



Innovent

# Innovent Biologics 2023 Interim Results

*August, 2023*

TO DEVELOP AND COMMERCIALIZE HIGH QUALITY BIOPHARMACEUTICALS THAT ARE AFFORDABLE TO ORDINARY PEOPLE.

# Agenda and Speakers

01

## Business Review and Outlook

**Dr. Michael Yu**

*Founder, Chairman and CEO*

02

## R&D Updates

**Dr. Yongjun Liu**

*President*

03

## Financials and Summary

**Mr. Ronnie Ede**

*CFO*

04

## Q&A

**All Management Team**



# Business Review & Outlook

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**Dr. Michael Yu**

*Founder, Chairman and CEO*

# 2023 Interim Review: Remarkable Achievements in All Aspects Have Proven Sustainable Growth

## Stronger Commercialization



Strong revenue performance, improving operational efficiency, upgraded business model

- Total revenue **RMB2,702 mn** (↑**20.6% yoy**)
- Product selling & marketing expense ratio (↓**12.2% vs. 1H 2022**)
- 10 commercialized products, **FUCASO®(BCMA CAR-T) & SINTBILO®(PCSK9) approved**
- Building up team for new products in **CVM**

## More Diversified Portfolio



Diversified robust pipeline with over 30 assets

- **1** asset under NMPA review, **7** assets in Phase 3 or pivotal clinical trials
- **~20 assets** in early Phase 1/2 clinical stage
- Broad pipeline across therapeutic areas to deliver differentiated innovation and growth potential

## Enhanced R&D Capability



Enhanced R&D strategy for global innovation

- **Oncology**: rich pipeline, prioritizing early stage assets in **ADC** and **mono/bispecific antibody**
- **Non-oncology**: high-value candidates in **CVM** (GLP-1/GCGR, XO1), **autoimmune** (IL-23p19, CD40L, OX40L), **ophthalmology** (IGF-1R, VEGF/C)

## Improved Financial Margins



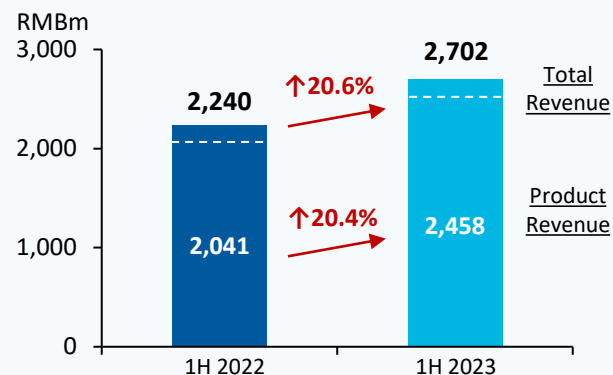
Improving financial margins, healthy financial position, high resilience for long-term

- **Remarkably narrowed LBITDA\*** compared with the same period of prior year, mainly due to strong revenue growth and core financials improvement attributable to the enhanced operational efficiency
- Cash on-hand and short-term financial assets: **RMB 8,527 mn** (~**USD 1.2bn**)

Note: All numbers stated based on Non-IFRS financials. \*LBITDA: Losses Before Interest, Taxes, Depreciation and Amortization.

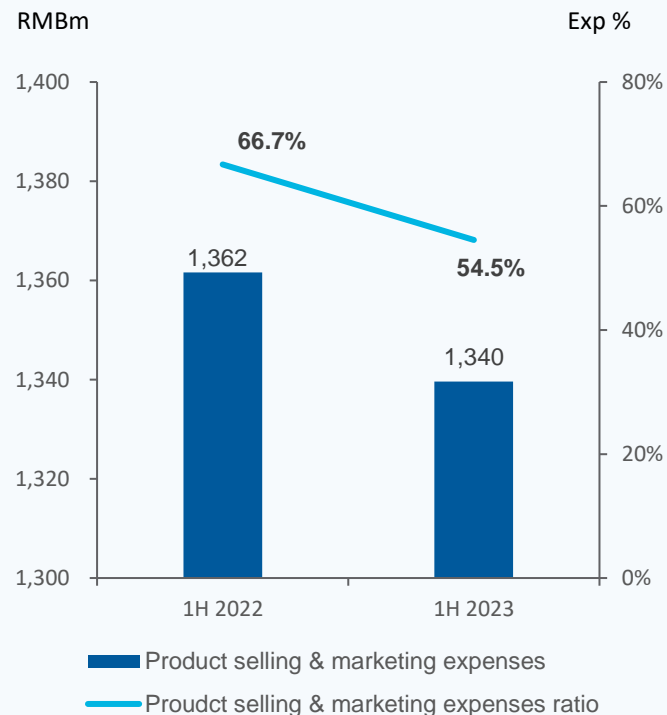
# Commercial & Operation: Achieved Strong Revenue Growth and Continually Improved Efficiency Under a Sustainable Business Model

## Total Revenue & Product Revenue



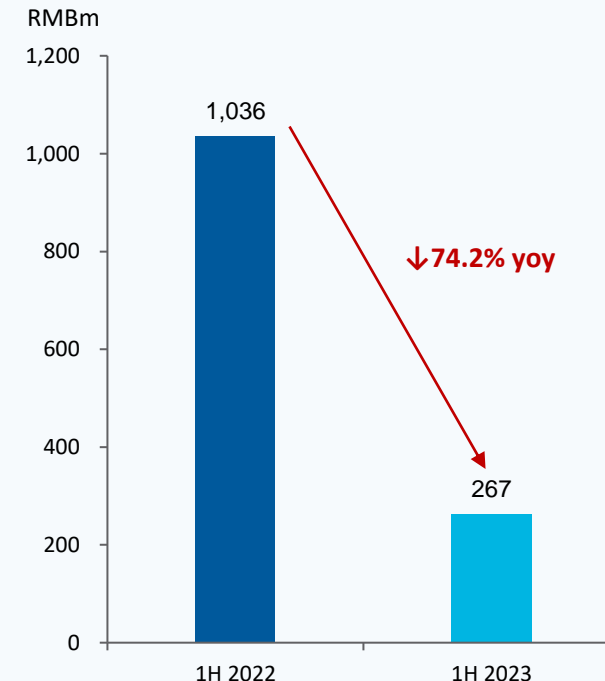
Strong revenue growth

## Product Selling & Marketing Exp



Improved operational efficiency

## LBITDA



Significantly narrowed LBITDA

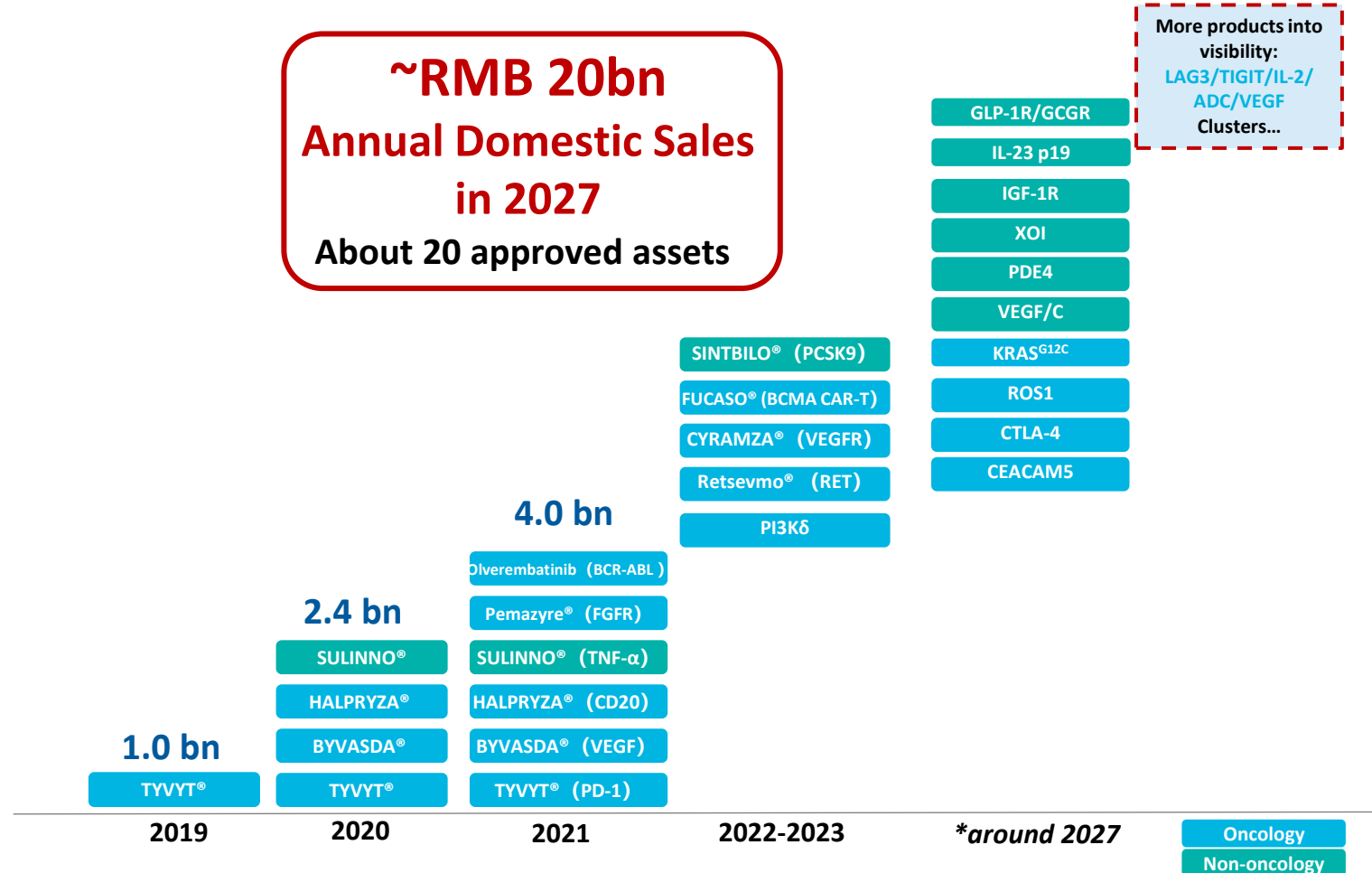
Note: All numbers stated based on Non-IFRS financials.

# Reinforced Solid Revenue Growth Expectation for 2023 and Long-term Portfolio Potential

## Near-Term: Solid Revenue Growth in 2023

<b>TYVYT® visible growth driver</b>	<ul style="list-style-type: none"> <li>✓ 1L GC and 1L ESCC included in NRDL with no price cut</li> <li>✓ Growth momentum remains vibrant</li> <li>✓ Diminished pandemic impact</li> </ul>
<b>Increasing contribution from new products</b>	<ul style="list-style-type: none"> <li>✓ 10 Approved products</li> <li>✓ More novel products with less competition as new revenue contributors</li> </ul>
<b>Further enhanced commercial team</b>	<ul style="list-style-type: none"> <li>✓ Increased output and efficiency, more product synergies of oncology team</li> <li>✓ Build CVM team for upcoming high potential products</li> </ul>
<b>Upgraded commercial platform for sustainable growth</b>	<ul style="list-style-type: none"> <li>✓ Scientific and effective measures; lean management</li> <li>✓ Decreased sales and marketing expense ratio</li> </ul>

## Long-Term Annual Product Revenue (RMB)



# R&D: Approved Products Expand to Ten; Four New Phase 3 Assets; Preliminary Signals for Early-stage Oncology Pipeline

## Approvals-> 10 Commercial Products

- **FUCASO® (BCMA CAR-T): R/R MM (9th Product)**
- **SINTBILO® (PCSK9)\*: Primary hypercholesterolemia and mixed dyslipidemia (10th Product)**
- Tyvyt® (PD-1): EGFRm NSCLC

## Update on PoC Stage Assets

- IBI126 (CEACAM5 ADC): 1L NSCLC (New Ph2)
- IBI110 (LAG3): 1L sqNSCLC, 1L GC
- IBI939 (TIGIT): 1L NSCLC (PD-L1 TPS $\geq$ 50%)
- IBI353 (PDE4)\*\*\*: Psoriasis

## Pivotal/Ph3 -> 7 Novel Assets

### ***New Ph3:***

- IBI362 (GLP-1R/GCGR): Obesity, Diabetes
- IBI112 (IL-23p19): Psoriasis
- IBI311 ((IGF-1R): TED
- IBI302 (VEGF/C)\*\*: nAMD

### ***Ongoing:***

- IBI351 (KRAS<sup>G12C</sup>): 2L NSCLC
- IBI344 (ROS1 TKI): 2L NSCLC
- IBI126 (CEACAM5 ADC): 2L NSCLC

## Encouraging Signals from Early-stage Assets

- IBI363 (PD-1/IL-2): PD-1-resistant or refractory cancers
- IBI343 (CLDN18.2 ADC): CLDN18.2+ solid tumors
- IBI389 (CLDN18.2/CD3): CLDN18.2+ solid tumors
- IBI354 (HER2 ADC): HER2+ tumors

Note: \*approved in Aug 2023. \*\* ready to start Phase 3 enrolment in 2H 2023 \*\*\*Our partner Union Therapeutic achieved in overseas Phase 2 clinical trial

# Oncology: Strengthen Leadership Position; Focus on Global Innovation

## Approved

- 达伯舒®  
TYVYT
- 达攸同®  
BYVASDA
- 达伯华®  
HALPRYZA
- 达伯坦®  
(佩米替尼) 片剂  
PEMAZYRE
- 耐立克®  
奥雷巴替尼 olverembatinib  
Olverembatinib
- 希冉择®  
雷莫西尤单抗注射液  
CYRAMZA
- 睿妥®  
RETSEVMO
- 福可苏®  
FUCASO

## Commercial portfolio continually expands in 2023

- 达伯舒®  
EGFRm NSCLC
- 福可苏®  
RRMM

## Late-stage assets with synergetic value

**Parsaclisib (PI3Kδ)**

- NDA Accepted for r/r FL

**IBI351 (KRAS<sup>G12C</sup>)**

- Pivotal trial in 2L NSCLC
- NDA at the end of 2023

**IBI344 (ROS1)**

- Pivotal trial in 2L NSCLC
- NDA at the end of 2023

**IBI126 (CEACAM5 ADC)**

- Ph3 in 2L NSCLC
- Ph2 in 1L NSCLC

## Focus on ADC and mono-/bispecific antibody for the next wave of global innovation

**ADC**

- CEACAM5
- CLDN18.2
- B7H3
- TROP2

- Best-in-class signals in early phase
- IO combo in frontline treatment

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**mAb**

**BsAb**

- LAG3
- TIGIT
- CTLA-4
- PD-1/IL-2
- CLDN18.2/CD3
- EGFR/B7H3

- Unique MoA understanding
- First-in-class with global potential



# CVM: First Drug Approved and Robust Data Readout in Obesity; Expand Next-generation Pipeline

Cardiovascular & Metabolic

## Approved Product



SINTBILO® (tafolecimab injection)

