

GenScript Biotech Corporation

Make People and Nature Healthier through Biotechnology

2021 Annual Results Presentation

Stock Code: 1548.HK



Disclaimer

Forward-Looking Statement

This presentation may contain certain "forward-looking statements" which are not historical facts, but instead are predictions about future events based on our beliefs as well as assumptions made by and information currently available to our management. Although we believe that our predictions are reasonable, future events are inherently uncertain and our forward-looking statements may turn out to be incorrect. Our forward-looking statements are subject to risks relating to, among other things, the ability of our service offerings to compete effectively, our ability to meet timelines for the expansion of our service offerings, and our ability to protect our clients' intellectual property. Our forward-looking statements in this presentation speak only as of the date on which they are made, and we assume no obligation to update any forward-looking statements except as required by applicable law or listing rules. Accordingly, you are strongly cautioned that reliance on any forward-looking statements involves known and unknown risks and uncertainties. All forward-looking statements contained herein are qualified by reference to the cautionary statements set forth in this section.

Use of Adjusted Financial Measures (Non-IFRS Measures)

We have provided adjusted net profit,, which excludes the share-based compensation expenses are not required by, or presented in accordance with, IFRS. We believe that the adjusted financial measures used in this presentation are useful for understanding and assessing underlying business performance and operating trends, and we believe that management and investors may benefit from referring to these adjusted financial measures in assessing our financial performance by eliminating the impact of certain unusual and non-recurring items that we do not consider indicative of the performance of our business. However, the presentation of these non-IFRS financial measures is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with IFRS. You should not view adjusted results on a stand-alone basis or as a substitute for results under IFRS, or as being comparable to results reported or forecasted by other companies.



CONTENT

Business Highlights Financial Performance Future Strategies





Business Highlights

Segment Highlights

Life Science Services and Products

- Revenue up 26.4% YoY; two decades of consecutive growth
- The emerging markets continue to show strong growth momentum
- High-impact innovations doubled GCT related revenue
- Capacity expansion and cost optimization through automation and digitalization
- Industrial grade capacity expansion in the US, China and Singapore

Biologics CDMO

- Revenue up 101.5% YoY; backlog up 108.4% YoY
- Emerging leader in CDMO industry with 24 new integrated antibody CMC projects, up 71.4% YoY and 8 IND approvals in both China and US
- No.1 plasmid provider in China with 6 IND approvals in China, Japan and Korea
- \$150M Series A Financing and capacity expansion on track

Industrial Synthetic Biology

- Revenue up 33.6% YoY; achieved historical breakeven financial goal
- Innovative industrial enzyme company with highest revenue growth rate in China
- Robust pipeline of innovative enzymes to meet market demands
- Leveraging industry-leading R&D platforms to capture new synthetic biology market opportunities

Cell Therapy

- Best-in-class data from CARTITUDE-1 and CARTITUDE-2
- Cilta-cel MAA and NDA submitted in EU and Japan respectively
- State-of-the-art manufacturing facility announced in Belgium
- \$300 million PIPE investment in May 2021 and \$345 million Follow-on Public
 Offering
- CARVYKTITM (cilta-cel) was approved by the U.S. FDA¹

Life Science

- Continually Strengthen Our Life Science Competitiveness

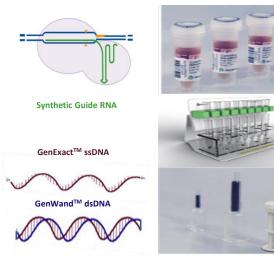
Mol Bio Automation

- ✓ 60% of gene synthesis on automation platform
- ✓ Automation rate increased by 12%
- ✓ 20% of labor efficiency improvement



GCT Materials and Solutions

- ✓ EasyEdit sgRNA and SafeEdit sgRNA
- ✓ Precise and low cytotoxicity GenExact[™] ssDNA and Closed-end GenWand[™] dsDNA
- ✓ CytoSinct[™] Magnetic Cell Separation system



Proprietary CHO Platform

 Proprietary CHO mammalian expression will be the driver for protein services for the next few years

Lead Identification	Lead Optimization	Manufacturing
HEK293 based expression		CHO based expression
High-Density HEK 293-F Exp	pression	
CHO-HT (High Throughput) CHO Express CH	IO-HP (High Performance)	
Higher Yield Reach 2+g/L for transient expression	Shorter TAT Production time includes gene synthesis	Superior Quality Full range QC and characterizations
Cost-Effectiveness Taking advantage of our rich experience	O Error Rate Unique QR code tracking and automation	Validated Consistency Scale-up in the same CHO cell line

