



2023 WuXi AppTec Investor Day

**WuXi Biology:**

**An End-to-End Discovery Biology Platform**

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## 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, our ability to protect our clients’ intellectual property, unforeseeable international tension, competition, the impact of emergencies and other force majeure. Our forward-looking statements in this presentation speak only as of the date on which they are made, and we assume no obligation to update any forward-looking statements except as required by applicable law or listing rules. Accordingly, you are strongly cautioned that reliance on any forward-looking statements involves known and unknown risks and uncertainties. All forward-looking statements contained herein are qualified by reference to the cautionary statements set forth in this section. All information provided in this presentation is as of the date of this presentation and are based on assumptions that we believe to be reasonable as of this date, and we do not undertake any obligation to update any forward-looking statement, except as required under applicable law.

## Non-IFRS Financial Measures

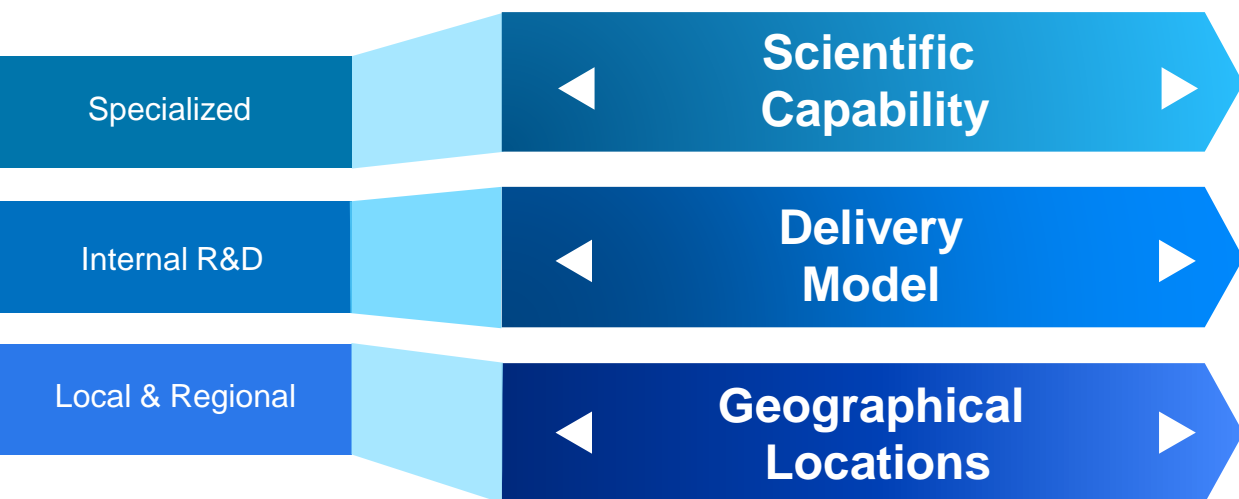
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We provide non-IFRS gross profit and non-IFRS net profit attributable to owners of the Company, which exclude share-based compensation expenses, listing expenses and issuance expenses of convertible bonds, fair value gain or loss from derivative component of convertible bonds, foreign exchange-related gains or losses and amortization of intangible assets acquired in business combinations, non-financial assets impairment, etc. We also provide adjusted non-IFRS net profit attributable to owners of the Company and earnings per share, which further exclude realized and unrealized gains or losses from our venture capital investments and joint ventures. Neither of above is required by, or presented in accordance with IFRS.

We believe that the adjusted financial measures used in this presentation are useful for understanding and assessing our core business performance and operating trends, and we believe that management and investors may benefit from referring to these adjusted financial measures in assessing our financial performance by eliminating the impact of certain unusual, non-recurring, non-cash and non-operating items that we do not consider indicative of the performance of our core business. Such non-IFRS financial measures, the management of the Company believes, is widely accepted and adopted in the industry the Company is operating in. However, the presentation of these adjusted non-IFRS financial measures is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with IFRS. You should not view adjusted results on a stand-alone basis or as a substitute for results under IFRS, or as being comparable to results reported or forecasted by other companies.

# WuXi Biology: A Global Drug Discovery Biology Enabler with Comprehensive Capabilities

## Drug Discovery Biology Organizations



**WuXi Biology: The only organization that meets all three criteria**



**Comprehensive**



**Enabler**



**Global**

# Comprehensive Platform to Evaluate Drug Candidates

Target

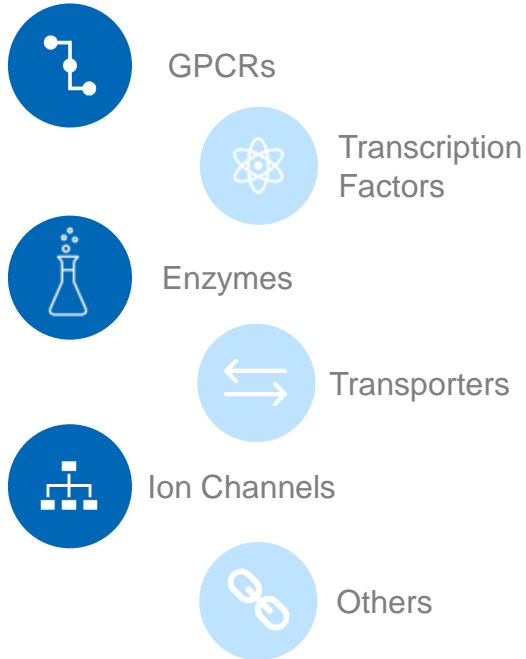
Hit

Lead

Candidate

IND

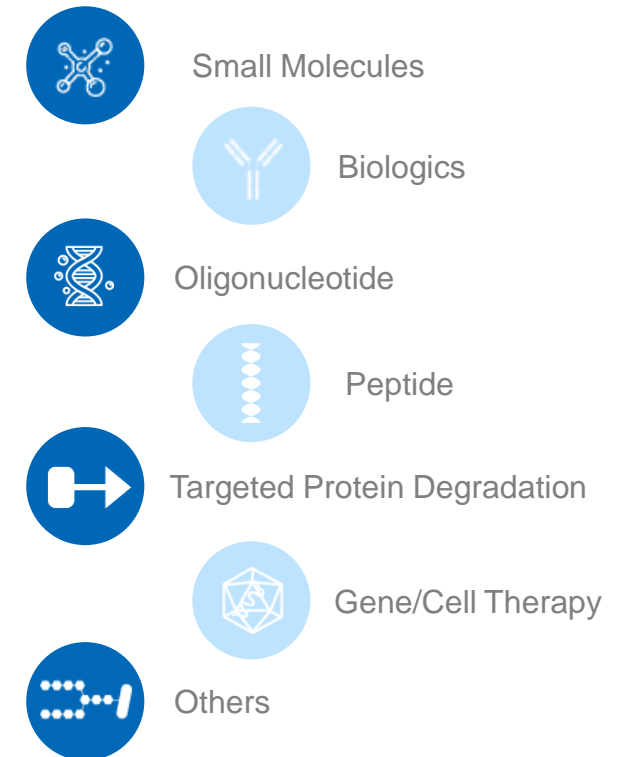
## Target Classes



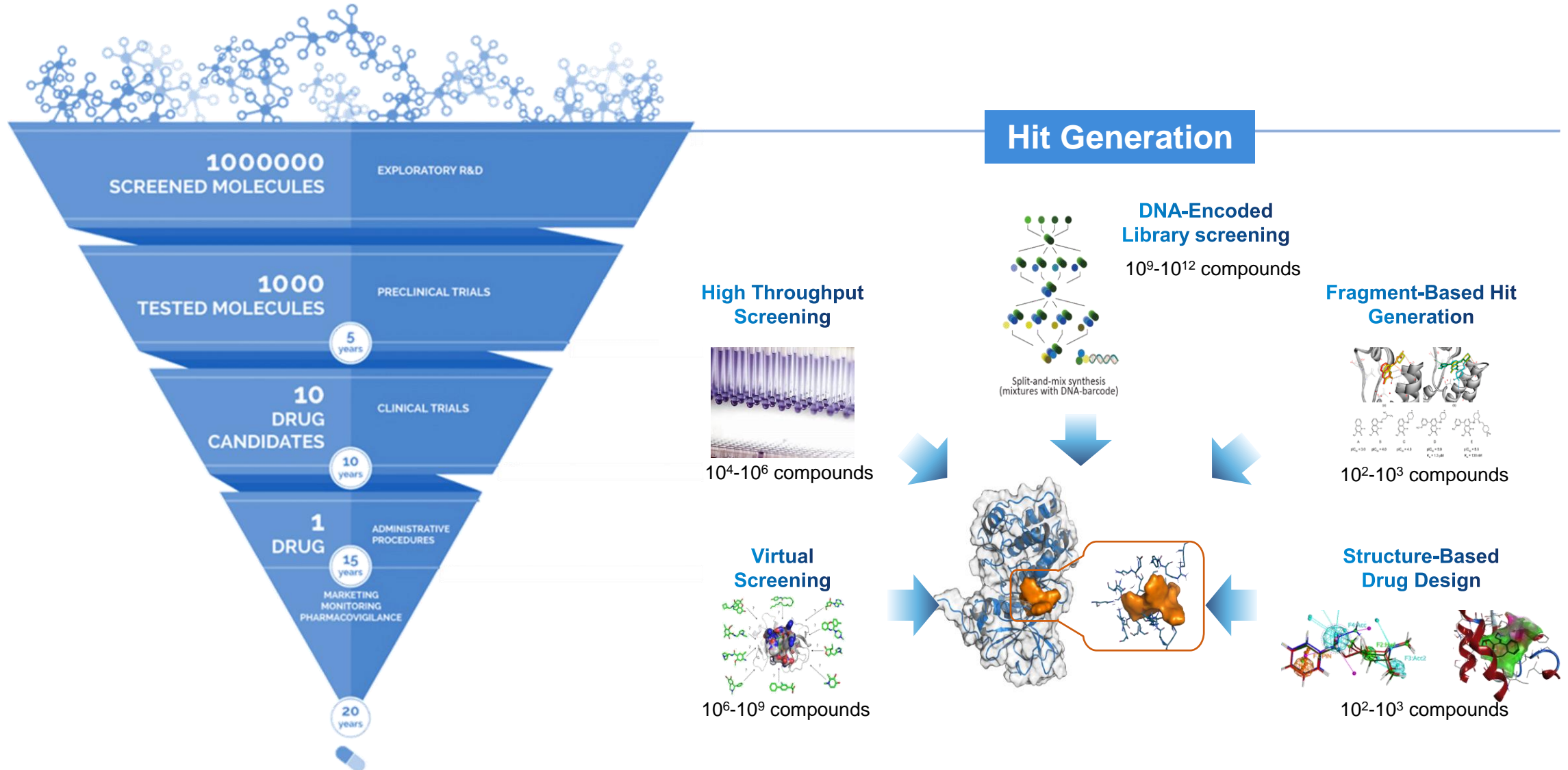
## Therapeutic Areas



## Modalities



# Comprehensive Capabilities for Hit Generation



# A Global Site Network

## CHINA



Shanghai (WGQ)



Shanghai (Zhangjiang)



