

Results Briefing



维亚生物科技控股集团
VIVA BIOTECH HOLDINGS

Stock Code: 1873

2019
ANNUAL RESULTS

Business Highlights

Revenue

+53.9% to
RMB **323.1** million

Gross Profit

+47.8% to
RMB **155.9** million

Net Profit

+193.5% to
RMB **265.9** million

Adjusted Non-IFRS Net Profit

+134.7% to
RMB **318.0** million

Earnings per share (Basic)

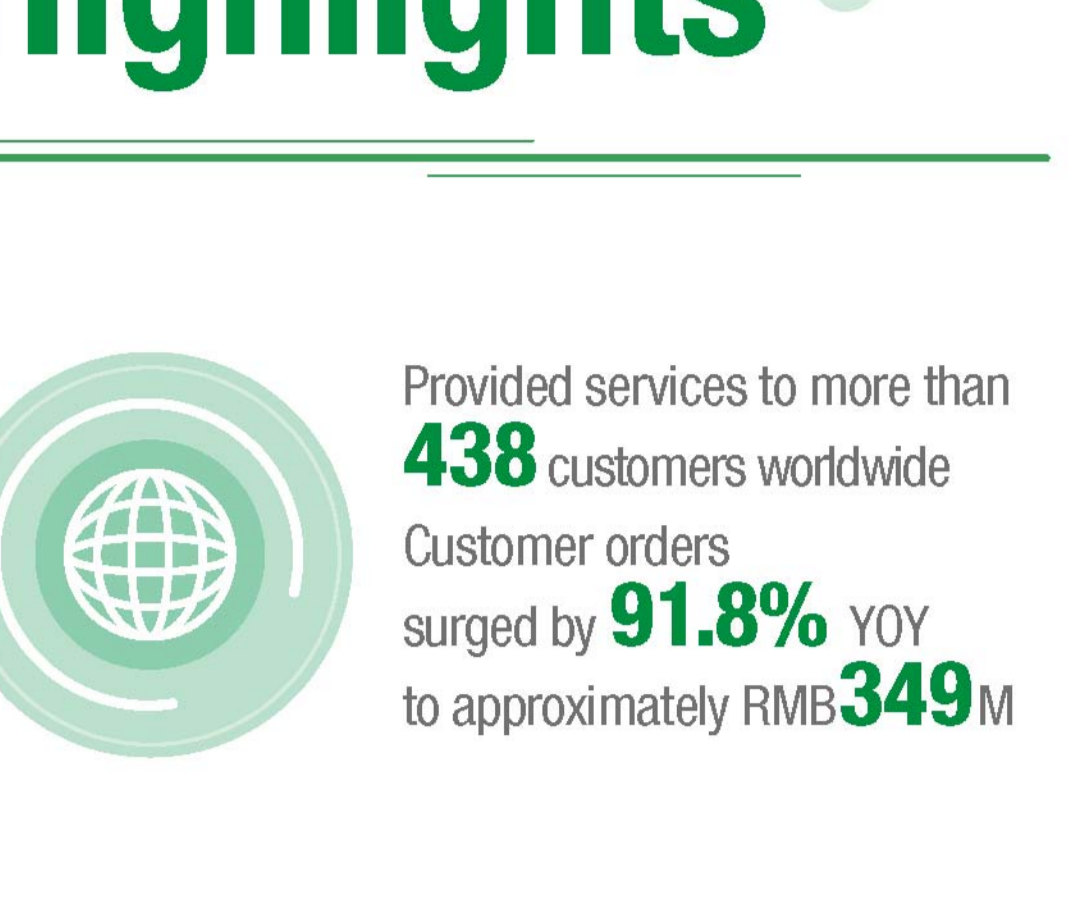
+144.4%
HK\$ **0.22**

Adjusted Non-IFRS earnings per share (Diluted)