## Key Update YTD2023

### SINTBILO®(tafolecimab injection)

- First launched domestic self-developed PCSK9
- NDA approval in 2023.08

### Mazdutide (6mg & 9mg)

- Global BIC GLP-1 dual agonist
- 6mg Ph3 clinical trials initiated and on track
- 9mg Ph2 primary endpoint met in 2023.05

### Early Stage CVM Programs

- Multiple preclinical programs ongoing

## Mid-to-Late Stage Assets

### Mazdutide (6mg)

- Ph3 – Overweight/Obesity
- Ph3 – T2DM

### IBI128 (Tigulixostat)

- MRCT Ph3 – Gout (overseas, LG Chem)

### Mazdutide (9mg)

- Ph2 – Obesity(moderate-to-severe)

### IBI311

- Ph3 - TED

## Best-in-Class Profiles

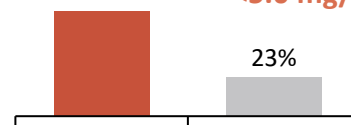
↓ LDL-C level  
**-65.0%<sup>1</sup>**

Tafolecimab 450 mg Q4W at 48w

↓ Body Weight  
**-15.4%<sup>2</sup>**

Mazdutide 9mg QW at 24w

**62%<sup>3</sup>** pts achieving sUA  
<5.0 mg/dL



Tigulixostat 200mg QD vs FBX at 3 months

Confidential  
Copyright©2023 Innovent

## Early Stage Programs

### Next wave CVM pipeline:

- Oral CVM projects
- Other novel modalities
- Pediatric and aging diseases

## Huge Market Potential

~500M patients  
Impacted



~RMB 100B  
CVM Market in China

<sup>1</sup> tafolecimab CREDIT-1 Ph3 Study, the treatment difference of mean change (placebo-adjusted)

<sup>2</sup> mazdutide 9mg Ph2 Study, the treatment difference of mean change (placebo-adjusted)

<sup>3</sup> tigulixostat Ph2 MRCT Study. The proportion of patients achieving sUA reduction goal  
sUA=serum uric acid, FBX=Febuxostat

# Autoimmune: Advance Best-in-class IL-23p19 into Phase 3; Early Stage Programs to Fulfill Global Unmet Needs

Autoimmune

## Approved Product



SULINNO® (adalimumab injection)

## Adalimumab (TNF-α)

- Approved and in NRDL for 8 indications
- Paradoxically, anti-TNF-α agents may induce or worsen psoriasis which call for novel treatment options

## Mid-to-Late Stage Assets

### IBI112 (IL-23p19)

- Ph3 – PsO
- Ph2 – UC

### IBI353 (PDE4)

- Ph2 MRCT– PsO/AD (UNION led)

## IBI112 (IL-23p19)

### Differentiated design as superior treatment for psoriasis

- **Targeting Upstream** inflammatory cytokine IL23
- **Unique p19 subunit** specific to IL23 to reduce AEs
- **Extend half-life** based on Fc YTE mutation design on the back of bio engineer innovation
- **More durable and sustained response** compared with IL-12i/IL-17i/TNF-α class

*First domestic self-developed Ph3 IL23p19  
A Ph3 FPI in 2023.02 and enrollment completed*

## Early Stage Programs

- IBI356 (OX40L)
- IBI355 (CD40L)
- ~10 undisclosed pre-clinical projects to address unmet needs in autoimmune area, such as SjS, IgAN, SLE, LN, AD

## Next Wave: Global Opportunities

OX40L, CD40L

Bi-specific  
Tri-specific

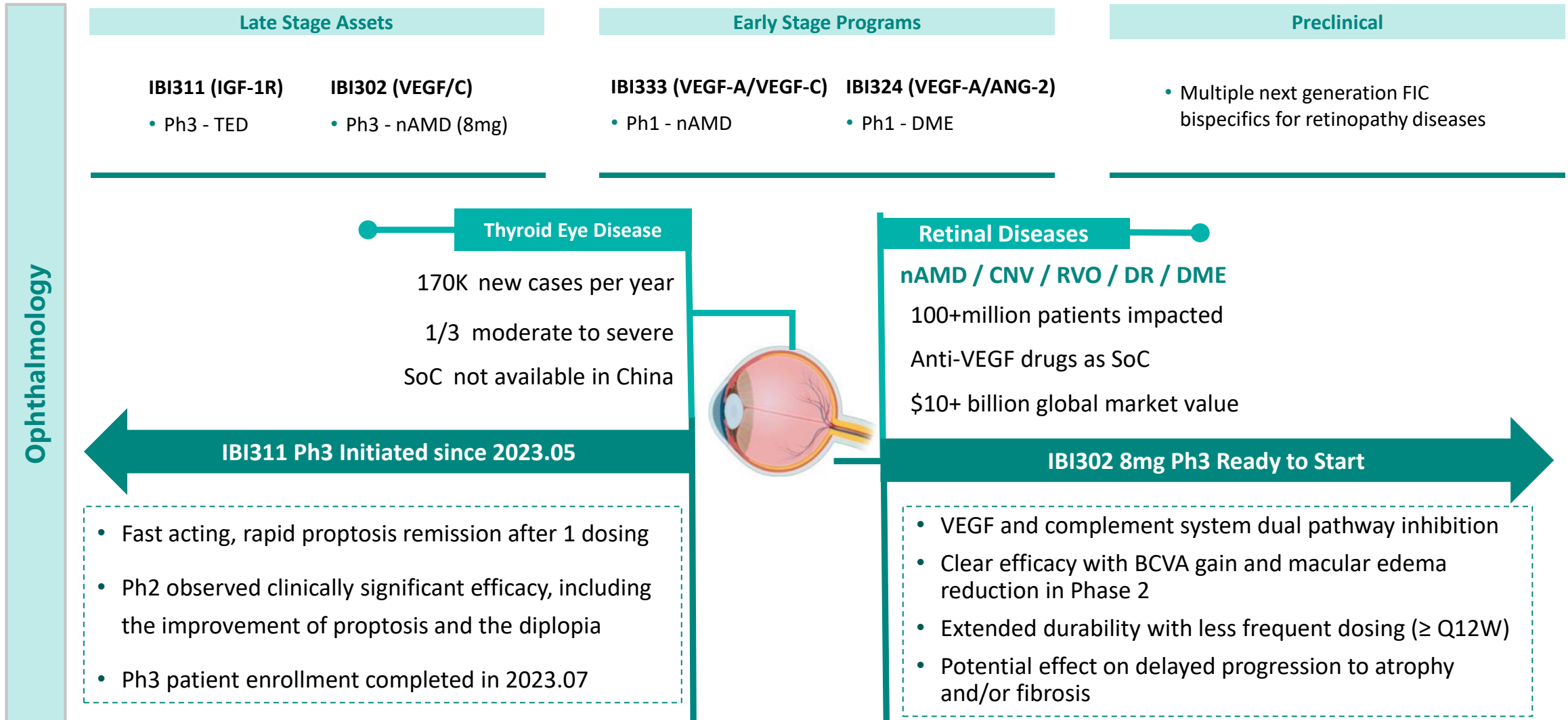
Best-in-class

First-in-class

Rheumatology  
Dermatology

Respiratory  
Gastroenterology

# Ophthalmology: Accelerate Registrational Studies for Two Important Assets



# Develop Early Stage Innovation in MRCT for Global Launch



## Pre-clinical

*Innovent Academy as powerful drug discovery engine*



## PDP

*Product development team with proven track record*



## CMC

*Operating per international GMP requirements (FDA, EMA and NMPA)*

## Exploration in PoC approach

IBI310 (CTLA-4)

IBI110 (LAG3)

IBI939 (TIGIT)

IBI302 (VEGF/C)

IBI324 (VEGF-A/ANG-2)

## Ph1 MRCTs in China and Australia With High and Global Market Potential

IBI363 (PD-1/IL-2)

IBI343 (CLDN18.2 ADC)

IBI334 (EGFR/B7H3)

IBI3003  
(GPCR5D/BCMA/CD3)

IBI129 (B7H3 ADC)

## Potential Global Blockbusters

Novel Target

Novel Modalities

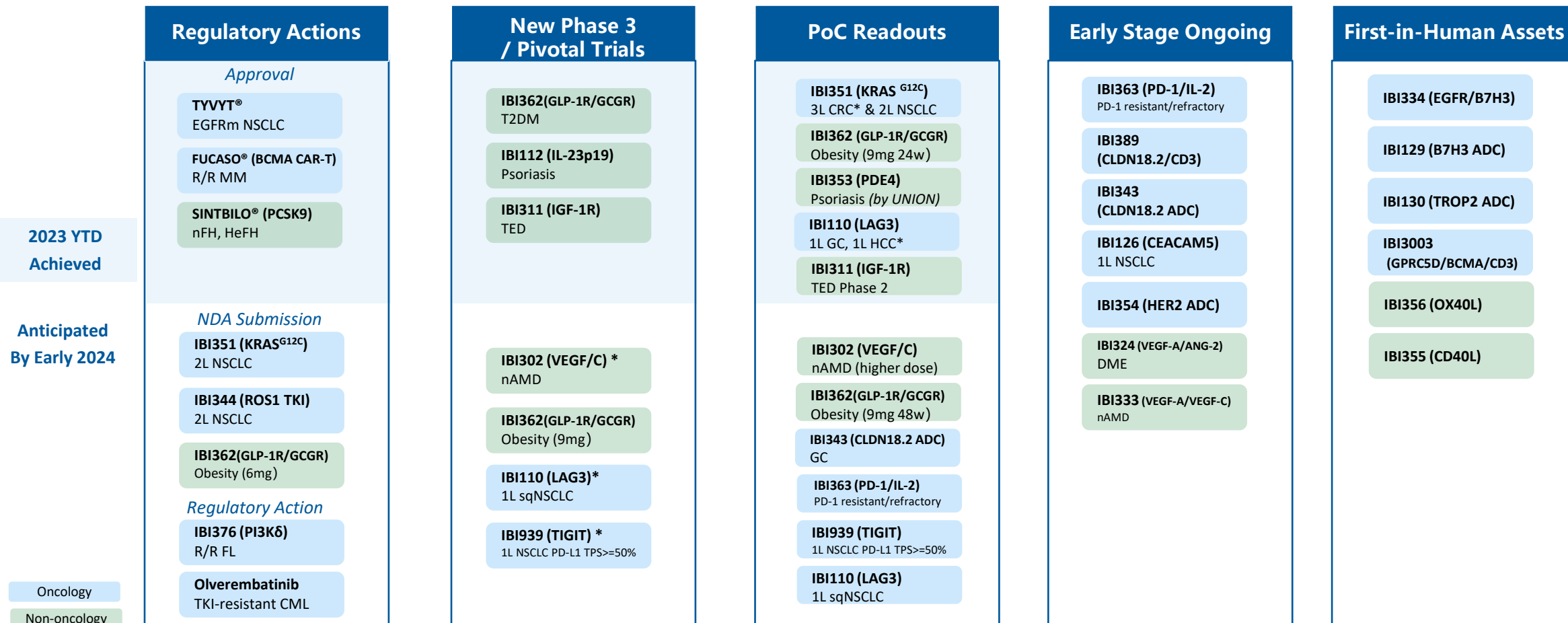
Novel Technology

Novel TAs

Novel Combos

*20+ pipeline candidates and more preclinical research programs*

# Anticipated Development Milestones by Early 2024



\*Pivotal study subject to data

\* Preliminary PoC data readout



# Major R&D updates

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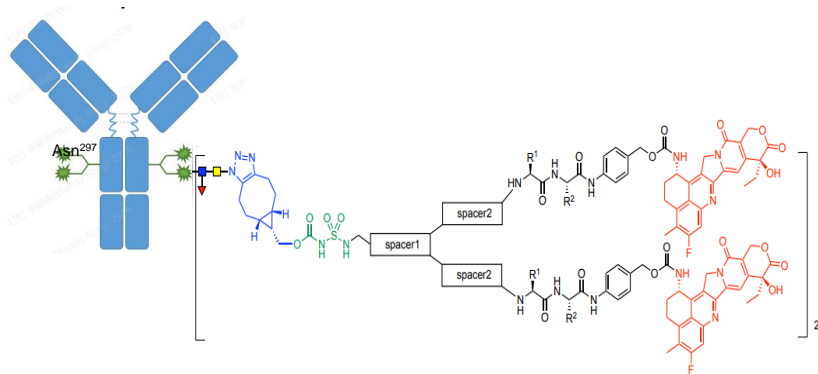
**Dr. Yongjun Liu**

*President*

# IBI343: Potential Best-in-Class CLDN18.2 ADC

Differentiated Design for Potential Wide Therapeutic Window and High Potency

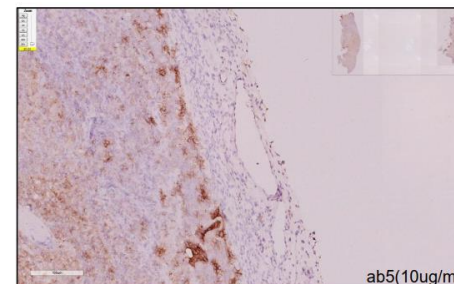
*Differentiated Design for Potential Best-in-Class Profiles*



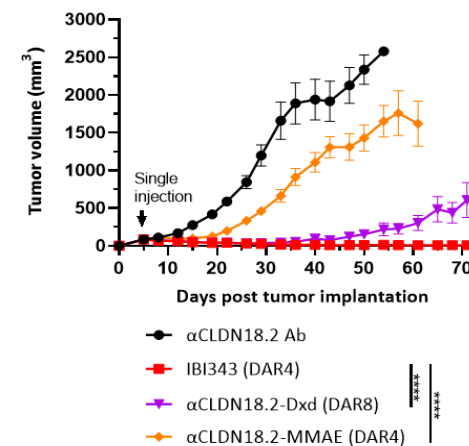
- World leading ADC technology collaborated with Synaffix
- Fully human, high internalization  $\alpha$ CLDN18.2 mAb
- Silenced Fc to reduce non-specific uptake
- Site-specific glycan conjugation, homogenous DAR4

*Better In-vivo Efficacy than MMAE and Dxd*

Heterogeneous TAA expression



HCT15-CLDN18.2 CDX



- **More potent antitumor efficacy than Dxd (DAR8)**
- **More hydrophilic better PK**
- **Strong bystander killing effect**
- **Well tolerated with large safety margin in monkeys**

# IBI343: Potential Best-in-Class CLDN18.2 ADC

## Preliminary Efficacy and Favorable Safety Signals Observed with Dose Escalated to 10mg/kg

### Observed better-than-peer safety at high dose level

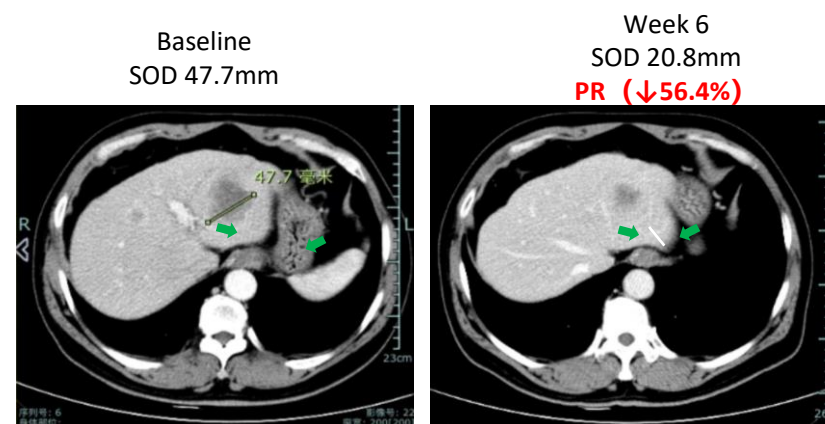
- Dose escalation reached **10mg/kg**.
- Tolerable safety in multiple dose groups.
- Specifically, observed **safer-than-peers** with lower rate of GI AEs and hypoalbuminemia, and lower rate of discontinued treatment due to AEs.

