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**2024**

**Annual Results**



March 2025



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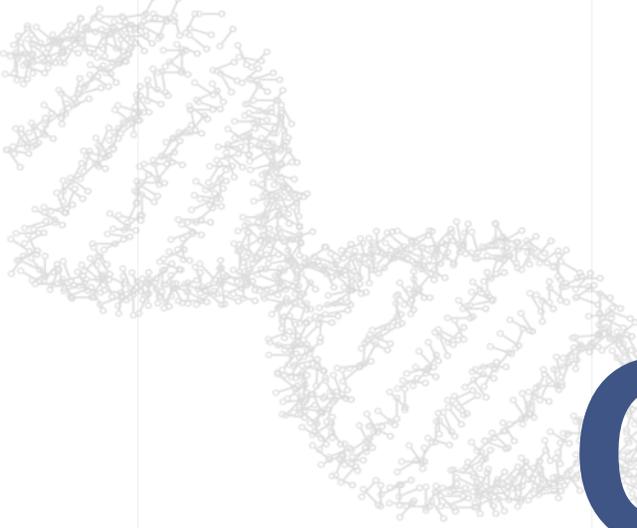
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### Solid Revenue Growth

**RMB12,276 mm** in revenue, YoY growth of **6.4%**. With 2H24 revenue at **RMB6,671 mm**, YoY growth of **13.1%**

**RMB1,793 mm** in net profit, YoY growth of **12.0%**

**RMB1,607 mm** in non-IFRSs adjusted net profit, YoY decline of **15.6%**

New POs increased by **20%+** YoY

Financial performances improved QoQ and YoY revenue growth rate accelerated each quarter, as a result of the initial recovery of the global biotech funding environment. The Company continued to gain market share globally

### Global Platform & Customers

**900+** new customers, **3,000+** active customers, including all of the **TOP 20** global pharmas

**21** R&D & manufacturing facilities across **China, UK & US**, providing fully-integrated services for **SM, LM & CGT**

**21,370** employees, including **1,700+** overseas employees. **19,192** scientists & technicians, representing **~90%** of total employees

### Rich Pipeline to Fuel Future Growth

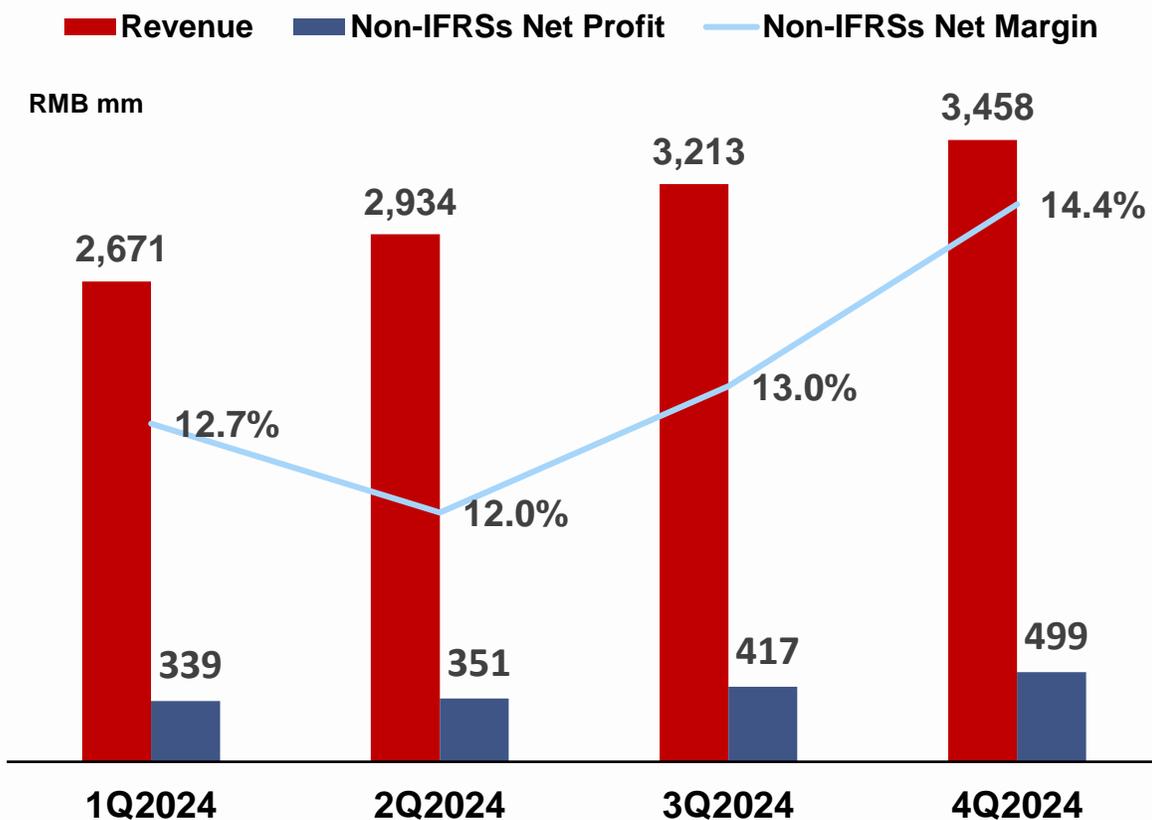
Discovery projects: **781** drug discovery projects

