Our Vision and Mission

- Lead each market in which we participate by providing our customers the highest quality and the most comprehensive healthcare products and solutions.

- Meet the medical needs of every patient in the world by leveraging our international footprint and through our core values of humanity, equality, accountability, and openness.

- Benefit humankind (人福) by improving global healthcare and our commitment to patients, customers, shareholders, and employees.
Company Profile

- Founded in 1993 in Wuhan, China
- Company headquarters are located in Wuhan’s Bio-lake, the third largest high-tech development zone dedicated to healthcare in China
- Listed on the Shanghai Stock Exchange since 1997 (600079.SH)
- Strong presences in Asia, North America, Europe and Africa, with significant day-to-day operations in more than 15, and products sold to more than 150 countries
Integrated Business

- Pharmaceuticals
- Biotechnology
- TMCs
- Devices
- Diagnostics
- Consumer Healthcare

- Direct Sales Force: 5,000+
- Vast Distribution Network
- Direct Access: 10,000+ Hospitals
- Pharmacy Coverage: 30,000+

- Central and Global R&D Centers
- Balanced Pipeline
- Domestic and International Collaborations

- Serve Millions via 16 General, Specialty, and TCM hospitals
- Wuhan’s Largest Medical Web-portal
Business Highlights

- **Number One Provider** of Anesthetics and Analgesics
- Direct Access to **10,000+** Hospitals in China
- **Number One** Soft-gel Manufacturer in China
- **400+** Products Marketed in China and Globally
- **Top Three Provider** of Fertility Regulation Drugs in China
- **20+** Manufacturing Plants in the World; **Two** in the US and **Two** in China with FDA Approvals
- **Number One Provider** of Uyghur Medicine
- **13,000+** Employees Worldwide
- Pharmacy Coverage: **30,000+**
Financial Performance

- Ranked as **Top 18 Pharmaceutical Companies in China**
- Five-year CAGR **Twice the Industry Average**

**Revenue ($ Millions)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016A</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$552</td>
<td>$766</td>
<td>$866</td>
<td>$1,017</td>
<td>$1,449</td>
<td>$1,778</td>
</tr>
</tbody>
</table>

26% CAGR

**Net Income ($ Millions)**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$62</td>
<td>$81</td>
<td>$87</td>
<td>$92</td>
<td>$123</td>
<td>$156</td>
</tr>
</tbody>
</table>

20% CAGR
Financial Targets

- Rank in **Top Ten** Pharmaceutical Companies in China
- Maintain Revenue CAGR of **25%**
- Net Income Margin to **>10%**
Market Leader of Anesthetics & Analgesics

- 2017 Expected Total Sales of Anesthetics and Analgesics of $400 Million
- 60% Share of the Chinese Market
- Eleven Products Manufactured and Sold in China and Asia, the Most of Any Company
- Single Source of Five Products
- Eighty Drug Candidates in Clinical Development
- Eight NCEs in Pre- and Clinical Trials
Leader of Fertility Regulation

- Total Sales of Fertility Regulation Drugs in 2016: $60 Million
- Share of the Chinese Fertility Regulation Market: 30%
- Seven Products Manufactured and Sold in China and Asia
- Synergy with Other HGG Businesses, Including Women’s Consumer Health and Diagnostics
Products in Other Therapeutic Areas

- Drugs for the Central Nerve System (CNS), including Pain, Epilepsy, etc, the Digestive System and the Respiratory Diseases
- Plasma-derived Products for Surgery-related Complications, hemophilia, Burn, etc
- Biologics
- Traditional Chinese Medicine (TMC), including Uygur Medicine
- In Vitro Diagnostics Products
- Medical Devices
Extensive Chinese Sales and Distribution

- **Sales Professionals:** 5,000+
- **Thirty Provinces and Districts** with Established Distribution Networks
- **Direct Access to** 10,000+ **Hospitals**
- **Covered Pharmacies:** 30,000+
- **Number One** Distributor of Roche Diagnostics in Beijing
Research and Development

- **Five Percent** of Revenue Invested into R&D—**Top-Tier** Among Chinese Pharma Peers
- Five R&D Centers in the US
- **1,200** In-House R&D Employees, **Sixty** of Whom Hold **PhDs**
- Drugs in Clinical Development: **200+**
- **10+** New Chemical Entities (NCEs) in Clinical Development
## Select NCEs and Biologics Snapshot

