



2023 WuXi AppTec Investor Day

WuXi Testing: An End-to-End Testing Platform

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Co-CEO

Forward-Looking Statements

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

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 Testing: End-to-End Testing Platform for All Modalities

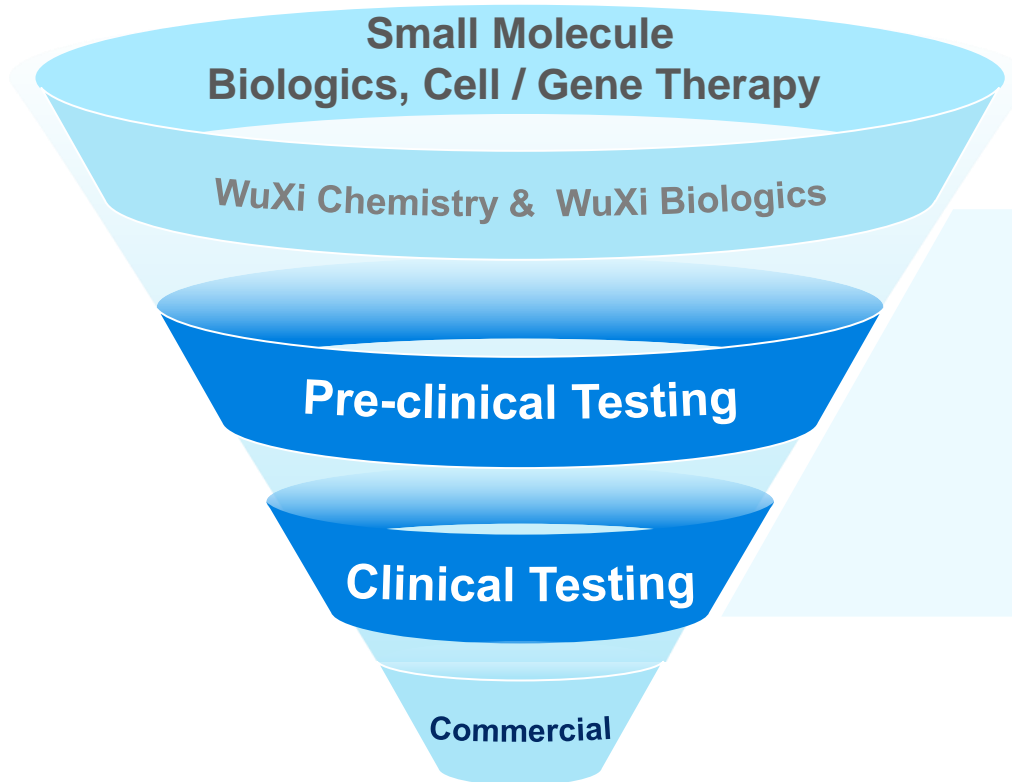
Discovery



Pre-clinical



Clinical



- WIND (WuXi IND)
- DMPK
- Toxicology
- Bioanalysis
- Clinical CRO
- Clinical SMO
- Medical Device Testing

WuXi Testing: A Global Platform from Pre-clinical to Clinical

Employees

9,600+

Clients¹

2,500+

Projects²

8,800+

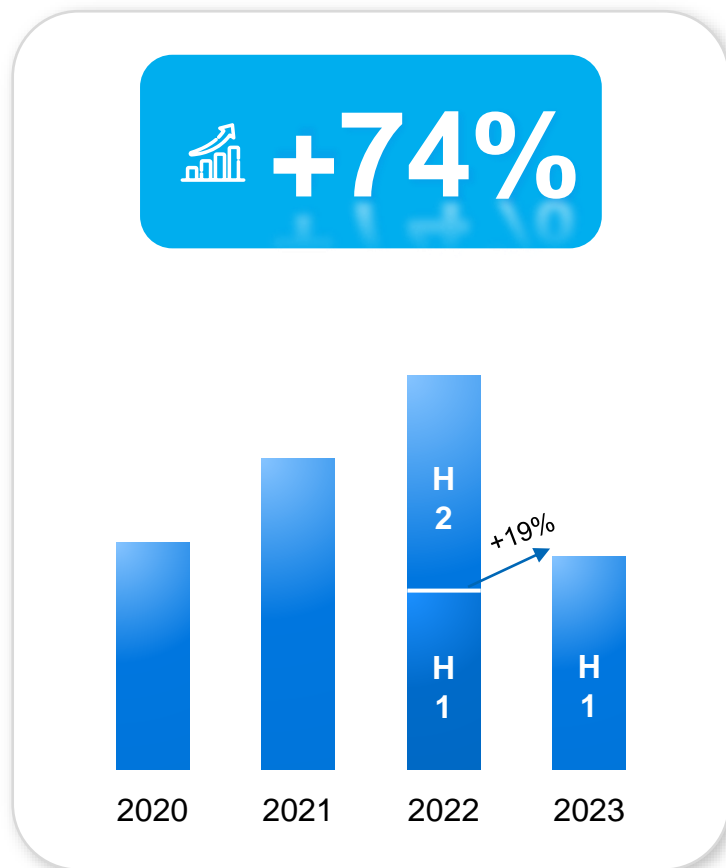
Note: 1. Active client with PO award

2. Active projects with PO award (Multiple projects may cover single molecule)

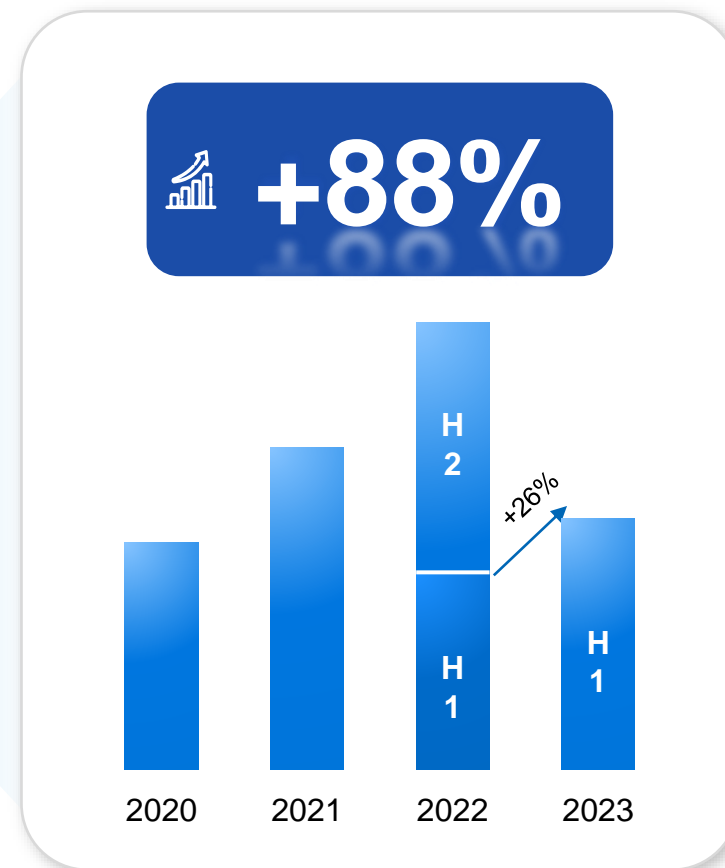
Data from Jul 2022 to Jun 2023

Rapid Growth of WuXi Testing

Revenue Growth (2022 vs 2020)



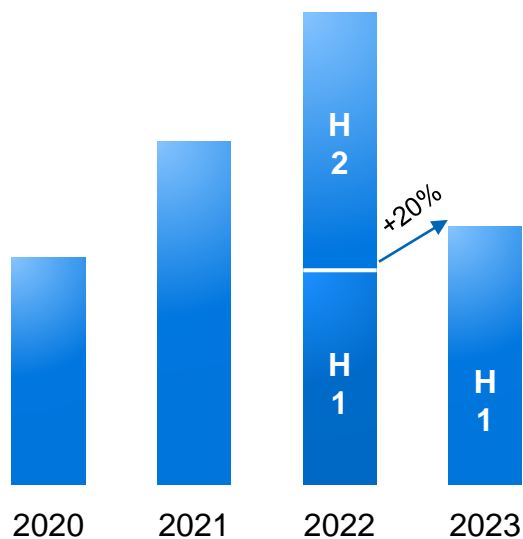
Gross Margin Growth (2022 vs 2020)



Rapid Growth of Lab Testing Drug Development

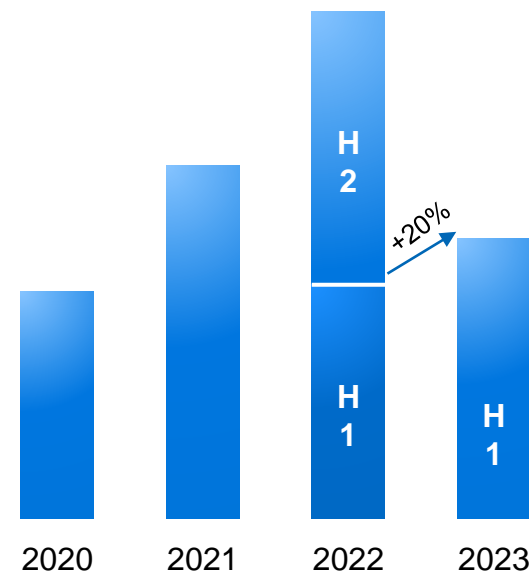
Revenue Growth (2022 vs 2020)

