

ANSWERS FOR CANCER

CORPORATE PRESENTATION

February 2022



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Mission

Transform full-cycle cancer management globally by driving technological innovation and accelerating the adoption of precision medicine

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Company Overview



Diagnosis & Monitoring (TAM)		Early Screening (TAM)	
LDT + IVD	Biopharma Services		
Diagnosis: \$6.7B ¹ MRD: \$14B ²	Biotech Industry: \$0.5B ¹	Liver cancer: \$7.2B ¹ CRC cancer: \$23.0B ¹ Lung cancer: \$5.8B ¹	
LDT – Top player covering 500+ hospitals IVD – 7 products approved;	High growth Chinese biotech industry #1 Ranking: 47 total biopharma	 HCCscreen[™] – FDA breakthrough device designation (NGS) Leading prospective data Commercialization roadmap 	
S5+Lung 8 NGS solution MRD partnerships in blood and solid tumors AstraZeneca FOSUN PHARMA 夏星医药	partners CDx partnerships are growing as NMPA increases focus on genomic testing for innovative drugs HUTCHMED 译征药业	 HCCscan[™] – PCR-based assay expands market opportunity leveraging existing customer capabilities Multi-cancer development with innovative technology in liquid biopsy 	

Three Proprietary Technology Platforms as foundation: One-step Seq, Mutation Capsules, FusionScan

1. Frost & Sullivan, Market potential in China as of 2023

2. Euromonitor, Globalcan, Company internal estimates market potential

Senior Management Team



Development Milestones

Core technology One-Step Seq™ Method patent grant GENETRON S5 NMPA approval IDH1/TERT gene assays approved by NMPA China's first prospective early screening study for liver cancer published in the Proceedings of the National Academy of Sciences (PNAS)	 HCCscreen[™] selected by National Cancer Center / Wuxi government in a major public health initiative Received Prescreter Presc	 with Siemens Healthineers for GENETRON S5 and 8-gene Lung Cancer SIEMENS Assay Healthineers Strategic cooperation with JD Health to jointly create an internet innovation model for full-cycle cancer solutions DMG东健康 Exclusive strategic partnership in China with CTTQ for HCCscreen™ for early screening of liver cancer Estate 8-Gene Lung Cancer Assay and Onco PanScan™ CE Early screening study of liver cancer were incorporated into the first liver cancer prevention and treatment guideline for patients in China. 	 Clinical results from the 1,615-person large-scale prospective study of HCCscreen[™] were included in expert consensus and published in the <i>Chinese Journal of Hepatology</i> Entered into an exclusive agreement with Fosun Pharma to commercialize Seq-MRD® for blood cancers in China FOSUNPHARMA 定单医药 Early precision lung cancer diagnosis and treatment project won the 2nd prize of China's National Science and Technology Progress awards Formed a co-development agreement with AstraZeneca R&D China for personalized MRD tests for solid tumors. AstraZeneca Patra and treatment of HCCscan[™] trial (PCR assay) 	 Signed collaboratio agreement with HUTCHMED for the joint development of CDx test for Orpathy (savolitinib) in China HUTCHMED
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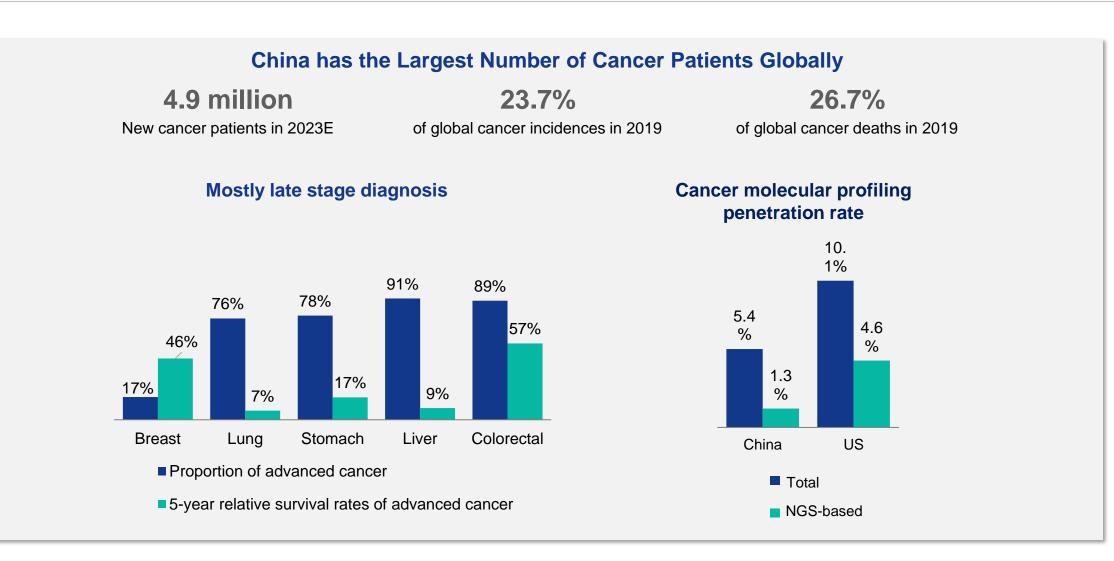


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Market Overview

Precision Oncology Poised for Significant Growth in China





Source: Frost & Sullivan

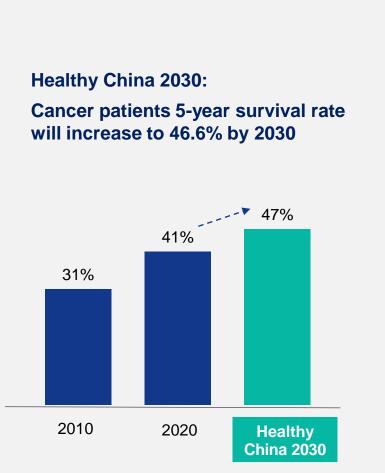
Historical Opportunity of Precision Oncology in China: Supportive Policies

- Precision medicine is listed as a strategic emerging industry in the 13th
 Five-Year Plan
- By 2030, the State will invest more than RMB60bn in precision medicine, including RMB20bn from the central government¹
- State Council policy briefing targeted to focus on liver cancer and lung cancer and optimize the early screening program
- After the COVID-19 outbreak in 2020, the State requires hospitals at the county level and above to establish capability for nucleic acid (molecular) testing², which further expands the market
- Newly released Regulations on Supervision and Administration of Medical Devices provide guidance on disciplined and healthy development of laboratory developed test (LDT)
- Gene methylation testing is included in Beijing's Class A Medical Insurance and Class A Work Injury Insurance projects

Source: Frost & Sullivan, www.gov.cn

¹ Ministry of Science and Technology (MoST)'s first panel meeting on strategy of precision medicine

² The Notice on Further Work Related to COVID-19 Testing During the Pandemic.





