

FOSUN 复星

An Innovation-driven Consumer Group



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About Fosun

* Currency in RMB and data as of 31 December 2020 unless otherwise specified

An Innovation-driven Consumer Group¹

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.

Revenue

RMB **136.6** billion

41% from overseas

Net Profit

RMB **8.02** billion

8-year CAGR 10%

Total Assets

RMB **767.7** billion

No. of Employees

Approx. **76,000**

Forbes Global Ranking 2021

No. **459**

ESG Rating

A

MSCI

A+

HSI

C-end Customers

470 million

Total customer traffic

358 million

Cumulative registered members

1. Data as of 31 December 2020

Our Clients: One 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***



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 its foothold in various industries. Through continuous innovation, Fosun 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 – 2007 Seized the Momentum of China

1992

Founded with
an 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
Songhelou
Fosun Tourism Group
listed on HKEX

2020

DJULA
WEI
Jinhui Liquor
Shede Spirits

1994

Fosun Pharma
Forte

2002

Yuyuan Inc.

2007

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

2011

BFC

2013

Atlantis Sanya
Foshan Fosun Chancheng Hospital
Sisram Med

2015

Privatization of Club Med
Thomas Cook
Silver Cross

2017

Fosun United Health Insurance
Dongjia App

2019

FFT
Henlius listed on HKEX

2008 - 2017

Combined China's Growth Momentum
with Global Resources

2018 - present
Glocalization
(Global + Local)



Talents – The Most Valuable Asset of Fosun

- **Our elite management team:** 110+ global partners, 220 industrial/line partners with 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, the United States, etc.
- **Our talent development strategy:** Attract people by **development**, appraise people over **performance**, train people through **works**, and unite people with **career opportunities**



