



September, 2020



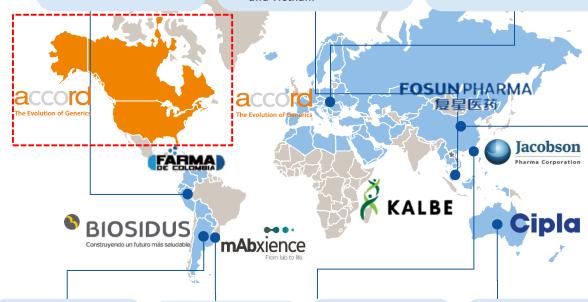
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# **Strong Global Commercialization Capabilities**

### 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> <li>Upfront payment: U\$\$27M</li> <li>Regulatory milestone: not more than U\$\$13M</li> <li>Sales milestone: U\$\$25M/every U\$\$500M of cumulative net sales</li> </ul>
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







**Reliable** Quality | **Affordable** Innovation