CMC projects: **19** in validation & commercial, **23** in PhIII, **242** in PhI/II, **782** in preclinical

Clinical projects: **1,062** CRO projects, including **94** in PhIII. **1,600+** SMO projects, CRC team covers **670+** hospitals & clinical trial centers in **150+** cities

CGT projects: **24** release testing projects, including **2** commercial projects. **14** gene therapy CDMO projects, including **1** in PhIII, **6** in PhI/II, **7** in preclinical

## Continuous Improvement of Net Margin in 3Q&4Q

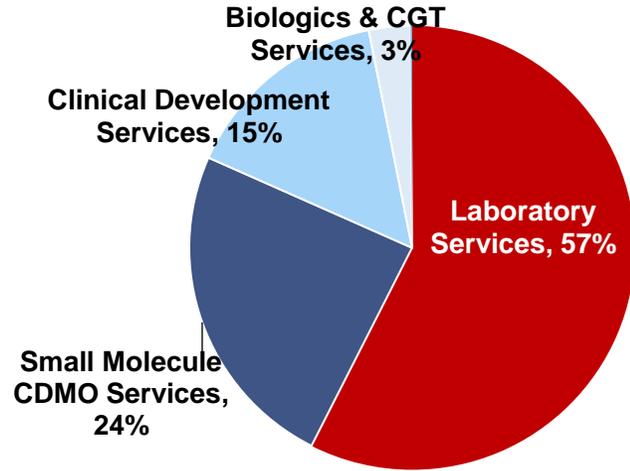


## RMB mm

	1Q2024	2Q2024	3Q2024	4Q2024
<b>Revenue</b>	2,671	2,934	3,213	3,458
QoQ		9.8%	9.5%	7.6%
YoY	-2.0%	0.6%	10.0%	16.1%
<b>Non-IFRSs Net Profit</b>	339	351	417	499
QoQ		3.7%	18.7%	19.7%
YoY	-22.7%	-28.8%	-13.2%	1.7%

## Segments

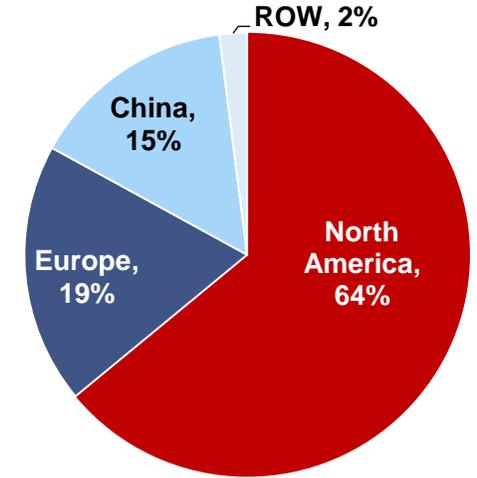
### Revenue Composition



## Global Customers

NA Revenue Grew **6.1%**  
 EU Revenue Grew **23.2%**  
 CN Revenue Declined **6.5%**