Business Overview

Fosun Family Industrial Ecosystem

Every Stage
of life



Marriage



Maternity



Parenting



Midlife



Silver Age

Health

FOSUN PHARMA
复星医药

万邦医药

FOSUN DIAGNOSTICS
复星诊断

佛山复星禅诚医院
Foshan Fosun Chancheng Hospital

复星星堡
FOSUN STARCASTLE

Happiness

babytree
宝宝树

FOSUNKite
复星凯特生物

薄荷健康

复星杏脉
FOSUN AITROX

Henlius
上海复星汉霖生物技术股份有限公司

百合网
baihe.com

世纪佳缘
jiajyuan.com

LANVIN
PARIS

DIULA
JOAILLIERE / PARIS

老庙

AHAVA
ELEMENTAL BEAUTY FROM THE DEAD SEA

ATLANTIS
SANYA
三亚·亚特兰蒂斯

SEA-GULL
海鷗表

東 東家·守藝人
讓傳承成為潮流

Thomas Cook
托迈酷客

舍得酒业

金徽酒 正能量

Club Med
全球度假村，一价享精彩

Wealth

FIDELIDADE
SEGUROS DESDE 1808

HAUCK & AUFGAUSER
PRIVATBANK SEIT 1796

BFC
THE BUND
FINANCE CENTER
外滩金融中心

FOSUN CAPITAL
复星创富

复星锐正

FOSUN RZ CAPITAL

Millennium
bcp

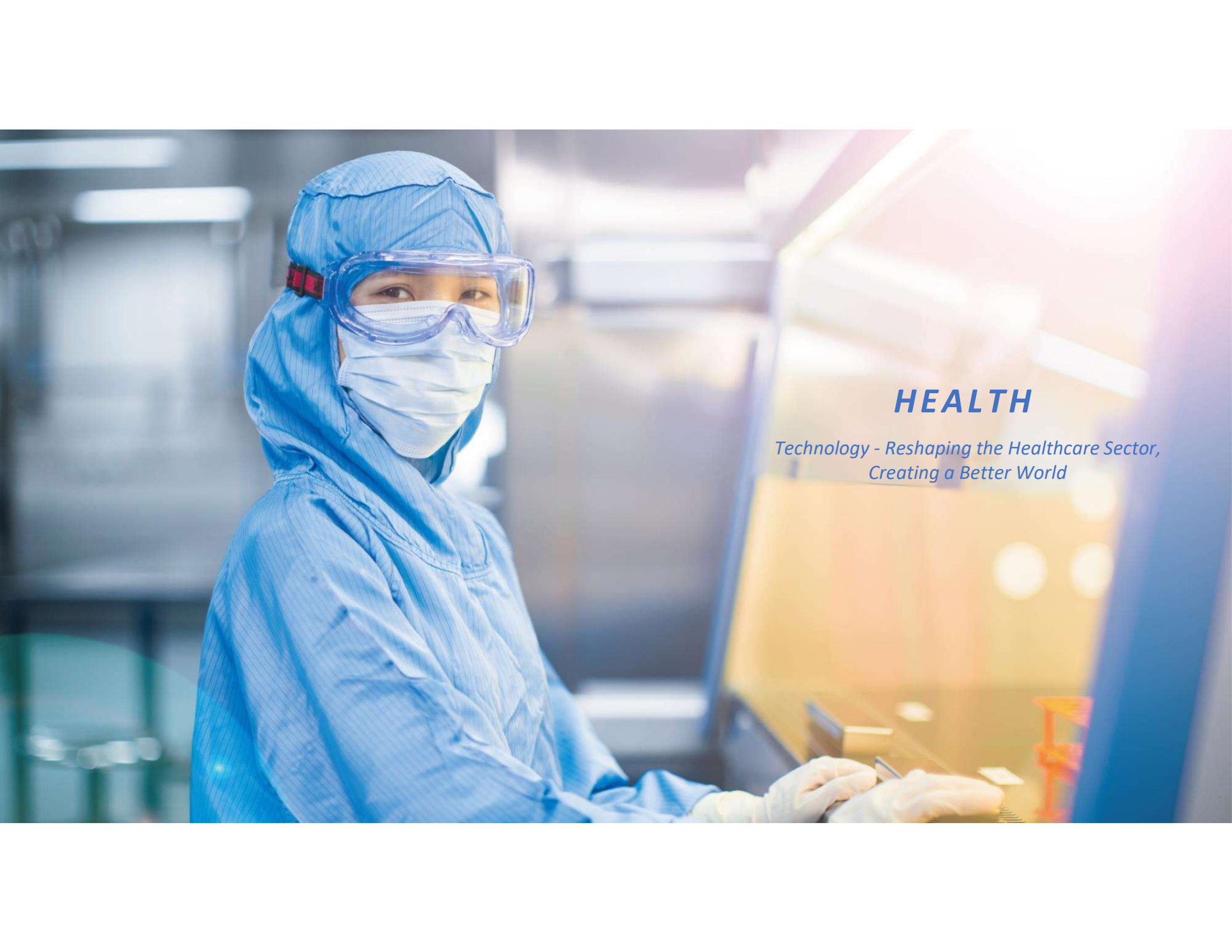
Intelligent Manufacturing

JEVE
捷威动力

M
海南矿业
HAINAN MINING

NISCO

FFT



HEALTH

*Technology - Reshaping the Healthcare Sector,
Creating a Better World*

Medical Diagnostic and Treatment Technology

Fosun adopts a global R&D + diversified innovation model (investment, incubation, BD, etc.) to create high-value innovative products in the fields of pharmaceutical, devices, and diagnosis

Nearly 2,300

Number of R&D employees in 2020

RMB4.0 billion+

R&D investment of Fosun Pharma in 2020

China's first CART-T cell therapy

Fosun Kite Axicabtagene Ciloleucel (FKC876)

First biosimilar approved to commercialize in China

汉利康® (Hanlikang)

247

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

COVID-19 mRNA vaccine

Jointly developed with BioNtech

First biosimilar approved in both China and Europe

汉曲优® (Zercepac®)

Gland Pharma

Successfully listed in India in 2020

FOSUN PHARMA
复星医药

 **Henlius**
上海复宏汉霖生物技术股份有限公司

 **复星杏脉**
FOSUN AITROX

 **GLAND**

FOSUN DIAGNOSTICS
复星诊断

FOSUNKite
——复星凯特生物——

 **万邦医药**



Health Services

Integrate “medical and health insurance” to create a one-stop healthcare management platform for all aspects of life

Nearly 9,000

Sinopharm retail pharmacies in China

4,610

Medical beds in holding members' hospitals

35%

Insurance premium growth rate of Fosun United Health Insurance

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

Foshan Fosun Chancheng Hospital



FOSUN HEALTH
复星健康

卓尔荟



LUZ SAÚDE





Health Products

Focusing on key groups to develop maternal and child consumer goods, health platform, healthy food, creating product + consumer traffic portal