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Diagnosis & Monitoring

Starting from LDT then evolving into "LDT + IVD"

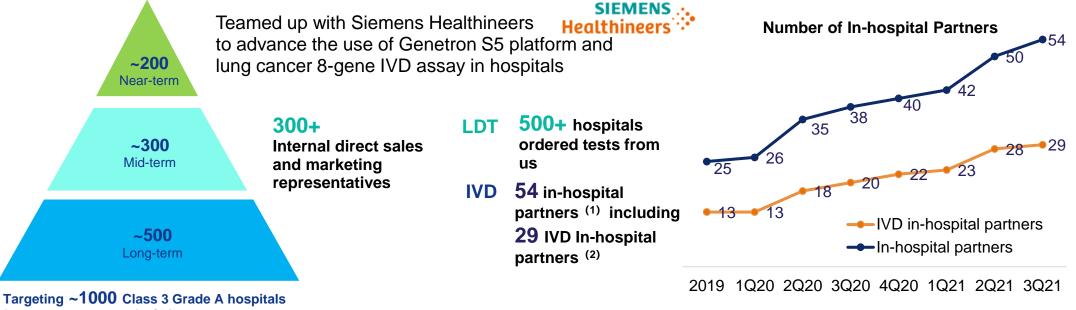
Laboratory developed test (LDT)

- Initially hospitals unable to run complex NGS testing in house
- Third party labs provide service to hospitals
- Fast adoption of latest technology



In vitro diagnostics (IVD)

- Generate incremental revenue for hospitals
- Currently the only pathway to public medical insurance
- Lengthy large size clinical trials required by NMPA



for cancer treatment in China

(1) The number of total in-hospital partners include both sales of LDT services and IVD products.

(2) By September 30, 2021

LDT: Provide Comprehensive Diagnosis Service

- Cover top 10 prevalent cancers in China
- Include tissue and liquid biopsy
- Able to detect a broad spectrum of alterations

Cancer Types	Diagnosis	Monitoring
్లి Pan-cancer	• •	•
CNS	• •	•
ြ [ု] ် Lung	• •	•
<i>∬</i> Gastric	• •	•
D Colorectal	• •	•
🖗 Thyroid	•	
🎗 Breast	•	
\left ibladder	•	•
Hematologic	•	•
Tissue	biopsv 🗕 Liqu	id biopsy

LDT service menu

Comprehensive genomic profiling for pan-cancer

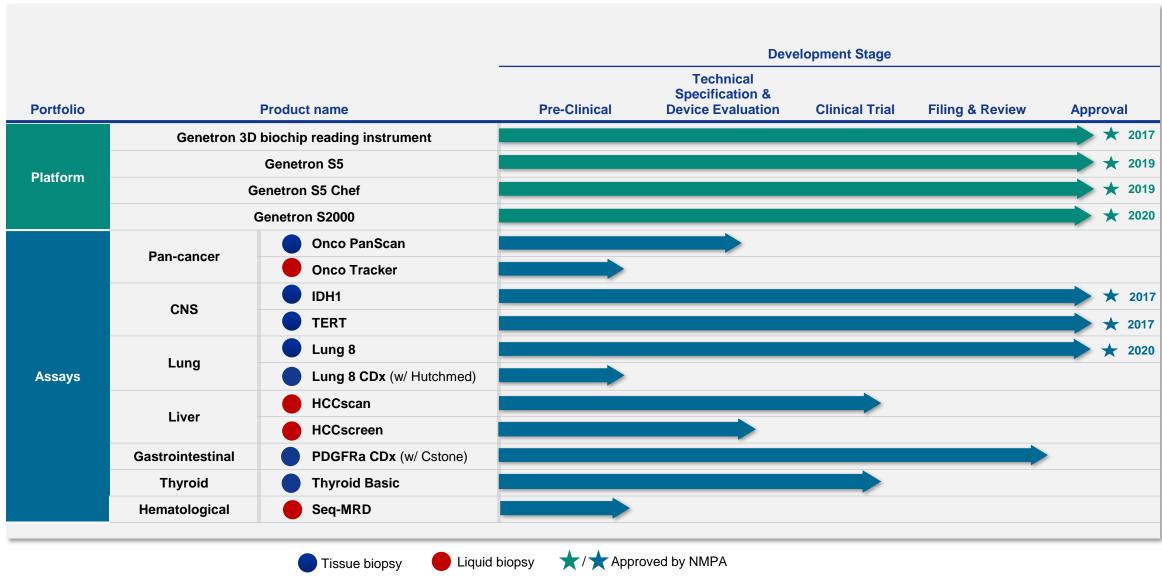
Onco PanScan[™]

- Tissue biopsy based
- Currently as LDT service; IVD plans underway
- Obtained CE Mark
- Contains 825 genes, which includes ~125 genes as CDx biomarkers recommended by WHO, NCCN, ESMO, 90+ genes related to immuno-oncology

Onco Tracker[™]

- Liquid biopsy based
- Contains 170 genes, which includes 106 genes with strong clinical significance

IVD: Commercial Portfolio and Registration Pipeline



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8-Gene Kit + S5 Instrument - Efficient Solution for Hospitals

CONTRACTOR OF STATES	Lung Cancer 8-Gene Kit 🕂 Genetron S5
	Accurate TestingHigh sequencing consistency, repetition rate and accuracySpeedy Process2-day turn around time
	Small Sample Demand As little as 20ng of sample DNA

Comprehensive 8-Gene Coverage		
Gene	Chinese Population Mutation Rate ¹	
EGFR	50.1%	
KRAS	12.3%	
BRAF	4.4%	
PIK3CA	12%	
HER2	6.3%	
ALK	7.8%	
ROS1	1.3%	
MET	3.4%	

1.Oncologist. 2019 Nov;24(11):e1070-e1081.