 **+108%**



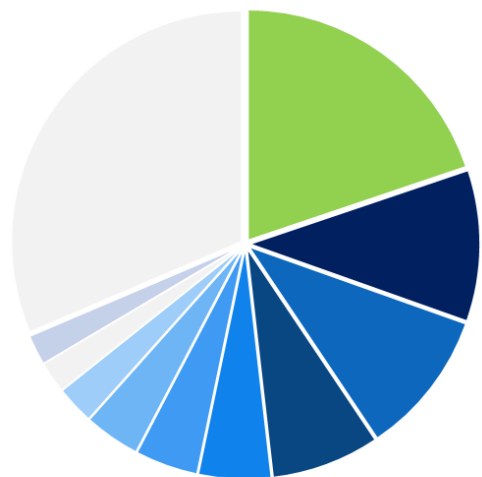
Gross Margin Growth (2022 vs 2020)

 **+124%**



Market Leader with Strong Track Record of IND Enabling Projects

Competitive Landscape of China-based Pre-clinical CRO Market Players, 2022

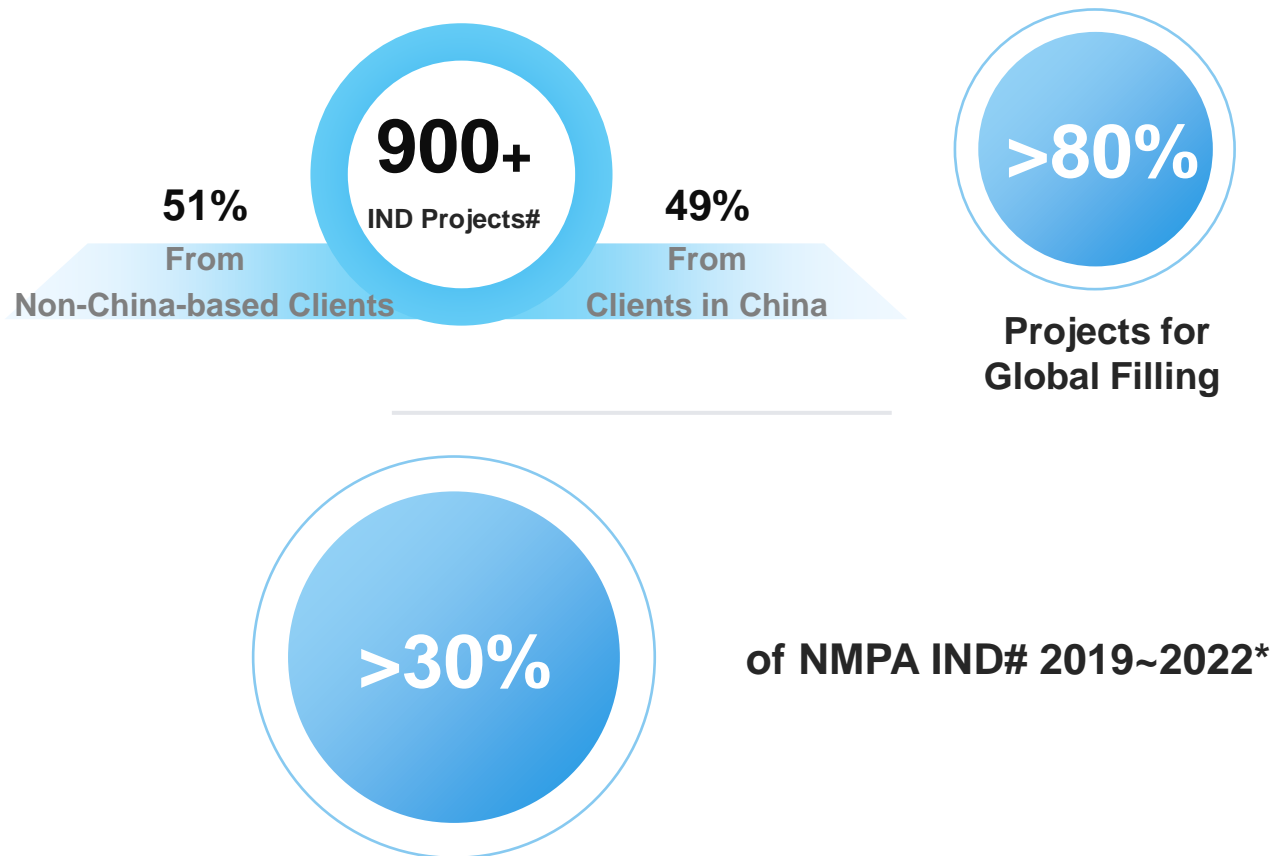


Company	Revenue	Market Share
■ Wuxi AppTec	4,144.0	19.8%
■ Company A	2,213.6	10.6%
■ Company B	2,125.6	10.2%
■ Company C	1,588.5	7.6%
■ Company D	1,062.0	5.1%
■ Company E	923.6	4.4%
■ Company F	822.8	3.9%
■ Company G	561.0	2.7%
■ Company H	458.0	2.2%
■ Company I	439.7	2.1%
■ Others	6,562.4	31.4%

Notes: China-based market includes revenue that companies in China provide and generate revenue in China or global. F&S has estimation for the revenue which does not have public information.

Source: Frost & Sullivan Analysis

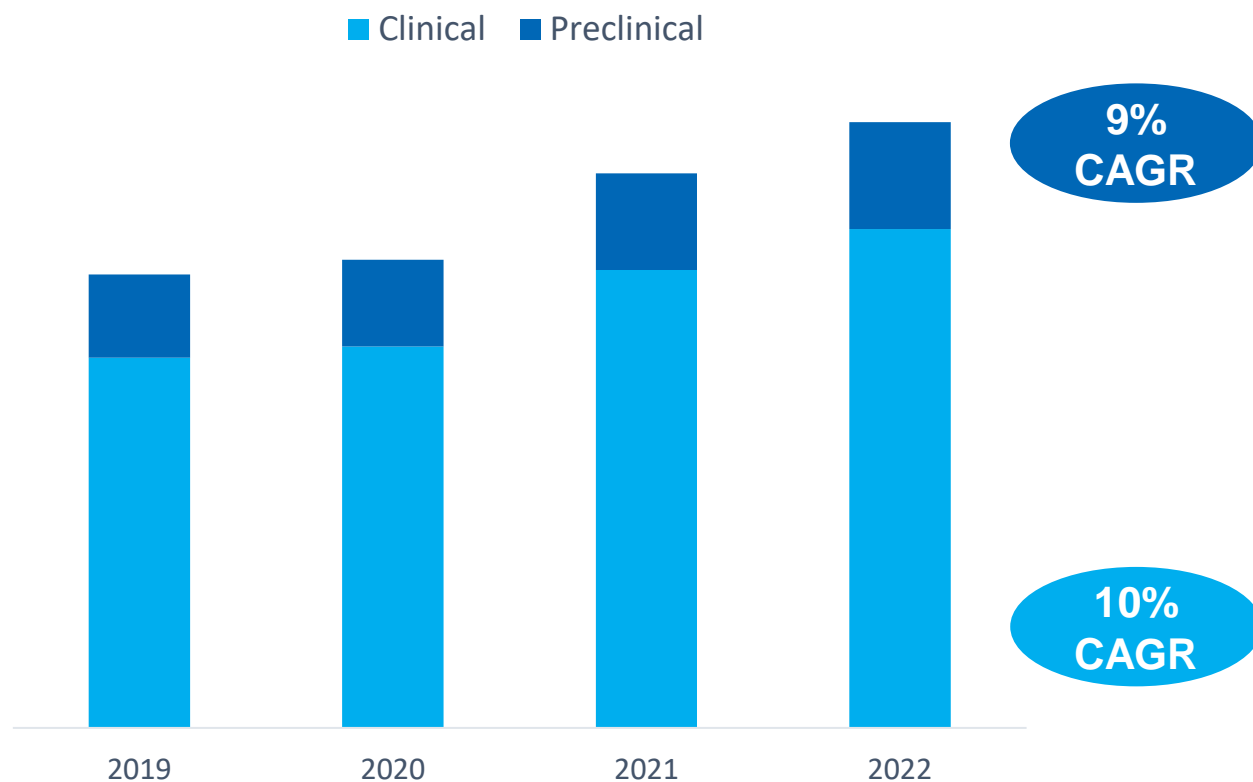
IND Enabling Projects (2019-2022)



*Source from PHARMCUBE

Outperform Market in Drug Development Testing

Global Pharmaceutical Outsourcing R&D Service Market Growth (2019~2022)



vs WuXi Testing Pre-clinical Business Revenue Growth (2019-2022)



