



2024 Interim Results Announcement Corporate Presentation

August 2024



Results Snapshot

Financial Highlights

Business Review

R & D

Outlook & Strategies

Appendixes

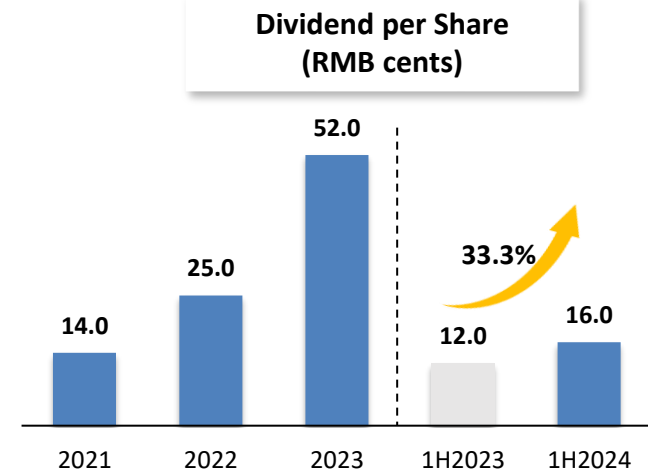
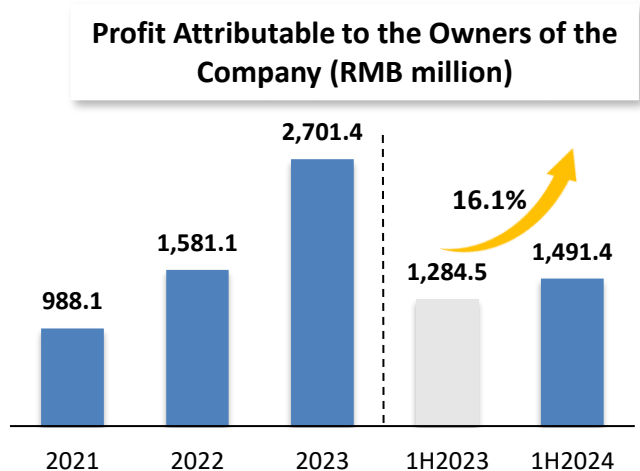
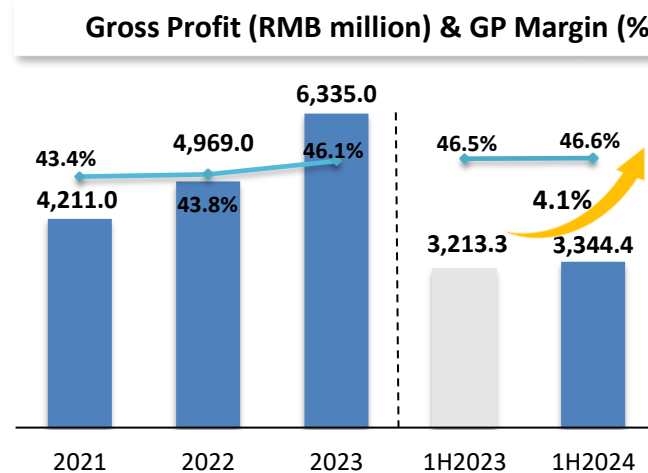
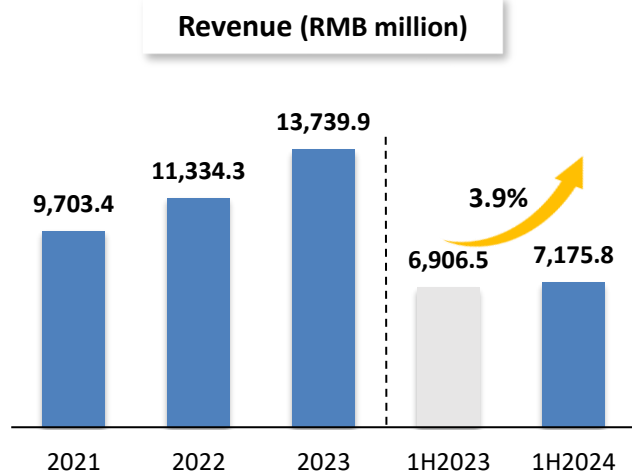


Section 1

Results Snapshot



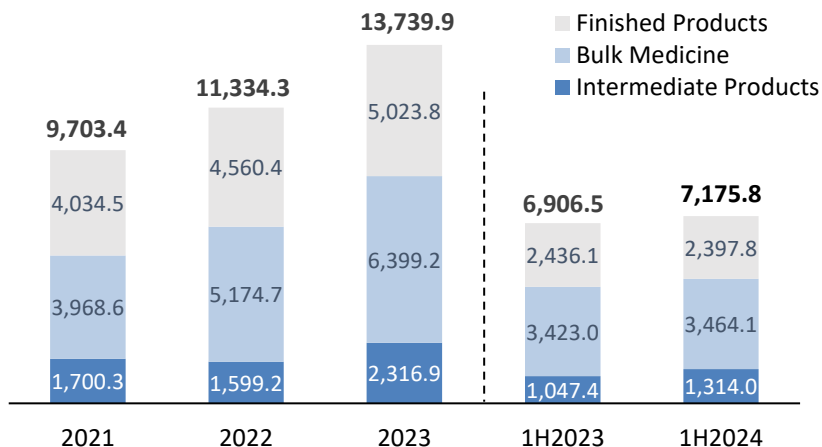
2024 Interim Results Snapshot



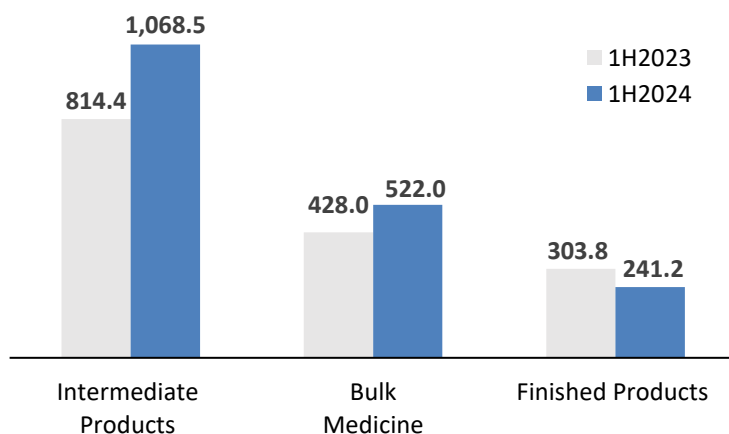
2024 Interim Results Snapshot



Revenue (RMB million)