### Thoughtful design attributes to the wide therapeutic window:

- The site-specific glycan conjugation technology
- The homogenous DAR4
- The silenced Fc to reduce non-specific uptake

### Encouraging ORR and high DCR observed

- Dosed **over 60 GC/PDAC** patients with CLDN18.2 expression.
- **Encouraging ORR** observed within short period of follow-up.
- **High DCR** observed for heavily treated patients.



Note: all numbers above are percentage change of sum of tumor diameters

*Superior overall risk/benefit profile than peers*

*Better opportunities in combination therapy given favorable tolerability*



# IBI363 (PD-1/IL-2) : Highly Potent Bispecific Fc Fusion Protein

Mechanistically Enhance IO Treatment, including PD-1/PD-L1 Resistant/refractory and Cold Tumors

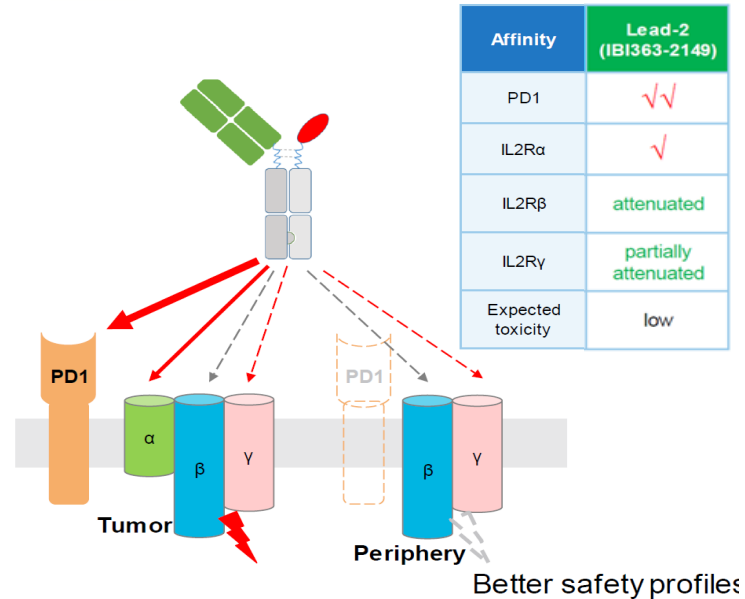
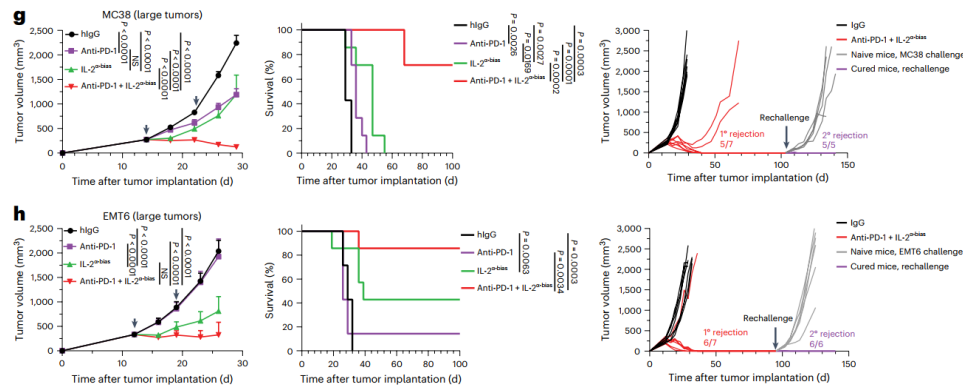
Unique molecular design based on breakthrough findings to enhance antitumor efficacy and reduce toxicity

nature cancer

Article

<https://doi.org/10.1038/s43018-023-00612-0>

## IL-2R $\alpha$ -biased agonist enhances antitumor immunity by invigorating tumor-infiltrating CD25<sup>+</sup>CD8<sup>+</sup> T cells



- IL-2 $\alpha$ -bias agonists that preserve IL-2R $\alpha$  (CD25) activities can **effectively expand tumor-specific CD8<sup>+</sup> T cells (TSTs) and exhibit better antitumor efficacy and safety** than the “non- $\alpha$ ” counterpart.
- IL-2 $\alpha$ -bias elevates the CD8<sup>+</sup>T<sub>eff</sub> cell-to-T<sub>reg</sub> cell ratio **in tumors**, but not in the periphery, to promote antitumor efficacy.
- The antitumor efficacy of anti-PD-1 depends on **activation of PD-1 + CD25 + TSTs** through autocrine IL-2-CD25 signaling. IL-2 $\alpha$ -bias synergizes with anti-PD-1 to eradicate large established tumors in mice.

# IBI363 (PD-1/IL-2) : Highly Potent Bispecific Fc Fusion Protein

Dose Escalation Reach Unprecedented Level and Preliminary Efficacy Observed in IO-failed Cancers

Phase 1 MRCT ongoing with 200+ patients dosed

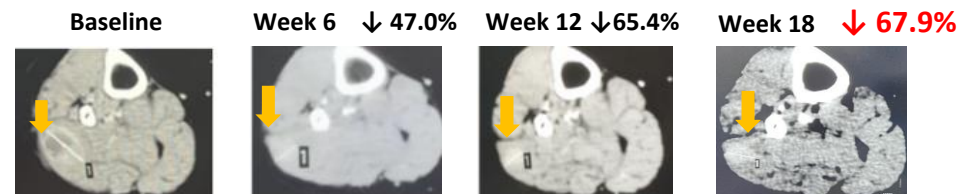
- Phase 1 MRCT ongoing in **Australia and China since 2022H2**, exploring in IO-failed cancers or cold tumors such as melanoma, nsq NSCLC and CRC.

Dose escalated to 40x-200x of other IL-2 drugs

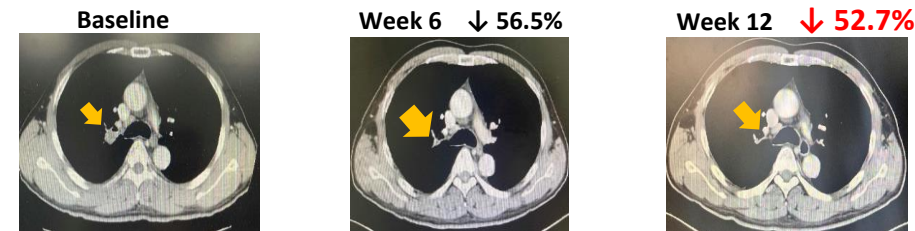
- Tolerable safety** in multiple dose groups
- Efficacy signal** observed in multiple dose levels
- High dose** that ~40-200x of other IL-2 drugs and keeps escalating and following up in longer period.

Durable response in IO-failed cancers and cold tumors

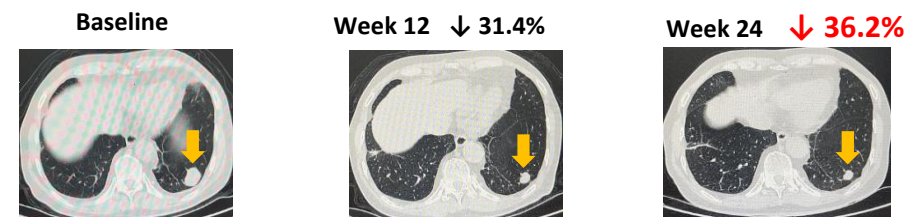
## pembrolizumab-resistant melanoma



## camrelizumab-treated NSCLC



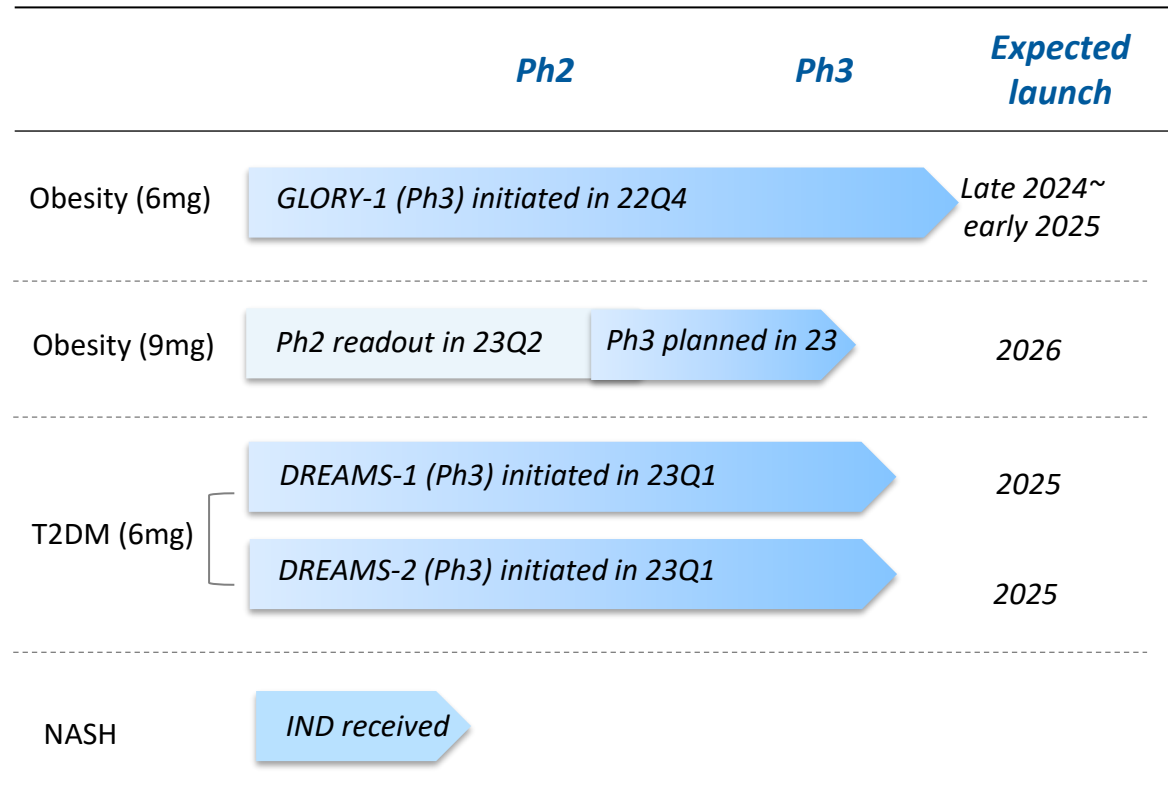
## MSS CRC (after 3<sup>rd</sup> line treatment)



# Mazdutide (IBI362) : Globally First GLP-1R/GCGR Dual Agonist in Phase 3

Potentially Best-in-class Therapy for Obesity and Diabetes

## Mazdutide Development Overview



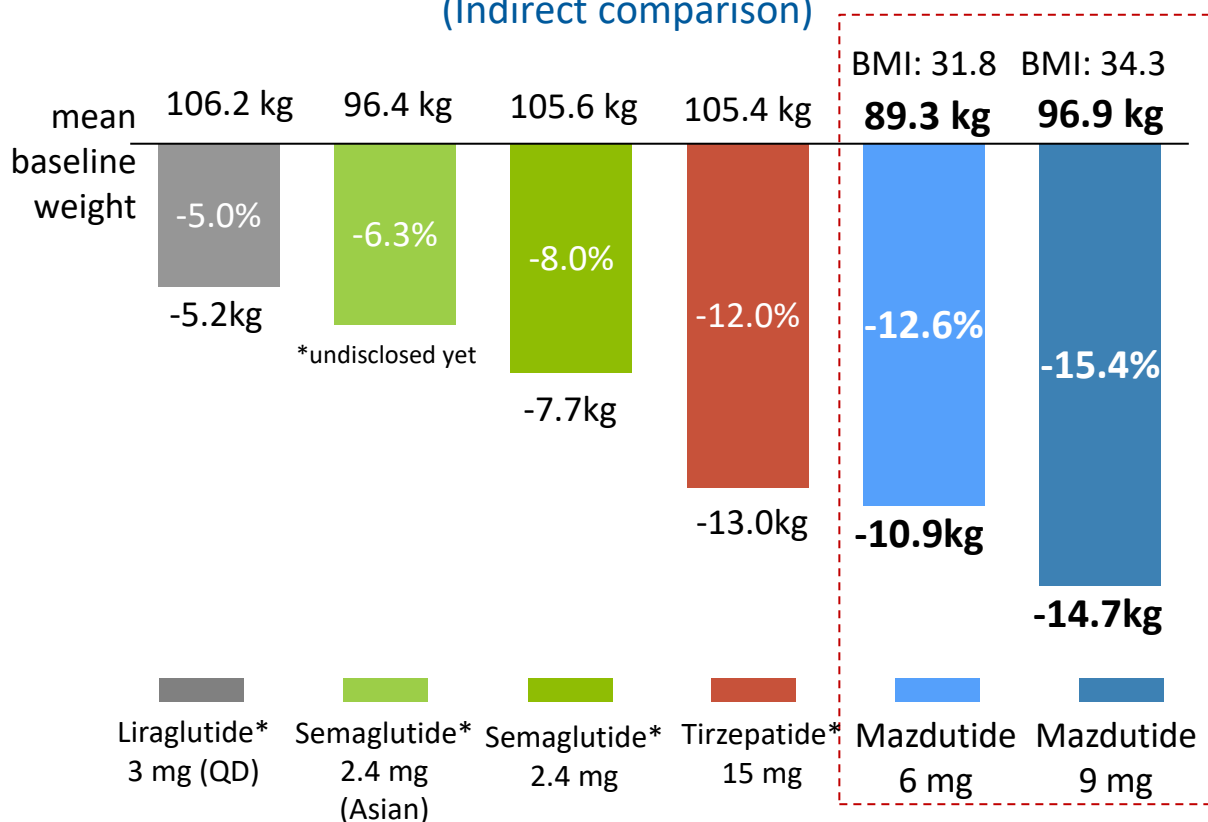
- Potential disruptive therapy to treatment regimen for huge obese and overweight population
- Unique clinical development strategy to address needs of different population
  - Obesity (6mg): Phase 3 ongoing since 22Q4 and NDA submission planned at the end of 2023 or early 2024;
  - Obesity (9mg): Phase 2 primary endpoint met in 23Q2 and Phase 3 planned to start at the end of 2023;
  - T2DM (6mg): Phase 3 ongoing since 23Q1 and NDA submission planned in 2024;

# Mazdutide (IBI362) 9mg and 6mg Phase 2 in Obesity or Overweight

## Potentially Best-in-class Weight Reduction

Among the GLP-1 class drugs approved and under clinical development globally, mazdutide is...