Life Science Capacity Expansion

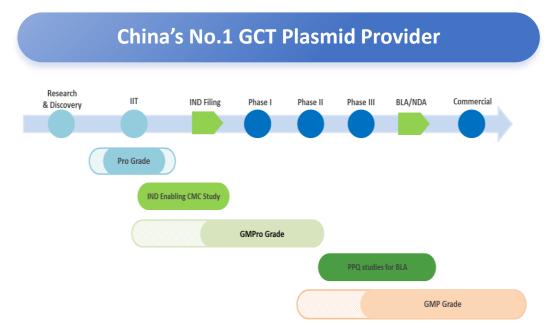
- Commitment to Industry Leading Scale

Present

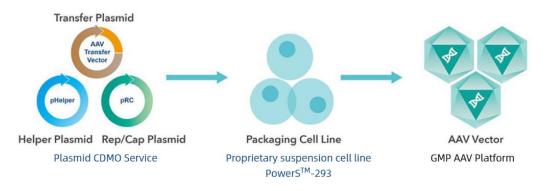


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Biologics CDMO — *State-of-the-Art Platforms*



AAV Vector CDMO Services



- 5 mRNA IND approvals by NMPA, PMDA MFDS
- 1 mRNA IND submitted
- 1st GCT CDMO with commercial manufacturing capability
- High Titer Strain with clear IP and traceability
- 100L GMP capability, will have 500L in 2022
- Strong capability with long Poly A (Up to 200bp)
- > 15 mRNA clinical batches, 1 mRNA under Pre-BLA
- ~20 mRNA customers and >40 mRNA projects

- Benefits of Suspension PowerSTM-293
- Triple transient transfection with unique suspension
 PowerSTM-293 production system
- Compliant for IND application and commercialization
- Stable AAV packaging ability for different AAV serotypes
- 30~50% higher crude titer than commercial cell line
- Scalable production process

Biologics CDMO — A Modern CDMO in Progress



Biologics



2019	Plasmid & Virus GMP Facility
Zhenjiang	4,800m ²
2021	Plasmid GMP Facility
Zhenjiang	6,400m ²
2023	Plasmid GMP Facility & Virus Lab Expansion
Zhenjiang	11,200m ²
2024	Plasmid & Virus GMP Facility
Zhenjiang	31,000m ² , Clinical and Commercial mfg. Center
2023-24	Plasmid & Virus GMP Facility
U.S. Piscataway	5,500m ²

2019	Antibody R&D center
Nanjing	Discovery, AD, PD, pre-clinical mfg, 8,600m ²
2020	mAb GMP Facility
Nanjing	Phase I & Phase II clinical samples, 2,600L
2022	mAb Lab Expansion
Zhenjiang	6,400m ²
2023	mAb Lab Expansion & Pharmacology lab
Nanjing	7,000m ²
2024	mAb GMP Facility
Zhenjiang	16,000L
N	

Industrial Synthetic Biology

-Leading Industrial Innovation

Advanced Expression Platform

	Bestzyme	Competitor A	Competitor B	Competitor C
Pichia pastoris	\checkmark	\checkmark	\checkmark	\checkmark
Bacillussubtilis	✓	✓	✓	\times
Bacillus licheniformis	*	*	✓	\times
Aspergillusniger	*	✓	✓	\times
Trichoderma reesei	✓	✓	*	*
Aspergillus oryzae	\checkmark	*	\times	\times
Superior expression system	Kara Kara Kara Kara Kara Kara Kara Kara	ng expression system	Lack of expression	on system

Outstanding Products Launched

LiqFINE® BAA low-pH and thermostable amylase

- For starch liquefaction process
- Excellent low-pH tolerance and stable performance
- Boost liquefaction performance and increase fermentation yield
- Less chemical consumption, waste water generation, and energy cost

BesCell VRE compound enzyme

- Help the mashing step in wheat processing
- Increase customer's capacity utilization
- Improve customer's product purity
- Energy savings

*ProMax*¹ thermostable protease

- For feed applications
- Suitable for a variety of raw materials with wide range of protein cleavage site preference
- Super low-pH tolerance and thermos stability for feed processing.
- Improve performance and health of animals

Cell Therapy — Industry Forerunner

Commercial Approval and Global Manufacturing





CARVYKTI[™] (cilta-cel) was approved by the U.S. FDA on Feb 28th 2022

• BIC CAR-T product for MM WW¹



BCMA US / EU / JP / ROW Launch/ Commercial Site √ GMP Operational



- Future Commercial Site
- BCMA China Launch Site & Legend Clinical Supply Site ✓ GMP Operational

