

Global Premier Biologics Platforms to Enable and Expedite Innovations

*Recent Business Update
(2269.HK)*

October 20, 2020



WuXi Biologics
Global Solution Provider

The logo graphic consists of three overlapping diagonal bars: a blue bar at the bottom, a green bar in the middle, and a yellow bar at the top, all pointing towards the right.

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, and our ability to protect our clients’ intellectual property. 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.

Business Highlights

312

Integrated Projects

72

New Projects to Date

23

Late Phase Projects



10

Transferred Projects

280KL+

2023 Total Capacity

6,348

Total Employees

US\$10.3B

Total Backlog

Contribution to Fight against COVID-19

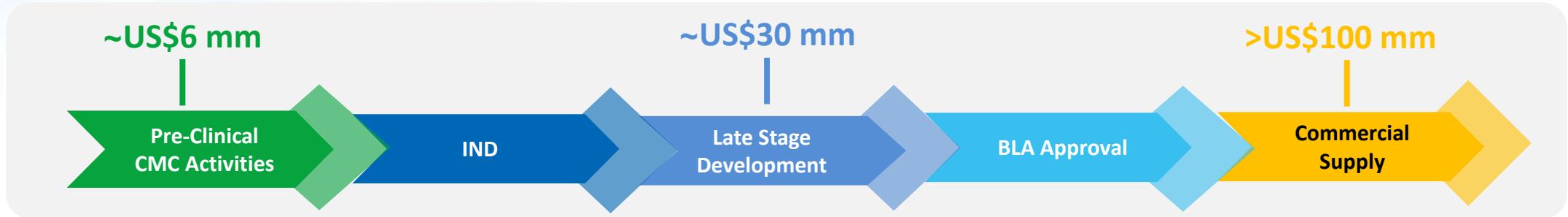
- Enabling **20+** COVID-19 neutralizing mAbs projects and winning **80%+** global IND projects for COVID-19 mAbs
- **7** COVID-19 INDs filed globally ranging from 3-5 month timeline at **100%** success rate with world-class quality: **global record speed**
- WuXi Vaccines: signed 9-month **US\$150 mm** vaccine DS supply deal with a global top 10 pharma with additional 6-month **US\$150 mm** option, expected additional **US\$50-100 mm** for DP supply
- Total COVID-19 related service backlog **US\$528 mm** with additional potential **US\$500 mm** contracts

Resilient Business Performance

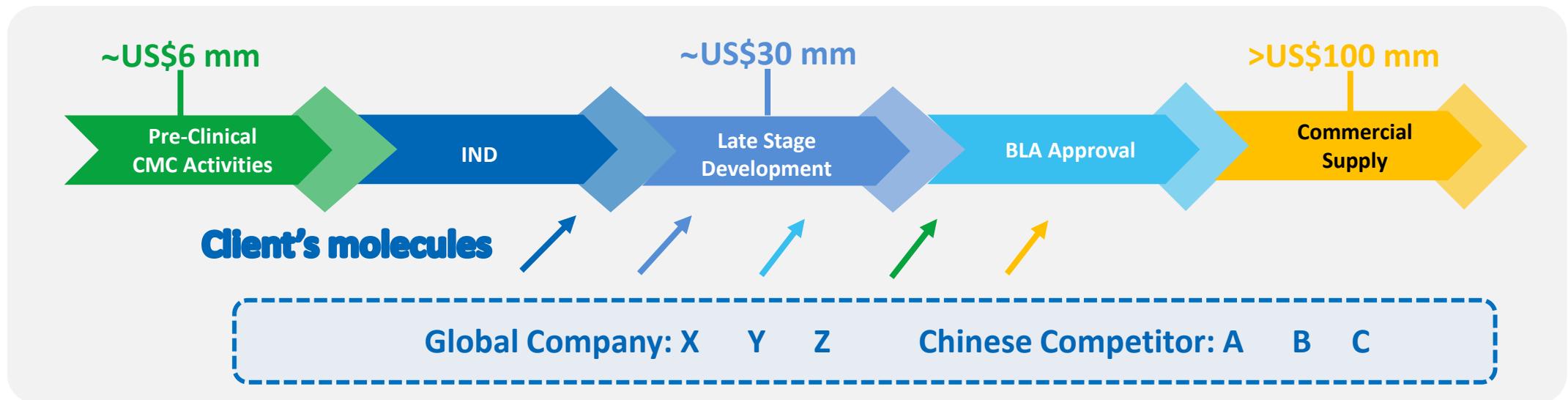
- Added record high **72** new projects despite travel and communication limitations
- **10** external projects transferred to the pipeline including **6** late stage projects (1 COVID-19 related and 5 non-related)
- **Win-the-Molecule Strategy** complementary to our well-established strategy and would jump start more late stage programs to ensure **sustainable high growth**

