

2025 WuXi AppTec Investor Day

# CRDMO: Driving Sustainable Financial Strength

**Florence Shi**  
Chief Financial Officer

## Forward-Looking Statements

This presentation may contain certain statements that are or may be forward looking, which can be recognized by the use of words such as “expects”, “plans”, “will”, “estimates”, “projects”, “intends”, or words of similar meaning. Such forward-looking statements are not historical facts, but instead are predictions about future events based on our beliefs, development strategy, business plan 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, our ability to meet timelines for the expansion of our service offerings or to reach the scale of our production capacity expansion plans, our ability to protect our clients’ intellectual property, competition, unforeseeable change of international policy, the impact of emergencies and other force majeure. Our forward-looking statements do not constitute any profit forecast by our management nor a undertaking by WuXi AppTec Co., Ltd. (“WuXi AppTec” or the “Company”) to our investors.

**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 or information in this presentation to reflect future events or circumstances, except as required under applicable law.

## Continuing Operations and Discontinued Operations

In accordance with IFRSs, the Company has classified the operations for which equity sale agreements were signed or sales were completed during the Reporting Period or the comparison year as discontinued operations (“Discontinued Operations”). The remaining operations of the Company will continue to be reported as continuing operations (“Continuing Operations”).

## Non-IFRS Financial Measures

We provide non-IFRS gross profit and non-IFRS net profit attributable to the owners of the Company, which exclude share-based compensation expenses, issuance expenses of convertible bonds, foreign exchange-related gains or losses, amortization of acquired intangible assets from merger and acquisition, gains or losses from divestiture, restructuring and resource integration initiatives, etc. We also provide adjusted non-IFRS net profit attributable to the 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 the above is required by, or presented in accordance with IFRSs.

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 IFRSs. You should not view adjusted results on a stand-alone basis or as a substitute for results under IFRSs, or as being comparable to results reported or forecasted by other companies.

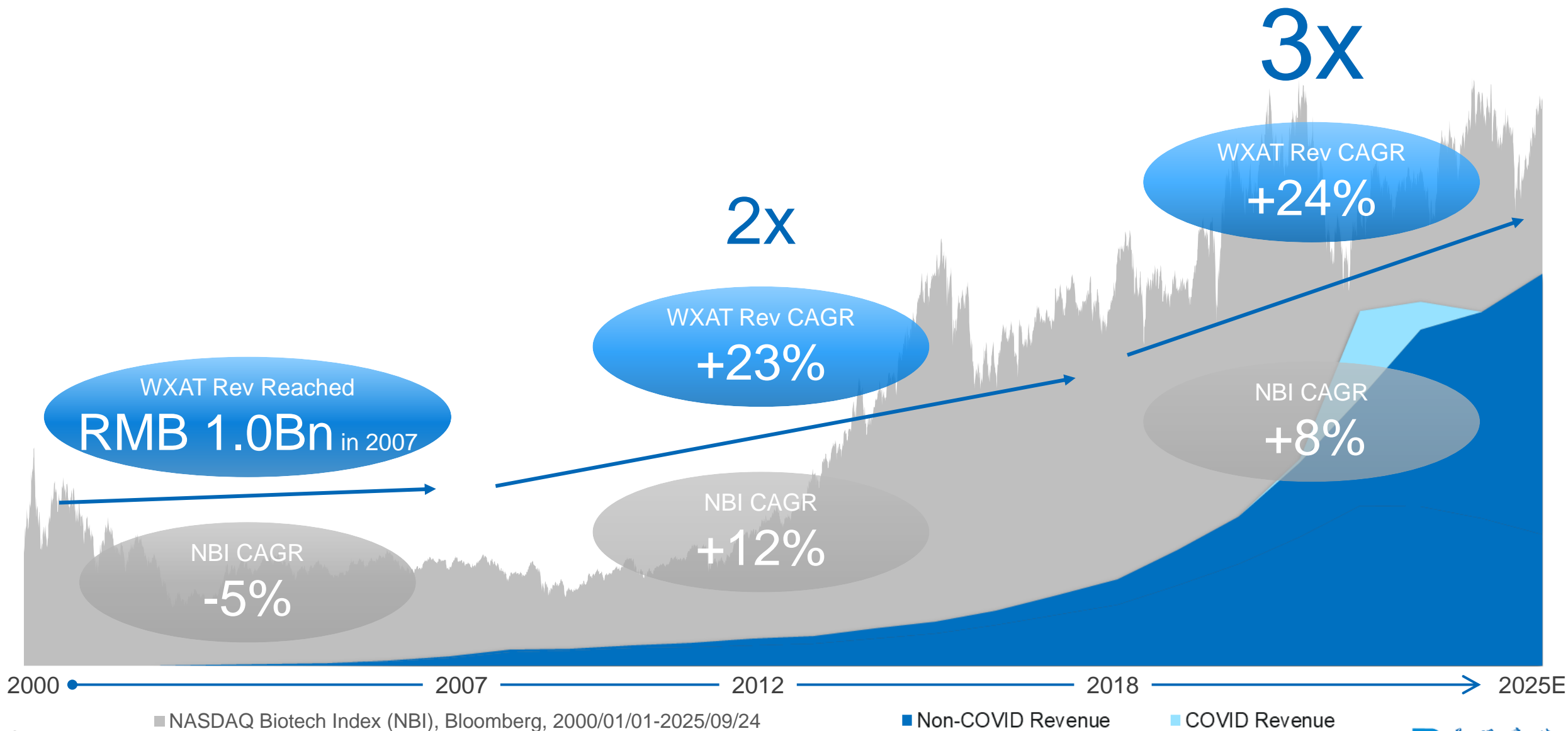
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## Disclaimer