Segment Results (RMB million)



Intermediate Products & Bulk Medicine

- Intermediate products: +25.4% to RMB1,314.0 million with segment margin of 34.7%
- Bulk medicine: +1.2% to RMB3,464.1 million with segment margin of 13.3%
- Overseas sales: +4.8% to RMB1,427.3 million, accounting for 19.9% of total sales

Finished Products

- Finished products: -1.6% to RMB2,397.8 million with segment margin of 10.1%
- Insulin Series: +9.5% to RMB545.5 million[#]
- Animal healthcare: +25.7% to RMB671.4 million

Major Progress

- Phase Ia clinical trial for UBT251 Injection (GLP-1R /GIPR/GCGR triple agonist) has been completed in China
- Phase III clinical trial for Semaglutide Injection (T2DM) has been completed
- Established Healthcare Products Division to tap into the wellness market
- Commencement of Inner Mongolia Guangda Lianfeng's bio-based LCDAs new material project

[#] Sales revenue denotes gross sales including sales discounts.



Section 2

Financial Highlights



Financial Overview



RMB million	1H2024	1H2023	y-o-y change	2H2023	1H24 vs 2H23 change
Revenue	7,175.8	6,906.5	+3.9%	6,833.4	+5.0%
Gross Profit	3,344.4	3,213.3	+4.1%	3,121.5	+7.1%
EBITDA	2,231.9	1,953.8	+14.2%	2,022.9	+10.3%
Profit attributable to owners of the Company	1,491.4	1,284.5	+16.1%	1,416.9	+5.3%
Earnings per share (RMB cents) - Basic	82.08	70.69	+16.1%	77.98	+5.3%
Interim dividend per share (RMB cents)	16.0	12.0	+33.3%	--	--
Dividend payout ratio for interim results	19.5%	17.0%	+2.5p.p.	--	--

Other Key Financial Indicators



	As at 30 Jun 2024	As at 31 Dec 2023
Current ratio	2.04	2.08
Net current assets (RMB million)	7,733.5	7,160.5
Net cash position[#] (RMB million)	3,265.1	1,755.5
Cash and cash equivalents (RMB million)	6,554.8	4,262.0
Total assets (RMB million)	22,826.1	21,017.2

[#] Net cash position denotes the Group's net cash and bank balances after deducting borrowings and trade payables under supplier finance arrangement (mainly refer to bills payables).

	1H2024	1H2023
Net cash from operating activities (RMB million)	1,845.6	1,197.5



Section 3

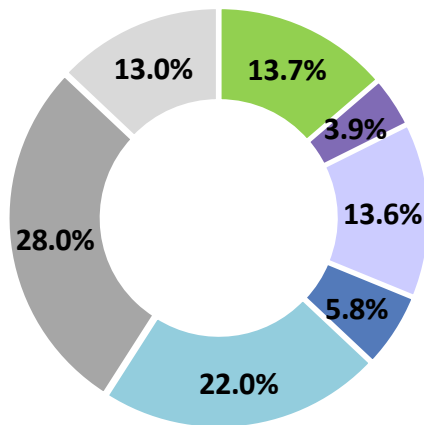
Business Review





Finished Products – Revenue Breakdown

In 1H2024, sales revenue from finished products decreased by 1.6% to RMB2,397.8 million, accounting for 33.4% of the Group's total external sales



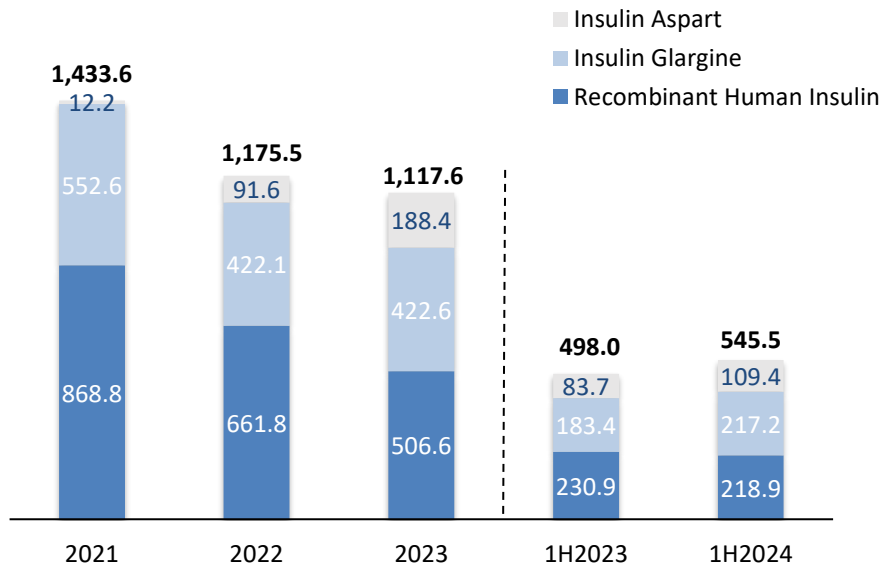
- Semi-synthetic penicillins antibiotics: +7.1% to RMB328.2 million
- Cephalosporins antibiotics: +2.2% to RMB94.6 million
- β-lactamase inhibitors antibiotics: -42.9% to RMB324.9 million
- Carbapenems antibiotics: +2.3% to RMB139.7 million
- Insulin Series: +11.3% to RMB528.3 million
- Animal Healthcare: +25.7% to RMB671.4 million
- Others: +3.8% to RMB310.7 million

Revenue Breakdown of Finished Products in 1H2024



Finished Products – Insulin Series

Sales Revenue from Insulin (RMB million)



USLIN

Recombinant Human Insulin Injection



- Launched in 2009
- Including four specifications: N, R, 30R and 50R
- Sales revenue was RMB218.9 million# and sales volume decreased by 4.9%

USLEN

Insulin Glargine Injection



- Launched in 2016
- Long-acting insulin with steady blood glucose control
- Sales revenue was RMB217.2 million# and sales volume increased by 18.5%

UBLIN

Insulin Aspart / Insulin Aspart 30 Injection



- Launched in 2021
- Insulin at meals characterized by rapid onset of action
- Sales revenue was RMB109.4 million# and sales volume increased by 33.6%

Sales revenue denotes gross sales including sales discounts.

