GENETRON 泛生子
ANSWERS FOR CANCER

Genetron Holdings Limited

(Nasdaq: GTH)

3Q 2021 Financial Results

November 2021

Disclaimer

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Leading Precision Oncology Company in China

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Diagnosis & Monitoring (TAM)

LDT + IVD

Diagnosis: $6.7B[1]
MRD: $14B[2]

LDT – Top player covering 500+ hospitals

IVD – 7 products approved; S5+Lung 8 NGS solution

MRD partnerships in blood and solid tumors

AstraZeneca FOSUN PHARMA 复星医药

Biopharma Services

Biotech Industry: $0.5B[1]

High growth Chinese biotech industry

#1 Ranking: 47 total biopharma partners

CDx demand is growing as NMPA increases focus on genomic testing for innovative drugs

Early Screening (TAM)

Liver cancer: $7.2B[1]
CRC cancer: $23.0B[1]
Lung cancer: $5.8B[1]

HCCscreen™ –
- FDA breakthrough device designation (NGS)
- Leading prospective data
- Commercialization roadmap

HCCscan™ –
- PCR-based assay expands market opportunity leveraging existing customer capabilities

Multi-cancer development with innovative technology in liquid biopsy

Three Proprietary Technology Platforms as foundation: One-step Seq, Mutation Capsules, FusionScan

1. Frost & Sullivan, Market potential in China as of 2023
2. Euromonitor, Globalcan, Company internal estimates market potential

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3Q 2021 & Recent Events Recap

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Revenue growth with momentum across all major segments

- Total revenue **RMB 152.5 million** for 3Q2021, **36.2% y/y revenue growth.**
- **Gross margin improved to 69.0%** vs 62.2% in 3Q2020
- LDT revenue increased by **30.2% y/y** to **RMB 93.0 million**
- IVD revenue increased by **70.5% y/y** to **RMB 51.3 million**

Early-screening business with first-mover advantage

- Broadened HCC early screening strategy – GTH projects 2023 NMPA approvals for both assays
  - Initiated **HCCscan™ trial (PCR assay)** – targeting 9 clinical sites with 5,000 patients
  - **HCCscreen™ trial (NGS assay)** to begin enrollment in the next few months
- Clinical results of early liver cancer screening product HCCscreen™, **were included in expert consensus and the October 2021 publication of *Chinese Journal of Hepatology***
- **CRC early screening (blood-based)** preliminary case control data with **>91% sensitivity and 95% specificity**

MRD Partnership with leading biopharma companies

- Formed a co-development agreement with AstraZeneca R&D China for personalized MRD tests for solid tumors
- Solid tumor MRD data through publications by 1H22
- Entered into an exclusive agreement with Fosun Pharma to commercialize Seq-MRD® for blood cancers in China

Diagnosis and biopharma segments progressed well

- Obtained CE Mark for Onco PanScan™, the Company's large panel product that covers over 800 genes
- Established partnerships with NeoGenomics to drive global oncology drug R&D and development
- Established partnerships with IMPACT Therapeutics to development of a synthetic lethal product pipeline

MRD Business Update

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Solid Tumor MRD

- **Enabled by proprietary Mutation Capsule platform**

AstraZeneca

To develop a world-class tumor-informed MRD product

- Collaboration with AstraZeneca for the joint development of NGS-based tumor-informed MRD tests for various solid tumor types in China
- AZ will incorporate the co-developed assay for China-specific studies
- First step of a multi-year, exclusive LT partnership. Room to expand to IVD and commercialization

Seq-MRD® for Hematologic Cancer

- **One-step Seq + fully automated bioinformatics solutions**
- **Tested with thousands of ALL, MM, and CLL patients**

FOSUN PHARMA 复星医药

Initiated Commercialization in China

- Exclusively collaborating with Fosun Pharma in hematologic-focused hospitals and clinics in China
- Fosun has 1,500 sales reps to sell innovative drugs that target hematologic and lymphoid malignancies, and solid tumors

ALL: acute lymphoblastic leukemia MM: multiple myeloma CLL: chronic lymphoid leukemia

#1 in Drug Development Services for Biopharma

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Trend of CDx demand is becoming stronger resulting from NMPA's increasing focus on genomic testing for innovative targeted and immunotherapies in China

AstraZeneca · Roche · BAYER · Janssen · FOSUN 复星 · 正大天晴 CHIATAI TIANQING · 康宁杰瑞 ALPHAMAB ONCOLOGY · Innovent 信达生物制药 · 亞盛醫藥 Ascentage Pharma · INNOCARE Science Drives Innovation · 基石药业 CSTONE PHARMACEUTICALS · EDIGENE 博雅辑因

Strategic partnerships with **47** leading global and China biopharma companies

Global clinical drug trials and companion diagnostics development

- CLIA lab in Maryland, US - a solid platform to offer services for cross border trials and CDx developments
- Strategic partnership with NeoGenomics NEO GENOMICS

Note: Partner number as of September 30, 2021

Onco PanScan™ – Comprehensive Genomic Profiling Panel

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Features / Advantages

- **Comprehensive and evolving coverage of genes**
- **High level of precision**
- **Lower sample volume requirements**

Comprehensive Biomarkers Coverage

- Detects SNVs, InDels, fusion, copy number variants (“CNVs”) and the key immunotherapy biomarkers
- Covers over 125 genes with CDx biomarkers as listed in WHO, NCCN) European Society for Medical Oncology (“ESMO”) and other treatment guidelines

New Commercialization Opportunity

- Onco PanScan™ received CE Mark approval permitting commercialization in the EU

CE

Approach to HCC Early Detection Registration Trials

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HCCscan™

Decentralized model

- PCR-based assay leverages the existing, broad and growing equipment infrastructure driven by government policies and recent insurance programs
- Increases accessibility and potential market penetration
- Multi-methylation marker assay
- 9-sites clinical trials, initiated patient enrollment
- Trial design: HCCscan™ vs. HCCscan™ + ultrasound vs. ultrasound + AFP in 5,000 patients

