

FOSUN 复星

An Innovation-driven Consumer Group

Fosun Corporate Presentation

2021.4



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About Fosun

** Currency in RMB and Data as of 31 December 2019 unless otherwise specified*

An Innovation-driven Consumer Group ¹

Fosun was founded in 1992. Our mission is to provide high-quality products and services for families around the world in **health**, **happiness**, **wealth** and **intelligent manufacturing** segments.



Health



Happiness



Wealth



**Intelligent
Manufacturing**

Revenue

RMB **136.6** billion
45% from overseas

Net Profit

RMB **8.02** billion
8-year CAGR 10%

Total Assets

RMB **767.7** billion ²

Employees

Approx. **76,000**

Forbes Global Ranking No.371

1. Based on the Annual Report of 2020 (Unit: RMB)

2. Date as of 31 December 2020

Rooted in China, Connecting the World

Fosun was founded in 1992 by graduates of Fudan University. Since its establishment, Fosun has implemented its twin-driver strategy of “Industry Operations + Industrial Investment” to strengthen our foothold in the industry and keep innovating. It has achieved rapid development by capitalizing on the high-growth sectors that benefit from the momentum of China and the world’s economic development.

1992 – 2000 Startup

2001 – 2007 Taking roots in China

2008 – 2016 Connecting the world

2017 – Strategic Focus

An Innovation-driven Consumer Group

1992

Founded with initial investment of RMB38,000

1998

Fosun Pharma listed on China’s A-share Market

2003

Nanjing Iron & Steel Sinopharm Group

2010

Club Med Henlius

2012

Pramerica Fosun Life Insurance
Peak Reinsurance
Starcastle Senior Living

2014

Fidelidade
Luz Saúde
Roc Oil

2016

Gland Pharma
Hauck & Aufhäuser
Wolverhampton Wanderers
Babytree
AHAVA

2018

LANVIN
Wolford
Baihe Jiayuan
Fosun Tourism Group
Listed on the HKEX

2020

Djula
Wei
Jinhui Wine
Shede Wine

1994

Fosun Pharma Forte

2002

Yuyuan Inc.

2007

Hainan Mining
Fosun International listed on the HKEX (00656.HK)

2011

BFC

2013

Atlantis Sanya
Foshan Chancheng
Central Hospital
Sisram Med

2015

Privatization of Club Med
Thomas Cook
Silver Cross
Cirque du Soleil

2017

Fosun United Health Insurance
iDongJia

2019

Thomas Cook
Henlius listed on the HKEX (02696.HK)

Our Clients: 1 Billion Families Worldwide

Mission

*Creating happier lives for **families** worldwide*

Vision

*Rooted in China, creating a global happiness ecosystem fulfilling the needs of one billion families in **health, happiness and wealth***





Business Overview

** As of 31 December 2019 unless otherwise specified*

Health Segment

Pharmaceutical · Medical Equipment & Diagnosis
· Medical & Health Services

RMB34.6 billion

Revenue of **Health Segment**

Nearly 2300

Number of R&D employees in
2020

**First biosimilar approved and
commercialized in China**
Hanlikang® (Henlius)

**Ranked No. 1 of China's non-
public hospitals in terms of
competitiveness**

Foshan Chancheng Central Hospital

Nearly 9000

Retail pharmacies in China

RMB4 billion

R&D Investment of **Fosun
Pharma** in 2020

247

Projects including new drugs
under development, generic drugs,
biosimilar and quality consistency
evaluation of generic drugs

> 4600

Medical beds in the holding
hospitals

> 90 million

Babytree's monthly average active
users in 2020

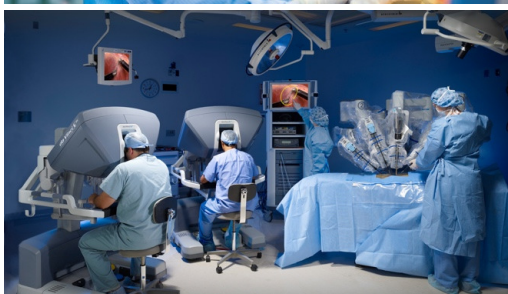
**Leading senior living
community**

Fosun Care



**Innovation-driven pharmaceutical business
&
One-stop health services**

Health Segment's Brands



Pharmaceutical

FOSUN PHARMA
复星医药

Henlius
上海复宏汉霖生物技术股份有限公司

万邦医药

FOSUNKite
复星凯特生物

FOCHON
PHARMACEUTICALS

GLAND

复星弘创
FOSUN ORINOVE

TRIDEM
PHARMA
A FOSUN PHARMA Company

国药控股股份有限公司
SINOPHARM GROUP CO. LTD.