+84.6%
HK\$ **0.24**

HK\$ **0.015** per share

Payment of a final dividend recommended by the Board



Operation Highlights

Delivered more than **13,700** protein structures & more than **1,200** independent drug targets

Provided services to more than **438** customers worldwide
Customer orders surged by **91.8%** YOY to approximately RMB **349M**

Revenue generated from repeat customers accounted for **81.5%** of the total revenue during the Reporting Period

Area of lab. & offices in Shanghai increased by **8,000** sq.m.
Construction of Viva Biotech Chengdu new drug incubation & production R&D centre with **50** mu centre commenced

Reviewed **635** projects
Closed **21** incubation and investment deals
Proposed to invest in **3** incubation portfolio companies at SPA stage

Reduced our equity interests in **2** portfolio companies with return rate at **179%** & **793%** respectively

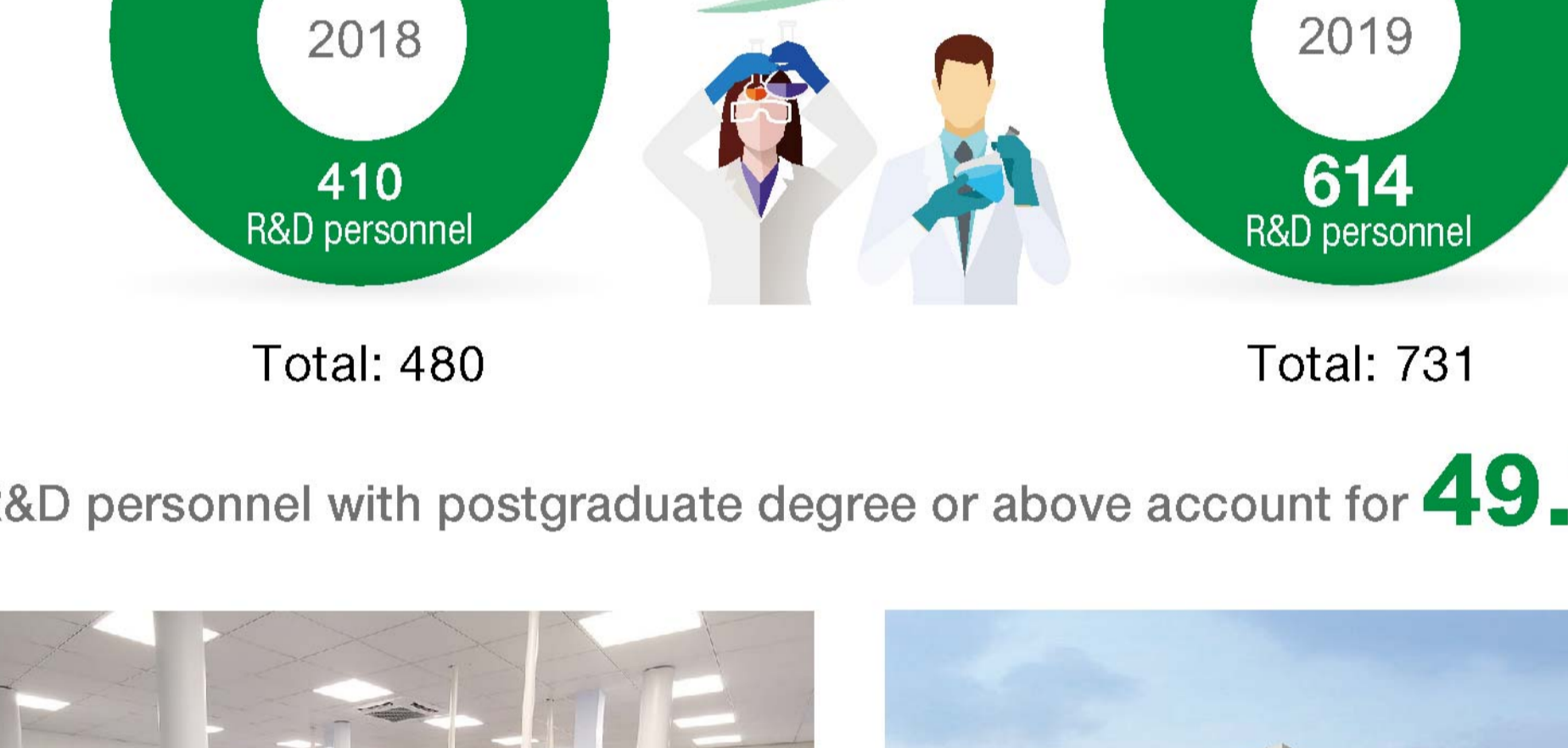
CFS (Cash-for-service)

