

Stock code: 300759.SZ

Stock code: 3759.HK

2024

Third Quarterly Results



October 2024



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3Q2024 Revenue Achieved Strong Growth QoQ & YoY

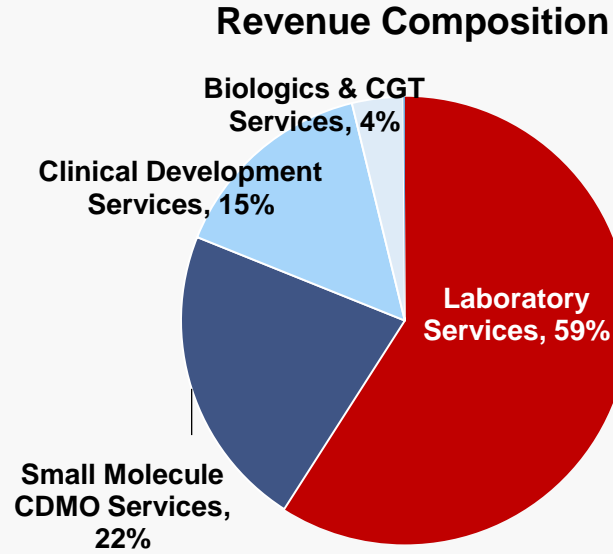
RMB mm	3Q2024	2Q2024	QoQ	3Q2023	YoY
Revenue	3,213	2,934	9.5%	2,920	10.0%
Net Profit	308	883	-65.1%	353	-12.6%
Non-IFRSs Adjusted Net Profit	417	351	18.7%	481	-13.2%

- Revenue achieved strong growth QoQ & YoY as a result of improved POs
- Because of the significant gains from equity investments in 2Q2024, net profit declined QoQ
- Improved Non-IFRSs adjusted net profit margin as a result of increased revenue

RMB mm	1-3Q2024	1-3Q2023	YoY
Revenue	8,817	8,560	3.0%
Net Profit	1,422	1,139	24.8%
Non-IFRSs Adjusted Net Profit	1,107	1,412	-21.6%

- **New POs:** 1-3Q2024 new POs increased by 18%+ YoY. Modest recovery in three consecutive quarters
- **Revenue:** expect to deliver 10%+ revenue growth in 2H2024

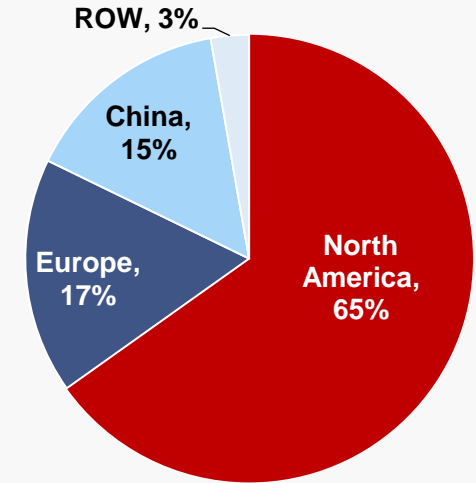
Segments



Global Customers

NA Revenue Grew **4.3%**
 EU Revenue Grew **15.7%**
 CN Revenue Declined **12.1%**

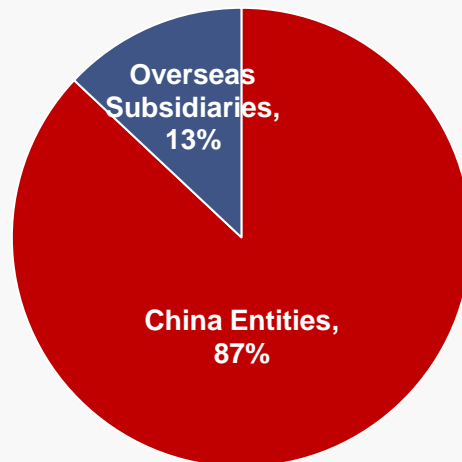
Revenue Composition



China/Overseas Entities

China Entities Revenue Grew **3.7%**
 Overseas Subsidiaries Revenue Declined **1.3%**