National Centralised Drug Procurement



National Centralised Drug Procurement (Specialising Renewal in Insulin)

- Purchase quantity exceeds 240 million vials all over the country and the bid-winning price dropped moderately by 3.8% compared to the previous procurement
- Procurement Cycle: May 2024 to 31 December 2027
- All insulin products of TUL won the bid in category A, and the basic purchasing volume has increased significantly by 52.5%

Basic Information of TUL's Bid-winning Products (specifications: 3ml:300 units (refilled pen-type))

Name of Procurement Group	Name of Pharmaceuticals	Name of Products	Tendering Price (RMB/vial)	Price Change	Selected Category
Mealttime Insulin	Human Insulin Injection	USLIN®R	25.91	-9.9%	A
Basal Insulin	Protamine Insulin Injection	USLIN®N	25.91	-11.8%	A
Premixed Insulin	Protamine Insulin Mixed Injection (30R/50R)	USLIN®30R/50R	25.91	-5.3%	A
Mealttime Insulin Analogue	Insulin Aspart Injection	UBLIN®	25.91	-37.2%	A
Basal Insulin Analogue	Insulin Glargine Injection	USLEN®	65.31	-2.5%	A
Premixed Insulin Analogue	Insulin Aspart 30 Injection	UBLIN®30	25.91	-37.2%	A



Finished Products – Antibiotics

- ✓ Including oral and injectable antibiotic products of penicillins, cephalosporins, β -lactamase inhibitors and carbapenems
- ✓ Sales revenue from antibiotic products (including Animal Healthcare) decreased by 2.1% to RMB1,688.3 million in 1H2024



阿莫仙

Amoxicillin Capsules

Sales revenue increased by 9.7% to RMB271.2 million

他唑仙

Piperacillin Sodium and Tazobactam Sodium for Injection

Sales revenue decreased by 51.4% to RMB187.7 million

倍能安

Imipenem and Cilastatin Sodium for Injection

Sales revenue increased by 4.5% to RMB139.3 million

赛乐林

Roxithromycin Capsules

Sales revenue increased by 30.3% to RMB48.4 million

强力阿莫仙

Amoxicillin and Clavulanate Potassium for Suspension

Sales revenue increased by 50.2% to RMB46.4 million



Finished Products – Animal Healthcare

- ✓ Mainly engaged in the R&D, production and sales of veterinary drugs used in economic and companion animals
- ✓ A full range of β -lactams products and a leading position in penicillin-based veterinary drugs
- ✓ Establish production bases in Southern, Northern and Central China, forming a nationwide network
- ✓ Expand strategic cooperation and venture into the global market
- ✓ Build a leading brand in China's animal health industry and become a global leader in animal health industry

Our Partners (Partially listed)



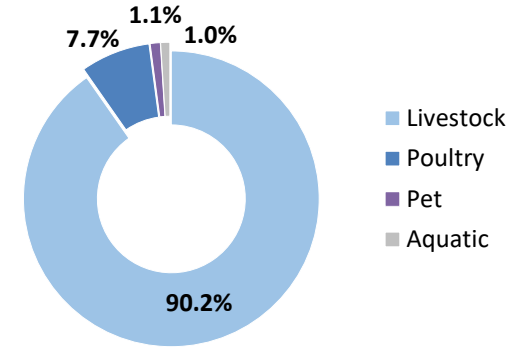
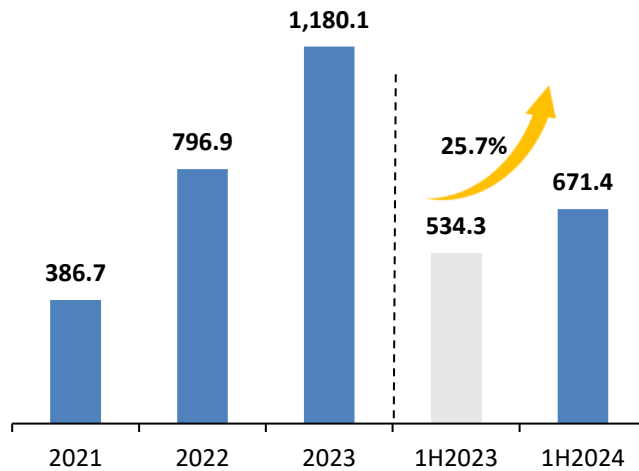
📍 Distribution of major breeding bases for poultry and livestock in China in 2023
(Data source: China animal agriculture association)



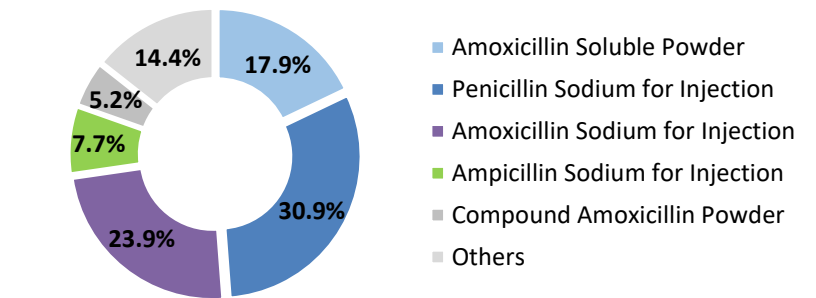
Finished Products – Animal Healthcare



Sales Revenue from Animal Healthcare (RMB million)



Revenue Breakdown of Animal Healthcare in 1H2024 (By Categories)



Revenue Breakdown of Animal Healthcare in 1H2024 (By Products)



Finished Products – Animal Healthcare

100+

Veterinary drugs that meet national standards

30+

Feed additives & premixtures

- 4** Class II new veterinary drug certificates
- 2** Class IV new veterinary drug certificates
- 1** Class V new veterinary drug certificates

Multiple

Invention patents

Penicillin Sodium for Injection

- Launched in 2016, applicable to **livestock**
- Revenue of RMB207.7 million
- Prompt onset, safe and stable



Amoxicillin Soluble Powder 80%

- Launched in 2018, applicable to **poultry/aquatic**
- Revenue of RMB18.5 million
- High concentration, cost-effective



Amoxicillin and Clavulanate Potassium Tablets

- Launched in 2023, applicable to **pets**
- Revenue of RMB6.27 million
- Customized APIs, highly absorbable



Compound Amoxicillin Powder

- Launched in 2017, applicable to **livestock/poultry**
- Revenue of RMB35.0 million
- Broad-spectrum antibacterial, well-resistant



Flagship Products



Amoxicillin and Colistin Sulfate Soluble Powder

- Launched in 2020, applicable to **poultry**
- Revenue of RMB3.08 million
- First choice for mixed secondary infection