Targeting Hospital Market in China

Teamed up with Siemens Healthineers to advance the use of Genetron S5 platform and lung cancer 8-gene IVD assay in hospitals market

SIEMENS . Healthineers

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New Commercialization Opportunity

Received **CE Mark** for 8-gene Lung Cancer Assay, the second regulatory milestone for this assay

CDx Development Collaboration

Partnered with HUTCHMED for the joint development of a CDx test for Orpathys (savolitinib) HUTCHMED in China

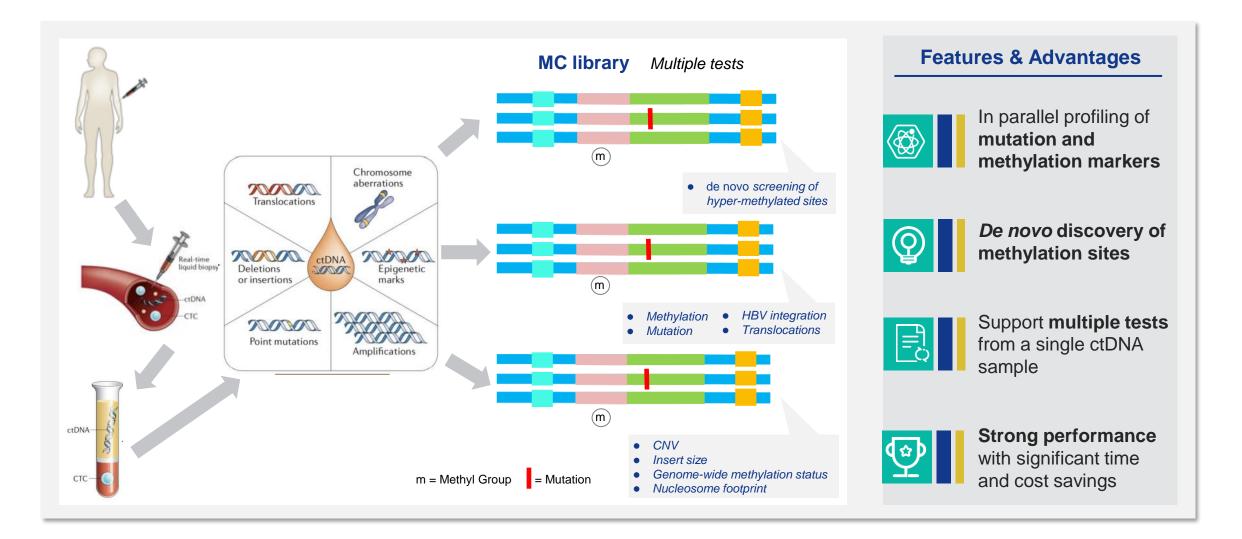
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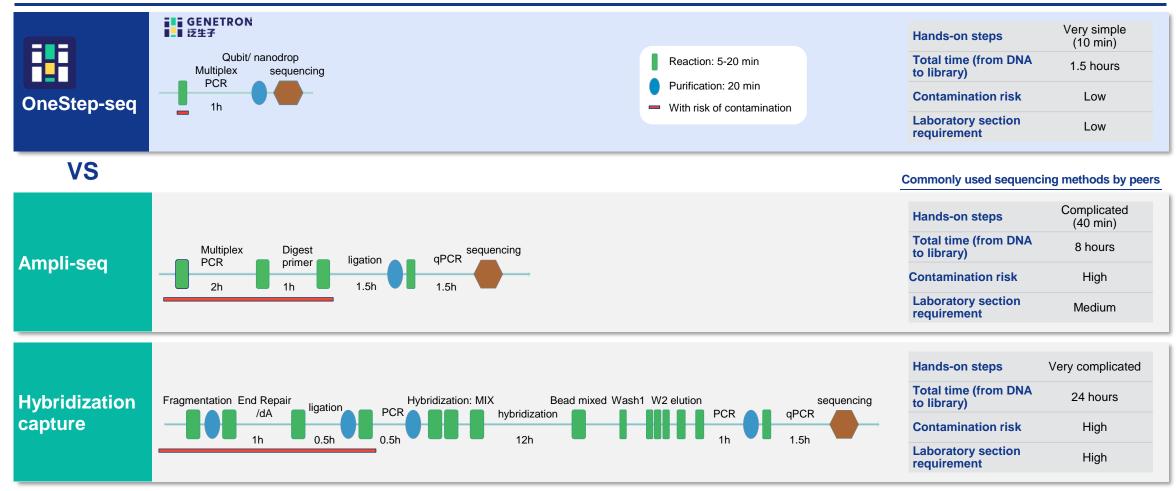
Proprietary Tech Differentiates Our Products

Mutation Capsule – Our Innovative and Proprietary Technology

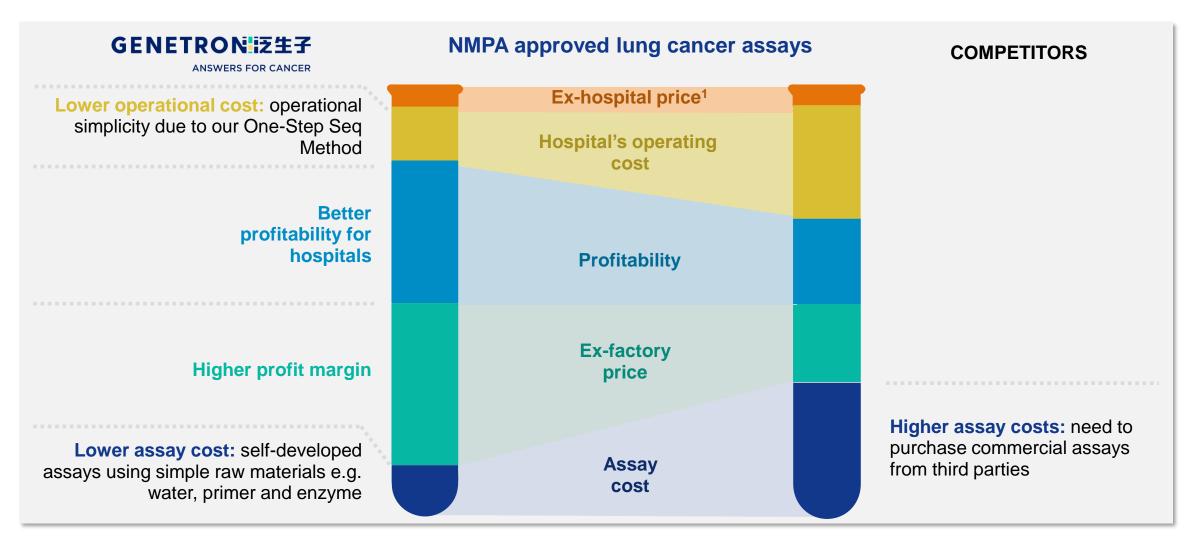


Proprietary One-Step Seq Method Presents Significant Advantage For Hospitals in China

Genetron One-Step Seq vs Amplicon / Hybridization based methods



Significant Cost Advantage Presented by Proprietary Technologies



¹ Based on Company's estimate.

