

# CORPORATE PRESENTATION

GENETRON 泛生子

April 2021

The following presentation has been prepared by Genetron Holdings Limited (“Genetron Health” or the “Company”) solely for informational purposes and should not be construed to be, directly or indirectly, in whole or in part, an offer to buy or sell and/or an invitation and/or a recommendation and/or a solicitation of an offer to buy or sell any security or instrument or to participate in any investment or trading strategy, nor shall any part of it form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities or otherwise. This presentation does not contain all relevant information relating to the Company or its securities, particularly with respect to the risks and special considerations involved with an investment in the securities of the Company. Nothing contained in this document shall be relied upon as a promise or representation as to the past or future performance of the Company. Past performance does not guarantee or predict future performance. You acknowledge that any assessment of the Company that may be made by you will be independent of this document and that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

This document contains certain statements that constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1953, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, with respect to the Company’s future financial or business performance, strategies or expectations. These statements typically contain words such as “believe,” “may,” “will,” “could,” “expects” and “anticipates” and words of similar import. Any statement in this document that is not a statement of historical fact is a forward-looking statement and involves known and unknown risks, uncertainties and other factors which may cause the Company’s actual results, performance or achievements to be materially different from any future results, performances or achievements expressed or implied by such forward-looking statements. There can be no assurance that the results and events contemplated by the forward looking statements contained herein will in fact occur. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of assumptions, fully stated in the document. The Company also cautions that forward-looking statements are subject to numerous assumptions, risks and uncertainties, which change over time and which may be beyond the Company’s control. The Company assumes no duty to and does not undertake to update any forward-looking statements to reflect actual results, changes in assumptions or changes in factors affecting these statements. Factors that may materially affect our results and those risks listed in filings with the Securities and Exchange Commission.

This document also contains non-IFRS financial measures, the presentation of which is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with International Financial Reporting Standards. In addition, the Company’s calculation of these non-IFRS financial measures may be different from the calculation used by other companies, and therefore comparability may be limited. The reconciliation of those measures to the most comparable IFRS measures is contained within this document or available at our website <http://ir.genetronhealth.com>.

This document speaks as of March 25<sup>th</sup>, 2021. Neither the delivery of this document nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date.

# 2020 & Recent Events Recap

## 2020 Financial

Nasdaq IPO  
(US\$256mn)

31% y/y revenue  
growth, driven by  
HCCscreen™ and IVD

Gross margin  
improved to 61%, vs  
45% in 2019

Improved SG&A and  
narrowed operating  
loss vs 2019

## Regulatory Approval/ Milestone

NMPA approval -  
Lung 8 Assay



Early screening results  
cited by **Liver Cancer  
Guidelines<sup>(1)</sup>** in China

New prospective  
HCCscreen™ data -  
**88% sensitivity, 93%  
specificity, 40.9% PPV**

## Operation

Joined **National  
Major R&D Project**  
(lung/digestive cancer  
screening)

HCCscreen™ picked  
by NCC/ Wuxi  
government project

Exclusive partnership  
for HCCscreen™ with  
Sino Biopharm's  
subsidiary, Chia Tai  
Tianqing

Exclusive licensing deal  
with ImmunQuad for  
**MRD in blood cancer**

(1) Chinese Anti-Cancer Association Guidelines for Patients with Primary Liver Cancer



# Senior management team



**Sizhen Wang**  
MBA

CEO and Director



**Hai Yan**  
M.D./Ph.D.

CSO and Director



**Kevin Hong,**  
MBA

COO



**Yuchen Jiao**  
M.D./Ph.D.

CTO



**Evan Xu**

CFO



**Yunfu Hu**  
Ph.D.

CMO





# Mission

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

— GENETRON 泛生子 —

# China's leading precision oncology company

Business Lines	TAM Market potential in China <sup>(1)</sup>	Genetron
Diagnosis & Monitoring	\$6.7bn	<ul style="list-style-type: none"><li>• One of top LDT players with leading market shares in brain, digestive and lung cancers</li><li>• Most approved IVD products by NMPA; S5+Lung 8 NGS solution with 2-day TAT</li></ul>
Early Screening	\$7.2bn liver \$5.8bn lung \$23bn CRC	<ul style="list-style-type: none"><li>• HCCscreen™ already commercialized as LDT in China, also reported strong prospective study data</li><li>• Proprietary technology for expansion from single-cancer assay to multi-cancer product</li></ul>
Biopharma Services	\$0.5bn	<ul style="list-style-type: none"><li>• Over 30 domestic and MNC biopharma partners</li><li>• Strong pipeline for new collaborations</li></ul>

# Precision oncology poised for significant growth in China

## China has the largest number of cancer patients globally

4.9 million

New cancer patients in 2023E

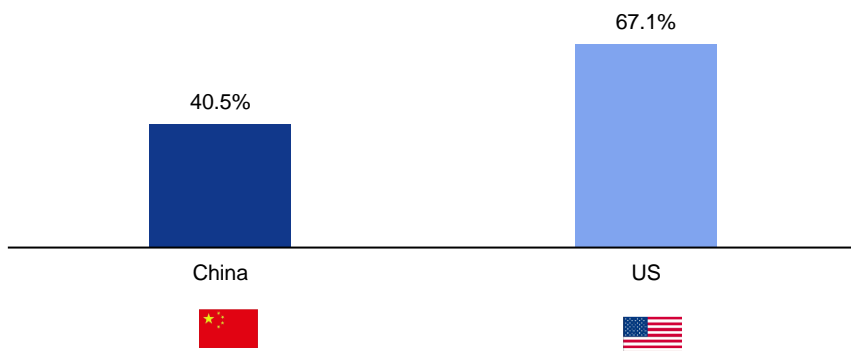
23.7%

of global cancer incidences in 2019

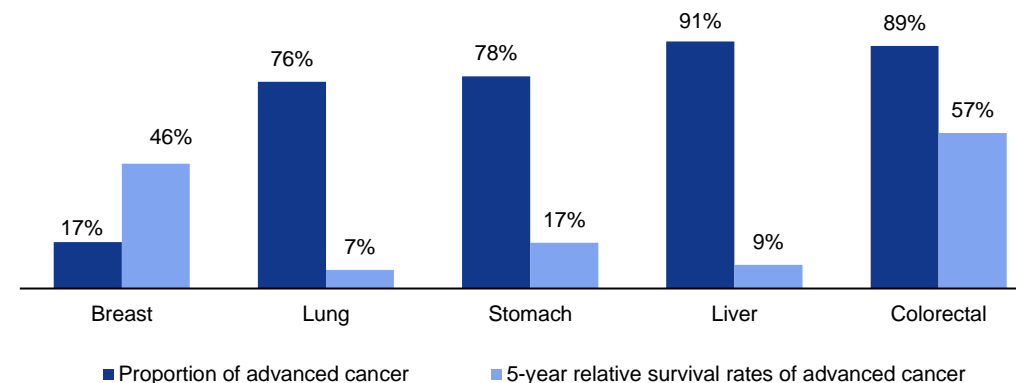
26.7%

of global cancer deaths in 2019

### Low 5-year survival rate



### Mostly late stage diagnosis



## Favorable policies for precision oncology in China

- “New major state healthcare initiative”: **Investment on precision medicine** by Central government will reach US\$3.1 billion by 2030
- Hospitals to build up molecular testing capability<sup>2</sup>
- Formulate **early screening guidelines**

Source: Frost & Sullivan

Note:

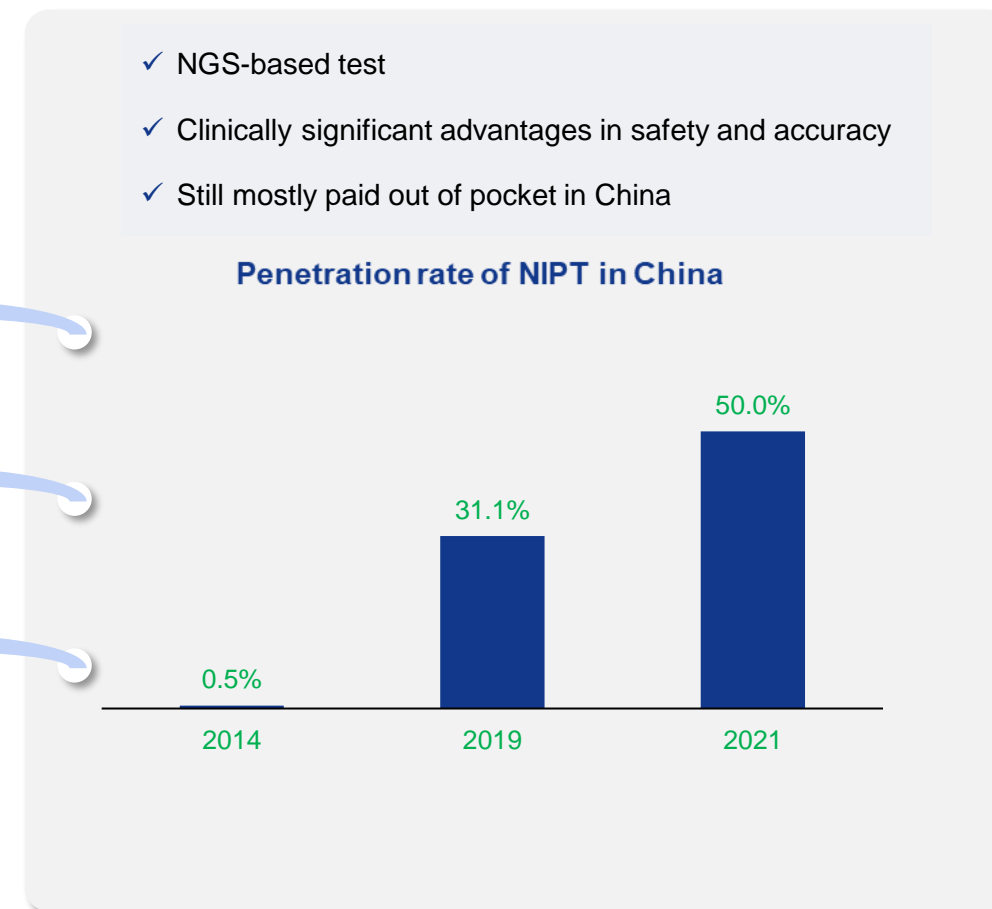
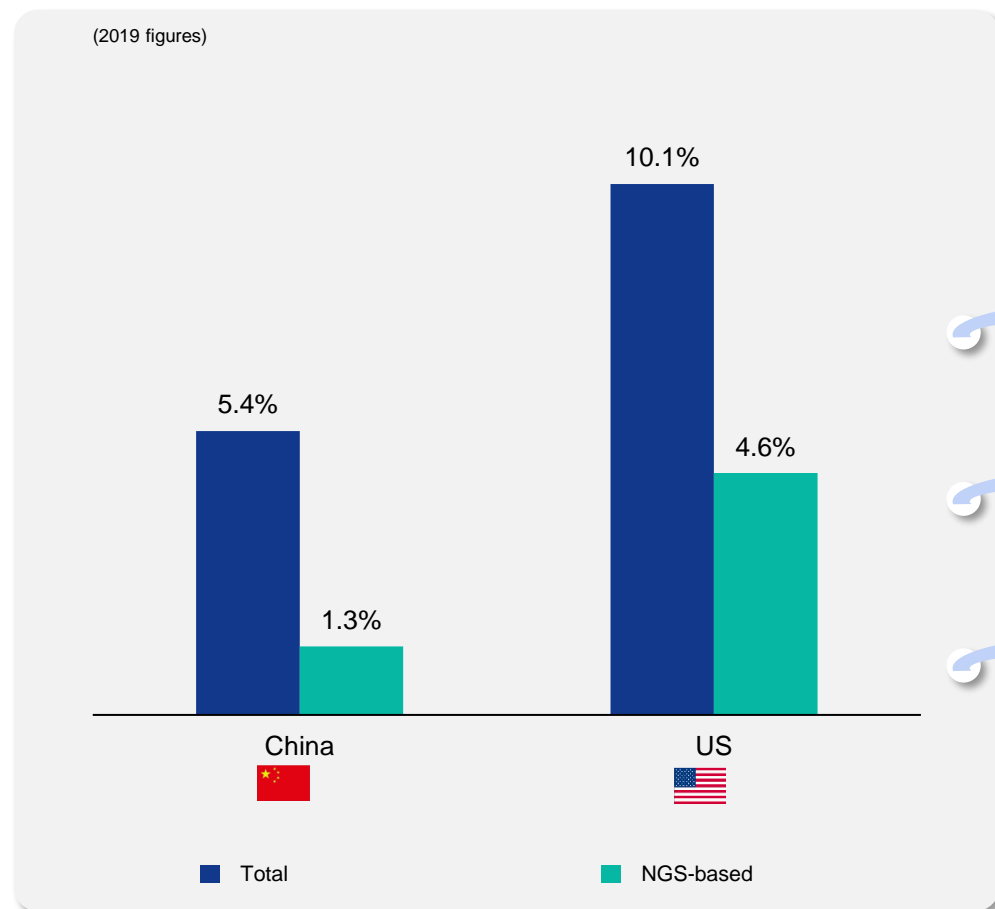
(1) Latest available industry figure as of 2015