+49% CAGR

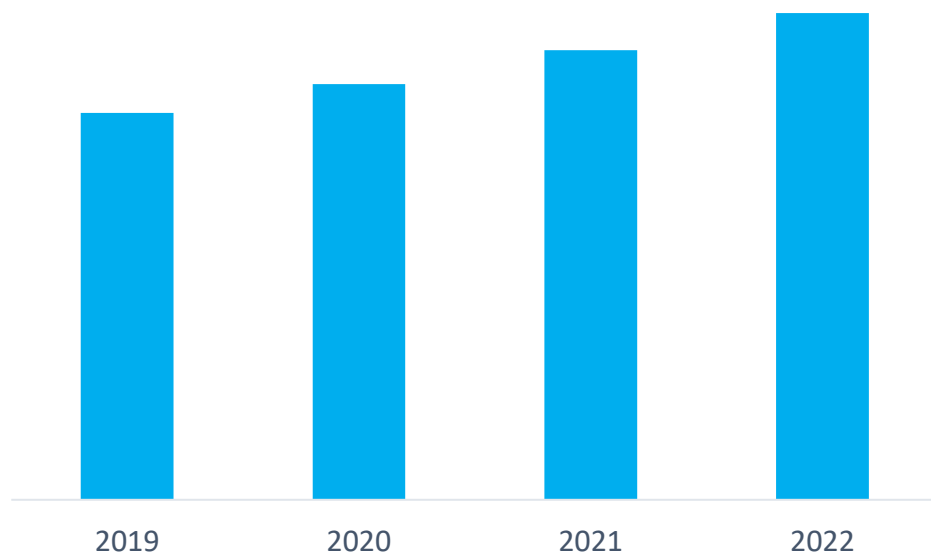
WuXi Testing Clinical Business Revenue Growth (2019-2022)



+16% CAGR

Outperform Market in Medical Device Testing

North America and Europe Pre-clinical Medical Device Testing Services Market Revenue (2019~2022)



8%
CAGR

vs

WuXi Testing Medical Device Business Revenue Growth (2019-2022)



+10% CAGR

Strong Customer Retention and Backlog



2500+

Active Client#



100%

Top 20 Client Retention



~7B_{RMB}

Backlog

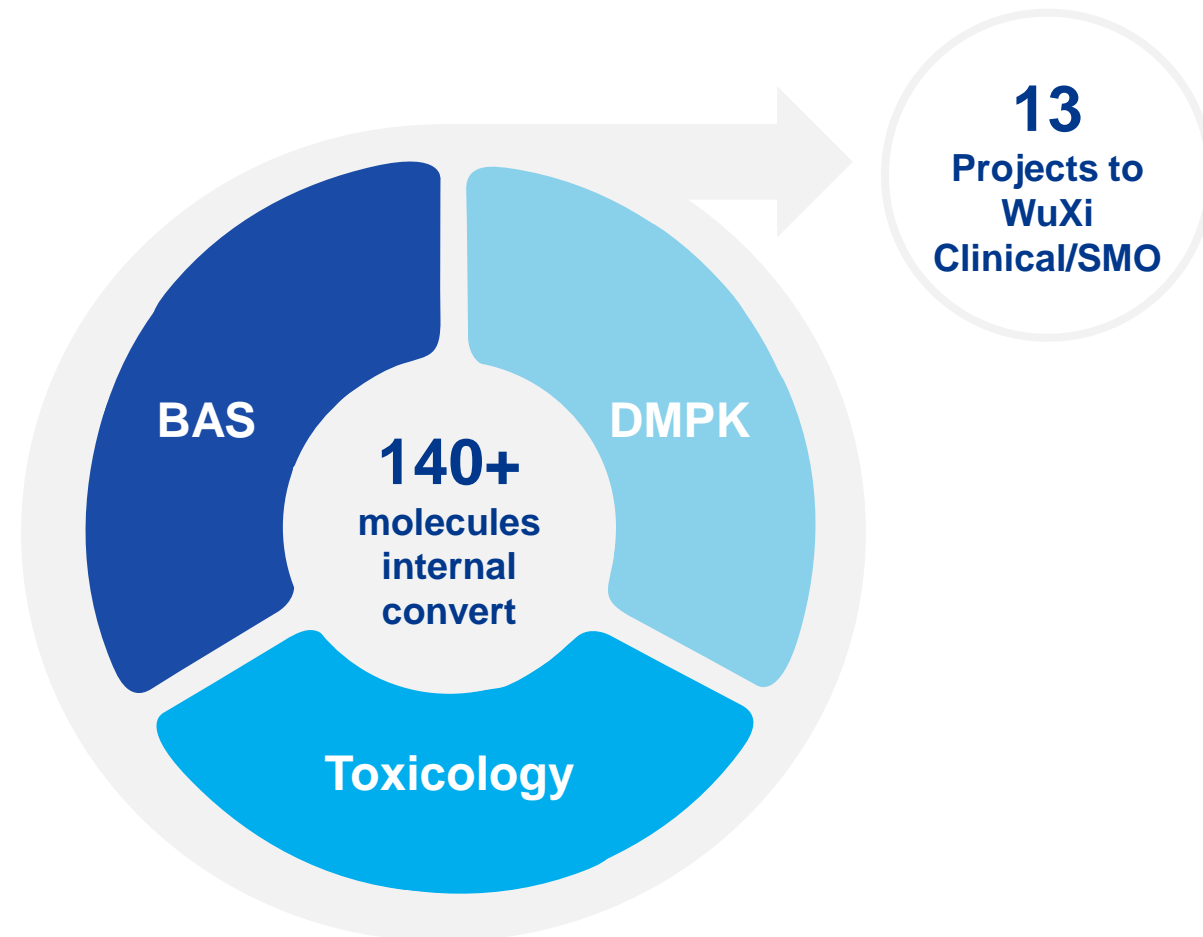
Follow the Molecule & Win the Molecule: Pre-clinical to Clinical Conversion

Pre-clinical

+660 molecules
2023 vs 2022

Clinical

+300 molecules
2023 vs 2022

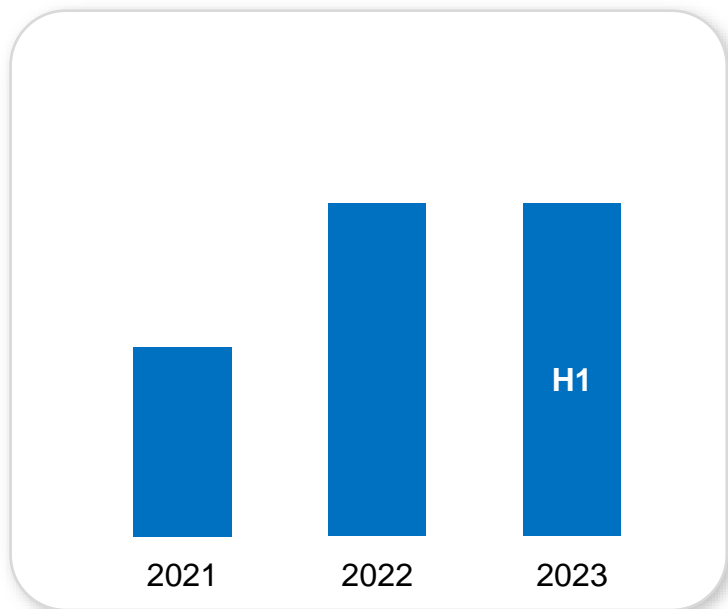


Capture Growth Opportunities in New Modalities

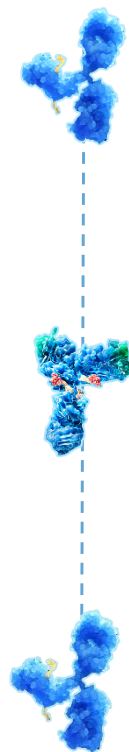


Drive Growth in New Modality: ADC

ADC Molecule# tested in LTD



Enable one ADC project for a major global out-licensing deal in 2023



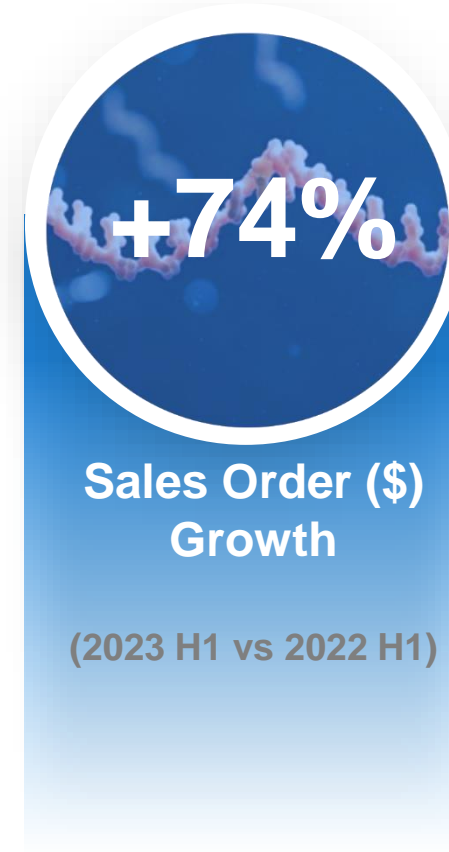
+58%

Sales Order (\$) Growth
(2023 H1 vs 2022 H1)

+41%

Client# Growth
(2023 H1 vs 2022 H1)

