



中國生物製藥有限公司

SINO BIOPHARMACEUTICAL LIMITED (1177 HK)

2023 J.P. Morgan Healthcare Conference

Transitioning into an Innovative Global Pharma Company

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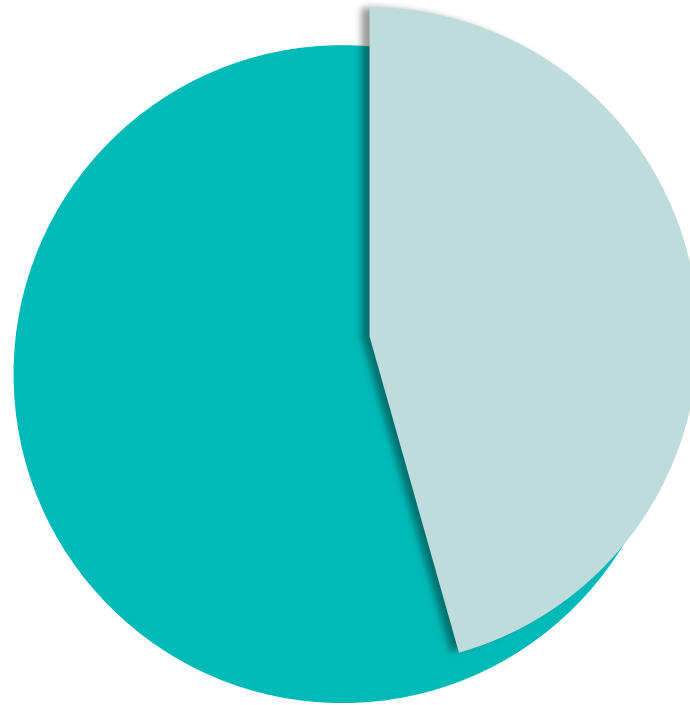
Sino Biopharm: 2nd largest big pharma company in China by revenue

RMB
26.86bn

2021
Revenue

2nd

largest Chinese big
pharma company



RMB
2.93bn

2021
**Adjusted profit attributable
to owners of the parent**

Employees
25,552

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Section 01 Future Outlook

Recovered from VBP, accelerated growth driven by China's reopening¹⁾

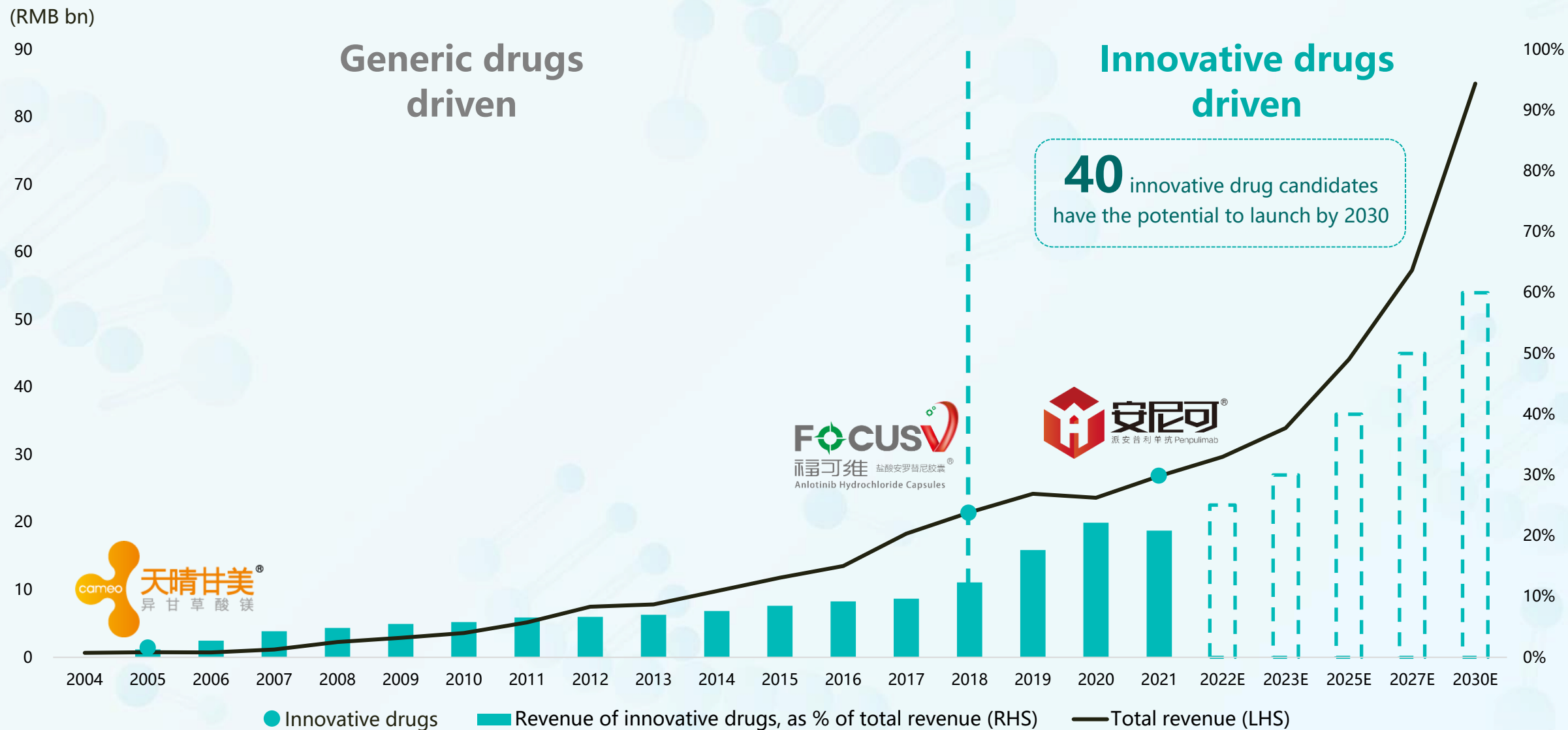
Section 02 Innovation & Pipeline

Innovative pipeline energized by internal R&D, led by an experienced management team