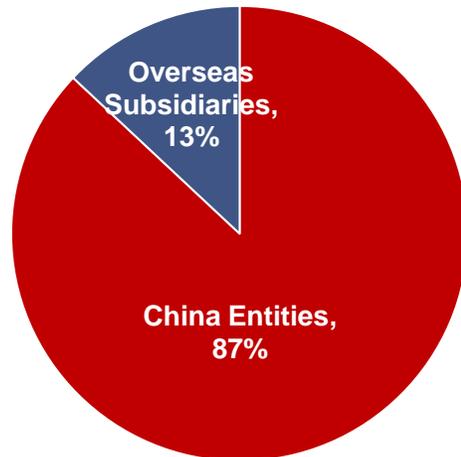
### Revenue Composition



## China/Overseas Entities

### Revenue Composition

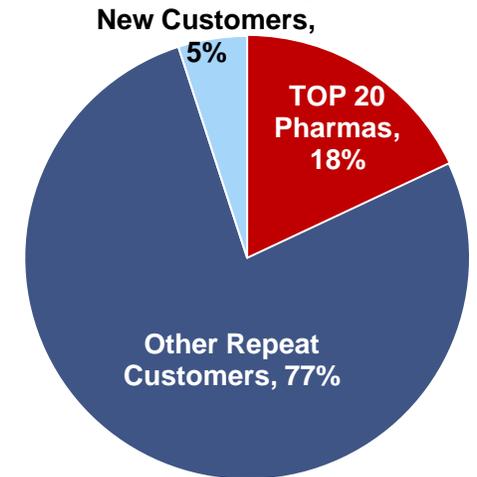
China Entities Revenue Grew **7.8%**  
 Overseas Subsidiaries Revenue Declined **2.7%**



## Diversified Customer Base

TOP 20 Pharmas Revenue Grew **26.9%**  
 Other Customers Revenue Grew **2.8%**

### Revenue Composition



## ESG Ratings



2024 MSCI ESG Rating  
**AA**

### SUSTAINALYTICS 2025

- Regional TOP Rated ESG Company
- Industry TOP Rated ESG Company

## SBTi



- Pharmaron's SBT have been validated by SBTi in June 2024
- Total GHG emissions declining by 20%+ in 2024



2024 CDP  
Climate Change  
Questionnaire: **B**

## Sustainable Development

### S&P Global

- Included in S&P Global Sustainability Yearbook 2025
- Included in S&P China Sustainability Yearbook 2025