(2) Notice on Further Completing Efforts Related to Coronavirus Testing During the Epidemic required that “Level 3 general hospitals shall establish clinical testing laboratories compliant with bio-safety level 2 standards or higher, that have the ability to independently carry out novel coronavirus testing; all levels of disease control institutions and qualified specialized hospitals, level 2 hospitals, and independently established medical testing laboratories shall also strengthen laboratory construction and improve testing capacity. In areas where medical resources are relatively scarce, capacity for testing is relatively weak, and pressure for epidemic prevention and control is high, especially at ports of entry, a county-level medical institution with comprehensive strengths should be selected to give priority support, to make it so that medical institutions within the county have nucleic acid detection capability”

# Precision oncology poised for significant growth in China

## Penetration of cancer molecular profiling is still low in China

## Case study: fast adoption of NIPT<sup>1</sup> in China



Source: Frost & Sullivan

Note:

(1) Noninvasive Prenatal Testing































(2) The government's target penetration rate



# LDT diagnosis and monitoring

## LDT service menu

- Covering 8 of the top 10 major cancers
- Onco PanScan: one of the largest gene panels
- Tissue and liquid biopsy for the best clinical outcome
- Able to detect a broad spectrum of alterations

Cancer Types	Diagnosis	Monitoring
 Pan-cancer (Onco PanScan)	 	
 CNS	 	
 Lung	 	
 Gastric	 	
 Colorectal	 	
 Thyroid		
 Breast		
 Bladder		
 Hematologic		

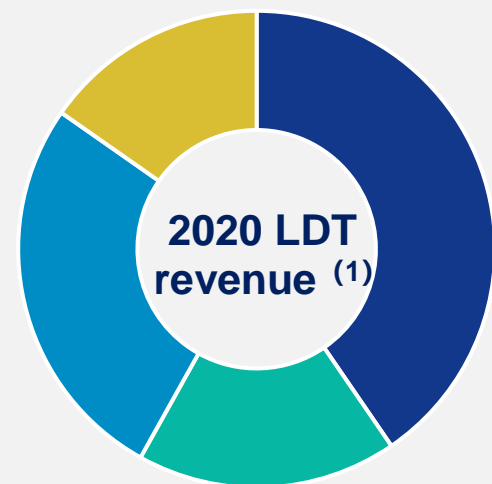
 Tissue

 Blood

 Urine

 CSF

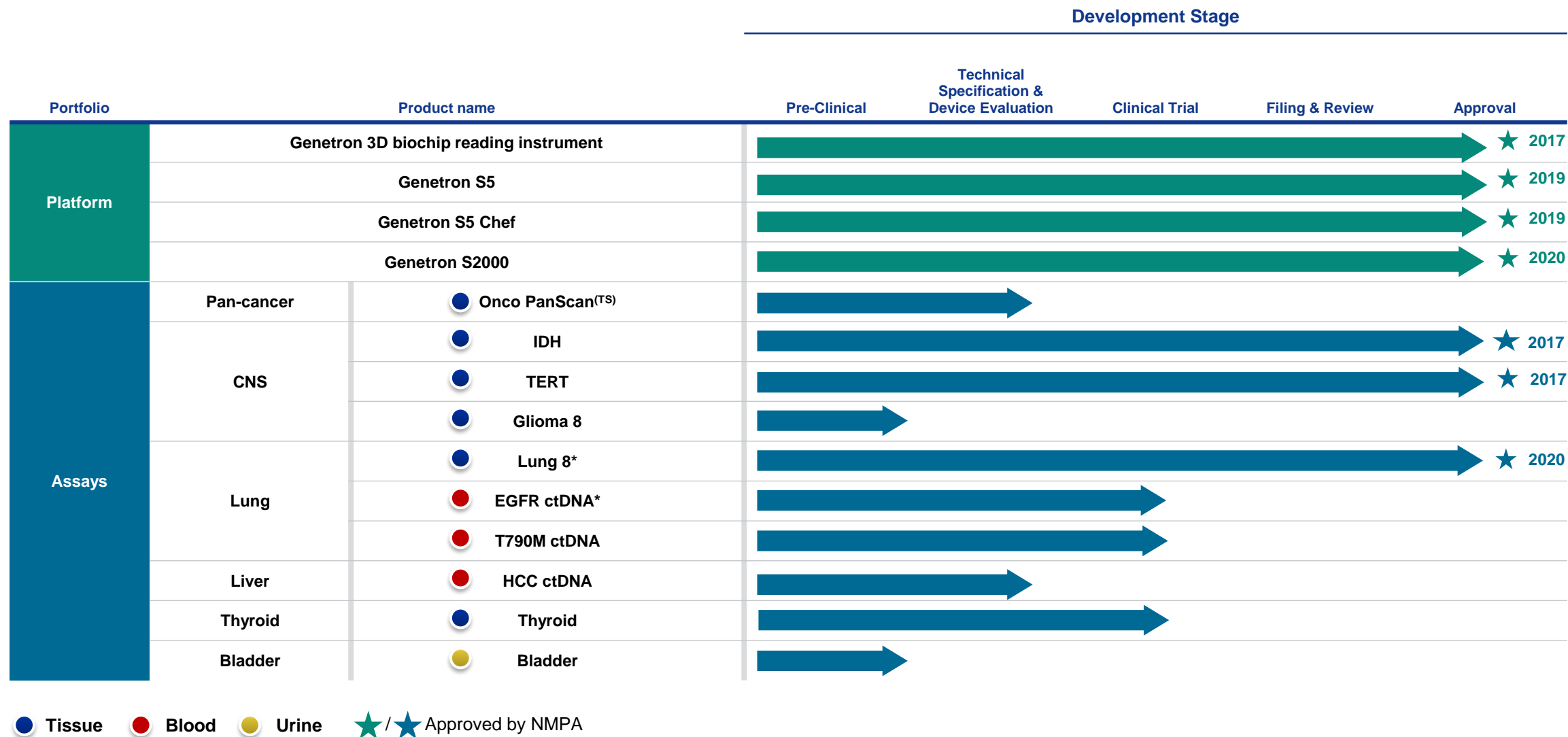
## Diversified by cancer type



■ Lung ■ Digestive ■ Brain ■ Other

Note: (1) Excludes early screening tests

# IVD: commercial portfolio and registration pipeline



\* including software

# Most comprehensive NGS-based IVD platform and assay portfolio

## Sequencing platforms of different throughput targeting various institutional settings

### Prevalent IVD platform in China<sup>1</sup> ■ qPCR



**Genetron 3D**  
biochip reading  
instrument

- dPCR
- Low throughput
- Approved in 2017



**Genetron S5**

- NGS
- Medium throughput
- Approved in 2019



**Genetron S2000**

- NGS
- High throughput
- Approved in 2020

(1) Non-Genetron's products



## Assays covering diagnostics, monitoring and early screening

Name	Cancer type	Platform	Type	Sample type	Status
IDH	Brain	qPCR	Diagnosis	Tissue	Approved
TERT	Brain	qPCR	Diagnosis	Tissue	Approved
Thyroid	Thyroid	qPCR	Diagnosis	Tissue	Clinical trial
Name	Cancer type	Platform	Type	Sample type	Status
T790M ctDNA	Lung	dPCR	Diagnosis & Monitoring	Blood	Clinical trial
Name	Cancer type	Platform	Type	Sample type	Status
Lung 8	Lung	NGS	Diagnosis	Tissue	Approved
EGFR ctDNA	Lung	NGS	Diagnosis & Monitoring	Blood	Clinical trial
Bladder	Bladder	NGS	Diagnosis & Monitoring	Urine	Pre-clinical
Glioma 8	Brain	NGS	Diagnosis	Tissue	Pre-clinical
Name	Cancer type	Platform	Type	Sample type	Status
Onco PanScan <sup>(TS)</sup>	Pan-cancer	NGS	Diagnosis	Tissue	Technical Specification & Device Evaluation

# Winning the China market – entering into hospitals

## 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

We provide LDTs to ~500 top hospitals in China, and we are actively selling IVDs to them