Win-the-Molecule Strategy Reinforces the Pipeline Growth

The strategy of following the molecule from concept to commercialization: molecule lifecycle at WuXi Bio



Win-the-Molecule Strategy: client transfers molecules from other peers to WuXi Bio during development cycle as a direct result of WuXi Bio's better technical capability, services and capacities



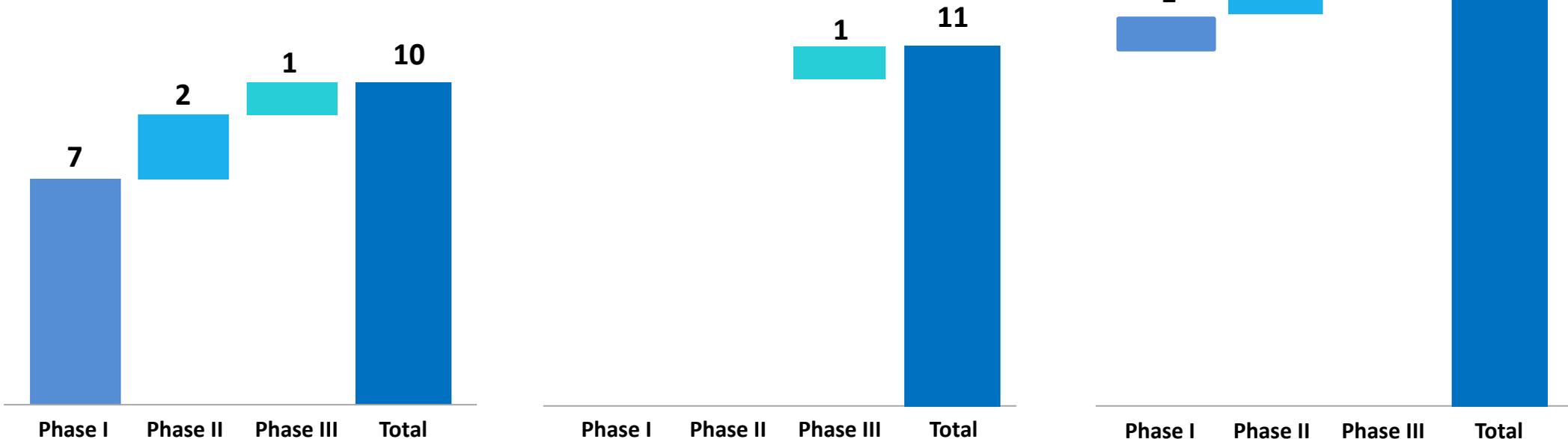
Win-the-Molecule Strategy: A New Driver to Expand Pipeline

2018

2019

Oct. 2020

- Since 2018, total **21** external projects at different R&D Stages (Phase I, II and III) have transferred to WuXi Bio
- Leading technology, best timeline and excellent execution underpin WuXi Bio Win-the-Molecule strategy
- Global leading enabling platforms continue to win customers from existing market



Case Study on Win-the-Molecule Strategy

- A **Phase III** biologics program with multiple indications from a global company
- Previously served by a global CDMO
- WuXi Bio won an IND-enabling program from the company and delivered satisfactory results
- In **three months**, successfully convinced the company to transfer the project to WuXi Bio