Suzhou



Qidong



Chengdu

## UNITED STATES



Boston



Cranbury



San Diego



Munich

## GERMANY

Operational **Resilience** through Global Site Network

# Build New Capacity to Support Future Growth

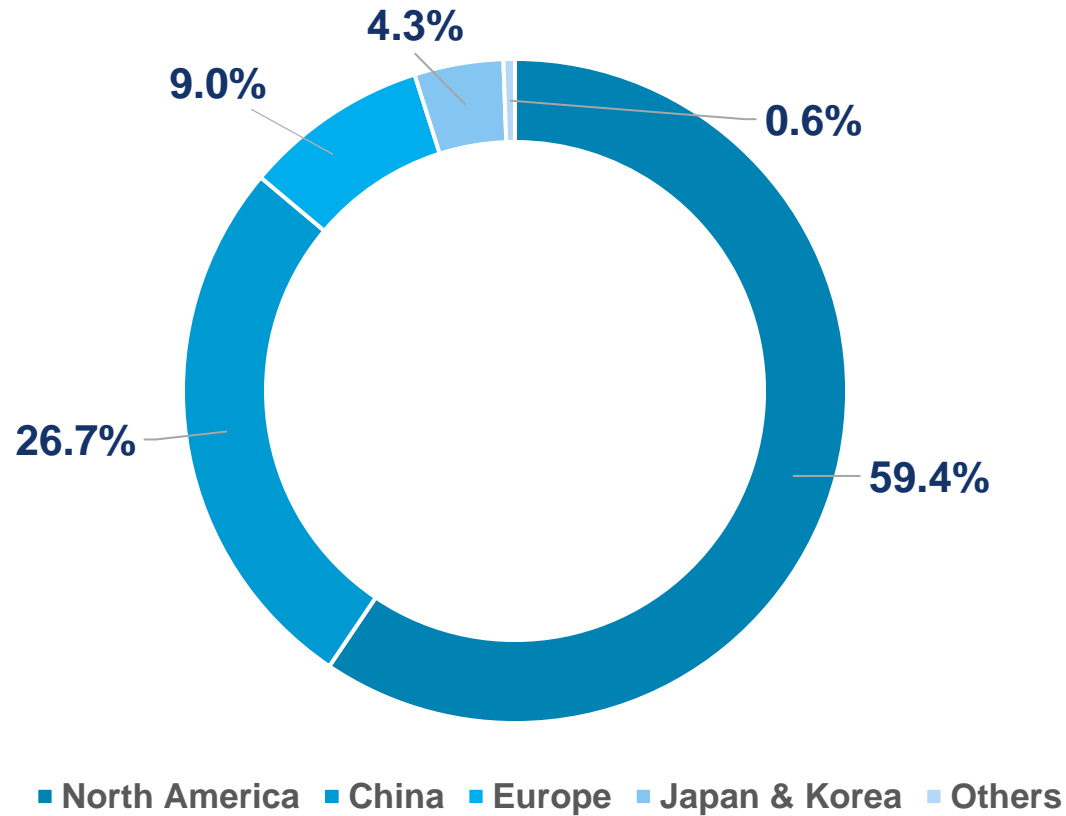


**New Biology Lab Building  
in Suzhou ~20,000 m<sup>2</sup>,  
plan to start operation in 2024**

# A Global and Rapidly Growing Customer Base



## Geographic customer revenue distribution in 2022



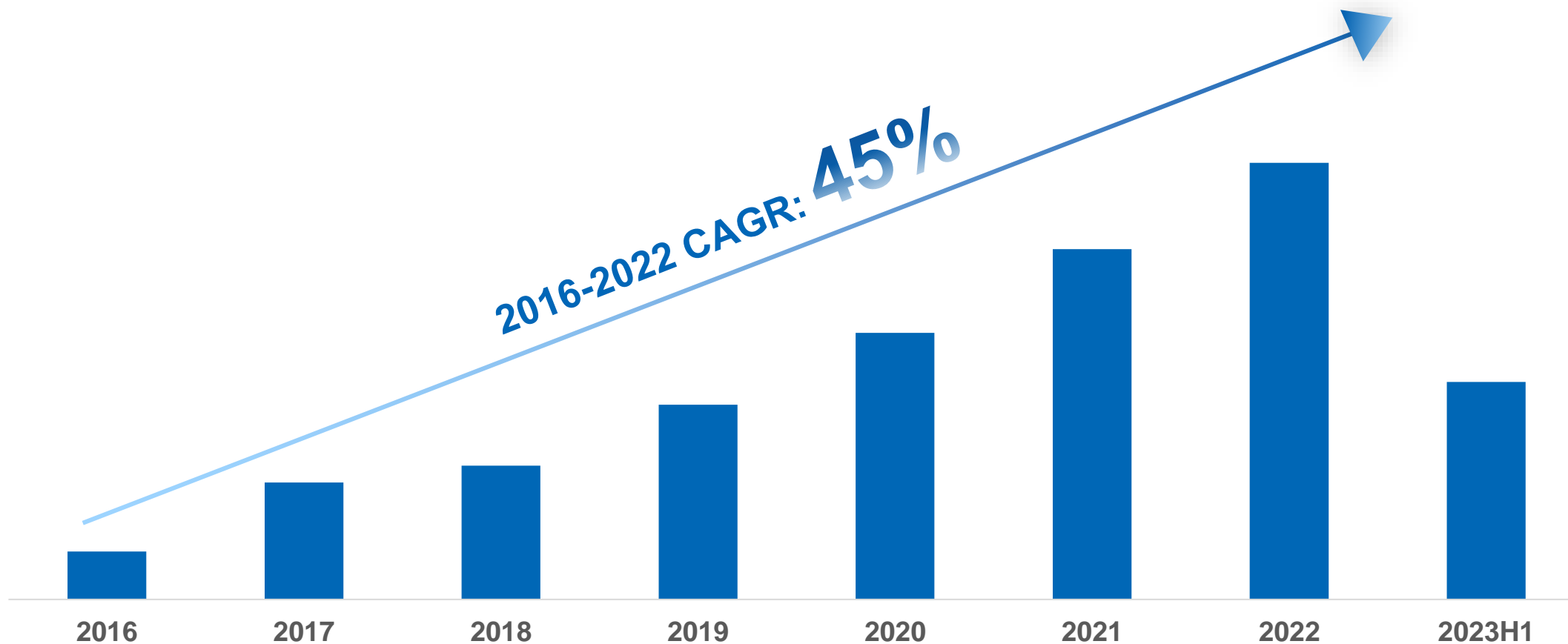
## # of active customer



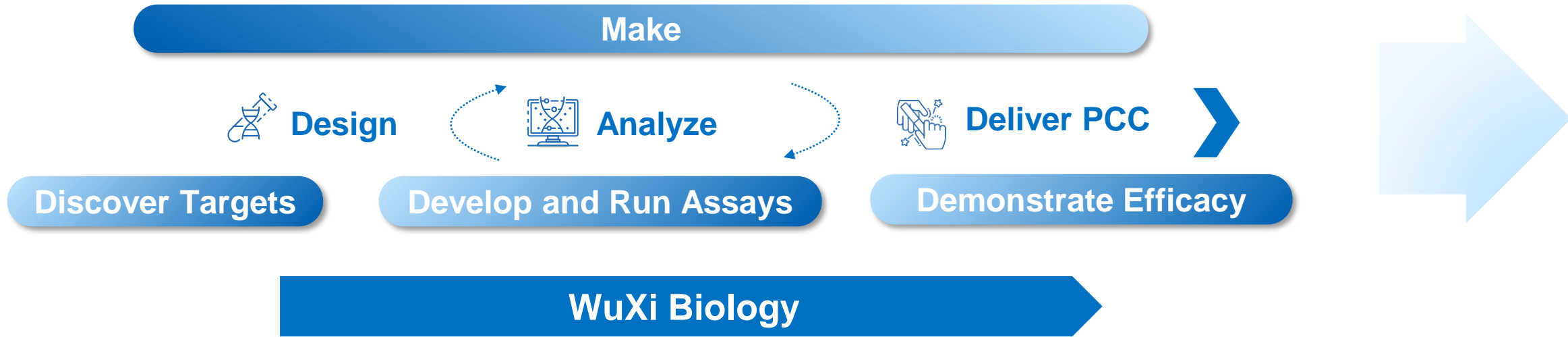


# Robust and Continuous Business Growth

2016 to 2022 Fully Year and 2023 H1 revenue



# Enable Innovation through Making, Discovering and Testing



# Enable Innovation through Discovering and Testing

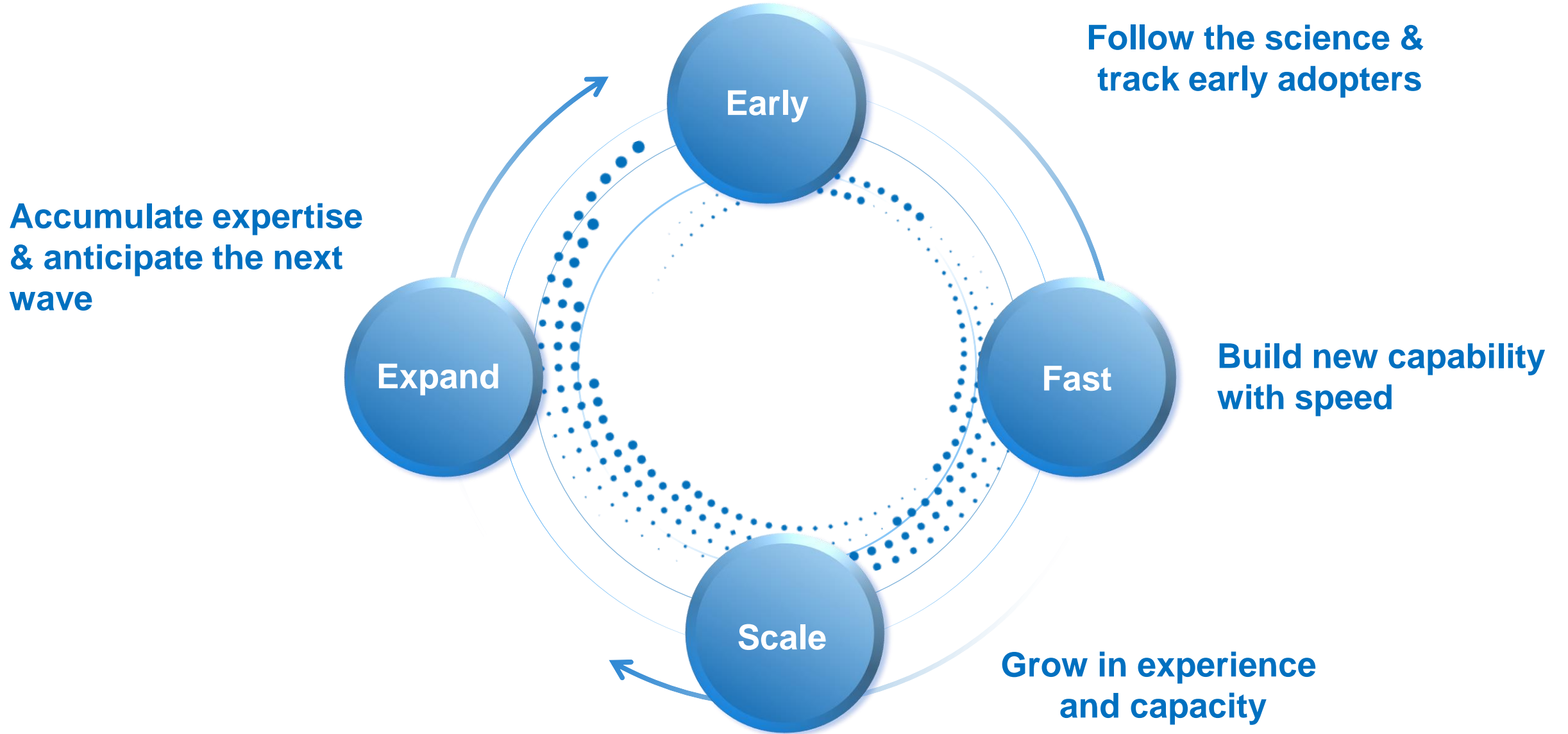


## WuXi Biology



 <p><b>Capability</b></p>	 <p><b>Capacity</b></p>	 <p><b>Quality</b></p>	 <p><b>Synergy</b></p>
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# The Flywheel of Capability and Business Growth



