August 2020

Completion and pilot production expected in 2021

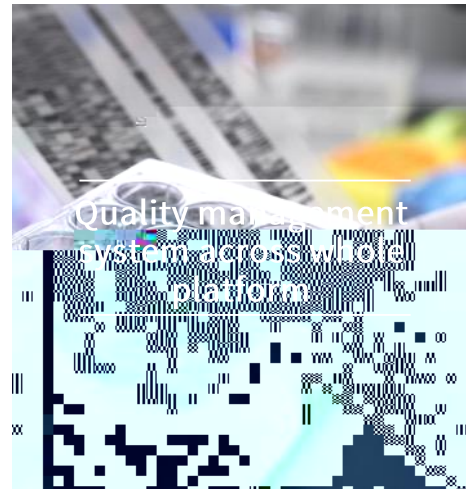
Integrated Platform Advantage: Three Manufacturing Bases



Continue to expand commercial manufacturing bases:
Xuhui Base
Songjiang Base (1)
Songjiang Base (2)

Manufacturing base and matching quality system obtained China and EU GMP certification

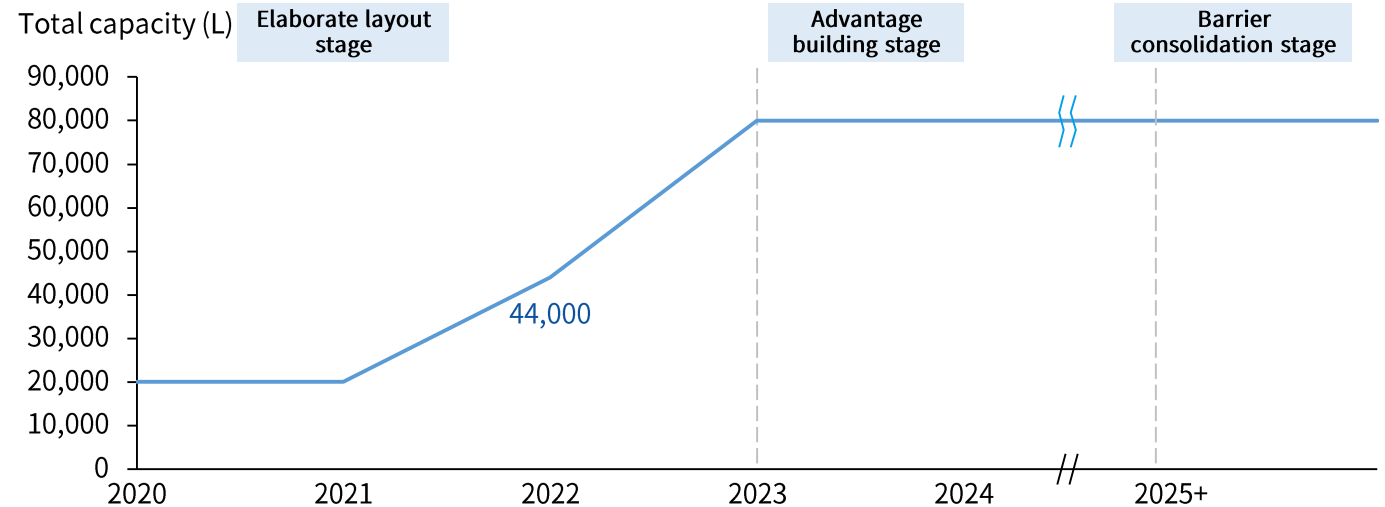
First to use innovative manufacturing technology:
Single-use technology
Continuous production technology



Quality management system covers whole product cycle

Benchmarking global highest quality standards with manufacturing base certified by China and EU, lay foundation for global commercialization

Forecast of Henlius capacity



Elaborate layout stage (2020-2022)

Proper capacity arrangement, pre-match corresponding technology and production line for products, maximize capacity

Prospective production design and process optimization with the aim to achieve leading total cost