Section 03 BD & Globalization

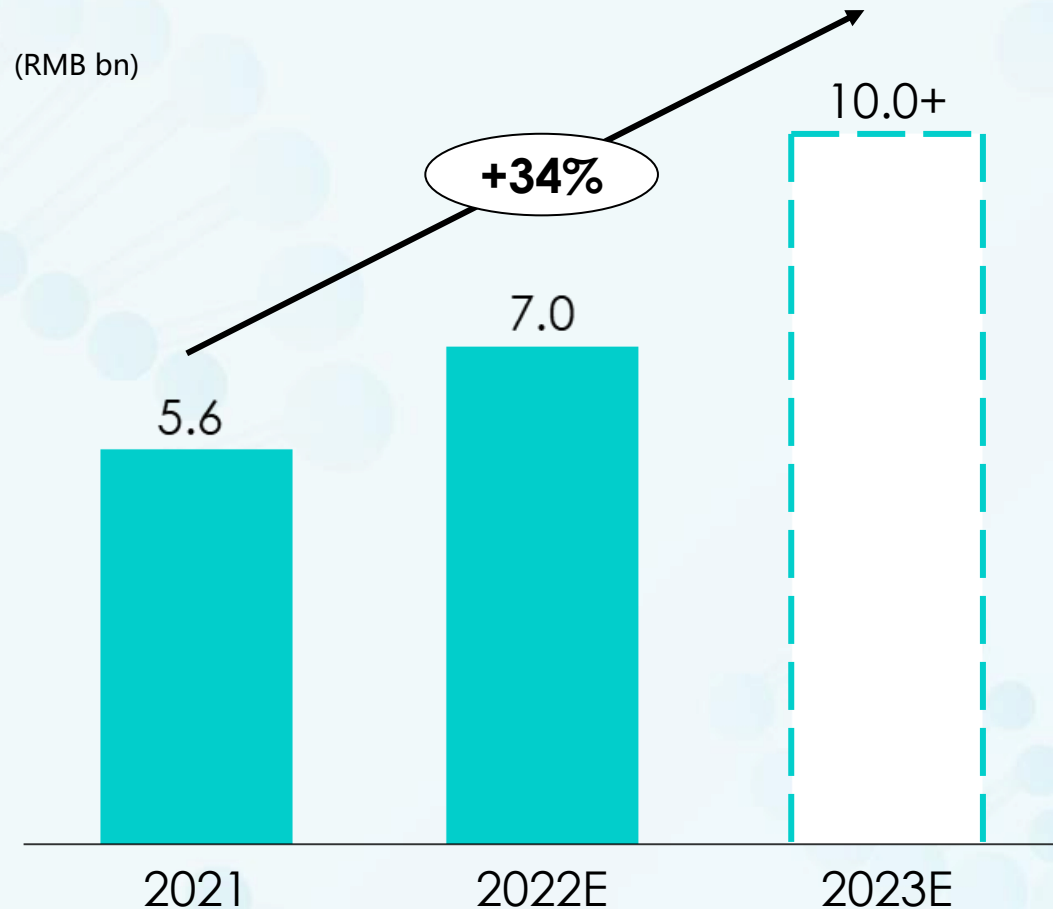
Strong BD capabilities to accelerate strategic growth and globalization