# DNA Encoded Library (DEL)



Early

Pioneered in DEL Kit business model



Fast

Turn service into product in 6 months



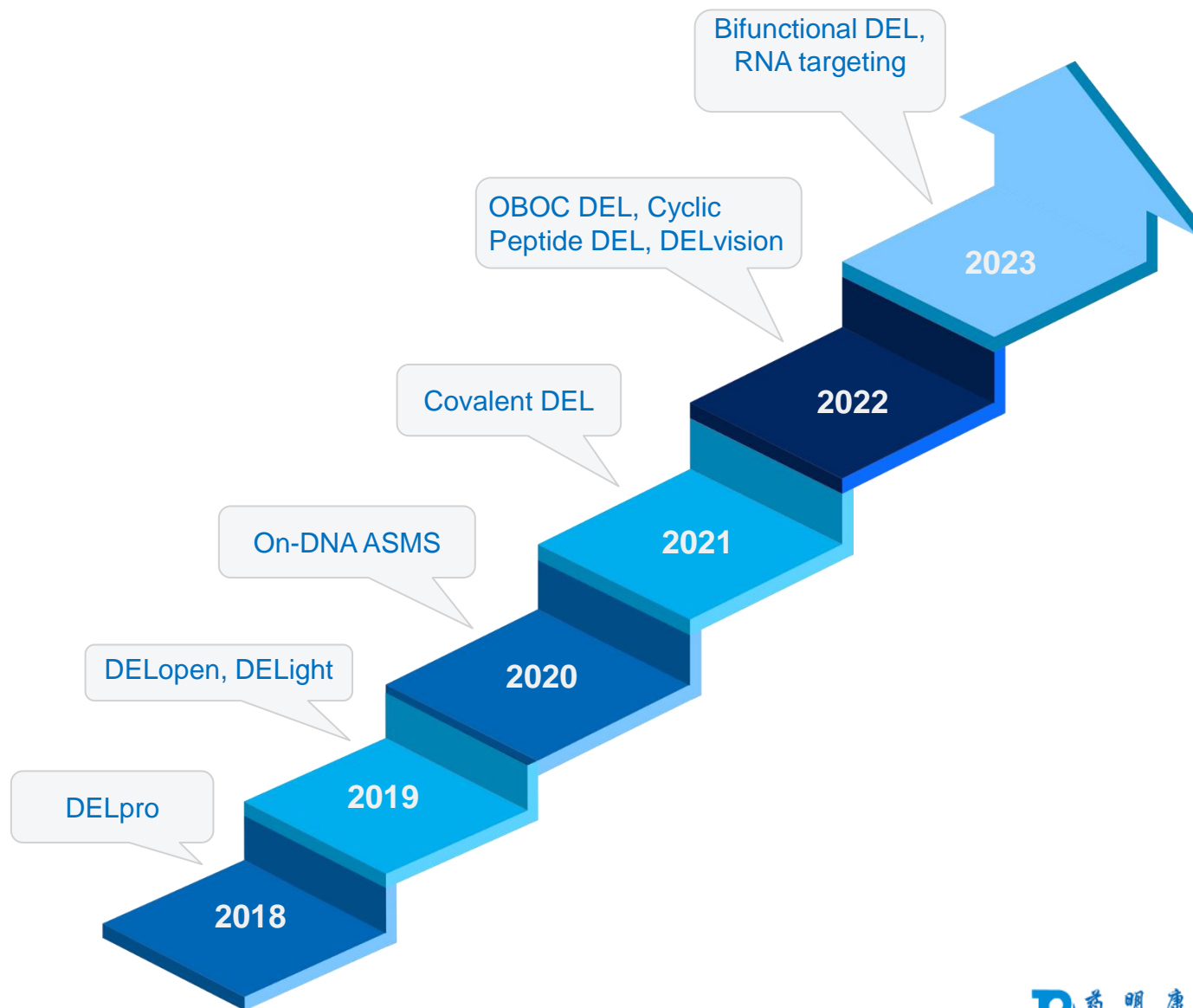
Scale

Serving the largest global customer base 1600+



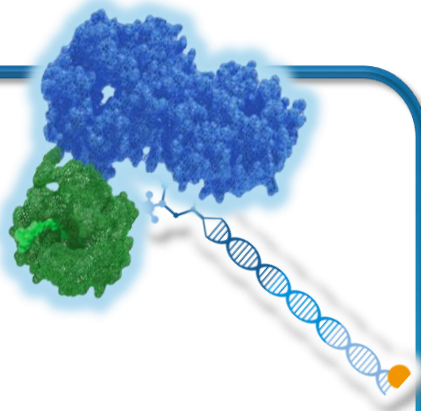
Expand

Continually responding to new applications of DEL



# Leader in DNA Encoded Library (DEL) Technology

- **Largest** global customer base
- **Pioneer DEL Kit** business model
- **Unique** WuXi library with drug-like scaffolds
- **World renowned** academic advisors
- **44** patent applications, with **23** granted to date
- **22** published academic papers
- **Strong synergy** with WuXi Chemistry capabilities



>90B

Small molecules

>150B

Macrocycles

>400

libraries

4

New Modality DEL

1600+

Global Customer

500+

Target Screened

## Conventional DEL

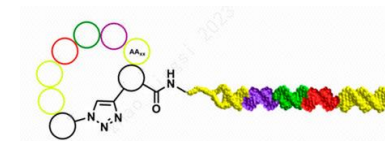


## New modality DEL

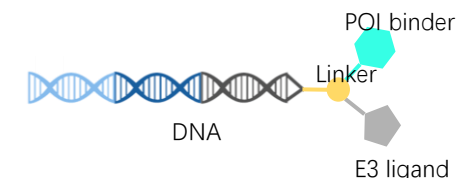
### 56M Covalent DEL



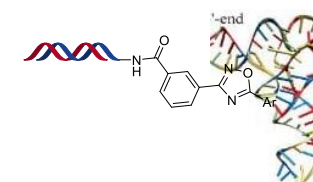
### 250B Peptide DEL



### 3.2B Bifunctional DEL



### 100M RNA focused DEL



# Early Capability Building in Emerging Technologies

Bispecific antibody

ADC

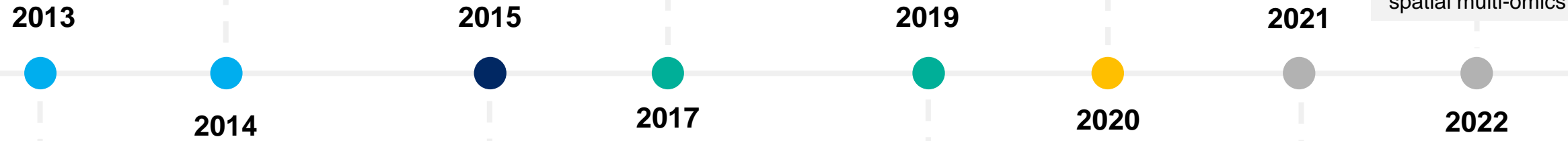
Target Protein Degradation

Stem cell

Oncolytic viruses

OBOC

Single-cell and spatial multi-omics



CRISPR

CRISPR-Cas9

Cancer vaccine

Oligonucleotide

Fusion protein

Tumor Infiltrating Lymphocyte

CHIMERIC ANTIGEN RECEPTOR (CAR)

CAR-T / Cell Therapy

AAV / Gene Therapy

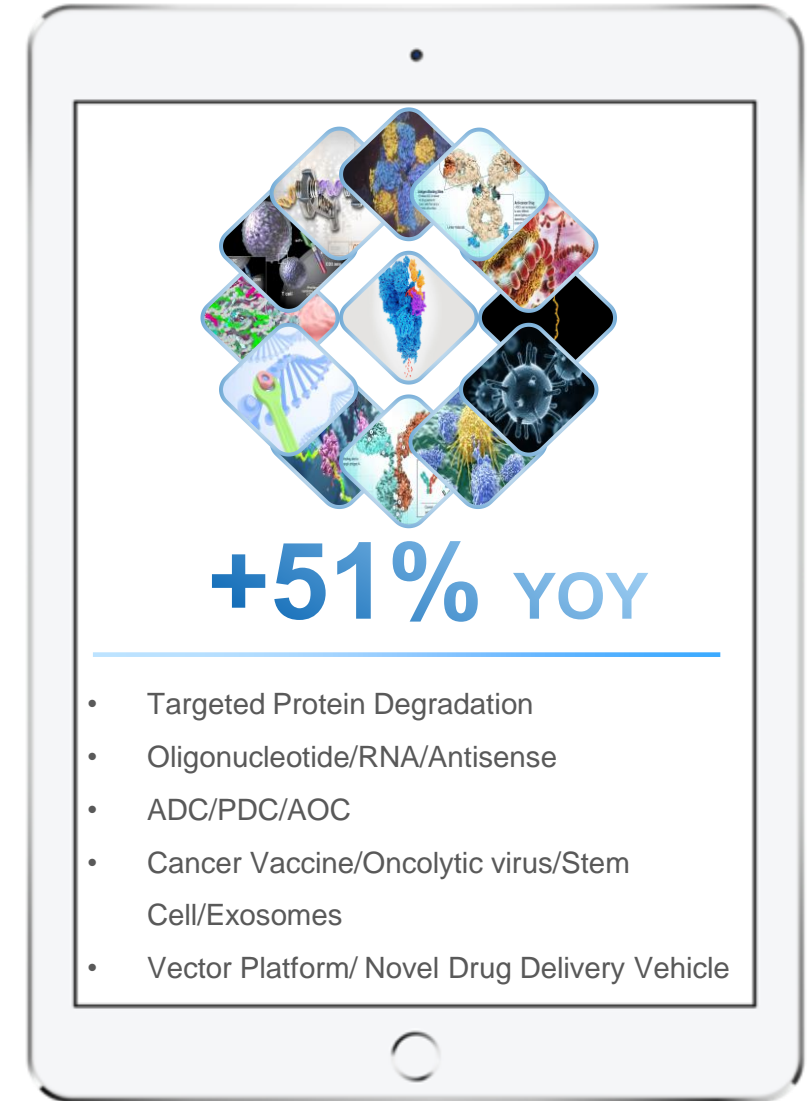
Covalent inhibitor

# New Modality Market Expansion

**~47%** of China-based customers

**~27%** Of active customers in market\* collaborate with us in recent 4 years

**~22%** of non-China-based customers

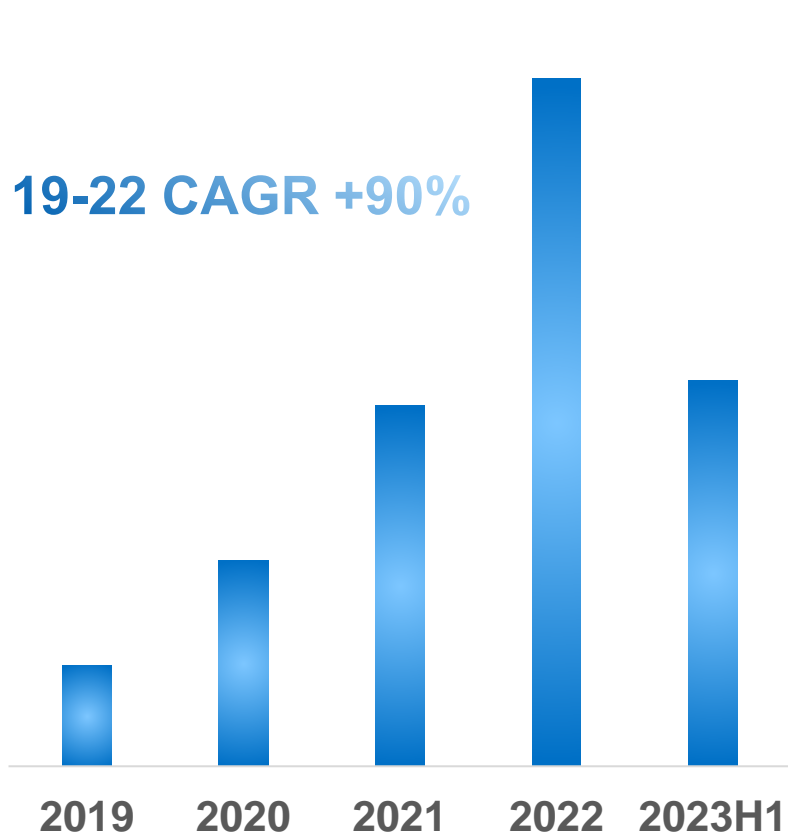


\*According to internal analysis

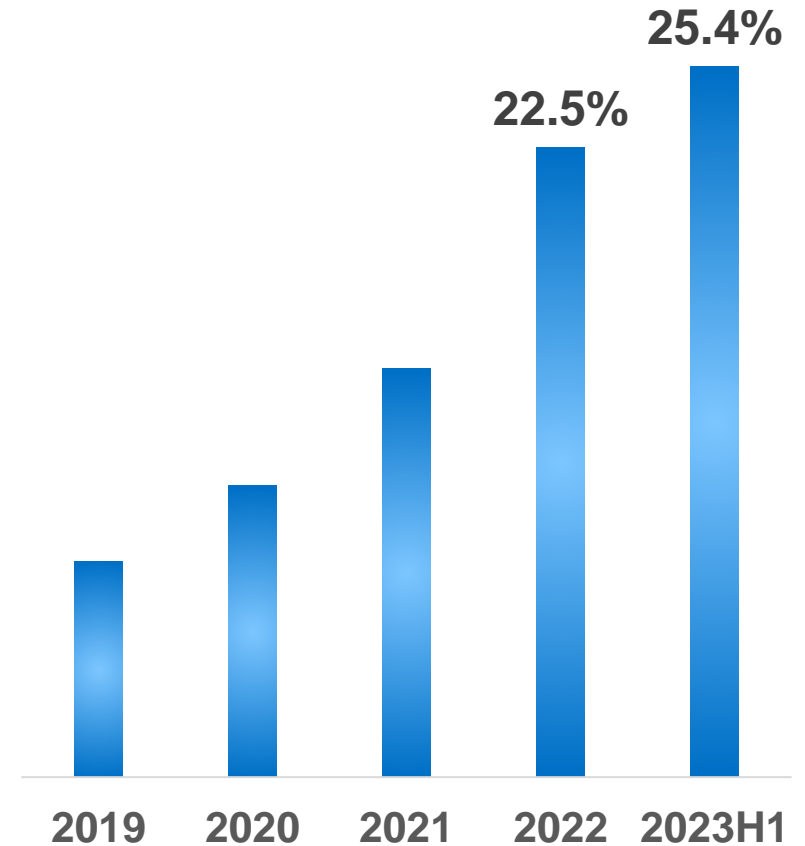
\*Internal data source: public information such as press releases on the company's official website, industry media reports, etc.