Rapid Accumulation of Quality CFS Customers, Including:

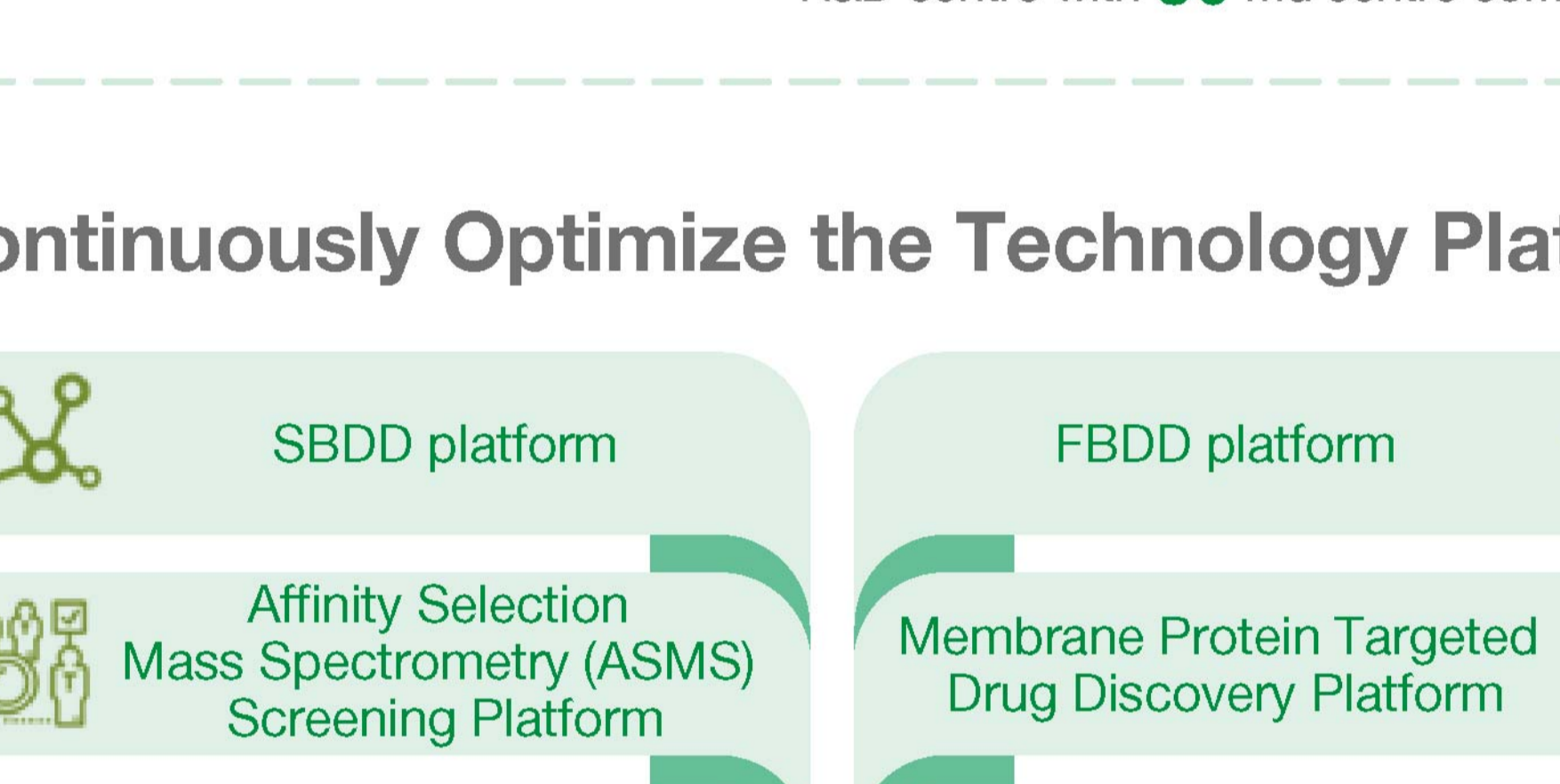
9 out of Top **10** global pharmaceutical companies