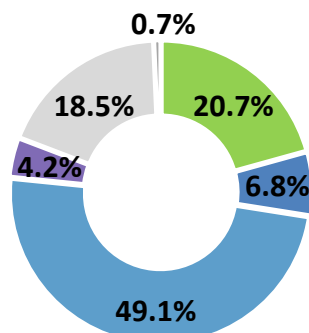


Intermediate Products & Bulk Medicine



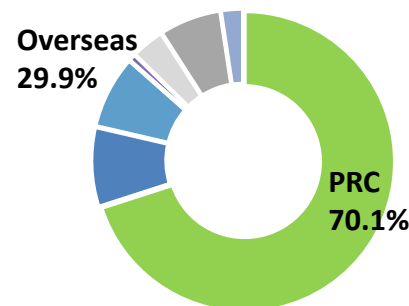
– Revenue Breakdown

In 1H2024, sales revenue from intermediate products increased by 25.4% to RMB1,314.0 million and bulk medicine increased by 1.2% to RMB3,464.1 million, accounting for 18.3% and 48.3% of the Group’s total external sales, respectively



Revenue breakdown of intermediate products & bulk medicine in 1H2024
(By Products)

- 6-APA: RMB987.0 million
- Penicillin G Potassium First Crystal: RMB327.0 million
- Semi-synthetic penicillins type: RMB2,348.2 million
- Cephalosporins type: RMB198.7 million
- β-lactamase inhibitors type: RMB885.4 million
- Carbapenems type: RMB31.7 million



Revenue breakdown of intermediate products & bulk medicine in 1H2024
(By Markets)

- PRC: RMB3,350.7 million
- Europe: RMB411.6 million
- India: RMB377.0 million
- Middle East: RMB36.4 million
- South America: RMB170.1 million
- Other Asian Regions: RMB318.6 million
- Other Regions: RMB113.7 million

Intermediate Products & Bulk Medicine

– Production Capacity



Types	Products	1H Designed Capacity (tonnes)	Utilization Rate	Proportion of External Sales
Intermediate Products	6-APA/Penicillin G Potassium First Crystal ¹	10,250	100%	63.7% ²
	T-Octylammonium Clavulanate	800	100%	N/A
Bulk Medicine	Semi-synthetic penicillins type	10,000	100%	84.9%
	Cephalosporins type	600	88.2%	84.9%
	β-lactamase inhibitors type	784	100%	84.9%

1. Currently, 6-APA and Penicillin G Potassium First Crystal are produced in the same line in Inner Mongolia Company.

2. Opening inventory is not included in calculating the percentage of external sales.



Production Bases Under Construction

New Plant of The United Animal Healthcare (Inner Mongolia)



- ✓ Covers an area of 100 mu
- ✓ Main products
 - Veterinary finished products
 - Powder/premix
 - Sterile powder injection
 - Injections
 - Disinfectant
 - Pet products
 - Tablets
 - Oral liquid
 - Drops
 - Soft chews
 - Feed additives
- ✓ New workshops are undergoing commissioning in sequence
- ✓ Expected to be completed and put into operation at the end of 2024

Henan Lianmu Veterinary Medicine Co., Ltd.



- ✓ Covers an area of 94 mu
- ✓ Six veterinary drug production lines
- ✓ Main products
 - Veterinary finished products
 - Powder/premix
 - Sterile powder injection
 - Large volume injection
- ✓ Manufacturing plant has been structurally completed
- ✓ Expected to be completed and put into operation in 2025

Zhuhai United Animal Healthcare Co., Ltd.



- ✓ Located in Gaolan Port, Zhuhai
- ✓ Covers an area of 100 mu
- ✓ Main products
 - Veterinary bulk medicine
 - Cephalosporins
 - Flunixin meglumine
 - Enrofloxacin
 - Special bulk medicine for all kinds of pets
 - Pet drugs
- ✓ Multiple workshops have been topped out
- ✓ Expected to be completed and put into operation in 2025

Zhuhai United Laboratories (Gaolan Port) API Project



- ✓ Covers an area of 180 mu
- ✓ Main products
 - Sterile enzyme inhibitor APIs
 - Sterile cephalosporin APIs
- ✓ Multiple workshops have been topped out
- ✓ Expected to be completed and put into operation in 2025

Inner Mongolia Guangda Lianfeng Biotechnology Co., Ltd.



- ✓ Phase I project covers an area of 100 mu
- ✓ Main products
 - Bulk medicine
 - Dodecanedioic acid and others
- ✓ Groundbreaking ceremony in Apr 2024



Section 4

R & D





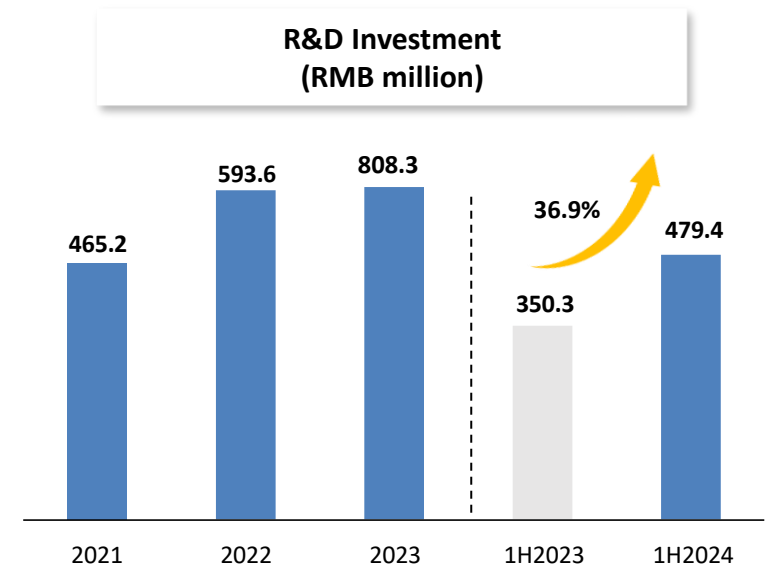
Investment & Achievements in 1H2024

Progress in Clinical Trials

- ✓ TUL01101 Tablets (moderate-to-severe atopic dermatitis) completed first subject enrollment in phase II clinical trial
- ✓ TUL01101 Ointment (atopic dermatitis) completed first subject enrollment in phase II clinical trial
- ✓ TUL12101 Eye Drops (dry eye syndrome) completed phase I clinical trial
- ✓ Insulin Degludec and Insulin Aspart Injection completed first subject enrollment in phase I clinical trial
- ✓ Semaglutide Injection (T2DM) completed phase III clinical trial
- ✓ UBT251 Injection completed phase Ia clinical trial