Outlook: transitioning from a generic-driven to an innovative-driven company

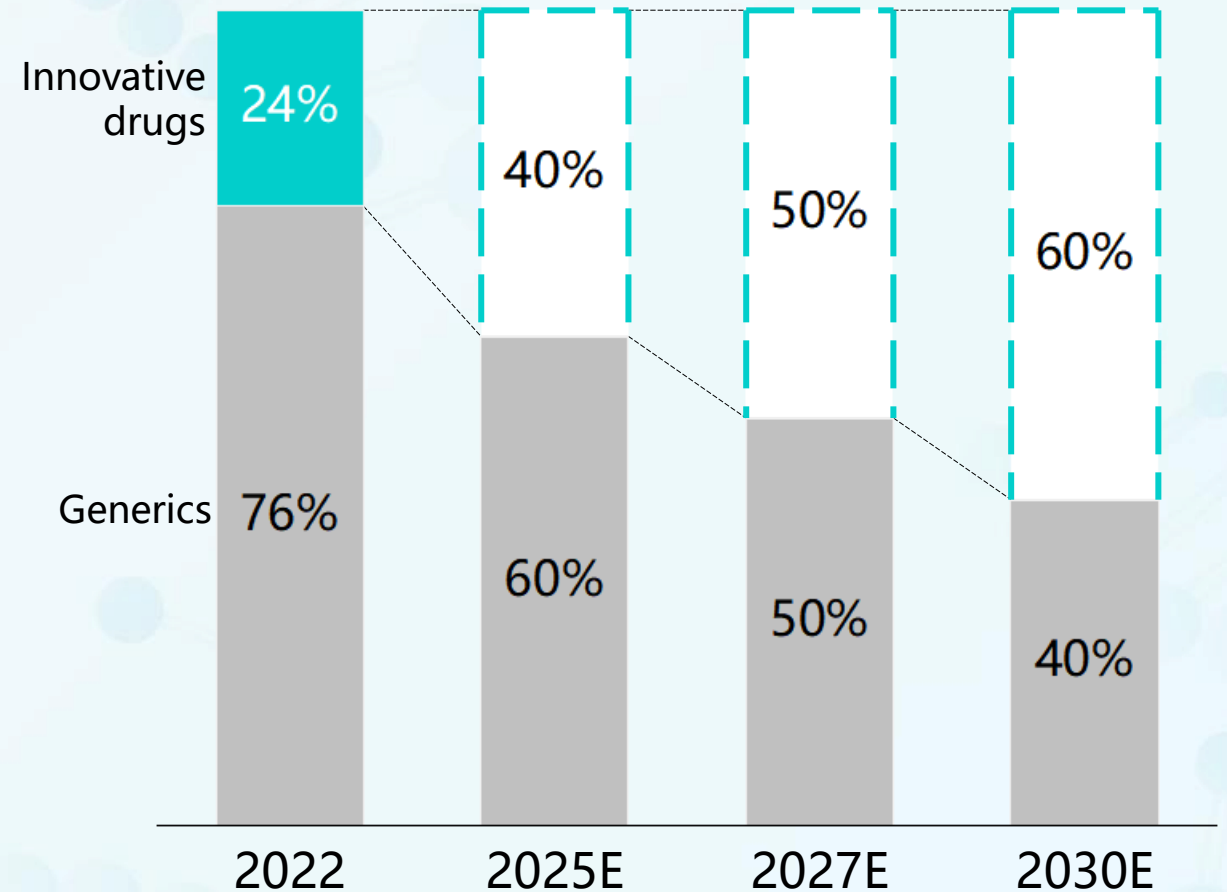


Outlook: innovative drugs to drive revenue growth

Revenue from innovative drugs

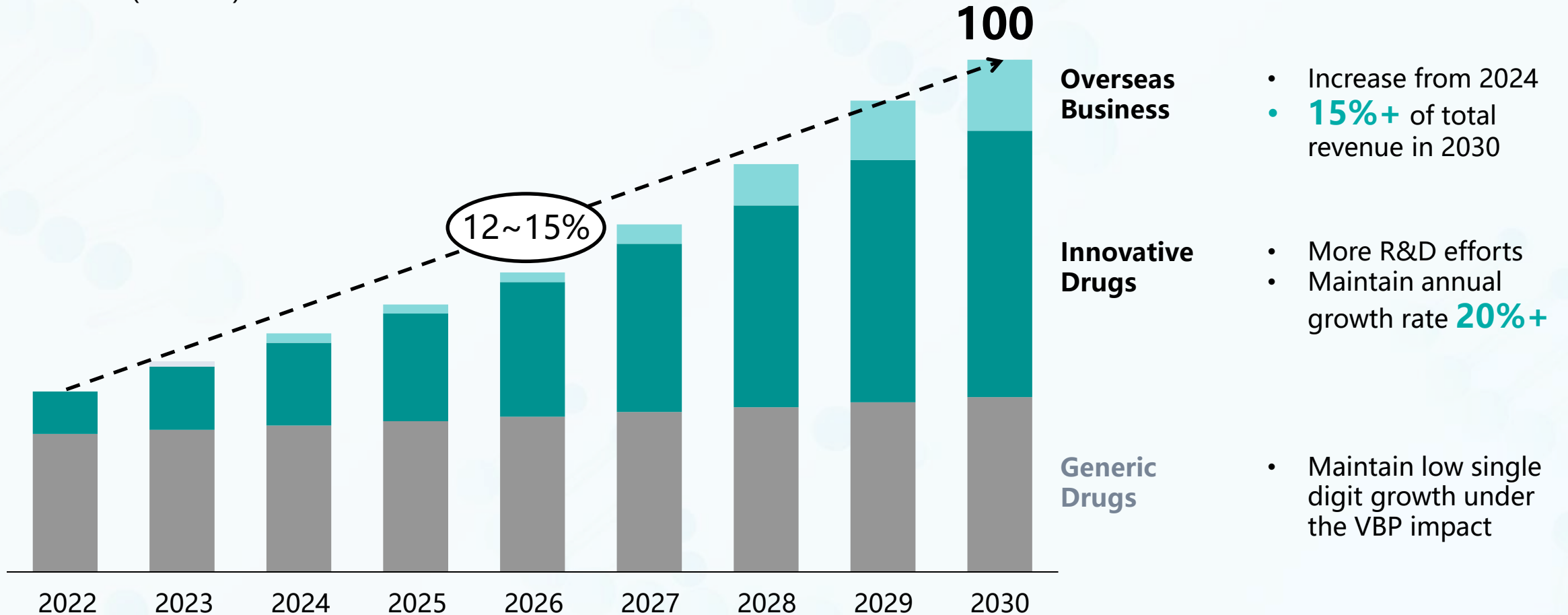


Revenue breakdown by innovative drugs vs. generics

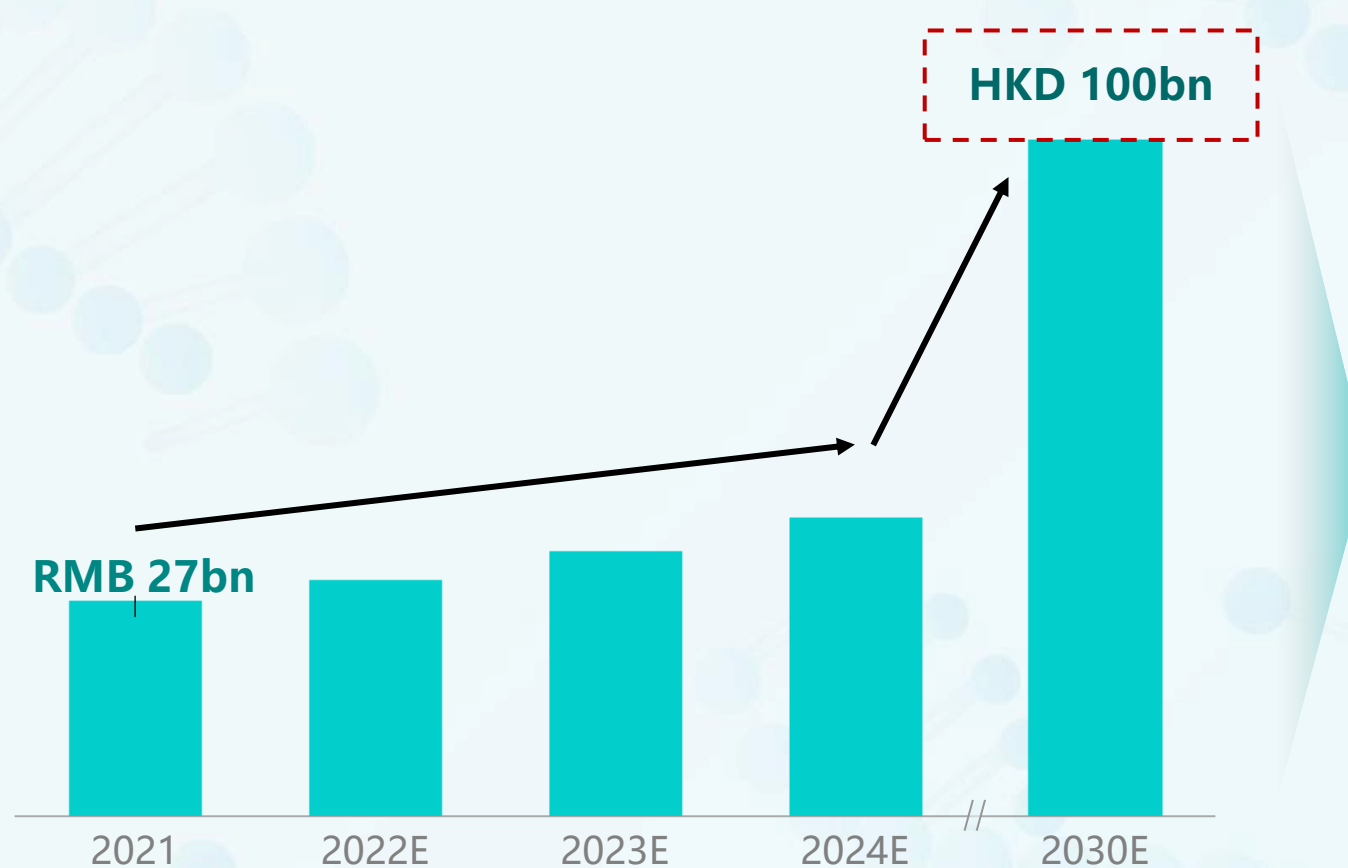


Outlook: accelerated growth driven by China's reopening

Revenue (HKD bn)



Outlook: total revenue to reach HKD 100bn in 2030, while four key TAs to be top in China with over HKD 10bn revenue each



Four key therapeutic areas	Market share in China		
	2018	2022	2030 target
Oncology	12	5	Top 3
Liver disease	1	1	Top 1
Respiratory	Nil	2	Top 1
Surgery /analgesic	Nil	3	Top 1

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Strong BD capabilities to accelerate strategic growth and globalization

Innovation: our scientific committee, composed of leading scientists

Scientific Committee



Chief Scientific Advisor, invoX

- Former Head of Lung and GI Cancer Disease Areas and Director of Oncology Alliances at AstraZeneca

George Orphanides



Head of R&D, CTTQ

- Led the R&D of Anlotinib and Entecavir, with total sales over RMB 30bn

Xiquan Zhang



Head of R&D, Beijing Tide

- Led the R&D of Flurbiprofen Cataplasms and Flurbiprofen Axetil Injection, with total sales over RMB 10bn

Yanping Zhao



Head of mRNA, invoX

CEO, pHion

- Professor of Nanomedicine at Queen's University Belfast