Drive Growth in New Modality: Gene Therapy

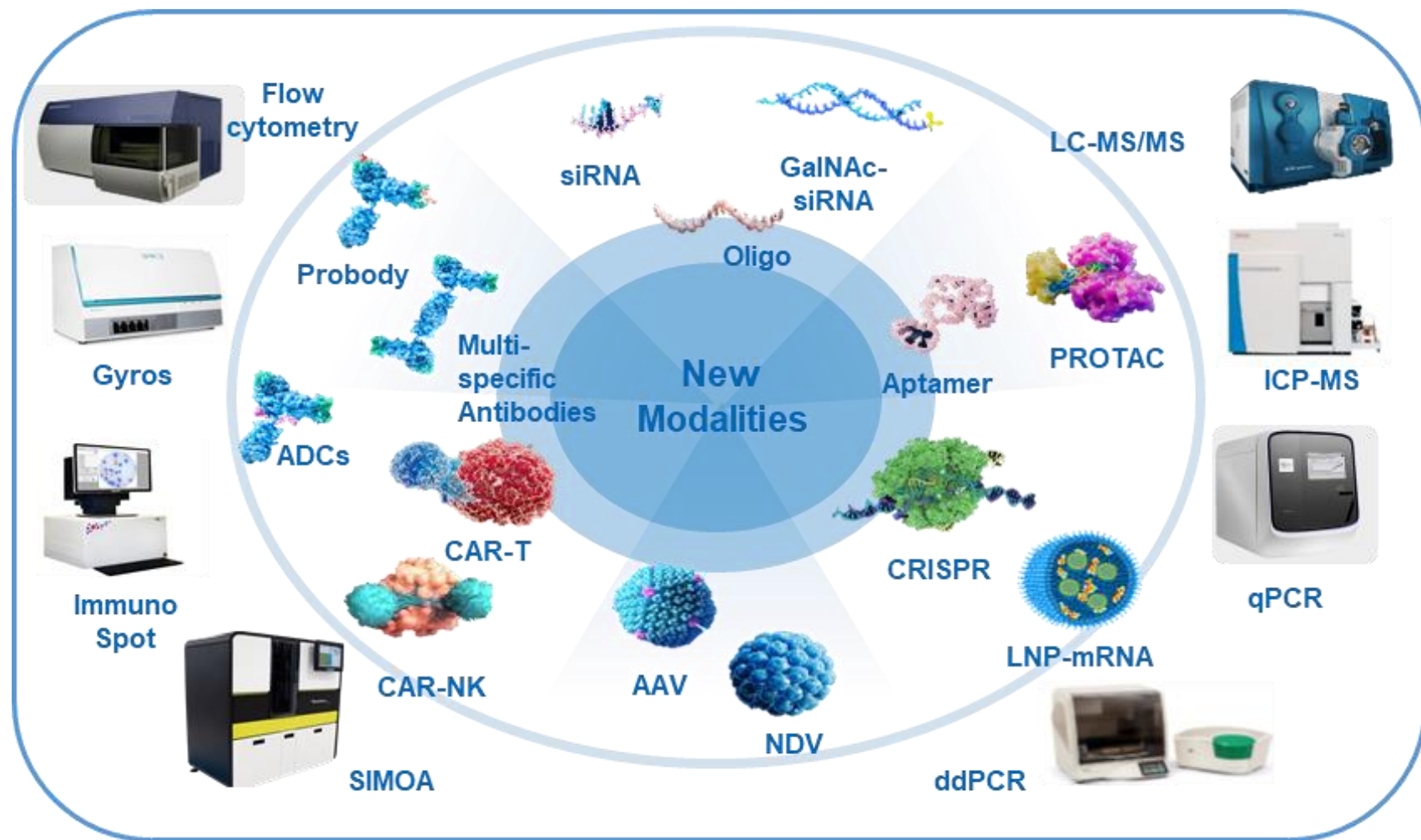


Drive Growth in New Modalities: Bioanalytical

+160% Oligo

+91% GCT

+74% Peptide



Drive Efficiency Through Automation



Sample Treatment (in vivo) (Full Automation)

- Shorten discovery rodent PK TAT* from 7 days to **5 days**
- Shorten IND full package TAT from 4.5 months to **4 months**
- Rev/HC **+11%**

**TAT: Turn Around Time*

Enhance Capability in Pre-clinical Science and Technology

Routes of Administration

Methods



IV Infusion



Injection



Gavage/Capsule

Location



Intracranial inoculation



Ocular*



Intra-nasal& sublingual



Submandibular & Parotid gland



**IM & SC & ID & IP & dermal application



Intra-articular & Intrathecal



intravesical

Species

- Mice
- Rats
- Rabbits
- Dogs
- Mini-pigs
- NHPs

*Ocular dosing (Anterior chamber, vitreous, subconjunctival, subretinal and retrobulbar)

**IM: Intramuscular injection; SC: subcutaneous injection, ID: Intradermal, IP: Intraperitoneal injection

Medical Device Testing Growth Strategy

+14%

Global Revenue
2023 H1 vs 2022 H1

+88%

China Revenue
2023 H1 vs 2022 H1

Led by Extractable & Leachable (E&L) Testing Growth

- Training FDA through E&L Experiential Learning Program
- Market leading Extractables & Leachable Testing
- Excellent toxicological risk assessment
- Expanding into adjacent markets
- Global footprint provides resiliency
- Comprehensive assay development

Expand Global Lab Testing Footprint and Capacity (1)

GLP



Plainsboro, NJ



St. Paul, MN



Shanghai



Suzhou



Qidong



Cranbury, NJ

USA
(GA, NJ, MN)

EU
(Germany)

China
(SH, SZ, NanJ, CD,
QD, GZ, GX)



Nanjing



Chengdu

GMP



Atlanta, GA



Guangxi

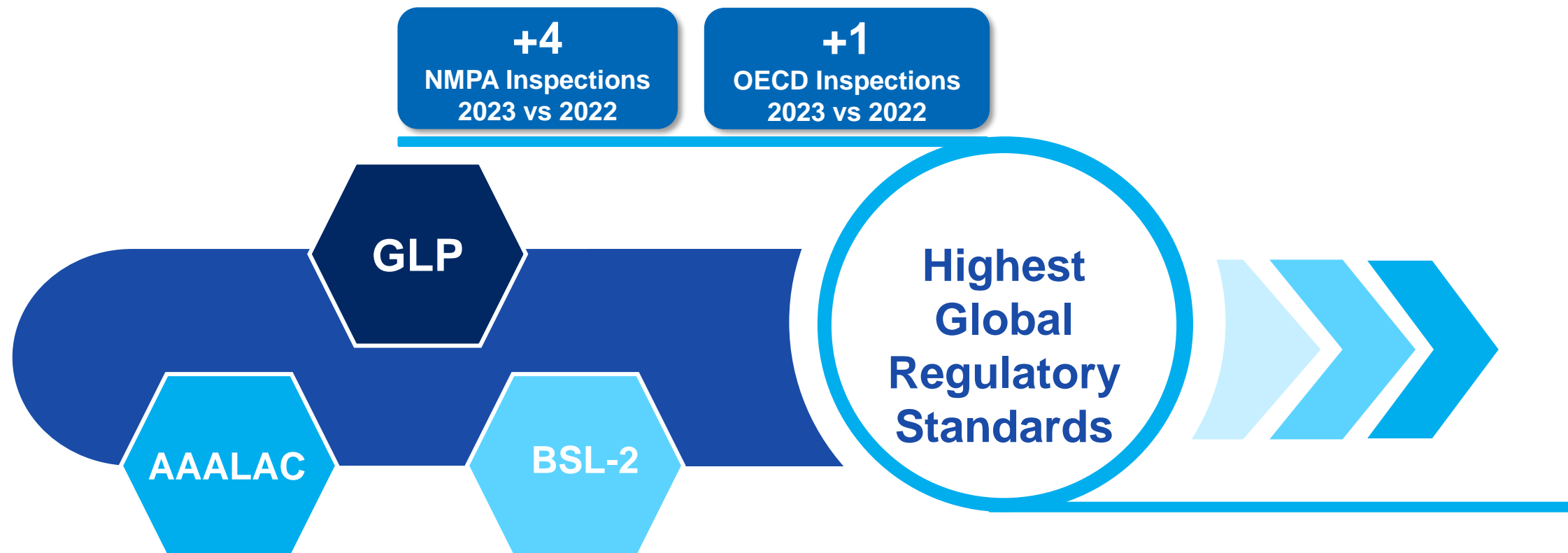


Guangdong

Expand Global Lab Testing Footprint and Capacity (2)