Placebo-adjusted mean body weight reduction at Week 24  
(Indirect comparison)



The first dual-target agonist achieved **>15%** weight loss in 24-week treatment, showing **surgery-equivalent** weight loss efficacy



The first to develop different dose regimes for **different degrees of obesity**, with robust weight loss in both 6mg and 9mg mazdutide

\* Not approved in China for obesity

24-week weight loss data of liraglutide 3 mg, semaglutide 2.4 mg and tirzepatide 15 mg were estimated from published results of SCALE<sup>1</sup>, STEP-1<sup>2</sup>, SURMOUNT-1<sup>3</sup> and SURMOUT-7<sup>4</sup> study, respectively.

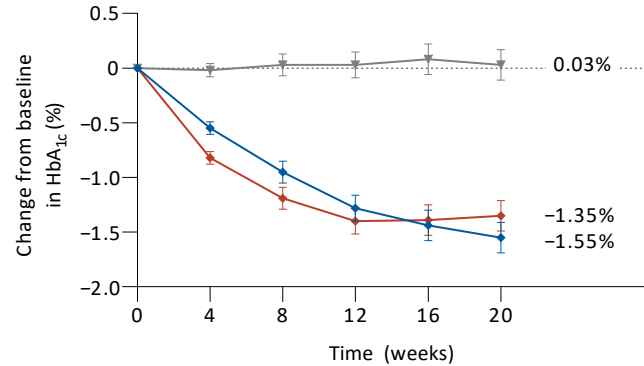
<sup>1</sup>Pi-Sunyer X, et al. *N Engl J Med.* 2015. <sup>2</sup>Khoo TK, et al. *N Engl J Med.* 2021. <sup>3</sup>Jastreboff AM, et al. *N Engl J Med.* 2022 <sup>4</sup>Hansen MR, et al. Presented at the 30<sup>th</sup> European Congress on Obesity (ECO), 17-20 May 2023.

# Mazdutide (IBI362) 6mg Phase 2 in Chinese T2DM Patients

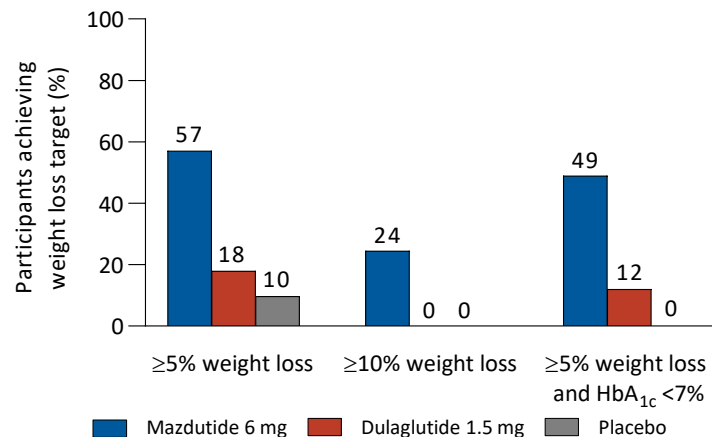
## Achieve Both Weight Loss and Glycemic Control for Long-term Benefits

### Primary & Key Secondary Endpoints

#### HbA1c reduction from baseline at Week 20



#### Proportion of participants achieving HbA1c and weight loss targets at Week 20

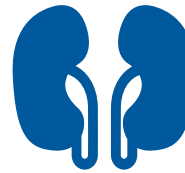
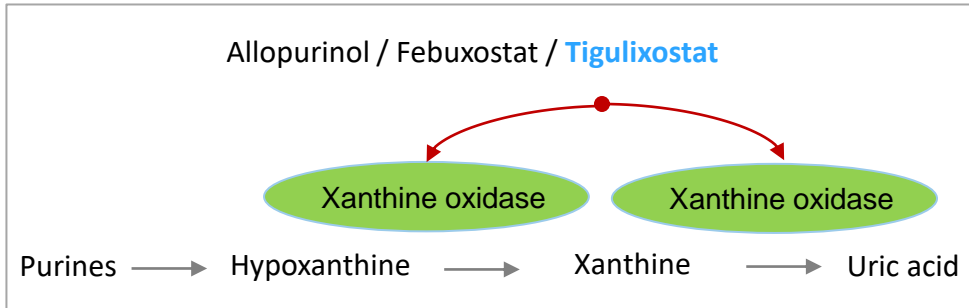


- HbA1c reduction trend is **sustained** in patients receiving 6mg mazdutide at Week 20.
- **49% patients in mazdutide 6mg group achieved dual targets** (HbA1c <7.0% and body weight reduction ≥5% from baseline), compared to 12% in dulaglutide 1.5mg group and 0% in placebo group, while **weight loss is highly beneficial in T2DM treatment and may even lead to T2DM remission.**
- **Multiple metabolic benefits** observed in patients receiving mazdutide including reduction in waist circumference, BMI, blood pressure, lipid levels and serum uric acid.

# Tigulixostat (IBI128)

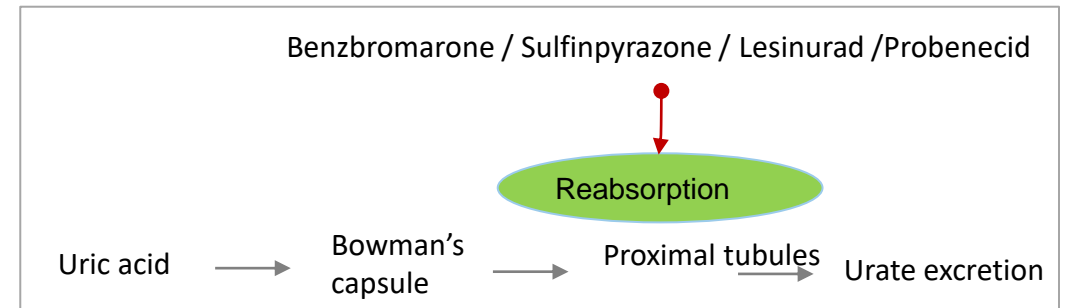
## Potentially Best-in-class Phase 3 XOI for gout patients with hyperuricemia

Xanthine oxidase inhibitors *prevent the production of uric acid*

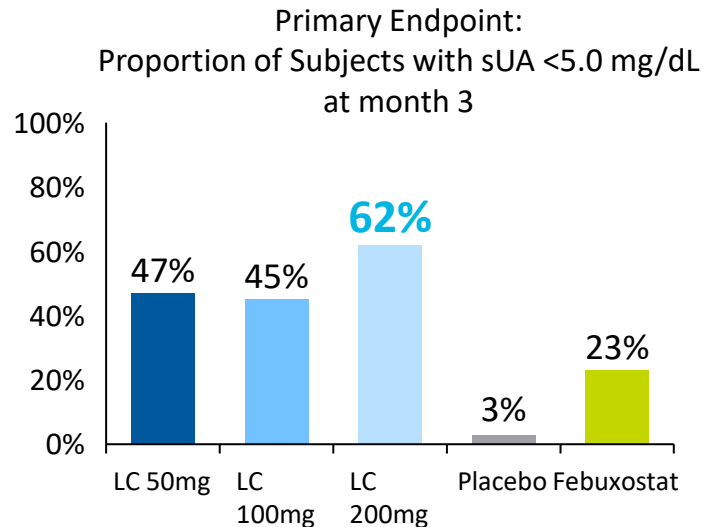


Kidney

URAT inhibitors *enhance renal uric acid excretion*



*Tigulixostat significantly lowered sUA levels with clean safety profile in Phase 2; Global MRCT Ph3 Ongoing*

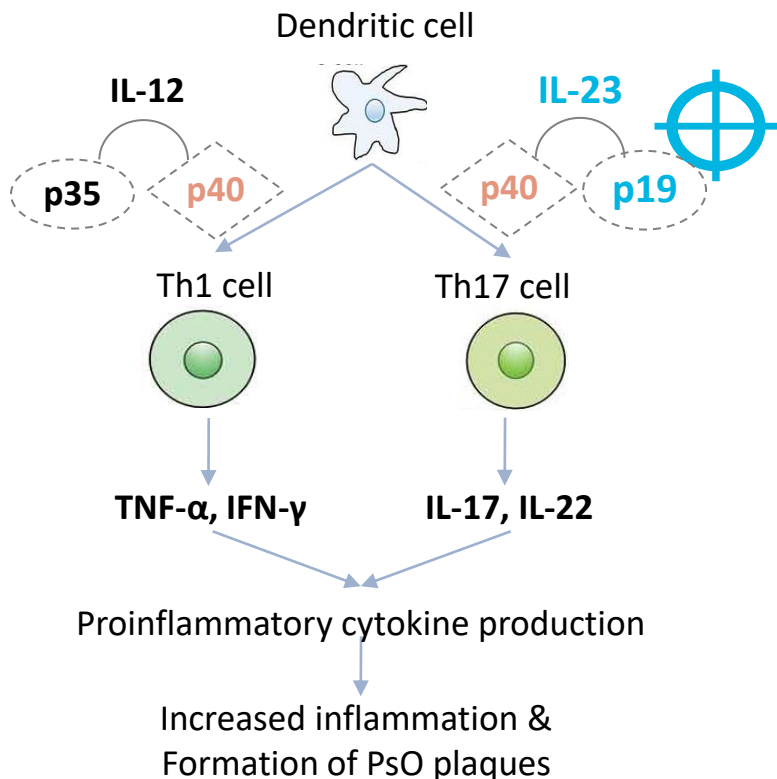


- **Early Onset:** Tigulixostat rapidly lowered sUA within 2 weeks from treatment initiation
- **Superior Efficacy:** 3x proportion of patients compared with FBX in achieving 5mg/dL target
- **Good Safety and tolerability:** No serious TEAEs were reported. Three severe TEAEs were resolved and were not related to Tigulixostat. No kidney safety or hypersensitivity concern.
- **Two Ph3 MRCTs initiated:** Our partner LG Chem initiated two multi-regional, Allopurinol / placebo-controlled Ph3 studies since 22Q4. Innovent will develop IBI128 in China in pace with the global registration progress of Tigulixostat.

# Pincankibart (IBI112) : Potentially Best-in-class IL-23p19 Inhibitor

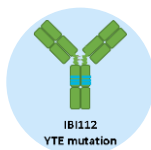
## Extended Half-life, Long-dosing Interval and Compelling Efficacy Observed in Ph3

IL-23 complex is an upstream regulatory cytokine



- IL-23p19 inhibitors can directly reduce production of psoriasis-relevant lymphocytic cytokines such as IL-17, and, in the long term, reduce the number of pathogenic T cells in the skin.