Helen McCarthy



Head of Respiratory, invoX

Managing Director, Softhale

- Previously worked at Wyeth Pharma, Asta Medica AG, and multiple European start-ups as founder, manager, etc.

Jürgen Rawert



Head of Antibody, invoX

CSO, F-star


- Former Head of Biopharmaceuticals Research at GSK

Neil Brewis

Pipeline: Liver disease

All-round NASH pipeline layout in late clinical-stage

Global R&D	Target ¹⁾	Main mechanism of action	Type	POC	Efficacy	Safety	Sino Biopharm
Phase III	FXR	bile acid	Oral/Small molecule	✓	★ ★ ☆	★ ☆ ☆	✓
	PPAR	glucose metabolism, lipid metabolism, inflammation, fibrosis	Oral/Small molecule	✓	★ ★ ★	★ ★ ★	✓
	GLP-1	glucose metabolism, inflammation	Injection/Macromolecule	✓	★ ★ ★	★ ★ ☆	✓
	THR-β	lipid metabolism, inflammation	Oral/Small molecule	✓	★ ★ ☆	★ ★ ★	✓
	SCD-1	lipid metabolism, inflammation	Oral/Small molecule	-	★ ☆ ☆	★ ★ ★	
Phase II	FGF-21	glucose metabolism, lipid metabolism, inflammation	Injection/Macromolecule	✓	★ ★ ★	★ ★ ★	✓
	KLB	glucose metabolism, lipid metabolism, inflammation	Injection/Macromolecule	-	Not yet released	Not yet released	✓
	GIP/GLP-1	glucose metabolism, lipid metabolism, inflammation	Injection/Macromolecule	-	Not yet released	Not yet released	
	caspase	inflammation	Oral/Small molecule	-	Not yet released	Not yet released	✓
Phase I	FGF-21/GLP-1	glucose metabolism, lipid metabolism, inflammation	Injection/Macromolecule	-	Not yet released	Not yet released	✓