Challenges



Challenges

Super aggressive timeline

Outdated process, with scale up and robustness challenges

Severe project specific raw material and supply shortage

Client's dynamic project needs and business direction

Solutions

Take some educated risks to meet client timeline

Flex WuXi Bio PD capability muscle

Exhaust all options to secure supply

Quick response balancing strategic commercialization guidance

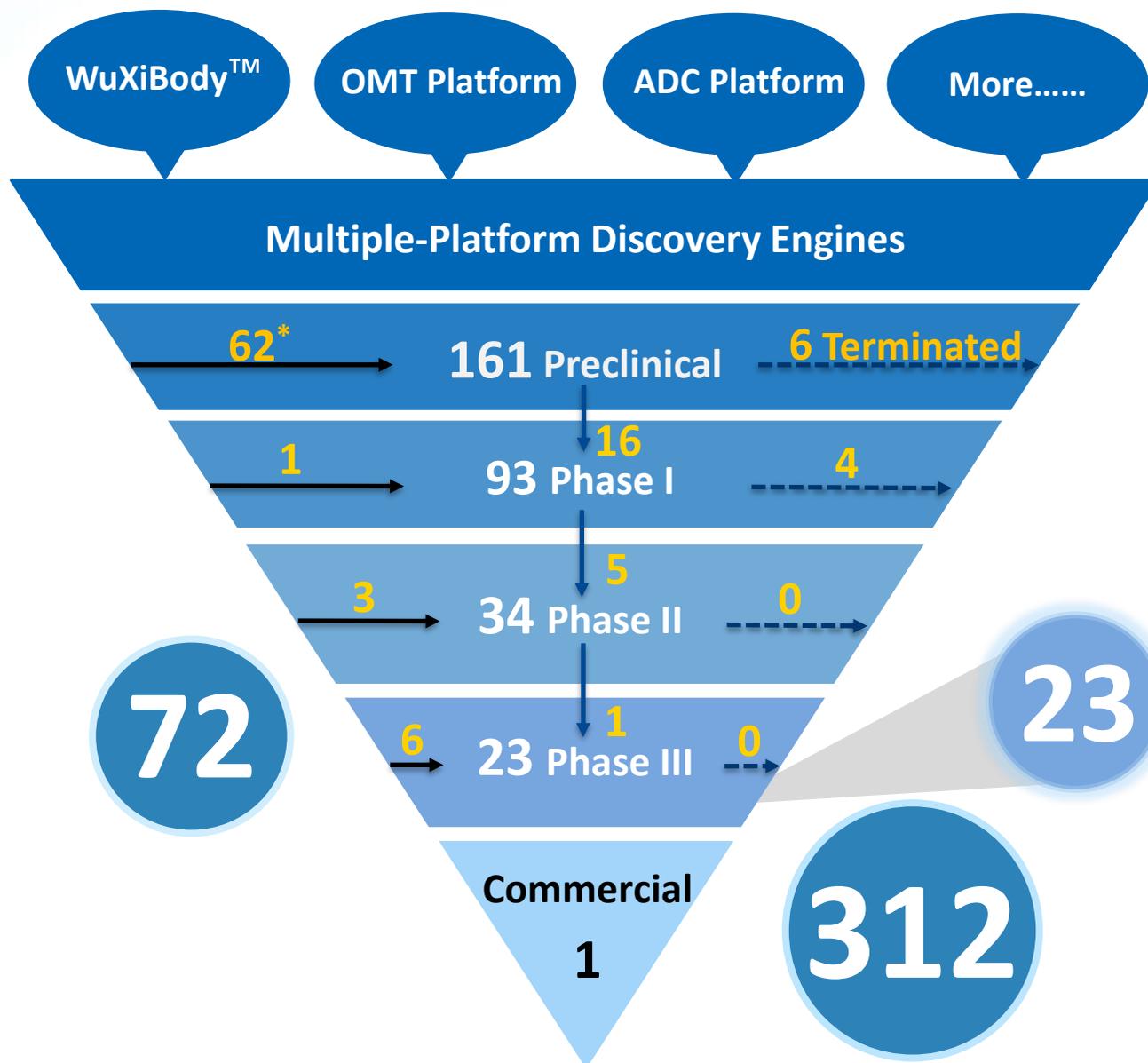
Winning



- First **12,000L** run work order signed
- Tech transfer initiated

Pipeline Highlights

- As of Oct. 15th, **72** molecules added into pipeline despite pandemic. Total projects expanded to **312**, hitting a historical high