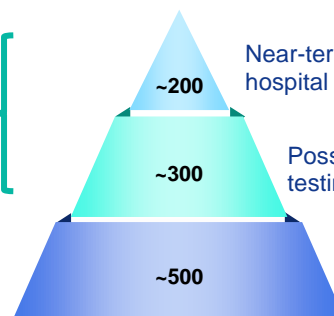
## LDT

500+ hospitals  
ordered tests from



~260 sales and  
marketing  
representatives

~1000 Class 3 Grade A  
hospitals for cancer  
treatment in China



Near-term targets for in-  
hospital testing

Possible to offer in-hospital  
testing in mid-term

With potential to offer in-  
hospital testing in long-term

## IVD

40 in-hospital  
partners <sup>(1)</sup> including

22 IVD In-hospital  
partners <sup>(2)</sup>

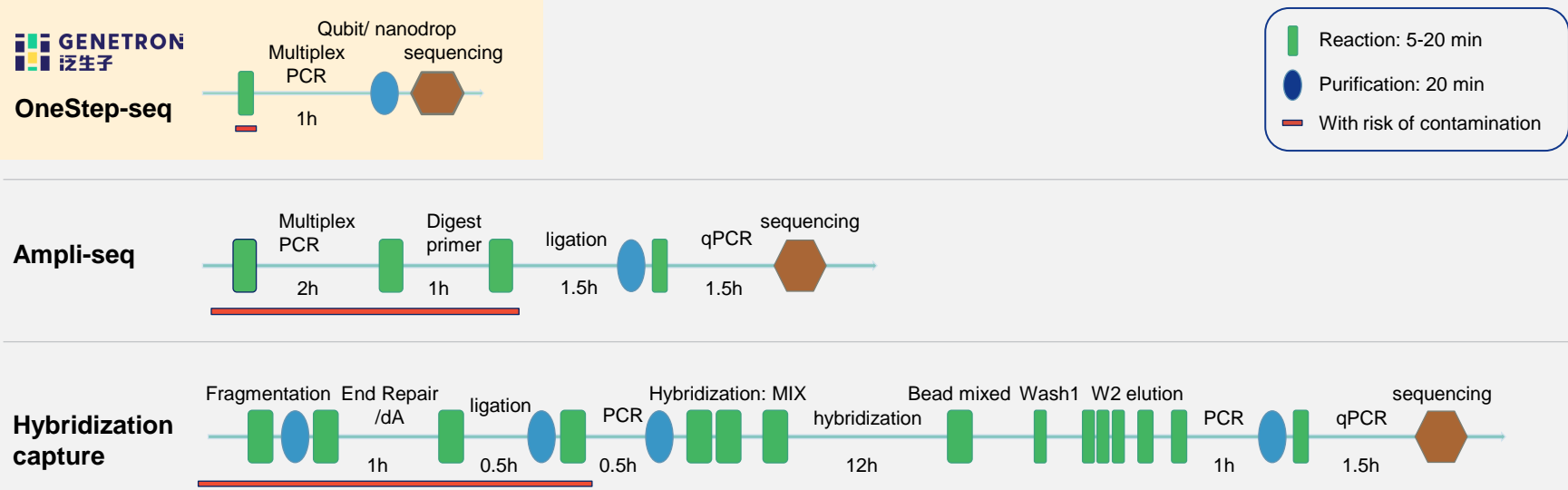


(1) The number of total in-hospital partners include both sales of LDT services and IVD products.  
(2) By December 31, 2020



# Proprietary One-Step Seq method presents significant advantage for hospitals in China

## Genetron One-Step Seq vs Amplicon / Hybridization based methods



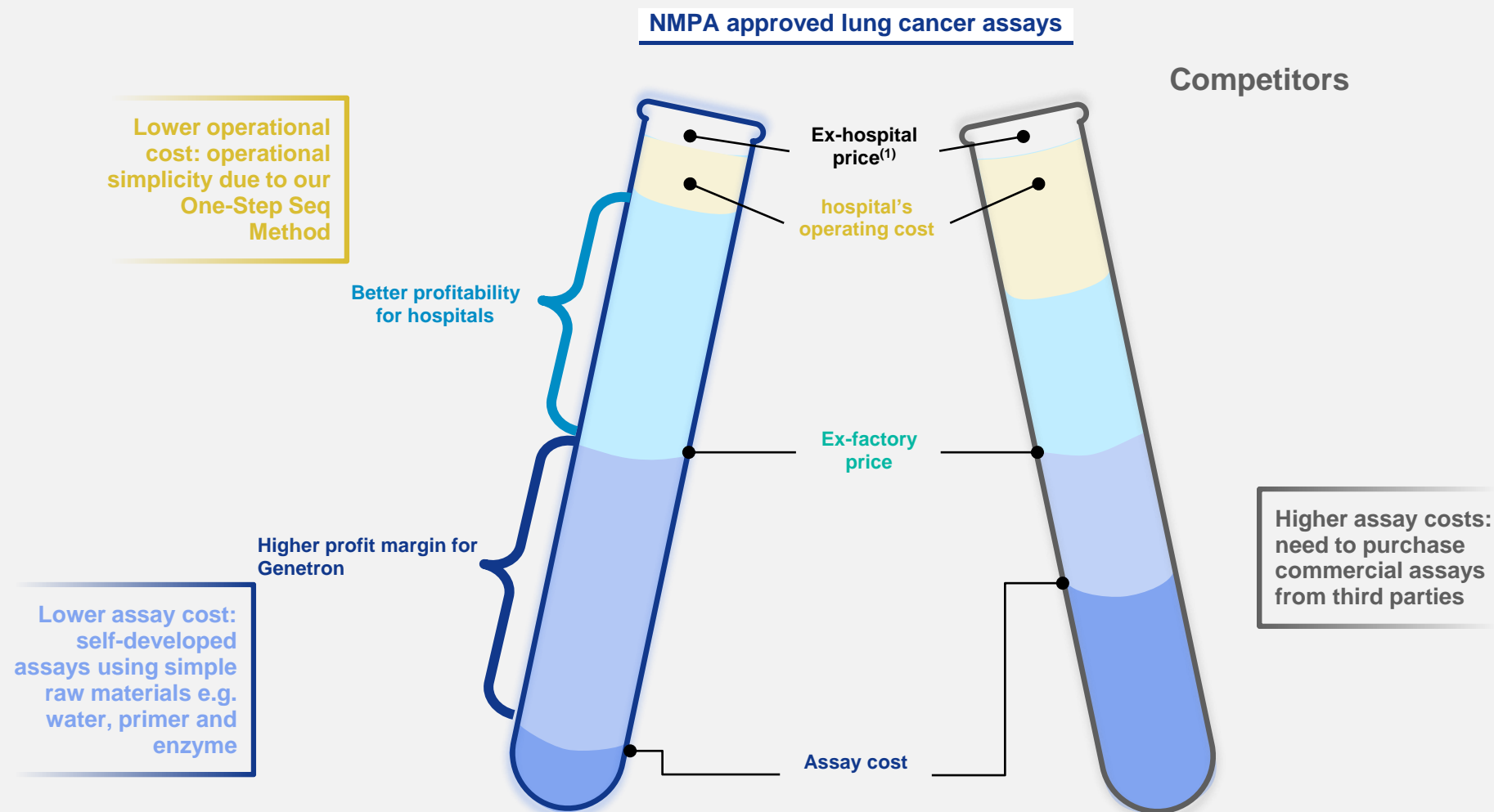
Key features:

Hands-on steps
Total time (from DNA to library)
Contamination risk
Laboratory section requirement

GENETRON 泛生子
Proprietary One-Step Seq
Very simple (10 min)
1.5 hours
Low
Low

Commonly used sequencing methods by peers	
Amplicon Based	Hybridization Capture
Complicated (40 min)	Very complicated
8 hours	24 hours
High	High
Medium	High

# Significant cost advantage presented by proprietary technologies



(1) Based on Company's estimate

# Early screening - commercialization strategy

## HCCscreen™ is powered by Genetron's innovative and proprietary Mutation Capsule technology

- ✓ Massive market opportunity; commercialization underway as a LDT
- ✓ Picked by the NCC/ Wuxi government for a public health initiative
- ✓ Partnership with CTTQ (~30%+ share in hepatitis antiviral drugs, 7,000+ sales reps and 2,000+ hospitals)
- ✓ iKang medical exam centers – full roll out this year
- ✓ Received U.S. FDA breakthrough designation – expands geographical reach

## Three Commercialization Pathways

### Government procurement



江苏无锡(惠山)生命科技产业园  
Jiangsu Wuxi (Huishan) Life Science & Technology Industrial Park

L-PARK



### Hospitals



正大天晴药业集团  
CHIA TAI TIANQING PHARMACEUTICAL GROUP

### Health check centers

iKang 爱康

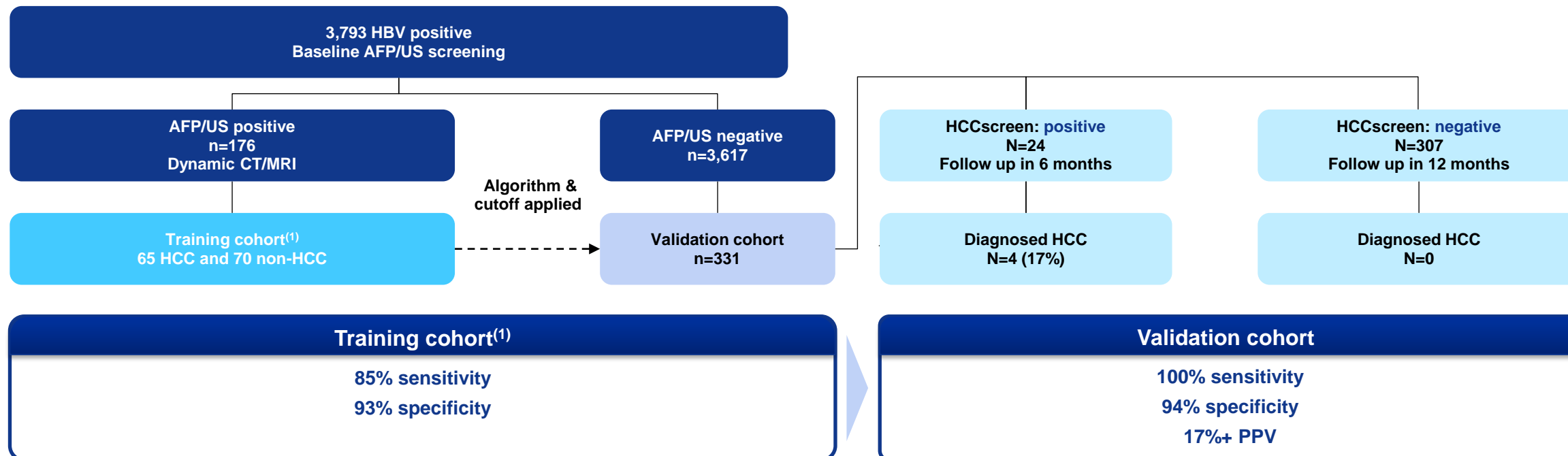
## Genetron's groundbreaking study published in Mar 2019



Study based on collaboration with **National Cancer Center of China**: government funded semi-annual follow-up and blood sample collection



China's **only prospective and peer-reviewed study** published on liver cancer early screening