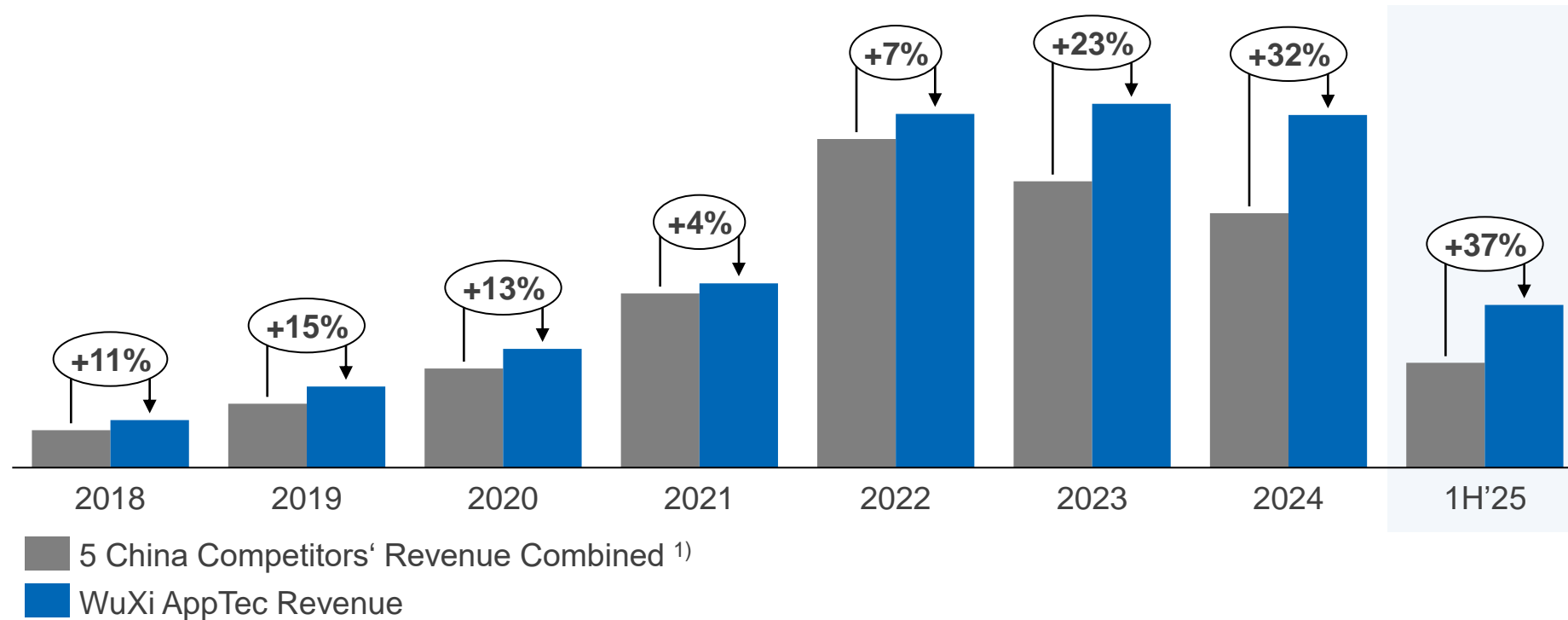
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# Accelerating Growth Beyond Industry Momentum



