

Industry Trend and Company Strategy

Edward Hu

Vice Chairman & Global Chief Investment Officer



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 and goodwill impairment. 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 investments and joint ventures. We further provide EBITDA and adjusted EBITDA. Neither of above is required by, or presented in accordance with IFRS. Meanwhile, to better reflect the operation results and key performance, the Company has adjusted the scope of the foreign exchange-related gains or losses by excluding only the gains or losses that we believe irrelevant to the core business. The comparative financial figures for the comparable periods have been adjusted to reflect the change of the scope.

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.



01

Industry Trend

02

Company Strategy

03

Company Performance

Notes:

All financials disclosed in this presentation are prepared based on International Financial Reporting Standards (or “IFRSs”).

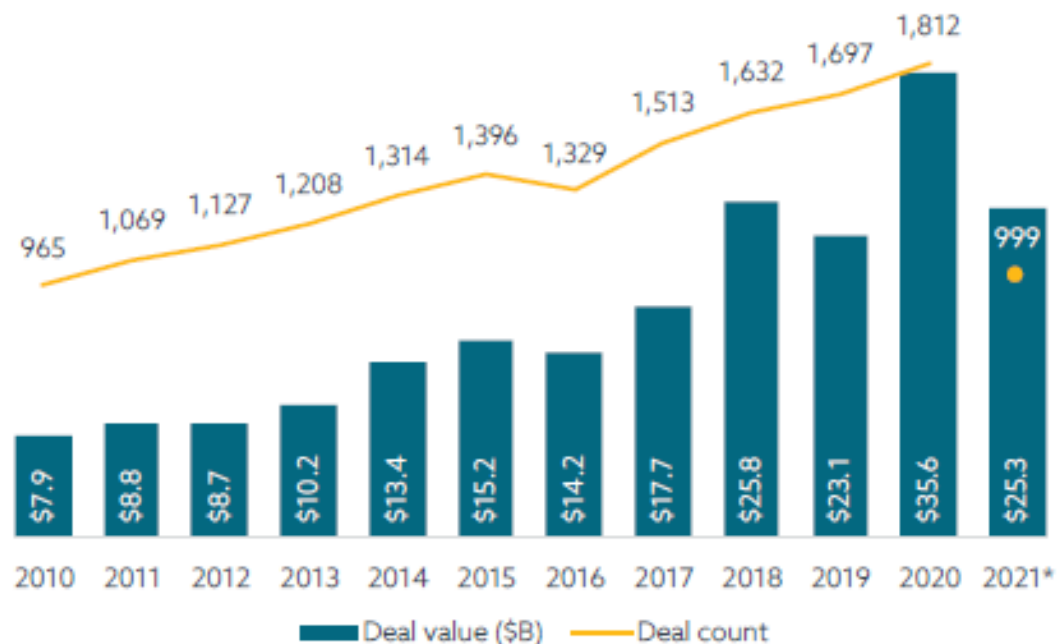
The unit of currency is RMB.

Industry Trend

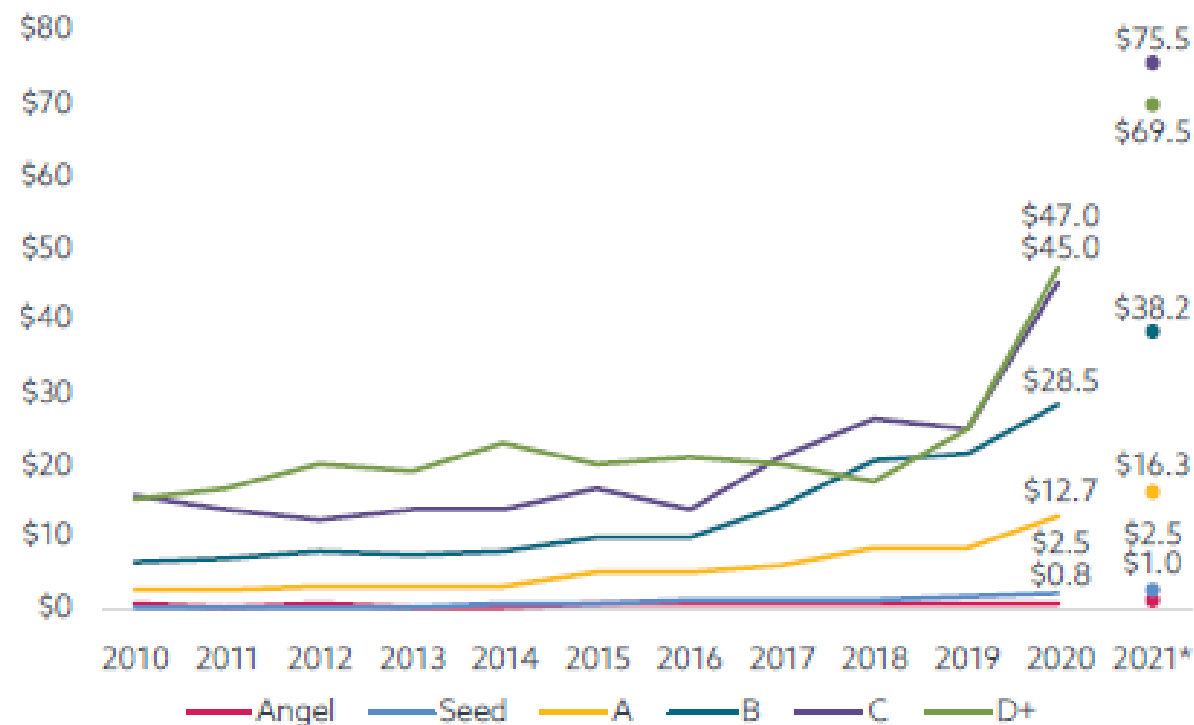
-- *Thriving Industry of CRO & CDMO*

1. Rising Venture Capital Investments in Life Science/Biotech Industry Fuel R&D Outsourcing Demand

US Life Science VC Deal Value & Activity (USD bn)

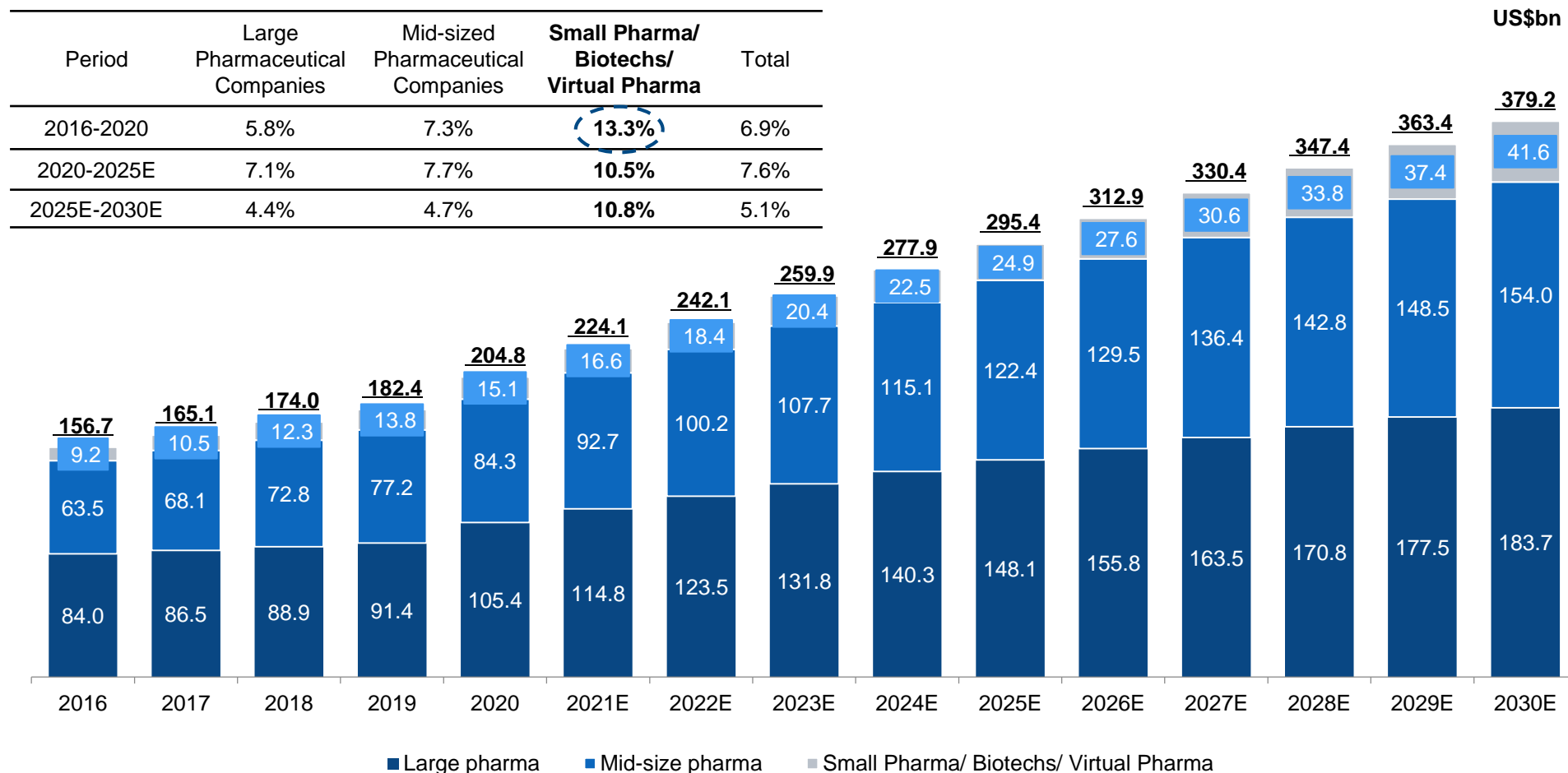


Median Life Science VC Deal Size by Series (USD mm)