Consistency Evaluation of Generic Drugs

- ✓ Imipenem and Cilastatin Sodium for Injection (0.5g; 1.0g)
- ✓ Amoxicillin and Clavulanate Potassium Tablets (0.375g)



R&D Pipeline



Focus on endocrine, metabolism and autoimmune, with a well-developed pipeline of diabetes and obesity drugs

Therapeutic Field	Project	Indication	Pre-Clinical	Clinical Trial Application	Clinical Trial	Production Application	Expected Time to Market		
Endocrine/ Metabolism	Insulin Degludec Injection	Diabetes	[Progress bar]					2025	
	Insulin Degludec and Insulin Aspart Injection		[Progress bar]				Clinical Phase I	2027	
	Insulin Degludec Liraglutide Injection		[Progress bar]				Clinical Phase III	2027	
	Ultra-long-acting Insulin*		[Progress bar]					2030	
	Liraglutide Injection	Diabetes	[Progress bar]					2024	
	Semaglutide Injection		[Progress bar]				Clinical Trials Completed	2025	
			Obesity	[Progress bar]				2027	
		UBT251 Injection*	Diabetes Obesity & MASH	[Progress bar]				China: Clinical Phase Ib	2029
				[Progress bar]				2030	
		Second-generation GI Hormones*	Obesity	[Progress bar]				2032	
		GLP-1 Oral Preparation*	Diabetes & Obesity	[Progress bar]				2032	
		Osteoporosis Monoclonal Antibody	Osteoporosis	[Progress bar]				2030	
		Dual-target Hypolipidemic Drugs*	Hyperlipidemia	[Progress bar]				2031	
		Novel Recombinant Urate Oxidase*	Hyperuricemia & Gout	[Progress bar]				2033	
	Lp (a) Hypolipidemic Drugs*	Hyperlipoproteinemia, etc.	[Progress bar]				2034		
Autoimmunity	Anti-IL-4R Monoclonal Antibody	Eczema & Asthma	[Progress bar]					2031	
	Anti-IL-4Ra/TSLP Bispecific Antibody*		[Progress bar]					2035	
	Interleukin-2 Fusion Protein*	SLE, etc	[Progress bar]				2033		
	sgp130-Fc Fusion Protein*	IBD	[Progress bar]				2035		

*Class I new drug

R&D – Key Projects

GLP-1 Pipelines

Liraglutide Injection

Diabetes



Semaglutide Injection

Diabetes



Obesity



UBT251 Injection

Diabetes/Obesity/MASH



Second-generation GI Hormones

Obesity



GLP-1 Oral Preparation

Diabetes/Obesity



UBT251 Injection

- Class I new drug
- **GI hormone analogue with multi-target (GLP-1/GCG/GIP) effect**
- Better efficacy than existing GLP-1 analogues
- **The first enterprise in China and the second in the world** to be approved for clinical trial of such analogue prepared by chemical synthetic polypeptide
- Clinical applications for indications of T2DM & obesity were approved by the US FDA

Phase Ia Clinical Trial of UBT251 Injection

Adopting a randomized, double-blind, placebo-controlled, and dose-escalation trial design, this trial is designed to evaluate the safety, tolerability, pharmacokinetics, and pharmacodynamics of a single subcutaneous injection of UBT251 in healthy subjects.

- ✓ The results of this trial showed that **all dose arms were safe and well tolerated after a single administration**, with no serious adverse events.
- ✓ In the dose range of 1.0~4.5mg, **the subjects showed a significant decrease in body weight from the baseline**, with the mean values of the maximum decrease (Emax) ranging from -3.19kg to -4.80kg, which was significantly better than that of the placebo arm.



Develop small molecule innovative drugs in the fields of autoimmunity, metabolism, ophthalmology, anti-infection, etc.

Therapeutic Field	New Drug Project	Indication	Pre-Clinical	Clinical Trial Application	Clinical Trial	Production Application	Expected Time to Market
Autoimmunity	TUL01101 Tablets*	Rheumatoid Arthritis	Clinical Phase Ib Completed				2029
		Atopic Dermatitis	Clinical Phase II				2030
	TUL01101 Ointment*	Atopic Dermatitis	Clinical Phase II				2029
		LB2023*	IgA Nephritis				
Metabolism	LB2237*	Hyperlipemia					2036
	LB2249*	Fat Loss and Muscle Gain					2036
	LB2012*	Weight Loss					2037
	Ophthalmology	TUL12101 Eye Drops*	Xerophthalmia	Clinical Phase II			
LB2148		Presbyopia					2031
LB2149		Demodex Blepharitis					2032
Anti-infection	LB2311*	Bacterial Infection					2033
	LB2332*	Fungal Infection					2034

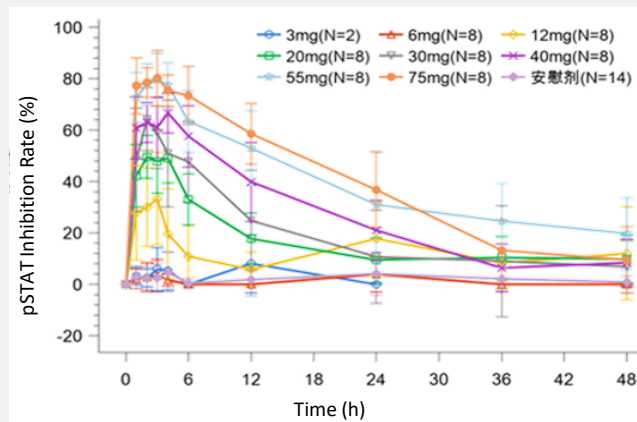
*Class I new drug



TUL01101 Tablets & TUL01101 Ointment

- Class I new drug
- Selective JAK1 inhibitor
- Phase Ib clinical trial for the treatment of rheumatoid arthritis completed
- **Phase II clinical trial of moderate-to-severe atopic dermatitis indication in progress**
- **Phase II clinical trial of topical preparation for atopic dermatitis indication in progress**

Study on Safety and Tolerance of TUL01101 Tablets



pSTAT1 Inhibition Rate - Time Plot (Mean ± SD) (PDOS)



Photos on the left demonstrate the change in drug efficacy from baseline to 96-day in a subject treated with 70mg TUL01101 Tablets.

- Clinical results from phase Ia & Ib clinical trials demonstrate a favorable dose-response relationship of TUL01101 in human subjects, with significant efficacy and good safety profile observed among patients.