Nanjing

US / EU / JP Legend

Clinical Supply Site



Future Commercial Site



Future Commercial Site

Next Generation Cell Therapies Pipeline



1:BIC comes from clinical data of CARTITUDE studies

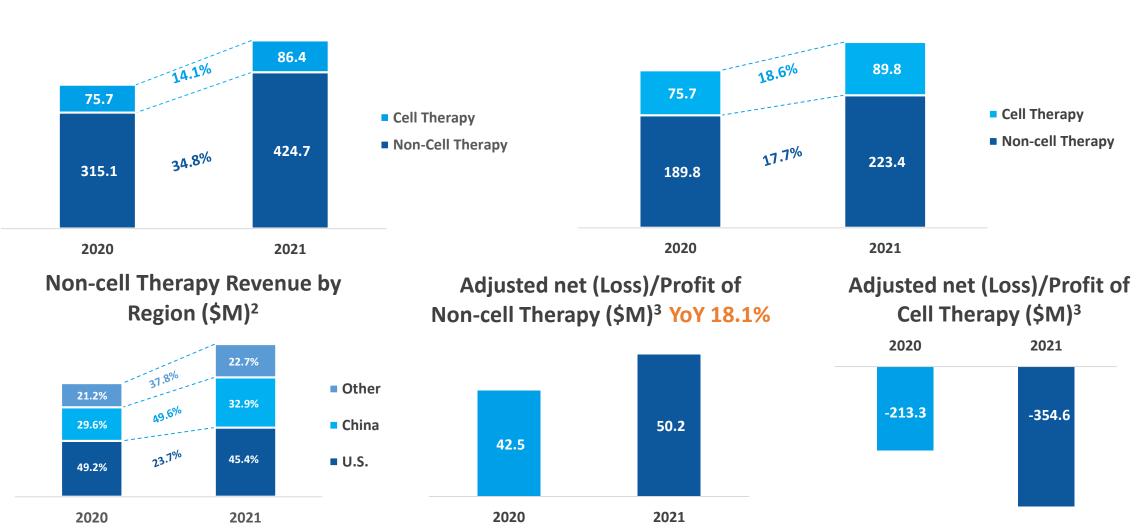
2:1&2Stands for construction ongoing/in progress ALL, Acute lymphoblastic leukemia; BCMA, B-cell maturation antigen; DLBCL, diffuse large B-cell lymphoma; DLL3, delta-like ligand 3; GPC3, Glypican-3; HCC, hepatocellular carcinoma; HIV, human immunodeficiency virus; IT, investigator-initiated trial; NHL, non-Hodgkin lymphomas; MM, multiple myeloma; NSCLC, non small cell lung cancer; SCLC, small cell lung cancer; TCL, T-cell lymphoma in collaboration with Janssen, Pharmaceutical Companies of Johnson. Phasea III Tin China: #Multiple allogeneic platforms are being developed.



Financial Performance

FY2021 Financial Highlights

External Revenue (\$M) YoY 30.8%



Gross Profit before Elimination (\$M)¹ YoY 18.6%

Gross profit before eliminations Percentage in the bar stands for the region revenue of that particular year.

Refer to appendix1&3 for reconciliation

Significant Investment to Fuel Future Growth

2-Year R&D (\$M)¹YoY 36.1%

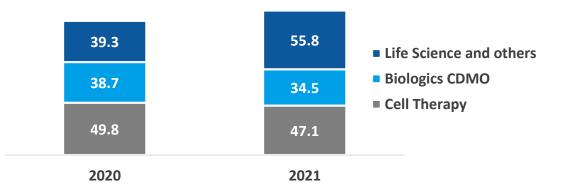
Majority of R&D on Cell Therapy

- Cilta-cel program global clinical trials
- New cell therapy pipeline

Non-Cell Therapy segments ~12% of total Revenue in R&D

- Novel life science tools and services
- Improvement of GCT Platform
- Optimization of industrial enzyme products

2-Year Capex (\$M)²



Cell Therapy \$47.1M

- GMP facilities and equipment for clinical trials in both US and China
- Commercial facilities construction

Biologics CDMO \$34.5M

- Antibody drug facilities in Nanjing and Zhenjiang
- GCT Commercial Center in Zhenjiang