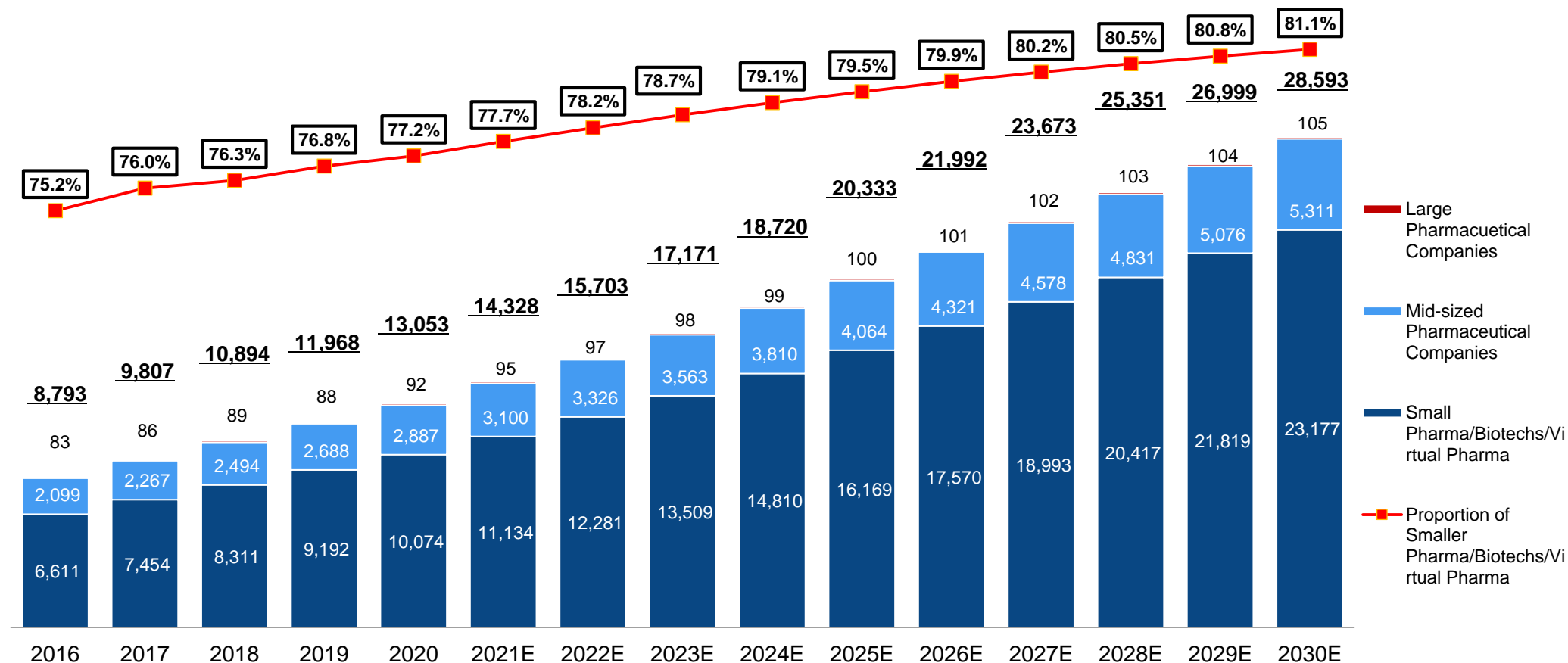
1. Global Healthcare R&D Expenditures Continue to Rise at ~7% Annually, Small Companies R&D Expenditures Grow Much Faster

Global R&D Expenditure Breakdown by Pharma Size, 2016-2030E



2. Number of Small Biotech Companies Increases Steadily to Reach 80% by 2027

Number of Global Pharmaceutical Companies, 2016-2030E



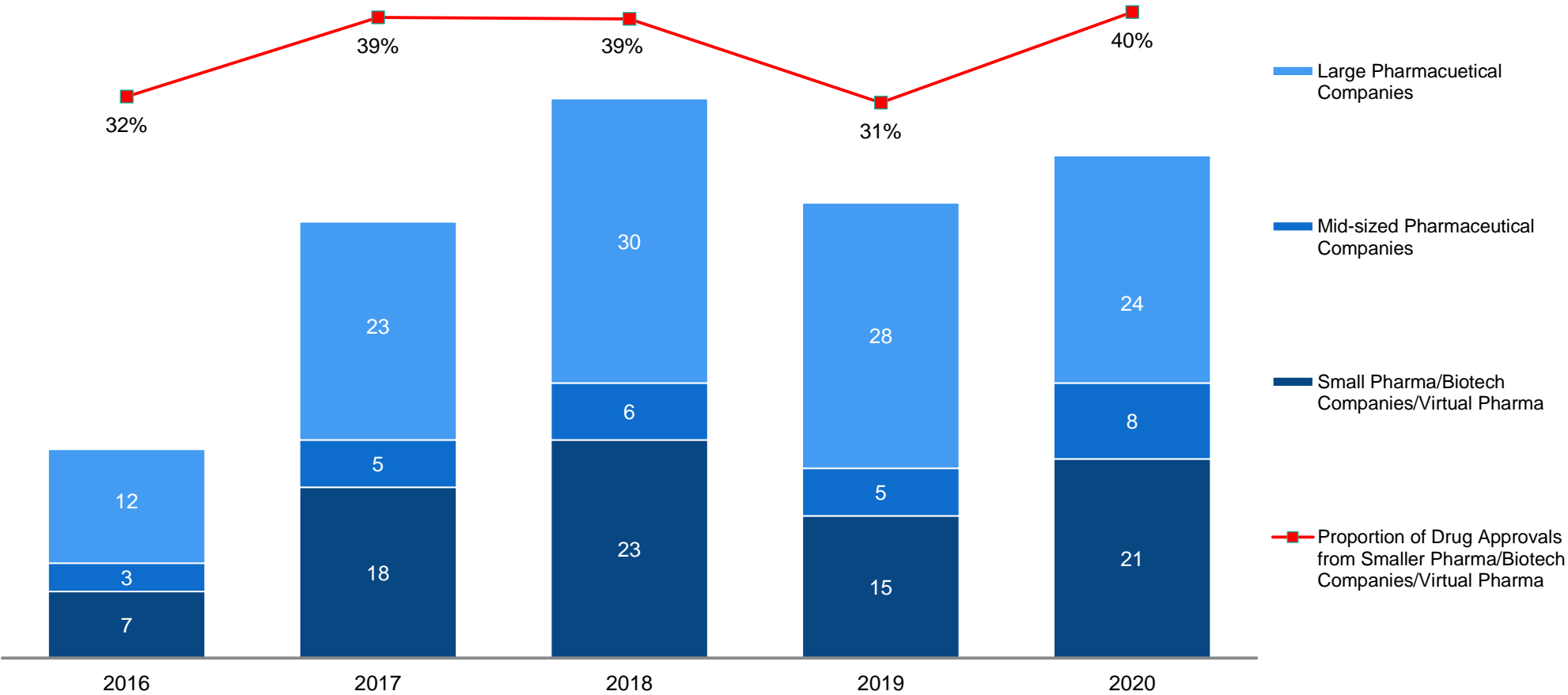
“Large pharmaceutical companies” = Pharmaceutical companies with sales over USD1 billion

“Mid-sized pharmaceutical companies” = Companies with significant sales of usually between a few USD100 million and USD1 billion.

“Small Pharma/Biotechs/Virtual Pharma” = Other smaller companies with sales revenue lower than USD100 million

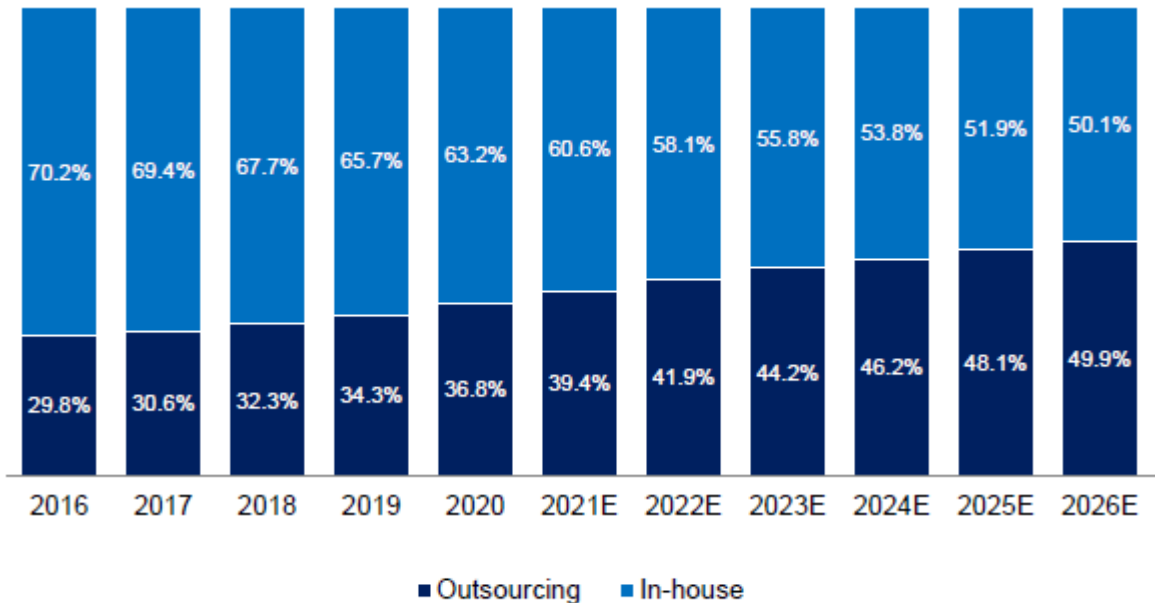
2. Small Biotech Companies Contributed ~40% of FDA Approved New Drugs in Each Year