Devices & Diagnosis

Sisram
Medical

aitrox
杏脉科技

INTUITIVE FOSUN
直观复星

BREAS

长征

VIEWRAY | Visibly Different

Healthcare Services & Products

佛山市禅城中心医院
Foshan Chancheng Central Hospital

LUZ SAÚDE

卓尔荟

FOSUN HEALTH
复星联合健康保险

babytree 宝宝树

复星星堡
FOSUN STARCASTLE

Happiness Segment

Branded Consumer · Tourism & Leisure

RMB55.9 billion

Revenue of **Happiness Segment**

3,367

Number of **jewellery and fashion stores**

60+

Club Med

Number of resorts worldwide

One of the oldest French luxury couture house that remains active

LANVIN

45 million

Customers visiting **Yuyuan commercial district** in 2019

18

Long-established Chinese brands

The world's first travel agency

Thomas Cook

300 million+

Baihe Jiayuan's members



Target mid-to-high-end family customers, focusing on contents, models, and products, and connecting online platforms with offline scenarios

Happiness Segment's Brands

Branded Consumer Products



Tourism & Culture



Wealth Segment

Household Finance · Corporate Finance · Investment

RMB42.5 billion

Revenue of **Wealth Segment**

>27%

Insurance business's
market share in Portugal

"Asian Reinsurer of the Year"
for the fourth consecutive year
Peak Reinsurance

Best Private Bank in
Germany 2020

Hauck & Aufhäuser

Portugal's largest listed bank
Millennium BCP

RMB15 billion

Fund management scale of
Fosun Capital

China's Top 50 VC
Fosun RZ Capital



Achieve synergy among "insurance and industry" and
"insurance and asset allocation"
Support innovation-driven investment

Wealth Segment's Brands

Insurance

FIDELIDADE
SEGUROS DESDE 1808

PeakRe

 **复星保德信**
Pramerica FOSUN

 **AmeriTrust**

La Positiva
Seguros

Investment Asset Management


HAUCK & AUFHÄUSER
PRIVATBANK SEIT 1796

Guide

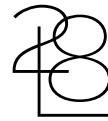
FOSUN CAPITAL
复星创富

Millennium
bcp

FOSUN HANI
复星恒利

复星锐正 **FOSUN RZ CAPITAL**

Hive Asset Management



28 LIBERTY

 **BFC** THE BUND
FINANCE CENTER
|外|滩|金|融|中|心|

IDÉRA
CAPITAL MANAGEMENT

PAREF



Intelligent Manufacturing Segment

Resources & Environment • Technology & Intelligent Manufacturing

Resources &
Environment



Technology & Intelligent
Manufacturing



RMB5 Billion
Revenue of **Intelligent
Manufacturing Segment**

10 million tons
**Nanjing Iron & Steel's Annual
production volume of crude steel**

No.2
Ranking of **JEVE's** installed capacity of
lithium-ion batteries in the field of soft
pack power batteries in China