91.2 million

Babytree's monthly average active users

4.8 million

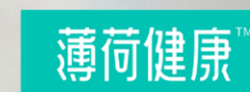
Boohee Health's annual active users

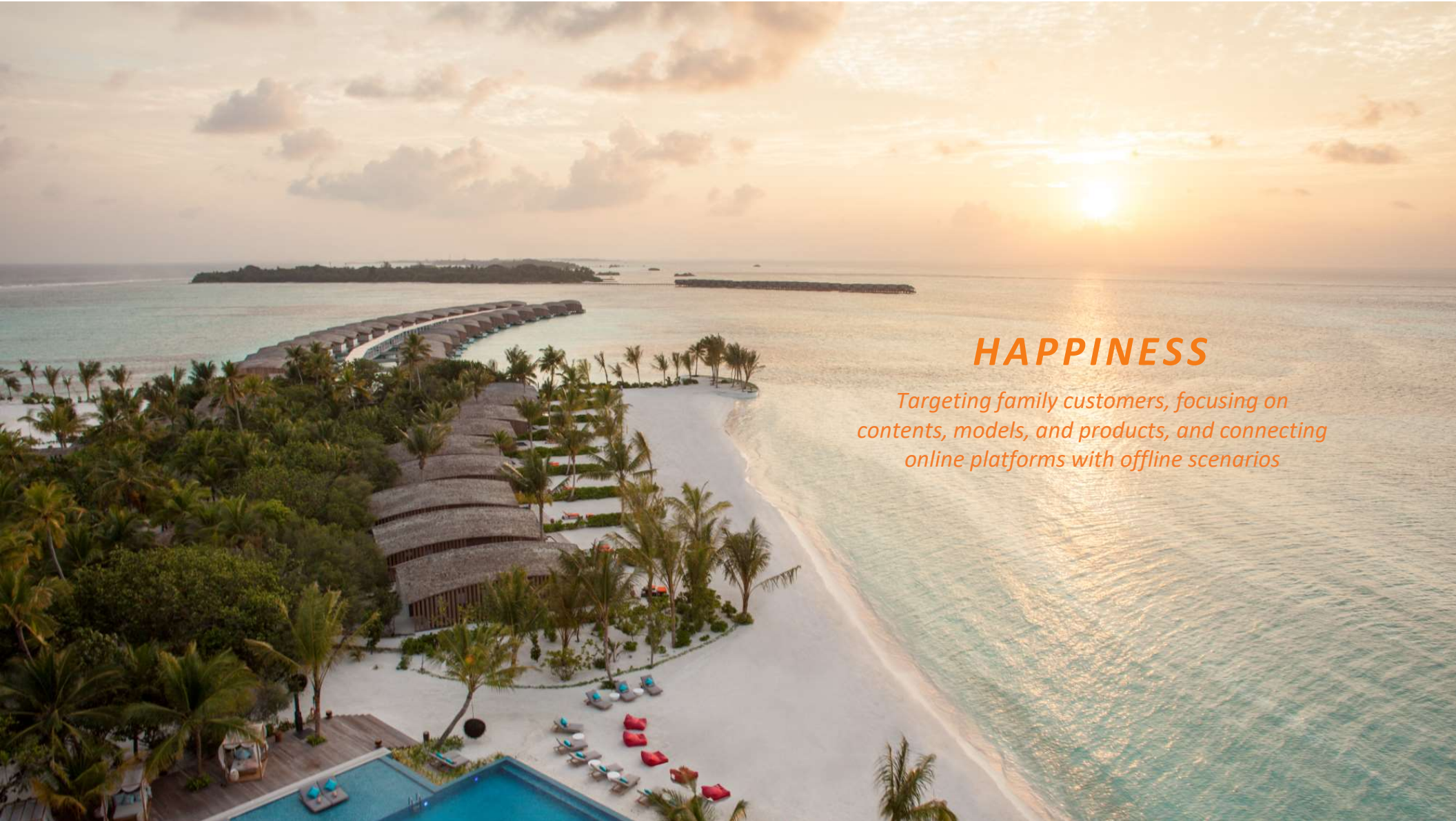
19.9 million

Babytree's monthly active users (MAU)

50.0 million+

Number of registered users of Boohee Health





HAPPINESS

Targeting family customers, focusing on contents, models, and products, and connecting online platforms with offline scenarios

Jewelry and Fashion

Towards a brighter life, creating an matrix of global jewelry and fashion brands of Fosun

3,468

Yuyuan jewelry and fashion chain stores and points-of-sale

A well-known skincare brand licensed by the Israeli government to mine raw materials at the Dead Sea
AHAVA

LANVIN
PARIS

AHAVA
ELEMENTAL BEAUTY FROM THE DEAD SEA



老庙



IGI

DJULA
JOAILLERIE / PARIS

SEA-GULL
海鷗表

上海
SHANGHAI



Lanvin fashion show at Yuyuan Garden



Laomiao Gold Yuyuan flagship store



AHAVA 24K gold mineral mud mask



Opening of the first DJULA store in China



Food and Beverage

Embracing time-honored brands to offer exquisite food to family customers worldwide

"The King's menu"

Lu Bo Lang served two leaders of the Cambodian royal family

30

Songhelou noodle chain restaurants



Entertainment

Centered around sports, e-sports, film and television, and games to create a diversified entertainment experience of Fosun



C-end entrance

Baihe Jiayuan



東家·守藝人
謹傳承成為潮流

10,000+

Dongjia's craftsmen

FOSUN PICTURES
聯華影業

RMB5.4 billion

*Box office revenue of movie
'Hi, Mom'*



144 years

*Wolverhampton
Wanderers'
history*





Tourism

Building the new lifestyle of “Everyday is **Foliday**” and infusing evolving concepts of tourism and leisure into everyday living