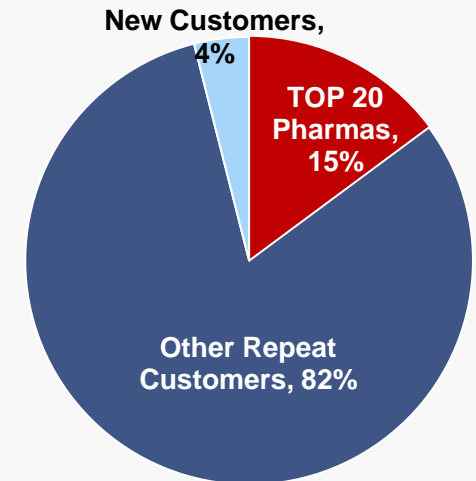
Revenue Composition



Diversified Customer Base

TOP 20 Pharmas Revenue Grew **3.4%**
 Other Customers Revenue Grew **2.9%**

Revenue Composition



RMB mm	3Q2024	2Q2024	QoQ	3Q2023	YoY	1-3Q2024	1-3Q2023	YoY
Revenue	1,847	1,767	4.6%	1,689	9.4%	5,219	5,069	3.0%
GPM	45.3%	44.7%	0.6pct	43.0%	2.3pct	44.8%	44.4%	0.4pct

- In 3Q2024, bioscience services delivered strong revenue growth YoY. The revenue of laboratory chemistry services slightly declined YoY
- Bioscience services accounting for ~ 54% of the segment's revenue in 1-3Q2024
- 1-3Q2024 new POs increased by 12%+ YoY

RMB mm	3Q2024	2Q2024	QoQ	3Q2023	YoY	1-3Q2024	1-3Q2023	YoY
Revenue	801	594	34.9%	662	20.9%	1,977	1,914	3.3%
GPM	34.5%	28.7%	5.8pct	32.3%	2.2pct	30.8%	32.4%	-1.6pct

- The segment's revenue in 3Q2024 reached a record high as a result of the delivery of new POs signed in 1H2024
- 1-3Q2024 new POs increased by 30%+ YoY
- The segment's revenue and GPM are expected to continue to increase in 4Q2024

RMB mm	3Q2024	2Q2024	QoQ	3Q2023	YoY	1-3Q2024	1-3Q2023	YoY
Revenue	463	452	2.4%	457	1.3%	1,306	1,262	3.5%
GPM	14.4%	15.4%	-1.0pct	20.5%	-6.1pct	13.2%	18.2%	-5.0pct

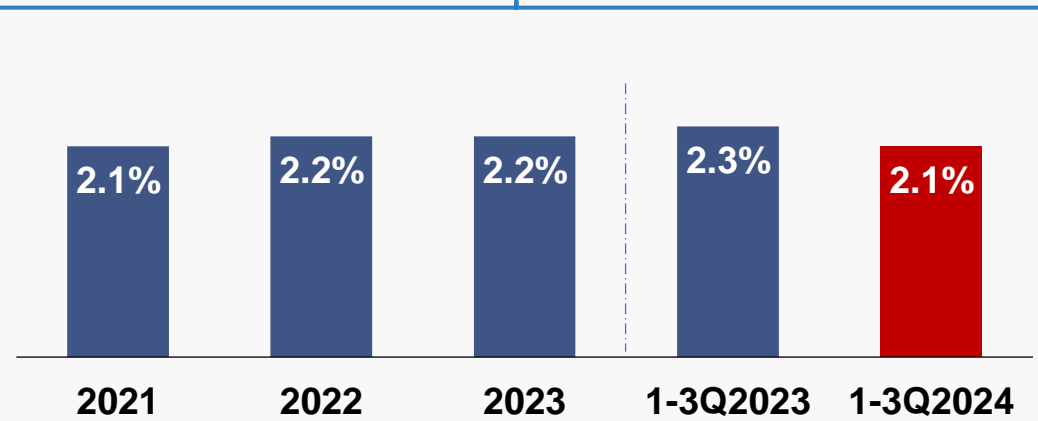
- Revenue growth driven by SMO services
- 3Q2024 GPM slightly declined QoQ due to revenue mix of different projects and competitions in China market

RMB mm	3Q2024	2Q2024	QoQ	3Q2023	YoY	1-3Q2024	1-3Q2023	YoY
Revenue	100	120	-16.7%	110	-9.6%	311	311	0.1%
GPM	-67.1%	-25.8%	-41.3pct	-5.4%	-61.7pct	-42.8%	-7.3%	-35.5pct