# Multi-modality Expansion Supports Drug Discovery



Revenue from Biologics  
& New Modalities



Biologics and New Modalities  
Contribution to Total Revenue

# Rapid Establishment of Targeted Protein Degradation Capability



Capability set up during the first wave of targeted protein degrader candidates



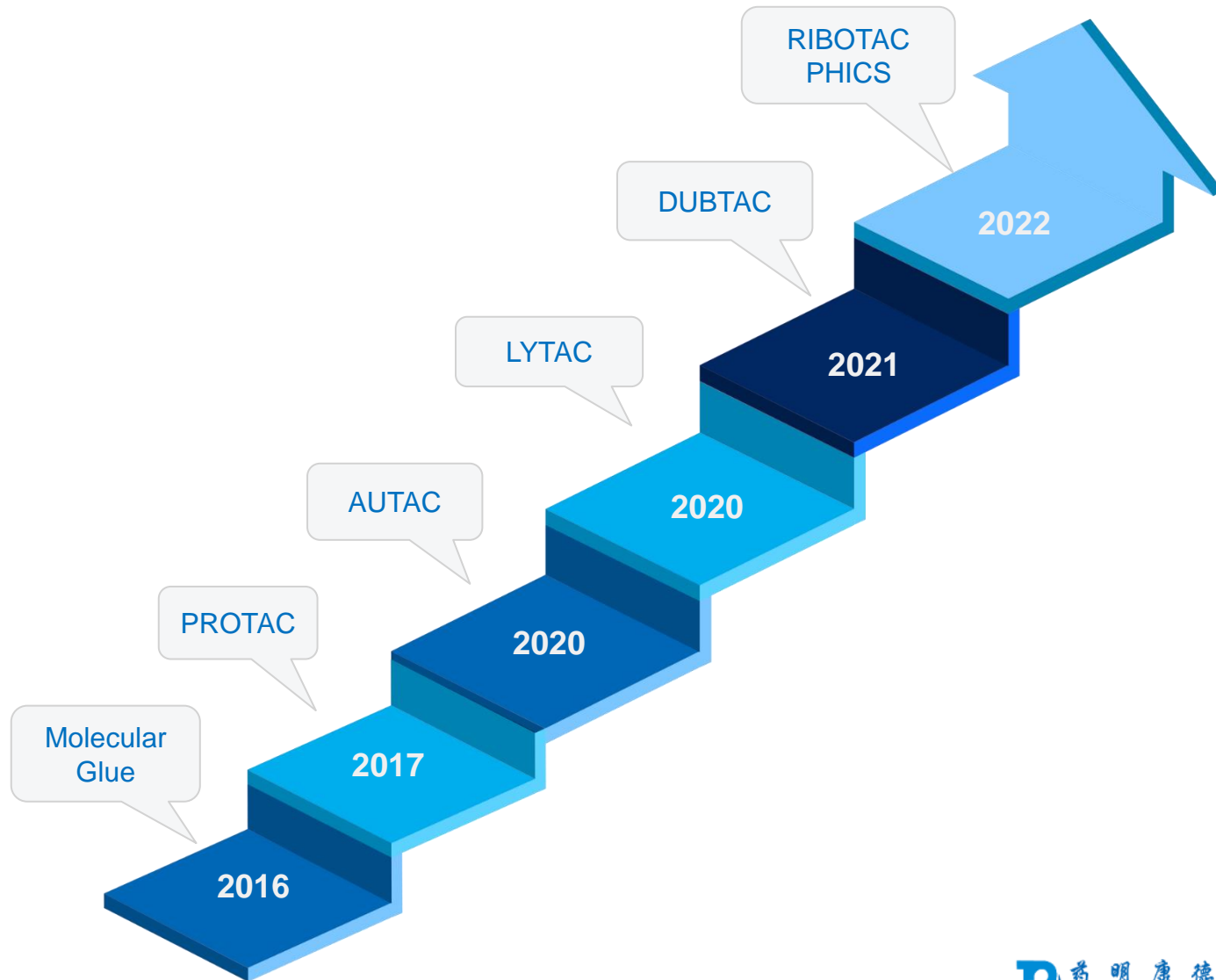
Comprehensive platforms established in short period



Cover all discovery steps in Biology  
**>100** targets involved



Expanded to more novel degrader types (LYTAC, AUTAC, DUBTAC, RIBOTAC, etc.)

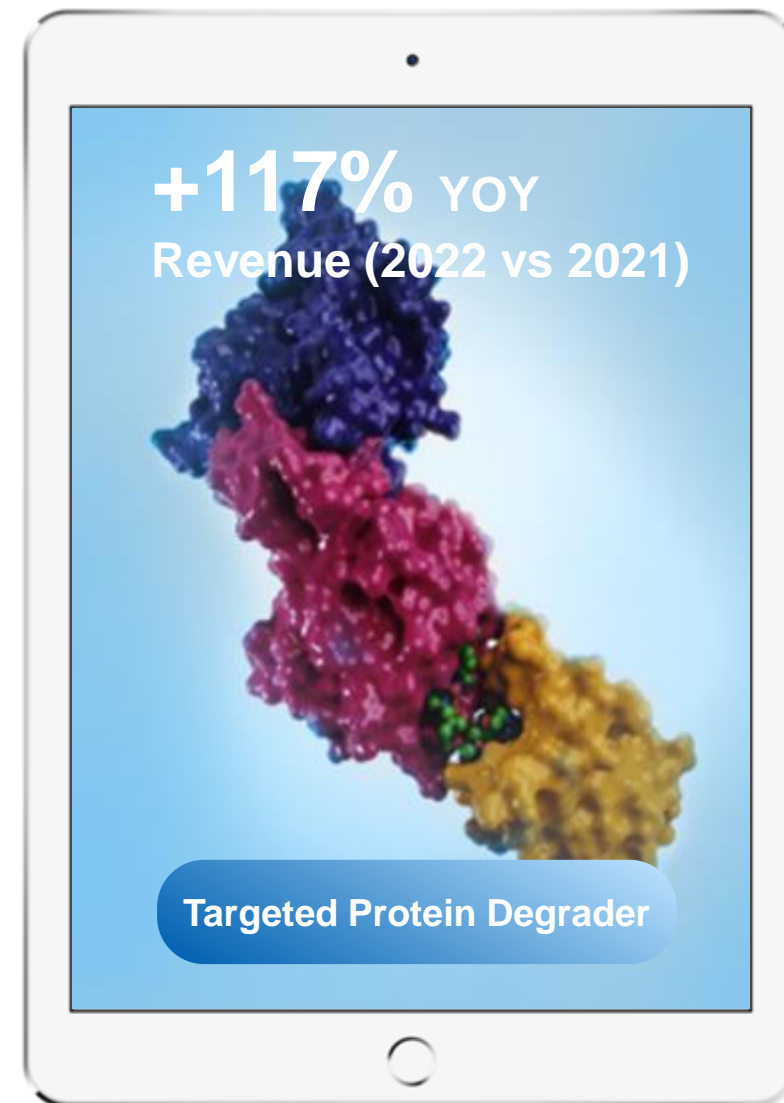


# Targeted Protein Degradation Market Expansion

**~75%** of China-based customers

**~60%** Of active customers in market\* collaborate with us in recent 4 years

**~55%** of non-China-based customers



\*According to internal analysis

\*Internal data source: public information such as press releases on the company's official website, industry media reports, etc.