60+
Club Med
resorts in the world

Club Med 
全球度假村，一价享精彩


ATLANTIS
SANYA
三亚·亚特兰蒂斯

~5 million visits
Atlantis Sanya's
average annual
customer flow

180 years
Since Thomas Cook's
establishment

 **Thomas Cook**
托迈酷客



HAUCK & AUFGÄUSER

PRIVATE BANKERS SINCE 1868

WEALTH

*Insurance + financial resources and asset
management capabilities mutually empower
each other to create a closed loop
wealth ecosystem*

Insurance

Globalization to foster steady development

RMB50 billion

Premium

RMB250 billion+

Investable assets

27.4%

Fidelidade insurance business's
market share in Portugal

13.4%

La Positiva's total market share
ranked third in the Peruvian
insurance market

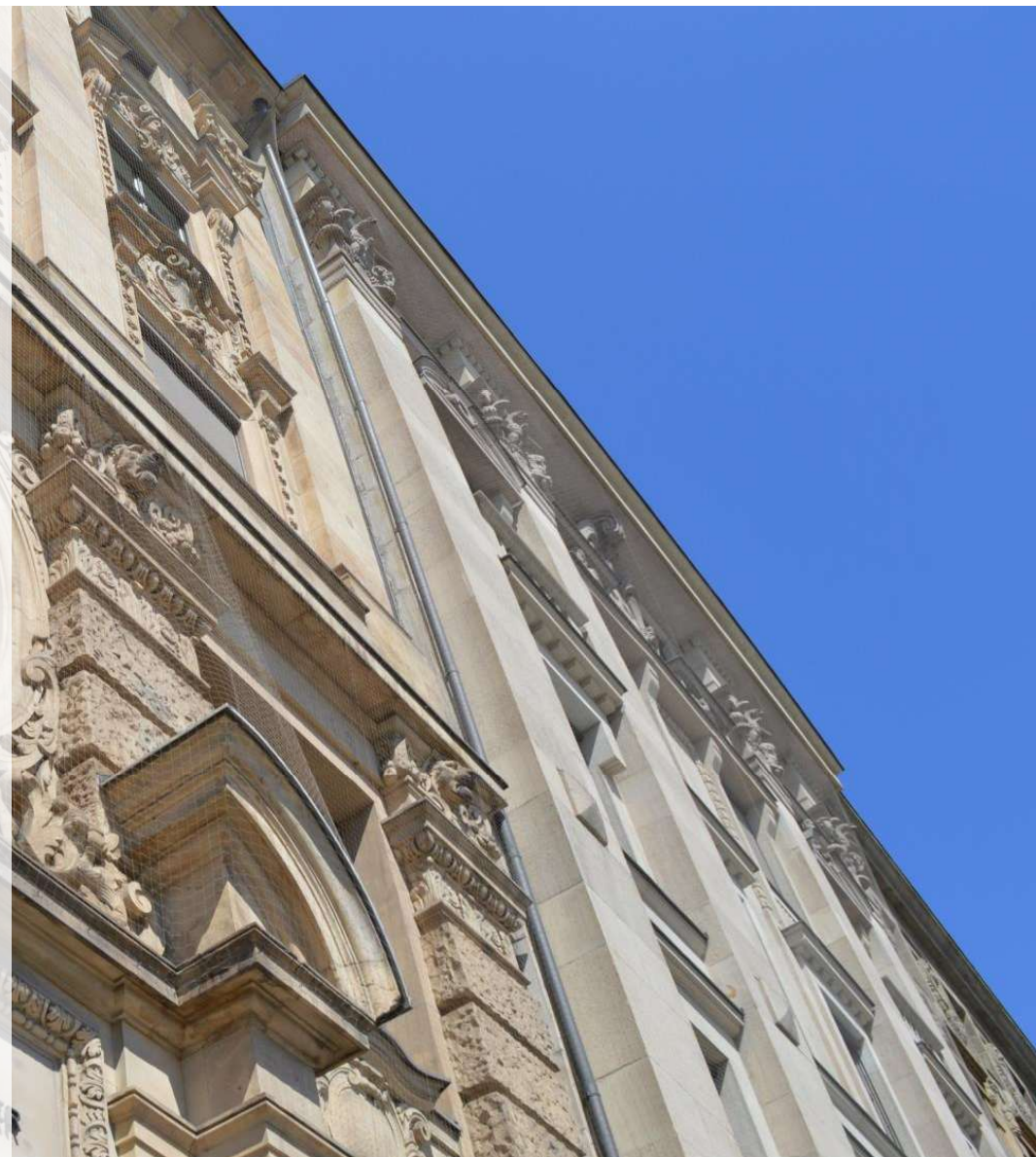
PeakRe >



FIDELIDADE
SEGUROS DESDE 1808

La Positiva
Seguros

FOSUN HEALTH
复星联合健康保险



Investment

Industrial investment + financial investment as a twin-driver to empower health, happiness, wealth and intelligent manufacturing in every aspect of life