 Internal R&D
  External BD

Note: 1) Drug targets FXR, PPAR, or GLP-1 have relatively better efficacy, and have obtained FDA Breakthrough Therapy designation
 2) Source: clinicaltrials.gov, official websites of multiple pharmaceutical companies

Pipeline: Liver disease

Innovative:

No.	Program	Target / MOA	Type	Indication	I	II	III	NDA/BLA
☆ 1	Lanifibranor	Pan-PPAR	Small molecule	NASH				
2	TQ-A3334	TLR-7 agonist	Small molecule	CHB				
3	TQA3526	FXR agonist	Small molecule	NASH, PBC, etc.				
4	TQA3810	Activating TLR-8 to enhance response of HBV-specific T cells, activating natural killer cells and MAIT cells to induce production of antiviral cytokines to inhibit HBV	Small molecule	HBV				
5	TQA3563	Caspase inhibitor	Small molecule	HBV, HVPG hepatitis				
6	TQA3729	Hepatitis B inhibitor	Small molecule	HBV				
7	TQA3605	HBV capsid inhibitor	Small molecule	CHB				
☆ 8	AP025	FGF21 fusion protein	Biologics	NASH				

Generics and biosimilars:

No.	Product/program	Indication	BE trial	I	Pivotal trial	ANDA/BLA
1	Polyene Phosphatidylcholine	Liver nutrients, adjuvant liver disease therapy				
2	TAF	HBV				
3	Avatrombopag Tablets	Thrombocytopenia (liver disease)				
4	Obeticholic acid	PBC, NASH				

Pipeline: Oncology

Competitive portfolio with RMB10bn+ sales, blockbuster Anlotinib as the core

Anlotinib revenue growth since launch¹⁾

(Sales in RMB bn)



2018-22E revenue CAGR: 42%

Combination therapy²⁾



PD-1

PD-L1

HCC (1 st line)	Phase III
SCC of the lung (1 st line)	Phase III
Endometrial cancer	Phase III
SCLC (1 st line)	Phase III
NSCLC (1 st line)	Phase III
Non-squamous NSCLC (1 st line)	Phase III
TNBC (1 st line)	Phase III
RCC (1 st line)	Phase III
Ovarian cancer (2 nd line)	Phase III
HCC (adjuvant therapy)	Phase III

Peak sales
RMB 10bn+

Note: 1) CAGR calculated based on historical actual data and management forecast on 2022 H2, and hence shall NOT be interpreted as actual 2022 full-year data based

2) HCC: hepatocellular carcinoma, SCC: squamous cell carcinoma, SCLC: small cell lung cancer, NSCLC: non-small cell lung cancer, TNBC: triple-negative breast cancer, RCC: renal cell cancer

Pipeline: Oncology

Innovative drugs: 37 products in clinical development

No.	Program	Target / MOA	Type	Indication	I	II	III	NDA/BLA
1	★ TQ-B3101	ALK/cMET TKI	Small molecule	ROS1+ NSCLC				
2	★ TQ-B3139	ALK/c-Met inhibitor	Small molecule	ALK+ NSCLC (1 st line)				
3	★ Ryzneuta	LA G-CSF	Biologics	Neutropenia after chemotherapy				
4	★ TQB3616	CDK4/6 inhibitor	Small molecule	HR+, HER2- breast cancer				
5	★ TQB2450	Anti PD-L1	Biologics	NSCLC, RCC				
6	★ TQB3804	4 th gen EGFR inhibitor	Small molecule	NSCLC				
7	★ FHND9041	3 rd gen EGFR inhibitor	Small molecule	Tumor				
8	TQ-B3525	pi3K inhibitor	Small molecule	FL				
9	★ TQ05105	JAK2 inhibitor	Small molecule	GVHD, myelofibrosis				
10	TQB3455	IDH2 inhibitor	Small molecule	Ovarian cancer (platinum-resistant)				
11	TQB3811	2 nd gen TRK inhibitor	Small molecule	Solid tumor				
12	★ TQB2618	tim-3	Biologics	R/M NPC, SCLC				
13	TQB3728	IAP inhibitor	Small molecule	TNBC (postoperative adjuvant therapy)				
14	TQ-B3234	MEK1/2 enzyme inhibitor	Small molecule	Neurofibroma, MPNST				
15	AL2846	Small molecule TKI	Small molecule	Neurofibroma, MPNST				
16	TQB2858	TGFβ bifunctional fusion proteins	Biologics	Pancreatic cancer, ASPS, cervical cancer				
17	TQB3617	BET inhibitor	Small molecule	Tumor				
18	TQB3602	Proteasome inhibitor	Small molecule	MM				
19	TQ-B3203	Combined with topoisomerase	Small molecule	CRC, lung cancer, prostatic cancer				
20	TQB3820	Targeting on E3-CRBN (new gen)	Small molecule	Liquid tumor, e.g. R/R MM, lymphoma				
21	TQB3823	PARP inhibitor	Small molecule	CRPC				
22	TQB3824	CDC7 inhibitor	Small molecule	Tumor				
23	TQB3909	BCL-2 inhibitor	Small molecule	Tumor				
24	TQB3454	IDH1 inhibitor	Small molecule	Brain astrocytoma				
25	TQB3473	SYK inhibitor	Small molecule	CLL				
26	TQB3558	Trk inhibitor	Small molecule	Cancer pain				
27	TQB2868	PD1-TGFβ	Biologics	Tumor				
28	TQB2930	HER2/erbB2 protein	Biologics	Tumor				
29	TQB3915	SERCA	Small molecule	Tumor				
30	TQB2825	CD20/CD3	Biologics	CD20+ soft tumor				
31	TQB3720	AR antagonist	Small molecule	CRPC				
32	TQB2916	CD40 antibody	Biologics	Tumor				
33	TQB2928	CD47	Biologics	R/M solid tumor, R/R or initially diagnosed non-solid tumors that not suitable for current treatment				
34	FHND6091	UPP	Small molecule	Tumor				
35	FHND5071	TK	Small molecule	Tumor				
36	NTQ1062	Akt inhibitor	Small molecule	Solid tumor				
37	TQB2102	HER2 ADC	Biologics	Tumor				