Life science & Other Capital Expenditure \$55.8M

Capacity expansion

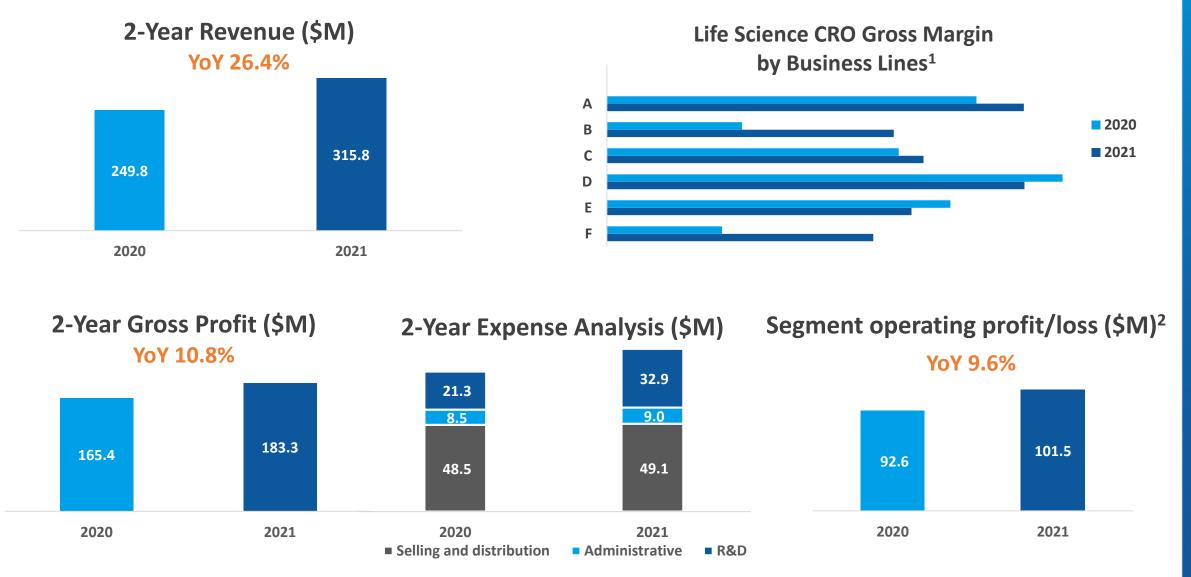
Strong Balance Sheet

- Legend Biotech cash position³ at \$887.1M
- Non-cell therapy segments cash position³ at \$520.8M

- Management accounts, Data derived from MD&A. Capital expenditures=the expenditure incurred in purchasing intangible assets, namely software, patents and license +the expenditure incurred in purchasing property, plant and equipment and construction in process and freehold land
- 3. Cash Position=Current Financial assets at fair value through profit or loss + Financial investment measured at amortized cost+ Pledged deposits + Time deposits+ Cash and cash equivalents