Quality: Maintain the Highest Global Regulatory Standards



WuXi Testing Growth and Synergy Opportunities

Follow the Molecule

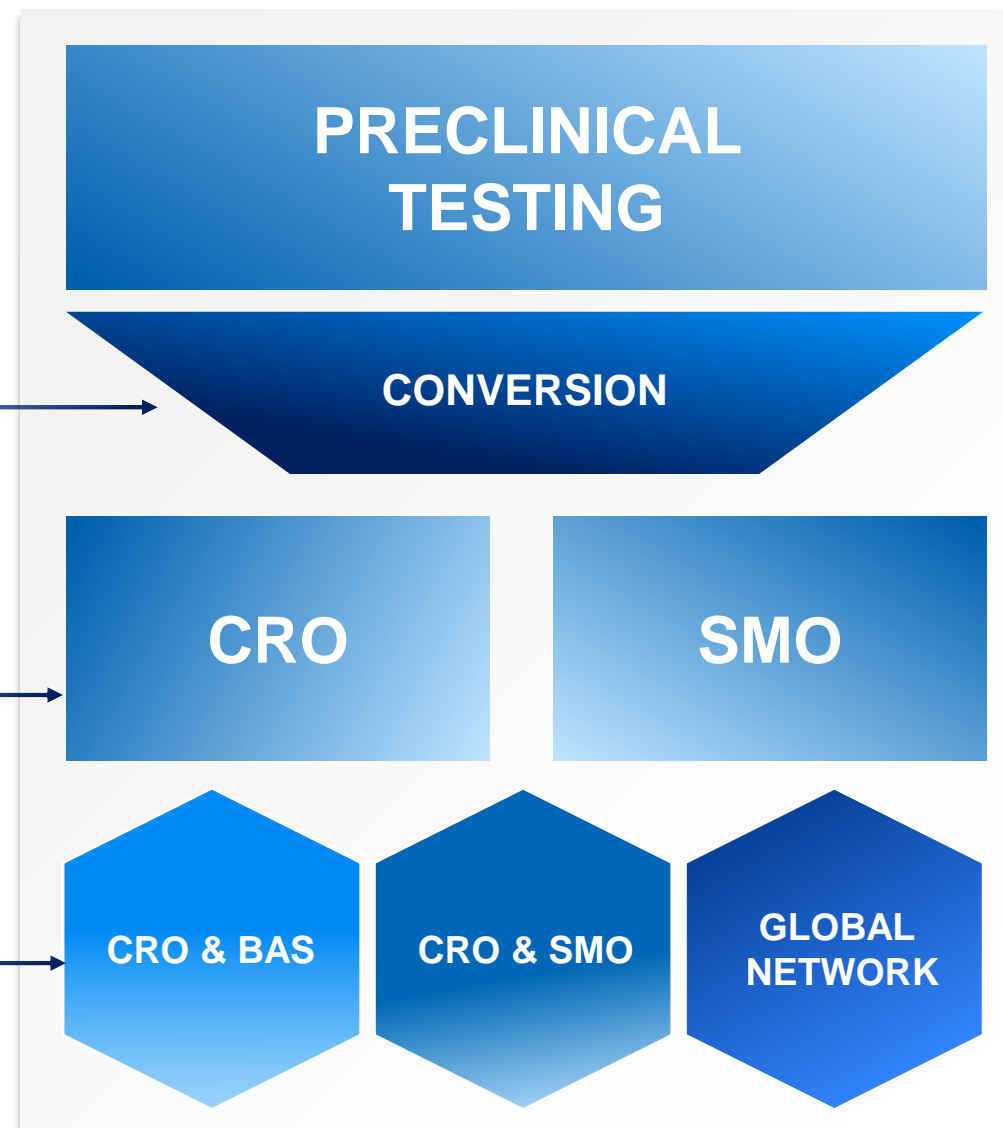
through conversion

Win the Molecule

through differentiation

Achieve Synergy

through integration



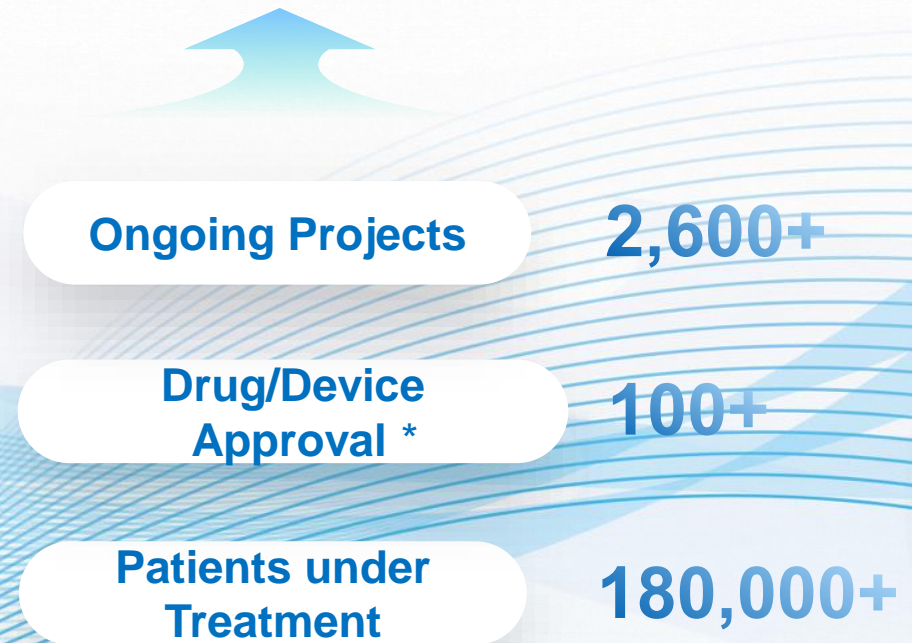
SMO: Market Leader in China

WuXi SMO provides clinical trial site management service for Phase I-IV pharmaceutical and medical device studies