# Nucleic Acid Therapeutics



Early

Among the earliest to establish RNA Discovery capability in CRO



Fast

A comprehensive platform with one stop capabilities



Scale

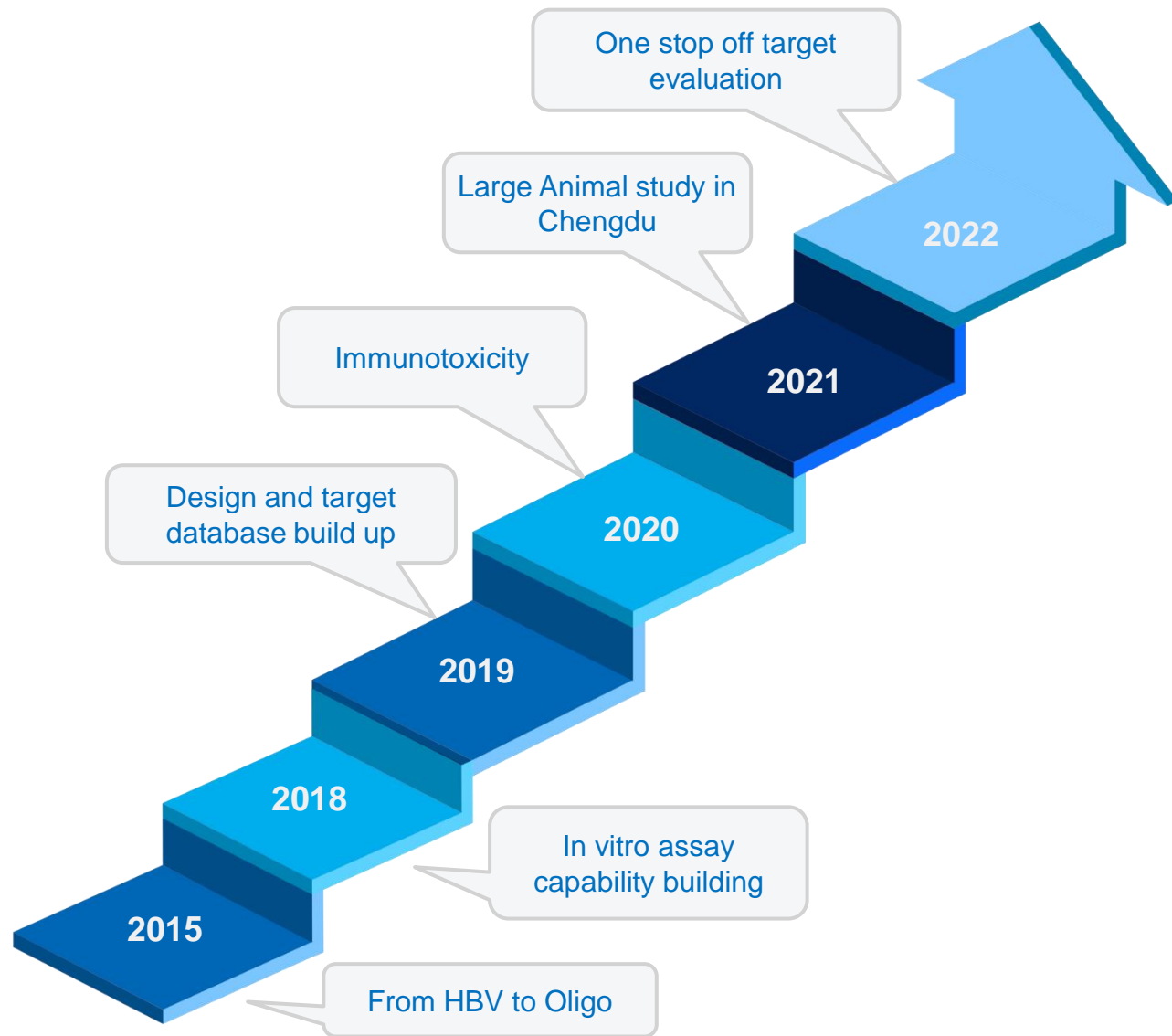
>100 different targets

An integrated biology platform  
Strong synergy with Chemistry & Testing



Expand

mRNA discovery platform

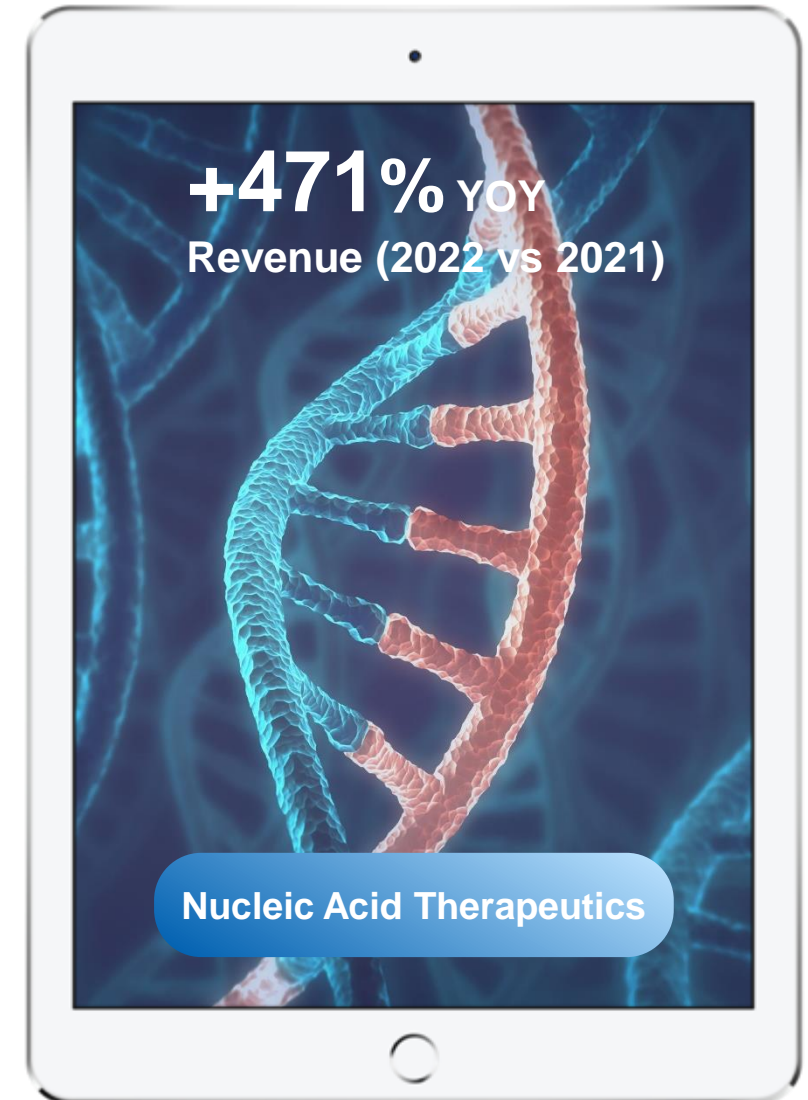


# Nucleic Acid Therapeutics Market Expansion

**~60%** of China-based customers

**~36%** of active customers in market\* collaborate with us in recent 4 years

**~27%** of non-China-based customers



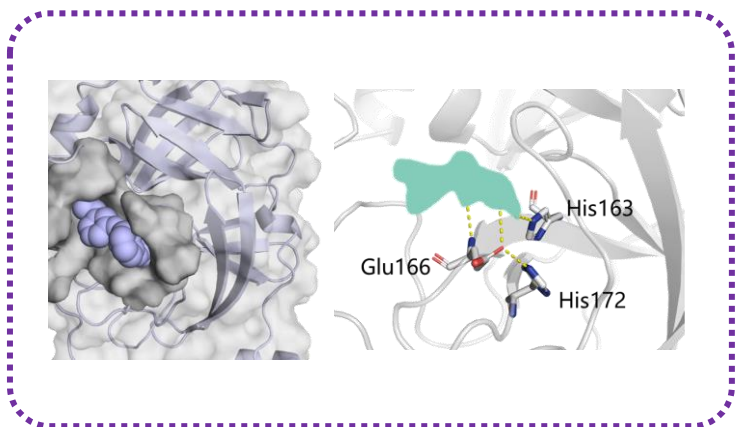
\*According to internal analysis

\*Internal data source: public information such as press releases on the company's official website, industry media reports, etc.

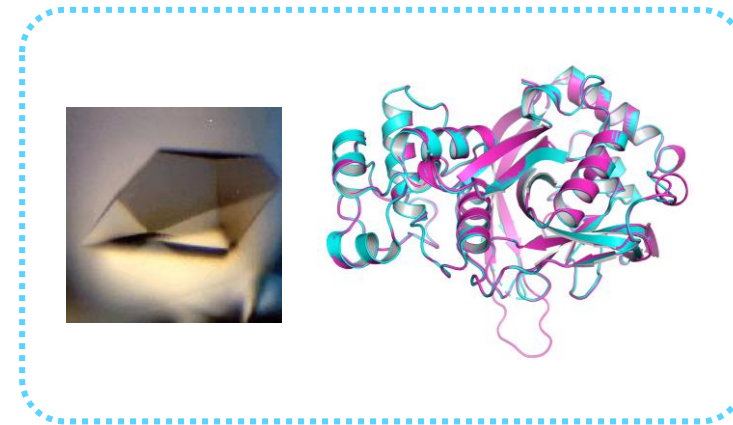
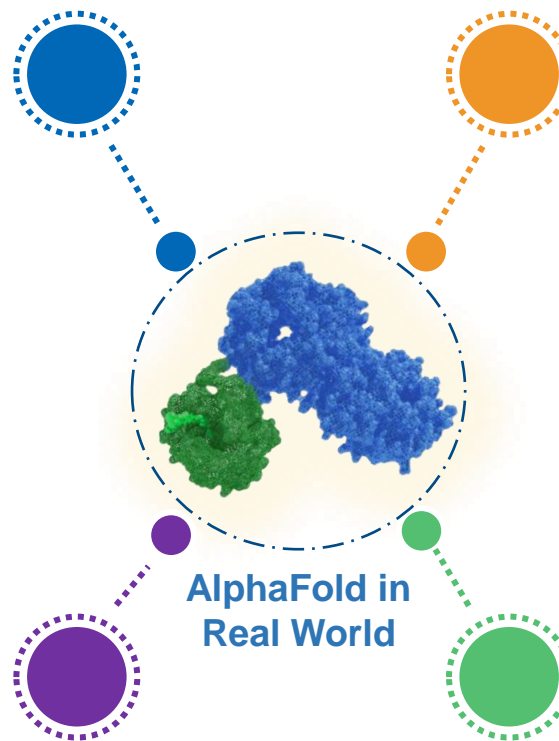
# Realize the Value of AlphaFold across Biology



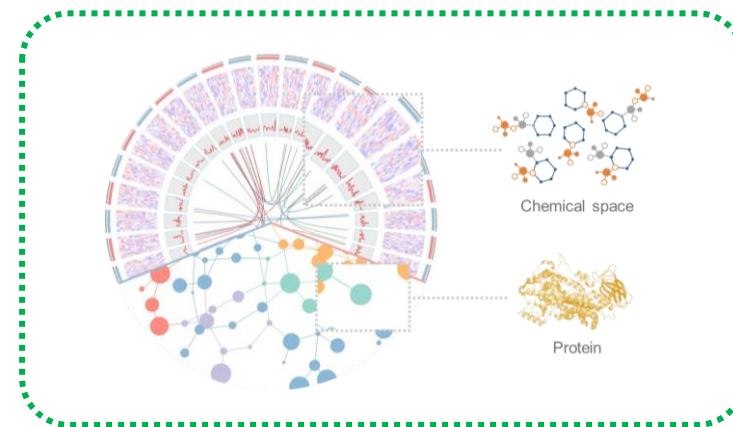
High throughput construct design & protein production



Structure-based virtual screening

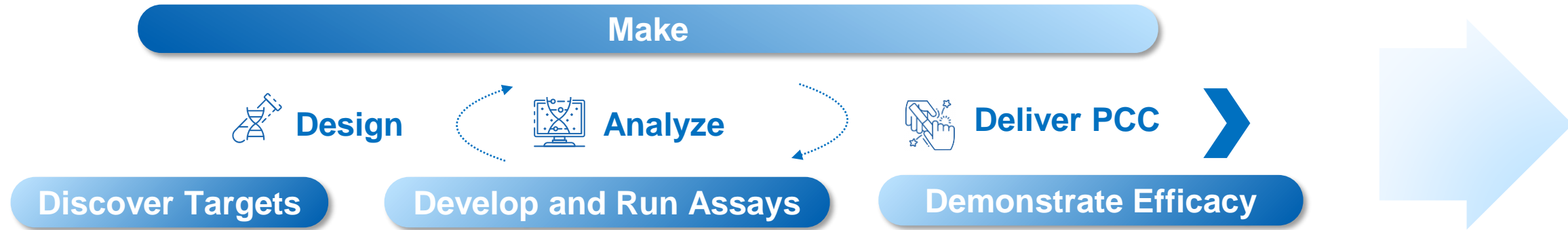


Pocket analysis & crystallography



AlphaFold + DEL → DELvision

# Enable Innovation through Discovering and Testing



## WuXi Biology



# Oncology & Immunology



Among the earliest to establish immune profiling and target ID screening in CRO



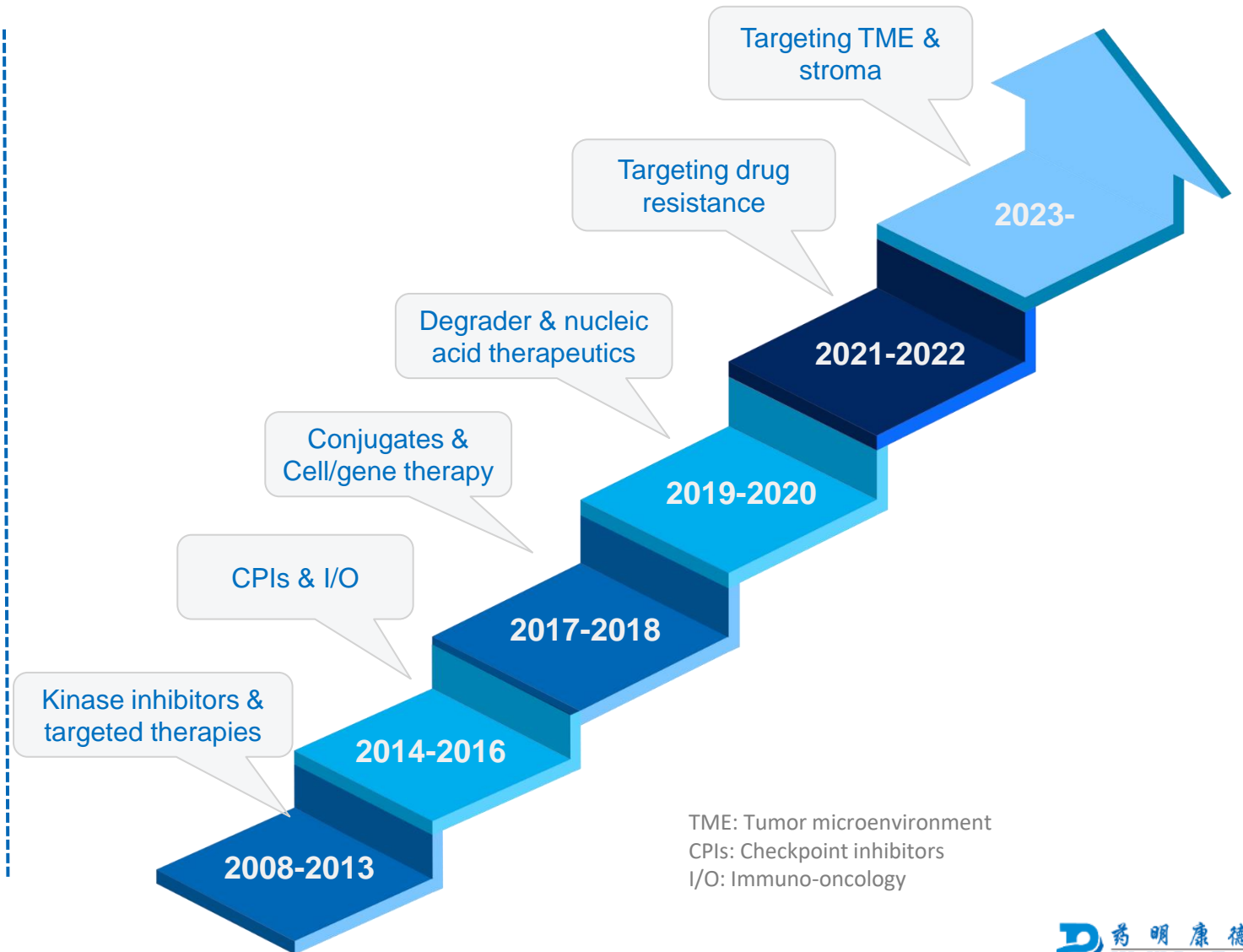
Establish induced drug resistant model panels in 6 months