29 "Fierce Biotech" **15** promising biotech companies

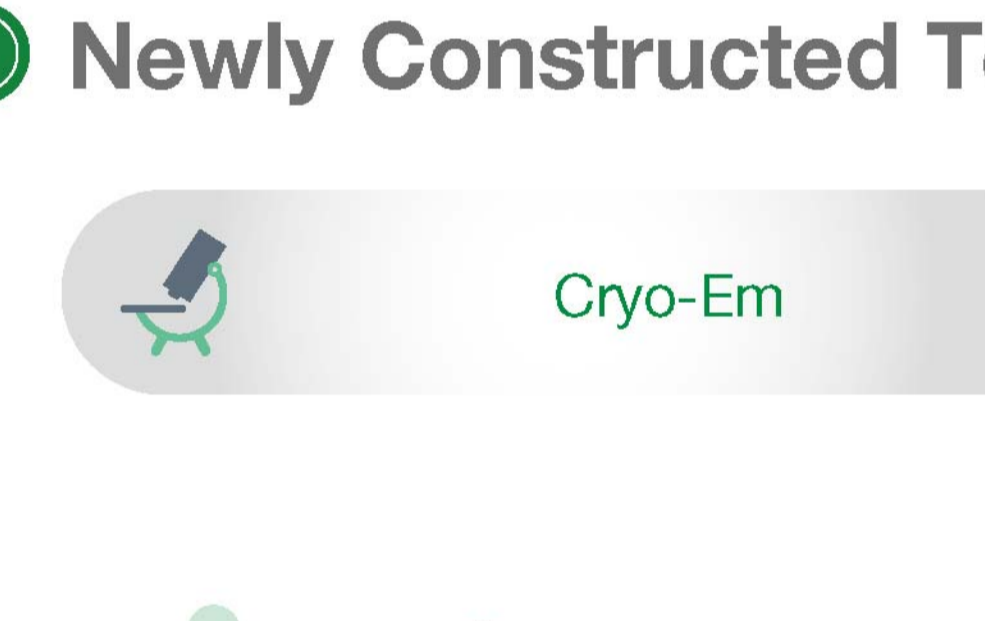
Continuous Optimization of Customer Structure:



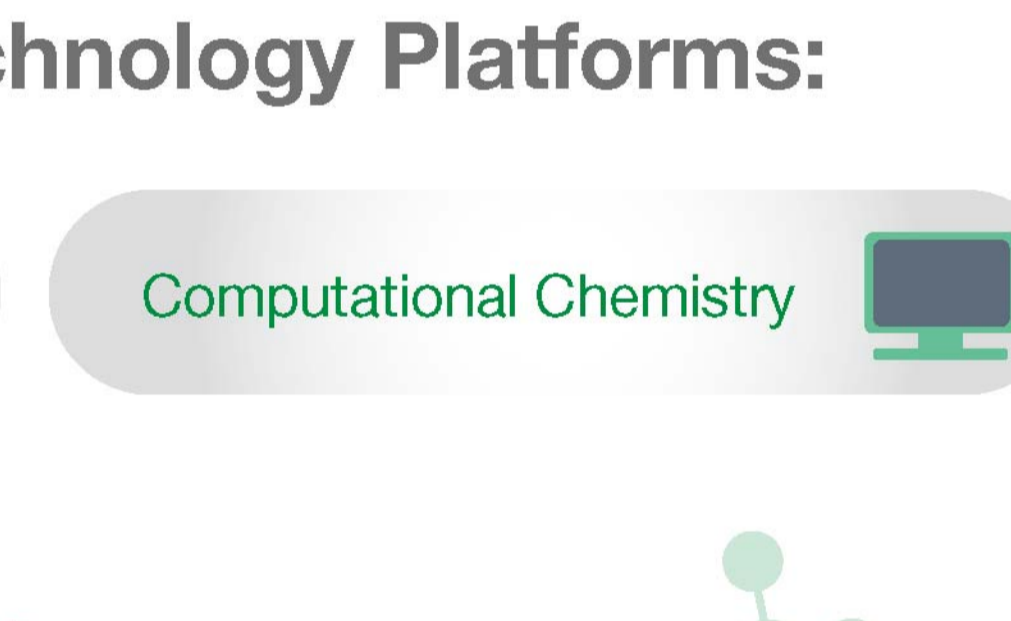
Rapid Increase in Employees & Scale of Facilities:



R&D personnel with postgraduate degree or above account for **49.7%**



Area of lab. & offices in Shanghai increased by **8,000** sq.m.



Construction of Viva Biotech Chengdu new drug incubation & production R&D centre with **50** mu centre commenced

Continuously Optimize the Technology Platform:

SBDD platform	FBDD platform
Affinity Selection Mass Spectrometry (ASMS) Screening Platform	Membrane Protein Targeted Drug Discovery Platform
Medicinal Chemistry Research	Antibody Generation
In Vitro Pharmacology	Molecular Cloning Platform

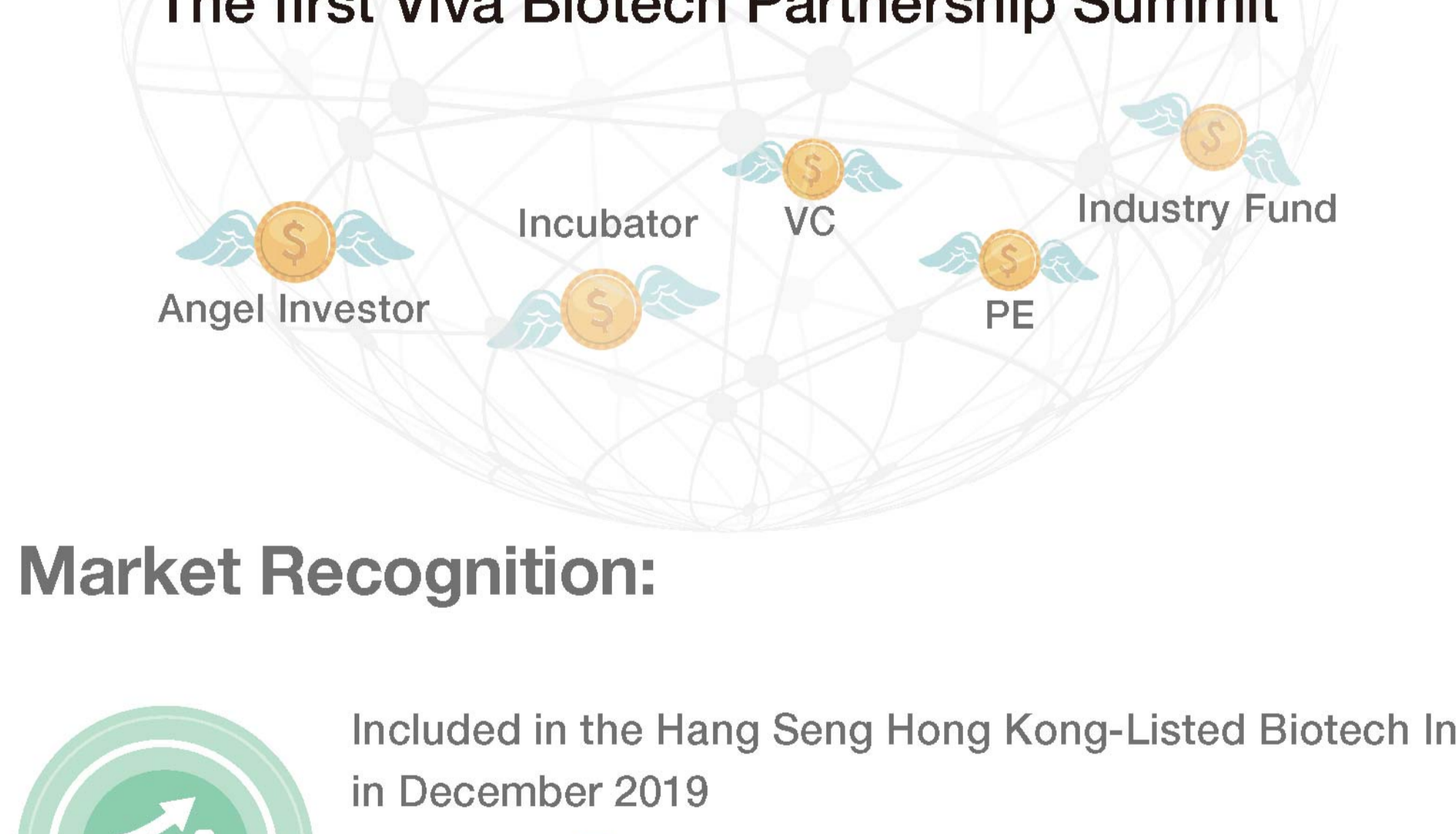
Newly Constructed Technology Platforms:

Cryo-Em	Computational Chemistry
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EFS (Equity-for-service)

Effects of Scaled EFS Businesses Arise:

Reviewed **635** early-stage projects in 2019
Newly added **19** incubation and investment companies
Made additional investments in **2** existing incubation portfolio companies



Completed disposal of partial equity interests of **2** incubation portfolio companies
IVIA **VISION** **Proviva**

Projects Cover Frontier & Diversified Fields with Wide Geographical Distribution:



Business Partners Team Continues to Expand, Achieving Initial Success in Establishment of Ecosystem:

6 Business Partners added, total number over **20**

17 Pitch Challenges

12 Panels & Speeches

116 One-on-one meetings

The first Viva Biotech Partnership Summit

Angel Investor, Incubator, VC, PE, Industry Fund

Market Recognition:

Included in the Hang Seng Hong Kong-Listed Biotech Index in December 2019
Included in **7** indexes including Hang Seng Composite Index, Shenzhen-Hong Kong Stock Connect and other indexes in March 2020

Awarded with multiple honors during the reporting period

Chairman's Speech

Since our listing on the Hong Kong Stock Exchange in May 2019, Viva Biotech has been continuously focusing on consolidating its technological advantages and strengthening its competitiveness in the capital market. Nowadays the global innovative drug market has witnessed vibrant growth and China's contract research organization (CRO) industry has entered a golden stage of high-speed and high-quality development, especially the surged demands for early preclinical drug R&D outsourcing services. The Group will capture such historical opportunities to proactively capture quality customers and biotech companies with high potentials at the early R&D stage of new drugs, build up and continuously raise technology barriers and expand and integrate industrial chain through improving operational efficiency, strengthening talent recruitment and enhancing platform capability, with an aim to establish a virtuous cycle of win-win cooperation, thereby achieving sustainable and high-quality growth, bringing long-term value to investors and striving for maximum returns.

Dr. Cheney Mao,
Chairman, Chief Executive Officer and Executive Director of
Viva Biotech Holdings