HCCscreen™

Central lab model

- NGS-based
- Multi-omics
- Previous clinical results and technology findings well recognized by expert consensus
- 4-5 sites clinical trials expected to be initiated in 1H2022
- Trial design: HCCscreen™ vs. ultrasound + AFP in 5,000 patients

Blood-based CRC Early Screening

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CRC Early Screening Preliminary Data

- A blood-based assay profiling multi-omics biomarkers including mutation, methylation, copy number variations etc. from cfDNA
- The algorithm was trained in a retrospective cohort of 100 cases and 100 controls, and validated in an independent cohort in same size.
- The assay showed >91% sensitivity with the specificity of 95%.
- Full details from this cohort planned to be released through publication in 2022

HCCscreen™ – Leading Player in Liver Cancer Early Screening

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HCCscreen™ Investigational Study (HIT): Large-scale Prospective Study of 1,615 HBsAg+ patients reported in March 2021

Superior sensitivity and comparable specificity

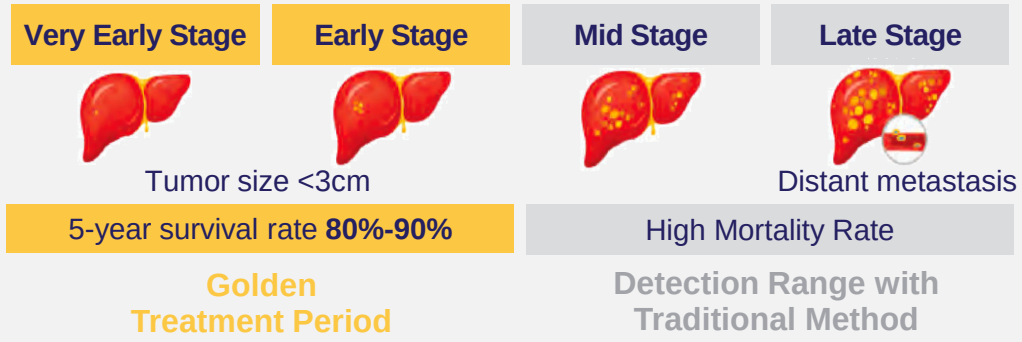
vs. ultrasound + AFP: 71% sensitivity, 95% specificity

88%	93%	40.9%	99.3%
Sensitivity	Specificity	PPV	NPV

PPV: Positive Predictive Value
NPV: Negative Predictive Value
HCC: hepatocellular carcinoma

Excellent sensitivity in detecting early-stage HCC

Sensitivity	85%	96%	88%
Tumor size	<3cm	3-5cm	>5cm



中华肝脏病杂志

中国肝炎防治基金會
Chinese Foundation for Hepatitis Prevention and Control

- The clinical results and technology findings of HCCscreen™ were included in ***Chinese Journal of Hepatology*** Oct 2021
- **Well-recognized by expert consensus**

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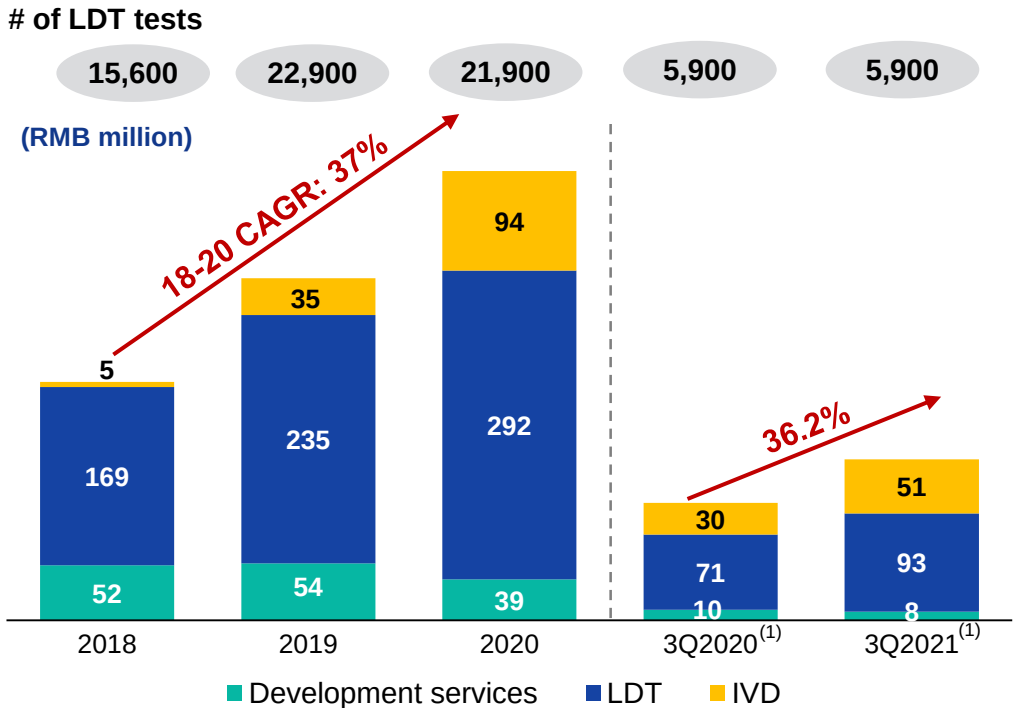
3Q 2021 Revenue