^{1.} R&D Expense before elimination

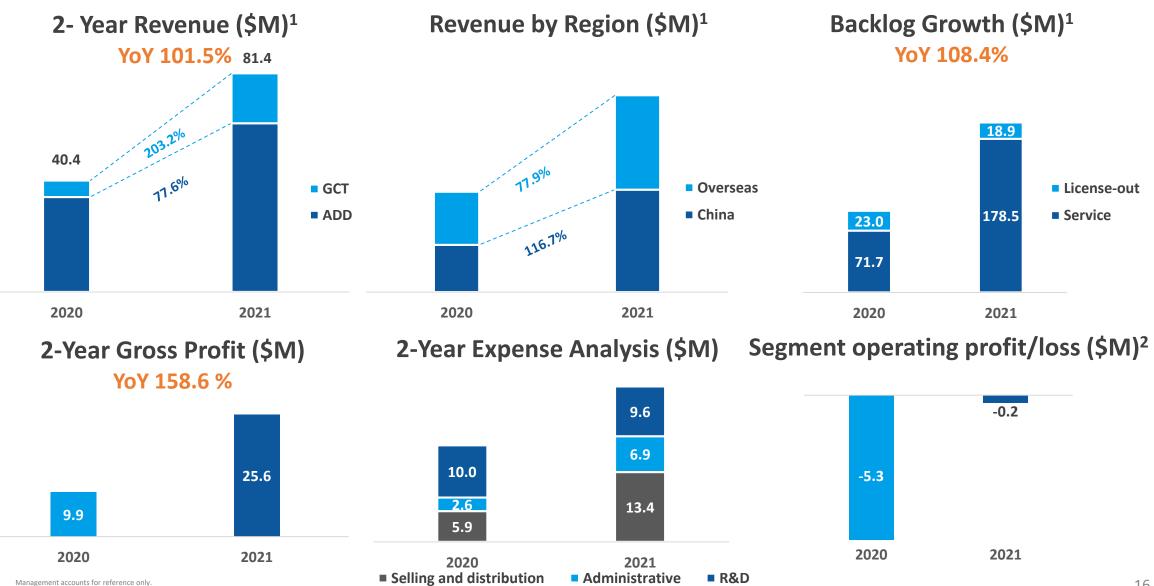
Life Science Financial Performance



1. Unaudited management accounts for reference only

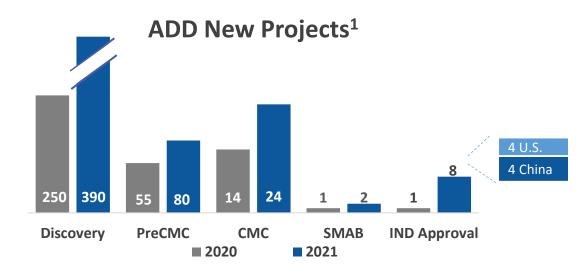
 Refer to appendix 5 for reconciliation. before share based compensations, fair value losses of financial liabilities and other items listed in appendix

Biologics CDMO Financial Performance

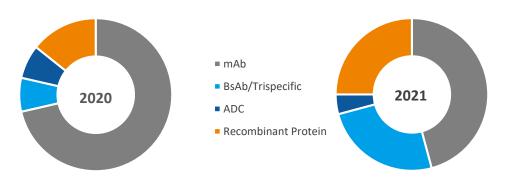


 Refer to appendix 5 for reconciliation, . before share based compensations, fair value losses of financial liabilities and other items listed in appendix

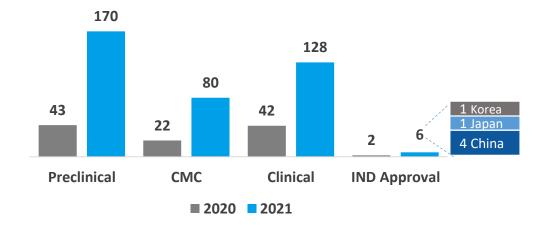
Biologics CDMO Track Records



Molecules Type of CMC Projects²



GCT New Projects²





Plasmid

- 9 accumulated IND approvals from FDA, NMPA, PMDA¹
- >70 ongoing plasmid CMC projects for IND filing
- >100 GMPro plasmid batches for clinical trials
- 3 accumulated IND approvals from FDA & NMPA

Viral Vector

- >20 ongoing viral vector CMC projects for IND filing
- >20 GMP batches for clinical trials

1. Management accounts for reference only, not to scale

2. Management accounts for reference only

3. Management accounts for reference only, As of Dec. 31, 2021, accumulated projects numbers

Industrial Synthetic Biology Financial Performance





2021

32.8%

2020



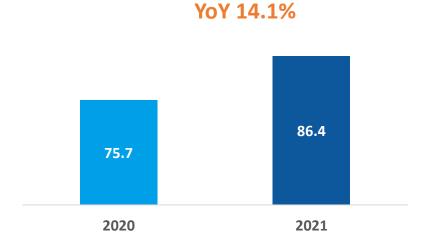


Segment operating profit/loss (\$M)² 2-Year Expense Analysis (\$M) 2-Year Gross Profit (\$M) YoY 31.4% 0.01 -2.9 4.9 5.2 11.3 3.0 8.6 3.2 3.6 2.9 2020 2021 2020 2021 2020 2021 1 Selling and distribution Administrative R&D

Management accounts for reference only

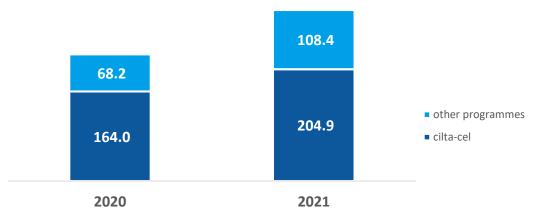
Refer to appendix 5 for reconciliation, . before share based compensations, fair value losses of financial liabilities and other items listed in appendix

Cell Therapy Financial Performance

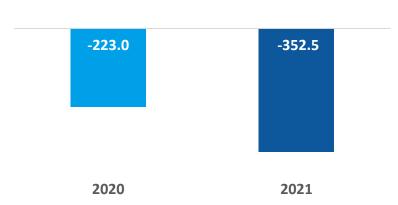


2-Year External Revenue (\$M)