1200+ cell-lines  
4000+ disease models



Single-cell and spatial multi-omics



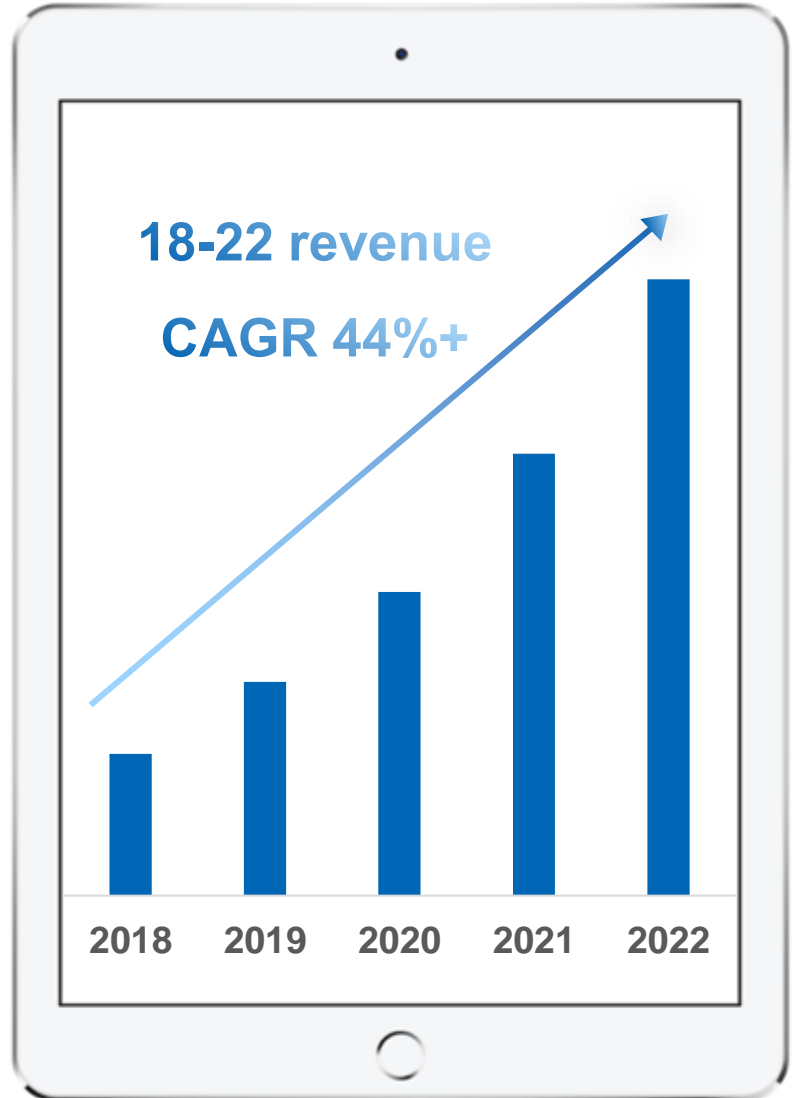


# Oncology & Immunology Market Expansion

**~50%** of China-based customers

**~40%** of active customers in market\* collaborate with us in recent 4 years

**~35%** of non-China-based customers



\*According to internal analysis

\*Internal data source: public information such as press releases on the company's official website, industry media reports, etc.

# Antiviral Discovery Platform



One of the **earliest** antiviral platforms in CRO back in 2008



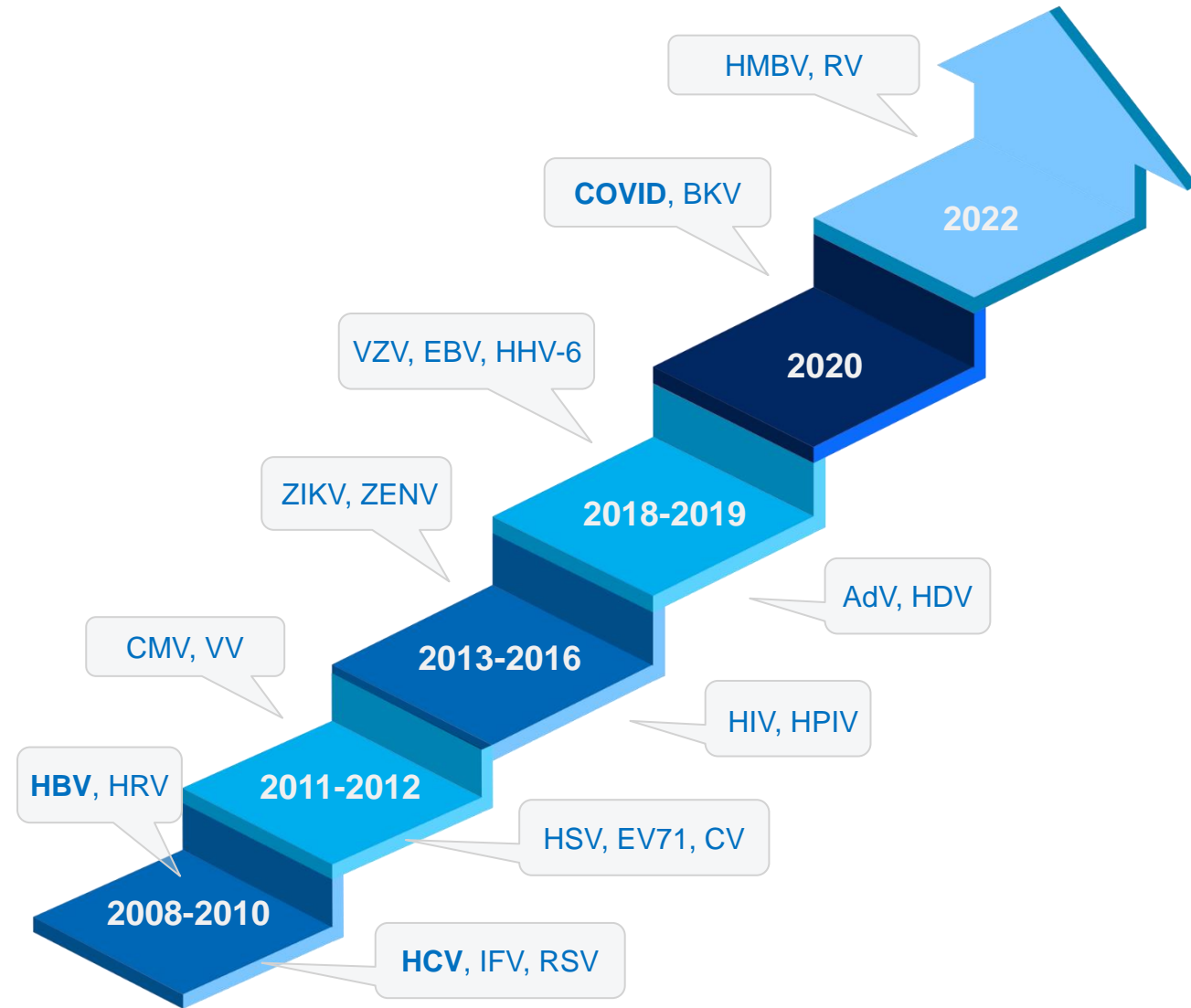
**<3** months to establish COVID capability



**25+** different viruses  
**800+** projects per year



**70+** IND studies per year  
Extension to siRNA, viral vector



# Infectious Disease Market Expansion

**~54%** of China-based customers

**~28%** of active customers in market\* collaborate with us in recent 4 years

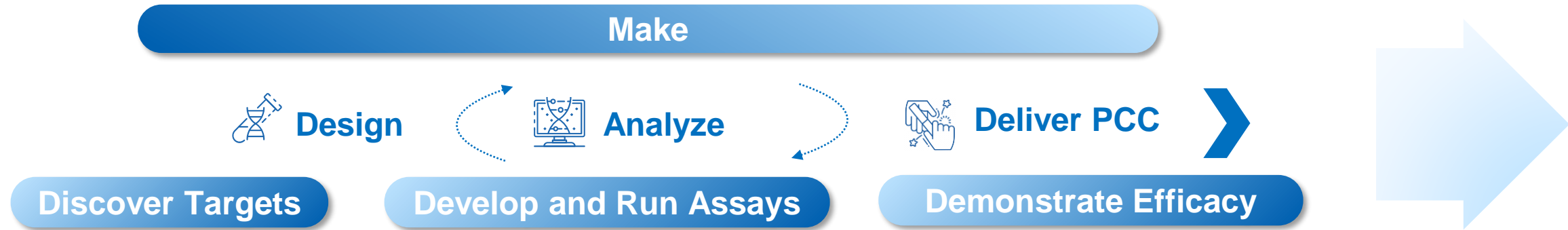
**~20%** of non-China-based customers



\*According to internal analysis

\*Internal data source: public information such as press releases on the company's official website, industry media reports, etc.