Breadth of Scale

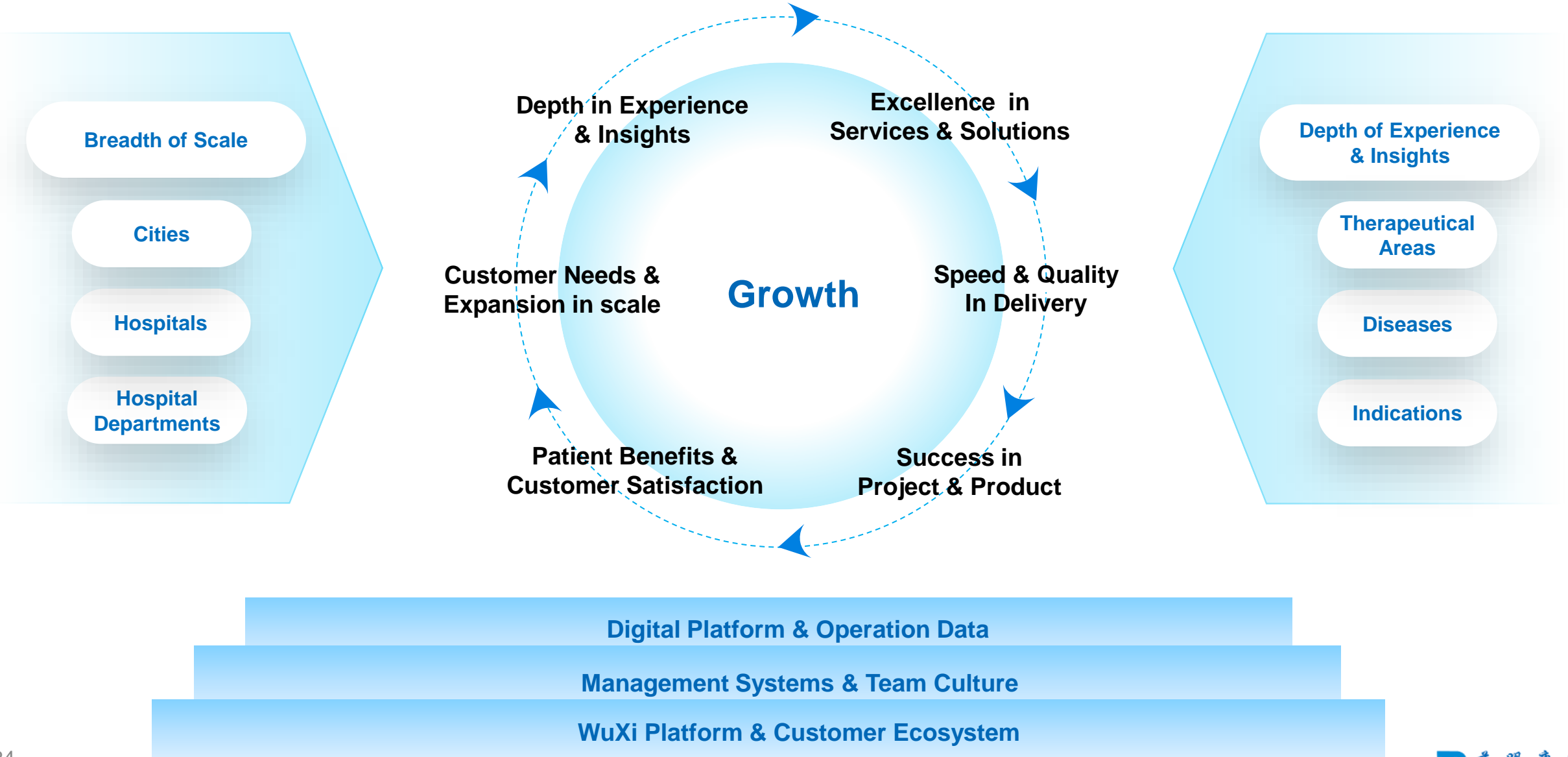


Excellence in Delivery

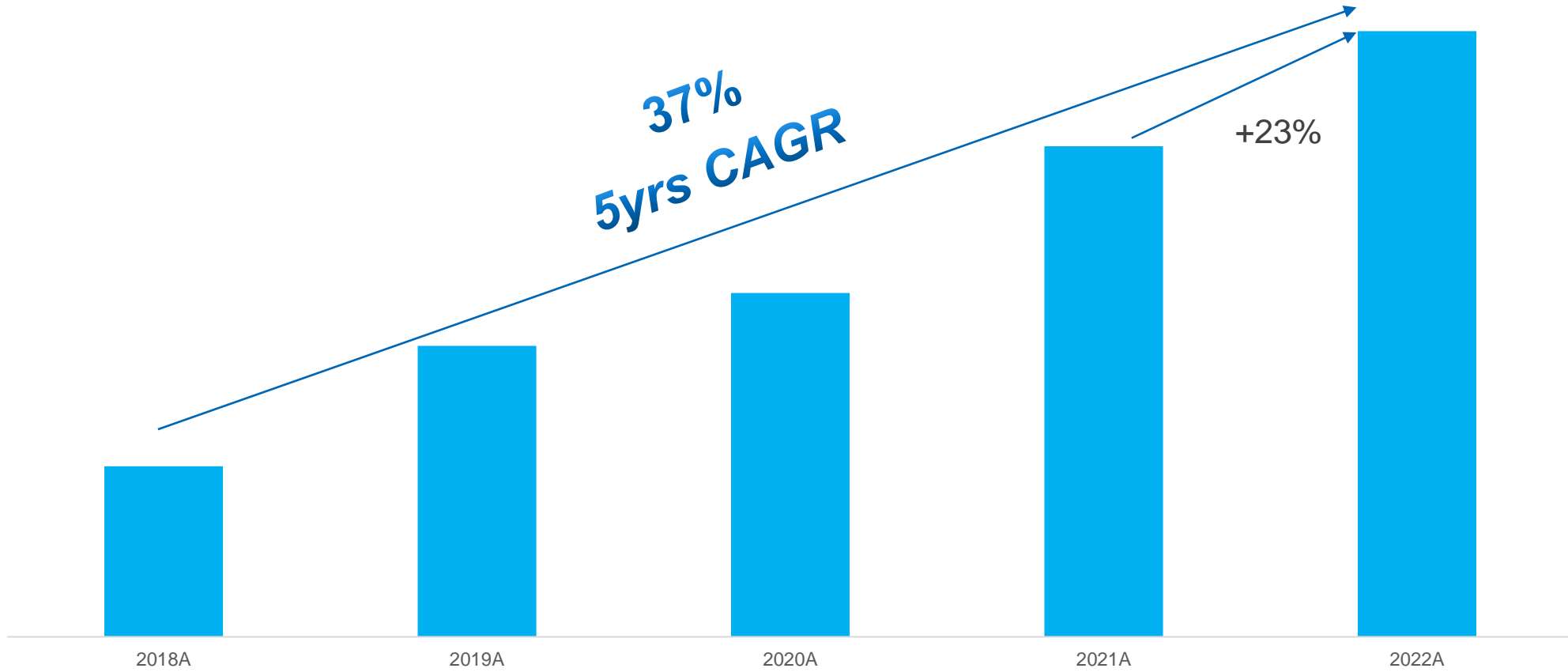


*100+ new drugs / medical devices approved in China / EMA / FDA market in recent 3 years.

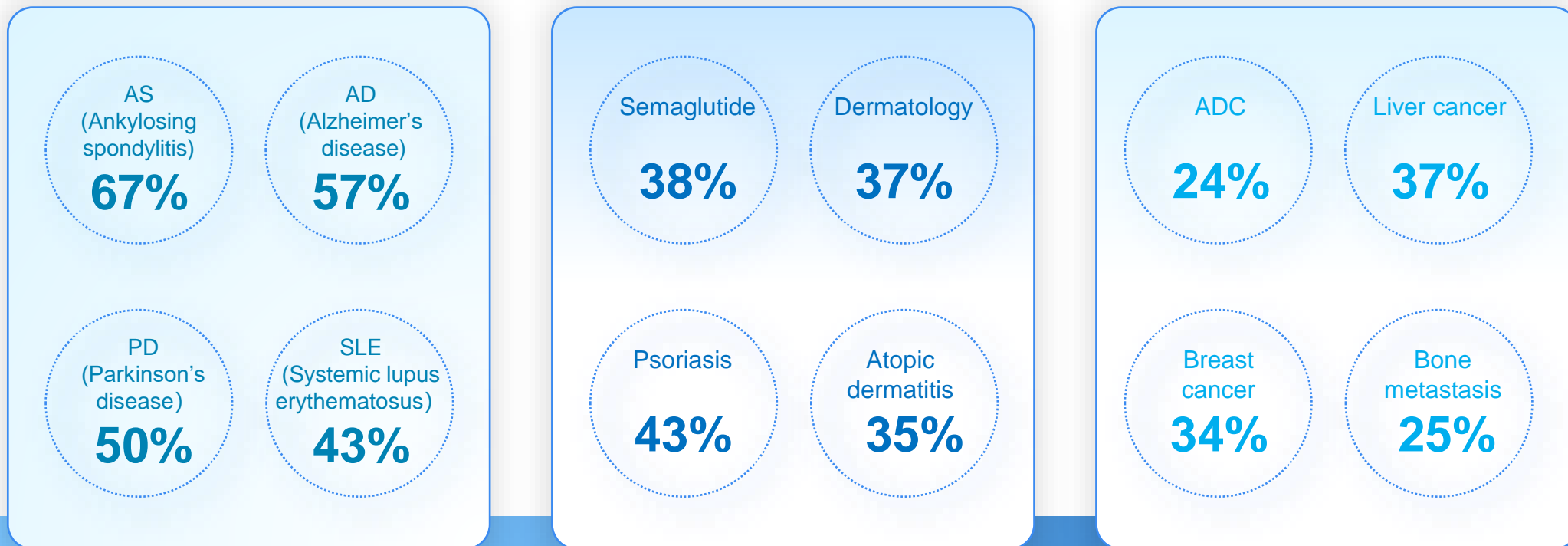
SMO: The Flywheel of Growth



SMO Track Record and Growth



SMO: Market Leadership Across Disease Areas and Indications



Market share as a percentage of clinical studies supported by SMO in a specific disease area / indication / drug class

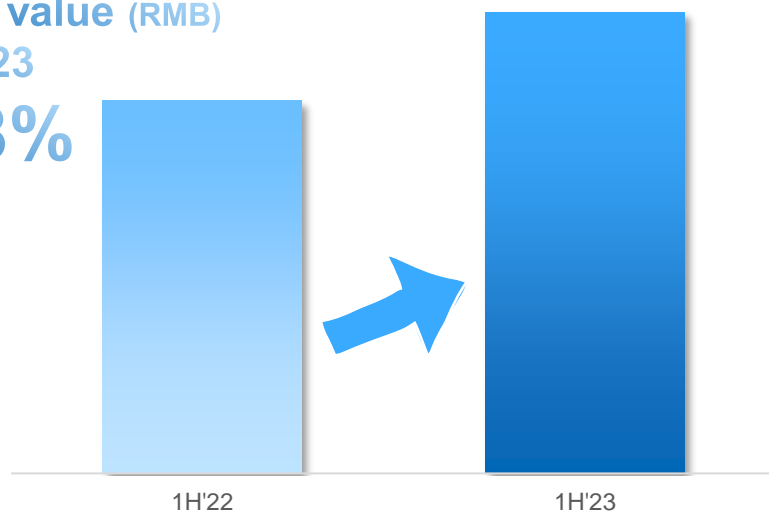
Source: Based on 2021 full year data, internal analysis

SMO: Business Trend 2023H1

Contract value (RMB)

1H22/1H23

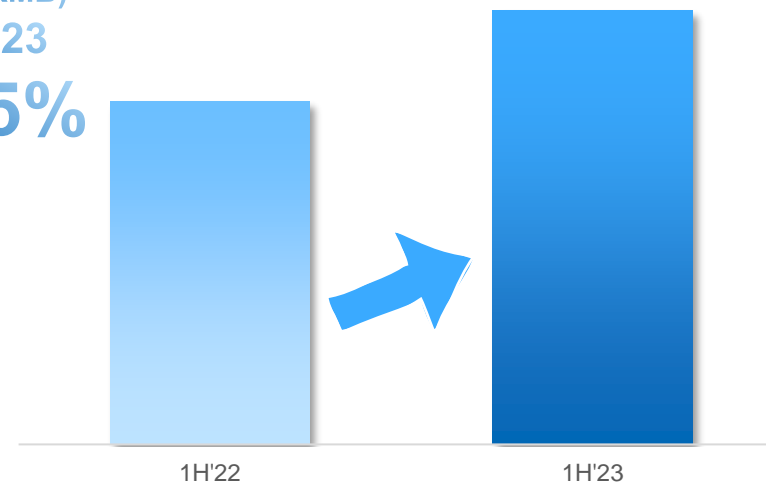
+23.8%



Award (RMB)