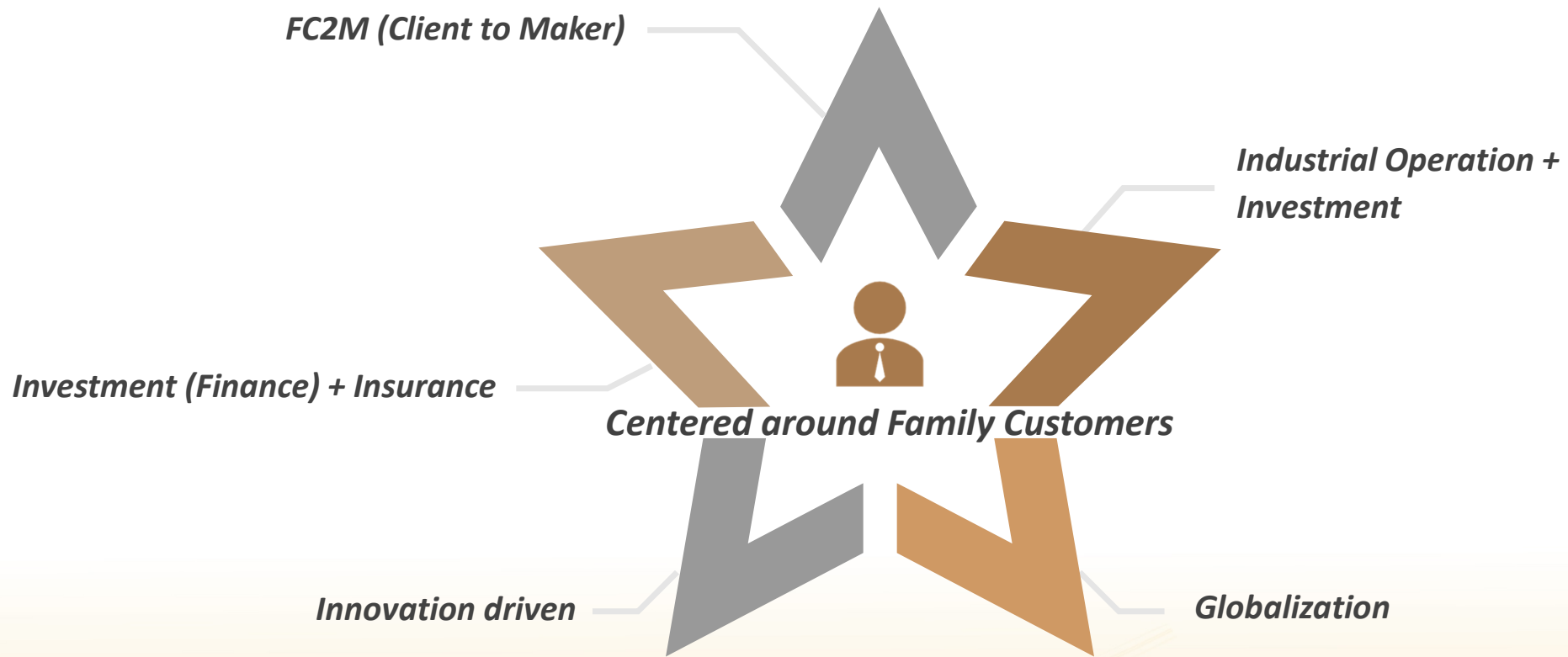
**China's first privately controlled
high-speed railway**
Hangzhou-Shaoxing-Taizhou Railway



Our Strategies

** As of 31 December 2019 unless otherwise specified*

An Ecosystem Centered Around Family Customers with Multiplier Synergy among Industries + Innovation Driven



Global FC2M Family Happiness Ecosystem

Centered around the family needs, Fosun implements the **C2M (Client To Maker)** model by fostering and integrating **high-quality manufacturers and supply chains** across the globe, with a view to providing **a one-stop happiness solution that covers every aspect of family life.**



Industry Operations + Industrial Investment

Fosun has profound industry operations capabilities, yet investment is also in Fosun's genes. Its long-established industry operations capabilities have enabled Fosun to grasp investment opportunities around the world. Fosun also possesses **industrial empowering capabilities** and drives **multiplier growth through the synergies** between industries within the ecosystem.

1

Selection

Innovation Barrier
Market Growth Potential
Globalization Potential
Winning Potential for Fosun

2

Entry

M&A
VC
Joint Venture
Franchise
Greenland Incubation

3

Optimization

Strategic Planning
Structure Optimization
Talent Introduction & Incentive Mechanism
Investment in R&D and Innovation

4

Synergy

Supply Chain
Marketing
Investment
Capital
Technology (Smart mid-offices)

Driven by Innovation

Create a multi-dimensional innovation system through **proprietary R&D, investment incubation, patents and cooperative introduction of innovative products**. Directly focus on **family scenario**, take the lead in the global innovation field, create good products of Fosun with high competitiveness.