# Expanding Competitive Advantage Through a Unique Value Proposition

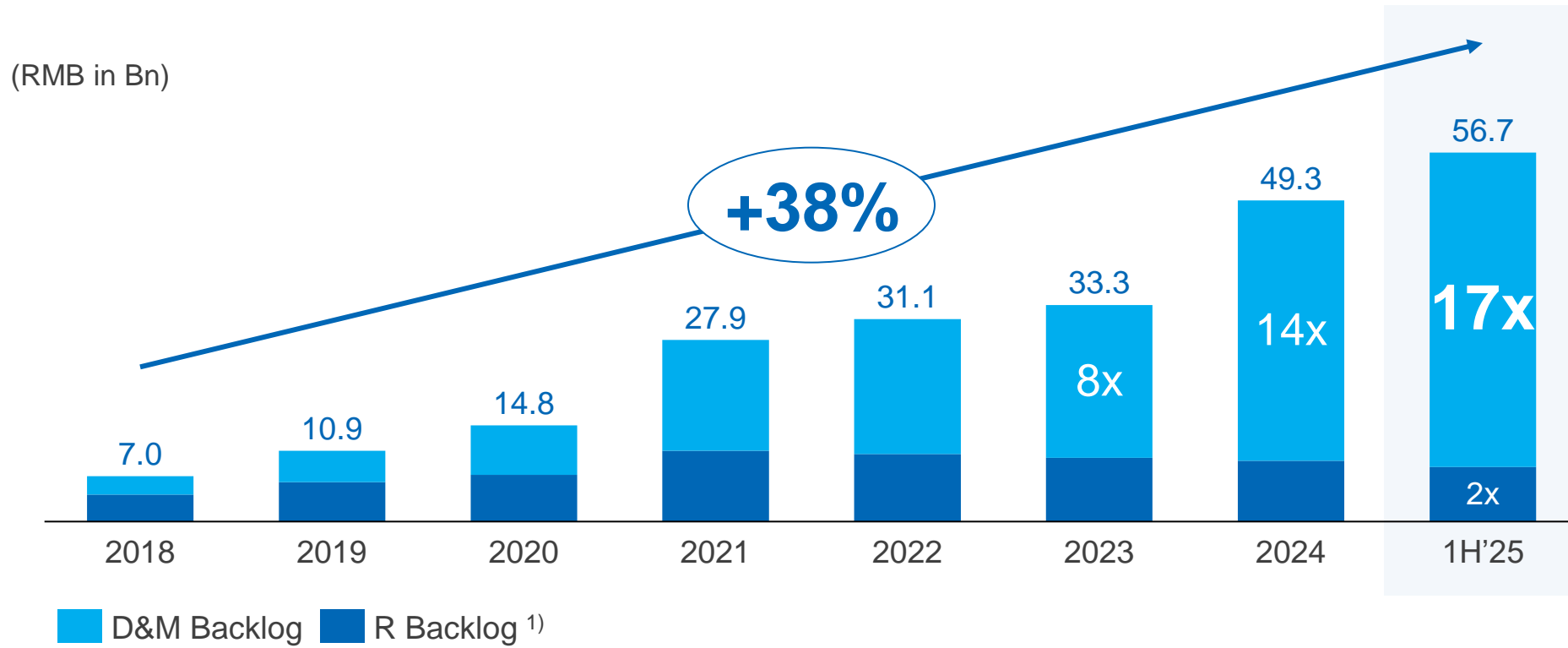
## Seven - Year Track Record with Ongoing Momentum





# Powering Rapid “D&M” Growth through Stronger “R” Capabilities

38% Backlog Growth with 55% D&M Backlog Growth  
2x “R” Orders Amplifies 17x “D&M” Orders