1H22/1H23

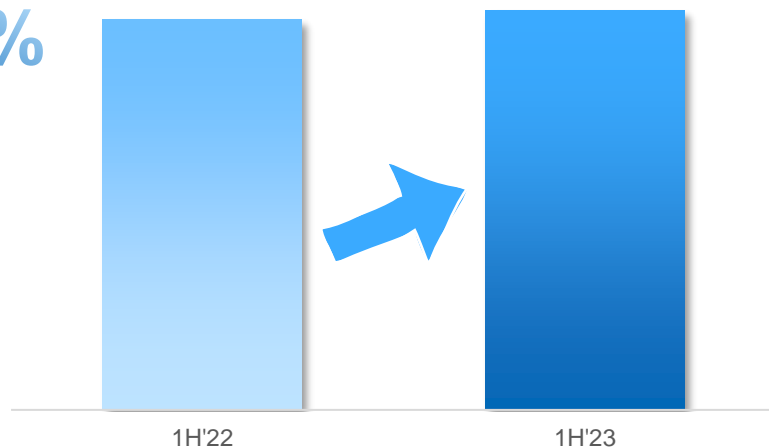
+26.5%



RFP (#)

1H22/1H23

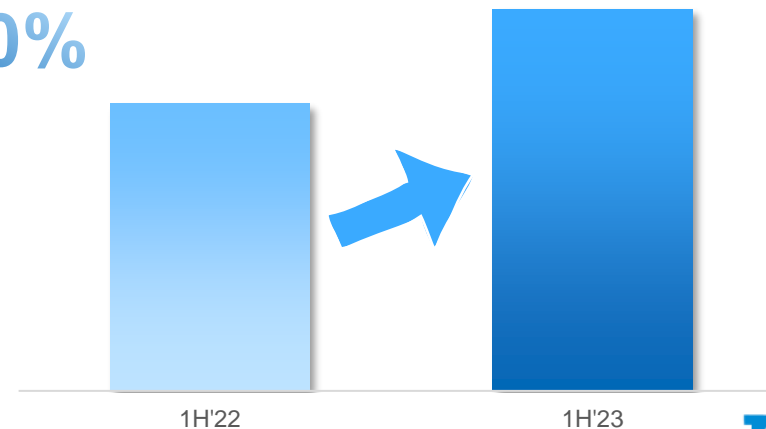
+2.4%



Backlog (RMB)

1H22/1H23

+33.0%



SMO: Enable New Drug Approvals in China

25

approvals
in 2023 H1

37

approvals
in 2022 whole year

Part of the Approved Products SMO enabled in 2023H1

- A new drug based on next generation ADC technology
- Three new drugs for COVID-19
- A new drug for NSCLC
- A new drug for renal cancer
- A new drug for COPD
- First LVAD* (medical device)

WuXi Clinical: Global Clinical CRO Service Platform

WuXi Clinical provides Phase I to Phase IV clinical development services for products including pharmaceuticals, medical devices and IVDs

China

- Shanghai, Headquarters
- Guangzhou
- Beijing
- Changsha
- Wuhan
- Xi'an
- Taipei
- Shenyang
- Chengdu
- Hangzhou

- Advantages of WuXi AppTec **Integrated** Service Platform
- Offices in **13** cities globally

Australia

- Sydney

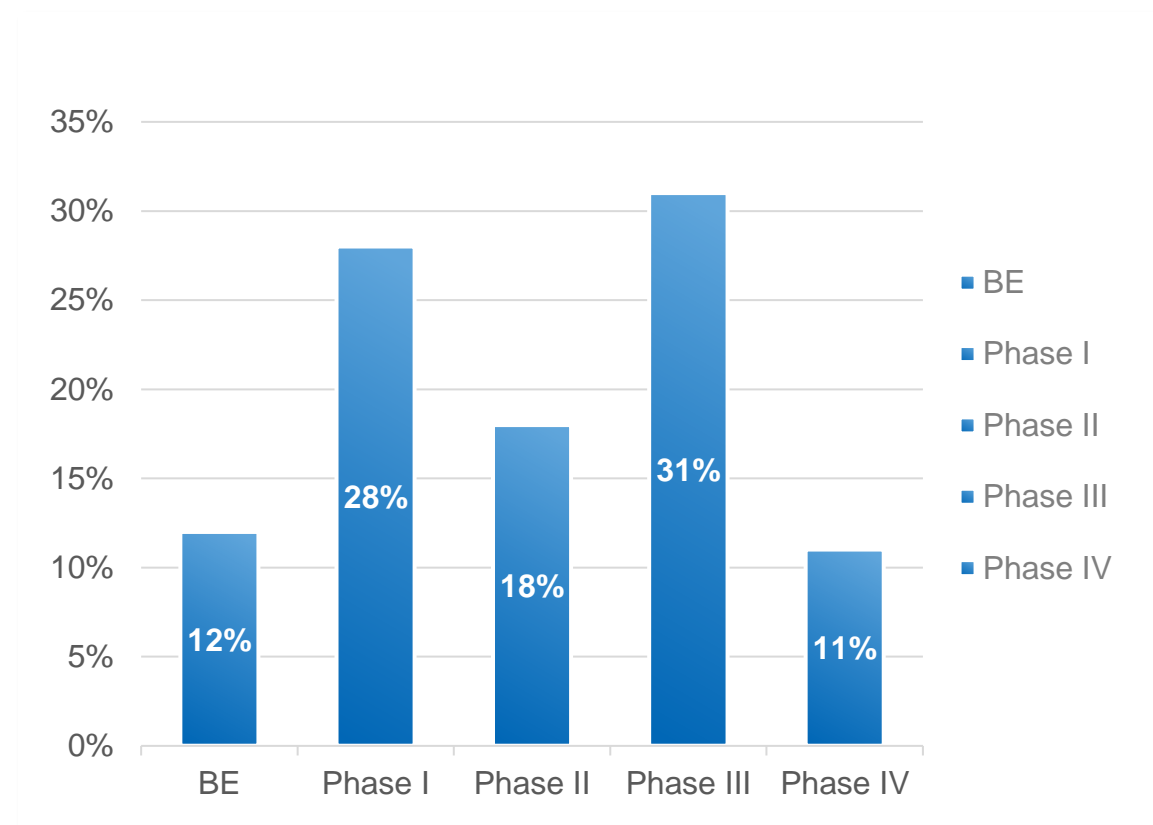
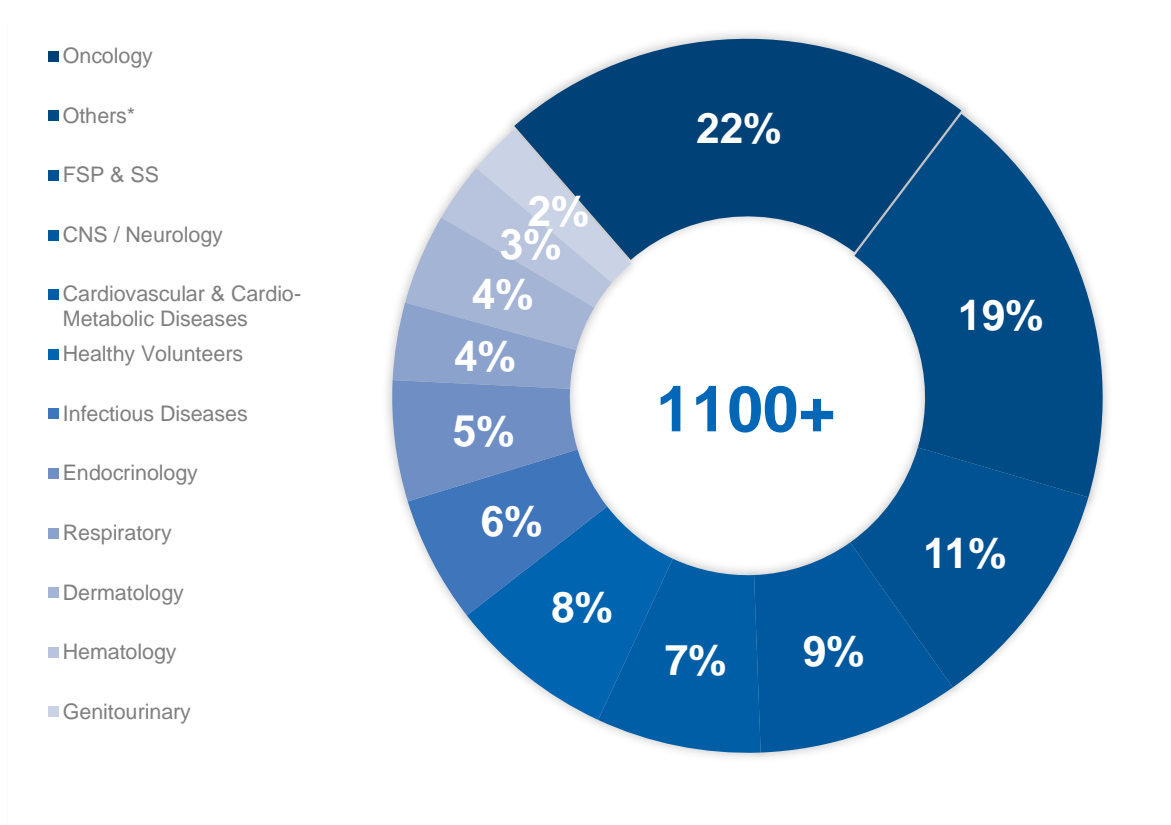
- Covering **30+** major cities in China
- **730** employees globally