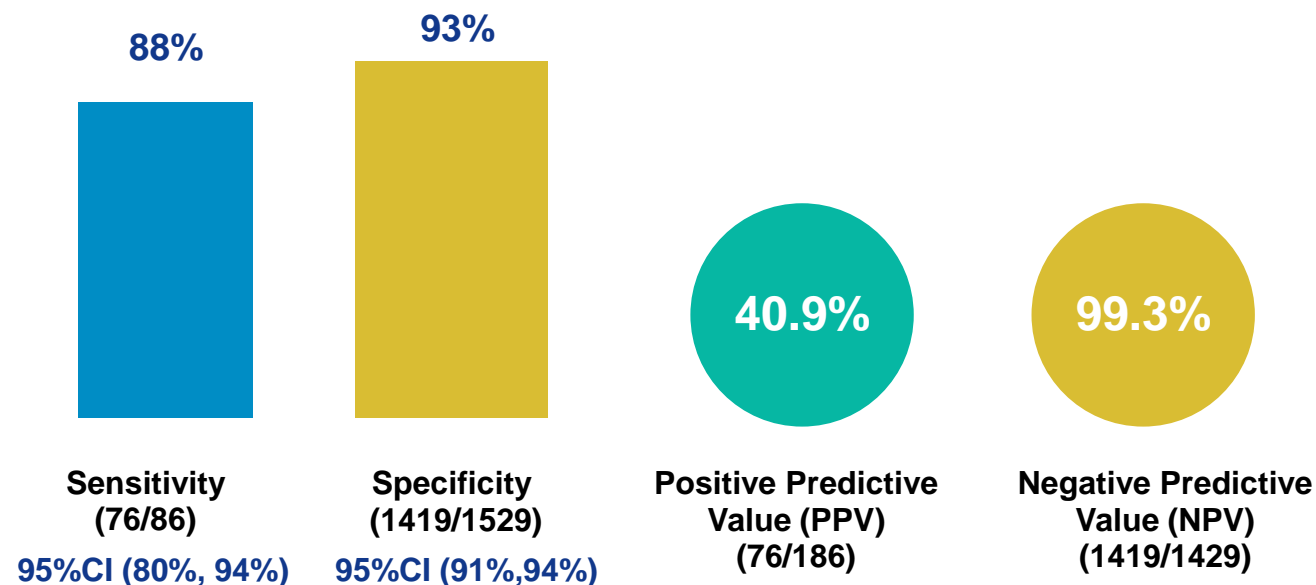
Note:

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



## HCCscreen™ Investigational Study (the “HIT” study)

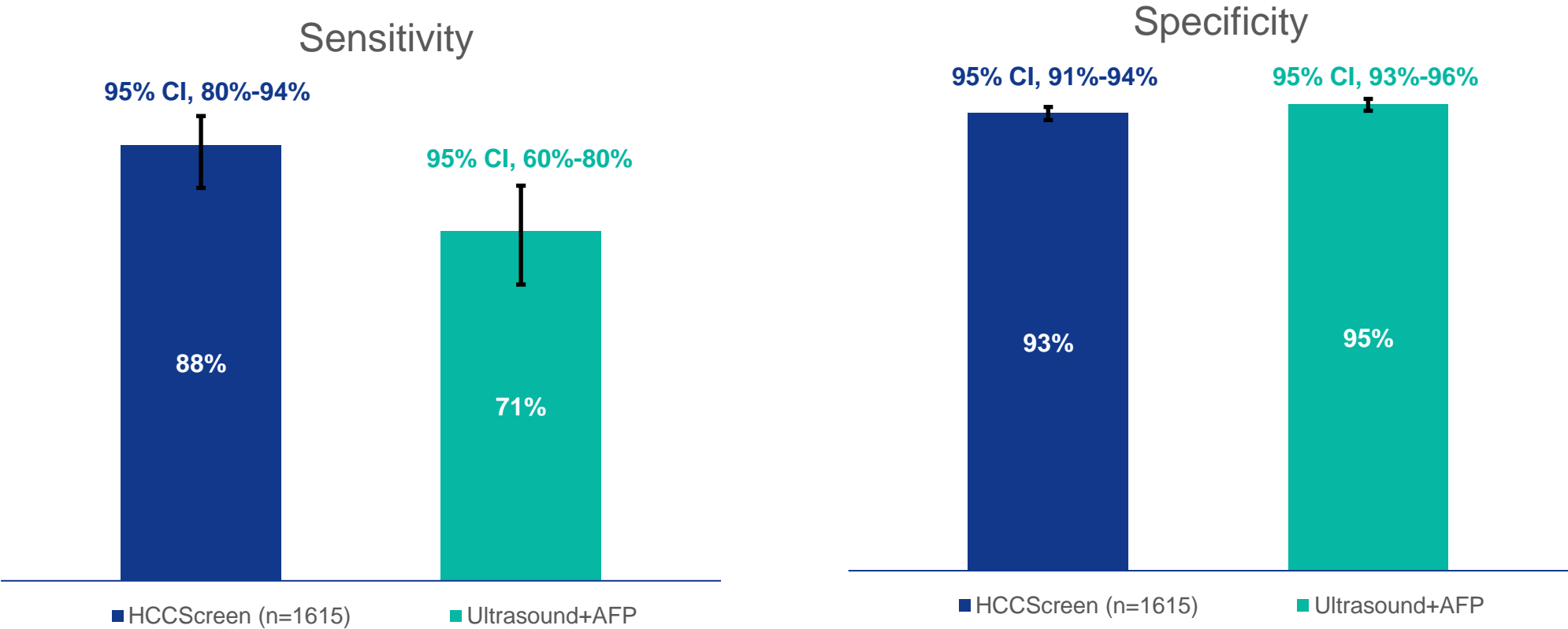
- ✓ A collaboration study started in 2019 with the National Cancer Center
- ✓ A multi-center study
- ✓ 2,000 HBsAg+ patients were tested by HCCScreen™ and Ultrasound + AFP
- ✓ Completed follow-up work for 1,615 cases



HCCscreen™ Test	Clinical Diagnosis		
	HCC	Non-HCC	Total
Test - Positive	76	110	186
Test - Negative	10	1,419	1,429
Total	86	1,529	1,615

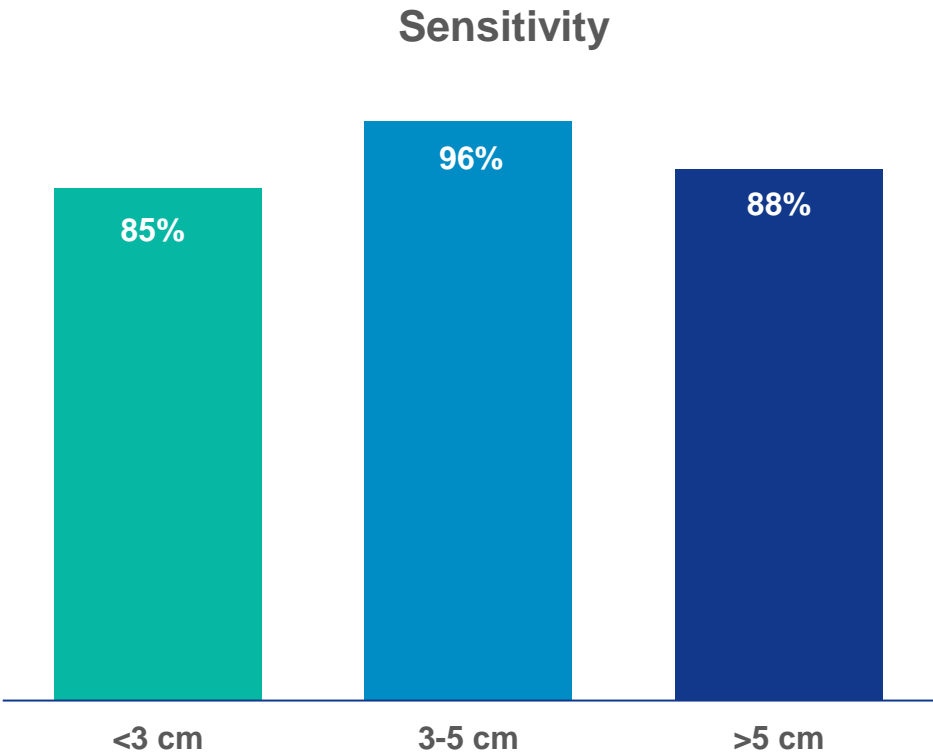


HCCscreen™ demonstrated superior sensitivity and comparable specificity versus SOC (Ultrasound+AFP)





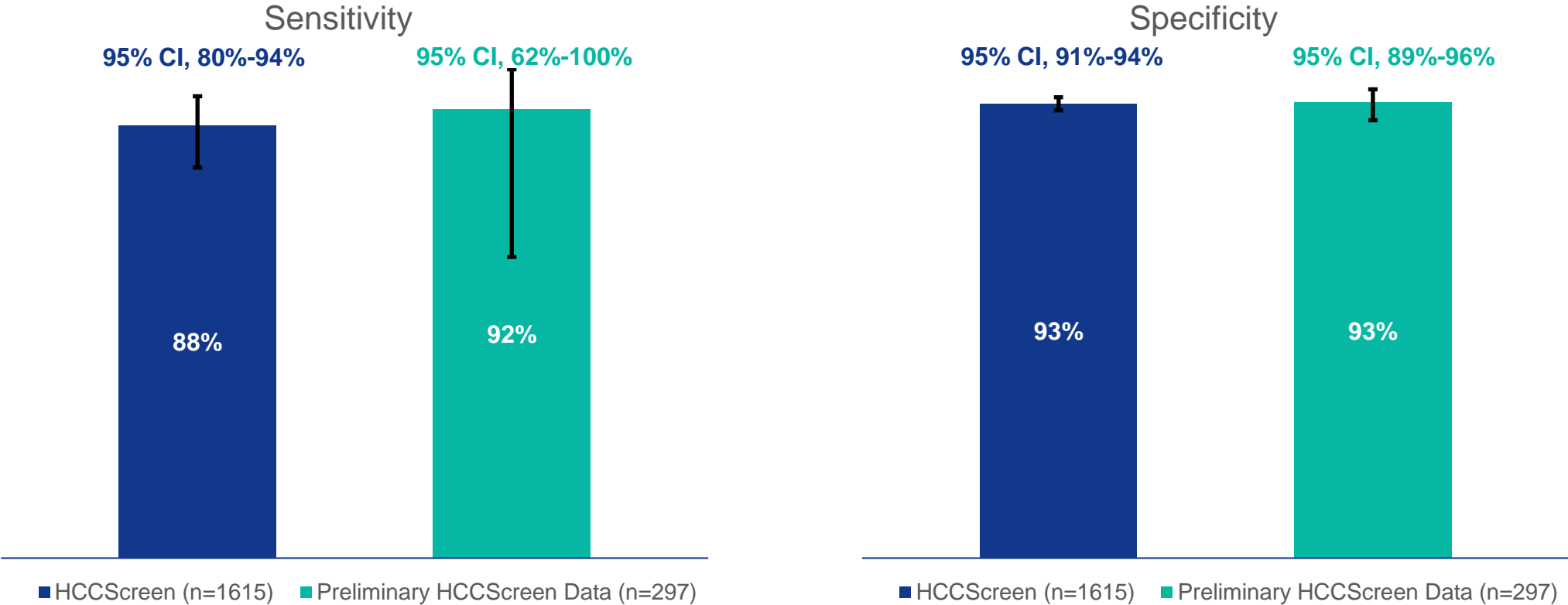
HCCscreen™ demonstrated excellent sensitivity in detecting early-stage HCC. These patients are expected to have much better prognosis than advanced-stage



HCCscreen™ Test	Tumor Size			Total
	<3cm	3-5cm	>5cm	
Test positive	28	22	7	57
Test negative	5	1	1	7
Total	33	23	8	64