Breakdown of FDA New Drug Approvals by Originator, 2016-2020

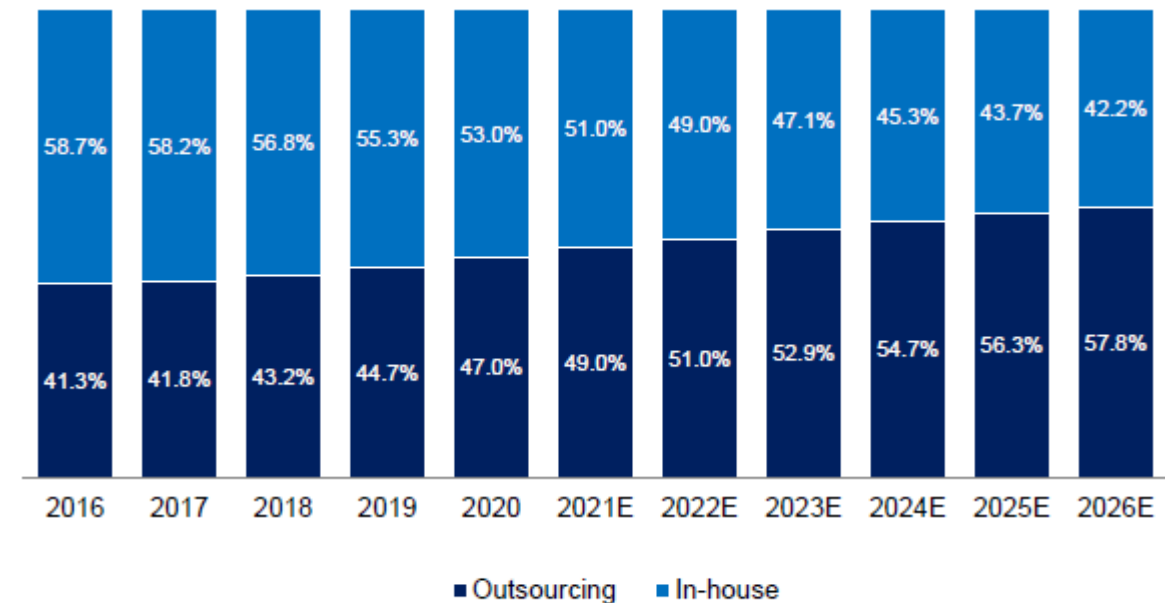


3. Outsourcing Rate Increases Steadily with US Outsourcing to Reach 58% and China Outsourcing to Reach 50% by 2026

China CRO outsourcing rate, 2016-2030E



US CRO outsourcing rate, 2016-2030E

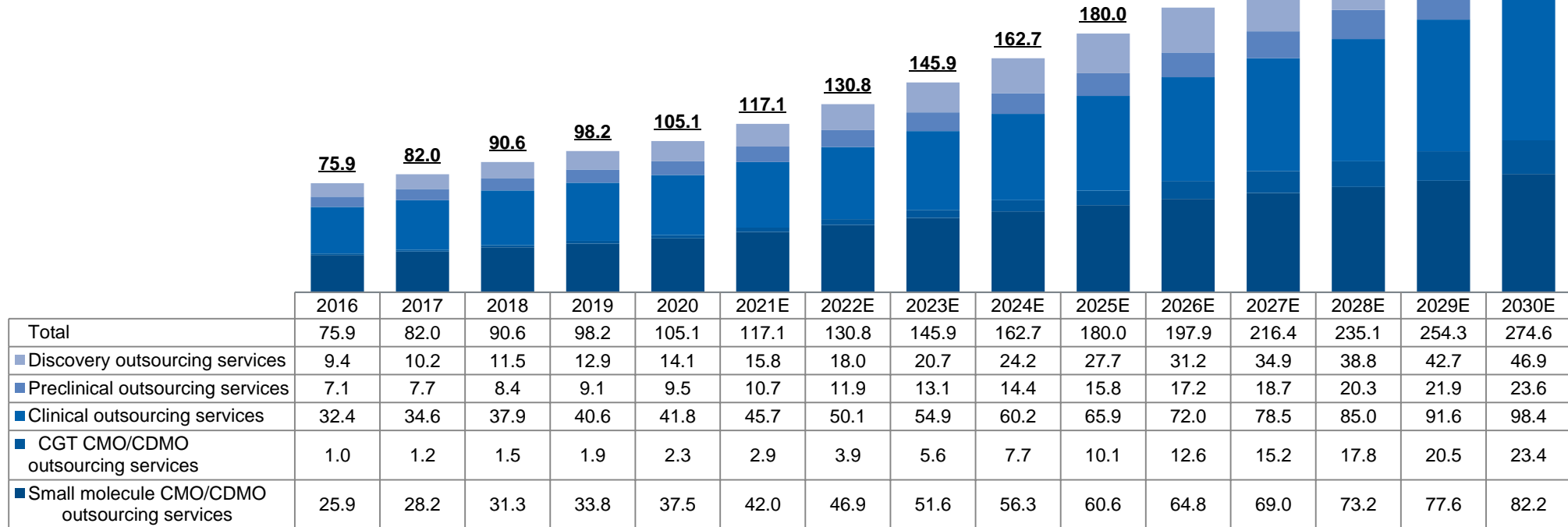


3. Growth in Global R&D Outsourcing Market to Accelerate to 11.4% for 2020-2025 with CGT CDMO Growing the Fastest at 35% CAGR

Global Pharmaceutical R&D Outsourcing Market Size, 2016-2030E

Billion USD

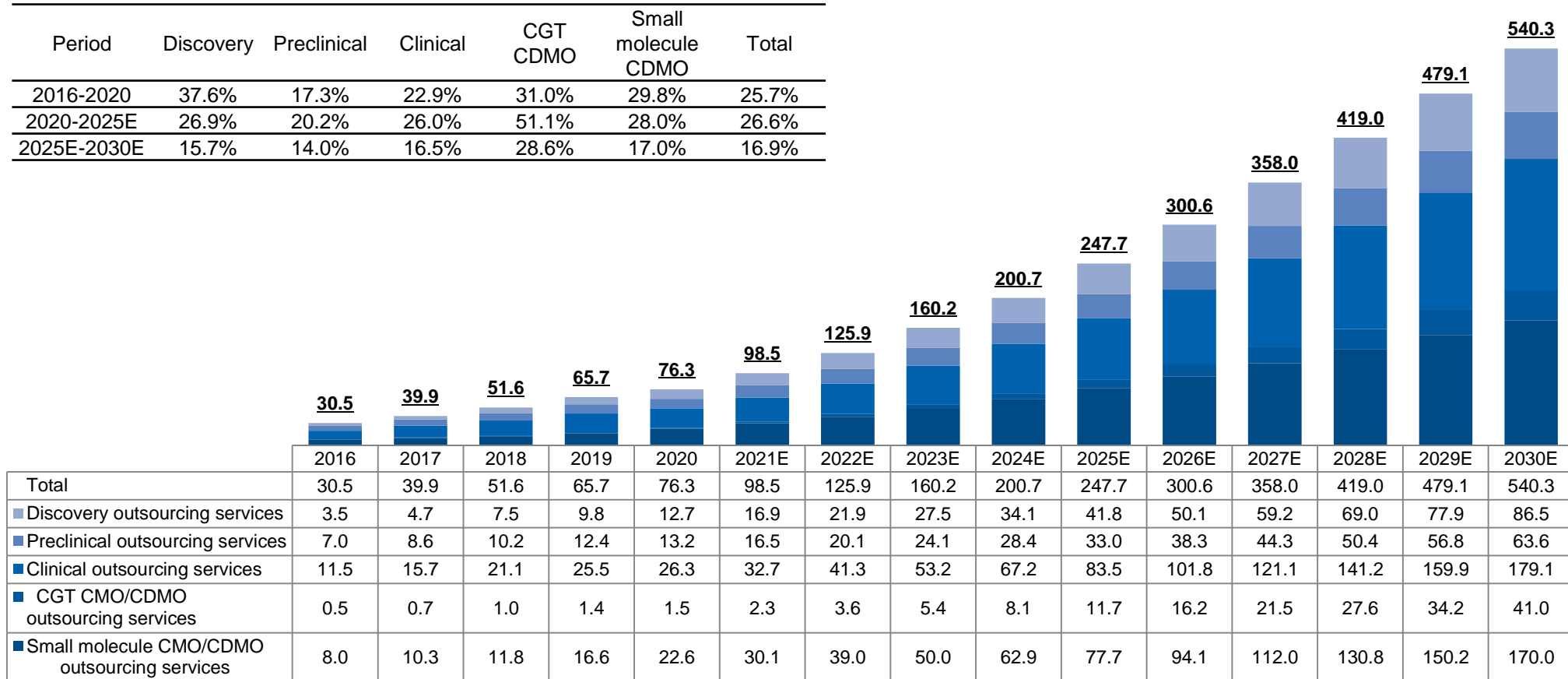
Period	Discovery	Preclinical	Clinical	CGT CDMO	Small molecule CDMO	Total
2016-2020	10.4%	7.3%	6.6%	22.0%	9.7%	8.5%
2020-2025E	14.5%	10.7%	9.5%	34.9%	10.1%	11.4%
2025E-2030E	11.2%	8.4%	8.4%	18.3%	6.3%	8.8%



3. China Outsourcing Market is Growing more than Twice Faster than Global Average at CAGR 26%

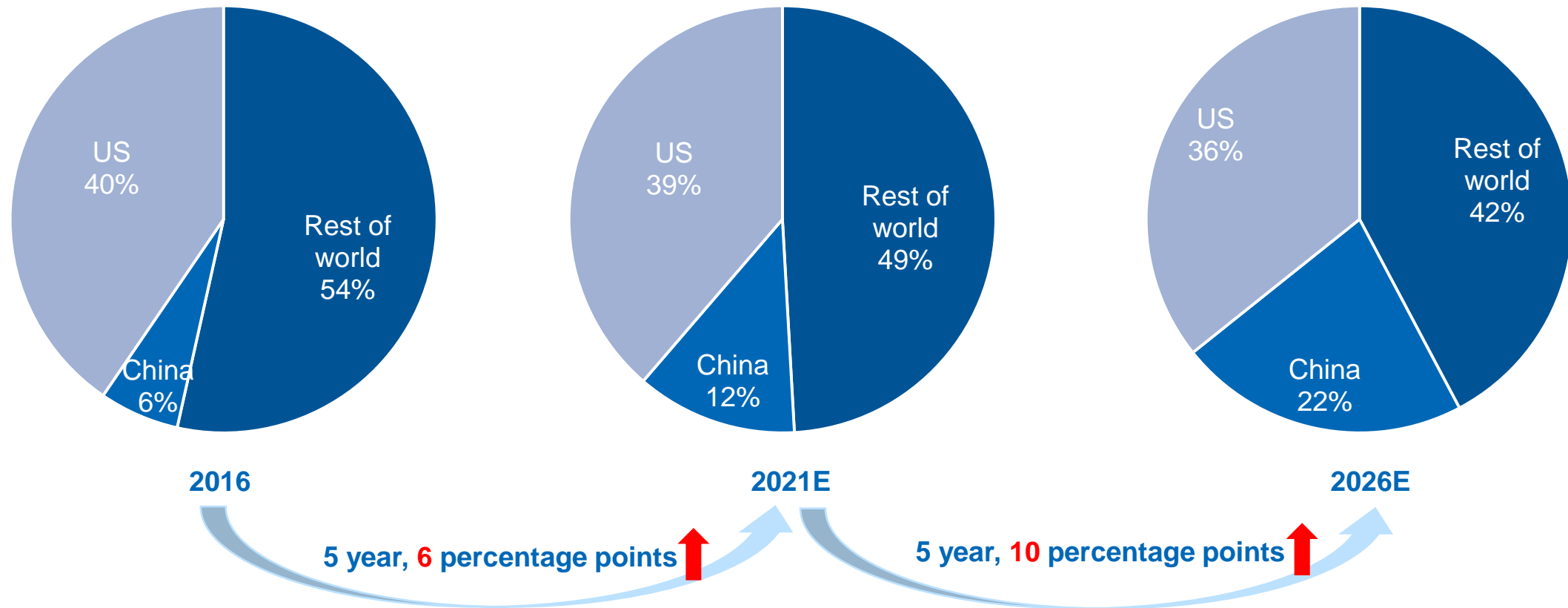
China Pharmaceutical R&D Outsourcing Market Size, 2016-2030E