# Delivering Industry Insights for Optimal Capacity Planning to Secure High-Value Opportunities

Adj. Non-IFRS  
GP% @ CER<sup>1)</sup>

41%

41%

41%

40%

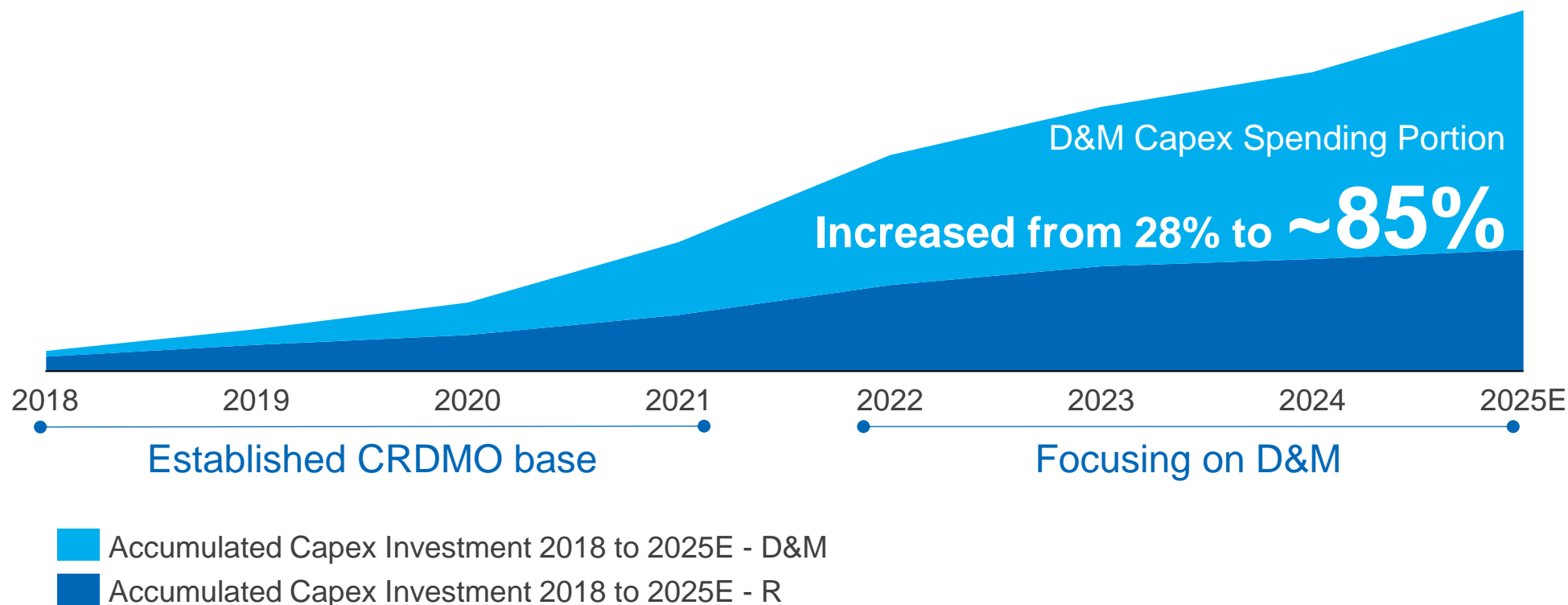
42%

42%

42%

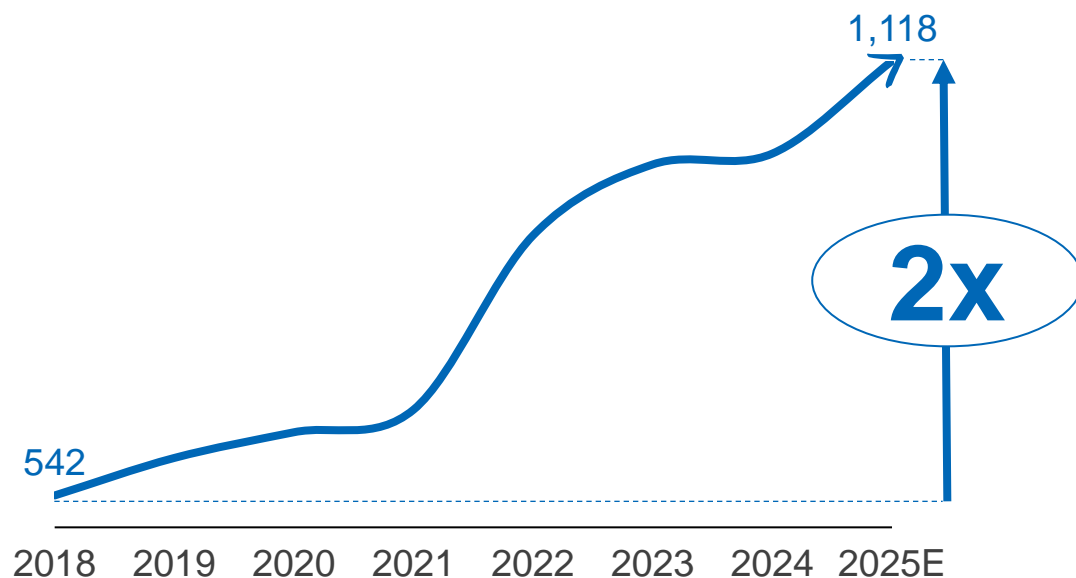
New  
High

1H'25 45%