# Enable Innovation through Discovering and Testing

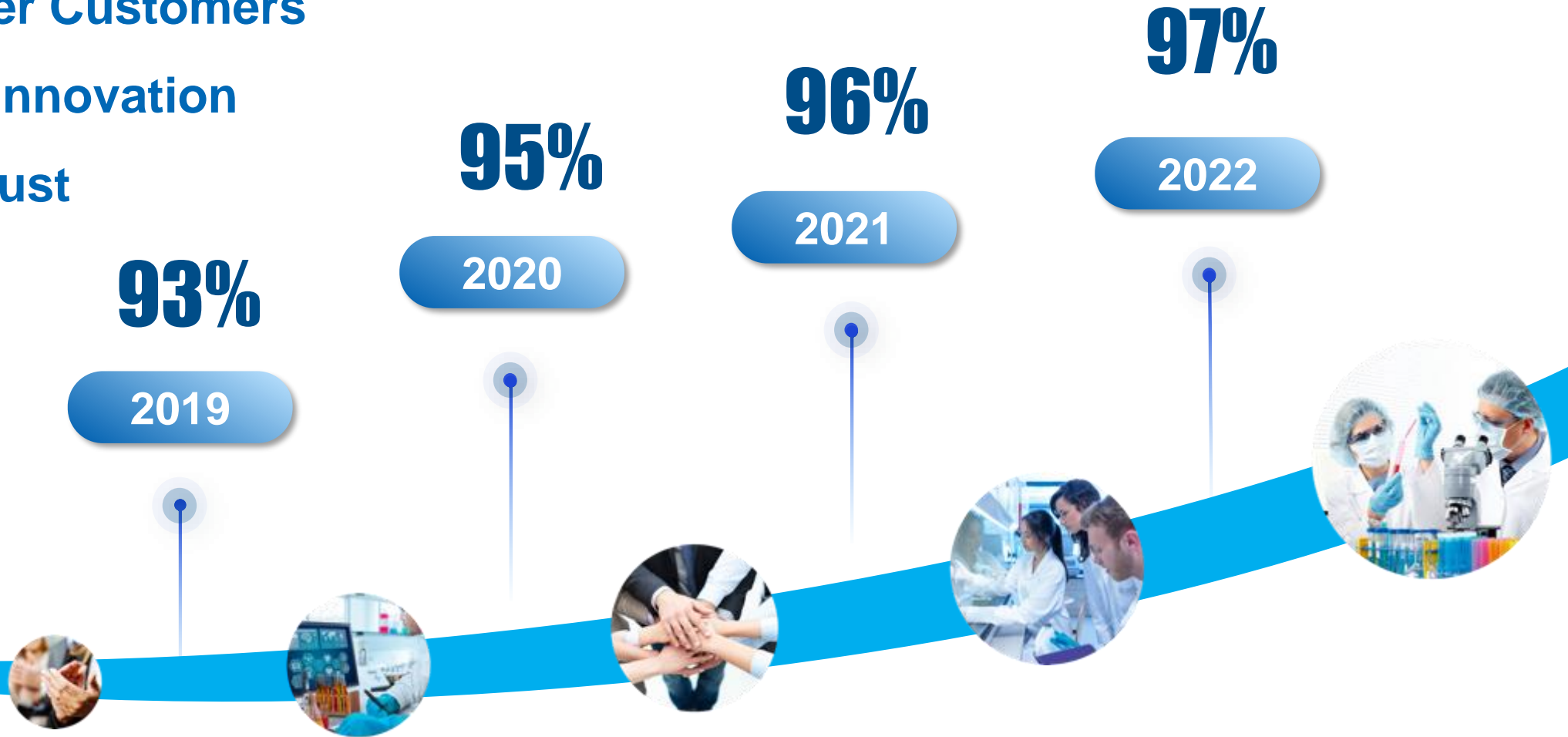


## WuXi Biology



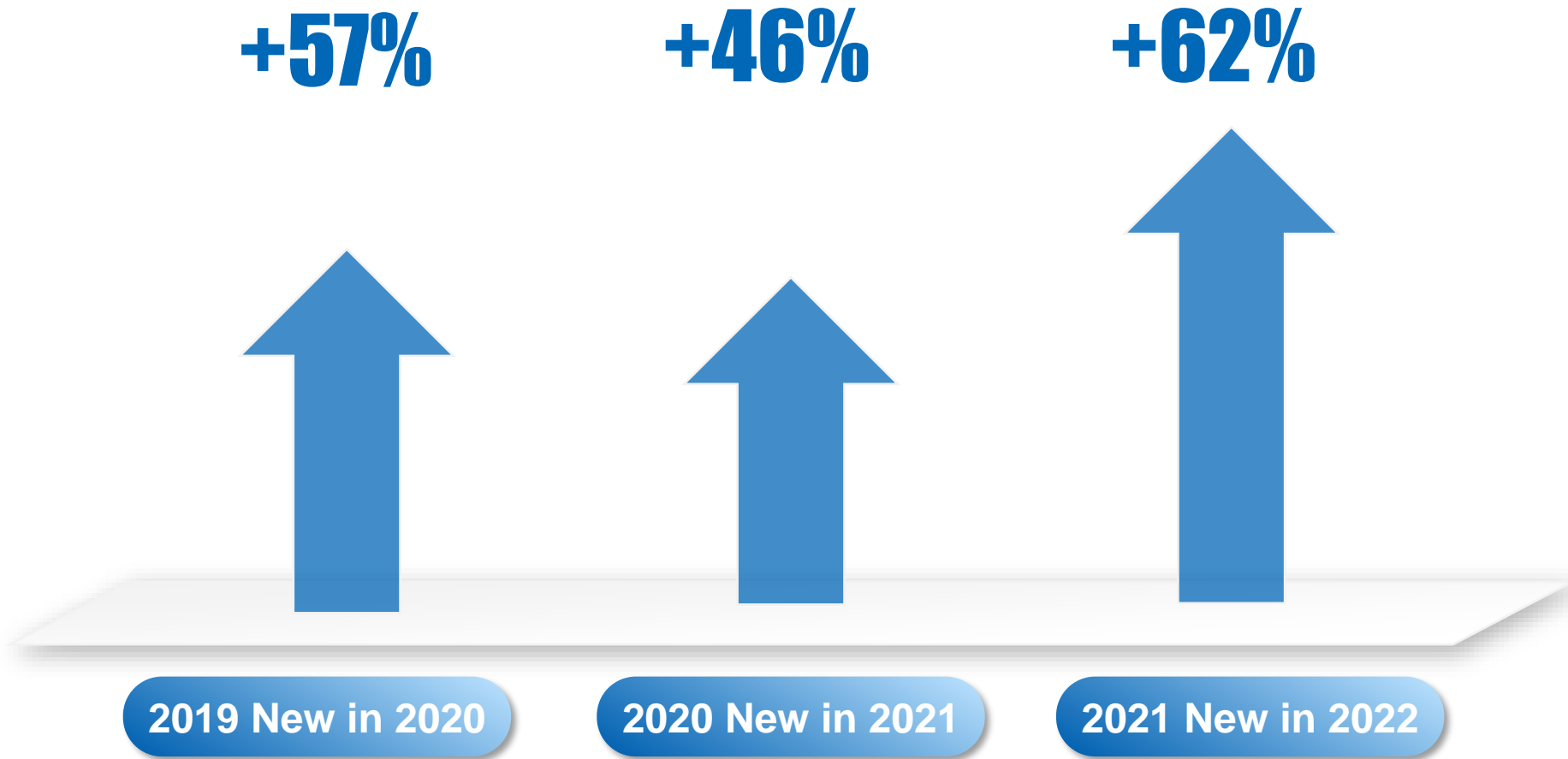
# Achieve Customer Satisfaction and Maintain High Retention Rates

Empower Customers  
Enable Innovation  
Build Trust

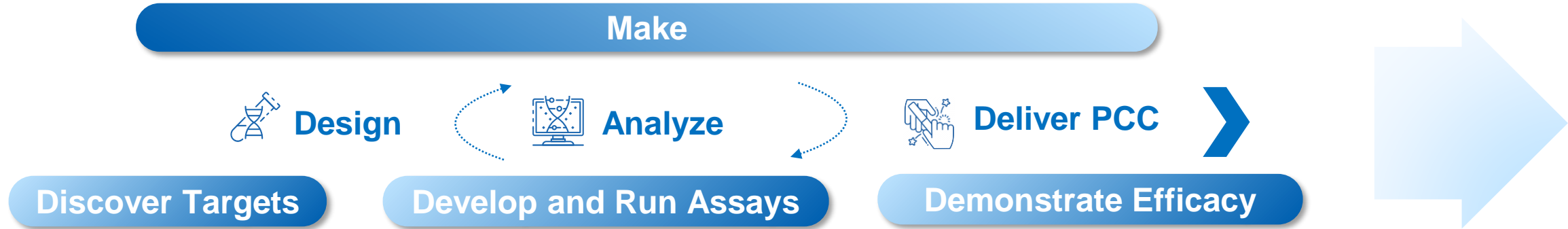


\*TOP 100 WuXi Biology customers every year

# Strong Track Record of Turning New Customers Needs into Growth Driver



# Enable Innovation through Discovering and Testing



## WuXi Biology

Capability Capacity Quality Synergy

# WuXi Biology: Value to WuXi AppTec Platform





# WuXi Biology: Attract New Customers to WuXi Platform

**~21%**



of WuXi AppTec new customers  
are contributed by WuXi Biology in 2023

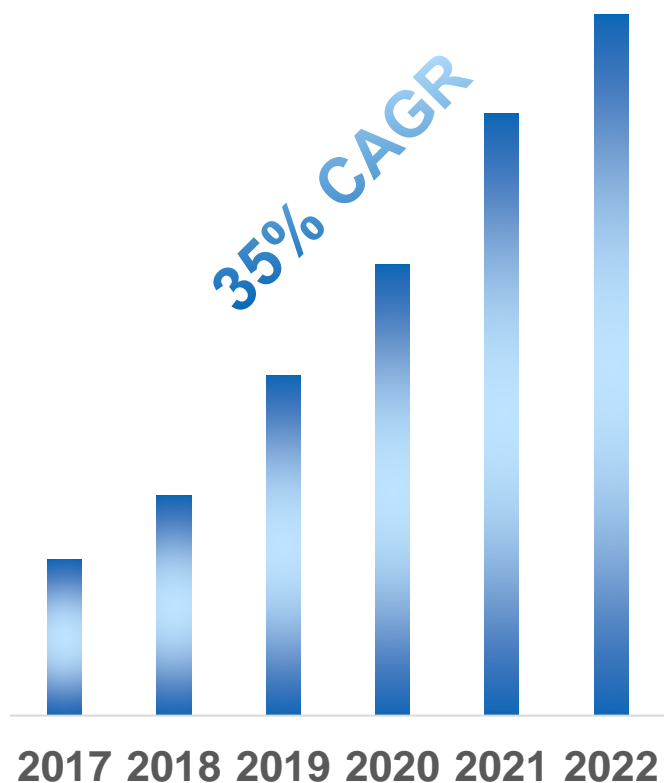


of WuXi Biology 2022 new customers  
(non-China-based) were established after 2019

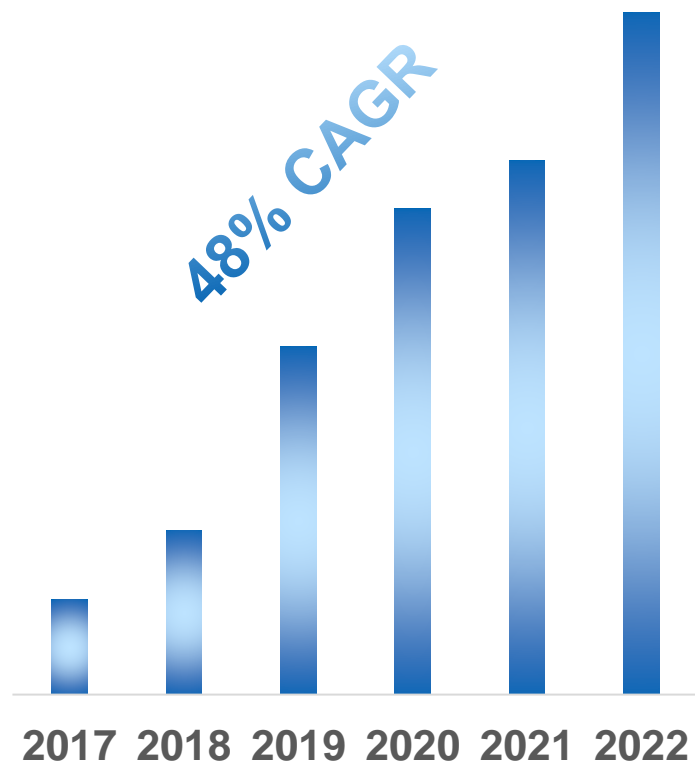
**~44%**

# Enhance Customer Engagement through Integrated Services

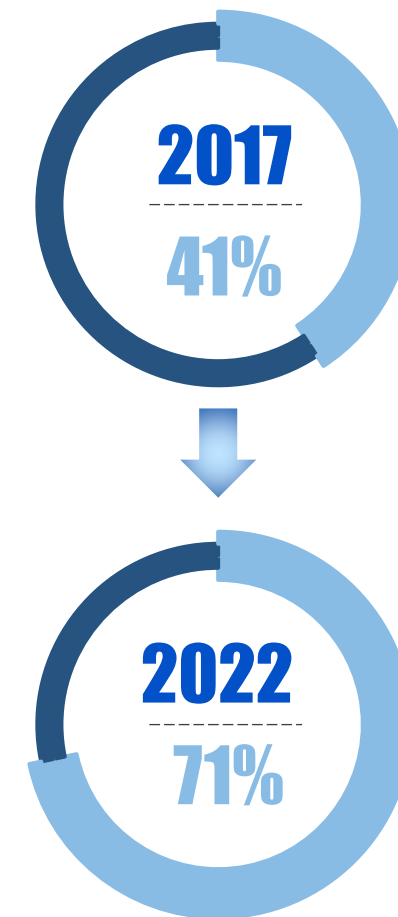
# of Customers use both CHEM and BIO platforms