Billion CNY



4. Global R&D Outsourcing Demand to China Doubled from 6% in 2016 to 12% in 2021, and to near Double again by 2026

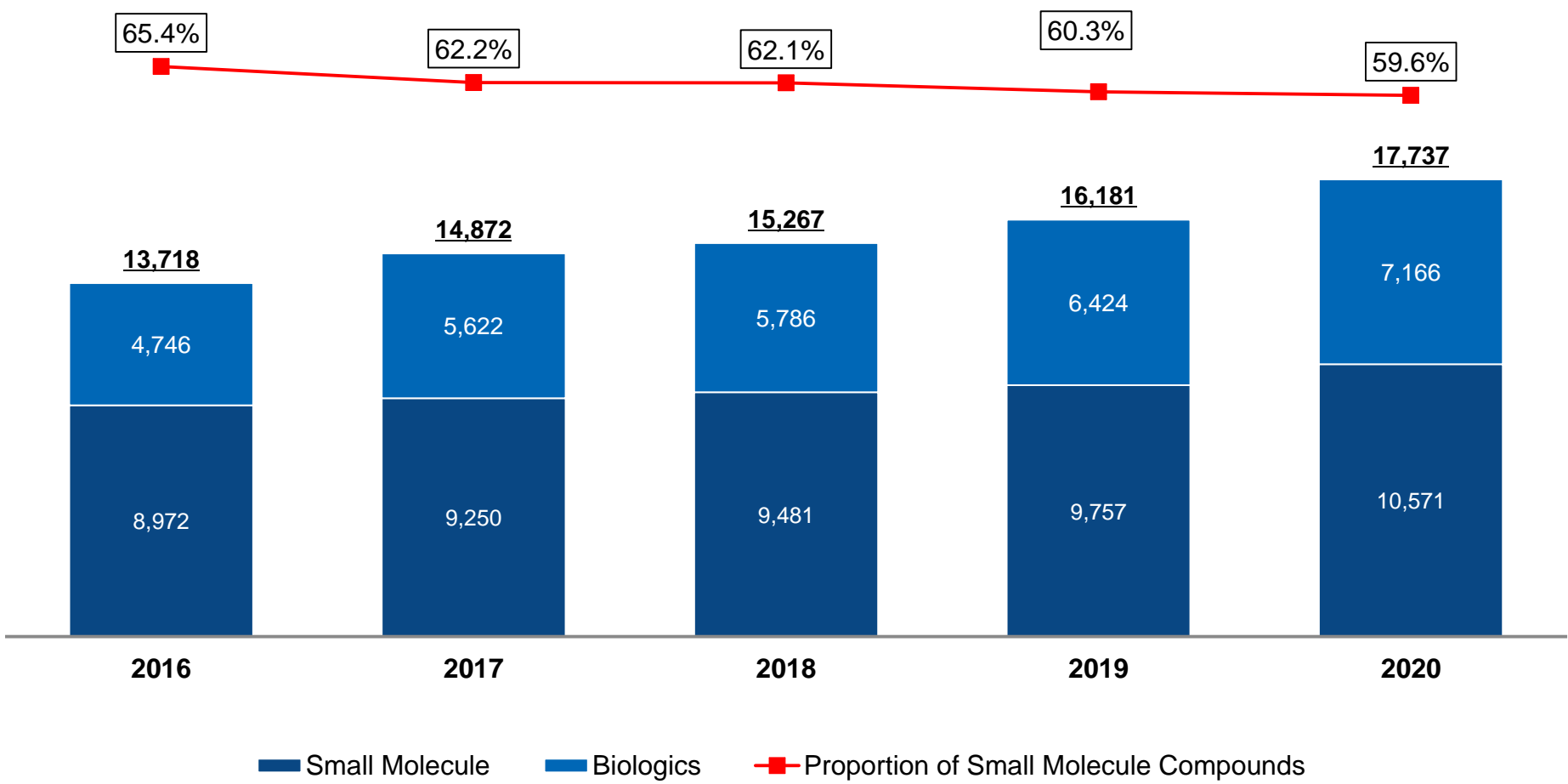
Global Pharmaceutical R&D Outsourcing Services Market Breakdown by Region, 2016-2026E



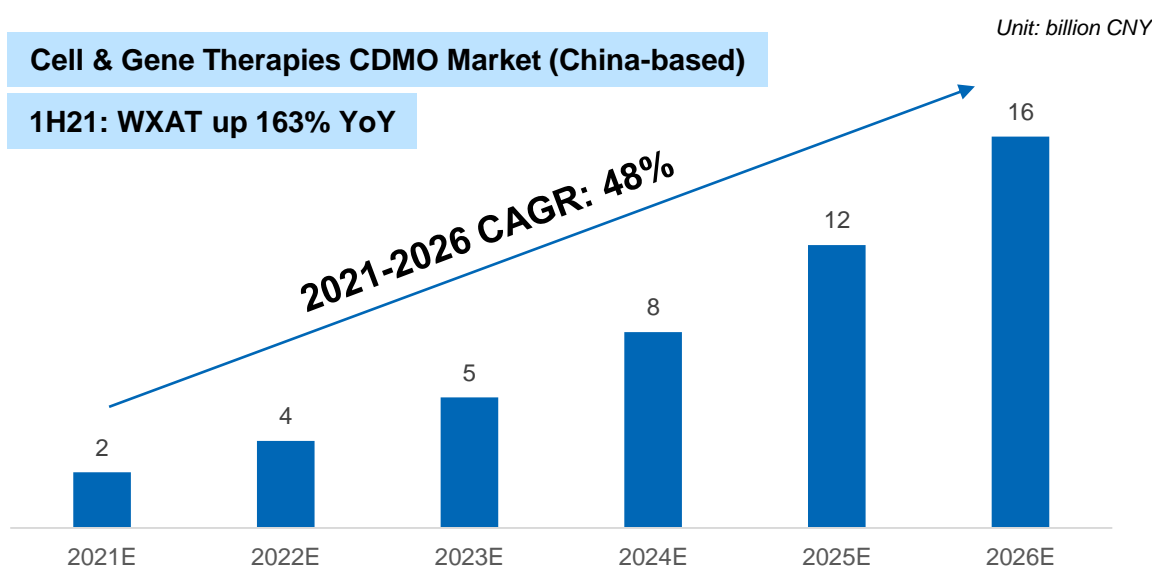
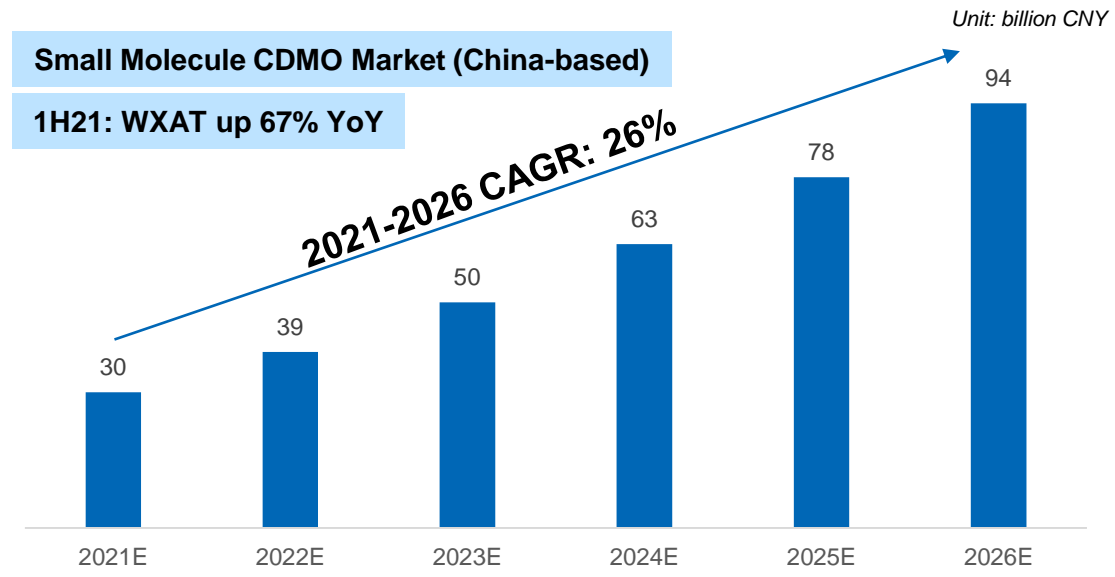
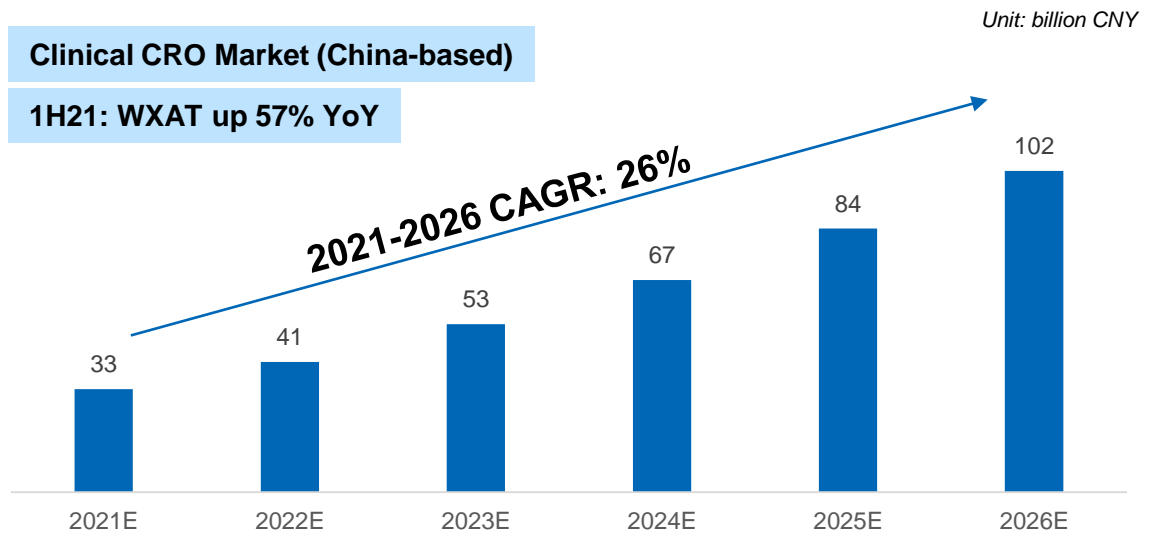
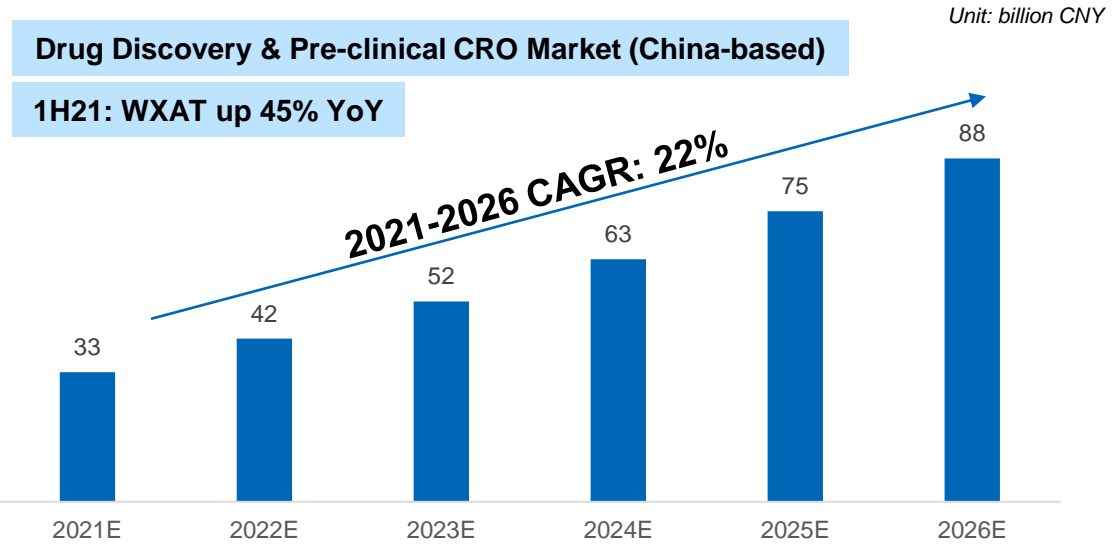
Acceleration of global demand transfer to China

