



2022年度业绩公告路演

2023年3月21日



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01 业绩亮点

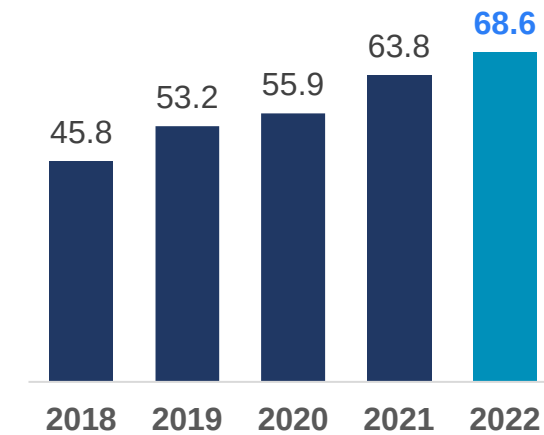
董事长兼首席执行官
娄竞 博士

2022年业绩摘要



营业收入

亿元

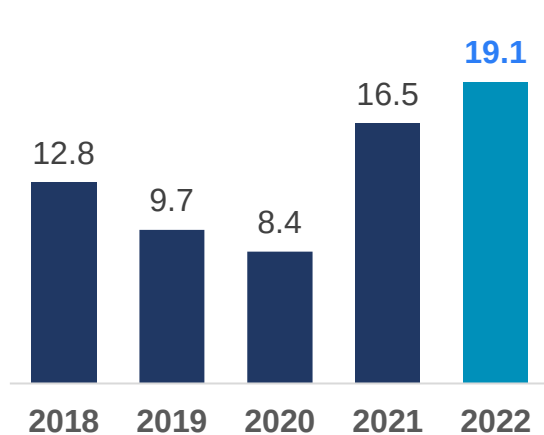


同比增长 7.5%

5年CAGR 10.6%

归母净利润

亿元

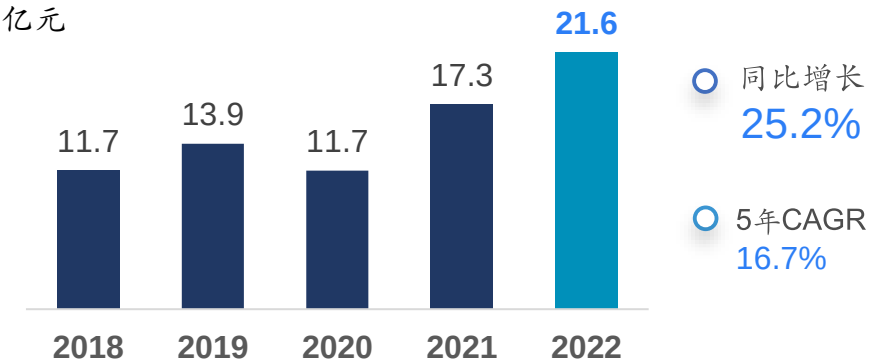


同比增长 16.0%

5年CAGR 10.7%

正常化归母净利润

亿元

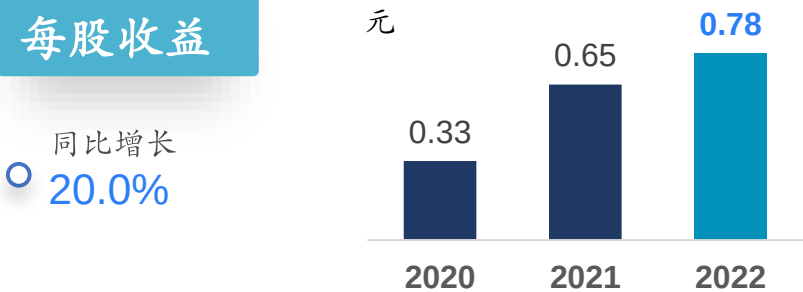


同比增长 25.2%

5年CAGR 16.7%

每股收益

元



同比增长 20.0%

2022年四大业务领域



生物制药



特比澳®



益比奥® 赛博尔®



益赛普®



赛普汀®

核心品种收入**52.4**亿元，
同比增长**3.0%**

毛发健康



蔓迪



蔓迪小白瓶



蔓迪 Pro



蔓迪 洗发水

核心品种收入**9.1**亿元，
同比增长**46.5%**

CDMO



Sirton
Pharmaceuticals



SIGO
晟国医药



广东三生
Guangdong Sunshine



德生生物
Desen Biologics

外部订单收入**1.7**亿元
同比增长**49.6%**

R&D



益赛普预充针



Remitch



蔓迪泡沫剂



4
个小分子递交
ANDA

8个新药上市申报、受理中
31个管线产品

2022年主要里程碑



新药研发

重点品种向临床后期推进

2022.06 特比澳治疗慢性肝病患者血小板减少症的Ib / 二期临床试验已完成

2022.08-12 抗IL-1 β 单抗 (613) 治疗急性痛风关节炎Ib 期临床完成入组; 抗IL-5 单抗 (610) 治疗嗜酸性粒细胞哮喘II 期临床入组启动; 抗IL-4R 单抗 (611) 治疗特应性皮炎美国Ia 期临床已完成, 国内II 期临床入组即将完成