- Win-the-Molecule Strategy gains market share : **10** external projects transferred in the pipeline
- Pipeline driven by following and winning the molecule strategies
- Best **timeline** and **execution** further strengthen market position, fundamentals remains strong



* As of Oct. 15th, 2020

Strong Backlog Growth Underpins Future Performance

- Total backlog jumped to **US\$10.3 bn**, COVID-19 pandemic further consolidates business fundamentals

- Service backlog increased to **US\$6.3 bn**, mainly attributed to **US\$3 bn** long-term vaccine CMO contract and **surging COVID-19 projects**

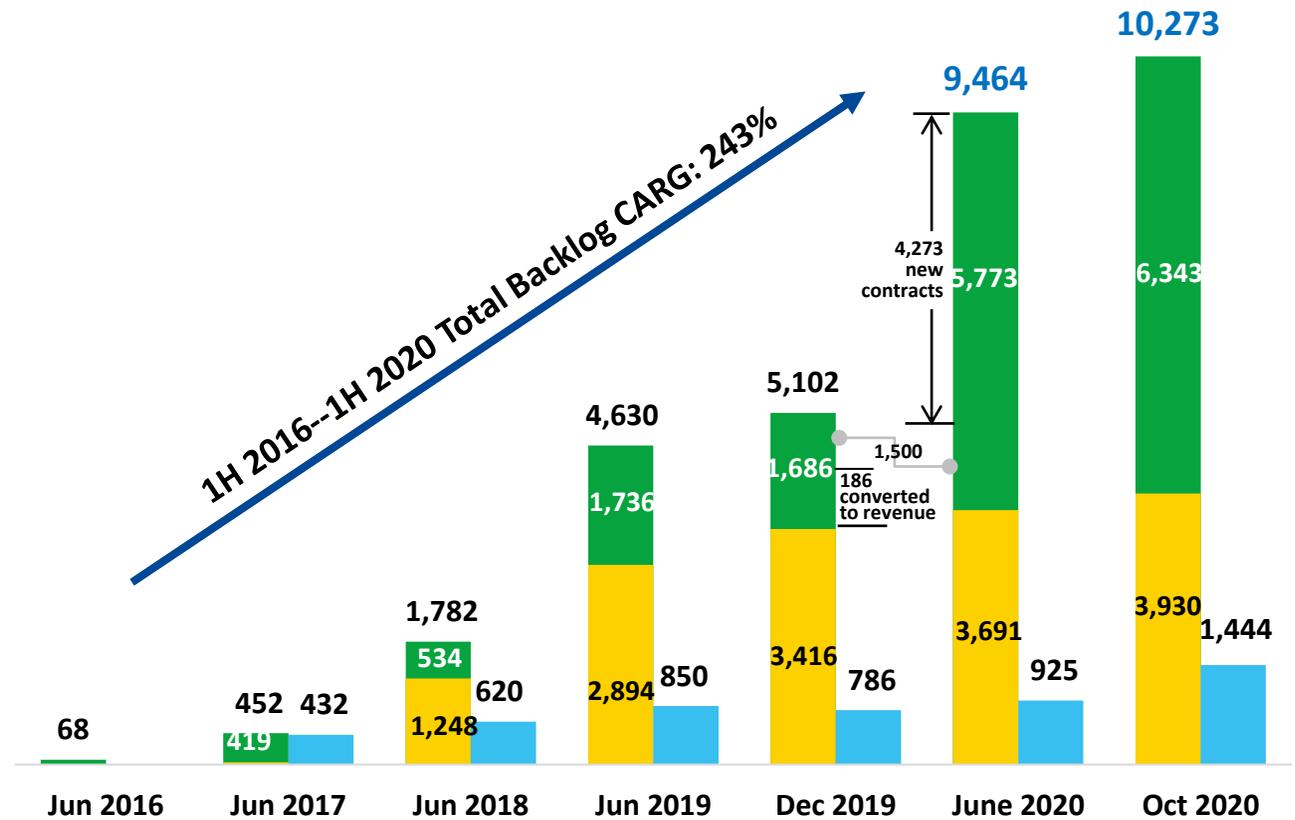
- COVID 19 projects (mAbs, vaccines) backlog reached **US\$528 mm**