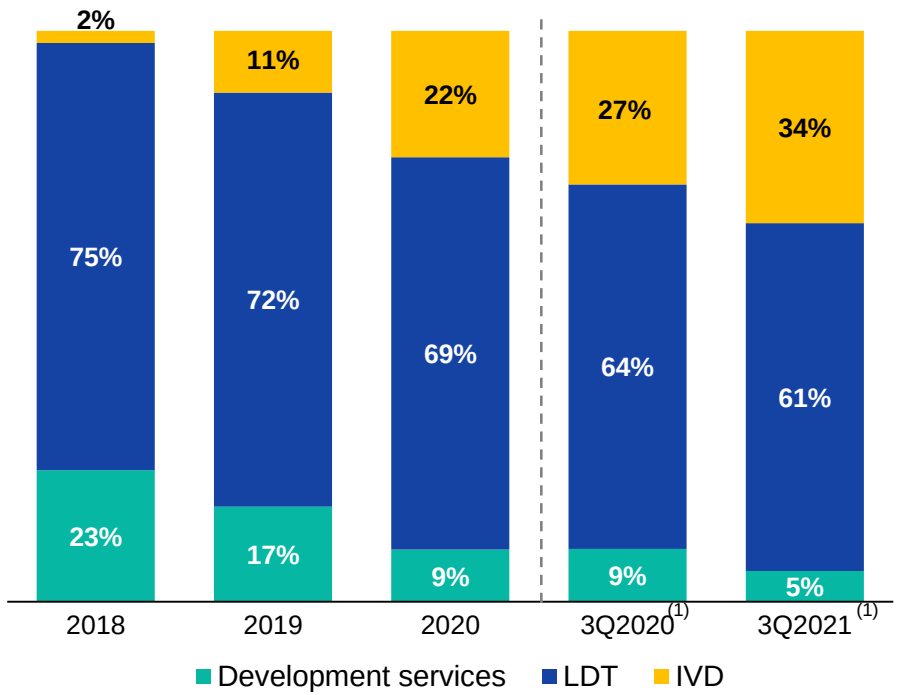
3Q2021 revenue growth drivers:

- Sales of LDT services included sales of our early screening test, HCCscreen™
- Increased IVD revenue was driven by increasing sales of Genetron S5 instrument and 8-gene Lung Cancer Assay (Tissue)
- Development services: Continued strategic shift to higher margin biopharma services

Robust revenue growth in 3Q2021



IVD revenue as a percentage of total revenue increased in 3Q2021



Note:
(1) Unaudited financial numbers

Winning the China Hospital Market

Starting from LDT then evolving into "LDT + IVD"

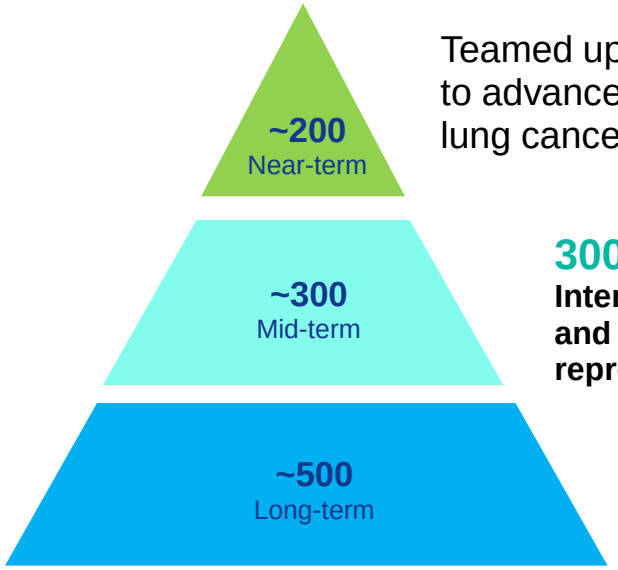
Laboratory developed test (LDT)

- Initially hospitals unable to run complex NGS testing in house
- Third party labs provide service to hospitals
- Fast adoption of latest technology

+

In vitro diagnostics (IVD)

- Generate incremental revenue for hospitals
- Currently the only pathway to public medical insurance
- Lengthy large size clinical trials required by NMPA



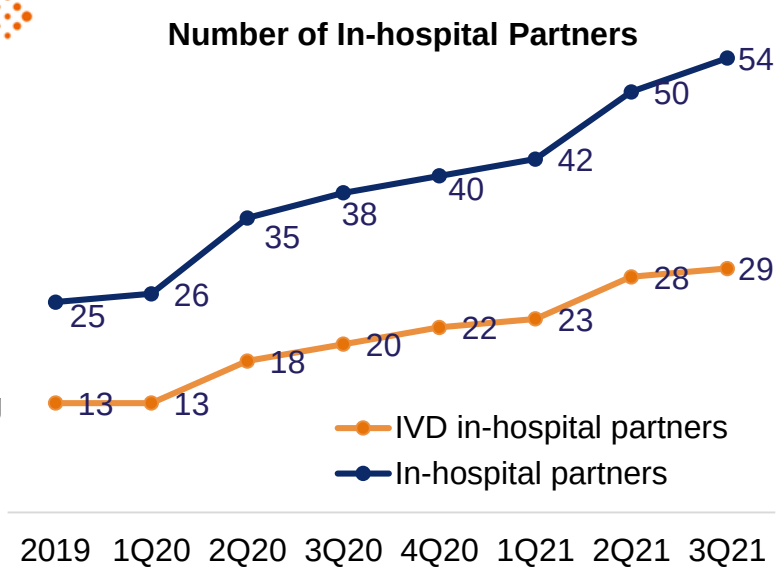
Targeting ~1000 Class 3 Grade A hospitals for cancer treatment in China

Teamed up with Sienmens Healthineers to advance the use of Genetron S5 platform and lung cancer 8-gene IVD assay in hospitals

300+
Internal direct sales and marketing representatives

LDT **500+ hospitals ordered tests from us**

IVD **54 in-hospital partners (1) including 29 IVD In-hospital partners (2)**



(1) The number of total in-hospital partners include both sales of LDT services and IVD products.
(2) By September 30, 2021