5. Small molecule Remain Dominant Modality in Global Clinical Pipelines at 60%

Breakdown of Global Pipeline Molecules by Small Molecule and Biologics, 2016-2020



6. Frost & Sullivan Forecasts High Growth in Core Segments that WuXi AppTec Provides Services

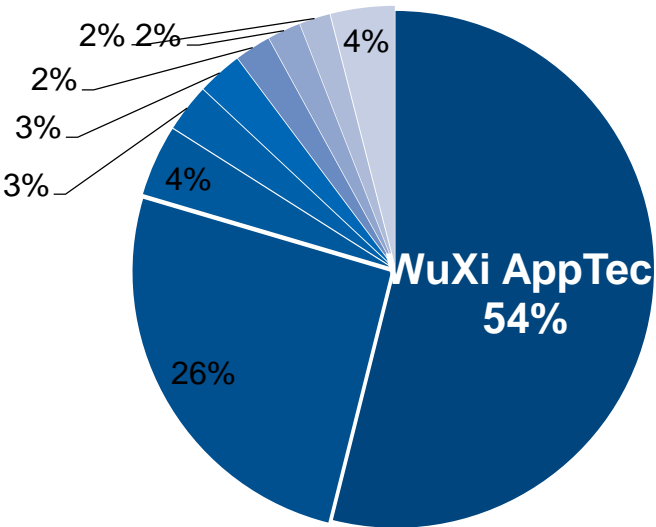


Source: Frost & Sullivan, July 2021

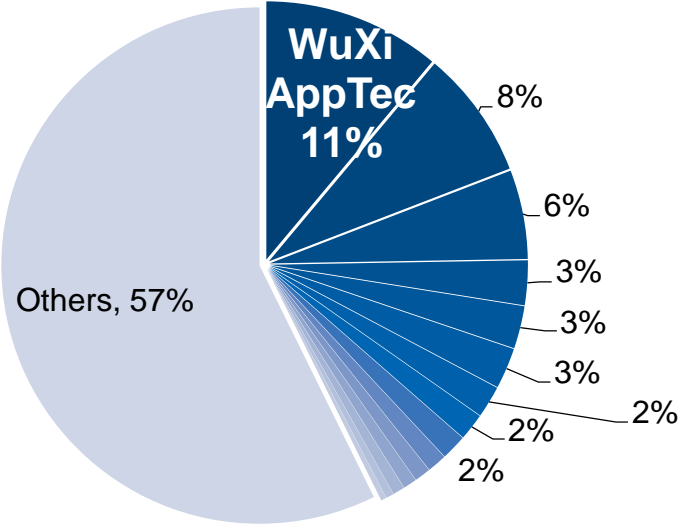


6. Market Leading Position Across Segments of R&D Value Chain (based on 2020 revenues)

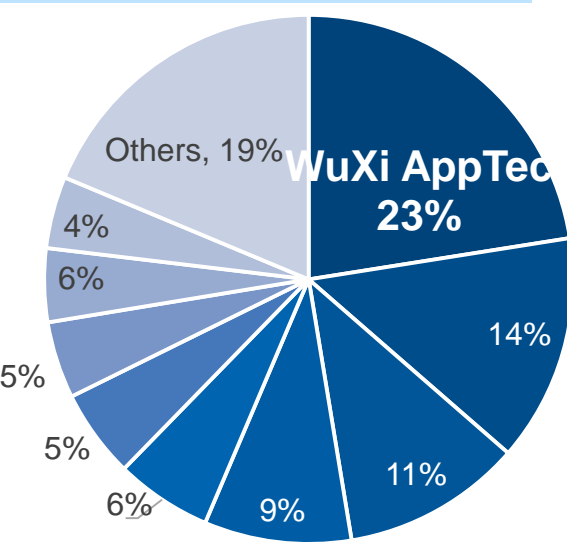
China-based Drug Discovery CRO Market Share



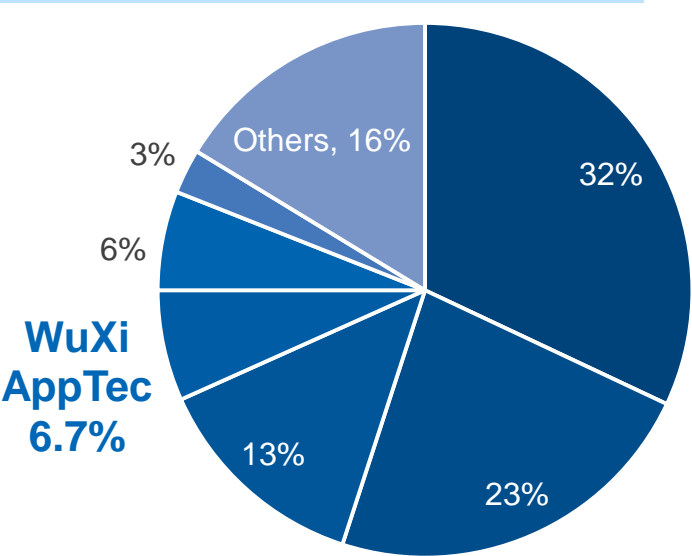
China-based Pre-clinical and Clinical CRO Market Share



China-based Small Molecule CDMO Market Share



Global Cell & Gene Therapies CDMO Market Share



Our Strategy

-- Enabling excellence with a leading integrated CRDMO business model

We are on a Secular Growth Trajectory and will Continue to Maintain High Growth Momentum with our Proven Strategy:



Visionary and Experienced Management team



Ge Li, Ph.D.

Chairman & CEO



Founder of WuXi. He has been Chairman and CEO of WuXi since its initiation in 2000 and he is now also Chairman of WuXi Biologics (2269 HK). Dr. Li is Ph.D. in Organic Chemistry from Columbia University and was founding scientist and research manager at Pharmacopeia from 1993 to 2000.



Edward Hu

Vice Chairman & CIO



Joined WuXi AppTec in 2007, serving on various roles including COO, CFO and Co-CEO. Edward was appointed as Vice Chairman and Global CIO in 2020. Prior to joining WuXi AppTec, he was SVP and COO of Tanox Inc. (previously listed on NASDAQ, acquired by Genentech in 2007).



Steve Yang, Ph.D.

Co-CEO



Joined WuXi AppTec in 2014, serving on various roles including COO, Chief Strategy Officer and Chief Business Officer. Steve was appointed as Co-CEO in 2020. Prior to joining WuXi AppTec, he was Head of Asia and EM Innovative R&D at AstraZeneca and Head of Asia R&D at Pfizer.



Minzhang Chen, Ph.D.

Co-CEO



Joined WuXi AppTec in 2008 and has been CEO of STA since 2011. Prior to joining WuXi AppTec, he was Head of Technical Operation at Vertex Pharmaceuticals and Chief Researcher of chemistry department at Schering-Plough Research Institute.



Shuhui Chen, Ph.D.

EVP, CSO & Head of WuXi DDSU



Joined WuXi AppTec in 2004 and has been Chief Scientific Officer since 2004. Shuhui founded WuXi DDSU in 2014 and has been heading it thereafter. Prior to joining WuXi AppTec, he was research advisor at Eli Lilly, Head of Chemistry at Vion Pharma, and Senior Scientist at BMS.



David Chang, Ph.D.

SVP, CEO of WuXi ATU



Joined WuXi AppTec in 2020 as CEO of WuXi ATU. Prior to joining WuXi AppTec, he was Global Head of Cell Therapy Manufacturing at Celgene, Global Head of Engineering and Strategy at Roche. Earlier, he also worked at Genentech and Biogen on various CMC management roles.



Zhaohui Zhang

EVP, COO



Co-founder of WuXi AppTec. He was formerly Senior Vice President (Operation) of WuXi AppTec, Vice President of Domestic Marketing of WuXi AppTec. He has EMBA from China Europe International Business School.