★ Estimated peak sales over RMB 500 mn

Pipeline: Oncology

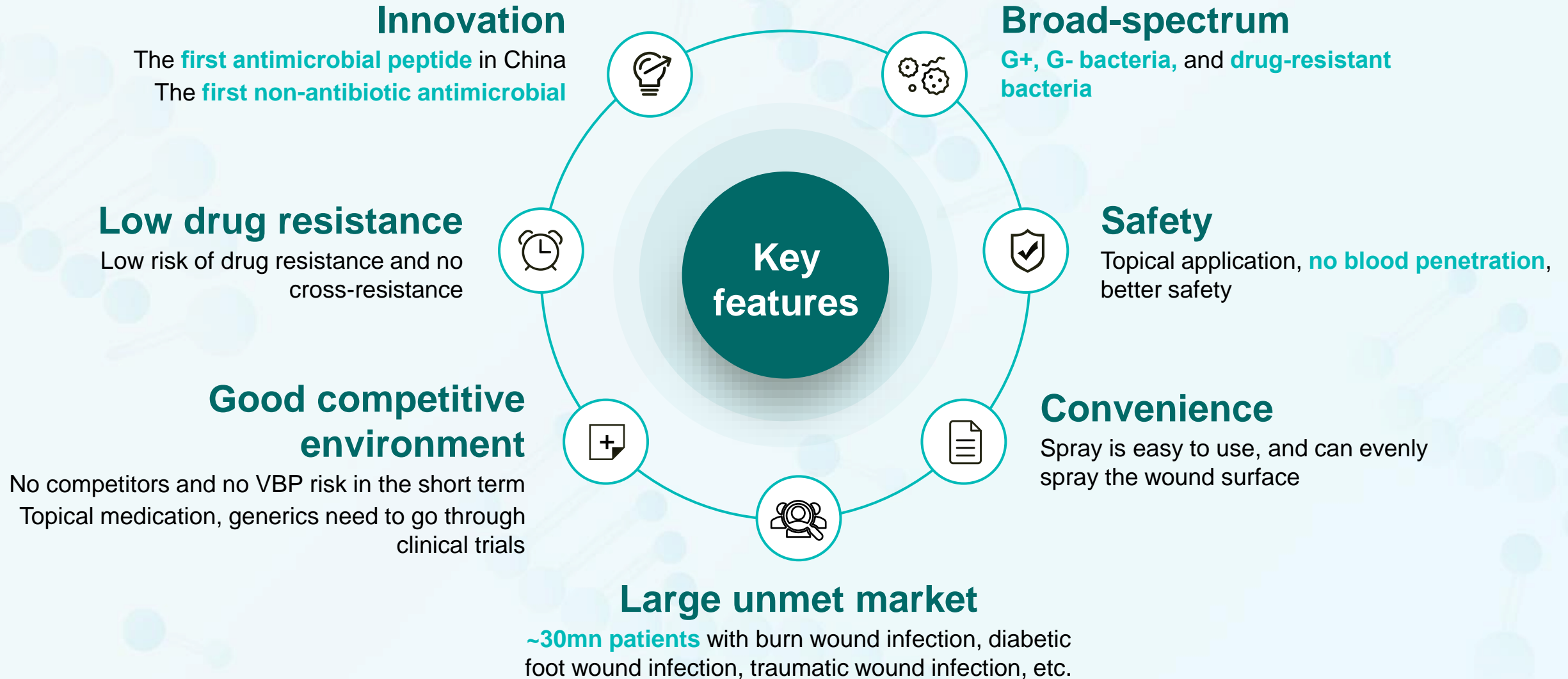
Generics and biosimilars: 20 products in clinical development