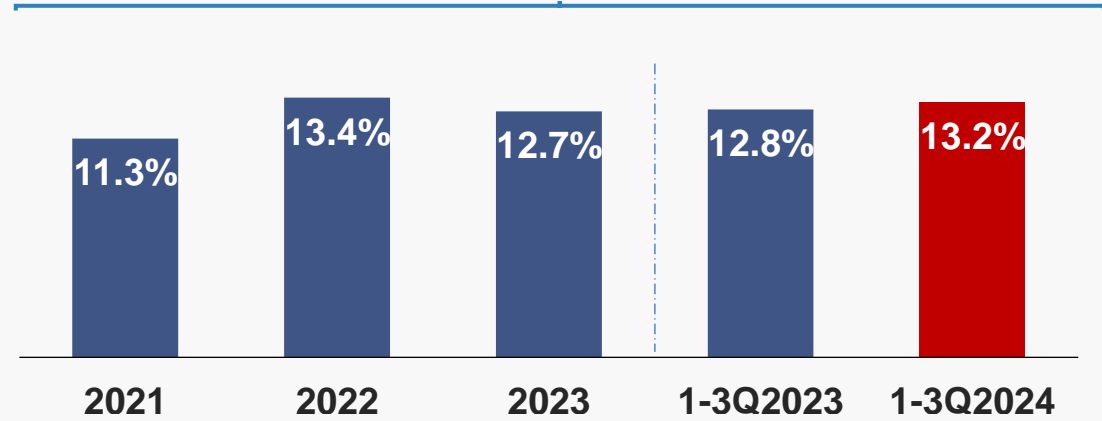
- Demand for gene therapy CDMO services remains soft. Expanding services into other advanced modalities
- Continue to advance biologics discovery & CDMO services
- The emerging segment is still in the investment stage. Increased operating costs and depreciation of the biologics CDMO capacity in Ningbo

1-3Q2024 Expenses for the Period

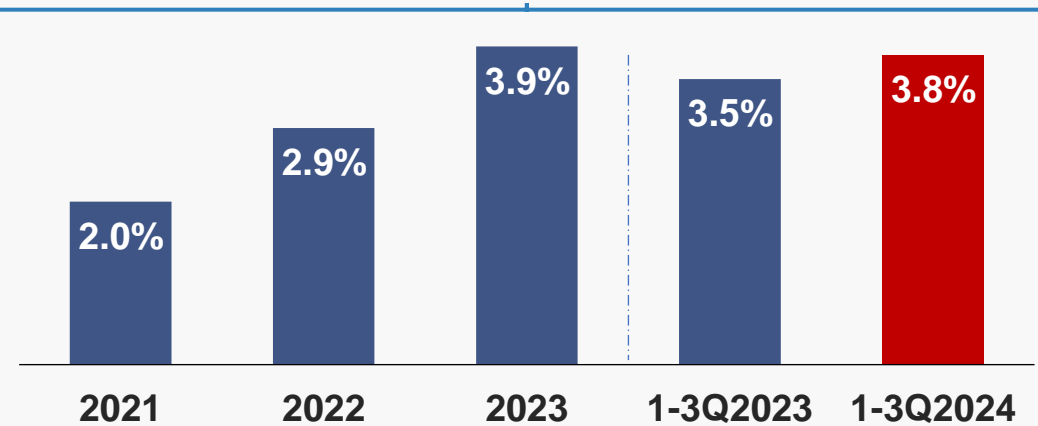
Selling and Distribution Expenses as % of Total Revenue



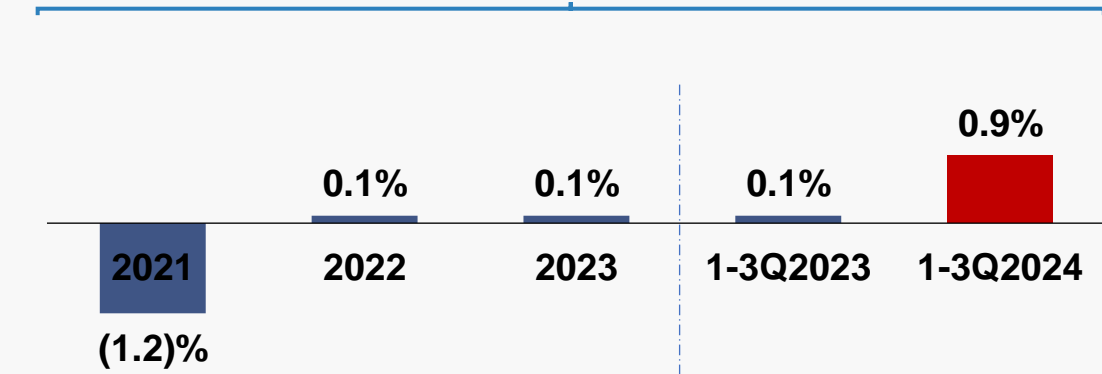
Administrative Expenses as % of Total Revenue ⁽¹⁾