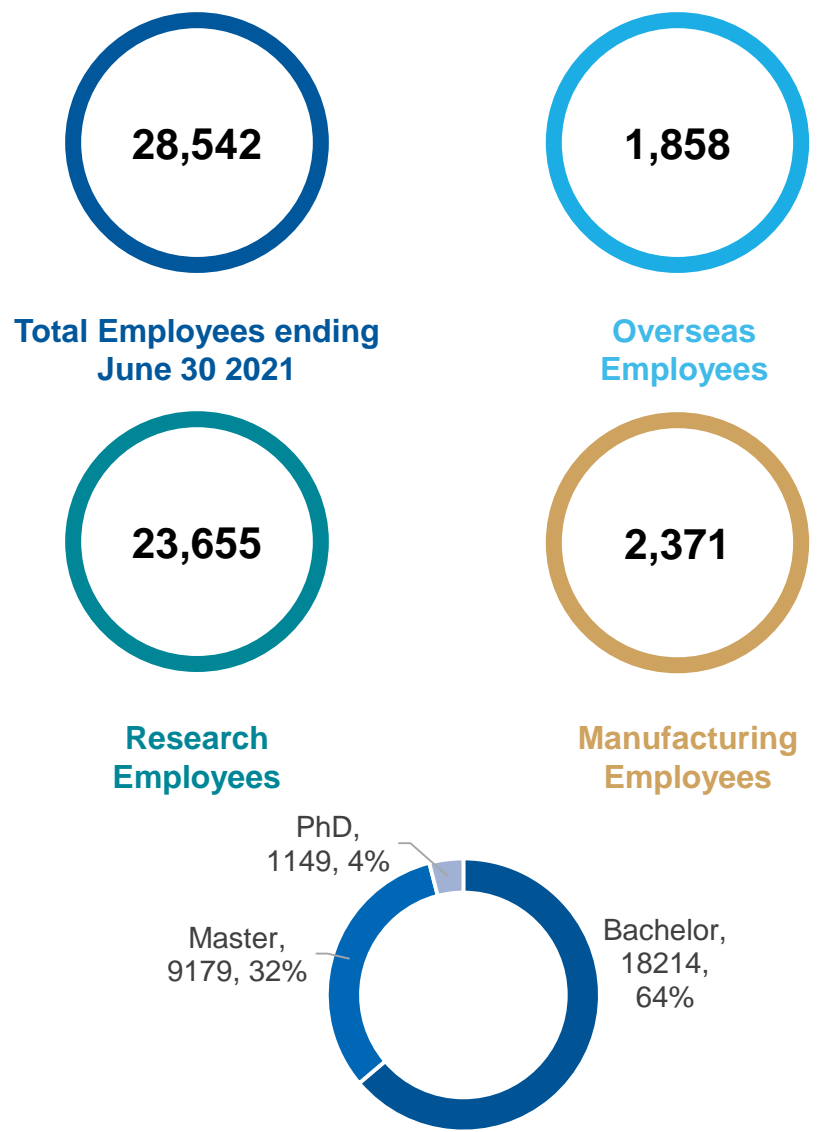
Peter Tong

SVP, Global Head of HR

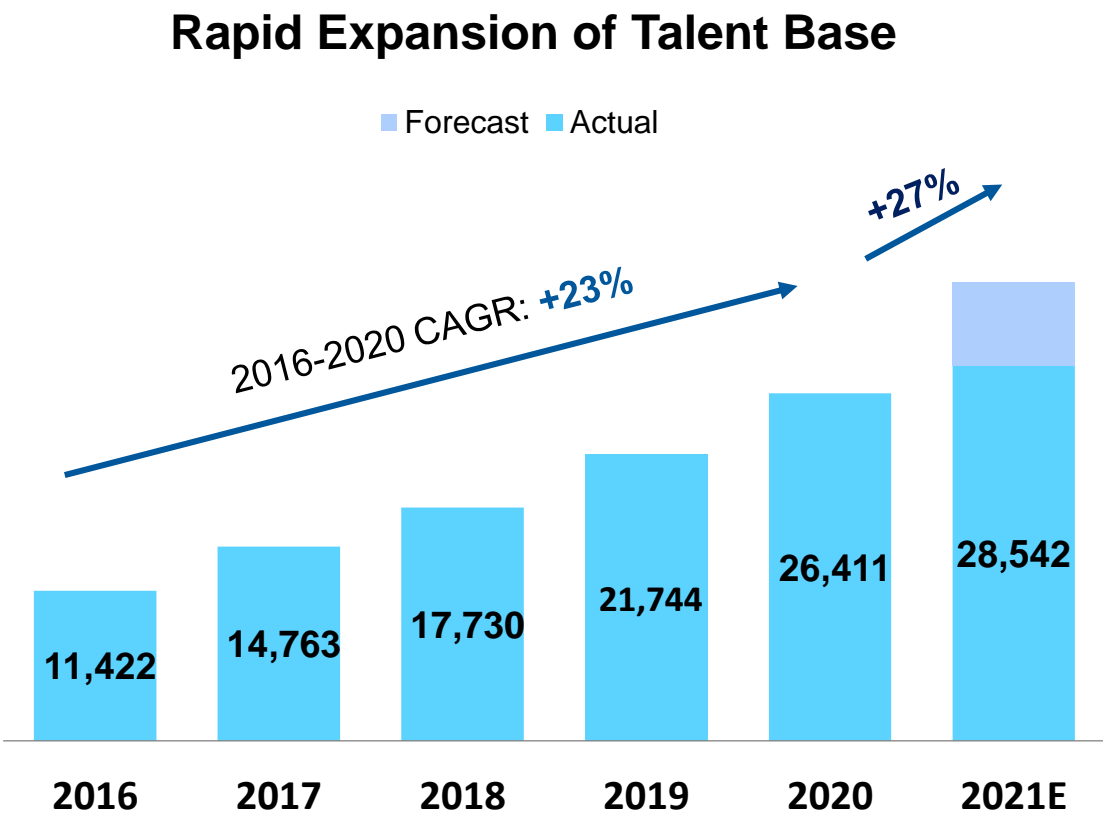


Over 20-year experience in Human Resource and operation management. Formerly 4 years as COO of WuXi AppTec. Previously 19 years in Huawei with various roles up to VP of HR.

Continue to Attract, Train and Retain Talents to Support our Rapid Growth



Professional Team with 36%+ Master or PhD



Rapid Growing Customer Base of 5,200 Active Global Partners



Global Capacity Expansion in Progress to Support Strong Growth for the next 5 years



Acquired OXGENE to Strengthen Gene Therapy R&D Capabilities



**BE FIRST
IN THE RACE**

TO DELIVER BREAKTHROUGH
CELL & GENE THERAPIES



Acquired Drug Product Manufacturing Facility in Couvet, Switzerland

- Built in 2018, the Couvet site is a world-class facility designed for quality, safety, and efficiency.
- The Couvet site will be the first facility in Europe for STA and will enhance STA's existing capabilities while growing capacity to support its partners' life-saving work.
- The transaction was closed in July. STA acquired the Couvet site's operations and assets, which include the plant and equipment, as well as a workforce with technical capabilities and expertise.
- Additional filling lines and QC labs to be added

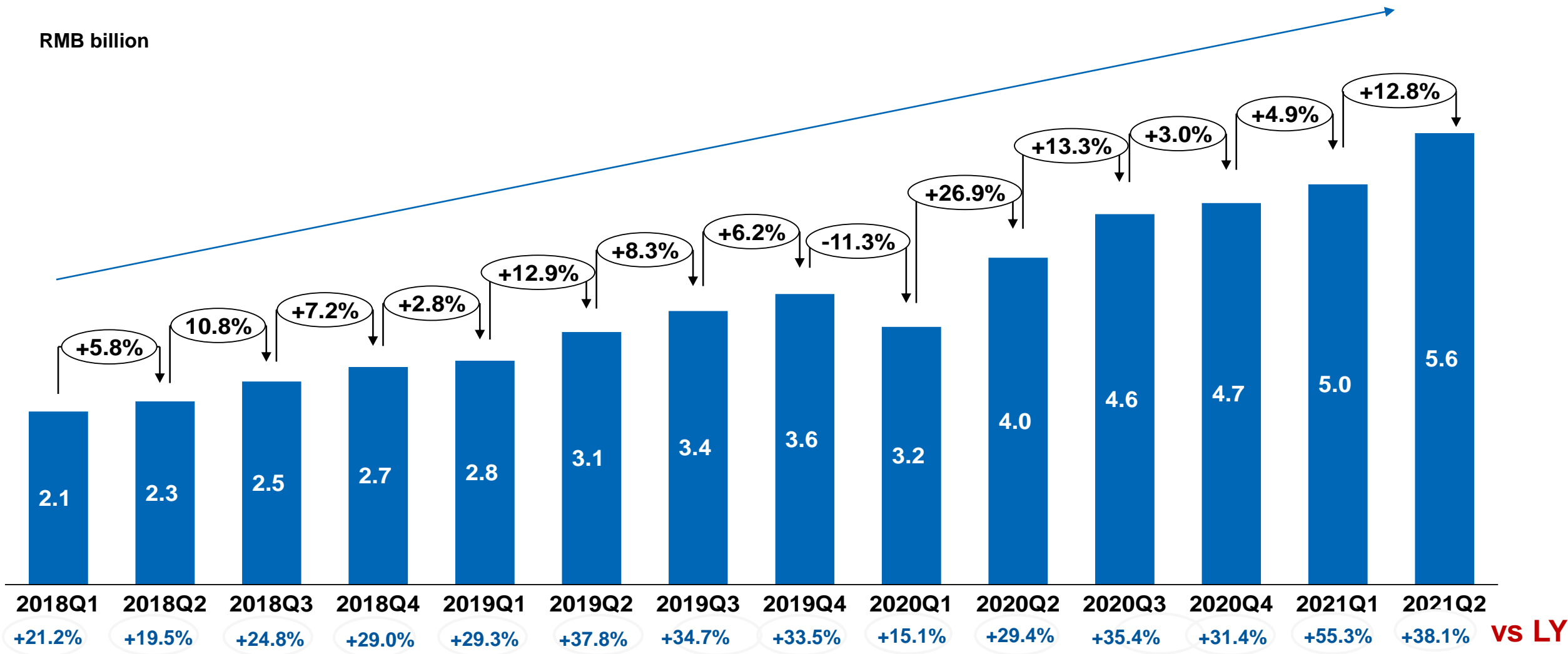


Company Performance

-- Track Record of High Growth Across Segments

Consistent Revenue Growth Quarter after Quarter

Consistent revenue growth quarter by quarter except 1Q20 due to COVID-19 pandemic