No.	Product/program	Indication	BE trial	I	Pivotal trial	ANDA/BLA
1 ☆	Bevacizumab	mCRC, NSCLC				
2 ☆	Rituximab	Malignant lymphoma, immune disease				
3 ☆	Trastuzumab	HER2 overexpression mBC				
4	Everolimus	RCC				
5	Palbociclib	Breast cancer				
6	Nelarabine	Lymphatic leukemia, lymphoma				
7 ☆	Paclitaxel (albumin-bound)	Breast cancer, ovarian cancer, GC				
8 ☆	rhFVIII	Hemorrhagic disease (hemophilia)				
9 ☆	Eltrombopag Olamine	ITP				
10	Pazopanib Tablets	mRCC				
11	Regorafenib Tablets	mHCC				
12 ☆	Pertuzumab	mBC / neoadjuvant therapy for breast cancer				
13 ☆	rhFVIIa	Hemorrhagic disease				
14 ☆	Ramucirumab	GC				
15	Bicalutamide	Prostate cancer				
16 ☆	Nintedanib	IPF				
17	Netupitant and Palonosetron Hydrochloride	CINV				
18	Degarelix Acetate	Prostate cancer				
19	Ruxolitinib Tablets	Myelofibrosis				
20	Cabozantinib Tablets	RCC, HCC				

☆ Estimated peak sales over RMB 500 mn

Pipeline: Surgery/analgesic

PL-5: satisfy the unmet market demand for "drug-resistant bacteria" anti-infective drugs



Pipeline: Surgery/analgesic

Innovative:

No.	Product/program	Target/MOA	Type	Indication	I	II	III	NDA/BLA
1 ☆	PL-5	Antimicrobial peptide	Category I New Drug	Secondary wound infection				
2	RD81	Local anesthesia	Category II New Drug	DPNP (for external application)				

Generics and biosimilars:

No.	Product/program	Indication	BE trial	I	Pivotal trial	ANDA/BLA
1	Iguratimod Tablets	Arthroplogosis				
2	Calcitriol	Osteoporosis				
3 ☆	Limapros Tablets	Improving symptoms associated with thromboangiitis obliterans, acquired lumbar spinal canal stenosis, and other ischemic conditions				
4	Cyclobenzaprine	Musculoskeletal pain				
5	Topiroxostat	Gout				
6	Flurbiprofen Transdermal Patches (imported)	Relieving pain from various conditions such as dental pain, menstrual cramps, and muscle aches				
7	Pregabalin Sustained-release Tablets	DPN				
8	Loxoprofen Sodium	Relieving pain from various conditions such as dental pain, menstrual cramps, and muscle aches				
9	Eldecalcitol	Osteoporosis				

Pipeline: Respiratory

Ensitrelvir: potential best-in-class COVID-19 oral drug

Broader scope of patients

Ensitrelvir

- Japan: applicable to **all COVID-19 patients**, ≥12 years old
- Clinical trials: not limited to high risk patients, most Asian, > 80% vaccinated¹⁾

Paxlovid

- China: high risk of disease progression, adults

Safe and convenient

Ensitrelvir

- **Single drug**, once a day
- No serious treatment related TEAE⁴⁾ were observed in the clinical trials

Paxlovid

- Must be co-administered with Ritonavir, records of hepatotoxicity

Key features

Better efficacy

Ensitrelvir

- Symptom resolution: **significant alleviation and reduction in the time to resolution of 5 key COVID-19 symptoms**²⁾
- Antiviral: the proportion of patients with **positive virus titers** in the drug groups **decreased significantly**, reaching significant differences³⁾
- Clinical trials: **Omicron** patients

Paxlovid

- Clinical trials: Delta patients

Market recognition

Ensitrelvir

- **Approved** under the emergency regulatory approval system in Japan
- Japan and U.S. governments have each ordered 2 million doses

Pipeline: Respiratory

Innovative drugs: 10 products in clinical development

No.	Program	Target / MOA	Type	Indication	I	II	III	NDA/BLA
1	☆ Ensitrelvir	3CL protease inhibitor	Small molecule	SARS-CoV-2 infection				
2	☆ TQC3721	PDE3/4 dual inhibitors	Small molecule	COPD, asthma				
3	TQH2722	IL-4 antagonist	Biologics	Moderate to severe atopic dermatitis, chronic sinusitis with nasal polyps				
4	☆ TQC2731	TSLP	Biologics	Asthma, atopic dermatitis				
5	TQD3524	Colistimethate Sodium	Small molecule	Drug-resistant gram-negative bacteria				
6	☆ TDI01	ROCK2 inhibitor	Small molecule	IPF, pneumoconiosis, cGVHD, Covid-19				
7	TQD3606	Inhibiting cell wall synthesis; Beta-Lactamase Inhibitors	Small molecule	CUTI				
8	TQC3564	CRTh2 antagonist	Small molecule	Asthma, allergic rhinitis, atopic rhinitis				
9	TQC2938	ST2 antibody	Biologics	Asthma				
10	☆ TCR1672	P2X3 inhibitor	Small molecule	Chronic cough and asthma, endometriosis, etc.				

Pipeline: Respiratory

Generics and biosimilars: 18 products in clinical development

No.	Product/program	Indication	BE trial	I	Pivotal trial	ANDA/BLA
1	Tedizolid phosphate	Antibiotic				
2	Posaconazole	Antifungal				
3	Oseltamivir Phosphate for Suspension	Flu				
4	Ornidazole Injection	Infections caused by susceptible protozoa and anaerobic bacteria				
5	Bromhexine Hydrochloride Injection	Chronic bronchitis and other respiratory diseases accompanied by phlegm, difficult to cough up				
6	Fudosteine oral solution	Expectorant: cough, chronic bronchitis, bronchiectasis, pneumoconiosis, emphysema, non-stereotypic acid-fast bacteria infected, etc.				
7	Tedizolid phosphate injection	Antibacterial				
8	Methacholine Powder for Inhalation	Early diagnosis of asymptomatic asthma in people over 5 years of age (airway challenge test)				
9	Doripenem	Broad-spectrum antibiotic				
10	Arformoterol Tartrate	COPD				
11	Mepolizumab	Severe asthma				
12	Umeclidinium Bromide and Vilanterol Trifenatate	Maintenance treatment of airflow obstruction in COPD				
13	Fluticasone Furoate and Vilanterol Trifenatate	Asthma, COPD				
14	Indacaterol and Glycopyrrolate	Asthma, COPD				
15	Posaconazole Injection	Latest generation of triazole antifungal drug with widest antibacterial spectrum				
16	Letermovir Tablets	Cytomegalovirus infection				
17	Amphotericin B Liposome for Injection	Patients with deep fungal infections; patients cannot use effective doses of amphotericin B due to renal injury or drug toxicity, or patients not responding to previous treatment with amphotericin B				
18	Beraprost Sodium sustained release tablet	Primary pulmonary hypertension and scleroderma complicated pulmonary hypertension				