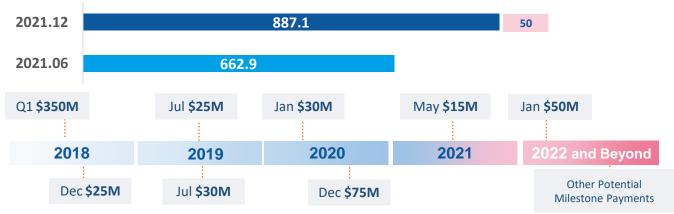
2-Year R&D (\$M)¹ YoY 34.9%



Segment operating profit/loss (\$M)²



Proforma Cash Position(\$M)³



1. Management accounts for reference only

2. Refer to appendix 5 for reconciliation, . before share based compensations, fair value losses of financial liabilities and other items listed in appendix

 Cash Position=Current Financial assets at fair value through profit or loss + Financial investment measured at amortized cost+ Pledged deposits + Time deposits+ Cash and cash equivalents. 50M obtained on Jan,2022



Future Strategies

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Business Transformation

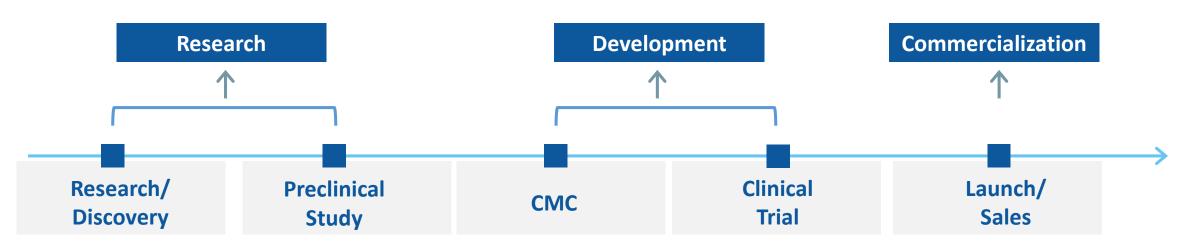
- Seeking Alpha From Industry Value Chain



- From Lab to Industrial Scale
- Non-GMP & GMP Reagents
- Life Science instruments



- Pre-clinical GMP
- Clinical GMP
- Commercial Scale

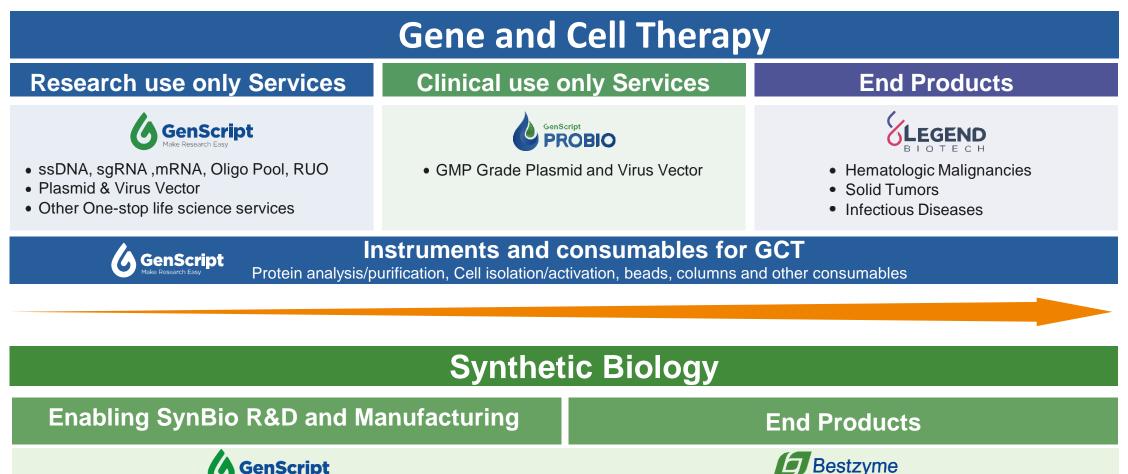


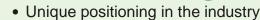


Global innovative pharmaceutical company

Business Transformation

— Strategic Positioning in GCT and SynBio





• up-scaling production with commercial scale manufacture capacity

GenScrip

• R&D team and facilities owning numerous IPs and diversified microbial strain platforms

Future Business Strategies



- Implement localization strategy to support global expansion
- Automation to boost manufacturing efficiency
- R&D and new products in GCT



- Leverage R&D to attract and retain customers
- Scale up GMP capacity to meet market demand
- Become a leading gene and cell therapy CDMO service provider



- Focus on key accounts
- Product portfolio optimization
- R&D & application integration
- Explore new Synthetic Biology opportunities

Cilta-cel
 commercialization

OTECH

- Move Cilta-cel into early line clinical trials
- Advance pipeline in liquid and solid tumors and infectious Diseases



