

Stock code: 300759.SZ

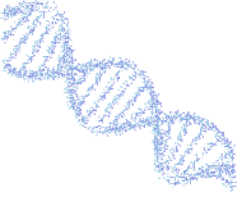
Stock code: 3759.HK

2024

First Quarterly Results



April, 2024



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RMB mm	1Q2023	1Q2024	YoY
Revenue	2,724	2,671	-2.0%
Profit Attributable to Owners of the Company	348	231	-33.8%
Non-IFRSs Adjusted Net Profit Attributable to Owners of the Company	438	339	-22.7%
Net Operating Cash Flow	530	746	40.7%

- Consolidation of the laboratory services in Shanghai and Ningbo/Beijing to achieve economies of scale. One-off loss due to close of the laboratories in Shanghai
- Increased labor costs compared to 1Q2023 (mainly resulted from the newly added employees in 2H2023)
- Gains from the fair value change of biological assets in 1Q2023 but not in 1Q2024
- Increased finance costs
- **New POs increased by 20%+. Maintain guidance of 10%+ revenue growth in 2024**

RMB mm	1Q2023	1Q2024	YoY
Revenue	1,653	1,605	-2.9%
Gross Margin	44.5%	44.1%	-0.3pct

- Modest recovery compared to 4Q2023, and slightly decreased YoY
- Stable gross margin on a QoQ & YoY basis
- **New POs increased by 10%+**

RMB mm	1Q2023	1Q2024	YoY
Revenue	598	582	-2.7%
Gross Margin	32.9%	27.9%	-5.0pct

- Due to the impact of project delivery schedule, revenue slightly decreased YoY
- Increased costs due to certain modules in Shaoxing facility transferred from CIP into fixed assets in 4Q2023
- Increased labor costs in CN & UK compared to 1Q2023
- **New POs increased by 40%+**

RMB mm	1Q2023	1Q2024	YoY
Revenue	374	392	4.6%
Gross Margin	14.0%	9.3%	-4.7pct

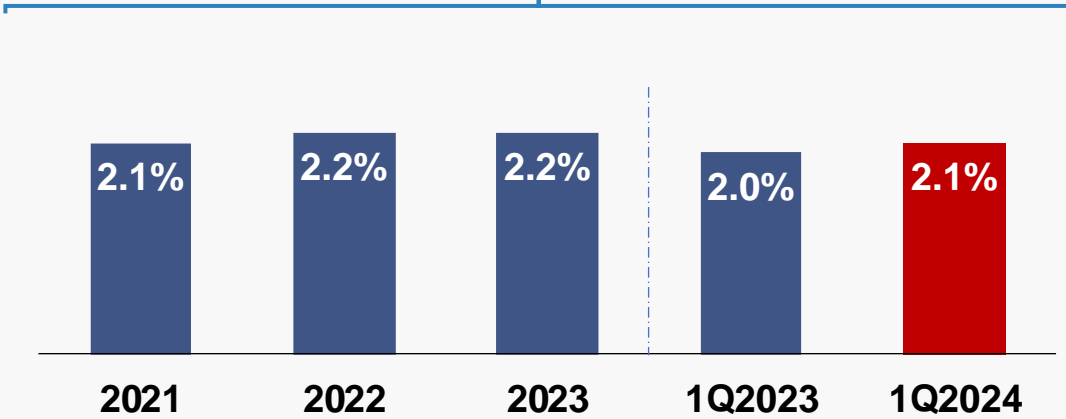
- Revenue growth driven by overseas clinical development services & SMO services
- Increased labor costs compared to 1Q2023
- Gross margin decreased as a result of competitions in the domestic market

RMB mm	1Q2023	1Q2024	YoY
Revenue	95	91	-4.1%
Gross Margin	-11.7%	-38.6%	-26.9pct

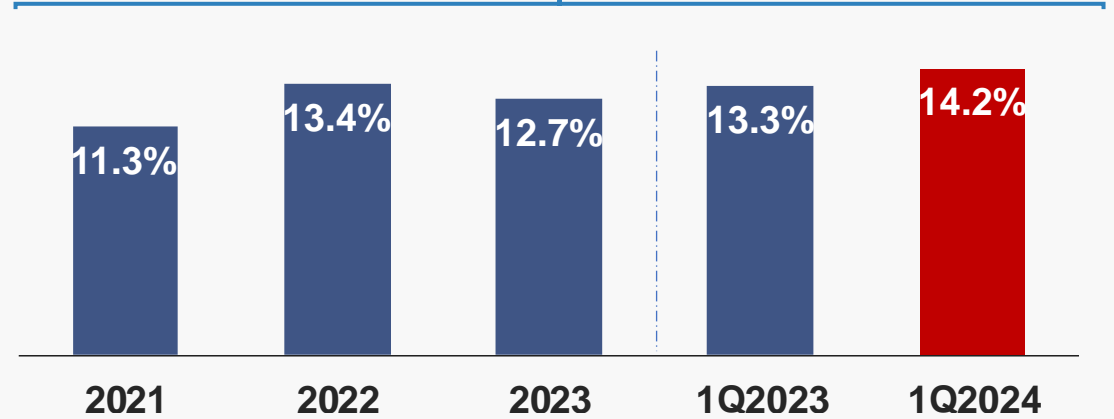
- Revenue of testing services declined, partially offset by the revenue growth of gene therapy CDMO services
- Increased labor costs compared to 1Q2023