EUR181.3 billion

Assets under Hauck & Aufhäuser's
management/ custody

15.5% Growth

Hauck & Aufhäuser's
asset management scale

R\$19.7 billion

Assets under Guide's management

130,000

Number of Guide's
personal customers

复星 FOSUN
锐正 RZ CAPITAL

FOSUNCAPITAL
复星创富

USD Fund

Industrial Investment

6 Companies Filed for IPO

Invested companies under Fosun Capital

**Top 30 Best China's Private Equity Investment
Institutions in 2020**

Fosun Capital

HAUCK & AUFHÄUSER
PRIVATBANK SEIT 1796

guide
INVESTIMENTOS

NAGA

Two IPOs in the US

Invested companies under Fosun RZ Capital

FOSUN HANI
复星恒利

RIO BRAVO

Top 50 Best Chinese Venture Capital Institutions in 2020

Fosun RZ Capital

Fosun Hive

People and industry-oriented to build a global hive city



IDÉRA
CAPITAL MANAGEMENT

RMB64.35 billion
Fosun Hive's onshore
assets under management

US\$12.0 billion
Fosun Hive's offshore
assets under management

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



28 LIBERTY

FORTE 复地
江世界全生活

GULTE 高地



A photograph of a modern industrial manufacturing facility. Several yellow robotic arms are mounted on light blue cylindrical bases, positioned on a metal platform. The background shows a large, well-lit factory interior with a high ceiling and various industrial equipment. The text "INTELLIGENT MANUFACTURING" is overlaid in a bold, green, sans-serif font.

INTELLIGENT MANUFACTURING

*Global deployment of digital intelligence technology
to empower industrial manufacturing*

Implementation of the C2M model and leverage on big data, artificial intelligence, and IoT, to promote intelligent manufacturing and create a flexible digital supply chain

FFT - one of the world's largest suppliers of intelligent manufacturing solutions for the automotive industry

JEVE - a leading domestic soft pack lithium battery company



Nanjing Iron & Steel – a super large iron and steel joint enterprise in China and one of the 18 key steel enterprises in the national's strategic layout

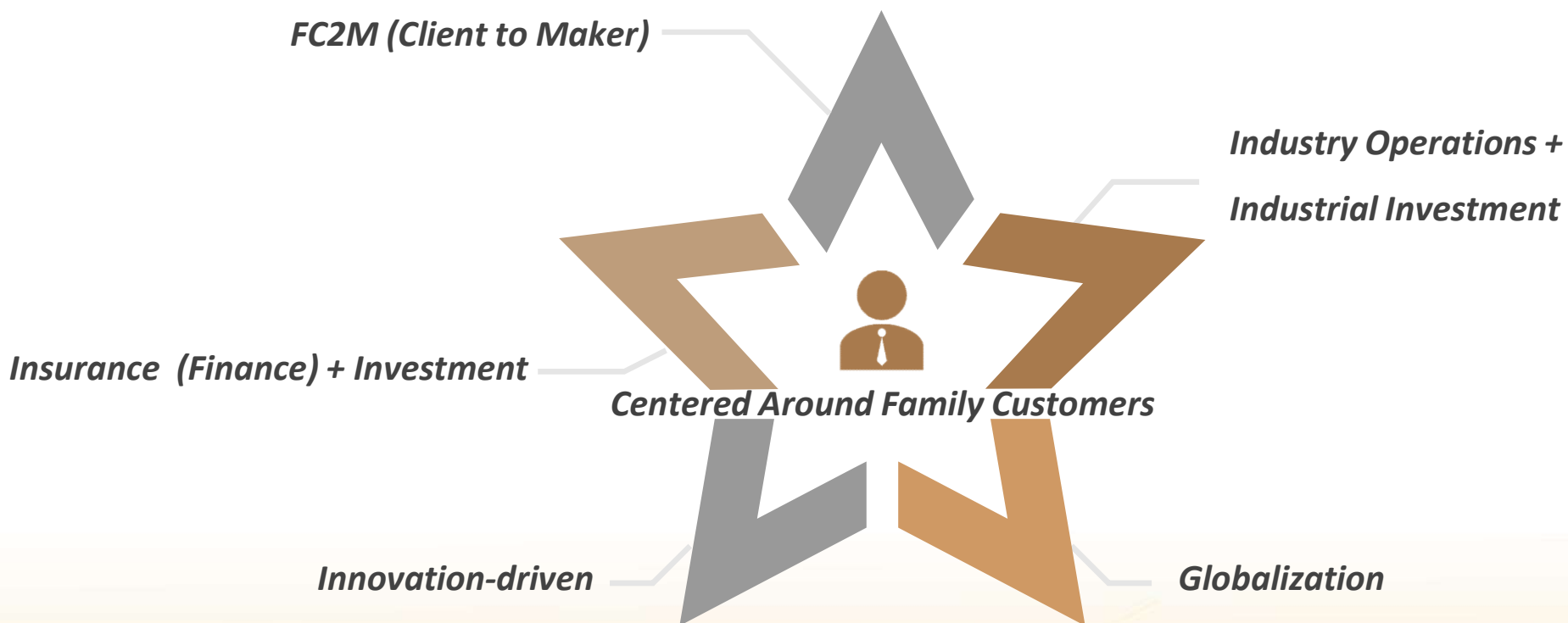


Hangzhou-Shaoxing-Taizhou Railway (Hangshaotai Railway)
- China's first privately held high speed rail project and one of the first batch of eight social capital investment railway demonstration projects in China