- Upcoming potential milestone fees up to **US\$3.9 bn**, continue to improve margin profile

- Backlog within 3 years up to **US\$1.4 bn**, high visibility and solid growth maintained

- Service Backlog
- Upcoming Potential Milestone Fees*
- Backlog within 3 Years

(US\$ mm)



As of Oct. 15th, 2020

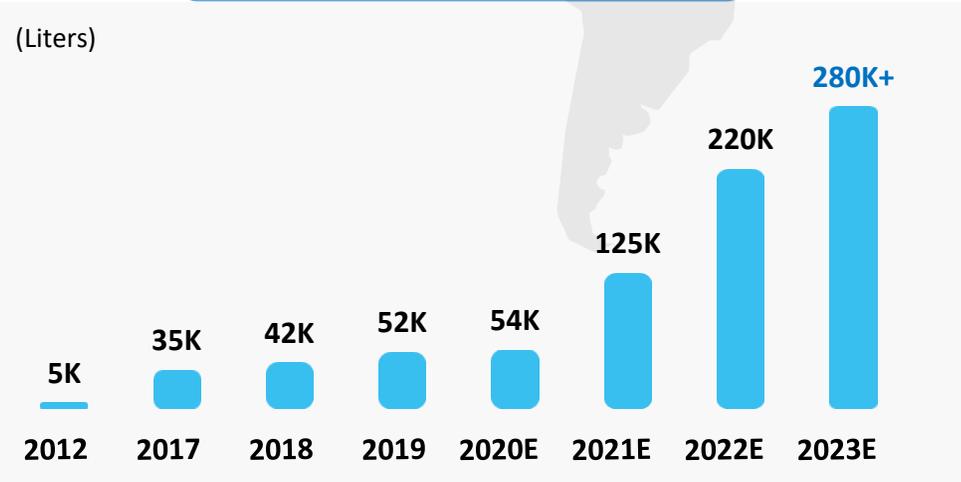
Disclaimer:

* The upcoming potential milestone fees take a longer term to charge at various development stages. The potential to realize these milestone fees is subject to the success rate of the projects and the project progress

Robust Global Network



Capacity in Progress (CIP) by Year



Well-positioned for the era of innovative biologics. A robust global network with **280,000L+** capacity to enable our partners over the world.

Global Manufacturing Capacity (280,000L+)

Site #	DS Capacity	GMP Ready	Location	Comments
MFG1	7,500L fed-batch/perfusion	2012	Wuxi	Commercial
MFG2	28,000L fed-batch/2,000L perfusion	2017	Wuxi	Commercial
MFG3	5,200L fed-batch/1,500L perfusion	2018	Shanghai	Clinical/Commercial
MFG4	10,000L fed-batch/CFB	2019	Wuxi	Clinical/Commercial
MFG5	60,000L fed-batch	2021	Wuxi	Commercial
MFG6	6,000L (6 x 1,000L) perfusion	2022	Ireland	Commercial
MFG7	48,000L fed-batch	2022	Ireland	Commercial
MFG8	48,000L fed-batch	2022	Shijiazhuang	Commercial
MFG9	6,000L fed-batch/perfusion	2023	Wuxi	Clinical/Commercial
MFG10	4,000L fed-batch/500L Perfusion	2023	Singapore	Clinical/Commercial
MFG11	8,500L fed-batch	2023	Worcester, MA	Clinical/Commercial
MFG12	48,000L (12 x 4,000L) fed-batch	2023	Chengdu	Clinical/Commercial
MFG13	2x1,000L Viral Manufacturing	2021	Hangzhou	Clinical/Commercial
MFG14	300L/2,000L microbial	2021	Hangzhou	Clinical/Commercial
MFG18	2,000L fed-batch	2021	Cranbury, NJ	Clinical