2024 EcoVadis  
Bronze Prize

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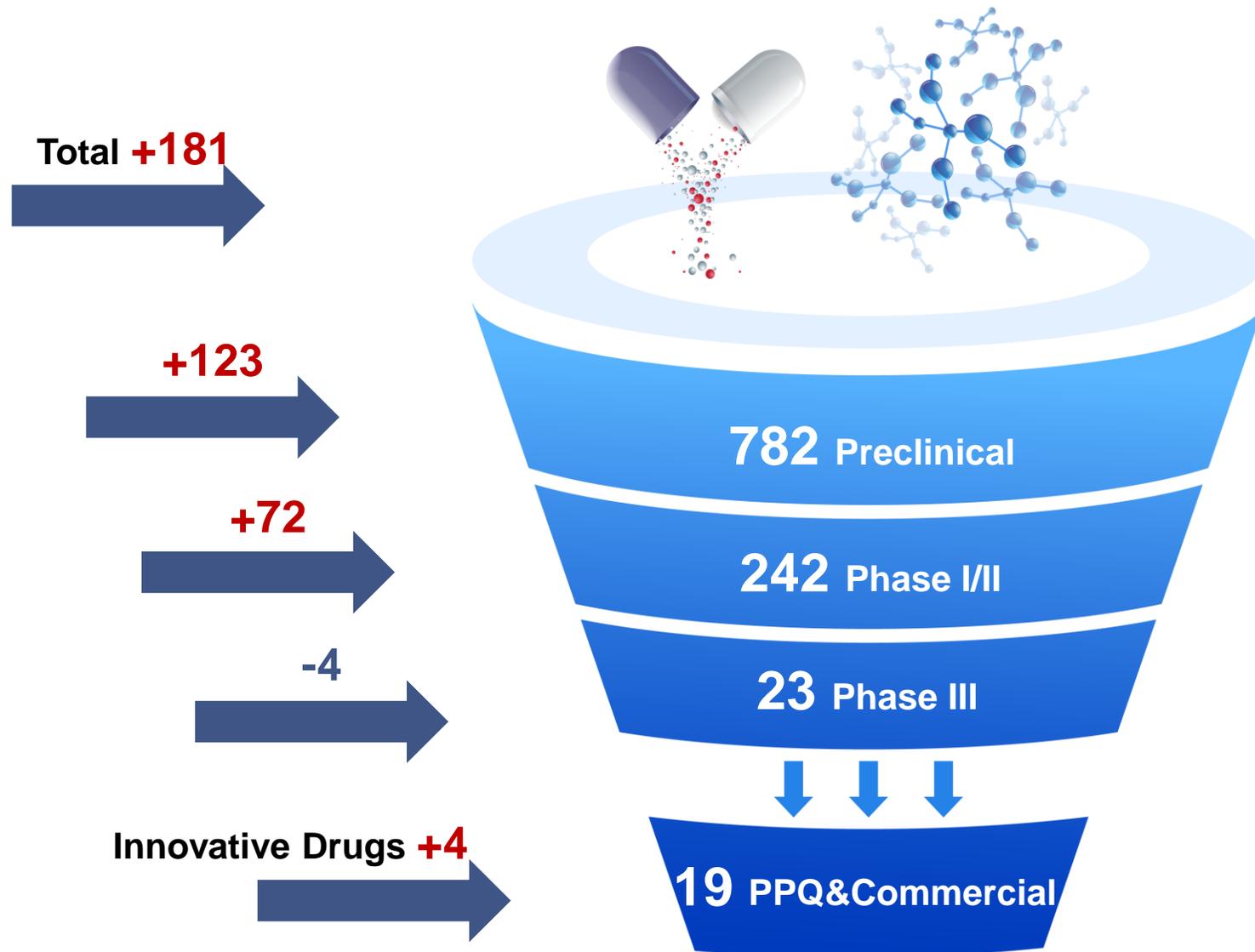
RMB mm	1Q2024	2Q2024	3Q2024	4Q2024	2024
<b>Revenue</b>	<b>1,605</b>	<b>1,767</b>	<b>1,847</b>	<b>1,828</b>	<b>7,047</b>
QoQ		<b>10.1%</b>	<b>4.6%</b>	<b>-1.0%</b>	
YoY	<b>-2.9%</b>	<b>2.3%</b>	<b>9.4%</b>	<b>14.9%</b>	<b>5.8%</b>
<b>GPM</b>	<b>43.6%</b>	<b>44.3%</b>	<b>44.9%</b>	<b>44.7%</b>	<b>44.4%</b>
QoQ		<b>0.7pct</b>	<b>0.6pct</b>	<b>-0.2%</b>	
YoY	<b>-0.7pct</b>	<b>-1.0pct</b>	<b>2.1pct</b>	<b>1.2pct</b>	<b>0.4pct</b>

- Robust YoY revenue growth of bioscience services, which accounted for 54%+ of the segment's total revenue; Laboratory chemistry services achieved the highest quarterly revenue record of the year in 4Q2024
- New POs increased by 15%+ YoY
- Participated in 781 drug discovery projects
- Leveraging comprehensive & multi-dimensional data to assist our customers: (1) Maintained focus on cutting-edge technologies and emerging therapeutic targets; (2) Expanded and upgraded HTS and automation platforms; (3) Strengthened capabilities in 3D cell culture, organoids, animal models, and omics analysis; (4) Strengthened capabilities for new modalities; (5) Explored the application of AI and machine learning in laboratory services

RMB mm	1Q2024	2Q2024	3Q2024	4Q2024	2024
<b>Revenue</b>	<b>582</b>	<b>594</b>	<b>801</b>	<b>1,012</b>	<b>2,989</b>
QoQ		<b>2.0%</b>	<b>34.9%</b>	<b>26.4%</b>	
YoY	<b>-2.7%</b>	<b>-9.1%</b>	<b>20.9%</b>	<b>26.9%</b>	<b>10.2%</b>
<b>GPM</b>	<b>27.3%</b>	<b>28.3%</b>	<b>34.1%</b>	<b>38.4%</b>	<b>33.1%</b>
QoQ		<b>1.0pct</b>	<b>5.8pct</b>	<b>4.3pct</b>	
YoY	<b>-5.4pct</b>	<b>-3.4pct</b>	<b>2.0pct</b>	<b>2.2pct</b>	<b>-0.3pct</b>