<table>
<thead>
<tr>
<th>Name</th>
<th>Description</th>
<th>Indication</th>
<th>Development Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fospropofol Disodium</td>
<td>Prodrug of propofol</td>
<td>Anesthesia</td>
<td>Phase I Phase II</td>
</tr>
<tr>
<td>pUDK-HGF</td>
<td>Naked plasmid DNA expressing human hepatocyte growth factor</td>
<td>Critical Limb Ischemia (CLI)</td>
<td></td>
</tr>
<tr>
<td>ad-HGF</td>
<td>Adenovirus containing hepatocyte growth factor</td>
<td>Ischemic Myocardial Infarction</td>
<td></td>
</tr>
<tr>
<td>Remimazolam</td>
<td>Ultra-short-acting intravenous benzodiazepine</td>
<td>Anesthesia</td>
<td></td>
</tr>
<tr>
<td>M6G</td>
<td>Morphine-6-glucuronide, a major active metabolite of morphine</td>
<td>Anesthesia</td>
<td></td>
</tr>
<tr>
<td>WB1-340</td>
<td>PARP inhibitor</td>
<td>Cancer</td>
<td></td>
</tr>
<tr>
<td>HWH486</td>
<td>BTK inhibitor</td>
<td>Rheumatoid Arthritis</td>
<td></td>
</tr>
<tr>
<td>S6</td>
<td>Non-Steroid Anti-Inflammatory</td>
<td>Pain, Inflammation</td>
<td></td>
</tr>
</tbody>
</table>
A True Global Company

- 15 Countries where Humanwell has manufacturing sites or significant day-to-day operation
- Products sold to more than 150 countries
Aiming to Be a Top Ten US Generics/Specialty Player

History
- Entered the US in 2008 with the establishment of PuraCap Pharmaceuticals
- Acquired Epic Pharma, LLC in 2016
- Acquired the Ritedose Corporation in 2017 with AGIC

Present
- Capabilities: Soft-gel manufacturing, controlled substances, extended release, Blow-Fill-Seal (BFS)
- 30 marketed NDAs and ANDAs
- 20+ ANDAs pending FDA approval
- 50+ NDAs and ANDAs in development
- Expected 2017 combined sales of $300 million

Future
- Reach $1 billion sales through organic growth and M&A
- Importation of US drugs and technologies to China that enhance our US financial performance and strengthen competitiveness in China
Chinese Pharma Market: History

Chinese Pharma Revenue ($ Billions)

Source: OECD Estimates
Chinese Pharma Market: Growing Importance

Projected Pharma Sales ($ billions)

- France
- Russia
- Germany
- Japan
- China
- USA

Source: Torreya Partners
Chinese Regulations: Rapidly Changing

Key CFDA policy changes:
- Non-China clinical data now accepted for new drug approval if ethnicity is non-issue
  - Rare and pediatric diseases without effective treatment options will be considered if ethnicity may be an issue
- Bioequivalence (BE) data of US or Europe ANDAs can support Chinese approval
- International multi-center clinical trial data accepted for Chinese approval if Chinese patient data is no different from the overall trial
- No intentional delays of early stage (Phase I or II) Chinese clinical trials
- IND clinical trial approval timeline significantly shortened from 1-2 years previously

Implications for global companies:
- Faster approval timelines for innovative drugs (traditionally 5-6 years behind)
- Earlier access to the growing Chinese market

Implications for mid-size companies:
- Lowered barrier to entry to the Chinese market (previously only practical for MNCs)
- China is now an integral part of drug development and commercialization strategies
Humanwell: Your Partner for China and Worldwide

- A global company with major operations in Asia, America, Europe, and Africa
- Large footprint in two of the largest Pharma markets: US and China
- Global R&D and manufacturing infrastructure facilitates both technology transfers and product approvals
- Extensive sales and distribution network in China will expedite market entry and penetration
- Investor partnerships and deep capital access
Come visit us in China. You won’t be disappointed.
CONTACT INFO : 027-87596718
www.renfu.com.cn