3Q 2021 Gross Margin

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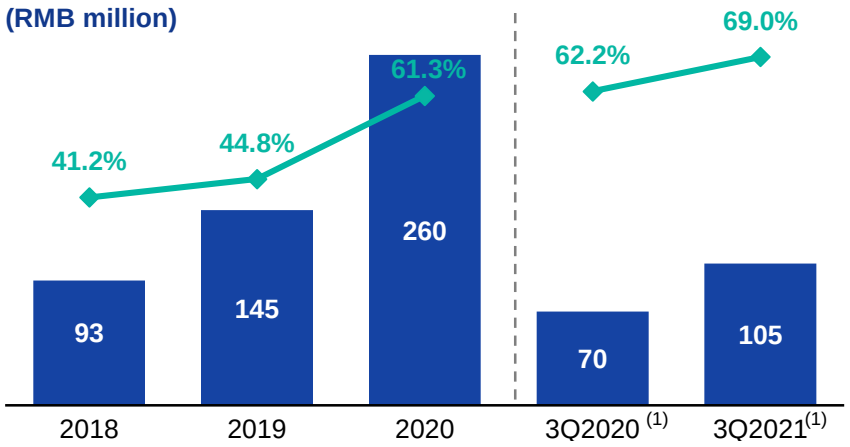
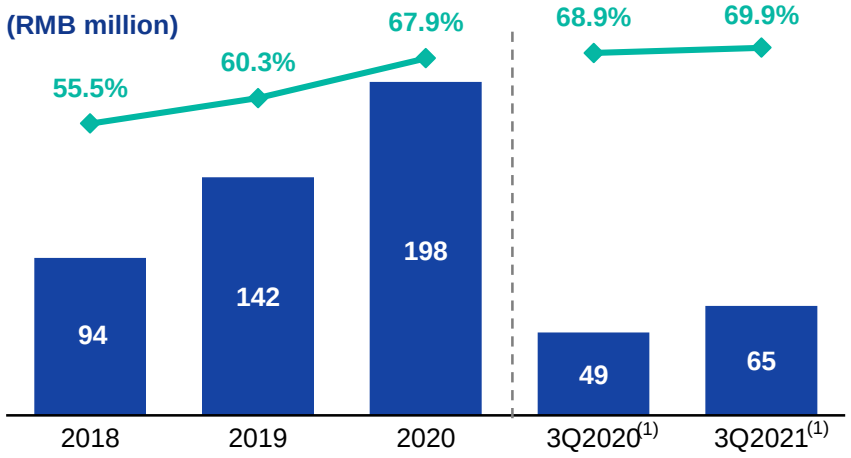
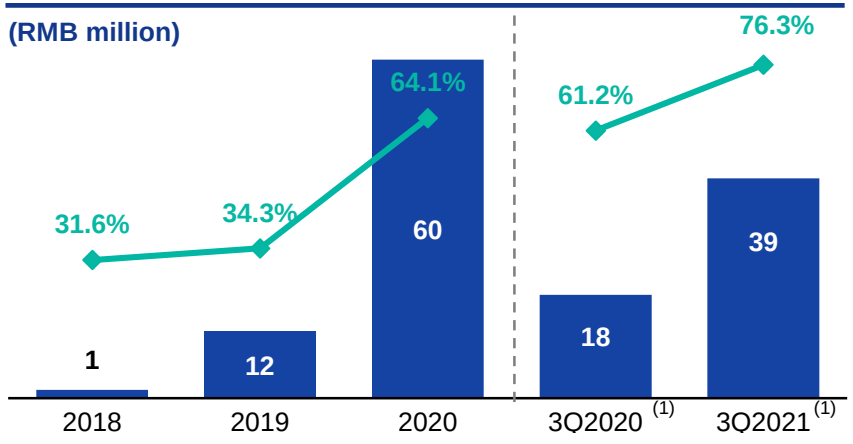
Gross profit and margin



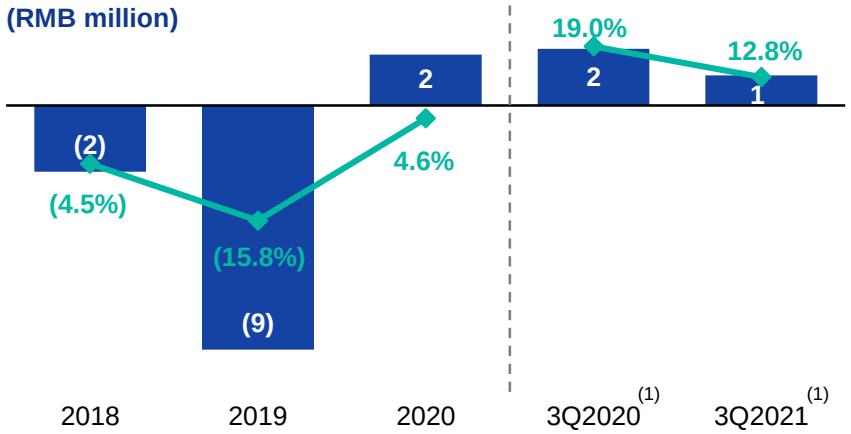
Gross profit and margin (LDT)



Gross profit and margin (IVD)



Gross profit and margin (Development services)



Note:
(1) Unaudited financial numbers

3Q 2021 Operating expenses

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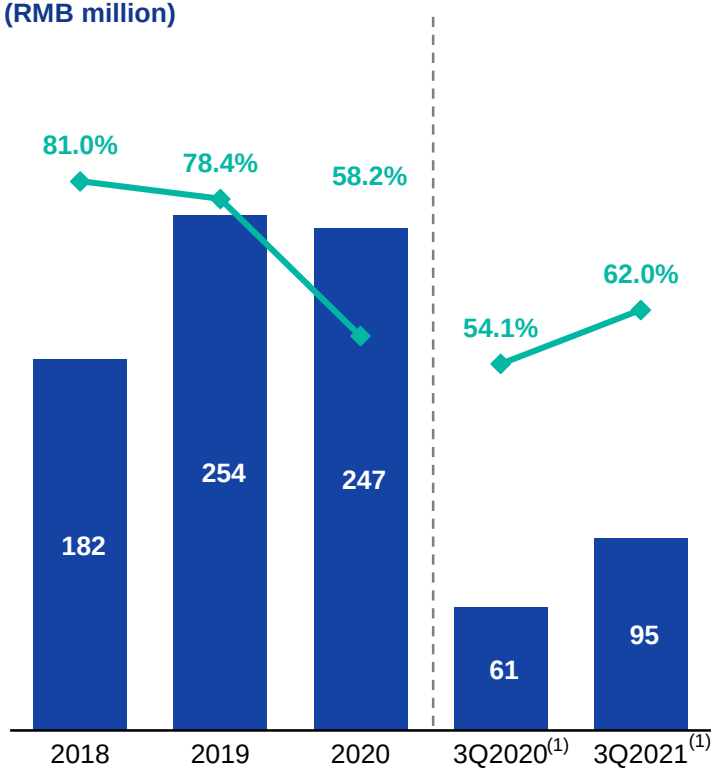
Selling expenses