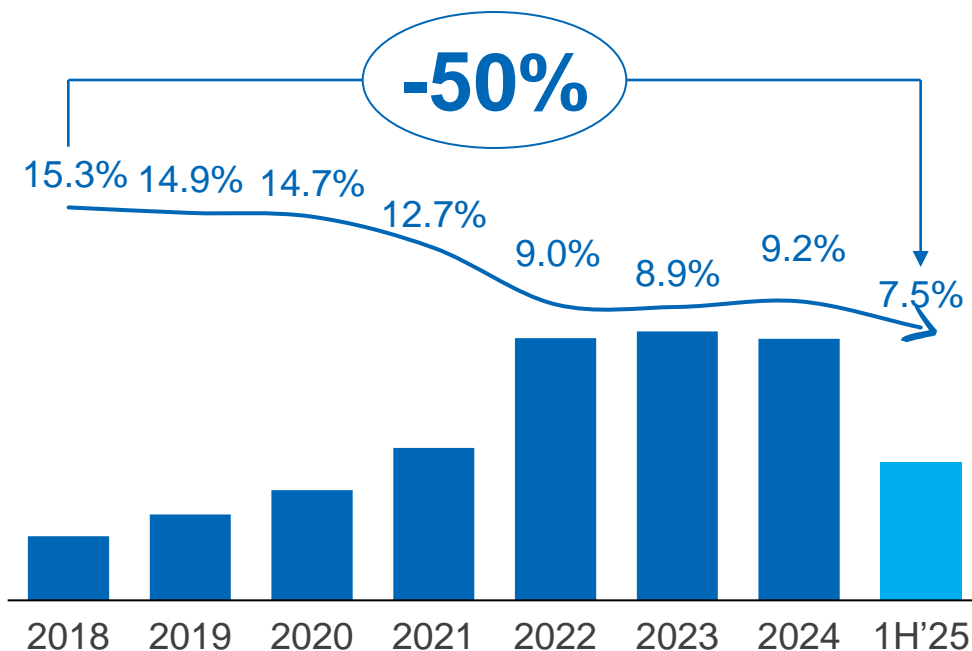
# Maintaining Organizational Agility and Elevating Operational Efficiency

## Doubling Per - Capita Productivity



— WuXi AppTec Per Capita Output (RMB in K) <sup>1)</sup>

## 50% Reduction in SG&A Ratio



■ WuXi AppTec Revenue (RMB in Bn)