Planning Additional Capacity Expansion



Fengxian, Shanghai



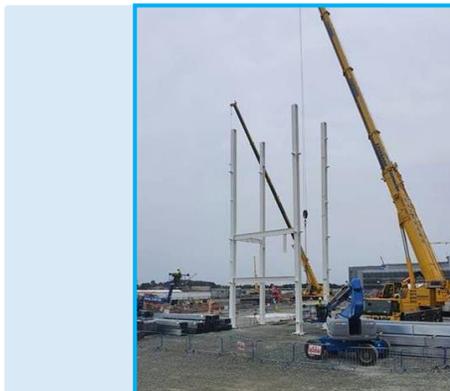
Chengdu, Sichuan

- All current capacity expansion plans on track
- New business in Hangzhou will initiate the operation in Nov. 2020
- Secured land and initiate building shells in Wuxi, Fengxian Shanghai and Chengdu for **additional 300,000L capacity**

WuXi Bio Speed Manifested Again in Ireland



- “ • **70%+ progress of Ireland MFG 6&7 completed, expected to release 2021**
- **Modular lab and basic steel structure of WuXi Vaccines facility finished ”**



Progress of King of Prussia (KOP) and Leverkusen Facilities



DP7, Leverkusen, Germany

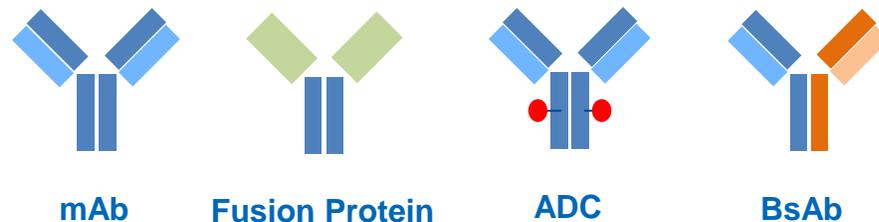
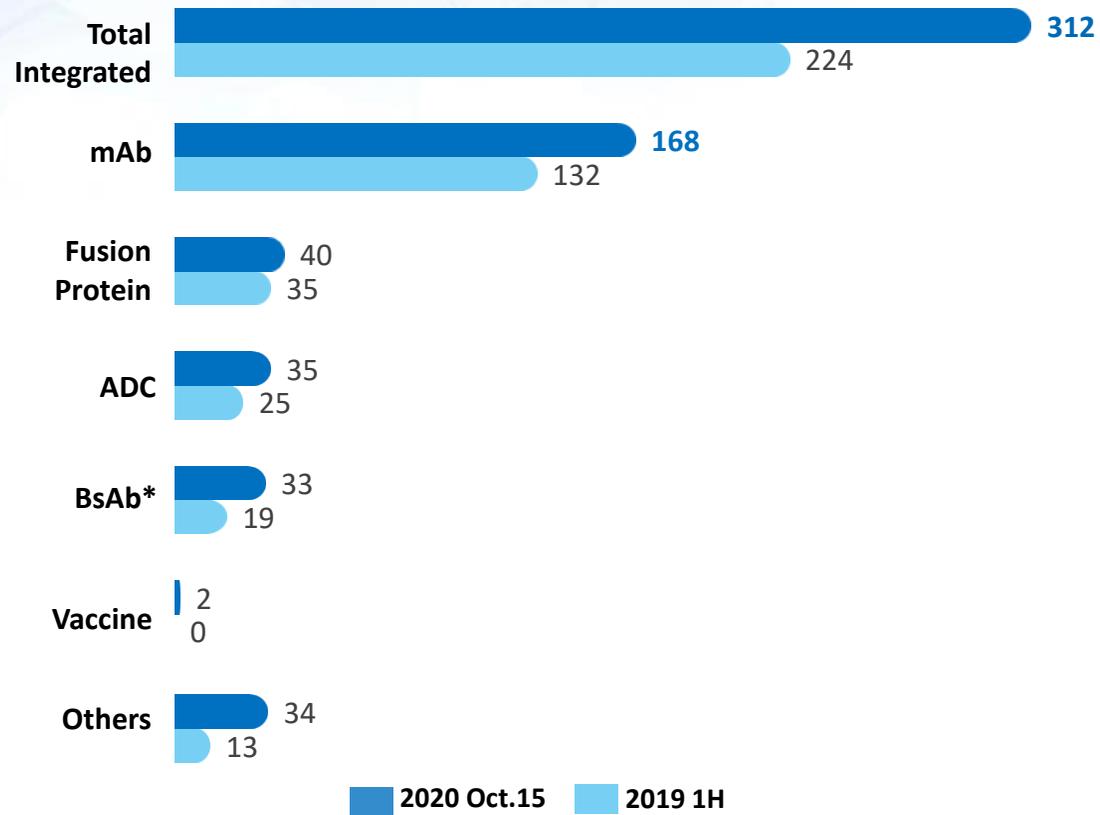
- Completed CQV and PQ
- In the process of signing a **US\$50 mm** contract
- **More** potentials ahead