Thanks

For More Information: <u>https://www.genscript.com/</u> IR Contact: IR@genscript.com



1. Annual Condensed Consolidated Statement of Profit/Loss

	Year ended Decemb	per 31
	2021	2020
	Audited	Audited
	USD\$'000	USD\$'000
Revenue	511,062	390,846
Cost of sales	(207,578)	(134,953)
Gross profit	303,484	255,893
Other income and gains	17,250	24,795
Selling and marketing expenses	(167,969)	(107,341)
Administrative expenses	(134,508)	(90,341)
Research and development expenses	(358,401)	(263,401)
Fair value losses of financial liabilities	(139,428)	(79,984)
Other expenses	(13,011)	(15,497)
Finance costs	(2,378)	(5,432)
Share of losses of associates	-	(599)
(Provision for)/reversal of impairment of financial assets, net	(1,414)	7
LOSS BEFORE TAX	(496,375)	(281,900)
Income tax (expense)/credit	(4,579)	477
LOSS FOR THE PERIOD	(500,954)	(281,423)
Attributable to:		
Owners of the parent	(347,865)	(204,945)
Non-controlling interests	(153,089)	(76,478)

2. Annual Condensed Consolidated Statement of Financial Position

	2021	2020
	Audited	Audited
	USD\$'000	USD\$'000
Non-current assets		
Property, plant and equipment	439,885	345,21
Advance payments for property, plant and equipment	18,512	5,90
Investment properties	6,882	7,72
Right-of-use assets	59,147	34,01
Goodwill	14,151	14,11
Other intangible assets	26,423	26,02
Investment in associates	3,318	3,43
Financial assets at fair value through profit or loss	10,444	10,55
Deferred tax assets	5,090	3,70
Other non-current asset	6,251	3,54
Time deposits (Non-current)	4,705	
Total non-current assets	594,808	454,23
Current assets		
Inventories	44,358	31,74
Contract Cost	8,877	5,78
Trade and notes receivables	142,345	141,74
Prepayments, deposits and other receivables	36,054	32,83
Financial assets at fair value through profit or loss	2,208	5,86
Financial investment measured at amortized cost	29,937	
Loans to associates	1,680	2,42
Time deposits	190,088	136,24
Restricted Cash	1,444	7,47
Cash and cash equivalents	1,180,971	629,05
Total current assets	1,637,962	993,17

	2021 Audited	2020 Audited
	USD\$'000	USD\$'000
Current liabilities		
Trade and bills payables	30,176	23,376
Other payables and accruals	213,469	168,980
Interest-bearing loans and borrowings	521	44,642
Lease liabilities	7,510	2,588
Tax payable	6,236	3,532
Contract liabilities	95,377	84,414
Financial liabilities at fair value through profit or loss	110,338	-
Government grants	740	379
Total current liabilities	464,367	327,911
NET CURRENT ASSETS	1,173,595	665,263
Total assets less current liabilities	1,768,403	1,119,495
Non-current liabilities	121 070	1 200
Interest-bearing loans and borrowings Financial liabilities at fair value through profit or loss	121,070 260,790	1,260
		-
Lease liabilities	27,349	6,513
Contract liabilities	244,812	277,052
Deferred tax liabilities	7,730	7,030
Government grants	13,301	11,495
Other non-current liabilities	396	554
Total non-current liabilities	675,448	303,904
NET ASSETS	1,092,955	815,591
EQUITY		
Equity attribute to owners of the company		
Share capital	2,096	1,954
Treasury shares	(15,753)	(16,712)
Reserves	893,408	916,463
Non-controlling interests	213,204	(86,114)
Total equity	1,092,955	815,591

3. Adjusted Profit

	2021(\$	M)	2020(\$M)			
Net profit/(loss)	Non-Cell Therapy (111,815)	Cell Therapy (386,209)	Non-Cell Therapy 22,054	Cell Therapy (303,477)		
	10 500	22.452	40.004	4 - 60		
Equity-settled share-based compensation expense, net of tax	19,533	20,158	10,904	4,760		
Exchange gains or losses, net of tax	4,145	4,845	6,526	-66		
Consultation expenses and related cost for the Investigation, net of tax	3,266	-	1,086			
Losses on long-term investments and related non-current financial						
assets, net of tax	1,699	-	3,806			
Fair value losses of financial liabilities	133,228	6,200				
Service fees for the deemed disposal of equity interest in Probio Cayman,						
Cayman,net of tax	504	-				
Fair value gains of non-current financial assets	-312	-	-1,860			
Service fees for Follow-on Public Offering of Legend Biotech	-	400				
Fair value losses of convertible redeemable preferred shares				79,984		
Service fee for the issuance of Legend Series A Preference Shares				4,014		
Spin-off expenses relating to the separate listing of Legend			24	1,439		
Adjusted net profit/(loss)	50,248	(354,606)	42,540	(213,346)		