United States

- Austin, Texas
- San Diego, California

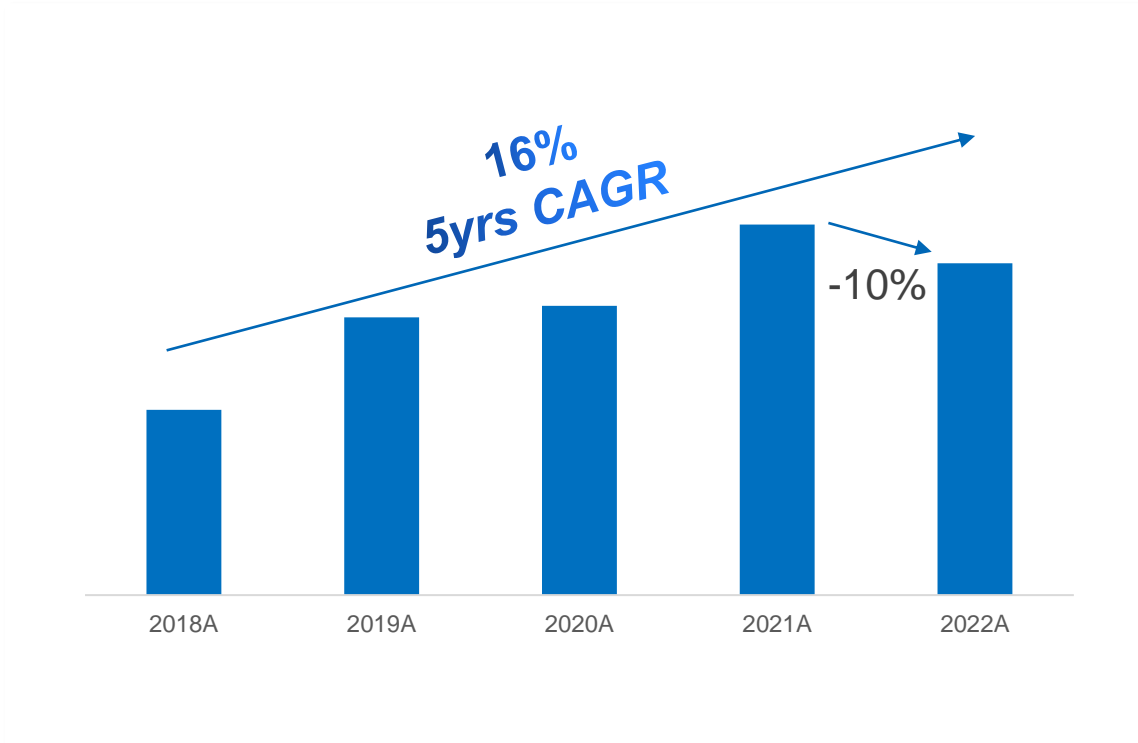
WuXi Clinical: Integrated CRO service in China and US

1100+ projects of global clinical trials by China and US team



* Including Immunology, Gastroenterology, Women's Health, Hepatology, Medical Device and Musculoskeletal

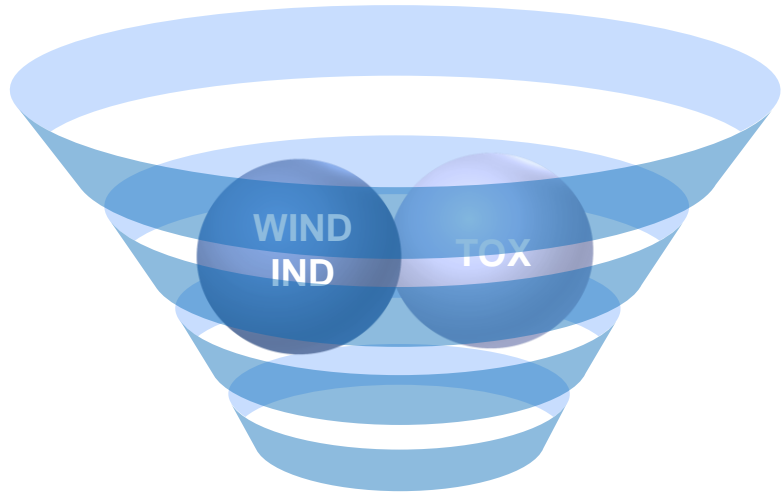
WuXi Clinical Growth Strategy



- Stabilize the business after COVID impact
- Strengthen project delivery and achieve synergy between China and US teams
- Pursue differentiation strategy in selected areas to leverage WuXi platform
- Continued to capture conversion opportunities from preclinical business

Leverage Pre-clinical Opportunities to Drive Conversion

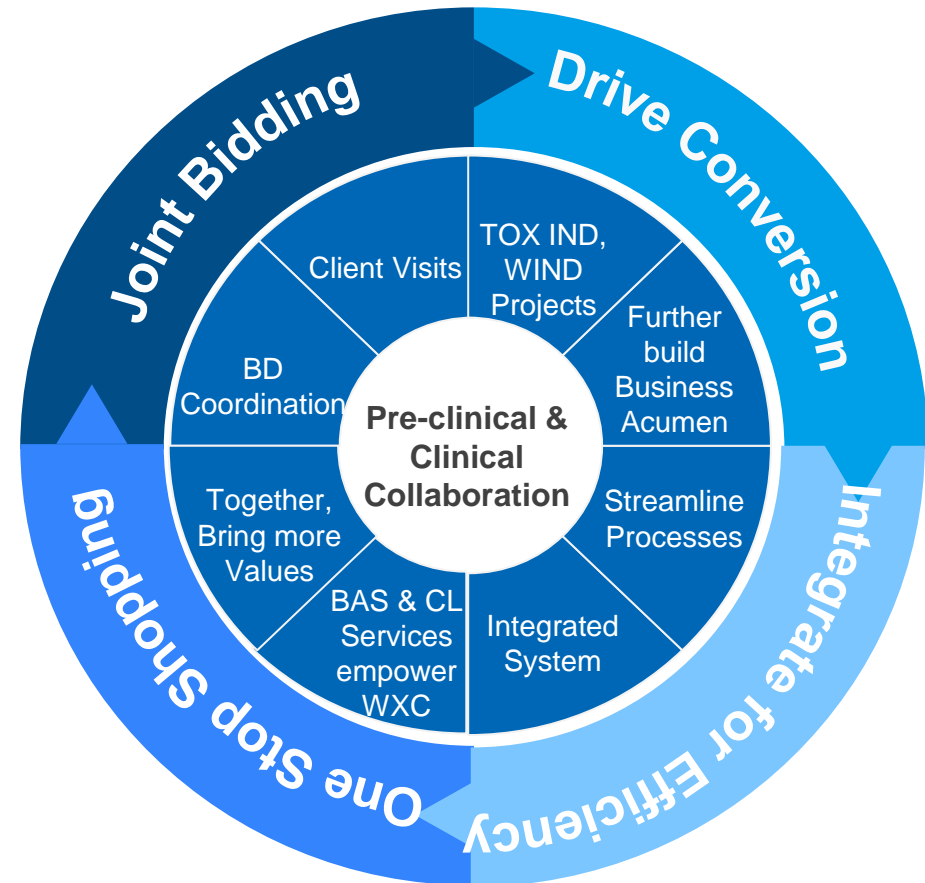
1 Drive Conversion
Leverage Pre-clinical Opportunities



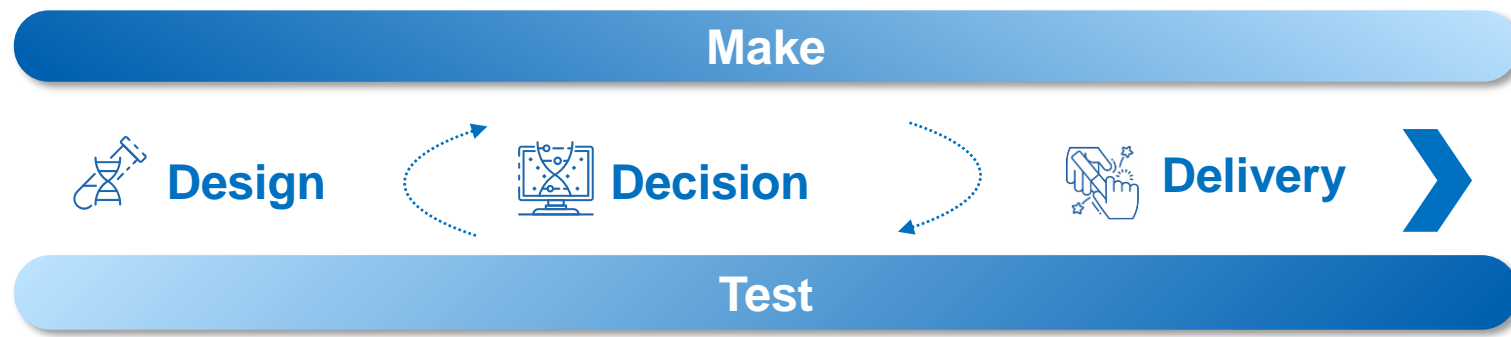
2 Drive Conversion
Capture Clinical Wins



3 Drive Conversion
From WIND to WIND Plus



Enable R&D Innovation through Making and Testing



WuXi Testing



WuXi Testing Key Growth Strategy