1Q2024 Expenses for the Period

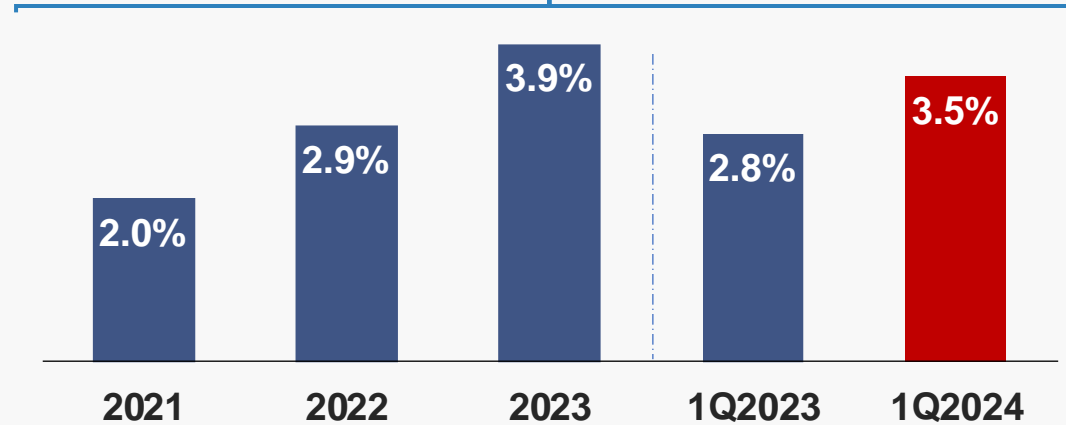
Selling and Distribution Expenses as % of Total Revenue



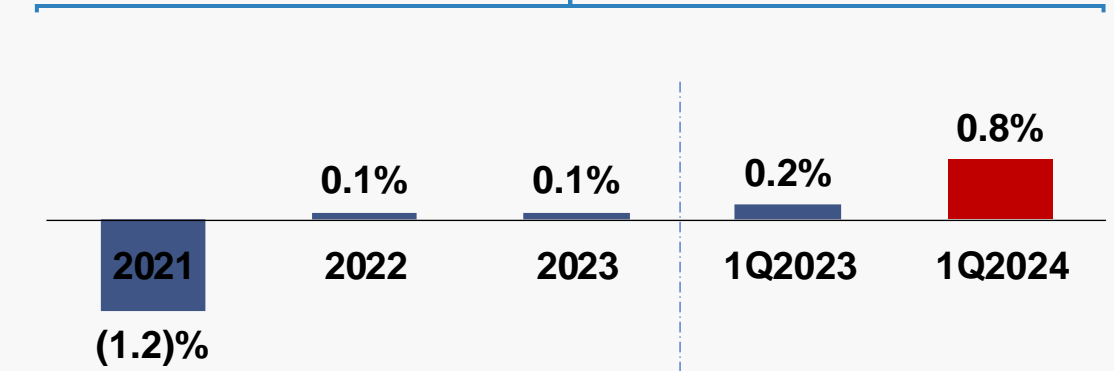
Administrative Expenses as % of Total Revenue ⁽¹⁾