1H-2021 Business Highlights

“Long-Tail” Strategy

1,020+ New Customers
5,220+ Active Customers

Loyal Customer Base

100% Retention of Our
Top 10 Customers

Small Molecule CDMO Pipeline

341 New Molecules
1,413 Molecules;
48 Phase III; **32** Commercial

Cell & Gene Therapies CDMO

16 Phase II/III; **22** Phase I



Global Footprint

30 Global Sites & Branch Offices
28,500+ Total employees
23,600+ Scientists & Technicians

1H21

7 INDs; **8** CTAs

Cumulatively

126 INDs; **99** CTAs

Clinical Development

2 Phase III (Of which **1** has filed NDA in July 2021)
12 Phase II; **68** Phase I

Our Platform & Business Model Continues to Perform Well

Global Platform Enabling Innovation Worldwide

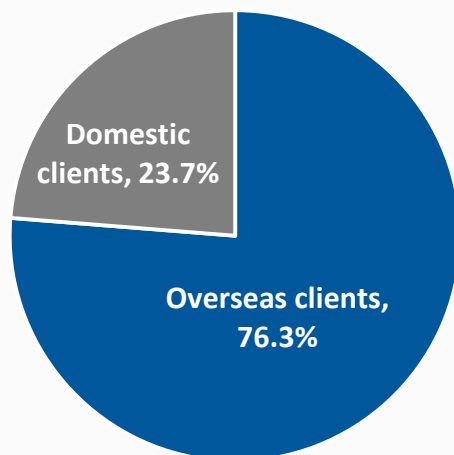
Revenue composition

Overseas clients

8,035M, 45%↑

Domestic clients

2,501M, 48%↑



Strong, Loyal & Expanding Customer Base

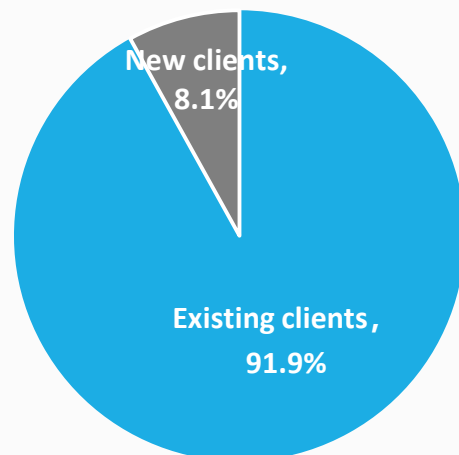
Revenue composition

Existing clients

9,688M, 42%↑

Newly added clients

849M



Execute Long-Tail Strategy & Increase Support to Large Pharma

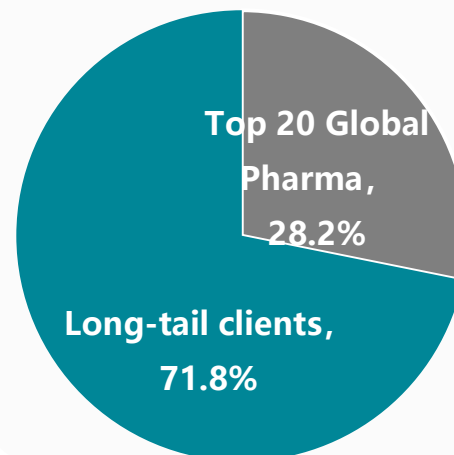
Revenue composition

Top 20 Global Pharma clients

2,967M, 29%↑

Long-tail and all other clients

7,570M, 54%↑

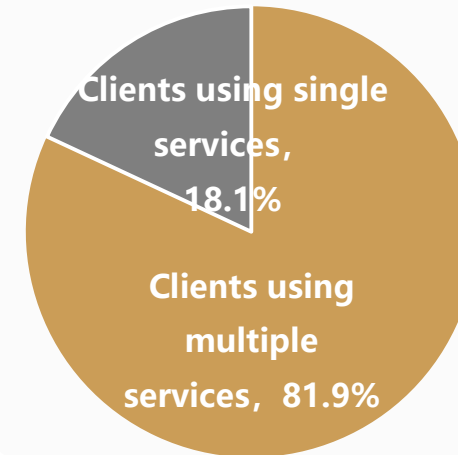


Increase Customer Conversion to Sustain Growth

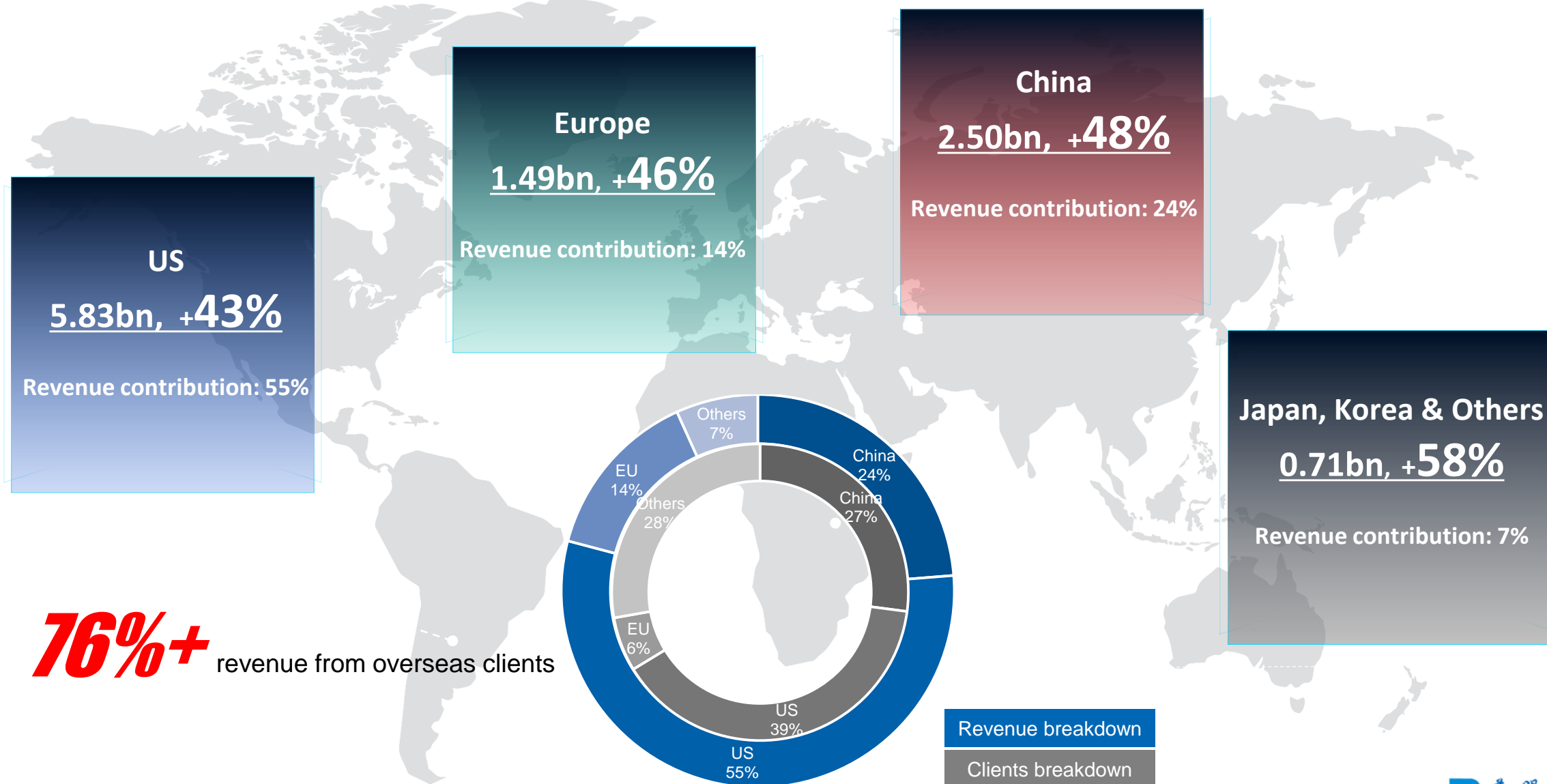
Revenue composition

Clients using multiple services

8,631M, 40%↑



Revenues Grew Strongly from Customers in all Regions in 1H-2021, with ~76% Revenues Generated from Overseas Customers



Case Study: 6 Months from Compound to IND, 9 Months to Phase 3

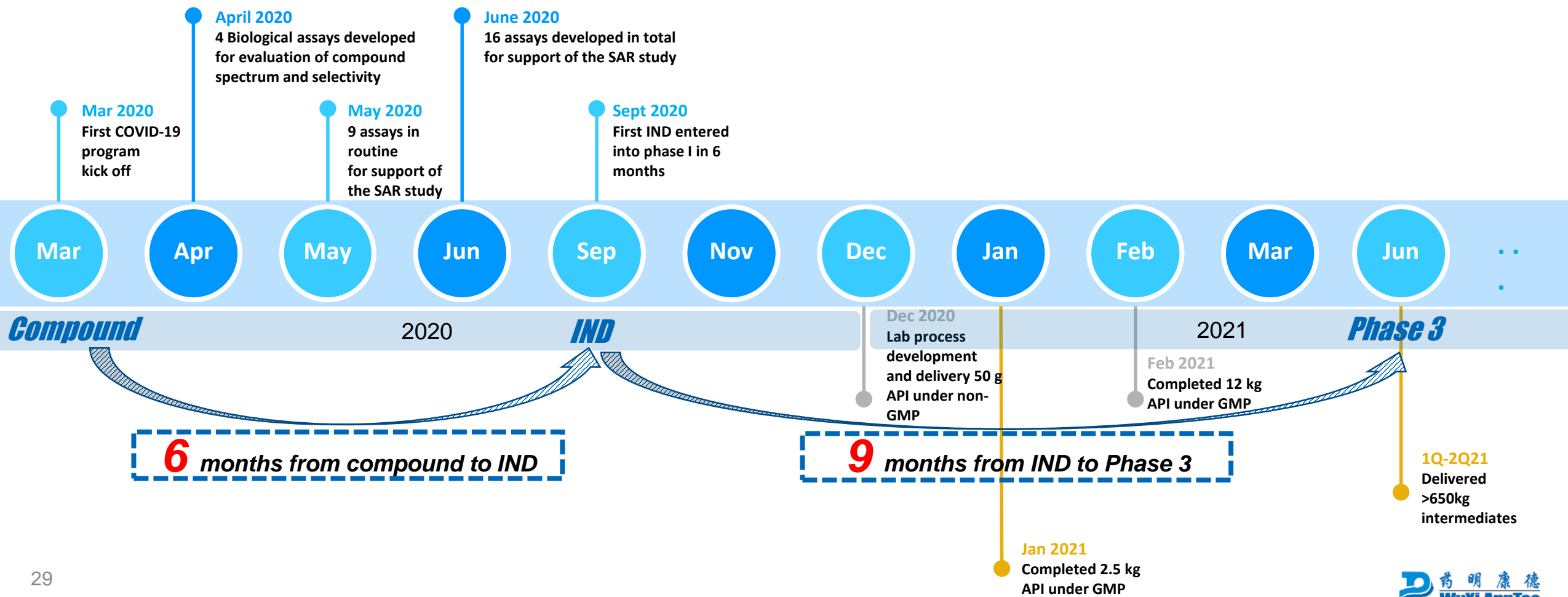
-- Case study how WXAT enabled a MNC client, delivering a COVID-19 project at incredible speed and scale