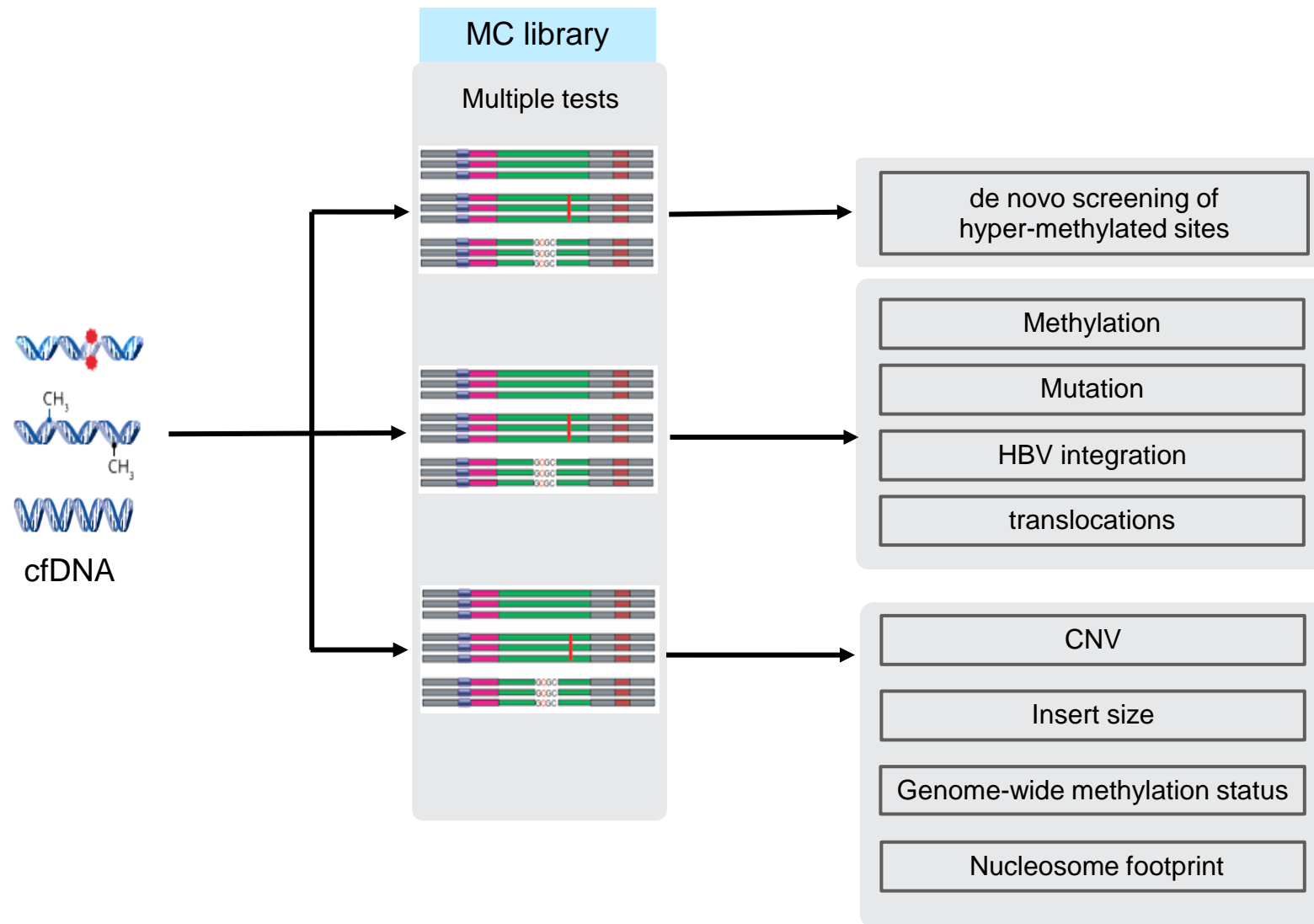
Final analysis of HCCscreen™ demonstrated higher confidence intervals compared to preliminary data



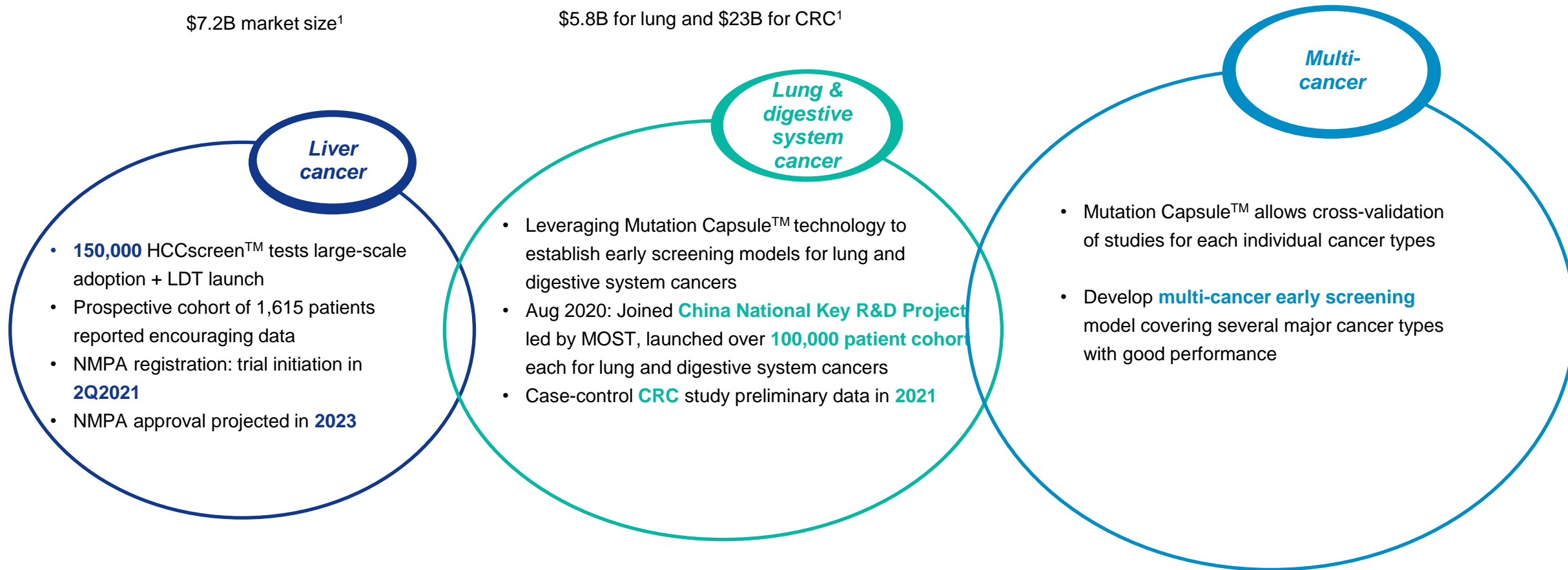


## Features and advantages:

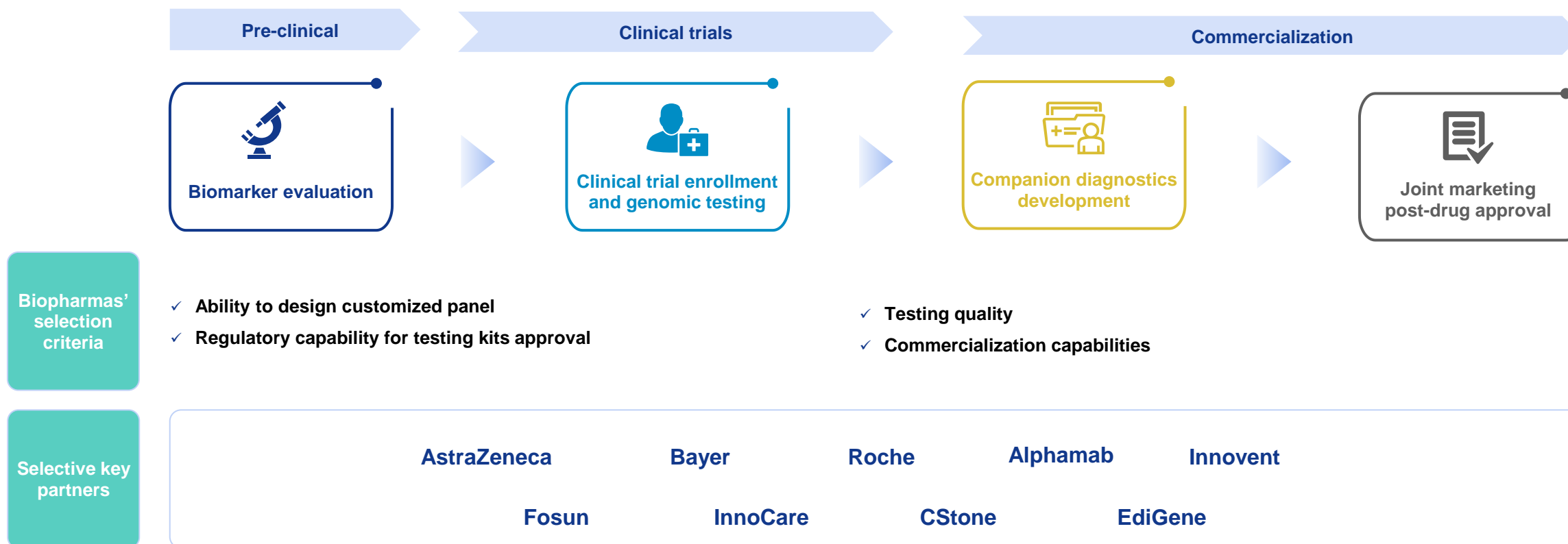
- ✓ In parallel profiling of mutation and methylation markers
- ✓ *De novo* discovery of methylation sites
- ✓ Support multiple tests from a single ctDNA sample
- ✓ Strong performance with significant time and cost savings



# Our strategy to capture early screening market opportunities



# #1 in drug development services for pharmaceutical



Signed contracts with **35** leading global and China biopharmas since Jan 2019

Note: As of December 31, 2021

# State-of-art manufacturing and testing facilities enabling broader adoption



## Laboratories



CLIA<sup>(2)</sup>



CAP<sup>(2)</sup>



NCCL EQA Certification

Beijing, Shanghai, Wuxi <sup>(1)</sup>, Chongqing, Guangzhou<sup>(3)</sup>, Maryland



## Manufacturing facilities



GMP for medical devices



ISO 13485:2016

ISO 9001 2015

ISO:15189:2012 <sup>(2)</sup>

Beijing, Chongqing

Designed annual capacity of **100,000 assays** and **500 sequencing platforms**



Headquarters



Manufacturing facility



Testing facility



R&D center

## United States



CLIA<sup>(2)</sup>



**Working with regulators to formulate industry standards**

Note:

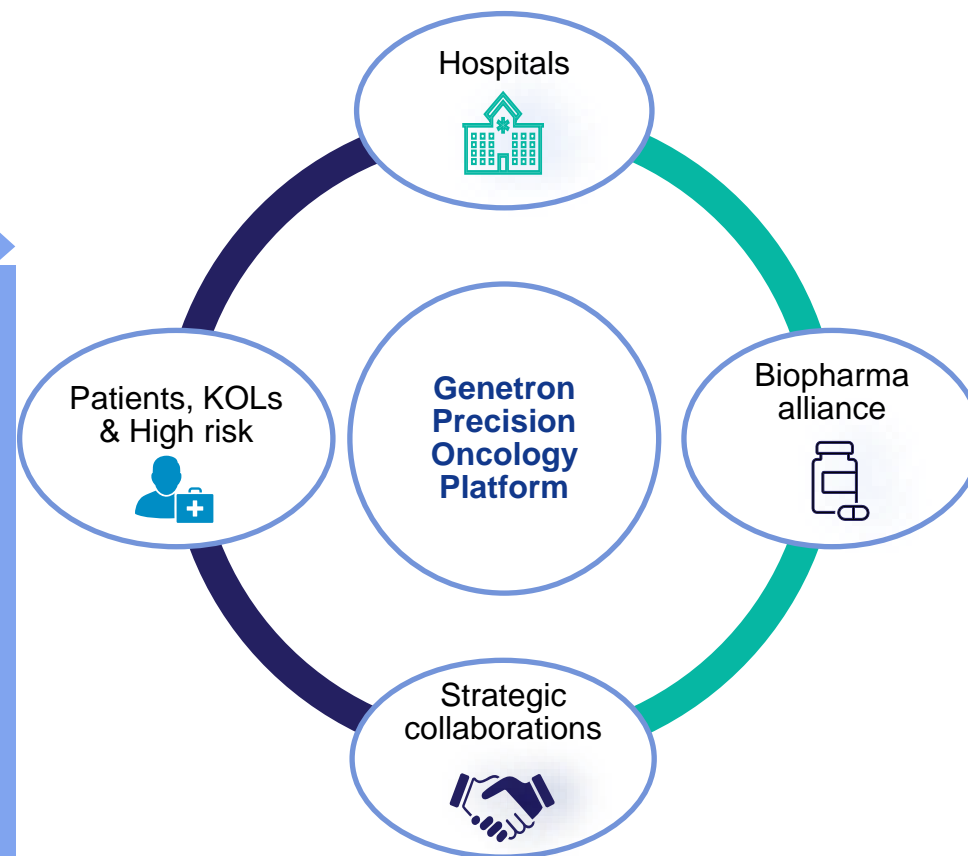
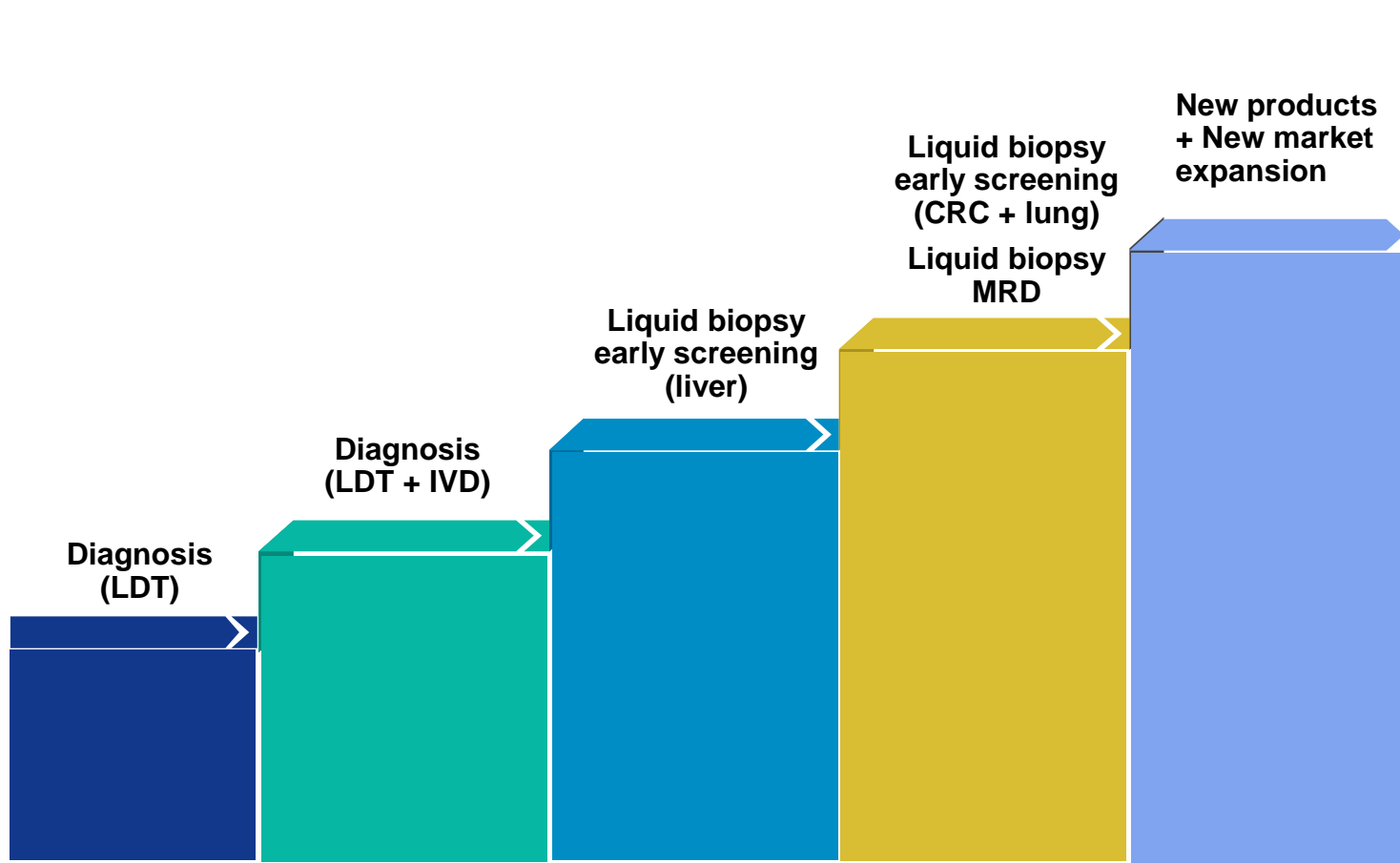
(1) Wuxi facility is under construction

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

(3) Guangzhou Lab is newly established and currently pending certifications



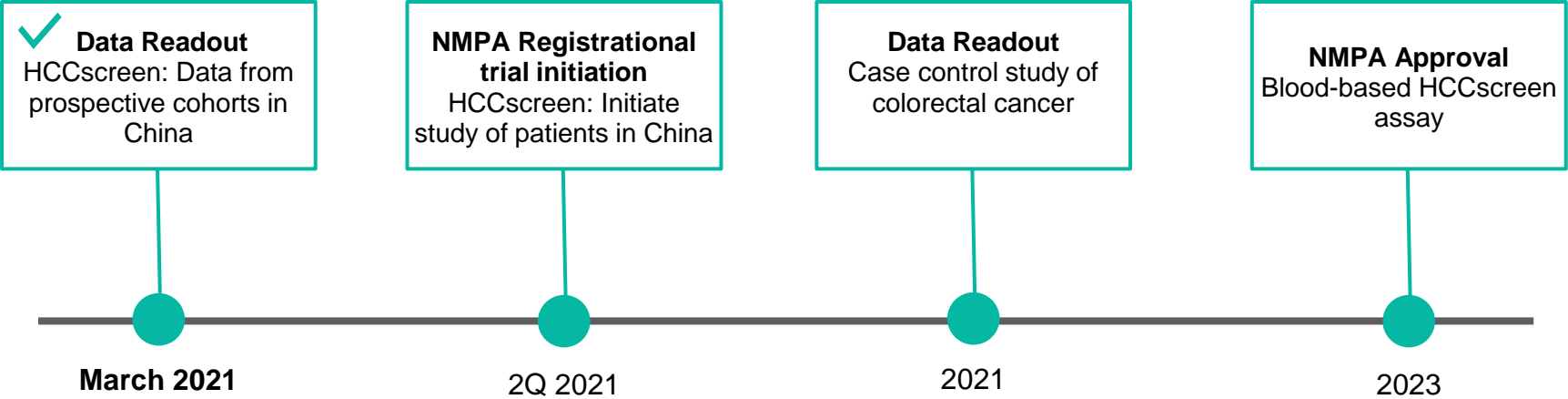
# Well-positioned to become a prominent liquid biopsy player



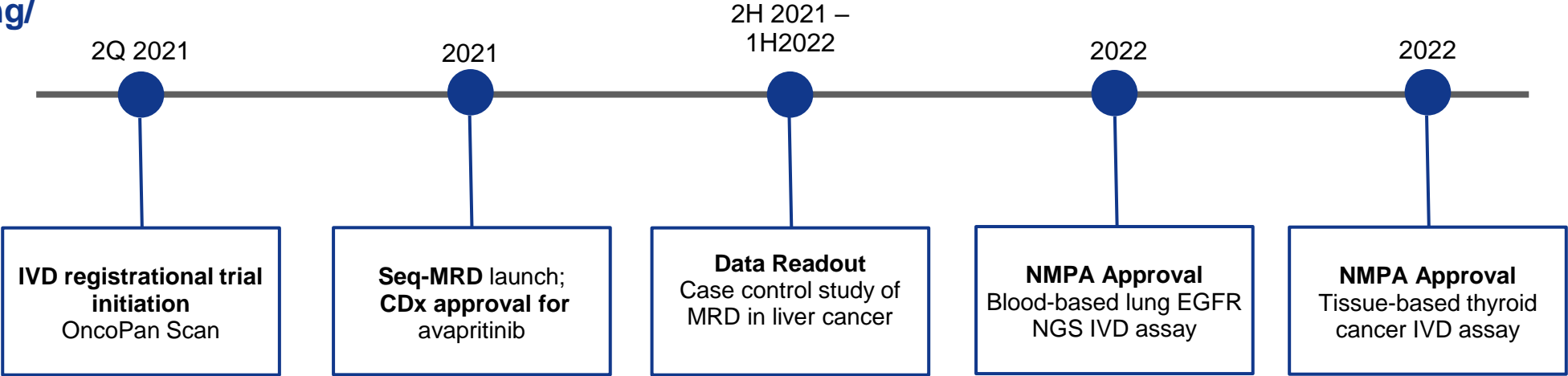


# Upcoming pipeline catalysts

## Screening:



## Diagnosis & Monitoring/ CDx:

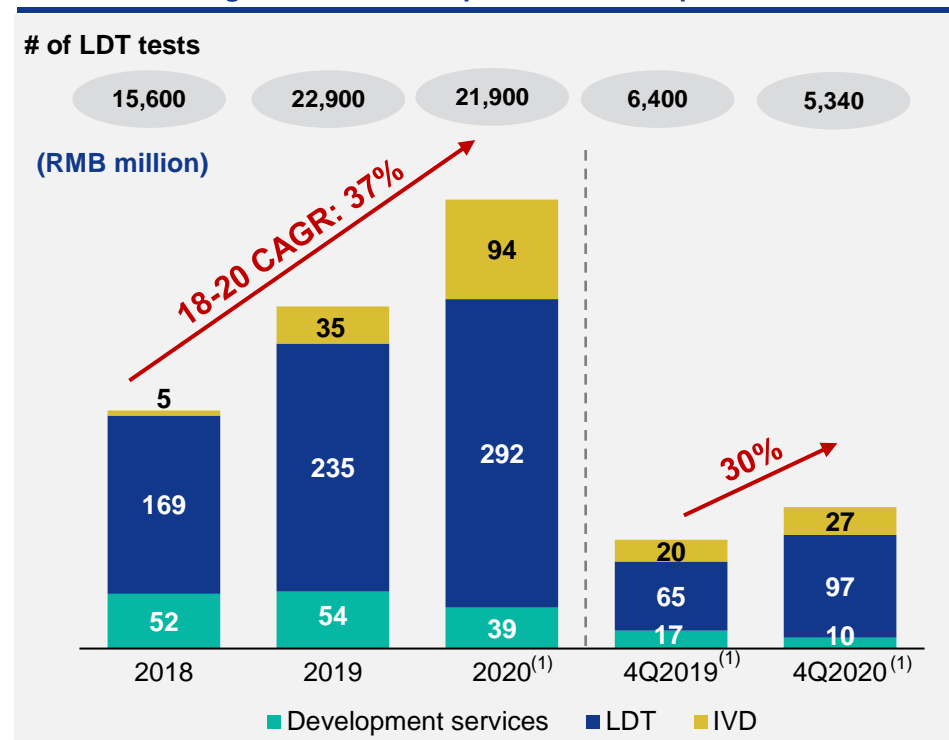


# 4Q and FY 2020 Revenue

## 4Q and 2020 revenue growth driven by both the provision of LDT services, particularly in early screening, and the sale of IVD products