TUL12101 Eye Drops

- Class I new drug
- Novel Small Molecule RASP (Reactive Aldehyde) Inhibitors
- Eye drops for the treatment of dry eye syndrome
- A clear and well-defined mechanism of action, ensuring safety and comfort
- **No other products with the same mechanism on the market in China or worldwide at present**
- Being prepared for phase II clinical trial

R&D Pipeline



Develop small molecule generic drugs in the fields of ophthalmology, dermatosis, respiratory system, etc.

Therapeutic Field	Generic Drug Project	Indication	Pre-Clinical	Clinical Trial Application /Filing	Clinical Trial	Production Application	Expected Time to Market
Ophthalmology	Sodium Hyaluronate Eye Drops	Xerophthalmia					2026
	Polyvinyl Alcohol Eye Drops	Xerophthalmia					2025
	Moxifloxacin Hydrochloride Eye Drops	Conjunctivitis					2025
	Olopatadine Hydrochloride Eye Drops	Conjunctivitis					2027
	Levofloxacin Eye Drops	Conjunctivitis					2026
Respiratory System	Tiotropium Bromide Inhalation Spray	Chronic Lung Obstruction					2028
	Acetylcysteine Effervescent Tablets	Respiratory Infection					2026
	Olopatadine Hydrochloride Nasal Spray	Allergic Rhinitis Symptom					2027
Dermatosis	Mupirocin Ointment	Dermatosis					2024
	Clenbuterol Ointment	Atopic Dermatitis					2027
Others	Alendronate Sodium Vitamin D3 Tablets	Osteoporosis					2027
	Finerenone Tablets	Diabetic Nephropathy					2027
	Tadalafil Tablets	Male Dysfunction					2026
	Multi-Vitamin Tablets	Nutritional Supplement					2029
	Mabrasvir Tablets	Type A/B Influenza					2031
	Ceftazidime and Avibactam Sodium for Injection	Anti-infection					2027



R&D Pipeline – Animal Healthcare

60 independent & collaborative research projects on veterinary drugs for companion and economic animals

Category	Project	Indication	Invention Stage	Non-Clinical Study	Clinical Trial	Production Application	Expected Time to Market
Pet	JAK1 Inhibitor for Dogs*	Allergic & Atopic Dermatitis					2027
	Interleukin Monoclonal Antibody for Dogs*	Allergic & Atopic Dermatitis					2029
	Super-long-acting Insulin for Pets*	Diabetes					2028
	Long-acting Interferon for Pets*	Viral Infection					2029
	Anti-NGF Monoclonal Antibody for Dogs/Cats*	Arthritic Pain in Dogs/Cats					2030
	Protamine Zinc Recombinant Human Insulin	Diabetes					2025
	Sofosbuvir Cat Abdominal Preparation	Cat Infectious Peritonitis					2028
	Oxalate Decarboxylase	Urinary Calculi					2025
	Enterococcus Faecium Premixed Feed	Bacterial Diarrhea					2025
	Oral Solution for Pets Tear Stains Removal	Tear Stains Removal					2024
	Pyrantel Pamoate and Praziquantel Tablets	Hybrid Infection of Nematodes and Tapeworms					2025
	Compound Nystatin Ointment	Otitis Externa					2024
	Imidacloprid and Moxidectin Spot-on Solutions	Parasitic Infection					2024
	Pet & Livestock	Amoxicillin and Clavulanate Potassium Injection	Bacterial Infection				
RD64		Bulk Medicine					2025
Livestock	RD125	Deworming					2027
	RD127	Antipyretic & Analgesic					2028

*Class I new veterinary drug ■ Independent research projects ■ Collaborative research projects



R&D Pipeline – Animal Healthcare

Category	Project	Indication	Invention Stage	Non-Clinical Study	Clinical Trial	Production Application	Expected Time to Market
Livestock	Tylvalosin Tartrate Soluble Powder	Respiratory Disease					2025
	Carbasalate Calcium Soluble Powder	Antipyretic & Analgesic					2026
Aquaculture	RD126	Bacterial Infection					2028
Livestock	RD10	Porcine Respiratory Diseases					2024
	RD16	Dairy Cow Mastitis					2027
	RD39	Iron Supplement					2025
	RD83	Piglets Iron Supplementation					2027
	RD120	Dog Pancreatitis					2028
	RD121	Bacterial & Mycoplasma Infection					2025
	Poultry	RD117	Bacterial Infection				
RD118		Antibiotics					2026
Pet	RD03	Anti-helminth Drug					2026
	RD30	Bacterial Infection					2025
	RD67	Fungus Infection					2025
	RD69	Fungus Infection					2025
	RD80	Antemetic					2025
	RD98	Cutaneous Acne					2025
	RD99	Fleas and Ticks Infection					2025

■ Independent research projects
 ■ Collaborative research projects

R&D Pipeline – Animal Healthcare



Category	Project	Indication	Invention Stage	Non-Clinical Study	Clinical Trial	Production Application	Expected Time to Market
Pet	RD102	Painkiller					2028
	RD103	Appetite Management					2025
	RD104	Fungal Infection of Ear Canal					2027
	RD105	Deworming					2027
	RD106	Disinfect					2024
	RD111	Dog Atopic Dermatitis					2026
	RD112	Dog Joint Pain and Inflammation					2027
	RD114	Dog Analgesia					2027
	RD115	Antiemetic					2027
	RD116	Flea & Tick Infection					2028
	RD119	Atopic Dermatitis					2027
	RD122	Antiviral					2028
	RD128	Pancreatitis					2027
	RD129	Mastocytoma					2028
	RD130	Long-term Pain Relief in Dogs					2028
	RD131	Blood Pressure Control in Cats					2025
	RD132	Medicated Bath & Grooming					2025
RD133	Feline Anxiety					2028	

Independent research projects Collaborative research projects



Section 5

Outlook & Strategies





R&D

- ✓ Increase investment in R&D and enrich our pipeline
- ✓ Focus on core therapeutic fields and accelerate R&D progress
- ✓ Accelerate the construction of new drug R&D centers and industrialization
- ✓ Improve the configuration of high-end talent team

Business

- ✓ Deepen the vertically integrated business model, diversify business operations and strengthen overall competitiveness
- ✓ Enrich product mix and tap into health consumption sector
- ✓ Accelerate the construction of animal healthcare capacity and explore global market
- ✓ Expand high-quality customer base to consolidate TUL's market position
- ✓ Promote the collaborative and synergistic development of finished products, bulk medicine, animal healthcare and R&D

Finance

- ✓ Maintain solid cash liquidity
- ✓ Balance the mix of long-term and short-term borrowings
- ✓ Control finance costs and foreign exchange risk
- ✓ Enhance the efficiency of capital utilization and improve the performance of financial investments
- ✓ Seek low-cost Renminbi borrowings and accelerate the application for project loans



Section 6

Appendixes






About TUL



Founded in 1990, The United Laboratories International Holdings Limited (“TUL”) is a leading comprehensive pharmaceutical company in China, mainly engaged in R&D, production and sales of pharmaceuticals. TUL was listed on the Main Board of the Hong Kong Stock Exchange (stock code: 3933) on June 15, 2007. Currently, TUL is a constituent stock of the Hang Seng Composite Index Series and maintained at A level in the MSCI ESG Ratings, ranking at the forefront in pharmaceutical industry.