Explore external CMO possibility

Advantage building stage (2023-2025)

Successfully and commercially apply innovative technology,

Forecast industry/company's future innovative product type, develop leading technology in advance

Build domestic leading position with total capacity and technology advantages

Barrier consolidation stage (2025+)

Continue to optimize process, build industry-wise quality/cost-leading production line

Assist government improve biologics manufacturing standards, establish made-in-China quality benchmark

2.3

2020 Review: Commercial Operation

Commercialization Strategy to Achieve Market Share through Differentiation Based on Ecosystem Empowerment

Build preliminary ecosystem
Assist successful product launch

2020-2022

汉曲优®: efficient market access and coverage, optimize HER2+ patient therapy ecosystem

汉利康®: fully utilize first-mover advantage to establish and consolidate market-leading position

汉达远®: utilize partner's rich experience in rheumatology area, develop RA market, build market-leading position

HLX04 (bevacizumab) : prepare for VBP in advance, grasp opportunity to be market-leading competitor

HLX10 (PD-1): advance fast launch, indication expansion and market access of PD-1, achieve differentiated competition through I/O combo strategy, rapidly gain market share in multiple tumors

Improve ecosystem
Build mature collaboration platform

2023-2024

Continue to increase and strengthen our own commercial capability, especially access and market promotion competitiveness

Promote diversified collaboration for doctor-patient ecosystem, to help expand Hanli Kang with mutual empowerment

Build external collaboration platform for commercial promotion, fully explore mass market potential

Integrate resources, maximize value combination and commercial value for different products

Build leading position through platform integration strategy

2025

Form joint force with upcoming rich case pipeline, provide win-win solution for doctors and patients

Promote platform strategy, build industry leading position

Diversified business development model

汉利康® (rituximab) and 汉达远® (adalimumab): Become Market Leaders

汉利康® (rituximab)

Leader of China Biosimilar

汉达远® (adalimumab)

Give every auto-immune disease patient proper and possible treatment

Become leaders in both core and mass markets

Fully surpass other rituximab competitors

Fully explore market potential of rheumatoid arthritis which is the first-class brand in MDA filing indication (new drug pathway) in China (accepted by NMPA in Dec. 2020)

Become a leader in China's adalimumab market

Build the best commercial team in China's adalimumab market, cover core and mass markets, drive ramp-up of whole rheumatology market

Fully prepare for biologics volume-based procurement



trastuzumab) – “Saving Anyt Breast TNc Cancer Patient Behind”

Collaborative Business Ecosystem:

- Collaborate with medical associations, facilitate
immune level attack
- Empower innovative academic
communication platforms and online
activities

- Collaborate with academic institutions on biosimilar
pricing management research
- Prepare in advance, quickly complete entering
provincial and integrated-planning area medical
insurance system
- Establish pricing strategy and payment plan that fit
mid-/long-term growth

- Select high-quality distributors and DTP pharmacies,
less channels, establish efficient busin
- Establish an optimized pricing system, stabilize product
price
- Align to a similar, creating better bidding/e-commerce
outcomes

- Create strategic partnership-enabled ecosystem
- International top-quality standards for competitive
differentiation
- Build a PhIRDA2 Biosimilar Platform, establish
industry leadership

HLX10 (PD-1, serplulimab) and HLX04 (bevacizumab): Commercial Strategy

HLX10 – Cornerstone of I/O Combo: all tumor targeting, differentiated competition, ecosystem empowerment, globalization

Differentiated development, Advance Combo therapy, expand therapeutic area	Launch with excellence Rapidly release market potential	Globalization Further develop overseas markets
Accelerate expansion of PD-1 indication	Differentiated competition, rapidly increase market share	Market-wise preparation for entering major markets through global multi-center clinical study
Actively advance PD-1 combo therapy	Rapid access	Achieve overseas market development through global partnership including registration, access, commercialization
PD-1 + innovative therapy Combo	Strategic partnership, empower pan-tumor ecosystem	