— WuXi AppTec SG&A ratio as of Revenue <sup>2)</sup>

# Proven Resilient Profitability Through the CRDMO Model, Operating Strategy and Outstanding Execution

Adj. Non-IFRS NI%

18%

18%

22%

22%

24%

27%

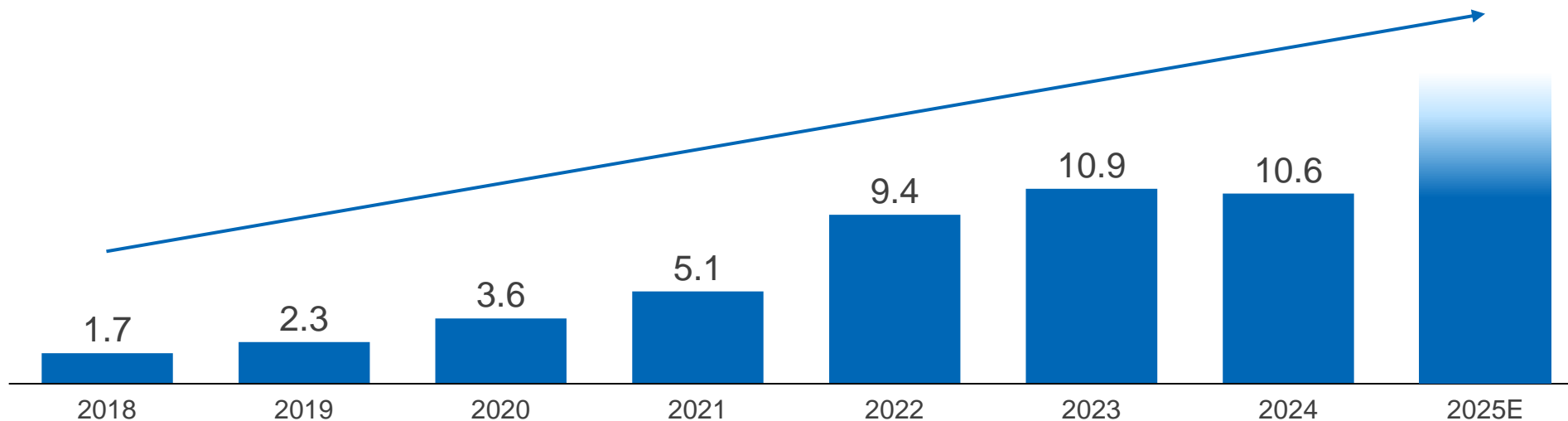
27%

New  
High

1H'25 30%

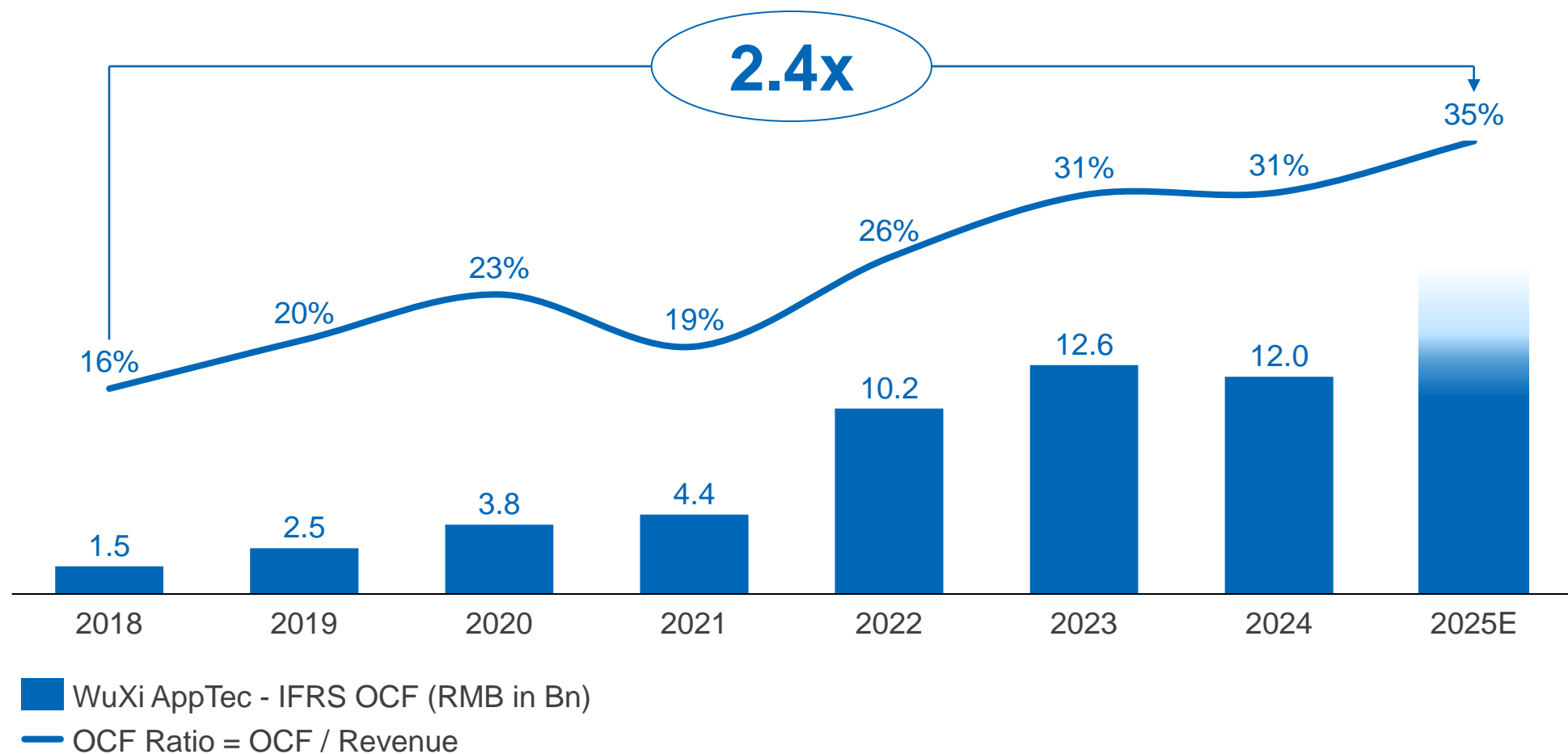
Revenue CAGR **24%** vs Adj. Non-IFRS NI CAGR **30%+**