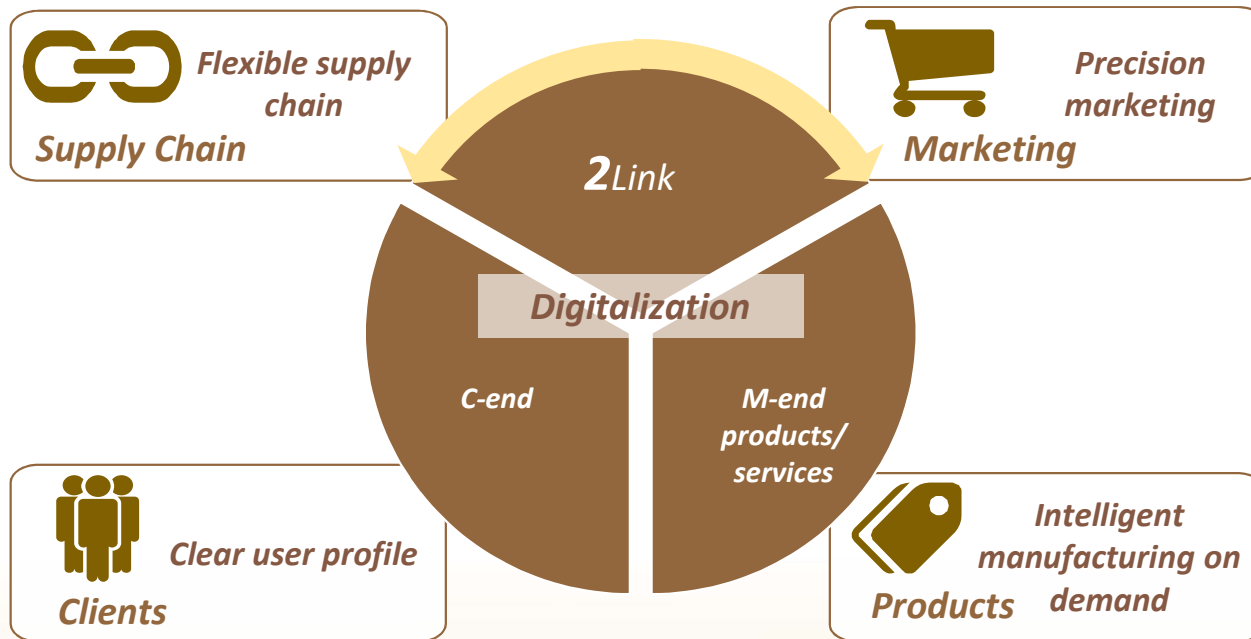
Our Strategies

Fosun's Strategic Framework: Focus on Family Customers, Ecosystem Multiplier Effect + Innovation-Driven



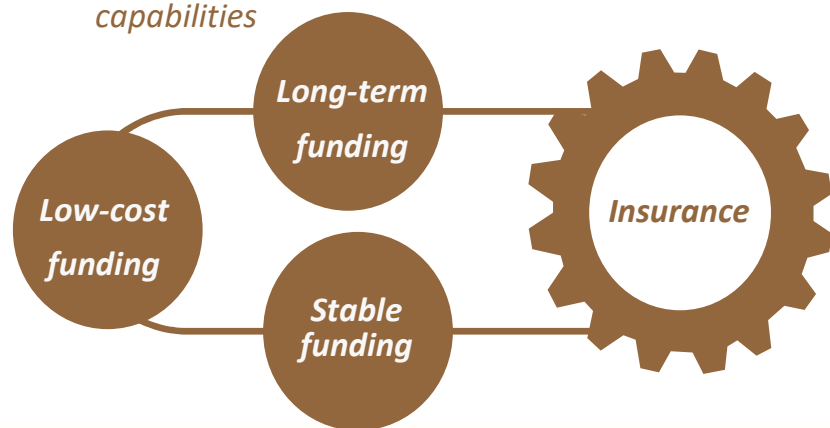
FC2M (Client to Maker)

FC2M ecosystem is formed around family needs, providing them the ultimate products and services