2022.11 特比澳儿童ITP 适应症提交上市申请并获得受理

2022.11 抗IL-17A 单抗 (608) 中重度斑块状银屑病II 期临床研究达到主要终点, III 期临床试验入组中

毛发健康

打造毛发健康第一品牌

2022.01 蔓迪5%米诺地尔泡沫剂上市申请获受理

2022.06 与Cosmo 合作引入痤疮乳膏剂Winlevi® 大中华商业化权益和脱发用药Breezula® 的优先购买权

2022.06 蔓迪“618” 电商销售再创新高

2022.11 蔓迪位列2022 年上半年中国网上药店药品终端化学药品牌排名第一, 并获2022 双十一阿里健康 & 京东健康药品单品冠军

生物制药

核心生物药受到更多指南认可

2022.04 赛普汀进入《乳腺癌诊疗指南 (2022 版)》 抗HER2 治疗的I 级推荐用药

2022.04 特比澳纳入《CSCO 肿瘤治疗所致血小板减少症诊疗指南 (2022)》 CTIT 治疗一级推荐用药

2022.04 益比奥36000IU 规格纳入《肿瘤相关性贫血实践指南2022》

CDMO

客户服务能力逐步提升

2022.06 助力客户产品成功递交BLA

2022.10 广东三生基地获得药品生产许可证

2022.12 沈阳德生基地获得药品生产许可证

ESG治理获MSCI AA评级



超过全球**88%**
的生物科技公司

使命
让创新生物药触手可及

愿景
立足中国，成为全球领先的
生物制药公司

价值观
创新，质量，合作共赢

理念
珍爱生命，关注生存，创造生活

社会责任

社会贡献

特比澳慈善捐赠
益赛普慈善捐赠
益赛普自主降价

环境保护

持续的能源节约
和气体减排

人才发展

人才培养、人才留存
和人才晋升体系

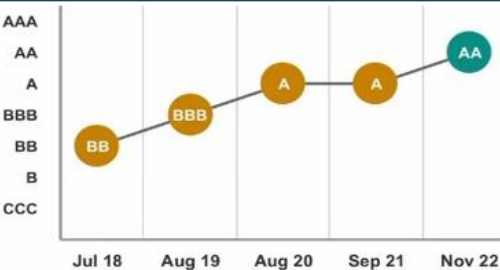
MSCI ESG RATINGS



CCC | B | BB | BBB | A | **AA** | AAA

LAST UPDATE: November 28, 2022