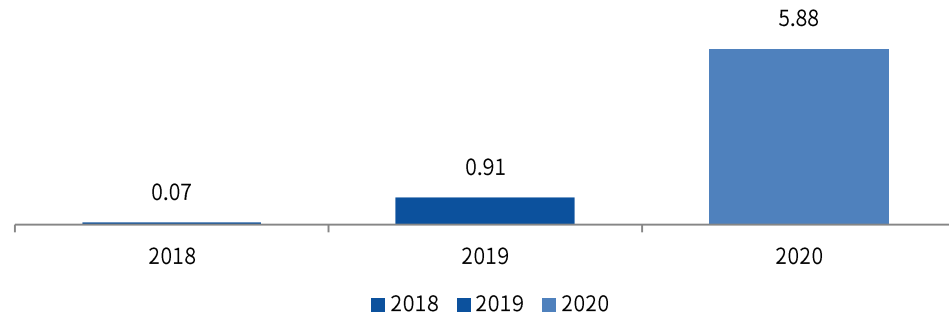
HLX04 – Backbone of anti-VEGF Combo therapy: turn VBP threat into opportunity

Access mass market	Advance market access – prepare for volume-based procurement (VBP)	Explore Combo therapy
Build mass market team	Centralize best resources for rapid market access in mass market	Actively explore the combination with our own products through real-world data or clinical studies initiated by researchers
Enhance platform collaboration with mass market	Meanwhile fully prepare for VBP and turn threat into opportunity	
Rapid deployment for more market share		

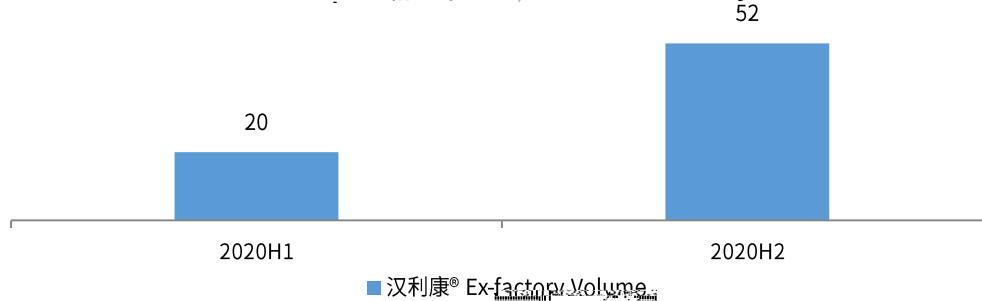
2020 Revenue: Ramp-up of 汉利康® and Launch of 汉曲优® Drove



2018-2020 Total Revenue (Unit: RMB 100M)

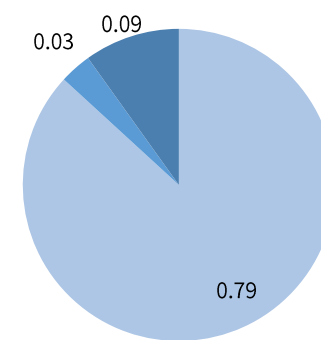


汉利康® Ex-factory Volume (Unit: 10 thousand vials)



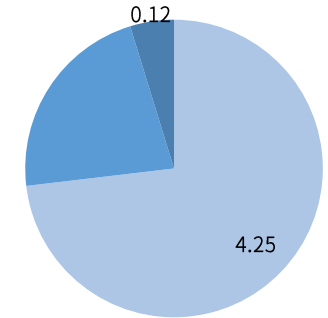
(Unit: RMB 100M)