4. Segment Operating Results

USD\$'000				2021							2020			
	Life science services and products	Biologics development services	Industrial synthetic biology products	Cell therapy	Operation unit	Eliminations	Total	Life science services and products	Biologics development services	Industrial synthetic biology products	Cell therapy	Operation unit	Eliminations	Total
Segment Revenue														
-External Revenue	305,897	80,256	38,196	86,368	345		511,062	246,502	39,691	28,582	75,676	395	i	390,846
-Internal Revenue	9,897	1,095	370	3,424	9,246	(24,032)		3,315	735	323		7,364	(11,737)	-
Segment Cost of sales Segment Gross profit	(132,462) 183,332	(55,757) 25,594	(27,250) 11,316	89,792	(4,360) 5,231	12,251 (11,781)	(207,578) 303,484		(30,492) 9,934			(2,710) 5,049		(134,953) 255,893
Other income and gains		537	1,320	3,059	25,297	(12,963)	17,250)		801	6,119	18,286	6 (411)	24,795
Selling and distribution expenses	(49,069)	(13,436)	(2,885)	(102,542)	(12)	(25)	(167,969)	(48,475)	(5,915)	(3,589)	(49,571)		209	(107,341)
Administrative expenses	(9,014)	(6,868)	(3,203)	(46,961)	(72,365)	3,903	(134,508)	(8,471)	(2,602)	(3,020)	(23,124)	(56,607)	3,483	(90,341)
Research and development expenses Fair value loss of convertible redeemable preferred shares	(32,850)	(9,575)	(5,232)	(313,346)	(2,272)	4,874	(358,401)	(21,334)	(10,048)	(4,887)	(232,160) (79,984)		5,028	(263,401) (79,984)
Finance costs		(104)	(116)	(900)	(1,374)	116	(2,378)			(176)		(1,156)	109	(5,432)
Other expenses		(201)	(512)	(9,132)	(5,394)	2,906	(13,011)			(525)				(15,497)
Share of losses of associates (Provision for)/reversal of impairment of financial assets, net	(755)	(137)	(36)	22	(508)		(1,414)		1,033	11		(610)		(599)
Fair value Loss of financial liabilities	()	(143,278)	()	(6,200)	()	10,050	(139,428)		_,		()			-
(LOSS)/PROFIT BEFORE TAX	91,644	(148,146)	652	(386,208)	(51,397)	(2,920)	(496,375)		(7,598)	(2,707)	(307,622)	(46,407)	-	(281,900)
Income tax credit/(expense) Unallocated income tax expense		(531)	(198)	(1)			(730) (3,849)			(461)	4,145			3,684 -3,207
(LOSS)/PROFIT FOR THE YEAR	91,644	(148,677)	454	(386,209)	(51,397)	(2,920)	(500,954)	82,434	(7,598)	(3,168)	(303,477)	(46,407)	1	(281,423)

5. Segment Operating Profit/Loss Before Share Based Compensations, Fair Value Losses Of Financial Liabilities And Other Items

USD\$'000		20	21	2020					
	Life science services and products	Biologics development services	Industrial synthetic biology products	Cell therapy	Life science services and products	Biologics development services	Industrial synthetic biology products	Cell therapy	
LOSS/(PROFIT) BEFORE TAX	91,644	(148,146)	652	(386,208)	82,434	(7,598)	(2,707)	(307,622)	
Other income and gains		(537)	(1,320)	(3,059)	-	-	(801)	(6,119)	
Other expenses		879	512	9,132	3,559	-	525	346	
Finance costs		104	116	900	-	-	176	4,209	
Share of losses of associates Provision for/(reversal) of impairment of financial		-	-	-	-	-	(11)	-	
assets, net	755	137	36	(22)	1,072	(1,033)	(69)	23	
Fair value Loss of financial liabilities	-	143,278	-	6,200			-	-	
Fair value loss of convertible redeemable preferred shares			-	-			-	79,984	
Share Based compensation Consultation expenses and related cost for the Investigation,	8,193	3,788	11	20,158	5,558	3,310	-	4,760	
net of tax	931	337							
Service fees for follow-on public offering of Legend Biotech				400					
Spin-off expenses relating to the separate listing of Legend								1,439	
Adjusted operating profit(loss)	101,523	(160)	7	(352,499)	92,623	(5,321)	(2,887)	(222,980)	