R&D Costs as % of Total Revenue



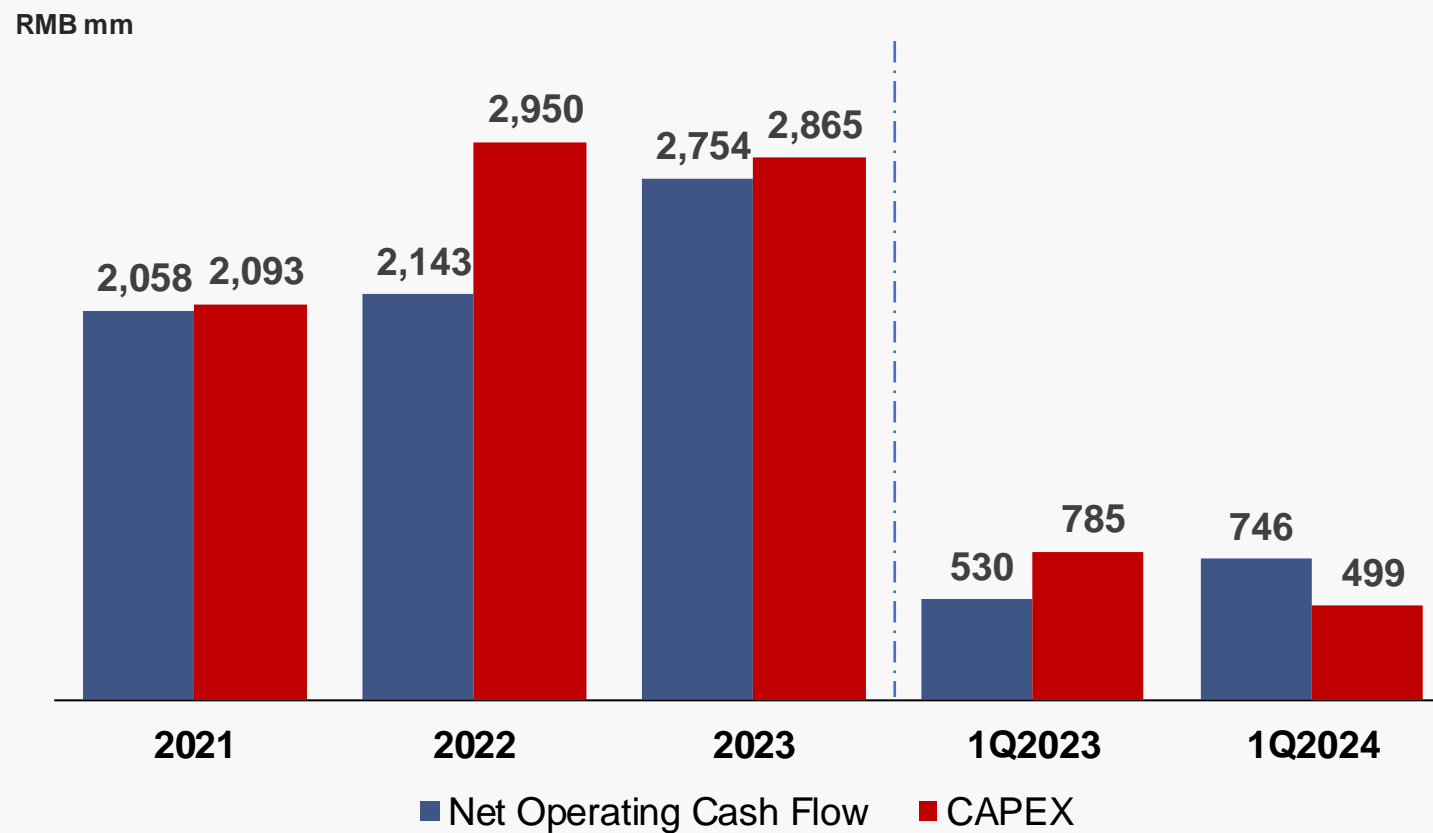
Net Finance Costs as % of Total Revenue ⁽²⁾



1. Excluding share-based compensation expenses recognized in administrative expenses

2. Net finance costs including interest expenses on bank borrowings and lease liabilities, interest income and bank wealth management products related gains or losses

Expect to Achieve Positive Free Cash Flow in 2024



1Q2024 Non-IFRSs Adjusted Net Profit Attributable to Owners of the Company

RMB mm	1Q2023	1Q2024
Profit Attributable to Owners of the Company	348	231
Add:		
Share-based Compensation Expenses	60	33
Convertible Bonds Related Losses / (Gains)	39	(7)
Foreign Exchange Related (Gains) / Losses	(1)	25
Realized and Unrealized (Gains) / Losses From Equity Investments	(9)	13
One-off Loss Made by Pharmaron Shanghai Co., Ltd. due to the Business Close	-	44
Non-IFRSs Adjusted Net Profit Attributable to Owners of the Company	438	339



The pursuit of health and longevity is eternal, and the long-term industry fundamentals remain intact. Seeing early signs of customer demand recovery



Fully integrated service platforms can meet the needs of different kinds of customers, improving efficiency, reducing cost and providing flexibility



Expect to deliver 10%+ revenue growth in 2024

A share repurchase of RMB200-300 million. Repurchased shares will be cancelled

Proposed granting of mandate to repurchase H shares in proportion to that of A shares



THANK YOU