Pincankibart (IBI112) Ph3 optimized dose regime to fully exhibit compelling efficacy



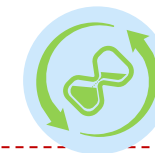
### Thoughtful Bio engineer

Fc YTE mutation to prolong half life and less dose frequency to improve QOL



### First Domestic IL-23 in Ph3

Ph3 in psoriasis initiated in 2023.02 and completed enrollment; Ph2 in UC ongoing



### Compelling Durability

PASI 90 benefit (%) is maintained as high as 86% in Ph 2 52w treatment  
Ph3 blinded data shows even higher response with optimized dose regime

Pincankibart (IBI112) has competitive Best-in-Class profiles for psoriasis

	IBI112 (Pincankibart)	Skyrizi* (Risankizumab)	Tremfya (Guselkumab)	Cosentyx (Secukinumab)	Taltz (Ixekizumab)	Humira (Adalimumab)
<b>Target</b>	IL-23p19			IL17		TNF-α
<b>Dose interval</b>	Q12W		Q8W	Q4W		Q2W
<b>PASI</b>	>80% pts PASI 90 @ 1 yr**			~70% pts PASI 90 @ 1 yr		< 60% pts PASI 90 @ 12w
<b>Time to relapse after use session</b>	21-42 weeks			7-24 weeks		4 weeks

\* Skyrizi is not indicated for psoriasis in China

\*\*data from IBI112 Phase 2 in Psoriasis. Ph3 is ongoing with expected sustained efficacy and durability

Confidential

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# IBI302 (efdamrofusp alfa) : First-in-Class VEGF/Complement Fusion Protein

## Potential Effect in Anti-macular Atrophy and Extended Durability

Non-inferior BCVA gain



MA incidence decreased



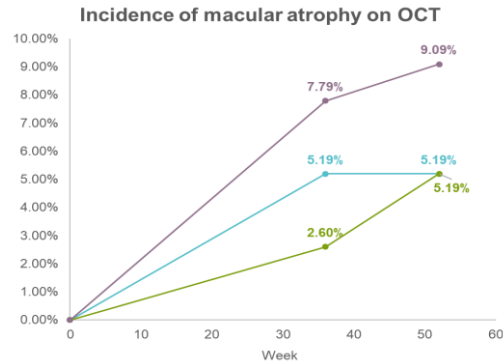
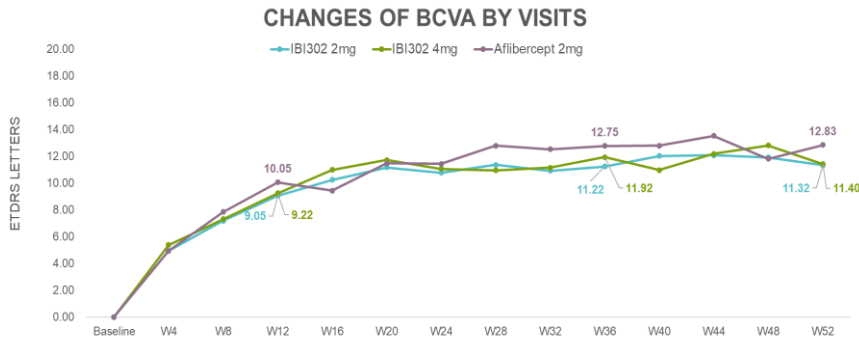
Extended dose interval potential



**IBI302 2mg/4mg Ph2:** BCVA gains with were noninferior to 2mg Aflibercept Q8W at 36w & 52w

**IBI302 2mg/4mg Ph2:** less macular atrophy on OCT than 2mg aflibercept at week 52

**IBI302 8mg Ph2:** ~90% subjects keep inactive status after loading doses



89%

inactive

DAA at week 20  
n=126

IBI302 8mg Ph3  
Ready to Start

Accelerated Ph3 clinical development based on clear risk/benefit profile

- IBI302 was well tolerated with no case of occlusive retinal vasculitis reported;
- IBI302 Higher dose (8 mg) has potential to provide dosing interval **longer than 12 weeks**;
- Phase 3 study of 8mg IBI302 to be initiated in the second half of 2023 to explore extended durability and efficacy in macular atrophy





# Financials and Summary

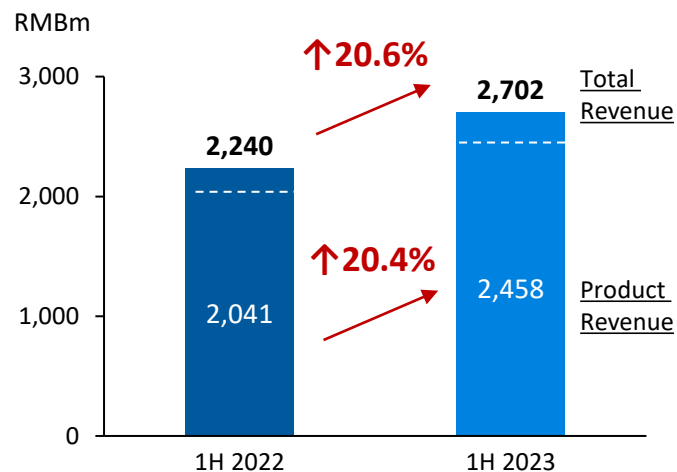
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**Mr. Ronnie Ede**

*CFO*

# Strong Revenue Growth and Continuously Improved Operational Efficiency Under A Sustainable Business Model

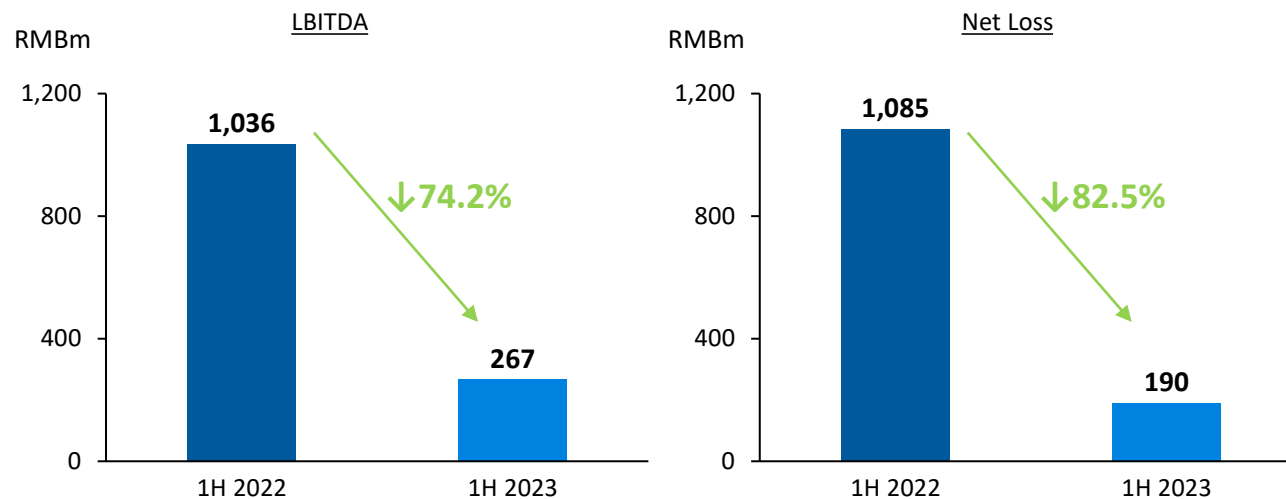
## Strong Revenue Growth



The growth was mainly driven by:

- Product sales volume continued fast ramp-up
- Increasingly higher contribution of new products
- The COVID pandemic impact diminished.

## Remarkably Narrowed LBITDA and Net Loss



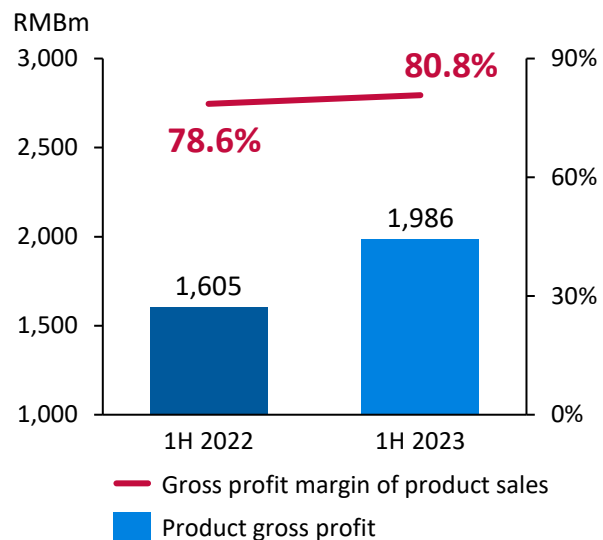
The decrease was primarily due to:

- Strong revenue growth
- Core financial improvements under a sustainable business model.

Note: Based on Non-IFRS financials

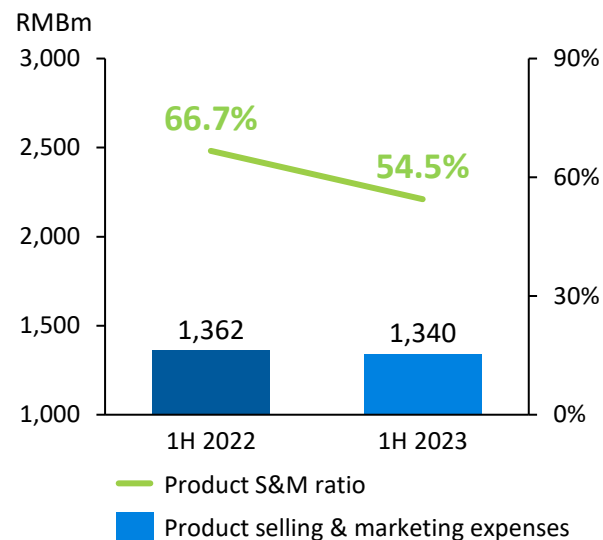
# Strong Revenue Growth and Continuously Improved Operational Efficiency Under a Sustainable Business Model

## Increased Product Gross Profit Margin



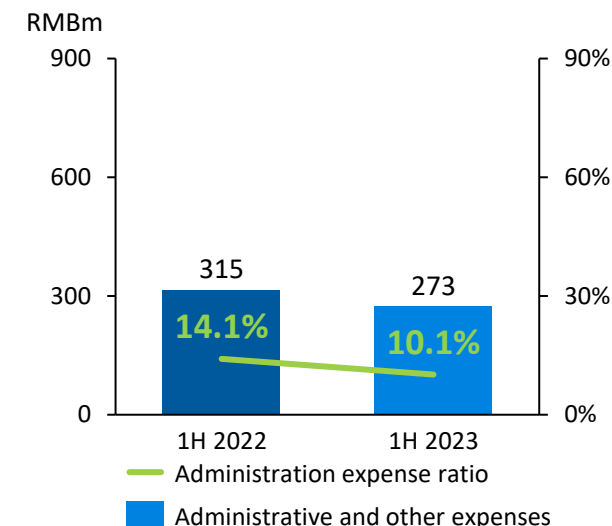
- Manufacturing process optimization
- Reduced production cost of our manufactured products

## Decreased Product S&M Ratio



- Improved productivity and efficiency of commercial operation
- Increasingly scientific and systematic resource allocation and a more mature and fast-response supporting system

## Decreased G&A Ratio



- Cost control and improve management efficiency
- Economy of scales effect brought by fast revenue growth

Note: Based on Non-IFRS financials

# Healthy Financial Position and Improving Financials Safeguard Operation Resilience

## Investment for Sustainable Growth

R&D Expenses  
for 2023

*RMB 826million in H1  
(could be higher in H2)*



## Healthy Financial Position

Cash and Cash Equivalent  
As of 30 June 2023

*RMB 8,527 million  
(about US\$1.2 billion)*

Note: Based on Non-IFRS financials

# Income Statement

Non-IFRS measure RMB'million	Six months ended 30 June			
	2023	%	2022	%
Revenue	2,701.5	100.0%	2,239.6	100.0%
Cost of sales	(477.5)	(17.7%)	(436.4)	(19.5%)
<b>Gross profit (Non-IFRS)</b>	<b>2,224.1</b>	<b>82.3%</b>	<b>1,803.2</b>	<b>80.5%</b>
Research and development expenses	(826.3)	(30.6%)	(1,077.7)	(48.1%)
Administrative and other expenses	(272.9)	(10.1%)	(314.9)	(14.1%)
Selling and marketing expenses	(1,339.6)	(49.6%)	(1,361.6)	(60.8%)
Royalties and other related payments	(277.1)	(10.3%)	(236.9)	(10.6%)
Other income-government grants	34.3	1.3%	33.5	1.5%
<b>Operating loss (Non-IFRS)</b>	<b>(457.5)</b>	<b>(16.9%)</b>	<b>(1,154.3)</b>	<b>(51.5%)</b>
Other income (excl. Government grants)	198.1	7.3%	71.5	3.2%
Other gains and losses	2.3	0.1%	(6.4)	(0.3%)
Finance costs	(50.3)	(1.9%)	(44.6)	(2.0%)
Income tax credit	117.0	4.3%	48.4	2.2%
<b>Loss for the year (Non-IFRS)</b>	<b>(190.4)</b>	<b>(7.0%)</b>	<b>(1,085.3)</b>	<b>(48.5%)</b>
Adjustments to IFRS measure	51.3	(1.9%)	134.9	6.0%
<b>Loss for the year (IFRS)</b>	<b>(139.1)</b>	<b>(5.2%)</b>	<b>(950.5)</b>	<b>(42.4%)</b>

Note: Numbers may not add due to rounding



## Revenue

- For the six months ended 30 June 2023, we generated total revenue of RMB 2,701.5 million, including RMB2,457.5 million driven by product sales; coupled with RMB244 million from license fee income recognized over time and one-time.

## Expenses

- The R&D expenses were mainly spent on clinical trials of late-stage and prioritized assets from our robust pipeline, the exploration of early stage assets as well as pre-clinical research.
- The Company has been developing a more sustainable and healthier commercial management model to establish a more agile organization with systematic and scientific management, which further increases the output and improves efficiency for more sustainable long-term growth.

## IFRS loss for the period

- IFRS loss for the six months ended 30 June 2023 was RMB139.1 million.

## Non-IFRS loss for the period

- Adjustments to Non-IFRS measure was driven by certain items namely share-based compensation expenses and net foreign exchange losses/(gains).

# Balance Sheet

IFRS-measure RMB'million	2023/6/30	2022/12/31
Bank balances and cash	7,655.7	9,162.8
Other financial assets	870.8	3.2
Trade receivables	1,015.5	575.3
Prepayments and other receivables	543.3	336.5
Inventories	1,300.0	1,428.9
<b>Total Current Assets</b>	<b>11,385.3</b>	<b>11,506.7</b>
Property, plant and equipment	3,803.6	3,411.5
Right-of-use assets	383.5	414.7
Intangible assets	1,190.4	1,198.2
Equity instruments at fair value through other comprehensive income	171.7	202.6
Prepayments for acquisition of long-term assets	263.2	234.6
Prepayments and other receivables	234.3	193.1
Other financial assets	465.0	427.6
<b>Total Non-current Assets</b>	<b>6,511.7</b>	<b>6,082.3</b>
<b>Total Assets</b>	<b>17,897.0</b>	<b>17,589.0</b>
Trade payables and bills payable	(216.4)	(325.6)
Other payables and accrued expenses	(1,833.4)	(1,821.0)
Contract liabilities	(345.5)	(434.9)
Borrowings	(450.1)	(888.0)
Lease liabilities	(27.0)	(26.4)
Tax payable	-	(3.3)
<b>Total Current Liabilities</b>	<b>(2,872.4)</b>	<b>(3,499.2)</b>
Contract liabilities	(724.4)	(569.1)
Government grants	(310.3)	(314.2)
Borrowings	(2,888.5)	(2,215.4)
Lease liabilities	(86.7)	(98.7)
Other financial liabilities	(231.5)	(162.3)
<b>Total Non-current Liabilities</b>	<b>(4,241.4)</b>	<b>(3,359.7)</b>
<b>Total Liabilities</b>	<b>(7,113.8)</b>	<b>(6,858.9)</b>
<b>Total Equity</b>	<b>10,783.2</b>	<b>10,729.9</b>



## Cash balance

- As at 30 June 2023, our total cash and short-term financial assets was RMB 8,526.5 million (equivalent to US\$1.2 billion)