Adj. Non-IFRS NI  
(RMB in Bn)





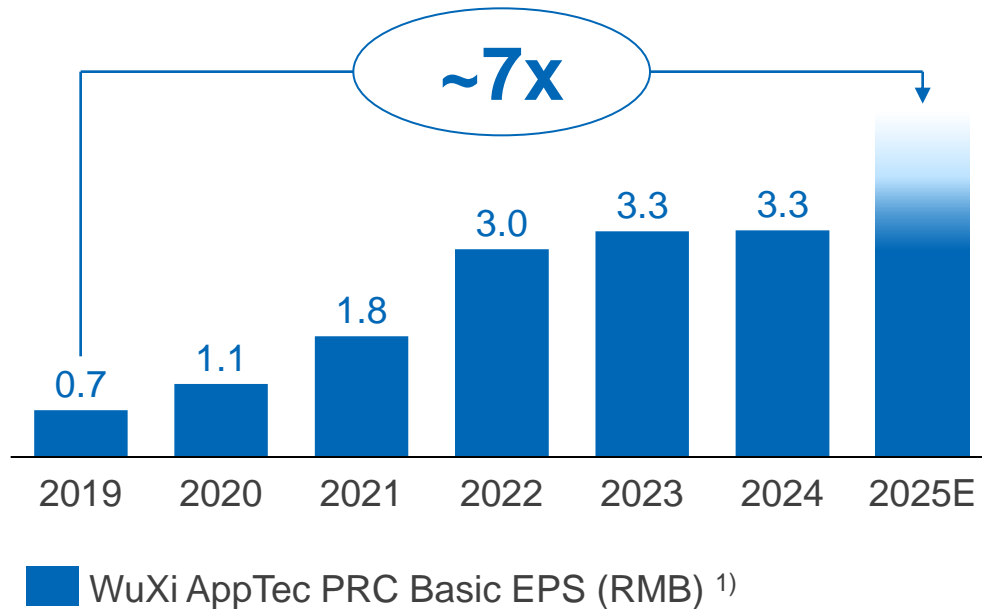
# Fueling Robust Operating Cash Flow Through the CRDMO Model and Efficiency Gains