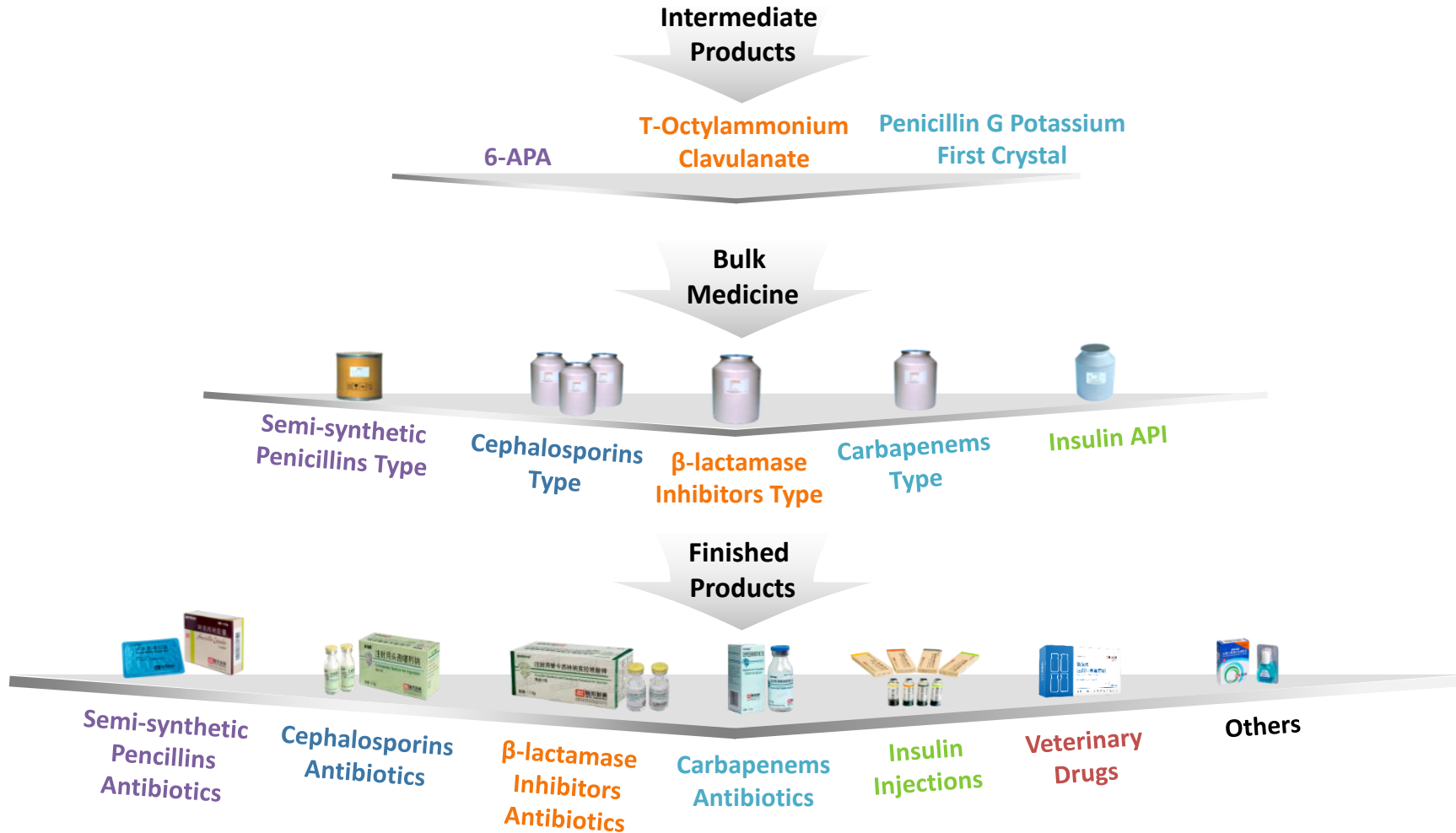
Over the past three decades, TUL has expanded from an initial product structure dominated by antibiotics to encompass biopharmaceuticals and veterinary drugs, while continuously optimizing the vertically integrated business model. With seven production bases, TUL’s product portfolio covers pharmaceutical intermediates and APIs, finished products, veterinary drugs, pharmaceutical capsules, and medical devices. Its sales network extends to nearly 80 countries and regions worldwide.

TUL is committed to expanding drug research areas and international perspective, with a comprehensive presence across multiple platforms and a focus on endocrinology, autoimmunity, high-end anti-infectives, ophthalmology, and other fields. Multiple Class I innovative drugs have entered clinical trials. To date, over 100 research projects are in progress and more than 100 patents have been obtained.

 1990 Establishment	 2007 Listed on HKEX	 7 Production Bases	 15,000+ Employees
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Business Model



#Product names in the same color represent the same type from upstream to downstream varieties.