Biology

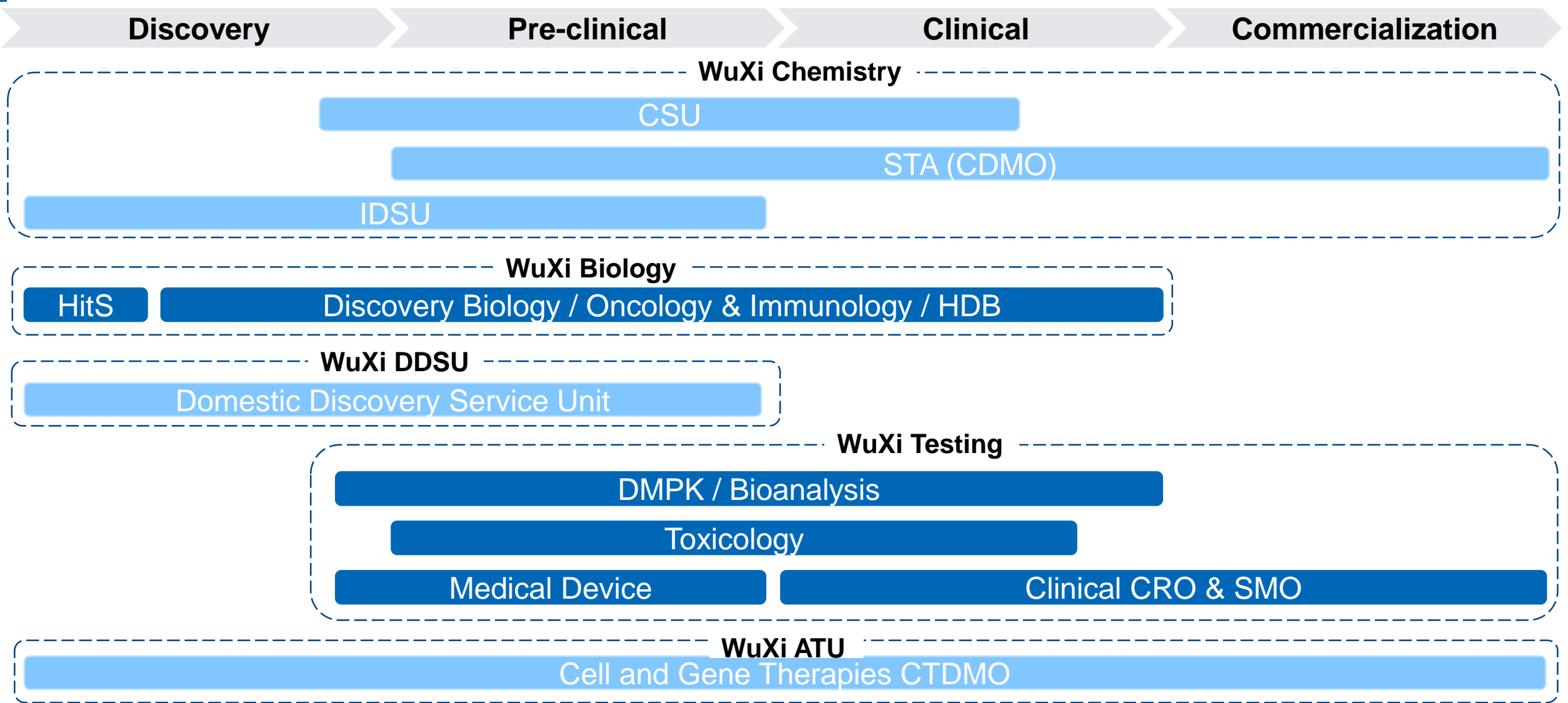
- Initiated in March 2020, with quick assay expansion for support of the SAR studies
- Total of >20 assays developed and in screening with great efficiency and high data quality

STA

- Expect to complete **several tons of intermediates** by end of 2021
- Expect to complete PPQ and deliver **several tons of API** by 2022

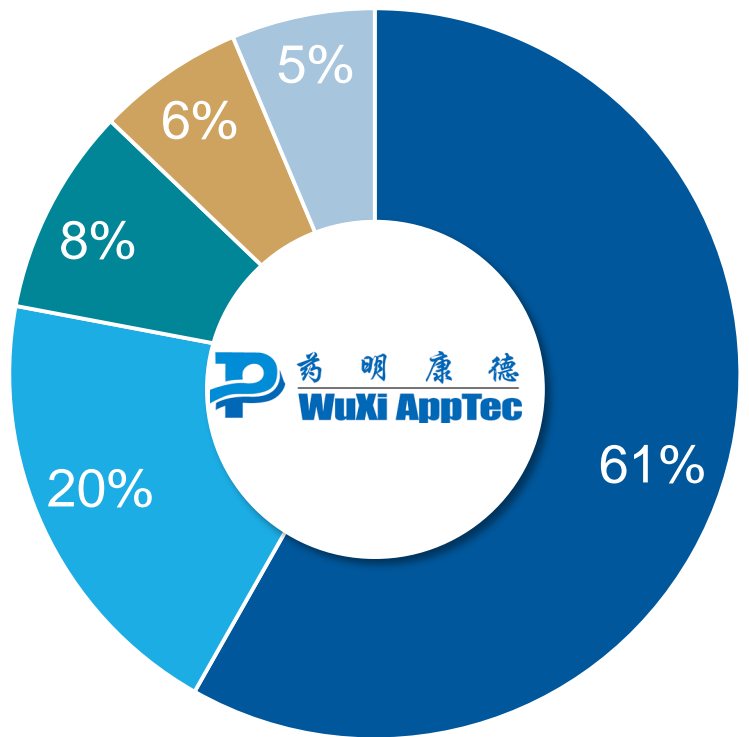


Going forward We Operate our Business with Five Integrated Business Divisions, all Market Leaders



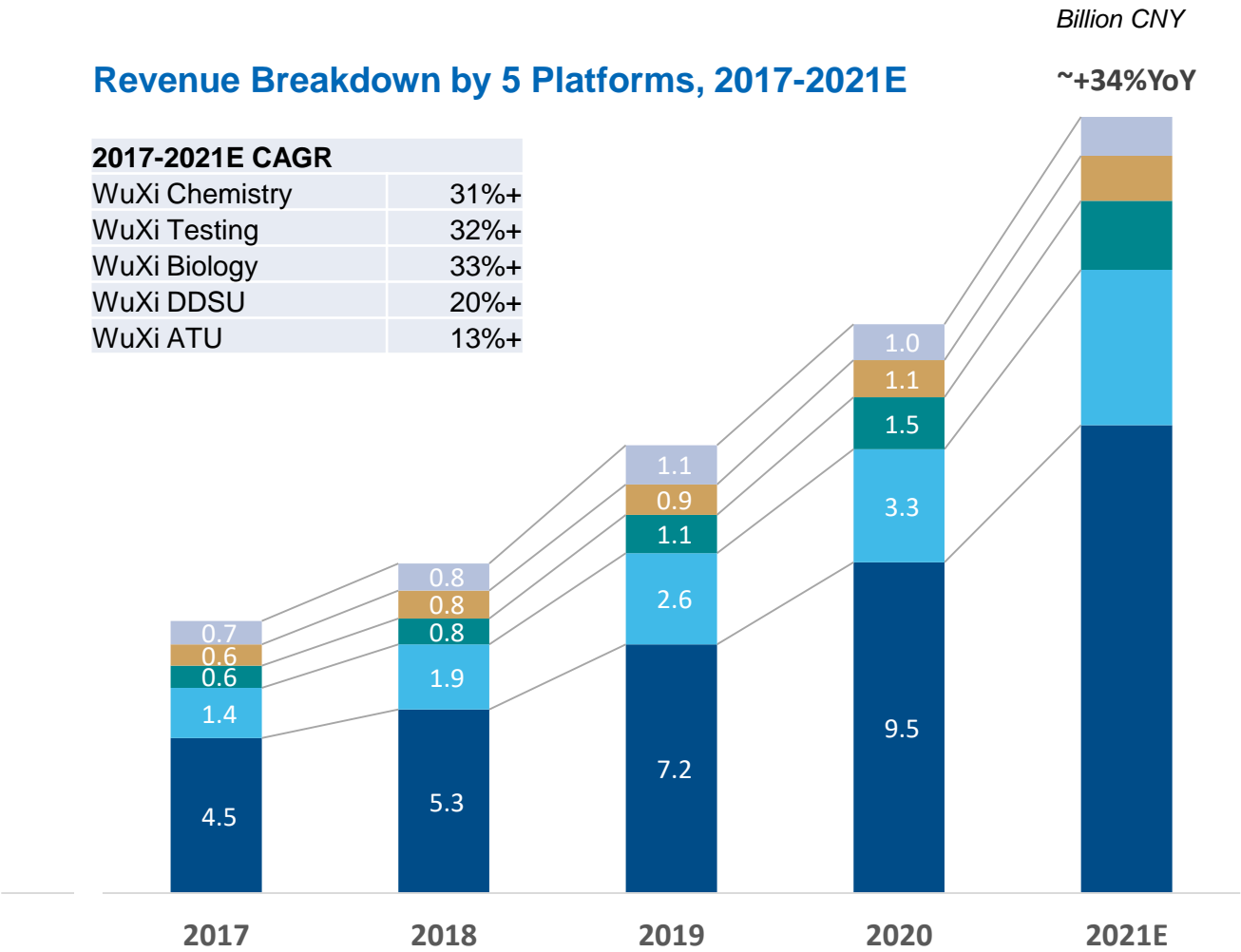
The Five Platforms Set to Drive Future Growth

Revenue Contribution by 5 Platform, 1H 2021



Revenue Breakdown by 5 Platforms, 2017-2021E

2017-2021E CAGR	
WuXi Chemistry	31%+
WuXi Testing	32%+
WuXi Biology	33%+
WuXi DDSU	20%+
WuXi ATU	13%+



■ WuXi Chemistry ■ WuXi Testing ■ WuXi Biology ■ WuXi DDSU ■ WuXi ATU

Note: Core WuXi AppTec segments only. Does not include other revenues/eliminations and revenues from discontinued segments

We Continue to Believe

- 1 Our integrated **CRDMO model** is one-of-a-kind engine in global pharmaceutical and biotech industry
- 2 Our integrated **5 platforms** with **comprehensive capabilities and capacities** will propel our company to achieve strong growth for **many years** to come
- 3 Our proven strategy of enabling **entrepreneur and biotech** clients to **lower entry barriers** of drug discovery and development and the “**Follow the Molecule**” execution strategy position us well in the global healthcare ecosystem
- 4 Our **experienced** management team and talented **30,000+** employees are the most **important** assets to deliver shareholder values
- 5 Our **track record and reputation** of consistently delivering excellent results to our **clients** and **shareholders** won the **trust** for sustainable growth of our company

Thanks