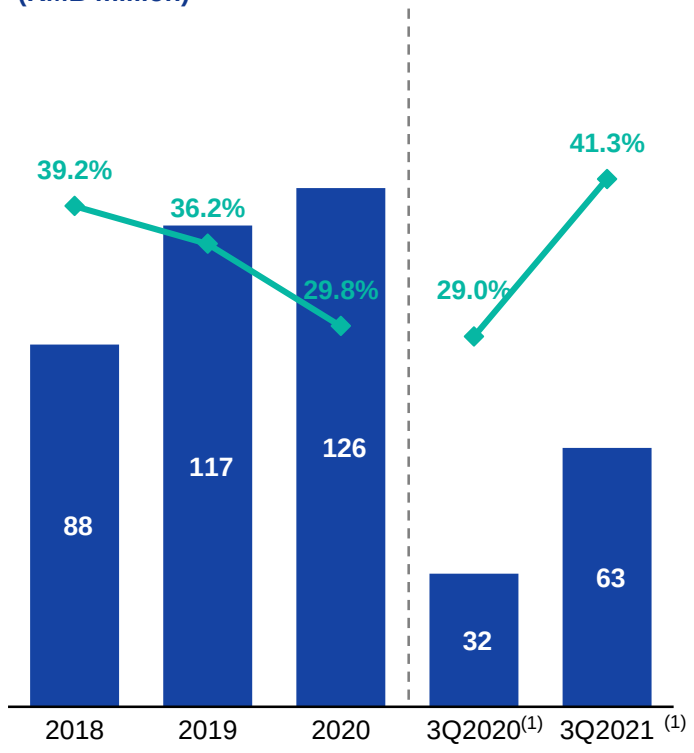
(RMB million)



Selling expenses Percentage of total revenue

Administrative expenses

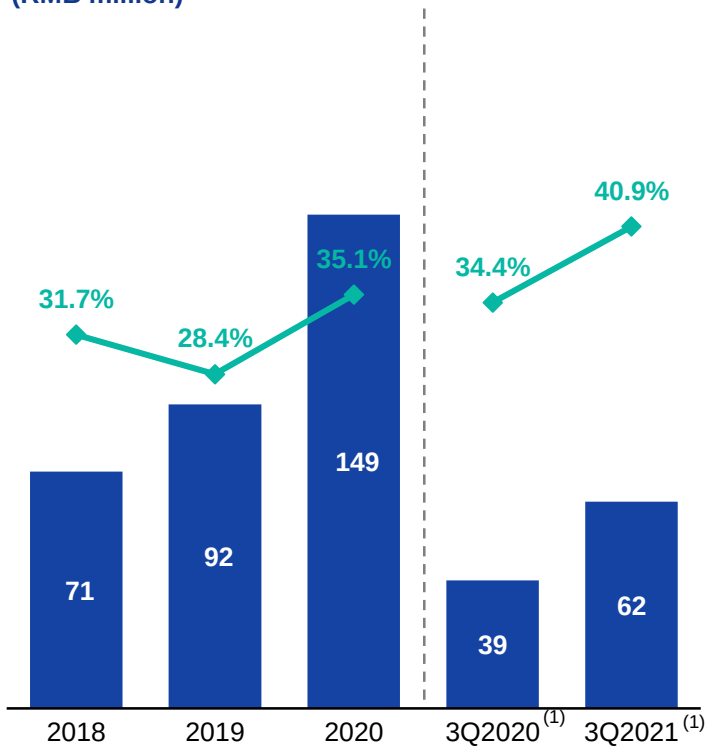
(RMB million)



Administrative expenses Percentage of total revenue

R&D expenses

(RMB million)



R&D expense Percentage of total revenue

Note:
(1) Unaudited financial numbers

3Q 2021 Financial Highlights

	Third Quarter		
(in RMB million)	**Q3 2021**	**Q3 2020**	**Y/Y Change**
Revenue	152.5	112.0	36.2%
Diagnosis & monitoring - LDT	93.0	71.4	30.2%
Diagnosis & monitoring - IVD	51.3	30.1	70.5%
Development services	8.2	10.4	(21.4%)
Gross margin	69.0%	62.2%	680bps
Selling expenses (% of rev)	62.0%	54.1%	790bps
R&D expenses (% of rev)	40.9%	34.4%	640bps
Admin expenses (% of rev)	41.3%	29.0%	1230bps
Operating loss	(124.8)	(59.2)	-
Net loss	(130.1)	(48.0)	-
Non-IFRS loss[1]	(109.9)	(43.7)	-

As of September 30, 2021, cash and cash equivalents, restricted cash and current financial assets at fair value through profit or loss were RMB1,005.3 million

1. Non-IFRS loss represents net results excluding share-based expenses, fair value change and other loss of financial instruments with preferred rights. Please refer to appendix for the reconciliation of non-IFRS loss for the year/period to net loss for the year/period