Note: Numbers may not add due to rounding

# Key Takeaways: The Remarkable Achievements in 1H2023 Solidified the Foundation of Our Sustainable Business Development

**Strong revenue performance and improved operational efficiency under sustainable business model;**

**A more diversified pipeline portfolio and enhanced R&D strategy to ensure sustainable growth;**

**Improving financial margins and high resilience to withstand risk and be more sustainable in the long term.**

**Strong results in 1H23 prove that Innovent is growing stronger and healthier than ever.**



**Reinforced commitment and confidence in key strategies of sustainable growth and global innovation.**

**TO GROW INTO A PREMIER GLOBAL BIOPHARMACEUTICAL COMPANY**



# Company Overview

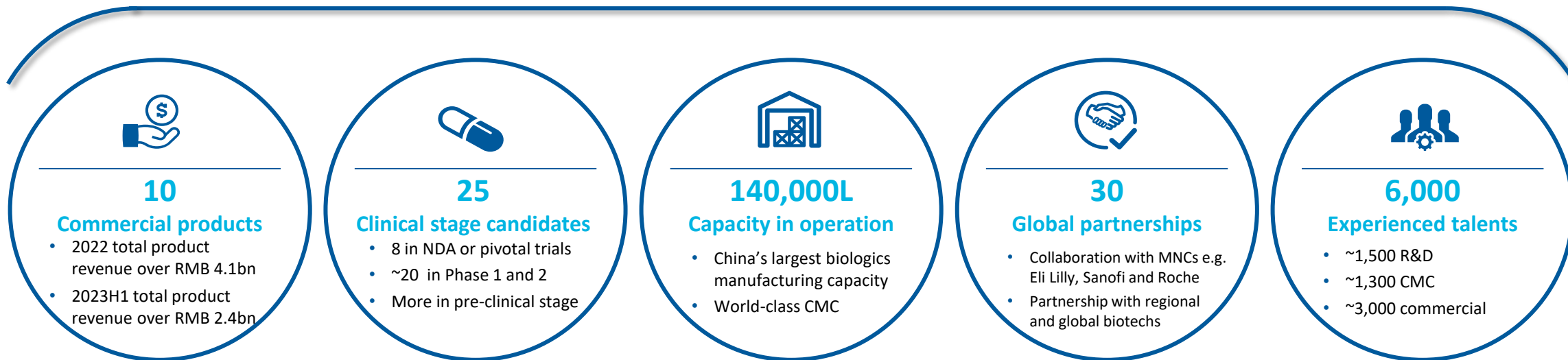
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Innovent



# With Established Integrated Platform, Innovent Continues to Improve our Business Model to Achieve Sustainable Growth

- In the past decade, Innovent has transformed from a biotech start-up to a leading biopharma company in China with an established integrated platform.



Leveraging on the solid foundation, as one of the pioneers in China innovative biopharmaceutical industry, we are exploring and developing a more sustainable and healthy business model with adherence to the long-term strategy of global innovation.

# Robust Pipeline Across Novel Therapeutics – Oncology

8 approved, 1 NDA, 3 in pivotal trials and over 10 assets in clinical stage covering monoclonal antibodies, bispecific antibodies, CAR-T and small molecules

Products	Target (s)	Modality	Therapeutic Area	Rights	Status							
					Pre-clinical	IND	Phase 1	Phase 1b/2	Pivotal Phase 2 / Phase 3	NDA	Launched	
TYVYT® (sintilimab injection)	PD-1	Monoclonal antibody	Oncology	Worldwide	Approved : 1L nsqNSCLC, 1L sqNSCLC, 1L HCC, 1L GC, 1L ESCC, 2L EGFRm nsqNSCLC, cHL							
BYVASDA® (bevacizumab injection)	VEGF-A	Monoclonal antibody	Oncology	Worldwide	Approved: NSCLC, mCRC, HCC, rGBM, r/r CC, OC, 2L EGFRm nsqNSCLC							
HALPRYZA® (rituximab injection)	CD20	Monoclonal antibody	Oncology	Worldwide	Approved: nHL, CLL							
Pemazyre® (Pemigatinib)	FGFR1/2/3	Small molecule	Oncology	Mainland China, HK, Taiwan, Macau	Approved: 2L CCA							
Olverembatinib (BCR-ABL TKI)	BCR-ABL	Small molecule	Oncology	Mainland China, HK, Taiwan, Macau	Approved: 2L TKI-resistant CML							
Cyramza®(ramucirumab)	VEGFR-2	Monoclonal antibody	Oncology	Mainland China	Approved: 2L GC, 2L HCC							
Retsevmo® (selpercatinib)	RET	Small molecule	Oncology	Mainland China	Approved: RETm NSCLC / TC/MTC							
FUCASO® (Equecabtagene Autoleucl)	BCMA CAR-T	Cell therapy	Oncology	Worldwide	Approved: r/r MM							
IBI376 (parsaclisib)	PI3Kδ	Small molecule	Oncology	Mainland China, HK, Taiwan, Macau	Submitted: r/r FL							
IBI351 (fulzerasib)	KRAS G12C	Small molecule	Oncology	Mainland China, HK, Taiwan, Macau	2L KRAS+ NSCLC 1L KRAS+ NSCLC / 3L CRC							
IBI344 (Taletrectinib)	ROS1/NTRK	Small molecule	Oncology	Mainland China, HK, Taiwan, Macau	2L ROS1+ NSCLC							
IBI126 (Tusamitamab)	CEACAM5 ADC	Antibody drug conjugate	Oncology	Mainland China	2L CEACAM5+ NSCLC 1L CEACAM5+ NSCLC							
IBI110	LAG3	Monoclonal antibody	Oncology	Worldwide	1L sqNSCLC; 1L GC; 1L HCC							
IBI939	TIGIT	Monoclonal antibody	Oncology	Worldwide	1L NSCLC (PD-L1 TPS>=50%)							
IBI310	CTLA-4	Monoclonal antibody	Oncology	Worldwide	Multiple cancer types							
IBI323	LAG3/PD-L1	Bispecific antibody	Oncology	Worldwide	CRC							
IBI188	CD47	Monoclonal antibody	Oncology	Worldwide	MDS							
IBI322	PD-L1/CD47	Bispecific antibody	Oncology	Worldwide	Lymphoma							
IBI363	PD-1/IL-2	Bispecific antibody	Oncology	Worldwide	Advanced malignancies							
IBI127	IL-2	Immuno cytokine	Oncology	Mainland China	Advanced malignancies							
IBI343	CLDN18.2 ADC	Antibody drug conjugate	Oncology	Worldwide	Advanced malignancies							
IBI389	CLDN18.2/CD3	Bispecific antibody	Oncology	Worldwide	Advanced malignancies							
IBI360	CLDN18.2	Monoclonal antibody	Oncology	Worldwide	Advanced malignancies							
IBI345	CLDN18.2 Modular CAR-T	Cell therapy	Oncology	Worldwide	Advanced malignancies							
IBI354	HER2 ADC	Antibody drug conjugate	Oncology	Worldwide	Advanced malignancies							
IBI130	TROP2 ADC	Antibody drug conjugate	Oncology	Worldwide	Advanced malignancies							
IBI334	EGFR/B7H3	Bispecific antibody	Oncology	Worldwide	Advanced malignancies							

NSCLC: non small cell lung cancer; HCC: hepatocellular carcinoma; GC: gastric cancer; ESCC: esophageal squamous cell carcinoma; GBM: glioblastoma; CC: cervical cancer; OC: ovarian cancer; cHL: classic Hodgkin lymphoma; CML: chronic myeloid leukemia; CLL: chronic lymphocytic leukemia; CCA: cholangiocarcinoma; FL: follicular lymphoma ; TC: thyroid cancer ; MTC: medullary thyroid cancer; CRC: colorectal cancer; MDS: myelodysplastic syndrome; MM: multiple myeloma

Listed drugs Biologics Small molecules

# Robust Pipeline Across Novel Therapeutics – Non-oncology

2 approved, 4 in pivotal stage, 4 assets in clinical stage represents long-term growth potential in major therapeutic areas including autoimmune, metabolic, and ophthalmology

Products	Target (s)	Modality	Therapeutic Area	Rights	Pre-clinical	IND	Phase 1	Phase 1b/2	Pivotal Phase 2 / Phase 3	NDA	Launched
SULINNO® (adalimumab)	TNF-α	Monoclonal antibody	Autoimmune	Worldwide	Approved: RA, AS, Pso, Pediatric plaque Pso, PJIA, Uveitis, CD, Pediatric CD						
SINTBILO® (tafolecimab)	PCSK9	Monoclonal antibody	Cardiovascular & Metabolic	Worldwide	Approved: Primary hypercholesterolemia and mixed dyslipidemia						
IBI362 (mazdutide)	GLP-1R/GCGR	Polypeptide	Cardiovascular & Metabolic	Mainland China, HK, Taiwan, Macau	Obesity (6mg)						
					T2DM (6mg)						
					Obesity (9mg)						
IBI112 (Pincankibart)	IL-23 p19	Monoclonal antibody	Autoimmune	Worldwide	Pso						
					UC						
IBI311	IGF-1R	Monoclonal antibody	Ophthalmology	Worldwide	TED						
IBI302 (efdamrofusp alfa)	VEGF/Complement	Fusion protein	Ophthalmology	Worldwide	nAMD						
					nAMD (high concentration)						
IBI324	VEGF-A/ANG-2	Fusion protein	Ophthalmology	Worldwide	DME						
IBI333	VEGF-A/VEGF-C	Fusion protein	Ophthalmology	Worldwide	nAMD						
IBI353	PDE4	Small molecule	Autoimmune	Mainland China, HK, Taiwan, Macau	Pso						
IBI128 (Tigulixostat)	XOI	Small molecule	Cardiovascular & Metabolic	Mainland China, HK, Taiwan, Macau	Gout with Hyperuricemia						

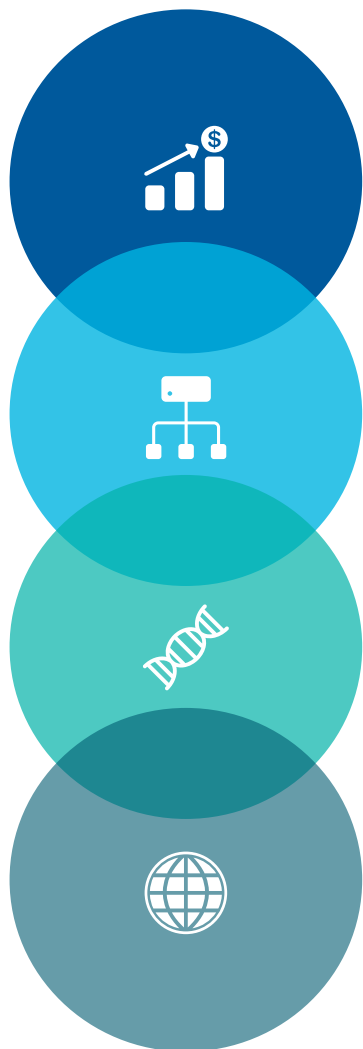
Lilly

UNION  
BIOPHARMACEUTICALS  
LG Chem

AS: ankylosing spondylitis; RA: rheumatoid arthritis; PsA: psoriatic arthritis; PsO: psoriasis; CD: Crohn's disease; PJIA: polyarticular juvenile idiopathic arthritis  
HeFH: heterozygous familial hypercholesterolemia; Non-FH: non-familial hypercholesterolemia; TED: thyroid eye disease; DME: Diabetic Macular Edema; nAMD: Neovascular Age-related Macular Degeneration

■ Listed drugs   ■ Biologics   ■ Small molecules

# 2023 Outlook: Continuous Focus on Strategic Goals of Sustainable Growth and Global Innovation



## Commercialization

### Further portfolio expansion, solid growth, and efficiency improvement

- ✓ Increase contribution from new products
- ✓ Build presence for upcoming high potential non-oncology products
- ✓ Improve operational efficiency and financial margins for more sustainable growth

## Pipeline

### Robust late stage pipeline and balanced development strategy

- ✓ Enrich therapies and modalities to further expand the oncology pipeline
- ✓ CVM, autoimmune, ophthalmology pipeline to unlock huge potential value
- ✓ RMB 20bn sales potential in China market around 2027

## Discovery

### Embrace next generation of innovation

- ✓ Innovent Academy to continue strategic focus on IO, bispecific, ADC and Immunology
- ✓ Continuously deliver new molecules up to IND

## Globalization

### Follow clear pathway to globalization

- ✓ Validate PoC of early-stage pipeline for potential global development
- ✓ Pursue commercialization opportunities of marketed products in broader markets

# Strong Long-term Growth Potential:

Diversified Commercial Portfolio With High Potential Assets and Improving Operational Efficiency

Fully-fledged Commercial Ecosystem



Validated Track Record



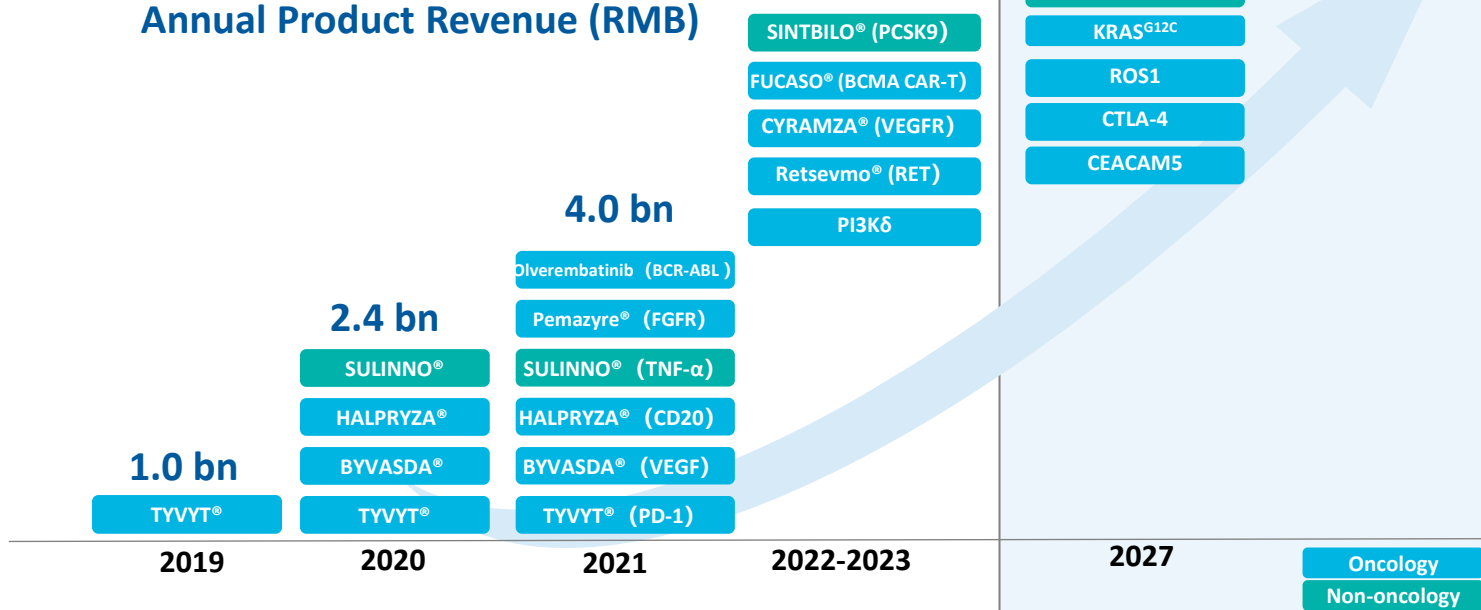
Rich and De-risked Portfolio



Sustainable Business Model



Annual Product Revenue (RMB)