Insurance (Finance) + Investment

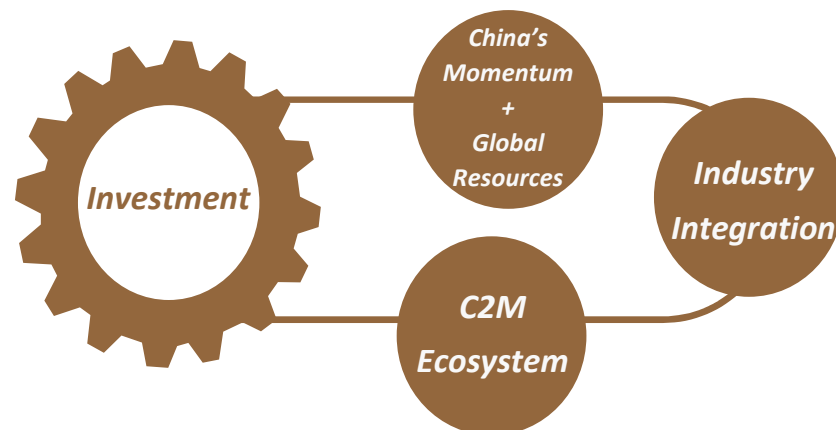
- Enhance product capabilities, improve the underwriting capabilities, and continue to expand the scale of insurance investable funds
- Optimize asset allocation and strengthen investment capabilities



Continue to strengthen the presence in the global insurance sector

* Investable funds: Pramerica Fosun Life Insurance: RMB14.0 billion, Fosun United Health Insurance: RMB2.0 billion, Fosun Insurance Portugal: EUR13.0 billion, Peak Reinsurance: US\$2.0 billion, ATG: US\$1.6 billion.

Enhance the global investment footprint with profound industry operations



- Continue to look for high-quality investment targets that align with the concept of “Combining China's Growth Momentum with Global Resources”
- Focus on high-quality companies in the core strategic direction of wealth, health, happiness, and intelligent manufacturing
- Invest in outstanding companies that conform to the C2M concept and generate multiplier synergy

Innovation-driven

Create a multi-dimensional innovation system through **proprietary R&D, investment incubation, patents and cooperative introduction of innovative products**. 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 biosimilar approved for marketing in China
First China-developed monoclonal antibody biosimilar to enter the European market



World's leading CAR-T cellular immunotherapy treatment against cancer



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



Creative Design



Leading domestic handmade craft platform



France's oldest haute couture house that remains active



Smart Technology / Intelligent Manufacturing



Leading AI medical technology company



MIIT's intelligent manufacturing demonstration point



World's leading provider of flexible supply chain solutions

Investment in Innovation
~30%
of Total Profit Before Tax

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 Investment
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-office)

Globalization

Footprints

- *Profound industrial development in more than 20 countries and regions across five continents in the world*

Businesses

- *Over 40% of the revenue in 2020 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*

France
Club Med
LANVIN
St Hubert
DJULA
TRIDEM

U.K.
Silver Cross
Wolverhampton Wanderers
Thomas Cook
Resolution Property

Germany
Tom Tailor
H&A
NAGA
Koller
FFT

Israel
Sisram Med
AHAVA

Belgium
IGI

Austria
Wolford

Russia
Fosun Eurasia

China
Fosun Pharma
Henlius
Sinopharm
Starcastle Senior Living
Yuyuan Inc.
Laomiao
Shede Spirits
Jinhui Liquor
Fosun Tourism Group
Atlantis Sanya
BFC
Peak Reinsurance
Nanjing Iron & Steel
Hainan Mining
Fosun Hani
Pramerica Fosun Life Insurance

U.S.
St.John
Studio 8
WEI
AmeriTrust
28 Liberty

Peru
La Positiva

Brazil
Rio Bravo
Guide

Portugal
Fidelidade
Luz Saúde
Millennium BCP

Italy
Caruso
The Medelan
Sergio Rossi*

India
Gland Pharma
Delhivery
AHUJA

Australia
Roc Oil



* The project has not been closed yet.



Our Pursuit

Fosun for Good

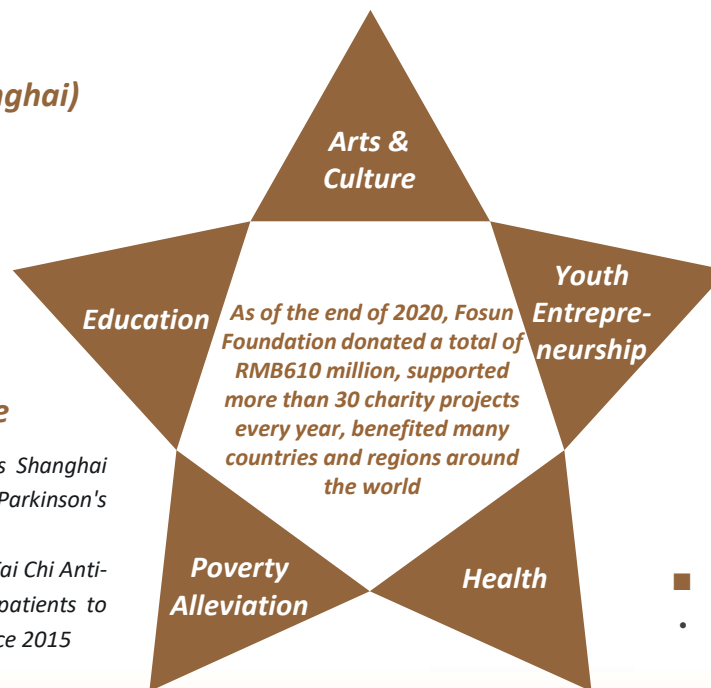
■ Fosun Foundation (Shanghai)