Covid-19 Situation in China – 3Q21 and 4Q21

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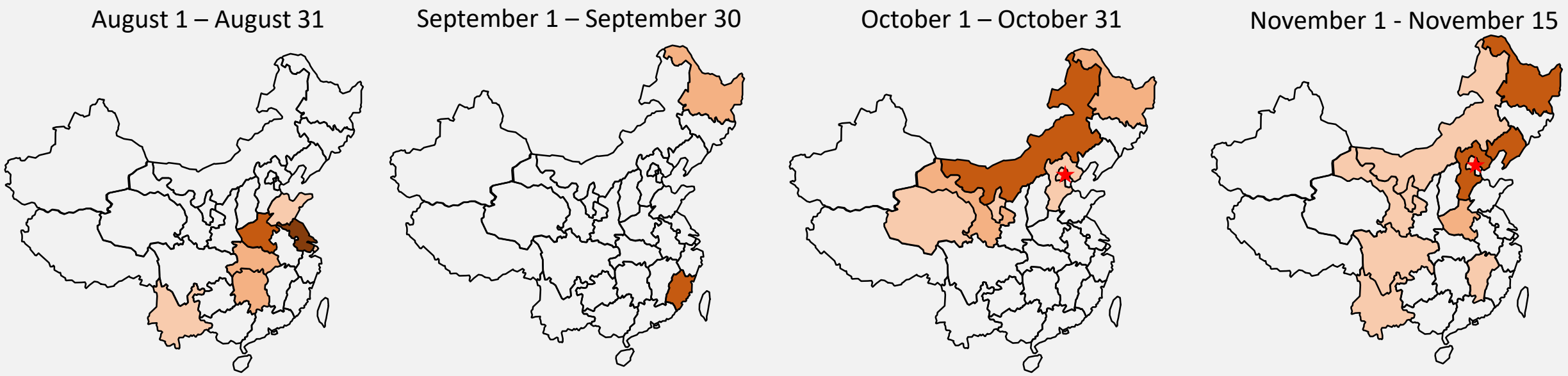
Covid-19 resurgence in China intensified since October; LDT business was impacted significantly

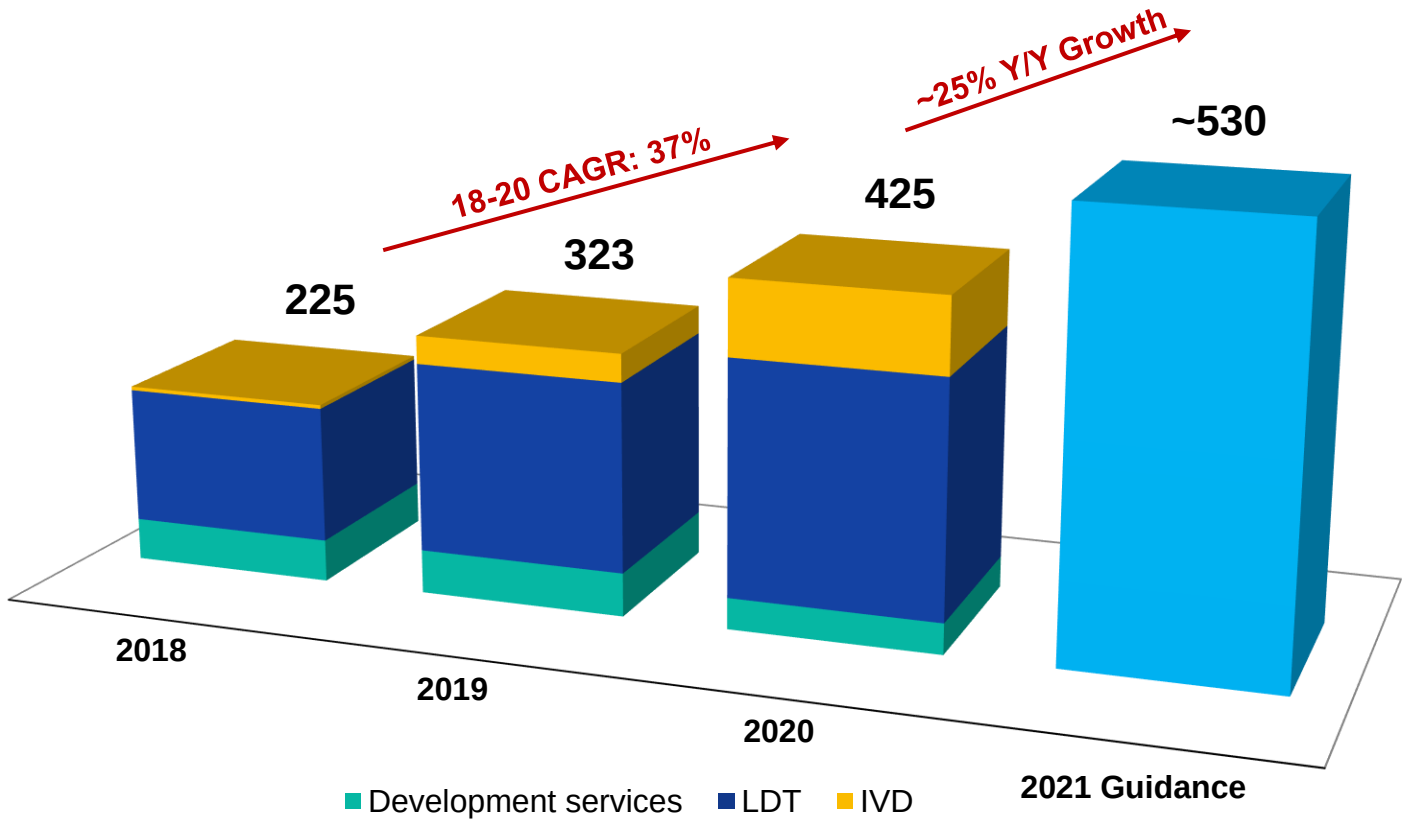
Accumulated Local Covid-19 Cases



★ In Beijing, in anticipation of the Winter Olympics and the National People's Congress, restrictions have been particularly severe and this level of high alert is likely to stay.