**~RMB 20bn**  
Annual Sales in 4-5 years  
(2027)

About 20 approved assets

Plus

**Upside Potential**

From early-stage global potential assets, and continuous BD collaborations

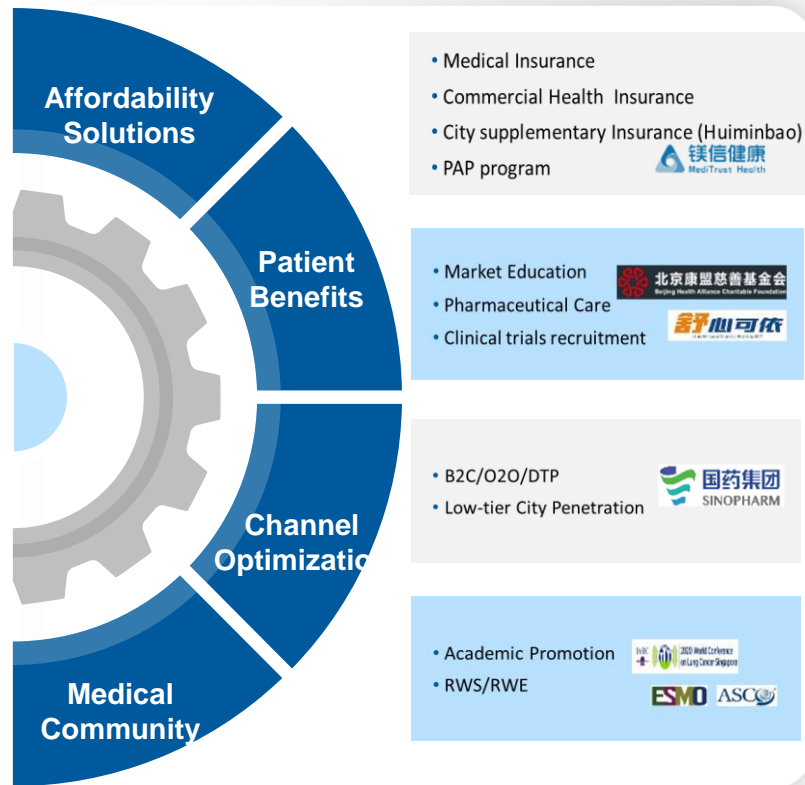
Plus

**Sustainable Growth**

Optimize resources allocation and improve productivity

# Fully-fledged Commercial Ecosystem with Validated Track Record

## Fully-fledged Commercial Ecosystem



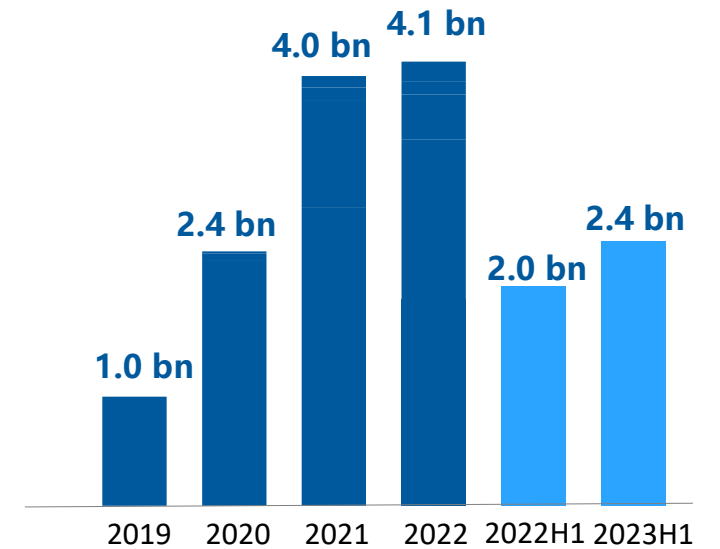
## National Coverage

<b>Commercial Team</b>	<b>City Coverage</b>
~3000	300+
<b>Hospital Coverage</b>	<b>DTP Coverage</b>
5000+	1000+



## Validated Track Record

Total Product Revenue (RMB)



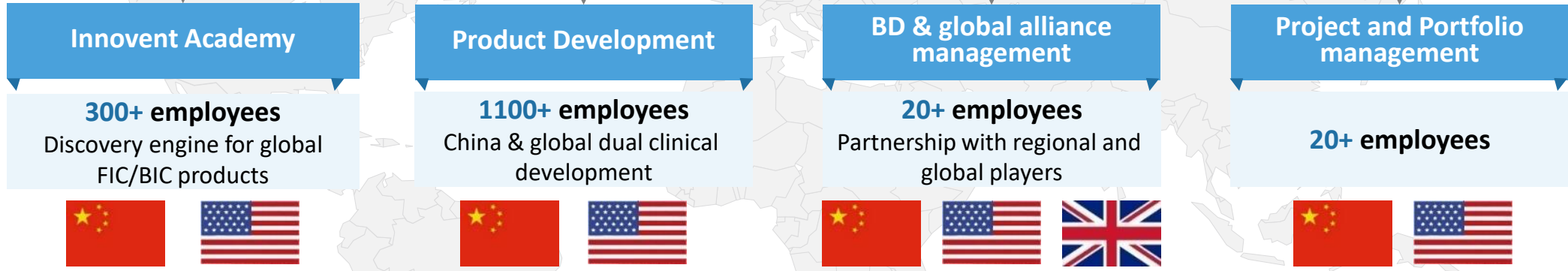
# Global R&D Structure with Expanding Footprint



**Innovent R&D**  
**Led by Dr. Yongjun Liu**  
**President, Innovent**

- *Chairman of the Department of Immunology; Founding Director of the Center for Cancer Immunology Research of MD Anderson Cancer Center*
- *Global Head of Research of Sanofi*

**1,500 R&D employees**



**Suzhou R&D center, China**



**Shanghai R&D center, China**



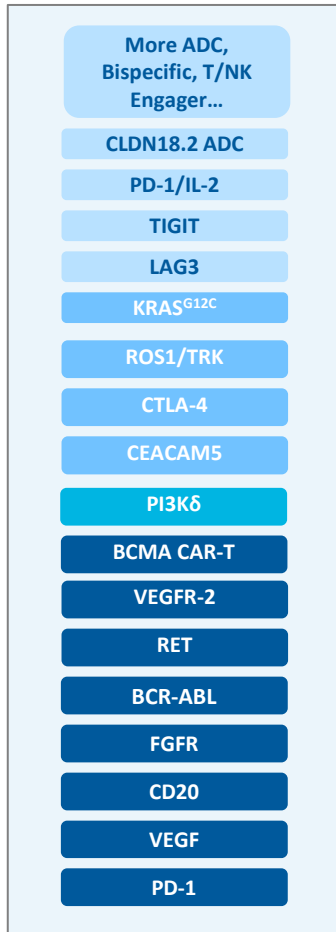
**Maryland wet lab, US**



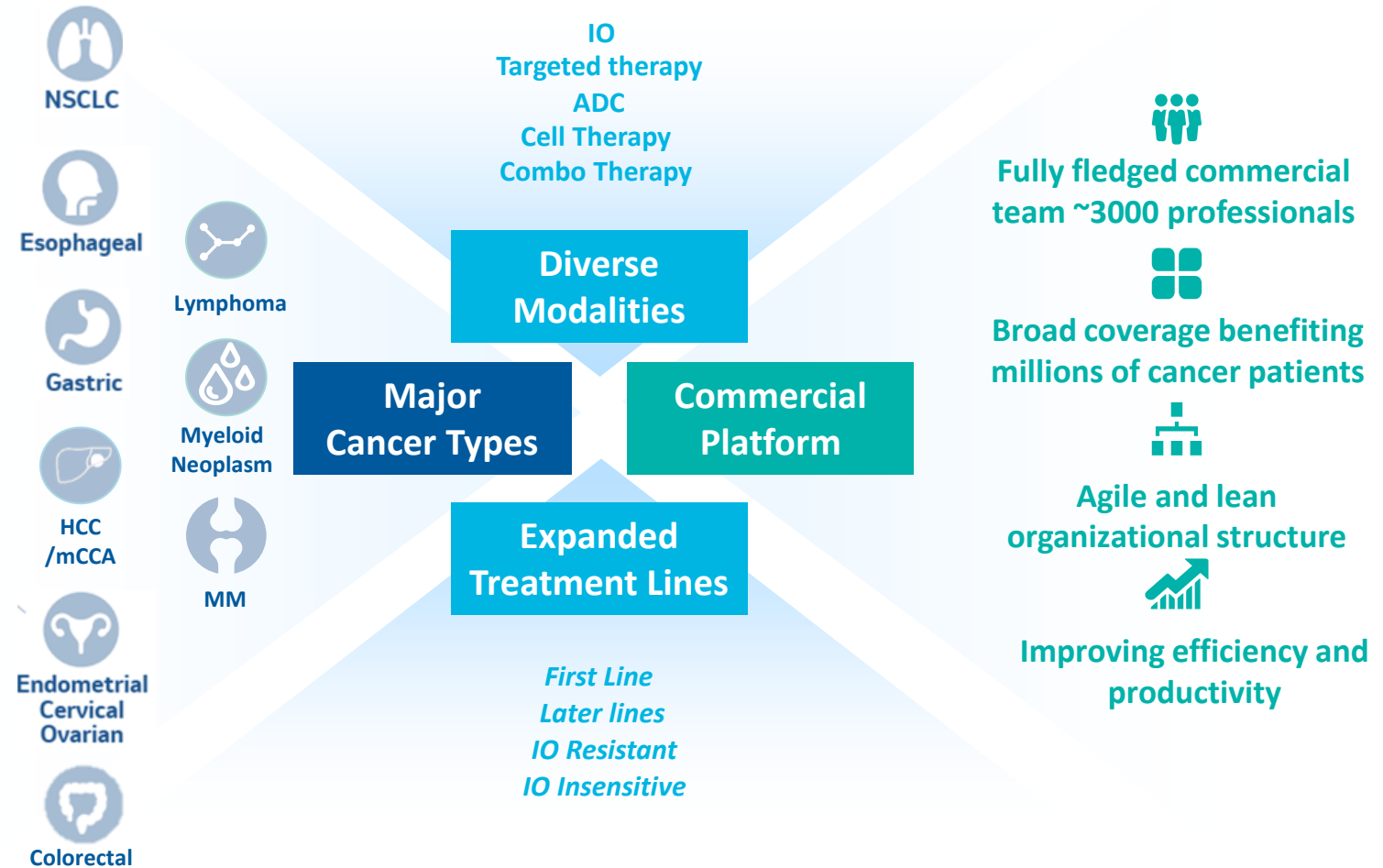
# Oncology: Established a Leading Position and Brand Franchise

## Expansive Oncology Pipeline with Robust Supporting Commercial Structure

### Robust Oncology Pipeline



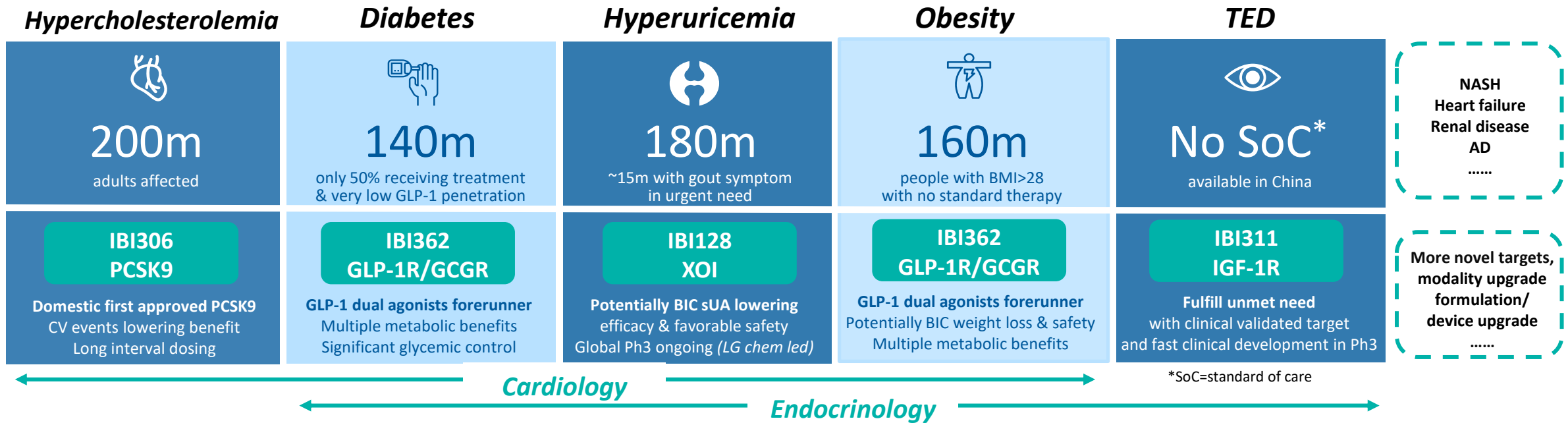
### Well-positioned with Industry Leading Footprint and Comprehensive Coverage





# CVM & Endocrinology: New Franchise with High Potential Innovative Assets

Substantial Patient Base in Need of Next-Generation Drugs



**Huge Market Base**

~RMB 100B CVM market in China with growing patient size and treatment rate, call for next-generation drugs to fulfill unmet medical need, provide better efficacy, reduce complications and improve quality of life.

**High Growth Potential**

**Low and fast-rising penetration of innovative medicines** with ongoing medical education and replacement/add-on of traditional therapies. Untapped market with no existing standard therapy such as obesity, TED etc.