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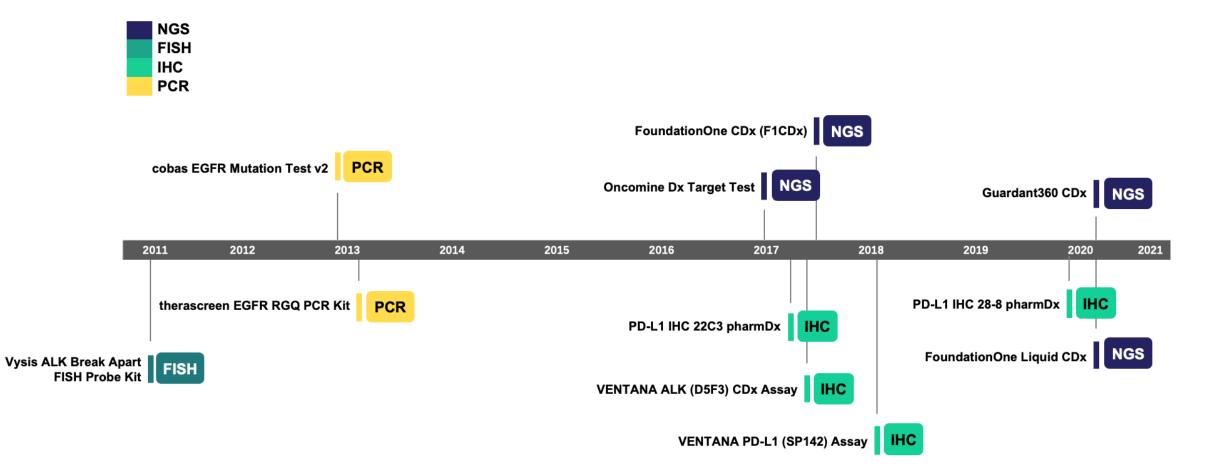
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Biopharma Services – CDx development





#1 in Drug Development Services for Biopharma



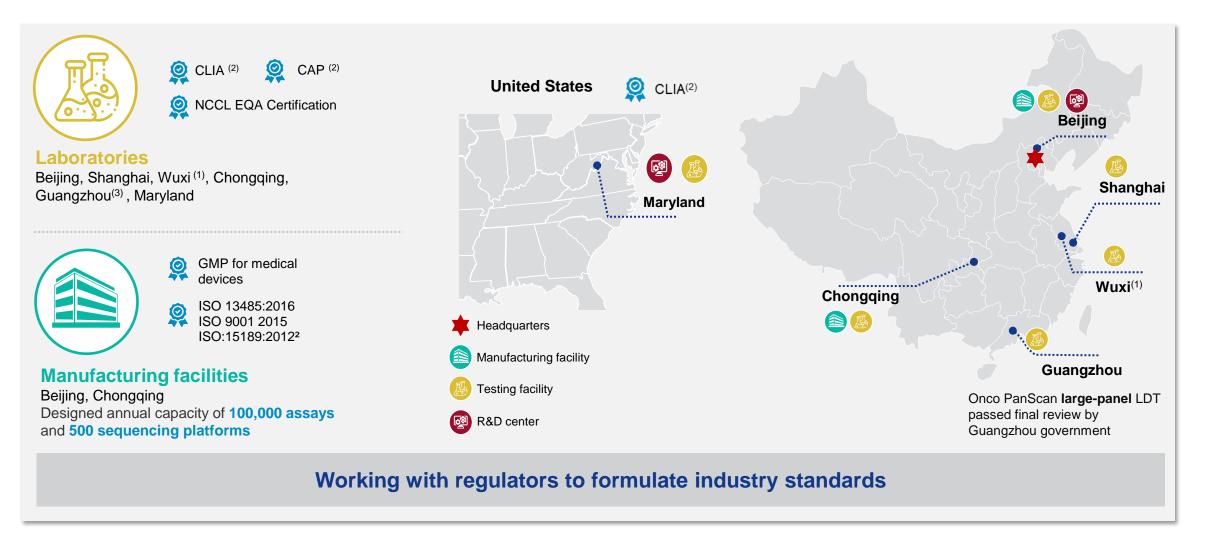
Global clinical drug trials and companion diagnostics development

- CLIA lab in Maryland, US a solid platform to offer services for cross border trials and CDx developments
- Strategic partnership with NeoGenomics



State-of-Art Manufacturing and Testing Facilities in China & US

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¹ Wuxi facility is under construction

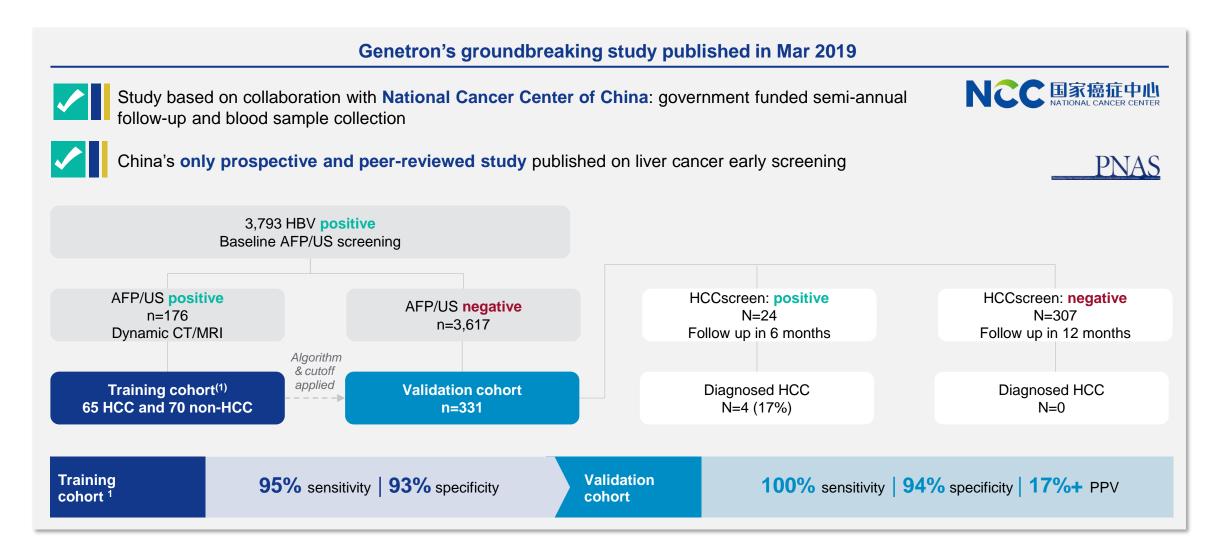
² Beijing laboratory facility is both CLIA and CAP certified, and obtained various ISO certifications; Maryland lab in the US is CLIA certified