Source: National Health Commission

2021 Financial Guidance



(RMB million)

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Key Catalyst

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Focused on Transforming the Lifecycle Management of Cancer

Early Screening

2021:

- ✓ Data readout for large-scale prospective liver cancer screening trial
- ✓ HCCscan registrational trial initiated
- ✓ Data readout for colorectal cancer

2022:

- ■ HCCscreen registrational trial initiation
- ■ CRC publication
- ■ Completion of HCCscan and HCCscreen registrational trials by YE

2023:

- ■ HCCscan and HCCscreen approvals

MRD[1] Detection

2021:

- ✓ Product launch for hematological tumor MRD[1]

2022:

- ■ Data publication for solid tumor MRD in 1H

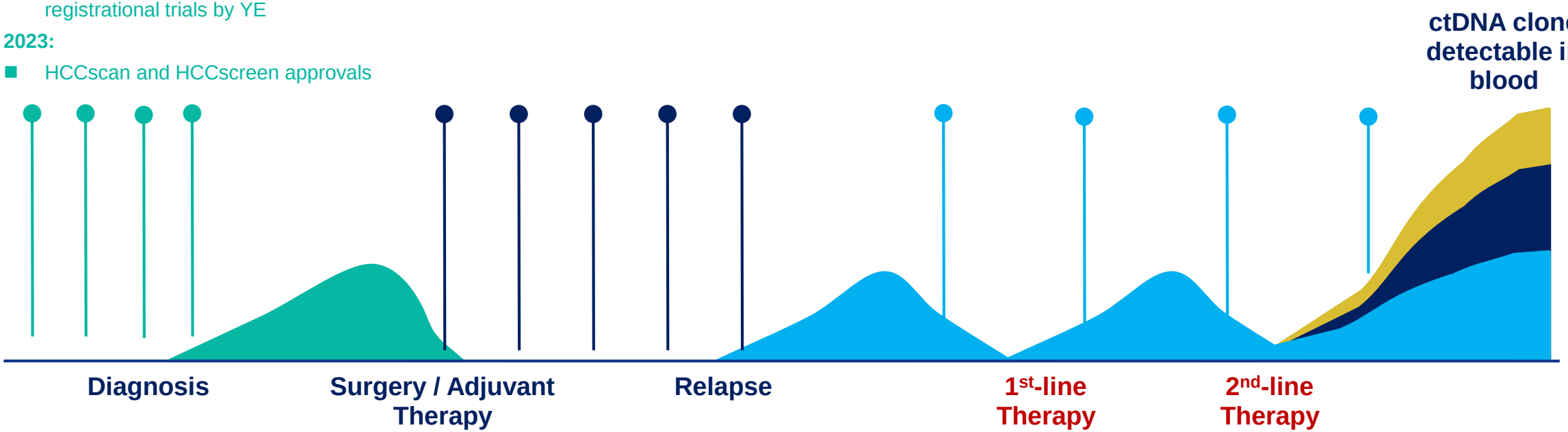
Medication Guidance

2021:

- ✓ OncoPan Scan received CE mark
- ■ Avapritinib companion diagnostic kit approval

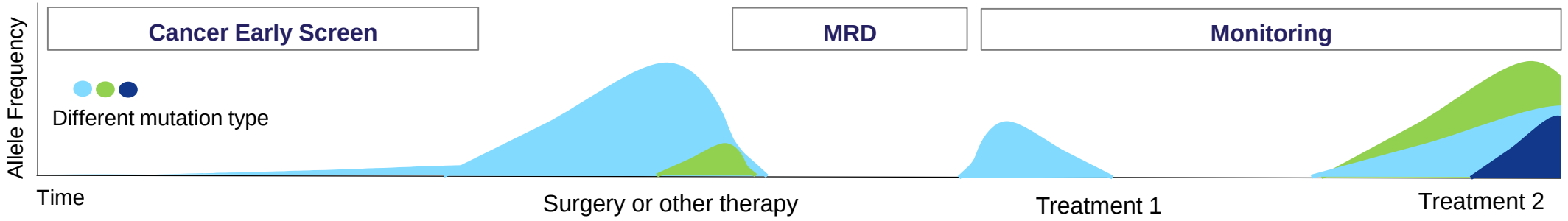
2022:

- ■ Onco PanScan large-panel registrational trial initiation in Q1

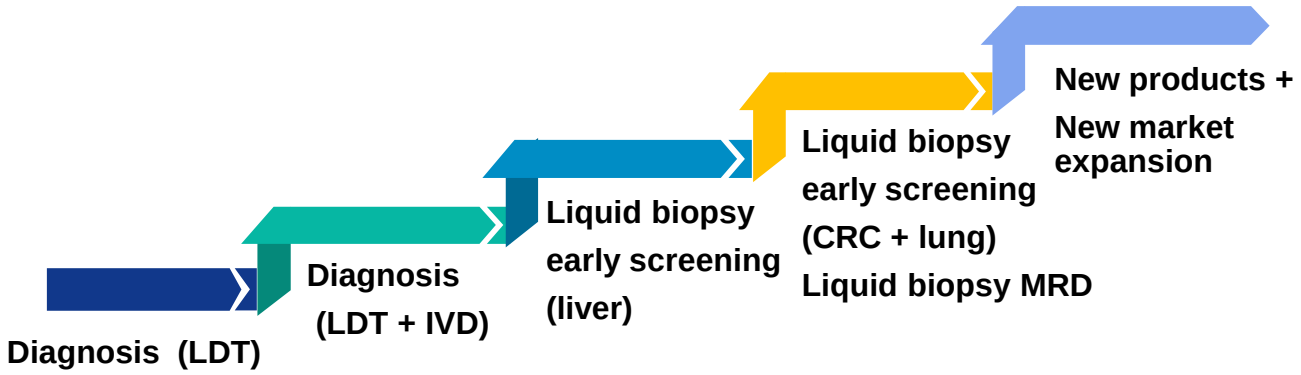


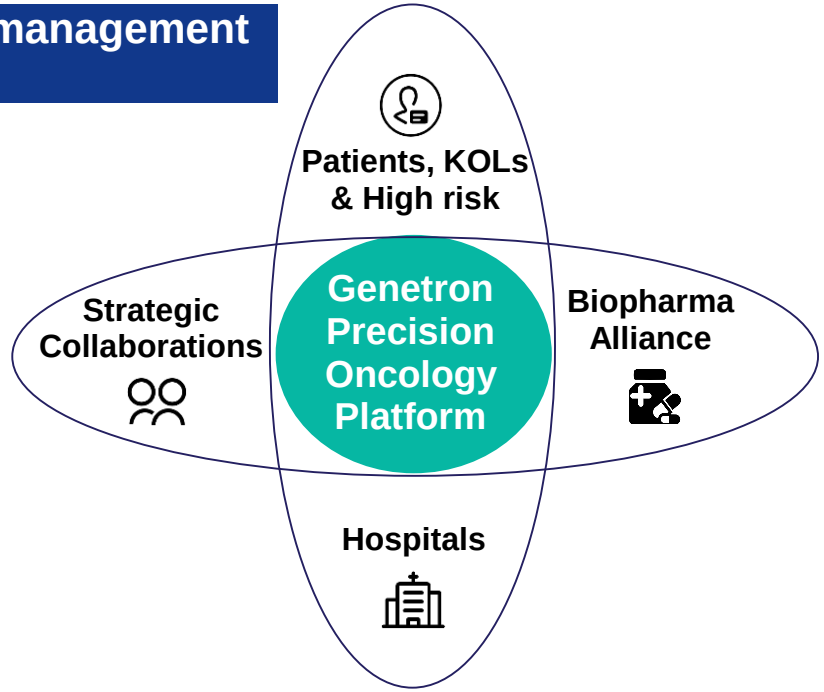
[1] Minimal residual disease.

Become A Prominent Player in Liquid Biopsy



Develop liquid biopsy-based solutions across the full-cycle cancer management
Continue to ramp up our commercialization efforts





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First Mover Advantage in Early Screening Commercialization

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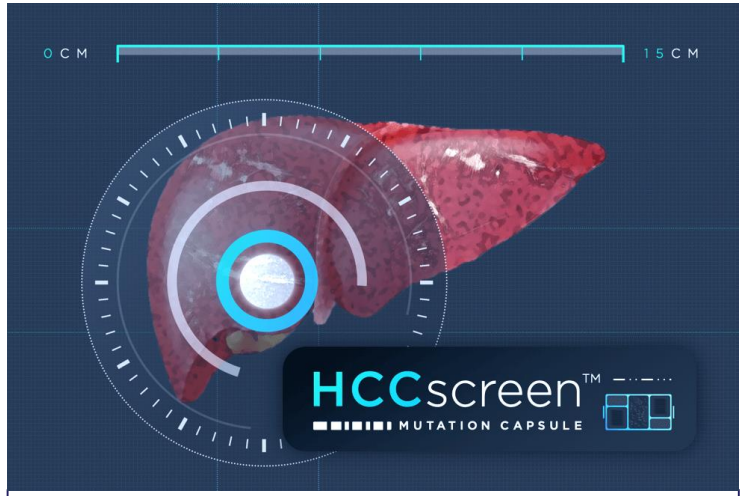
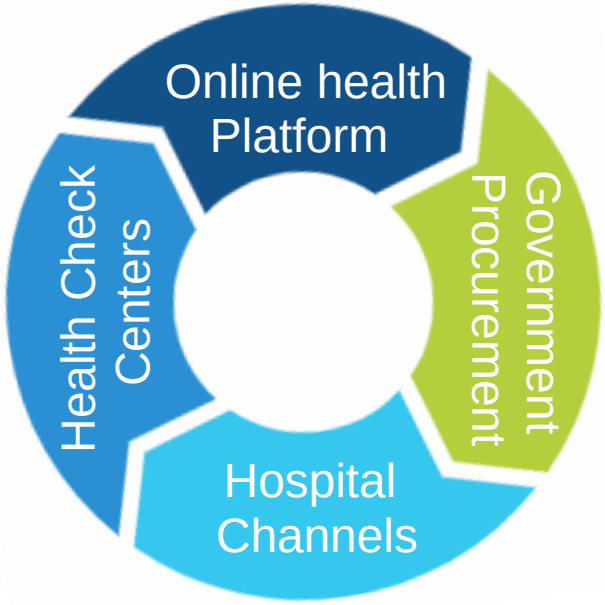


- Powered by Genetron's innovative and proprietary **Mutation Capsule** Technology
- Received **U.S. FDA** breakthrough designation – expands geographical reach

FDA

JDH 京东健康

Aim to jointly create an internet innovation model for full-cycle cancer solutions



iKang 爱康

Service available at 100+ iKang medical exam centers nationwide

NCC NATIONAL CANCER CENTER 国家癌症中心

江苏无锡（惠山）生命科技产业园
Jiangsu Wuxi (Huishan) Life Science & Technology Industrial Park
L-PARK

Collaborated with local governments for public health initiatives
Wuxi Huishan in Jiangsu (江苏省无锡市惠山区)
Bijie Dafang in Guizhou (贵州省毕节市大方县)

正大天晴药业集团 CHIA TAI TIANQING PHARMACEUTICAL GROUP

Partnership with CTTQ, a subsidiary of SBP (1177.HK), which has great access to China's hepatitis hospital market

8-Gene Kit + S5 Instrument - Efficient Solution for Hospitals

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Lung Cancer 8-Gene Kit ✚ **Genetron S5**

Accurate Testing	High sequencing consistency, repetition rate and accuracy
Speedy Process	2-day turn around time
Small Sample Demand	As little as 20ng of sample DNA

Comprehensive 8-Gene Coverage

Gene	Chinese Population Mutation Rate[1]
EGFR	50.1%
KRAS	12.3%
BRAF	4.4%
PIK3CA	12%
HER2	6.3%
ALK	7.8%
ROS1	1.3%
MET	3.4%

1.Oncologist. 2019 Nov;24(11):e1070-e1081.

Target at China Hospital Market

Teamed up with Sienmens Healthineers to advance the use of Genetron S5 platform and lung cancer 8-gene IVD assay in hospitals market

SIEMENS Healthineers

New Commercialization Opportunity

Received **CE Mark** for 8-gene Lung Cancer Assay, the second regulatory milestone for this assay

CE

Unaudited NON-IFRS Financial Measures

	For the three months ended,	
	September 30, 2020	September 30, 2021
	RMB'000	RMB'000
Loss for the period	(47,998)	(130,147)
Adjustments:		
Share-based compensation	4,268	20,246
Non-IFRS Loss	(43,730)	(109,901)
Attributable to:		
Owners of the Company	(43,730)	(108,728)
Non-controlling interests	-	(1,173)

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