- ~81% of CMC services revenue came from the existing customers of laboratory services
- New POs increased by 35%+ YoY. More large-scale production projects
- Commercial manufacturing: DP commercial manufacturing of 2 newly approved innovative drugs in China; Ningbo API facility received FDA PAI and is awaiting the final EIR
- Invested in new technologies to improve productivity: end-to-end continuous flow synthesis, continuous hydrogenation reactions, continuous flow ozonolysis, biocatalysis, electrochemistry, photochemistry, HTE, and high potency API manufacturing
- Increased costs due to certain modules in Shaoxing facility transferred from CIP into fixed assets in 4Q2023 and increased labor costs. Improved GMP in 2H2024 as a result of increased revenue

# Innovative Drug CMC Projects Continued to Advance to Late Stage



RMB mm	1Q2024	2Q2024	3Q2024	4Q2024	2024
<b>Revenue</b>	<b>392</b>	<b>452</b>	<b>463</b>	<b>520</b>	<b>1,826</b>
<b>QoQ</b>		<b>15.4%</b>	<b>2.4%</b>	<b>12.4%</b>	
<b>YoY</b>	<b>4.6%</b>	<b>4.8%</b>	<b>1.3%</b>	<b>9.5%</b>	<b>5.1%</b>
<b>GPM</b>	<b>9.3%</b>	<b>15.4%</b>	<b>14.4%</b>	<b>11.9%</b>	<b>12.8%</b>
<b>QoQ</b>		<b>6.1pct</b>	<b>-1.0pct</b>	<b>-2.5pct</b>	
<b>YoY</b>	<b>-4.7pct</b>	<b>-4.2pct</b>	<b>-6.1pct</b>	<b>-2.0pct</b>	<b>-4.3pct</b>

- As a result of synergies of the Company's integrated platform and increasing customer recognitions of Pharmaron Clinical, the Company has continued to increase its number of projects and gain market share
- 1,062 clinical CRO projects, including 94 PhIII clinical trials, 407 PhI/II clinical trials, and 561 other clinical trials. 1,600+ SMO projects. CRC team covers 670+ hospitals & clinical trial centers in 150+ cities
- Tested, evaluated, and implemented multiple AI applications across various business units. Acquired controlling stake in Aistarfish to accelerate the digital and AI transformation of clinical development services
- GPM declined due to revenue mix of different projects and competitions in China market

RMB mm	1Q2024	2Q2024	3Q2024	4Q2024	2024
Revenue	91	120	100	97	408
QoQ		31.0%	-16.7%	-3.2%	
YoY	-4.1%	14.3%	-9.6%	-15.5%	-4.1%
GPM	-38.6%	-25.9%	-67.2%	-73.5%	-50.1%
QoQ		12.7pct	-41.3pct	-6.3pct	
YoY	-26.8pct	-20.6pct	-61.8pct	-62.4pct	-41.8pct

- Biologics CDMO: successfully completed the 1<sup>st</sup> integrated project from DNA to DS/DP for an innovative bispecific antibody
- CGT testing: 24 CGT analytical release testing projects, including 2 commercial projects and 9 clinical projects. 22 GLP & non-GLP toxicology studies for CGT products either had been completed or are in progress
- GT CDMO: 14 gene therapy CDMO projects, including 1 in PhIII, 6 in PhI/II & 7 in preclinical
- The emerging segment is still in the investment stage. Increased operating costs and depreciation of the biologics CDMO capacity in Ningbo