R&D Costs as % of Total Revenue



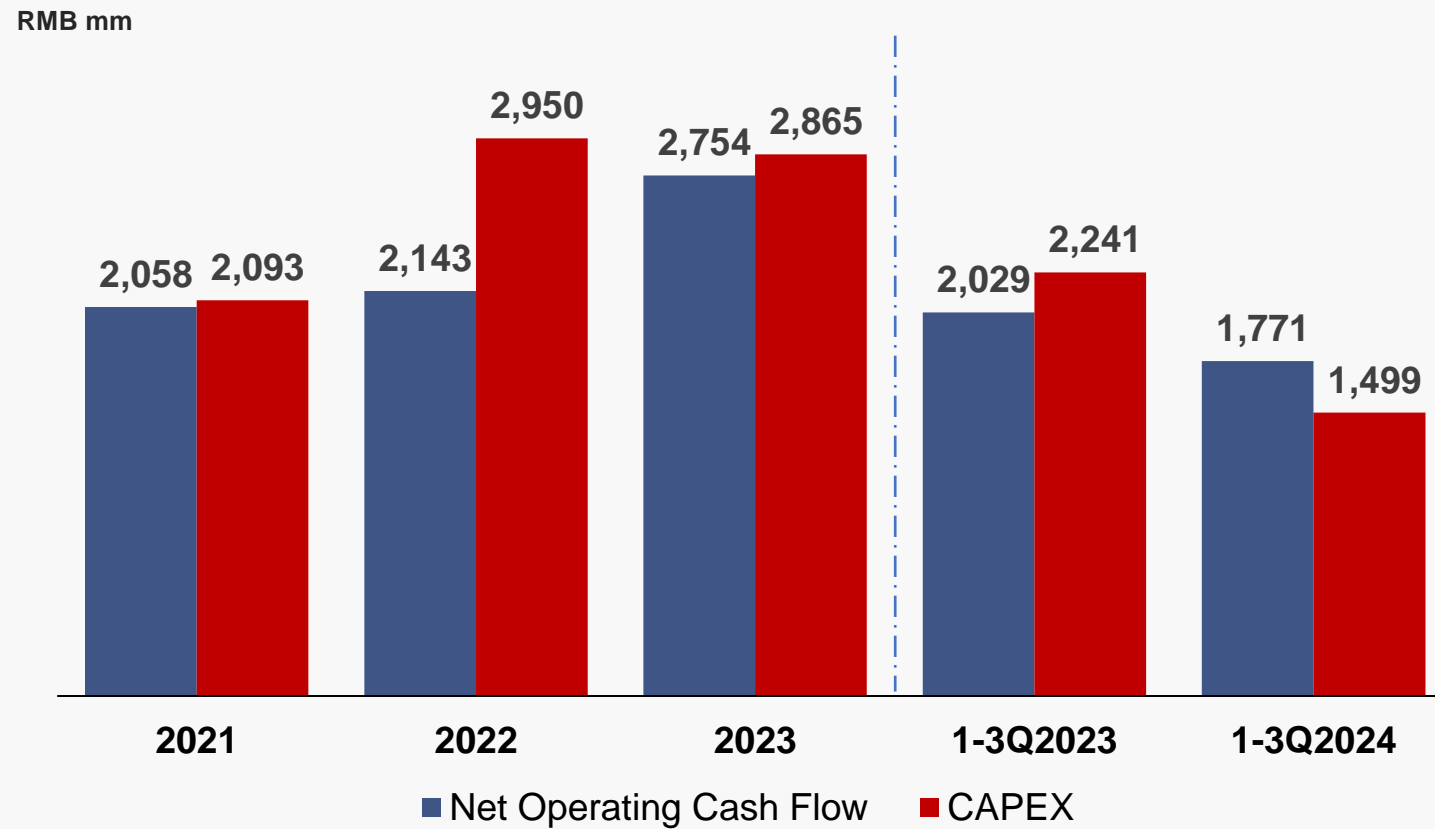
Net Finance Costs as % of Total Revenue ⁽²⁾



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



1-3Q2024 Non-IFRSs Adjusted Net Profit

RMB mm	1-3Q2024	1-3Q2023
Net Profit	1,422	1,139
Add:		
Share-based Compensation Expenses	84	145
Convertible Bonds Related (Gains) / Losses	(6)	91
Foreign Exchange Related Losses	32	55
Realized and Unrealized Gains From Equity Investments	(468)	(19)
One-off Loss Made by Pharmaron Shanghai Co., Ltd. due to the Business Close	44	-
Non-IFRSs Adjusted Net Profit	1,107	1,412



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 2H2024



THANK YOU