**Synergetic Value**

Innovent strategic investment in CVM and endocrinology, targeting to build franchise in patients' disease management through a **highly innovative pipeline, broad indication coverage and medical resource synergies.**

# Autoimmune: Strategic Vision to Fulfill Unmet Medical Needs

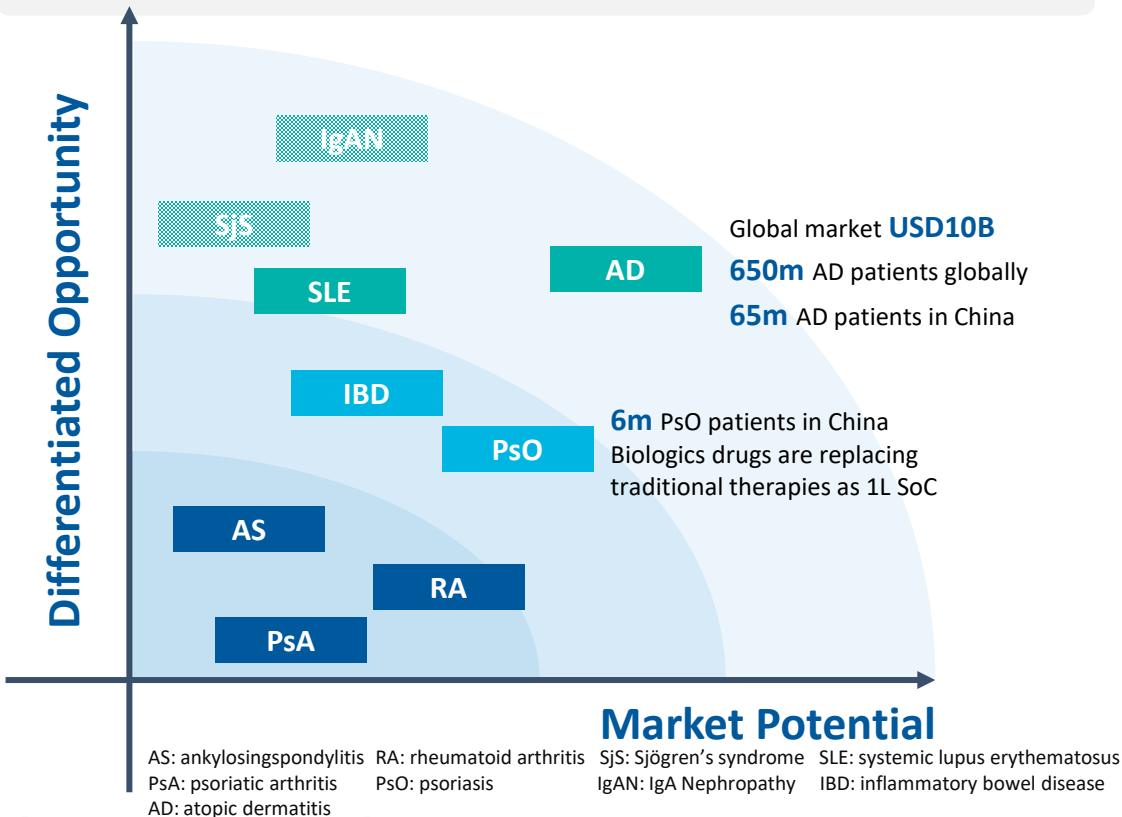
## Switching from Traditional to Innovative Targeted Therapies in Various Autoimmune Diseases

### High Potential Therapeutic Area Driven By:

- ✓ Deeper understanding of the mechanisms of action
- ✓ Continuous market education emphasizing more novel therapies
- ✓ Younger patient population more emphasis on quality of life

### Patient Friendly Solutions:

- ✓ Longer dosing interval to improve compliance
- ✓ Oral formulations and auto-injection devices for convenience
- ✓ Superior safety profiles especially for lifelong management



**SULINNO®(TNF-α)**

RA/AS/  
PsA/PsO

Commercial product listed in NRDL with an experienced sales team and established access

**IBI112 (IL-23p19)**

PsO/IBD

Comparable long-acting efficacy and longer dosing interval (Q12W) than approved products

**IBI353 (PDE4)**

PsO/AD

Potential best-in-class PDE4, oral formulation

**IBI356 (OX40L)**

IND-filed

Next-generation target providing superior efficacy and durability treatment option

**IBI355 (CD40L)**

IND-filed

Potentially provide improved disease control without long-term toxicity

**Preclinical**

~10 undisclosed ongoing projects to address global unmet needs in autoimmune area, such as SjS, IgAN, SLE, LN, AD

# State-of-the-art Manufacturing Facilities Designed to, Built with, and Operating at International Standards



- A total of **140,000L manufacturing facilities** in operation, providing competitive advantage on the production cost of products including TYVYT® and other antibody drugs.
- More capacity is under construction.



- **Full CMC capability** across process development, manufacturing, quality, supply chain and engineering, with talented management and Subject expert with MNC or Oversea experience.



- **Advanced CMC development capability** including perfusion, ADC and high concentration DP platform
- **End-to-end quality system** across product lifecycle per international GMP requirements

## Established world-class CMC Strategic Advisory Board with Strong Support from Global Renowned Top Experts



**David LaPré, MBA.**

- An accomplished biopharmaceutical executive
- Former EVP/Head of Global Pharma Technical Operations
- Former VP of Global Supply Chain Management in Roche
- Currently President of DGL Advisors, LLC
- Holder of a BS degree from Worcester Polytechnic Institute in Worcester, Massachusetts and an MBA from New York University



**Erwin Vanhaecke, Ph.D.**

- Former Head of Group Quality for Novartis
- Former SVP of Global Quality Operations
- Former Chairman of the Ophthalmic Special Interest Group
- Currently President of Vanhaecke and Associates
- Winner of Novartis Excellence Award, Albert Nelson Marquis Lifetime Achievement Award and the Cross of Knight in the Order of the Crown (Belgium)



**Chiang Syin, Ph.D.**

- Former Chief Quality Officer and SVP of WuXi Biologics
- Former FDA Associate Country Director
- Currently President and founder of Meadows Biosolutions, LLC.
- Over 30 years of experiences working in the regulatory agencies and biotech industry
- Winner of Foreign Services Award, Scientific Achievement Award, Public Health Achievement, and Outstanding Service Award from FDA

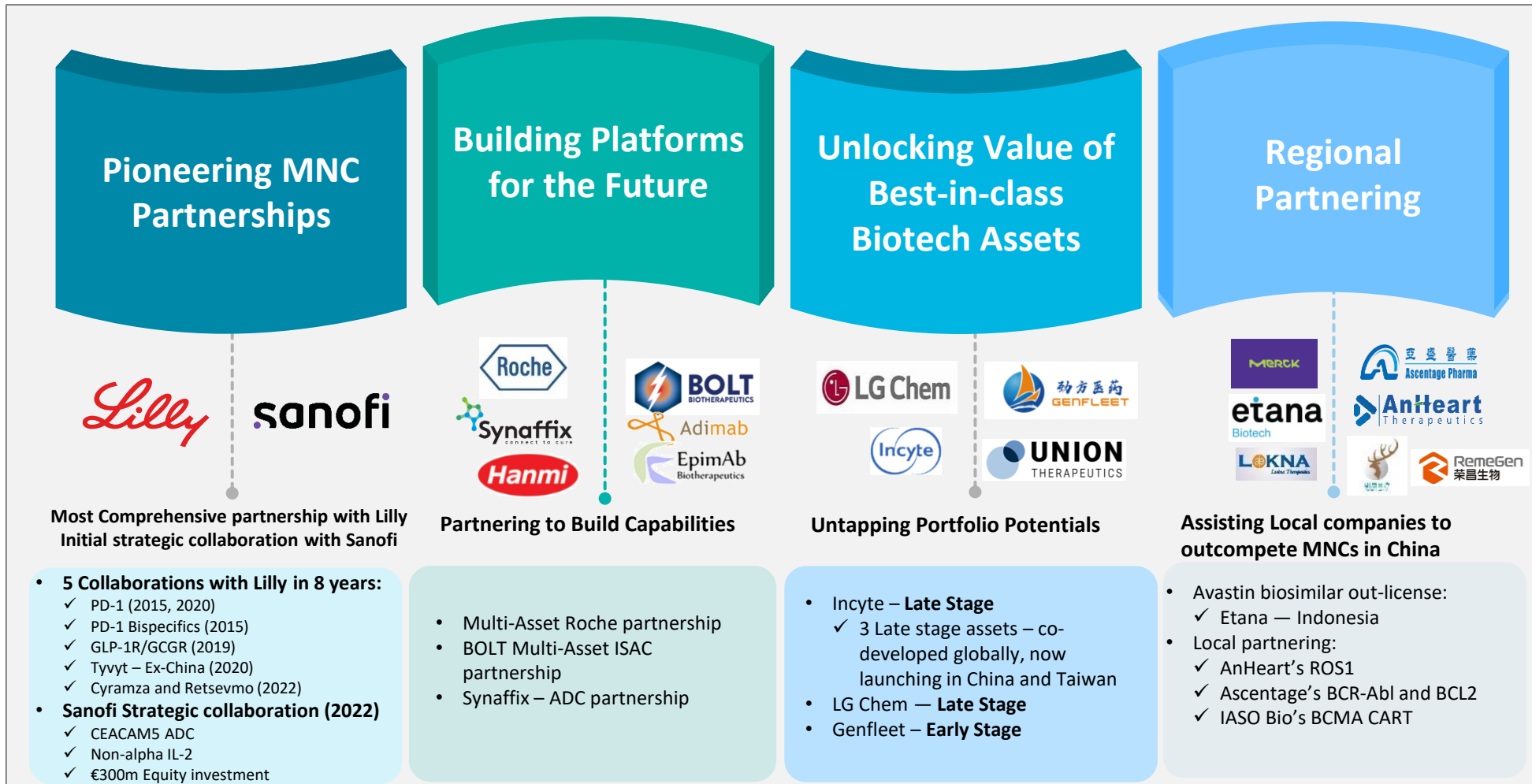


**Charles L. Cooney, Ph.D.**

- Full professor of the Massachusetts Institute of Technology
- Director of GreenLight Bioscience, Mitra Biotech, Mitra RxDx and LayerBio, etc.
- Adviser to the Singapore MIT Alliance for Research and Technology (SMART) Innovation Center
- Founding Faculty Director of the Deshpande Center for Technological Innovation at MIT

# Innovent is Your Preferred Partner in China

“from product development to commercial launch”



## In-house R&D

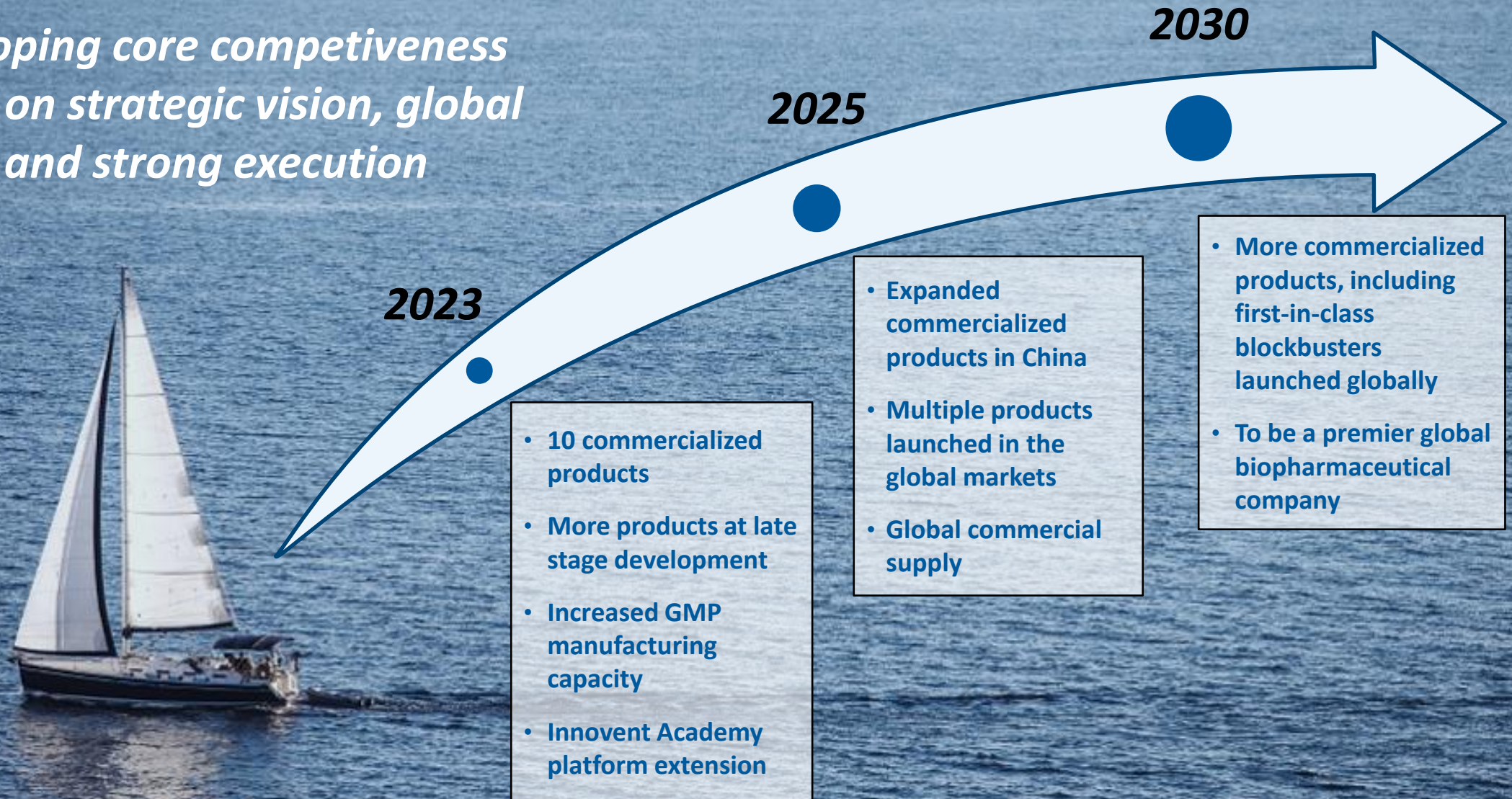


Establishing a world-class biologic platform

- ✓ Immunology science
- ✓ Cancer biology
- ✓ Protein engineering

# Long-Term Vision

*Developing core competitiveness based on strategic vision, global talent and strong execution*



# Disclaimer

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