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Early Screening: R&D, Progress, Strategy and Commercialization

HCCscreen[™]: Published Early Clinical Data

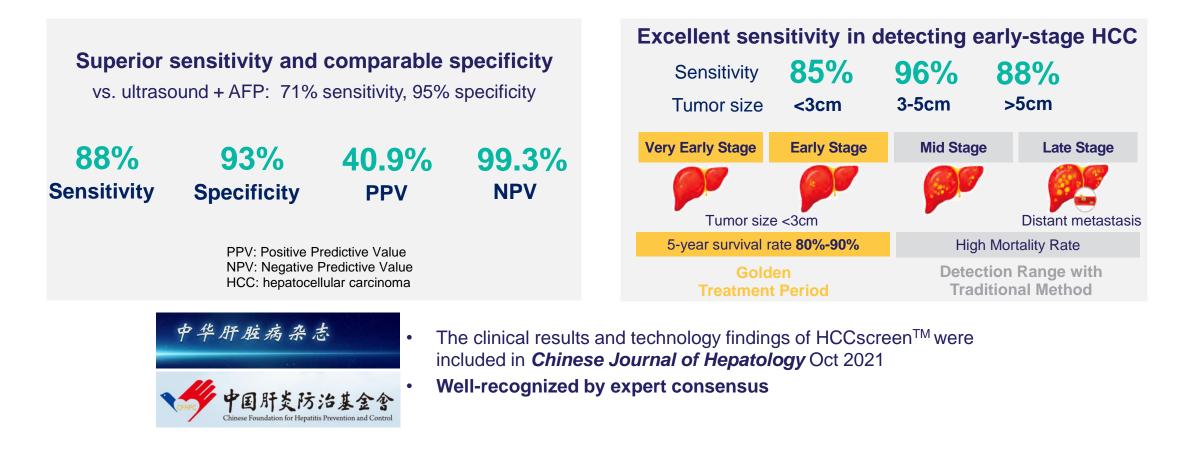


¹ Training cohort on patients who had liver nodules and/or elevated serum AFP levels.

HCCscreen[™] – Leading Player in Liver Cancer Early Screening



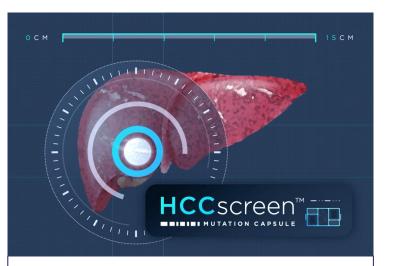
HCCscreen[™] Investigational Study (HIT): Large-scale Prospective Study of 1,615 HBsAg+ patients reported in March 2021



Vecentralized model	 PCR-based assay leverages the existing, broad and growing equipment infrastructure driven by government policies and recent insurance programs Increases accessibility and potential market penetration Multi-methylation marker assay 7-sites clinical trials, initiated patient enrollment Trial design: HCCscan[™] vs. HCCscan[™] + ultrasound vs. ultrasound + AFP in 5,000 patients
HCCscreen TM Central lab model	 NGS-based Multi-omics Previous clinical results and technology findings well recognized by expert consensus 4-5 sites clinical trials expected to be initiated in 1H2022 Trial design: HCCscreen[™] vs. ultrasound + AFP in 5,000 patients

First Mover Advantage in Early Screening Commercialization





- Powered by Genetron's innovative and proprietary Mutation Capsule Technology
- Received **U.S. FDA** breakthrough designation – expands geographical reach



*i*Kang 爱康

Service available at 100+ iKang medical exam centers nationwide



JDH、京东健康

Aim to jointly create an internet

innovation model for full-cycle

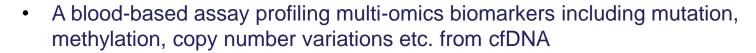
Partnership with CTTQ, a subsidiary of SBP (1177.HK), which has great access to China's hepatitis hospital market



Collaborated with local governments for public health initiatives Wuxi Huishan in Jiangsu (江苏省无锡市惠山区) Bijie Dafang in Guizhou (贵州省毕节市大方县)

CRC Early Screening

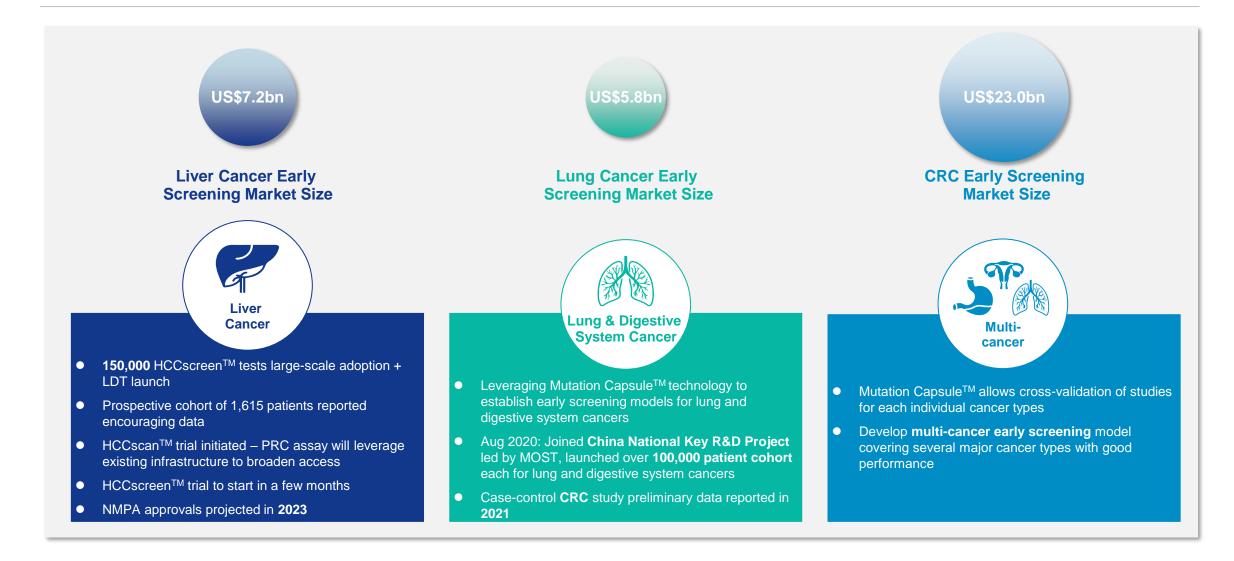
Preliminary Data



- The algorithm was trained in a retrospective cohort of 100 cases and 100 controls, and validated in an independent cohort in same size.
- The assay showed >91% sensitivity with the specificity of 95%.
- Full details from this cohort planned to be released through publication in 2022