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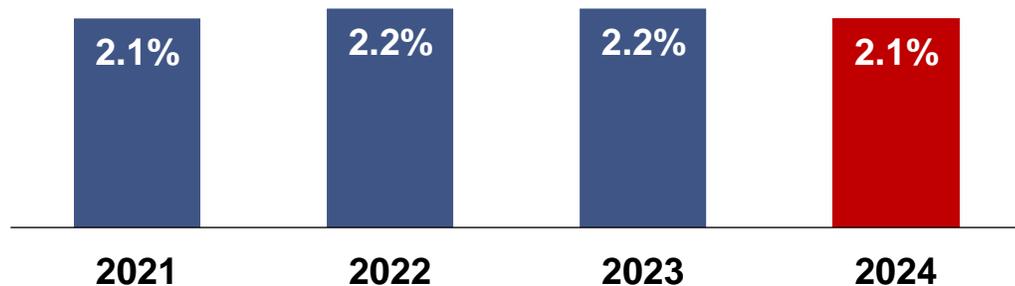
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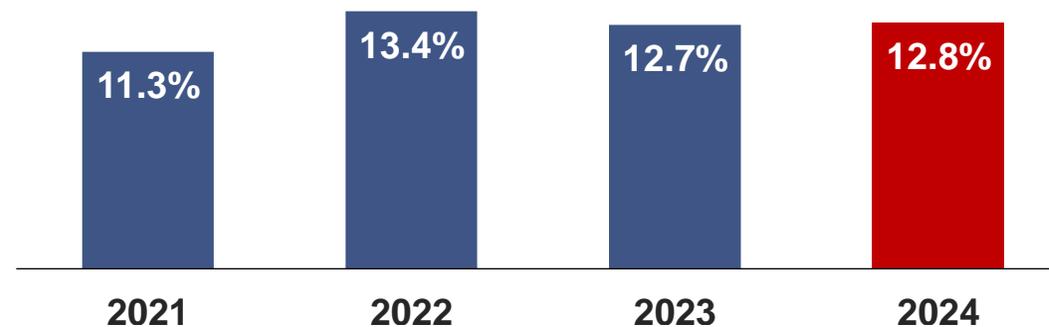
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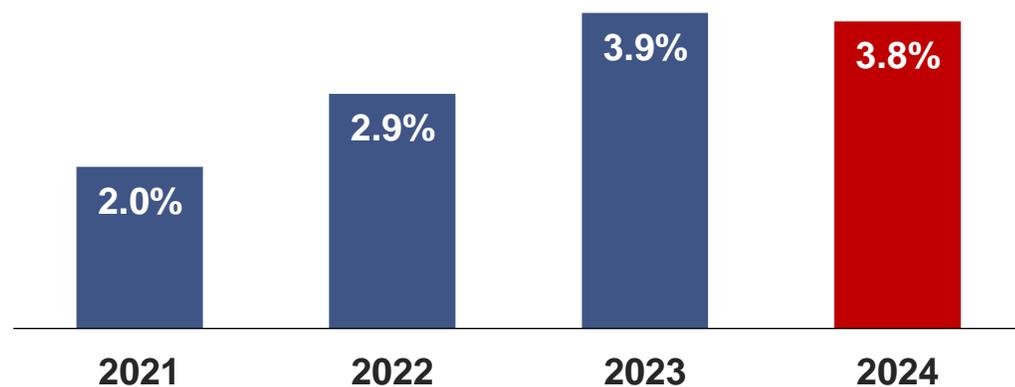
### Selling and Distribution Expenses as % of Total Revenue



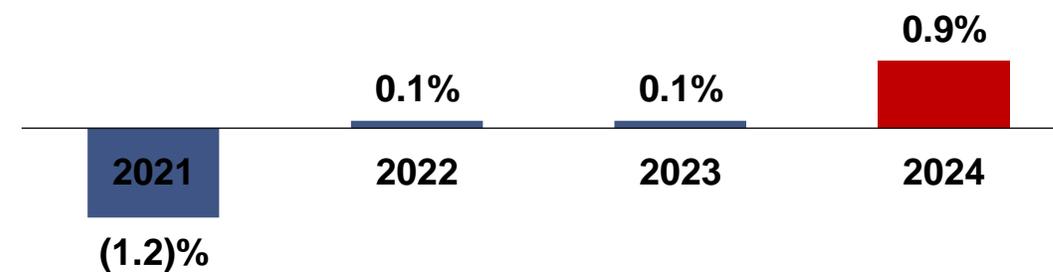
### Administrative Expenses as % of Total Revenue <sup>(1)</sup>