■ Sales Revenue ■ BD Income ■ Other Income

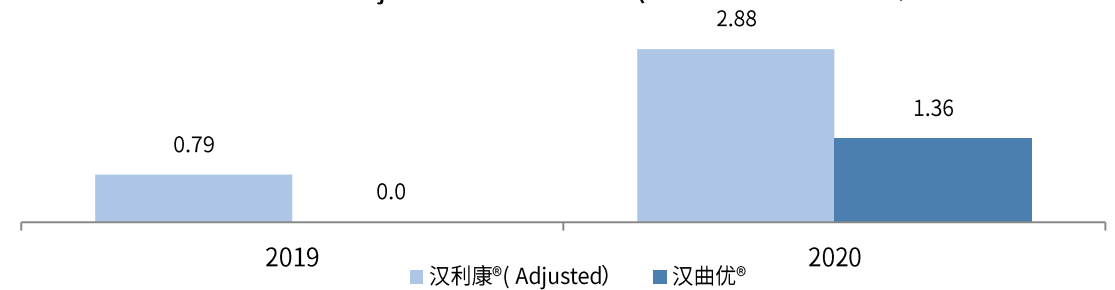


2020 Total Revenue (Unit: RMB 100M)

■ Sales Revenue ■ BD Income ■ Other Income



2019-2020 Major Products Revenue (Unit: 100 million RMB)



Sales of biosimilars continued to increase

汉利康® (rituximab) and 汉曲优® indications: 2,000mg bioreactor approved, 500mg approved, FFU approved (汉利康® retail price: 1,398RMB/100mg)
 汉曲优® (trastuzumab) approved in the EU and China
 汉达远® (adalimumab) approved in China

BD projects were carried forward in an orderly manner

汉曲优® (trastuzumab) - cense: Reached exclusive development and commercialization license agreement in US, South America, Australia with Mabience; cooperation with Accord upgraded and added exclusive commercial rights in Canada and the USA;
 HLX04 (bevacizumab) - Co-development and exclusive license agreement with Essex for Hong Kong, Macao, Singapore, India, and other regions;
 HLX35 (4-1BB/EGFR) - Co-development and exclusive license agreement with Binacea for HLX35 (4-1BB/EGFR)
 GPP219 - Exclusive license agreement with Chiome for antibodies targeting human Trop2

3

2021 Outlook

Outlook for 2021

Commercialization

Capitalize on first-in-class investment and increase the global market coverage of products, continue to commercialize more products

HLX02汉曲优®: fully advance completion of medical insurance activation and tendering/access; complete 70% hospital coverage of top 1000; strive to become market leader with >50% new patient market share in covered market

HLX01汉利康®: continue to advance market expansion, fully become market leader

HLX03汉达远®: complete most of a total of 1000 hospitals tendering/access, and key hospital coverage; fully utilize commercial team's experience in rheumatology area to gain significant market share

HLX04 (bevacizumab): approval expected in 2021Q4. initiate strategic layout preparation

HLX01 (rituximab) - obtain marketing authorization approval by the end of 2021 or in the first half of 2022; fully prepare for launch

HLX10 (PD-1): file NDA for MSI-H in the short term; file NDA for sq-NSCLC in 2021H2

R&D

Rapidly build diversified clinical-stage innovative pipeline through internal R&D and license-in

Continue to optimize and accelerate the R&D pipeline, improve the decision-making mechanism and working mode, and significantly improve the efficiency of R&D

HLX10(PD-1) based clinical trial of immuno-oncology combination therapy for indication of squamous non-small cell lung cancer, non-squamous non-small cell lung cancer, extensive stage small cell lung cancer, esophageal squamous cell carcinoma, gastric cancer, hepatocellular carcinoma, and squamous cell carcinoma will be further promoted in 2021

Accelerate expansion of innovative potential targets, antibody-drug conjugates (ADC) products and oncolytic virus products through license-in

Manufacturing

Maintain high quality standards and continue to promote industrialization deployment

Xuhui guaranteeing "Henlius Quality" , further promote effective operation, continue to decrease cost; add a pre-filled needle production line

Songjiang Base (1): complete process validation of 24,000L capacity, pilot workshop completes continuous production

Songjiang Base (2): initiate trial production and start relevant validation work



Reliable Quality | Affordable Innovation

