



Henlius (2696.HK)
Recent Business Update

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Strong Global Commercialization Capabilities

Jointly promote commercialization of products with global strategic partners

- Exclusive licensing and commercial rights of rituximab (HLX01) in **Colombia, Peru, Ecuador and Venezuela**

- Exclusive commercial rights of PD-1 (HLX10) in **Philippines, Indonesia, Malaysia, Singapore, Thailand, Laos, Myanmar, Cambodia, Brunei and Vietnam**

- Exclusive commercial rights of trastuzumab (HLX02) for over 70 jurisdictions and regions in **Europe, MENA, North Africa and CIS**



- Exclusive commercial rights of rituximab (HLX01) in **Argentina, Paraguay, Uruguay and Bolivia**

- Exclusive commercial rights of trastuzumab (HLX02) for **Argentina, Uruguay, and Paraguay**

- Exclusive commercial rights of trastuzumab (HLX02) for **Hong Kong and Macau**

- Exclusive commercial rights of trastuzumab (HLX02) for **Australia, New Zealand, Colombia and Malaysia**

Jointly advance product commercialization of HLX01/03 in the PRC with Fosun Pharma

- Exclusive commercial rights of rituximab (HLX01) and adalimumab (HLX03) in the PRC

Benefit from Fosun Pharma:

- ★ Decades of market experience and know-how in a changing Chinese healthcare industry
- 📊 Superior market access ability, providing comprehensive coverage for product portfolio
- 🌐 Extensive sales network covering both higher and lower tier markets, penetrating deeply nationwide

Self-managed sales team is in charge of China sales of HLX02 (trastuzumab) and following products

- 📍 100+ clinical study sites, 5+ years of clinical trial experience and access to a comprehensive KOL and physician network
- 👤 Assemble a sales team of 400-500 staff during the year

Strategic Partnership with Accord Upgraded with HLX02 (Trastuzumab) Entering the USA and Canada Markets

Highlights of Henlius/Accord HLX02 Deal

- Henlius grants a license to Accord to develop and commercialize HLX02 (trastuzumab independently developed by Henlius) in the USA and Canada
- Henlius will obtain upfront payment (US\$27M), regulatory milestone payment (not more than US\$13M), sales milestone payment (US\$25M for every US\$500M of cumulative net sales), and royalty from 18% to 50% of the net profit
- A successful entry into the North American market, a major milestone and a crucial step of globalization

About Accord

- Accord is a **global** pharmaceutical company primarily engaged in the business of developing, manufacturing and marketing generic drugs and biosimilars in more than 70 nations including North America, Europe, Australia, and South Africa
- **129 generic drug approvals**, focusing on the hospital market with emphasis on oncology, central nervous system and other intensive care segments
- Accord has been continuously listed as one of the fastest-growing pharmaceutical companies in the **USA**, maintaining double-digit growth in all indicators (IQVIA)

Key Terms

Licensor	Shanghai Henlius Biotech, Inc.
Licensee	Accord Healthcare Inc.
Effective Date	2020-09
Licensed Product	HLX02 (Trastuzumab injection) (150mg, 420mg, 60mg)
Territory	The USA and Canada
Collaboration and License	Develop and commercialize HLX02 (Trastuzumab injection)
Milestone Payment	<ul style="list-style-type: none"> ▪ Upfront payment: US\$27M ▪ Regulatory milestone: not more than US\$13M ▪ Sales milestone: US\$25M/every US\$500M of cumulative net sales
Royalty	18%-50% of the net profit

Globalization Strategy of Henlius – Based in China, Eye on Global

Biosimilar CHINA+Emerging Markets

Bioinnovative Based in CHINA, Eye on GLOBAL



Quality Focus · Global Footprints



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Reliable Quality | **Affordable** Innovation