Health Technology



First self-developed & commercialized biosimilar in China



World's leading immunotherapy treatment against cancer (CAR-T)



Cooperate with world's leading mRNA tech company in developing COVID-19 vaccine



Creative Design



Leading domestic handmade crafts platform



The oldest French luxury couture house that remains active



Smart Technology



Leading AI medical technology company



MIIT's Intelligent manufacturing demonstration point




World's leading flexible production line solution provider



Globalization

- Footprints**
 - *Profound industrial development in more than 20 countries and regions across five continents in the world*
- Businesses**
 - *About 40% of the revenue in 2019 generated from overseas countries or regions*
- Innovation**
 - *Set up “Shanghai-Silicon Valley” global innovative twin headquarters, forming an interactive and integrated pharmaceutical R&D system in China, the United States, India, etc.*
- Talents**
 - *More than 10 overseas partners among over 110 global partners*



<p>France Club Med LANVIN St Hubert Djula Tridem</p>	<p>U.K. Silver Cross Wolverhampton Wanderers Resolution Property Thomas Cook</p>	<p>Germany Tom Tailor H&A NAGA Koller FFT</p>	<p>Israel Sisram Med AHAVA</p>	<p>Belgium IGI</p> <p>Austria Wolford</p> <p>Russia Fosun Eurasia</p>	<p>China Fosun Pharma Henlius Sinopharm Starcastle Senior Living Yuyuan Inc. Fosun Tourism Atlantis Sanya BFC PeakRe Nanjing Iron & Steel Fosun Hani Pramerica Fosun Life Insurance</p>
<p>Canada Cirque du Soleil</p>	<p>U.S. St. John Studio 8 28 Liberty AmeriTrust</p>				<p>Japan Tomamu The Court IDERA Mirai</p>
<p>Peru La Positiva</p>	<p>Brazil Rio Bravo Guide</p>	<p>Italy Caruso THE MEDLAN</p>	<p>Portugal Luz Saúde Fidelidade BCP</p>	<p>Cote d’ivoire Guilin Pharmaceutical</p>	<p>India Gland Pharma Delhivery Ahuja Kissht</p>
					<p>Australia Roc Oil</p>



Talents – The Most Valuable Asset of Fosun

- **Our elite management team:**

Share the fruits and progress together over Fosun global partnership model with a regular rotation to involve in each **project, sector and region**

- **GLOCAL:**

More than 10 overseas global partners coming from countries including Portugal, France, Germany, the United Kingdom, Japan, India, etc.

- **Our talent development strategy:**

Attract people by **development**, appraise people over **performance**, train people through **works**, and unite people with **career opportunities**



Our Pursuit

** As of 31 December 2019 unless otherwise specified*

Being a Responsible Global Citizen

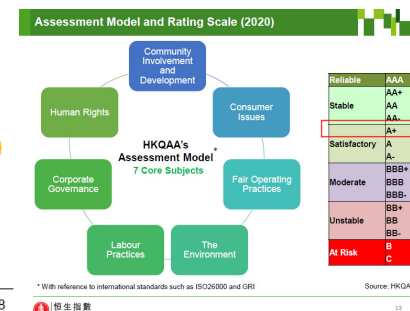
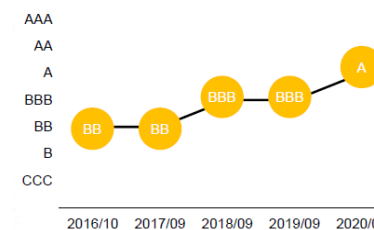
Self-improvement, Teamwork, Performance, Contribution to Society

Responsible Industry Operator

- Shanghai Henlius developed “Hanlikang®”, which became *the first biosimilar approved in the PRC*; and its second product 汉曲优® (Zercepac® in the EU) becomes the first Chinese mAb biosimilar entering both the EU and China market

Responsible Investor

- Continue to increase investment in green products and cleaning technology, accumulated amount of investment in cleaning technology: *over RMB4 billion*



【MSCI ESG rating】A
 【Hang Seng Corporate Sustainability Index】A+
 【China's CSR Leading Index Top 60】No.47