Production Bases In Operation

Hong Kong
Produce **finished products**



Zhuhai
Produce **bulk medicines, biological and finished products**



Inner Mongolia
Animal healthcare
Produce **veterinary drugs and feed additives**



Kendor (Zhejiang)
Produce **medical devices**



Zhongshan
Produce **finished products**



Inner Mongolia
Produce **intermediate products and bulk medicines**



Kaiping
Produce **empty capsule casings**





Intermediate products & Bulk medicine

- A global sales network of intermediates products and bulk medicine
- Selling products to Europe, India, the Middle East, South America, Southeast Asia and other regions
- Obtained official approvals and certifications including EDQM, US FDA, Germany, India, Japan, Brazil and Mexico, etc.
- Covering 79 countries and areas and serving 600+ customers all over the world

Finished products

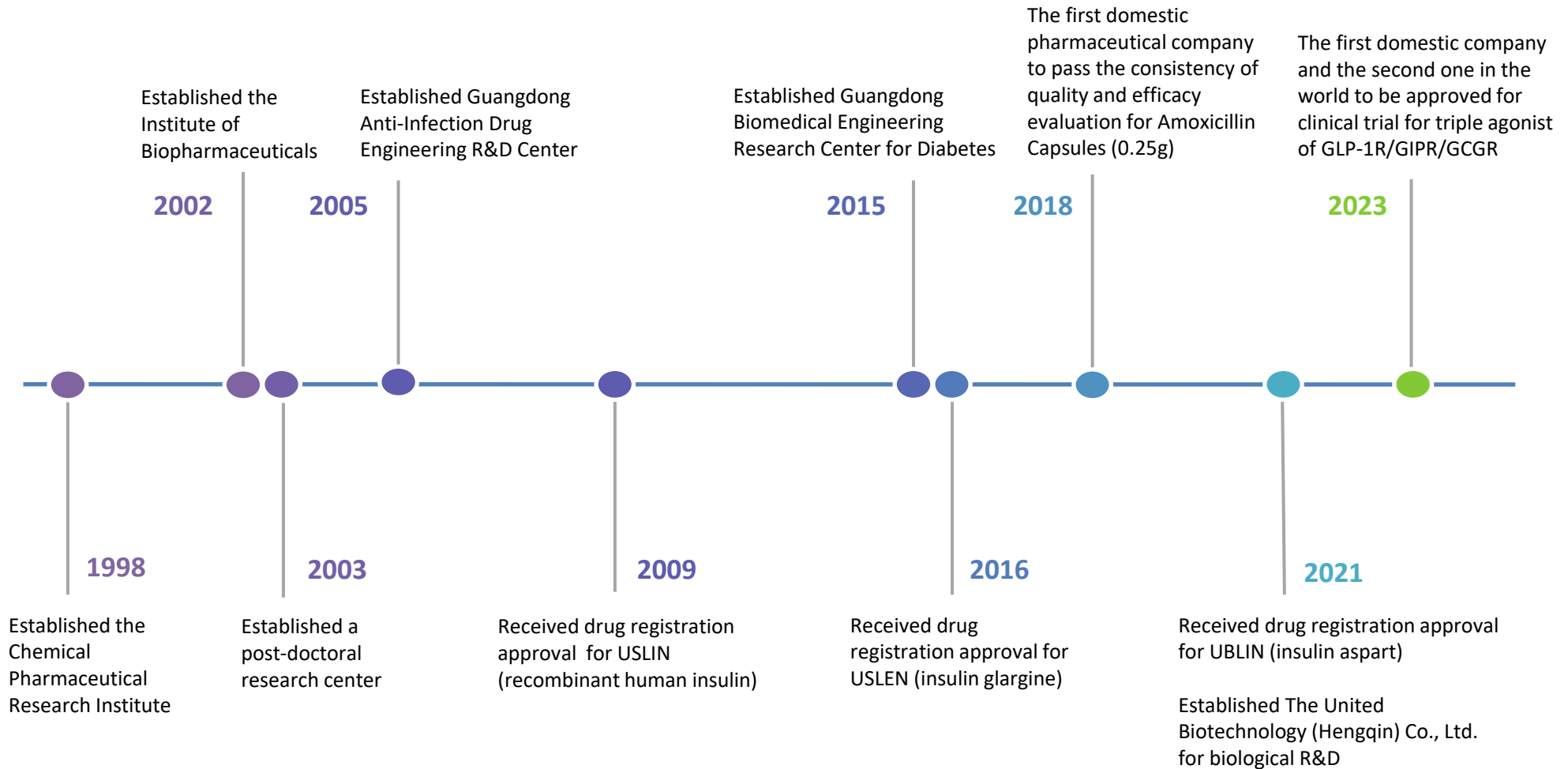
- Currently, the Group focuses on China market for the sales of finished products
- Around 3,700 sales staff in 28 sales divisions of finished products
- Covering 23,000+ hospitals, 330,000+ health clinics and community clinics, and 230,000+ pharmacies

Animal Healthcare

- Established in 2014 and there's over 60 sales staff
- A nationwide sales network with 7 business divisions
- Serving 300+ customers



R&D Milestones





R&D Platforms

A Comprehensive R&D System with Multiple Platforms

Biological Drug

- 17 human drugs under research, including 10 Class I new drugs
- 10 veterinary drugs and pharmaceutical excipients, including 5 Class I new veterinary drugs
- About 800 R&D and technical personnel
- Post-doctoral research station
- Guangdong Biomedical Engineering Research Center for Diabetes

Animal Healthcare

- Established in June 2015
- 7 new veterinary drug registration certificates and 3 provincial science and technology progress awards
- The team specializes in the fields of veterinary pharmacology, pathology, veterinary medicine, pharmaceutical engineering, etc.

Chemical Drug

- 27 chemical new drugs under research
- Generic drug consistency evaluation projects: 12 in progress and 19 have completed
- Approx. 220 R&D personnel
- Post-doctoral research station

Clinical Research

- Work closely with nearly 200 authoritative institutes in China that are qualified to conduct national drug clinical trials
- Nearly 110 clinical trials have been completed

Innovative (Chemical) Drug

- Cooperation and development of small molecule innovative drug projects
- 9 Class I new drugs
- 22 partner institutes
- 70% of researchers hold master's or doctoral degrees

External Cooperation

- Cooperate with well-known universities, research institutes and laboratories at home and abroad



MSCI ESG Rating maintains at **Grade A**, ranking at the forefront in pharmaceutical industry

Environmental

- ✓ Adhere to the concept of sustainable development, comprehensively build green factories
- ✓ Respond to the national carbon peaking & carbon neutrality goals, persist in promoting low-carbon development, and improve energy efficiency
- ✓ Pay attention to climate change, enhance climate risk resilience, and seize favorable climate opportunities

Social

- ✓ Pay attention to medical accessibility, and relieve the burden of medication costs for patients
- ✓ Equipped with comprehensive systems of R&D and innovation, quality management, supply chain management, staff training and social welfare
- ✓ Establish the "United Medical Education Scholarship", involved in a series of philanthropic initiatives, like "Filial Piety Swallows" charity

Governance

- ✓ Enhance ESG governance, and embed sustainable development principles into business operations
- ✓ Abide by business ethics, safeguard information security, and protect intellectual property rights
- ✓ Uphold professional, branding, and compliance marketing system management





让生命更有价值
Our mission is to make life more valuable



TUL | tulir@tul.com.hk
Investor Relations | <http://ir.tul.com.cn>