### R&D Costs as % of Total Revenue



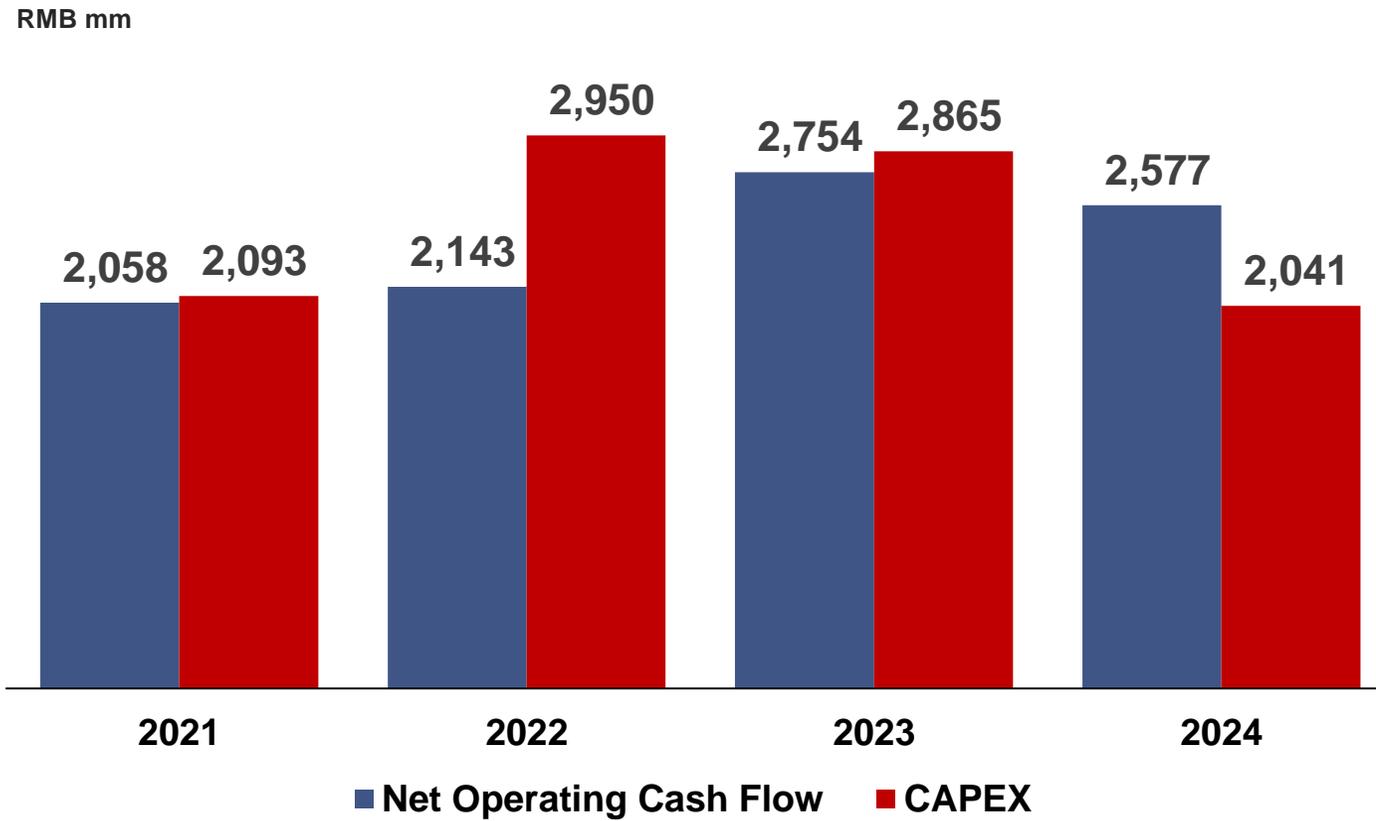
### Net Finance Costs as % of Total Revenue <sup>(2)</sup>



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

# Free Cash Flow of RMB536 Million in 2024



RMB mm	2024	2023
<b>Net Profit</b>	<b>1,793</b>	<b>1,601</b>
Add:		
Share-based Compensation Expenses	83	185
Convertible Bonds Related (Gains) / Losses	(6)	123
Foreign Exchange Related Losses / (Gains)	34	(6)
Realized and Unrealized (Gains) / Losses From Equity Investments	(407)	0
Non-Financial Assets Impairment	65	-
One-off Loss Made by Pharmaron Shanghai Co., Ltd. due to the Business Close	44	-
<b>Non-IFRSs Net Profit</b>	<b>1,607</b>	<b>1,903</b>

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The industry fundamentals remain intact. Customer demand & POs showing recovery signs  
2024 performances improved QoQ and YoY revenue growth rate accelerated each quarter



Continue to develop our end-to-end, fully integrated and multiple modalities-capable  
services platform with global footprints to further support our customers in improving  
the efficiency and flexibility of their pharmaceutical R&D and manufacturing needs



**Expect to deliver 10~15% revenue growth in 2025**



THANK YOU