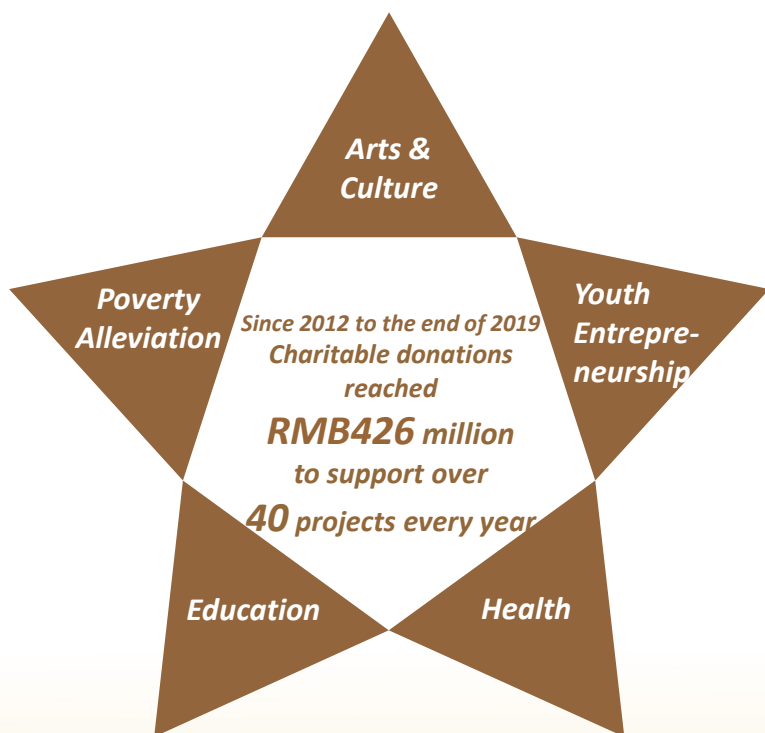
Responsible Employer

- Accumulated staff training hours: *1,310,600 hours*
- 【LinkedIn's Top Companies to Work for in China】4th place
- 【Liepin Extraordinary Employer – Innovation 2019】
- 【Zhaopin Best Employer 2019】

Responsible Global Citizen

- Cover **15** provinces, municipalities and autonomous regions in China and **70** poverty-stricken counties, and safeguard **22,192** rural doctors and about **3 million** poor families
- Global Youth Start-up Acceleration Program has received applications from 42 countries and 12 awarded teams received fundings
- Fosun Foundation (Shanghai) held **4** major exhibitions and **150+** public education activities during the year
- Pramerica Fosun Spirit of Community Awards has received approximately **4,500** effective applications from middle and high school students in 7 years since 2013 of which **300+** won the prize

Fosun for Good



■ Rural Doctor Poverty Alleviation

- Cover **15** provinces, municipalities and autonomous regions in China and **70** poverty-stricken counties
- Assist **12,545 health centers** in administrative villages
- Safeguard **22,192** rural doctors and about **3 million** poor families
- Establish “Rural Doctor Guardian Alliance” with **40+ enterprises**



■ Protechtig – Global Youth Start-up Acceleration Program

- Received **887** applications from **42** countries in 4 years
- **12** awarded programs entered into incubation in Fosun
- Won **3 international awards** in recognition of its corporate social responsibility

■ Fight against malaria in Africa

- Donated **US\$350,000** anti-malaria drugs to Africa
- Provided over **150 million** artesunate injections in the past 6 years
- Benefited over **25 million** patients with severe malaria, most of whom were under 5



■ Fosun Foundation (Shanghai)

- **4** Major exhibitions
- **150+** Public education activities
- **700,000+** Visitors

■ Pramerica Fosun Spirit of Community Awards

- Introduced the youth volunteering service recognition program from the United States to China and connect Chinese youth charitable activities to the rest of the world since 2013
- Received approximately **4,500 effective** applications from middle and high school students in 7 years of which **300+** won the prize

Fight Against COVID-19: Global Capability, Global Responsibility

Phase 1: Actions to fight the outbreak in China (From 24th January to 1st March)

- Deployed global medical supplies: **2.963 million** units, and **900** ventilators
- Fosun Healthcare medical workers in Hubei frontline: **275+**
- Patients recovered and discharged from Wuhan Jihe Hospital: **515**, achieving **zero** death among patients and **zero** infection of medical workers



Phase 2: Help support the world fight against the virus (From 1st March - present)

- Medical supplies to support global fight against the epidemic: over **50 million** units
- Provided support to overseas to fight against the epidemic: around **30** countries benefitted
- The self-developed **COVID-19 nucleic acid detection kit** was approved by **EU, FDA and CNMPA**
- Cooperated with **BioNtech SE** to jointly develop **COVID-19 vaccines** based on its mRNA technology platform, and **commenced vaccination in Hongkong and Macau**



Follow Fosun