Revenue of customers use both CHEM and BIO platforms

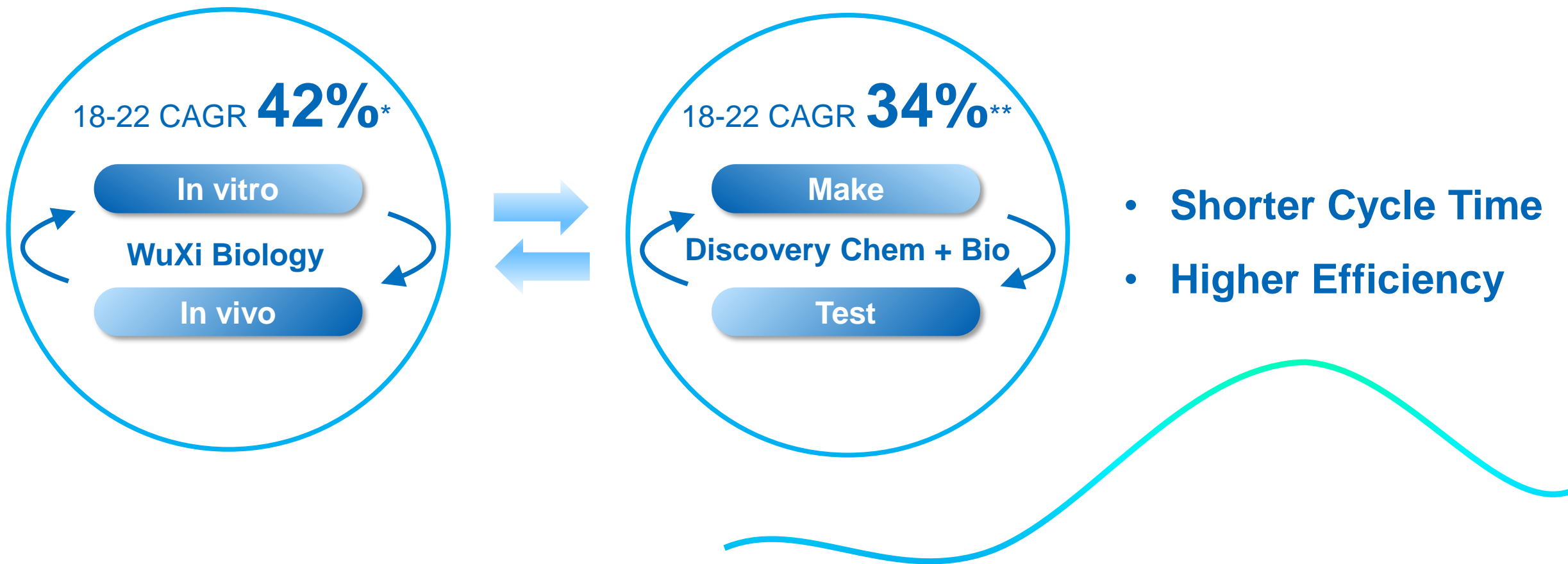


Revenue contribution from CHEM + BIO clients to WuXi Biology



Note: Chemistry platform\*: IDSU&CSU

# Promote Customer Conversion Within WX Biology & Between Biology and Discovery Chemistry

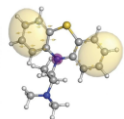


\*BIO Revenue of customers use both in vitro and in vivo platforms

\*\*Discovery Chemistry and Biology Services Revenue of customers use both CHEM R and BIO platforms

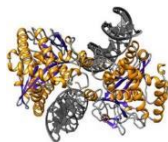
# Industry Leading Platform for Hit Identification

## Diverse Library Collection



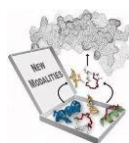
### Diversity Library

Drug-like small molecule



### Specialty Library

Target class or disease area focused  
Kinase, protease, CNS, RNA, etc.

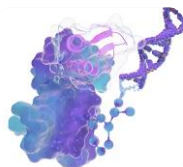


### New Modality Library

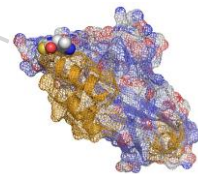
Novel chemical space including covalent,  
bi-functional and cyclic peptide

## Comprehensive Screening platforms

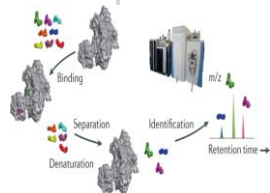
### DNA Encoded Library Screen



### Fragment-based Screen

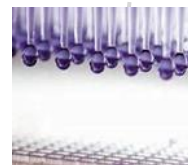


### Affinity Screen Mass Spectrometry

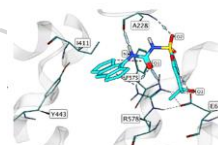


Target Class  
Assay Format  
Library Size  
Modality  
Therapeutic Area  
etc.

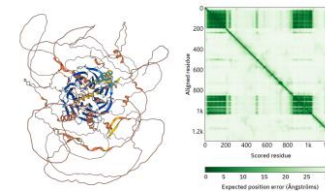
### High Throughput Screen



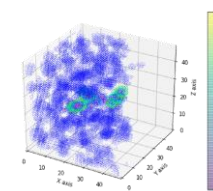
### Virtual Screen



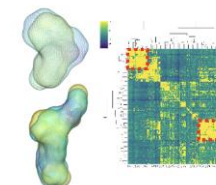
## Data Science



### AlphaFold



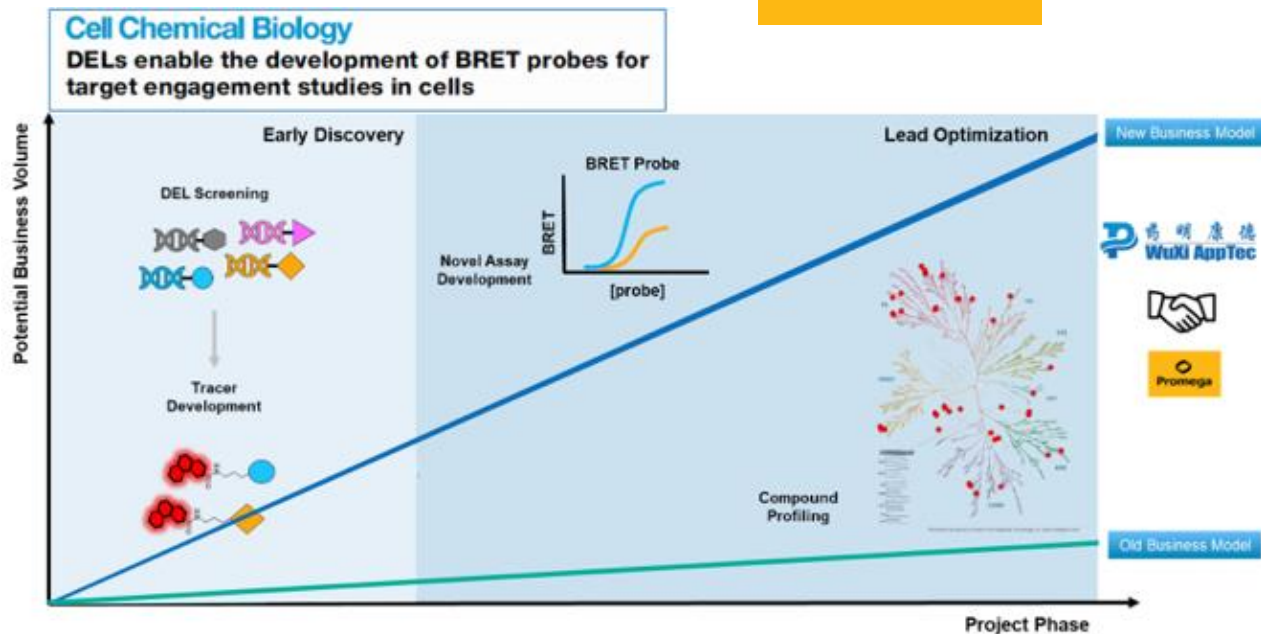
### Machine Learning



### Pocket Analysis

**Integrated solution** for successful hit finding with all target classes

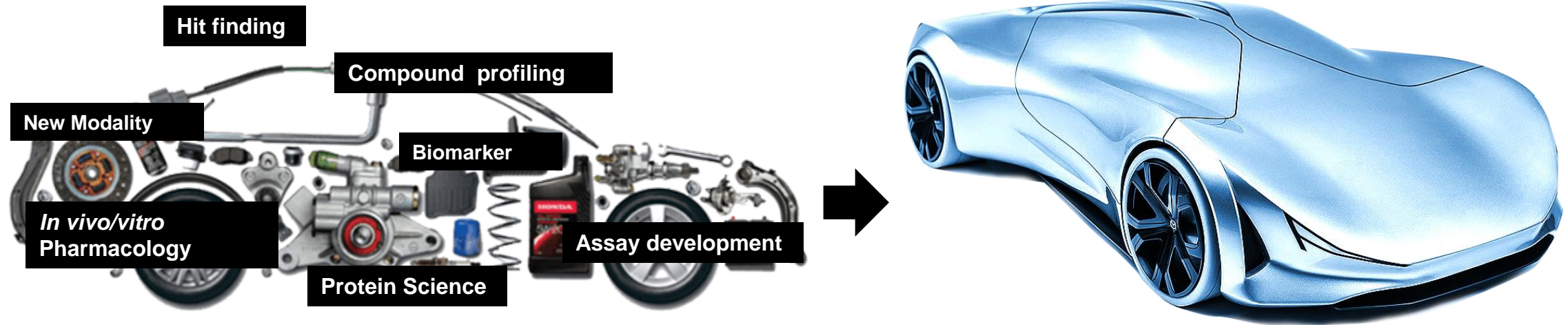
# Enhance Downstream Opportunity



- Enable HTS for novel targets
- Provide competitive advantage of the *in vitro* assay platform through partnership
- Expand the value and application of DEL platform

Note:  
HTS: High Throughput Screening  
DEL: DNA Encoded Library

# WuXi Biology Mission



Provide more **standard** services

Provide more **in-depth** solutions

Lead in **Capability** and **Capacity**

Become the world's leading discovery biology enabling platform

# DELvision: Opportunities to Accelerate Discovery

Protein Science

Screening

In Vitro Assay

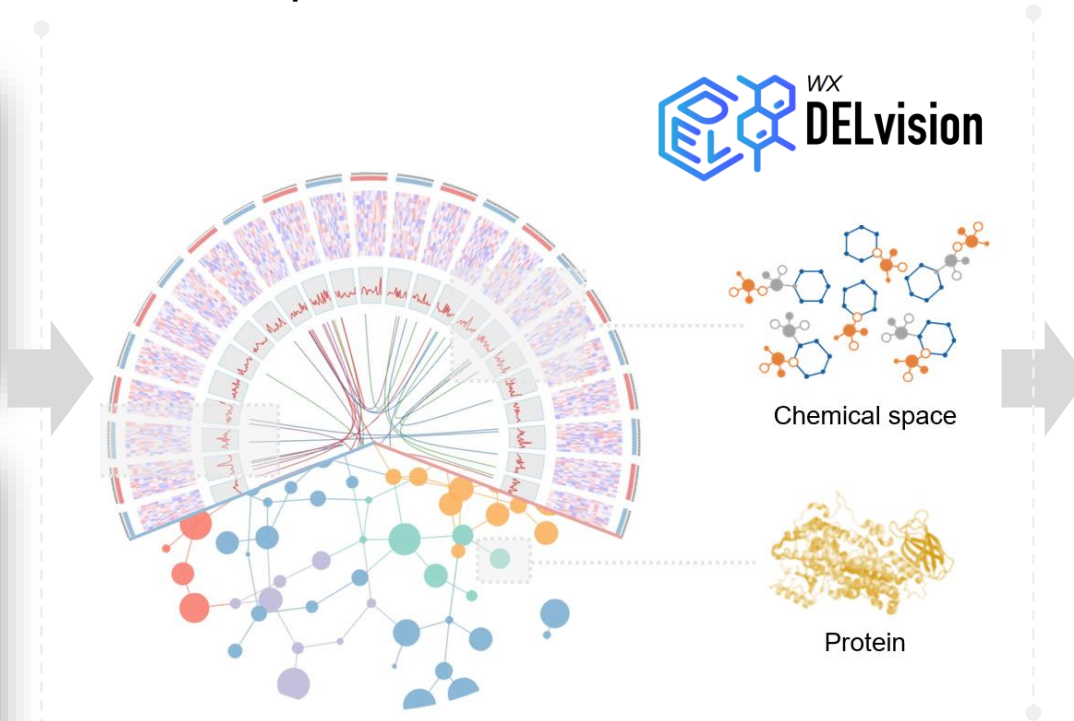
AlphaFold2

Machine learning for bioactivities

Chemical-proteome database

High-throughput Protein Production

Chemical-proteome database



Large off-the-shelf DEL Dataset

2700+Protein

1500+Data

Service Launched  
in 2023

Please enjoy a short video of  
our automated robot system  
**High throughput protein  
production**





# WuXi Biology in Summary



- One of the most **comprehensive** discovery biology enabling platforms

~**3000** Biologists and scientific managers  
¥ **1233M** revenue in 2023H1



- Expertise in **all major disease areas** and target classes
- Enable discovery of **all modalities**
- **One-stop** Target-to-Hit solutions

- Track record of enabling the delivery of **hits, leads and PCCs** (Preclinical Candidates)
- Track record of enabling the discovery and **approval of innovative medicines** on the market



- **Integrated** support from discovery to PCC
- Collaboration with the **largest** discovery chemistry team in the industry

**>71%** revenue in 2022 comes from customers using both WuXi Biology and Chemistry platforms



- Lab and animal facility management based on **global standards**
- State of the art equipment and systems

Entrusted by **18** of global top 20 pharmaceutical companies and **>1300** collaborators

# WuXi Biology Key Growth Strategy