# Enabling Value Creation and Consistent Shareholder Returns

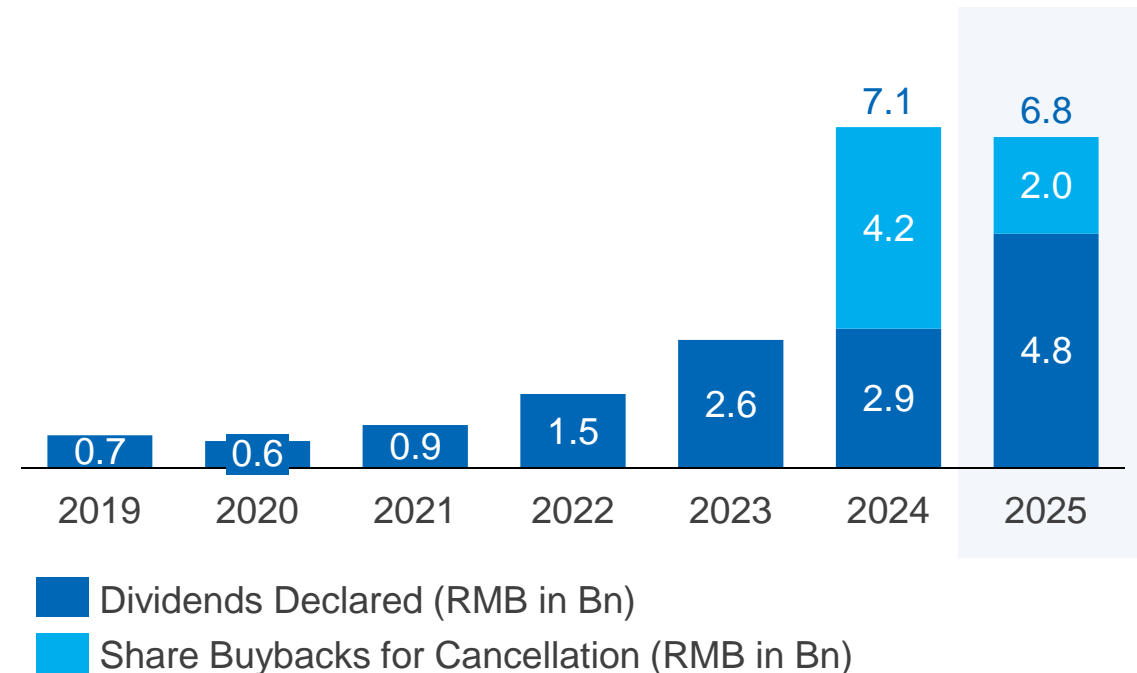
## Continuously Improved EPS

Basic Earning Per Share



## Total RMB 20Bn Dividends & Share Buybacks

Dividend Payout & Share Buybacks for Cancellation

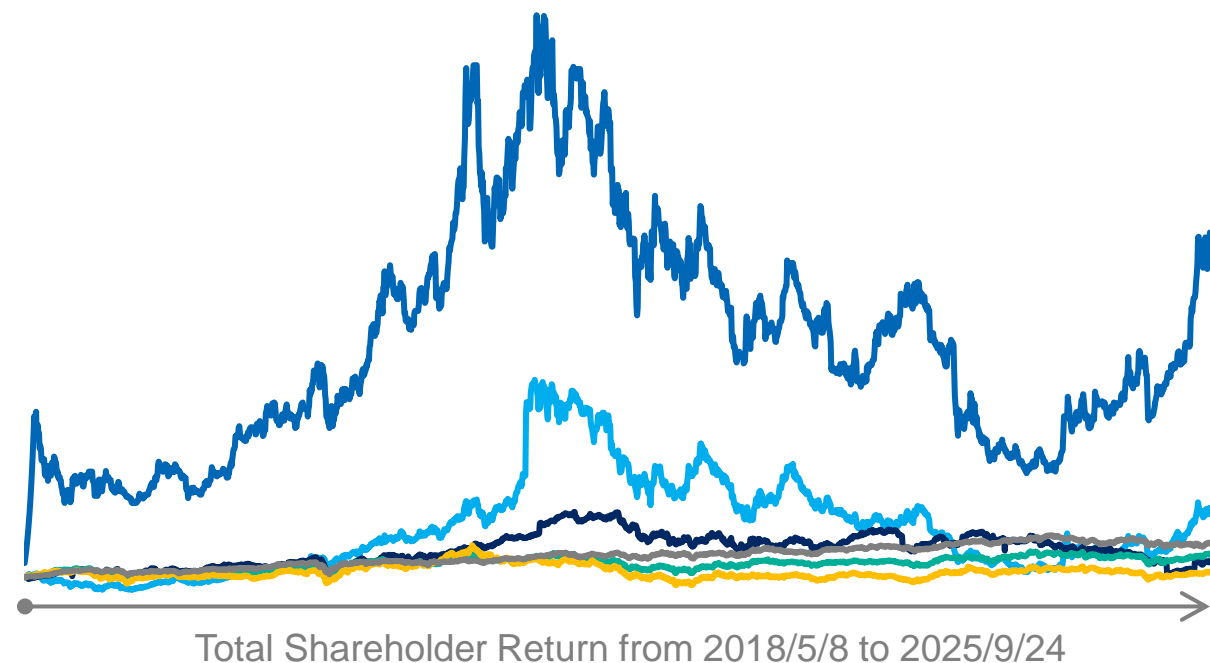


# Outperforming Total Shareholder Return

## Total Shareholder Return (TSR)

total return in 7 years

- WuXi AppTec: **12.3x**
- CXO index: China 3.3x / & Global 1.5x
- Biotech: Nasdaq 1.7x / S&P 1.2x
- Healthcare index: S&P 1200 Health Index 2.0x



# Steering Next 25 Years with Our Unique CRDM“O”

Expanding Competitive **Advantage** Through Our Unique CRDMO Business Model

01

02

Delivering **In-depth Industry Insights** to Secure High-Value Opportunities

03

Maintaining **Organizational Agility** and Elevating **Operational Efficiency**

04

Sustaining **Resilient Profitability** and **Operating Cash Flow**

05

Enabling **Value Creation** and Consistent **Shareholder Returns**