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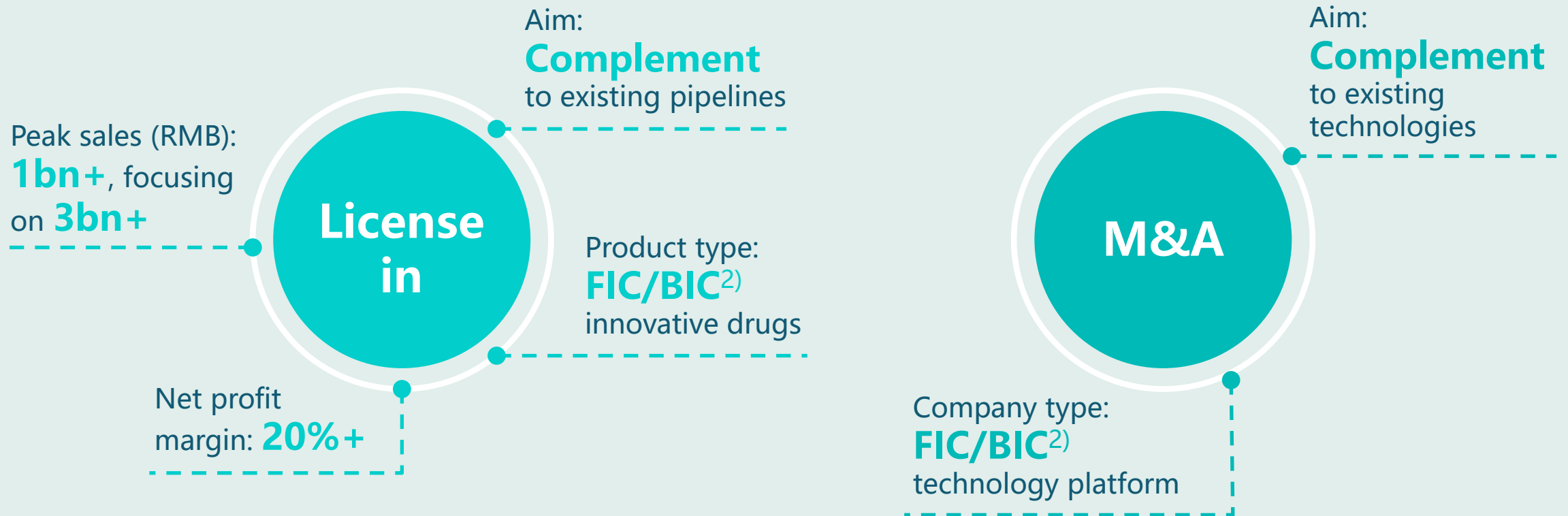
Innovative pipeline energized by internal R&D, led by an experienced management team

Section 03 BD & Globalization

Strong BD capabilities to accelerate strategic growth and globalization

BD & Globalization: external sources to accelerate growth in key TAs

Strategic focus on 4 key TAs¹⁾



Note: 1) 4 key TAs: Oncology, Surgery/analgesic, Liver disease, Respiratory
2) FIC = First-in-class + Fast-in-class, BIC = Best-in-class

BD & Globalization: good track records in licensing and M&A



Note: 1) Anticipated peak sales in RMB

2) Announced to acquire

*Acquisition of F-star is subject to receipt of regulatory approvals. Transaction is not completed as of 9 Jan 2023.

BD & Globalization: invoX, Sino Biopharm's global expansion platform



100%



Established in **March 2021** and Headquartered in **London**

Fully integrated biopharmaceutical company

Have an advancing pipeline of **innovative** products addressing **unmet healthcare needs**, worldwide.



*Acquisition of F-star is subject to receipt of regulatory approvals. Transaction is not completed as of 9 Jan 2023.

BD & Globalization: invoX, building global R&D and functional capabilities through key strategic acquisitions



Leading Soft Mist inhalation platform

2022 achievements

- Licensing deal signed with MNC validating technology with US filing of 4 key programs
- Milestones >\$100m and material Profit split

2023 key activities

- Portfolio growth and partnership focus on Innovative products with optionality for China rights



Next generation mRNA delivery platform

2022 achievements

- Progress of Preclinical and Tox Work

2023 key activities

- Key IND enabling results expected from lead program mid-2023
- non-LNP – IP position
- Drive partnering in 2023



Bispecific antibody platform

2022 achievements

- Merger agreement signed

2023 key activities

- Regulatory approval expected
- Mitigation plan in discussion with CFIUS



中國生物製藥有限公司
SINO BIOPHARMACEUTICAL LIMITED

Slogan

Science for a healthier world.

Vision

To be a leading global pharmaceutical company through delivering innovative therapies for patients.

Goal

To be one of the top 30 big pharma companies globally with revenue exceeding HKD100bn by 2030.