Our Strategy to Capture Early Screening Market Opportunities

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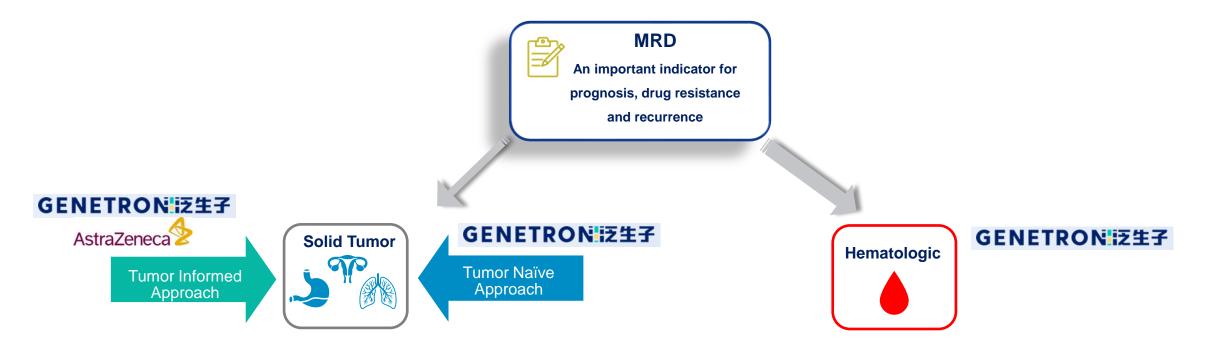
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MRD New Product Line; Future Strategies and Growth Drivers

MRD: Developments in Solid Tumor and Blood Cancer

MRD can be useful in solid tumor and hematologic malignancies. Many companies are developing MRD tests for solid tumor using two primary approaches.



Solid Tumor MRD

 Enabled by proprietary Mutation Capsule platform

AstraZeneca

To develop a world-class tumor-informed MRD product

- Collaboration with AstraZeneca for the joint development of NGS-based tumorinformed MRD tests for various solid tumor types in China
- AZ will incorporate the co-developed assay for China-specific studies
- First step of a multi-year, exclusive LT partnership. Room to expand to IVD and commercialization

Seq-MRD[®] for Hematologic Cancer

- One-step Seq + fully automated bioinformatics solutions
- Tested with thousands of ALL, MM, and CLL patients

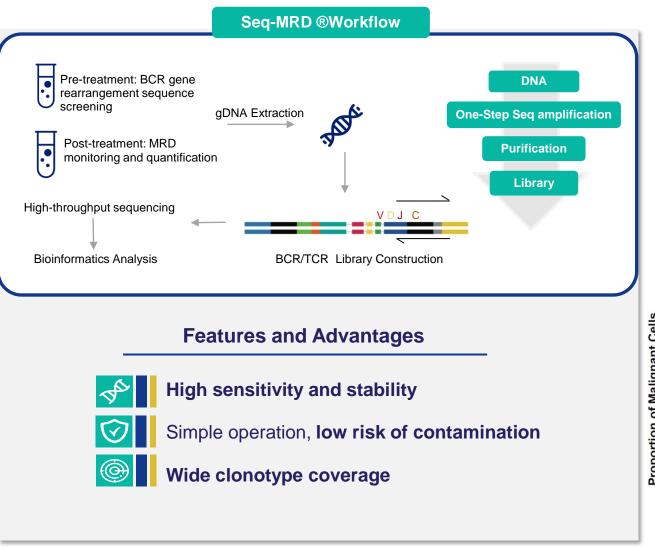


FOSUN PHARMA 复星医药

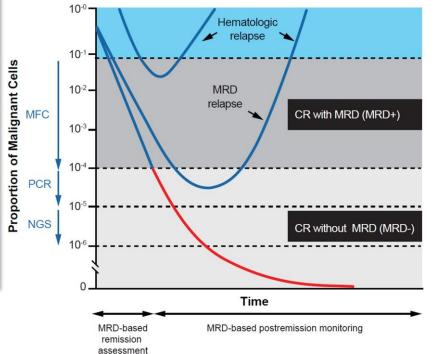
Initiated Commercialization in China

- Exclusively collaborating with Fosun Pharma in hematologic-focused hospitals and clinics in China
- Fosun has 1,500 sales reps to sell innovative drugs that target hematologic and lymphoid malignancies, and solid tumors

Seq-MRD[®] for Blood Cancer with "One-Step Seq" Method



- Leveraging our One-Step Seq technology, Seq-MRD[®] can be used to detect and monitor MRD in patients with hematological tumor
- Seq-MRD[®] provides more accurate evidence for early treatment response and recurrence prediction
- Inked a partnership with a leading MNC and expect to be launched in clinical settings soon



Source: Short, NJ, Jabbour, E, Albitar, M, et al. Recommendations for the assessment and management of measurable residual disease in adults with acute lymphoblastic leukemia: A consensus of North American experts. Am J Hematol. 2019; 94: 257–265. https://doi.org/10.1002/ajh.25338

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Focused on Transforming the Lifecycle Management of Cancer

Early Screening

2021:

- Data readout for large-scale prospective liver \checkmark cancer screening trial
- HCCscan registrational trial initiated \checkmark
- Data readout for colorectal cancer \checkmark

2022:

- HCCscreen registrational trial initiation
- **CRC** publication
- Completion of HCCscan and HCCscreen registrational trials by YE

MRD¹ Detection

2021:

 \checkmark Product launch for hematological tumor MRD¹

2022:

Data publication for solid tumor MRD in 1H

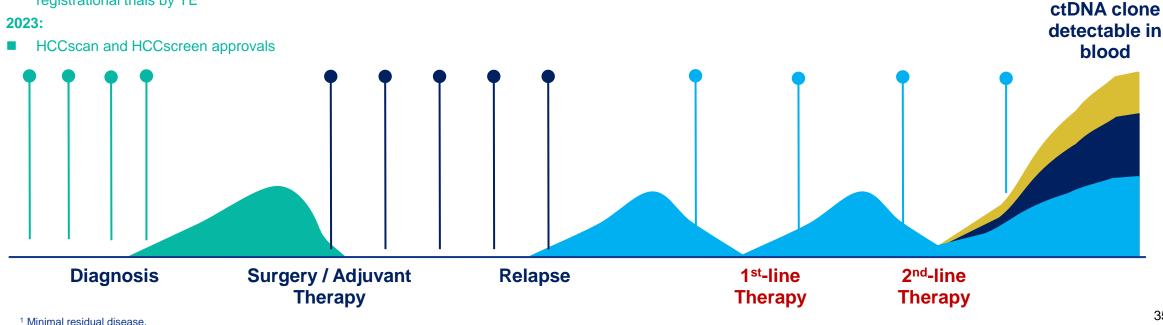
Medication Guidance

2021:

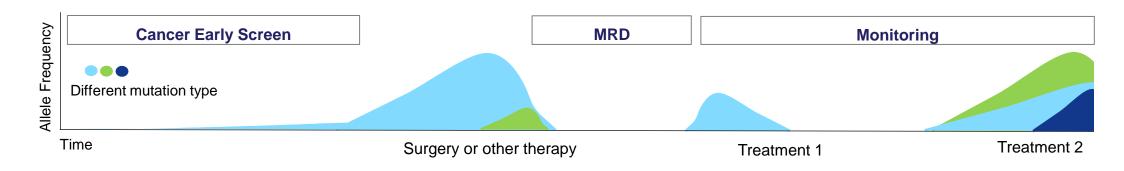
✓ OncoPan Scan received CE mark

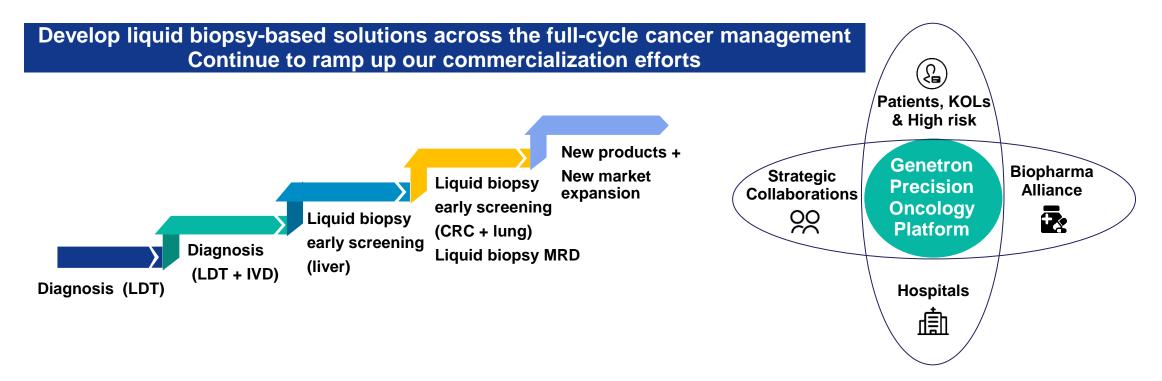
2022:

- Avapritinib companion diagnostic kit approval
- Onco PanScan large-panel registrational trial initiation in Q1



Become A Prominent Player in Liquid Biopsy









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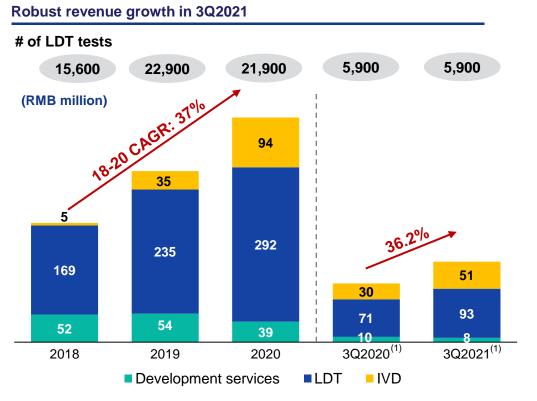
Financial Overview



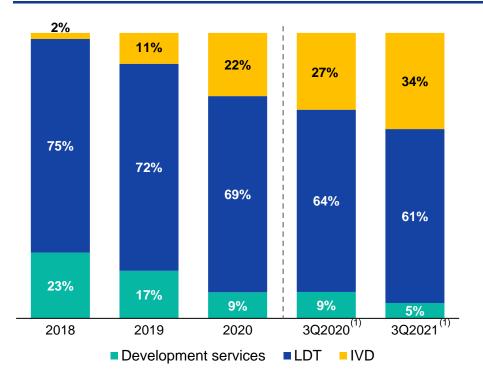
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3Q2021 revenue growth drivers:

- Sales of LDT services included sales of our early screening test, HCCscreenTM
- Increased IVD revenue was driven by increasing sales of Genetron S5 instrument and 8-gene Lung Cancer Assay (Tissue)
- Development services: Continued strategic shift to higher margin biopharma services

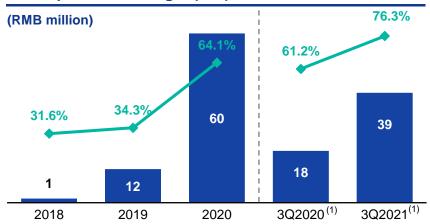


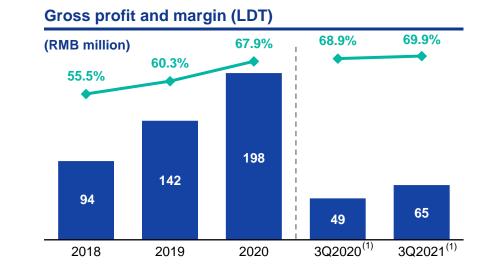
IVD revenue as a percentage of total revenue increased in 3Q2021





Gross profit and margin (IVD)



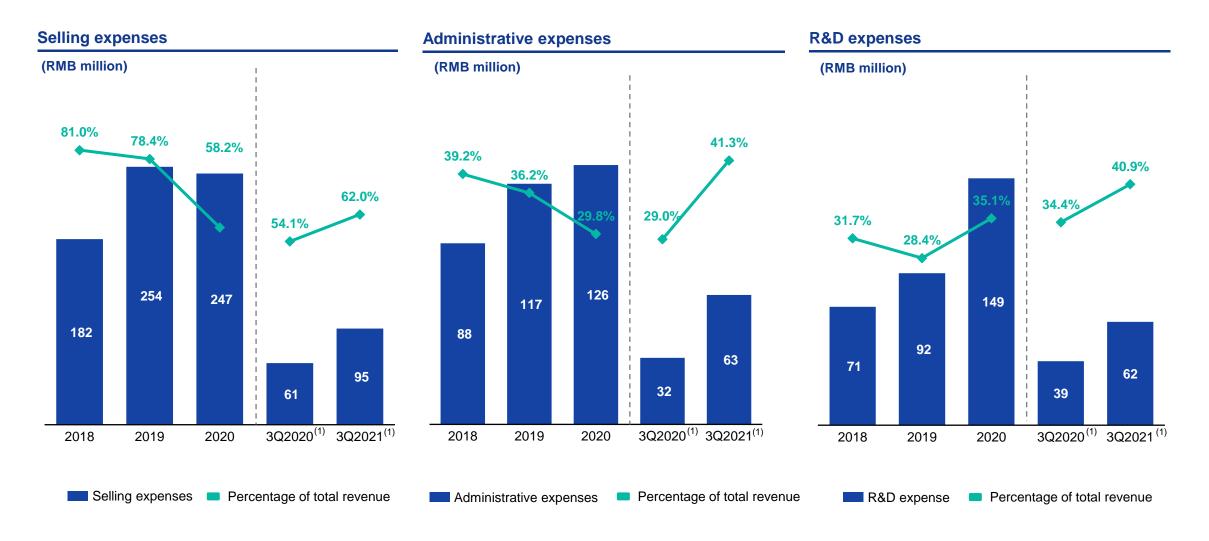


Gross profit and margin (Development services)