- 19 Art exhibitions
- 223 Public education activities
- Over one million visitors

■ Tai Chi Anti-Parkinson's Disease

- Set up 9 charitable centers in cities such as Shanghai and Dongyang to host "Tai Chi Anti-Parkinson's Disease"
- Organized thousands charitable courses of "Tai Chi Anti-Parkinson's Disease", benefited nearly 400 patients to improve symptoms of Parkinson's disease since 2015

■ Rural Doctors Poverty Alleviation Program



■ Protechting

Global Youth Start-up Acceleration Program

- Received 887 applications from 42 countries in four years
- 12 awarded programs entered incubation in Fosun
- Won three international awards in recognition of its corporate social responsibility
- 33 closely cooperated start-up projects
- Five companies signed commercial contracts

■ Fight Against Malaria in Africa

- Fosun Pharma supplied over 200 million artesunate injections to the international market, benefited over 40 million patients with severe malaria, most of whom were under five

Fight Against COVID-19: Global Capability, Global Responsibility

Phase 1: Combat the Outbreak in China

(From 24 Jan 2020 to 1 Mar 2020)

- Deployed global medical supplies: in early 2020 when COVID-19 broke out and the country was facing the most difficult time and people's lives were at stake, Fosun leveraged its strong global resource allocation capabilities to deploy **nearly 3 million** medical supplies from 23 countries, which provided strong support for China's fight against the pandemic
- Fosun Healthcare medical workers in Hebei frontline: **275+**
- Patients recovered and discharged from Wuhan Jihe Hospital: **515**, achieving **zero** death among patients and **zero** infection of medical workers



Phase 2: Support the Global Battle

(From 1 Mar 2020 – present)

- Carried forward the spirit of humanitarianism to support the global fight against COVID-19, deployed over **50 million** supplies including nucleic acid test kits, ventilators, masks, protective suits, and protective gloves etc.; supported **30+** countries with its self-developed COVID-19 nucleic acid test kit, which was approved by **CNMPA, EU and FDA**
- Cooperated with **BioNtech** to jointly develop COVID-19 vaccines based on its mRNA technology platform and has received approvals to commercialize in **Hong Kong SAR and Macau SAR**
- Helped India to fight the pandemic, provided **15,000** oxygen generators and **100,000** KN95 masks

Guarding Rural Doctors *Delivering hope to impoverished people in rural areas*

Since December 2017, Under the instruction of the National Health Commission Poverty Relief Office and aiming at the weakness of targeted poverty alleviation (the basic medical security demand of the impoverished people), Fosun Foundation, together with China Foundation for Guangcai Program, China Population Welfare Foundation, etc., has initiated the Rural Doctors Poverty Alleviation Program (“Rural Doctors Program”).

4 years

158 on-site workers

Covered **16** provinces, cities, autonomous regions across the country

72 key national poverty-stricken counties

(including 13 counties in Three Regions and Three Prefectures in abject poverty, which have all lifted out of poverty)

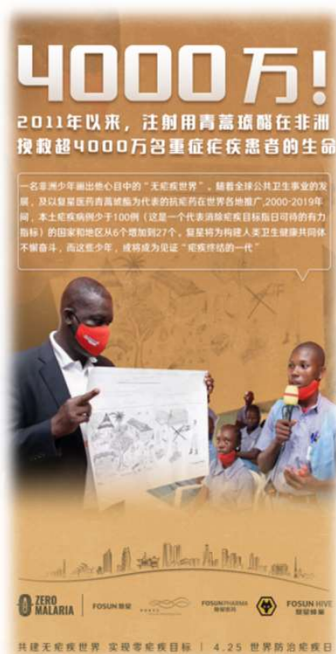
Assisted **12,545** administrative village clinics

Guarded **22,192** rural doctors

Benefited **3** million grass-root families



Fight Against Malaria in Africa *Helping achieve “malaria-free world”*



“We will join forces and work together with malaria scientists as well as healthcare professionals to continue to carry out malaria education projects for the public, to leverage people's awareness of malaria prevention. We will actively participate in public health improvement and make steady efforts to build a malaria-free world.”

——Guo Guangchang

200 million+

The number of artesunate injections that Fosun Pharma supplied to the global market from 2011 to 2021

40 million+

*The number of severe malaria patients that **Artesun®**, an innovative drug with independent intellectual property rights for injection has saved, most of the patients were children under 5 years old in Africa*



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the latest news of Fosun*