Process Development, KOP, USA

- **The first** project initiated
- KOP lab has already **50+** employees and contributes revenue since 2020 Q4
- Plan to hire **50+** in coming months

Rich Pipeline Covering Multiple Biologics Formats



121 First-in-class programs



One of **the largest** portfolios of complex proteins consisting of bispecifics, antibody drug conjugates (ADCs) and fusion proteins



More **ADCs** and **bispecific** projects were added, in line with global biologics innovation trend



All demonstrating **globally** leading technical capabilities

Note:

1. Bispecific Antibody (BsAb) Included both WuXiBody™ projects and non-WuXiBody™ projects

Talents Propels Business Success



Employees as of Q3 2020.
Expected to reach around 6,600+ in the end of 2020.

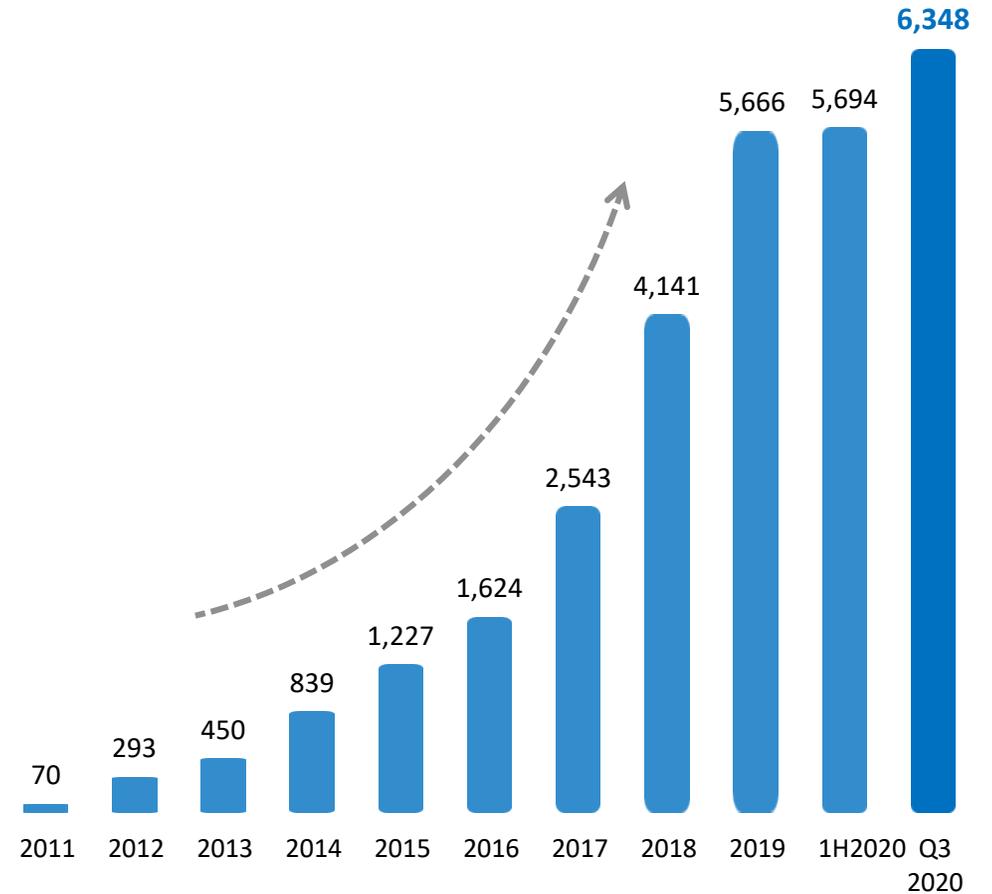


of total staff holding Ph.D. or equivalent



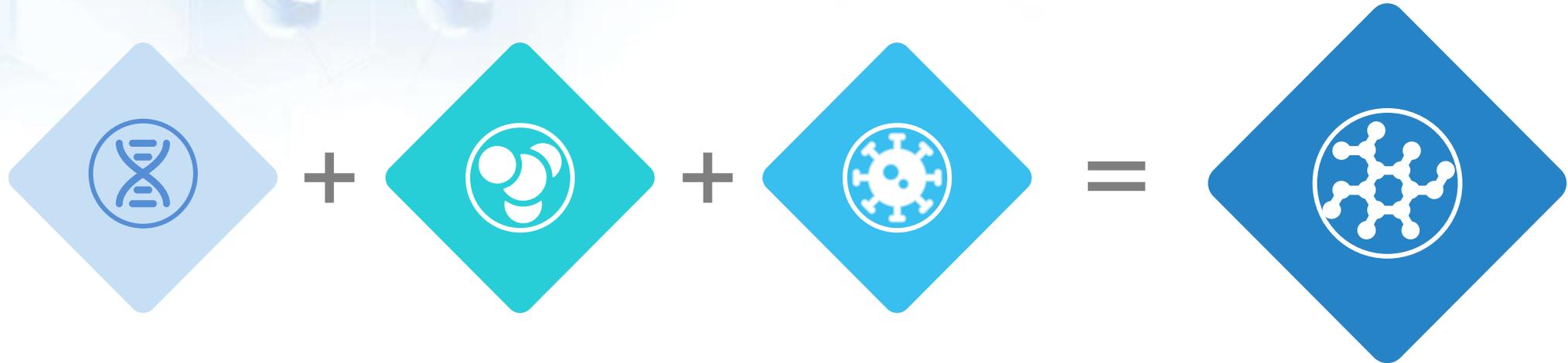
One of the largest biologics development teams

Rapid Expansion of Talent Base



Talent retention rate >90%, Key talent: ~94%

Sustainable High Growth



- FDA pre-approval inspection **rescheduled to Q1 2021**
- Global clinical trials are still impacted by COVID-19, but **cancer clinical trials** are recovering

- Enabling **20+** COVID-19 mAb programs
- **7 INDs** filed for COVID-19 projects to date
- A global vaccine project initiated
- Estimated **US\$1 bn** revenue potential

- Business fundamentals remain very robust
- Market share growth in all regions: continuing dominate market share in China despite all the competition, winning more projects in US, EU, and APAC

Sustainable high growth in 2021 and beyond due to COVID projects (mAbs and vaccines) and success of Win-the-Molecule Strategy

WuXi Bio Vision

“Every drug can be made and every disease can be treated” by building an open-access platform with the most comprehensive capabilities and technologies in the global biologics industry