Note: (1) Unaudited financial numbers

3Q 2021 Operating expenses



Note: (1) Unaudited financial numbers

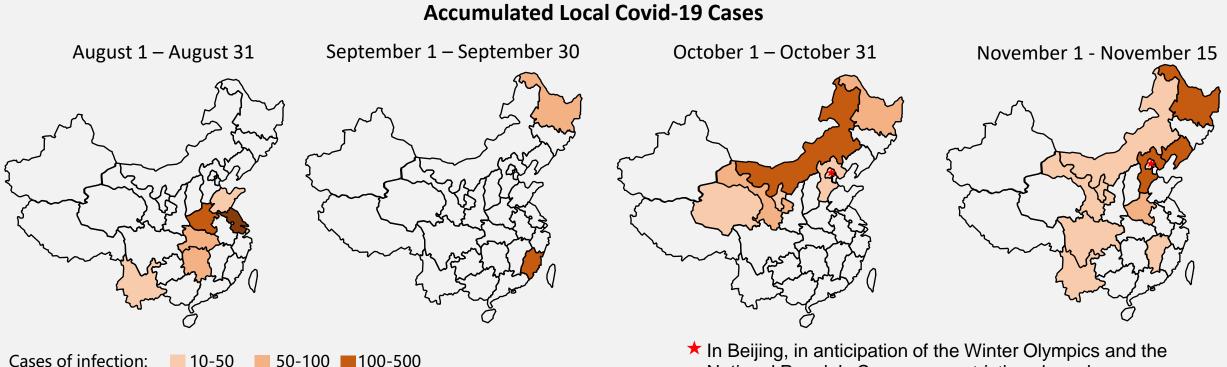
(in RMB million)	Q3 2021	Q3 2020	Y/Y Change
Revenue	152.5	112.0	36.2%
Diagnosis & monitoring - LDT	93.0	71.4	30.2%
Diagnosis & monitoring - IVD	51.3	30.1	70.5%
Development services	8.2	10.4	(21.4%)
Gross margin	69.0%	62.2%	680bps
Selling expenses (% of rev)	62.0%	54.1%	790bps
R&D expenses (% of rev)	40.9%	34.4%	640bps
Admin expenses (% of rev)	41.3%	29.0%	1230bps
Operating loss	(124.8)	(59.2)	-
Net loss	(130.1)	(48.0)	-
Non-IFRS loss ¹	(109.9)	(43.7)	-

As of September 30, 2021, cash and cash equivalents, restricted cash and current financial assets at fair value through profit or loss were RMB1,005.3 million

1. Non-IFRS loss represents net results excluding share-based expenses, fair value change and other loss of financial instruments with preferred rights. Please refer to appendix for the reconciliation of non-IFRS loss for the year/period to net loss for the year/period

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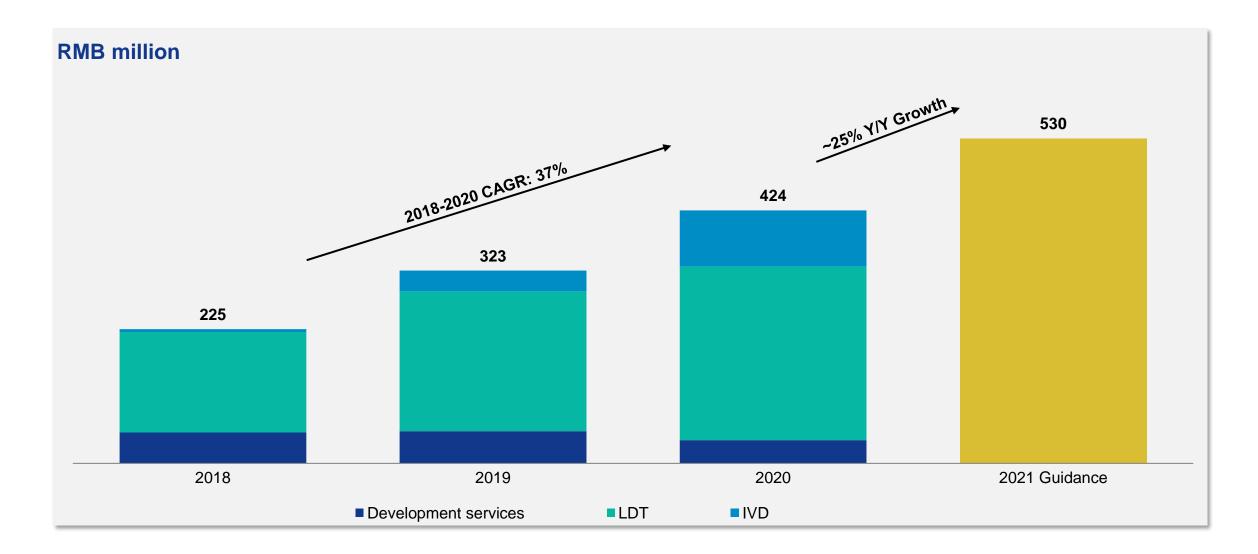
Covid-19 resurgence in China intensified since October; LDT business was impacted significantly



Source: National Health Commission

In Beijing, in anticipation of the Winter Olympics and the National People's Congress, restrictions have been particularly severe, and this level of high alert is likely to stay.

2021 Financial Guidance





UNAUDITED NON-IFRS FINANCIAL MEASURES	For the three months ended,		
	September 30, 2020	September 30, 2021	
	RMB'000	RMB'000	
Loss for the period	(47,998)	(130,147)	
Adjustments:			
Share-based compensation	4,268	20,246	
Non-IFRS Loss	(43,730)	(109,901)	
Attributable to:			
Owners of the Company	(43,730)	(108,728)	
Non-controlling interests		(1,173)	