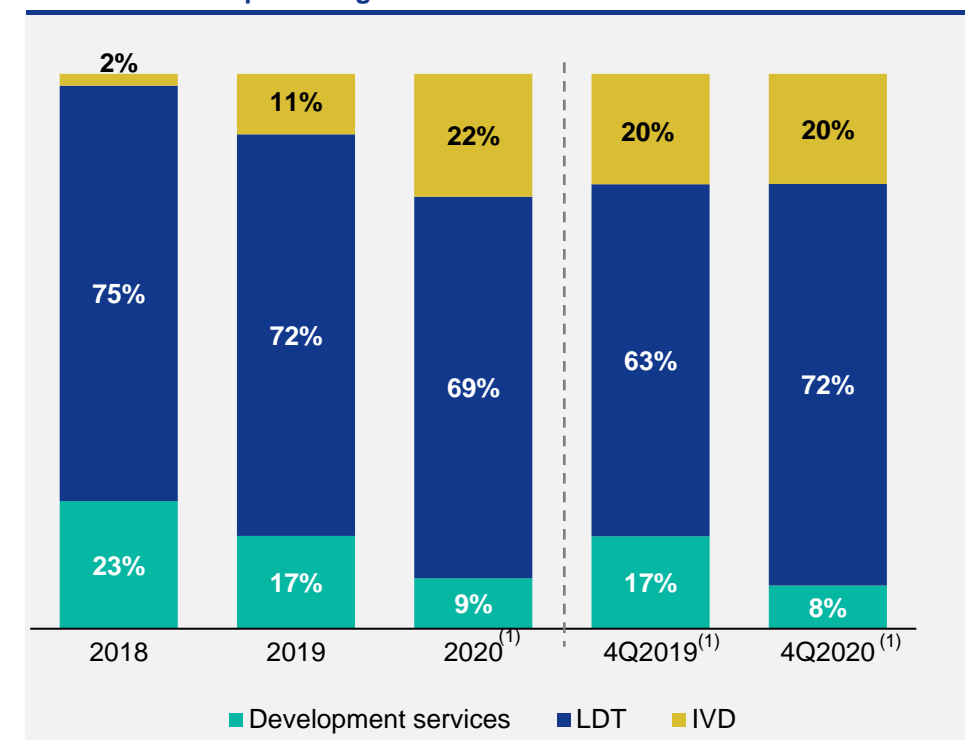
- ✓ LDT: Driven by early screening and higher ASP, offset by COVID-19 resurgence. New regulation should benefit leading LDT companies like Genetron
- ✓ IVD: Driven by assays and sequencing platforms sold; strong momentum in hospital partnerships
- ✓ Development services: Continued strategic shift to biopharma services

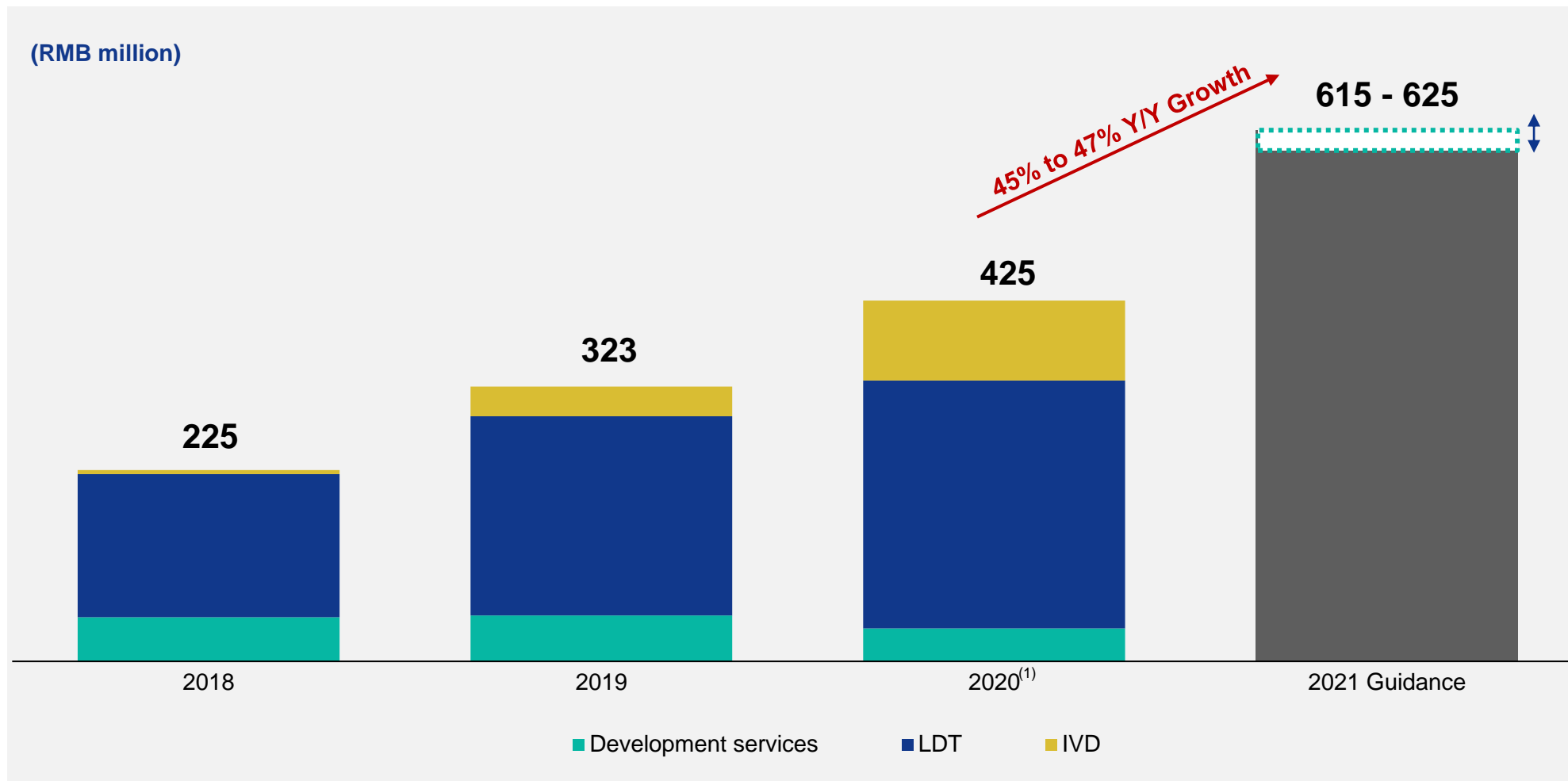
### Robust revenue growth in 2020 despite COVID-19 impact



Note:  
(1) Unaudited financial numbers

### IVD revenue as a percentage of total revenue increased in 2020





Note:  
(1) Unaudited financial numbers



# Appendix

# 4Q and FY 2020 unaudited financial highlights

	Fourth Quarter			Full Year		
(in RMB million)	Q4 2019	Q4 2020	Y/Y Change	FY 2019	FY 2020	Y/Y Change
Revenue	102.9	133.9	30.1%	323.4	424.5	31.3%
Diagnosis & monitoring- LDT	65.3	96.9	48.5%	234.6	291.7	24.4%
Diagnosis & monitoring- IVD	20.5	26.5	29.5%	34.9	94.0	169.2%
Development services	17.2	10.5	(39.0%)	53.9	38.8	(28.1%)
Gross margin	44.5%	62.8%	1830bps	44.8%	61.3%	1650bps
Selling expenses (% of rev)	67.0%	53.7%	(1330bps)	78.4%	58.2%	(2020bps)
R&D expenses (% of rev)	31.4%	39.5%	810bps	28.4%	35.1%	670bps
Admin expenses (% of rev)	27.9%	33.1%	520bps	36.2%	29.8%	(640bps)
Operating loss	(84.8)	(88.9)	-	(306.9)	(268.4)	-
Net loss	(134.8) <sup>1</sup>	(73.2)	-	(676.0)	(3,069) <sup>1</sup>	-
Non-IFRS loss <sup>2</sup>	(86.4)	(62.5)	-	(280.2)	(215.7)	-
Ending cash balance <sup>3</sup>	262.2	1,516.1	-	262.2	1,516.1	-

1. Including RMB2.823 billion in fair value loss of financial instruments with preferred rights for 2020

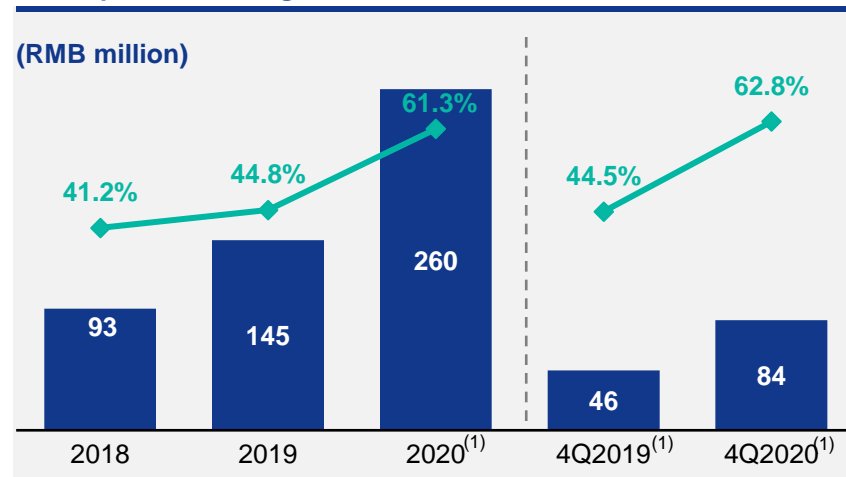
2. Non-IFRS loss represents net results excluding share-based expenses, fair value change and other loss of financial instruments with preferred rights. Please refer to appendix for the reconciliation of non-IFRS loss for the year/period to net loss for the year/period

3. Cash and Cash Equivalents

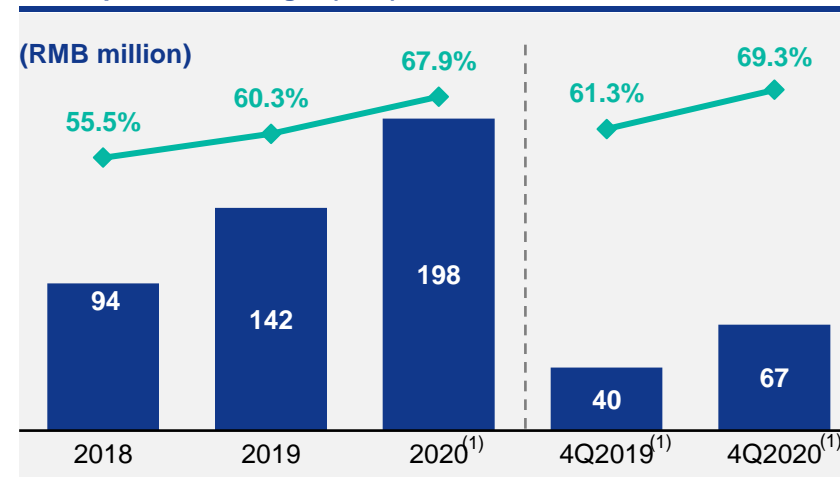


# 4Q and FY 2020 Gross Margin

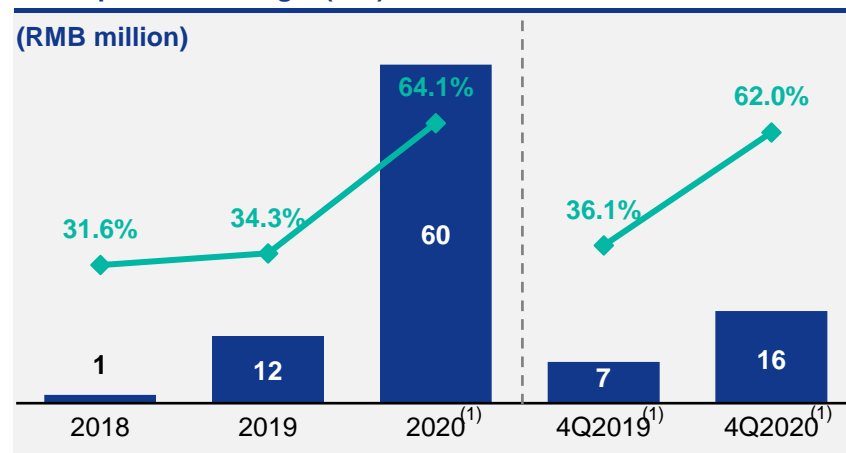
Gross profit and margin



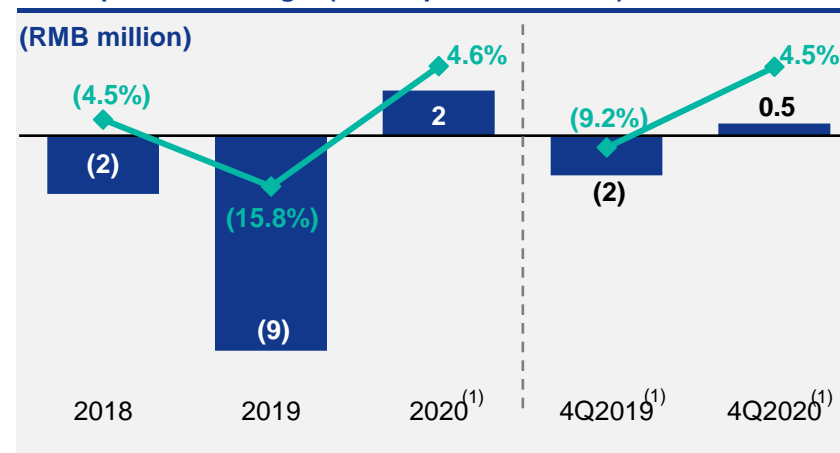
Gross profit and margin (LDT)



Gross profit and margin (IVD)



Gross profit and margin (Development services)

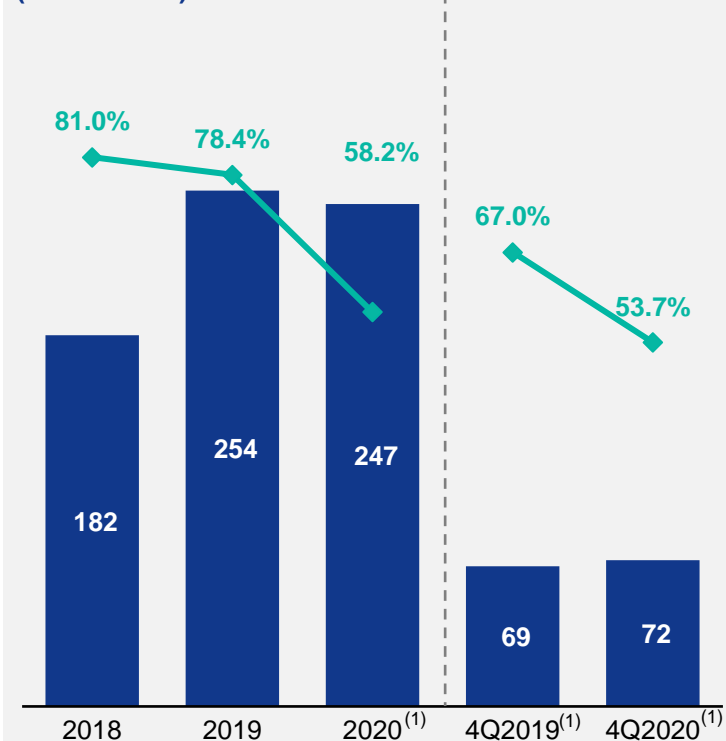


Note:  
(1) Unaudited financial numbers

# 4Q and FY Operating expenses

## Selling expenses

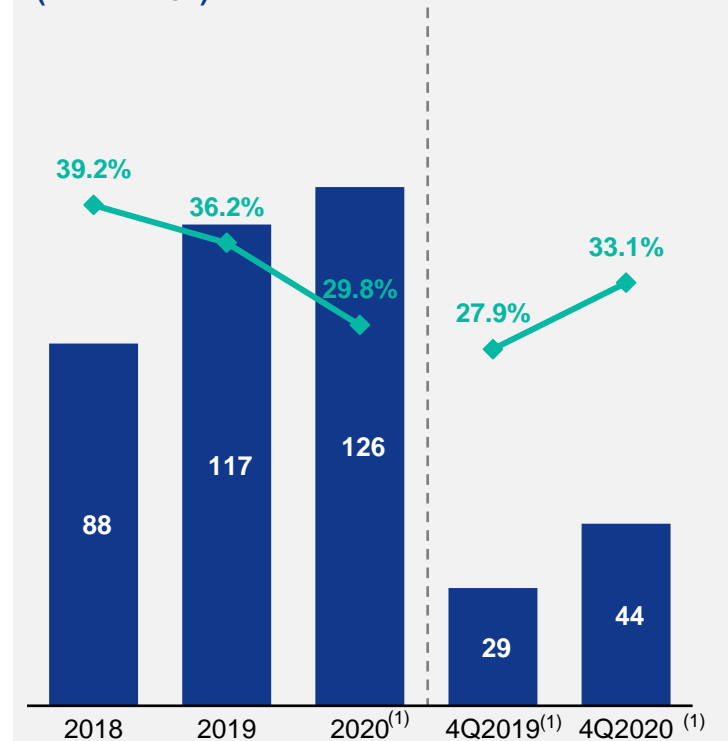
(RMB million)



■ Selling expenses    ■ Percentage of total revenue

## Administrative expenses

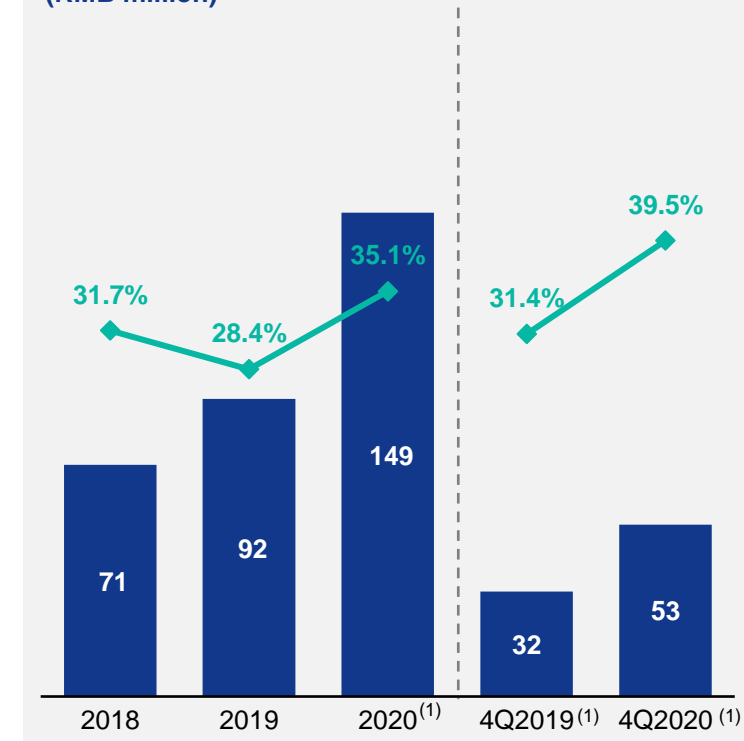
(RMB million)



■ Administrative expenses    ■ Percentage of total revenue

## R&D expenses

(RMB million)



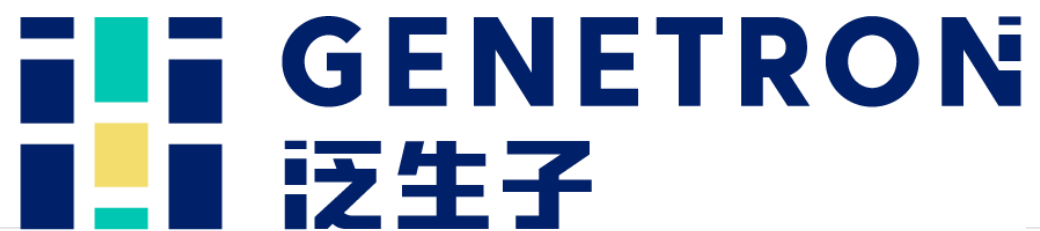
■ R&D expense    ■ Percentage of total revenue

Note:  
(1) Unaudited financial numbers

# Reconciliation of non-IFRS net loss to net loss for the period

## UNAUDITED NON-IFRS FINANCIAL MEASURES

	For the three months ended,	
	December 31, 2019	December 31, 2020
	RMB'000	RMB'000
Loss for the period	(134,798)	(73,222)
Adjustments:		
Share-based compensation	4,390	10,729
Fair value loss of financial instruments with preferred rights	17,439	
Other loss of financial instruments with preferred rights	26,542	
<b>Non-IFRS Loss</b>	<b>(86,427)</b>	<b>(62,493)</b>
<b>Attributable to:</b>		
Owners of the Company	(86,427)	(62,493)



ANSWERS FOR CANCER