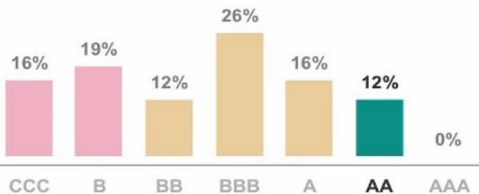
ESG Rating history



ESG Rating history shows five most recent rating actions

ESG Rating distribution

Universe: MSCI ACWI Index constituents, Biotechnology, n=43





02 业绩概况





生物制药

特比澳—全球唯一商业化重组人血血小板生成素



特比澳2022年销售收入

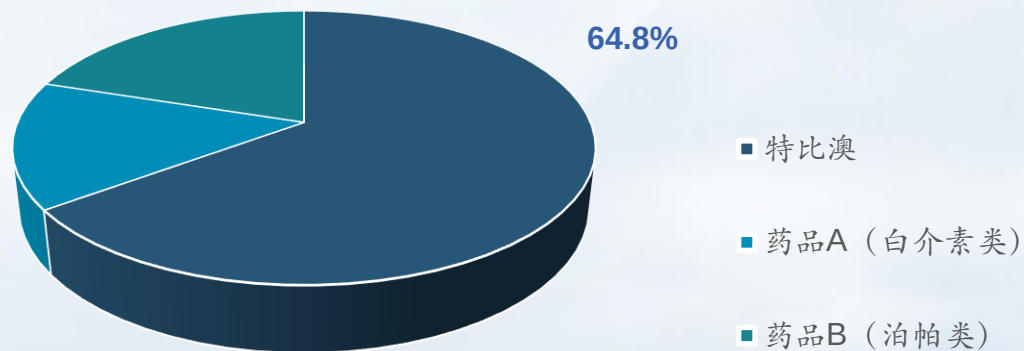
1

市占率首位

以销售额计市占率**65%**¹，继续居于升血小板药物市场首位

百万元

YOY: 10.3%



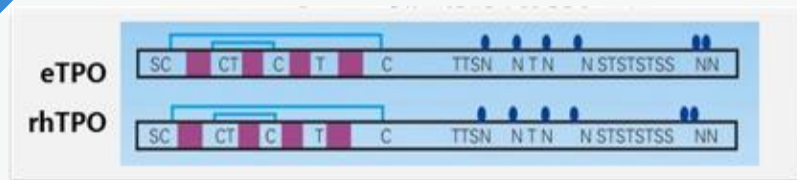
1. 数据来源：IQVIA 2022年1-12月，市场总量包含重组人血血小板生成素，白介素-11及泊帕类

特比澳-明确的作用机制带来显著的临床优势



更快速的起效时间，更高的安全性

结构与内源性TPO (eTPO) 高度一致



✓ 氨基酸序列
高度一致

✓ 糖基化修饰
完整且接近

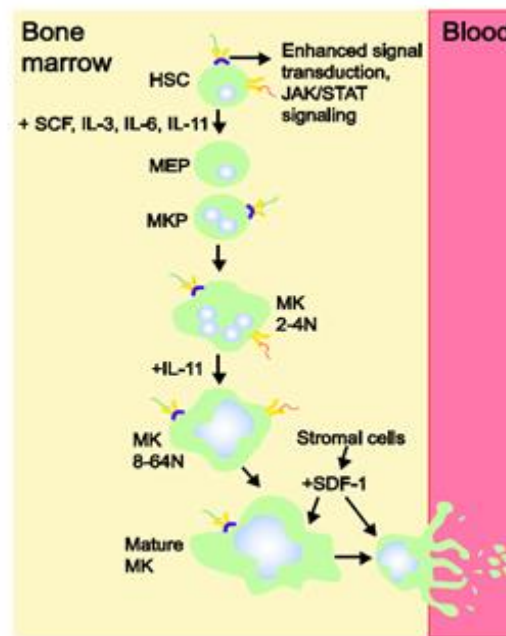
✓ 作用机理
相同

700余篇研究文章，多次登上国际学术论坛



特比澳相比罗普司亭、艾曲泊帕的差异化信号通路

- 特比澳结合胞外C-MPL受体，**同时激活**JAK-STAT、MAPK、PI3K-AKT三条通道
- 相比小分子和罗普司亭，激活信号传导的**强度更强**



	TPO	Eltrombopag	Romiplostim	
Proliferation	CD34+CD41- [179]	CD34+CD41- [179]		STAT3
		CD34+CD41- [179]		STAT5
Endoreplication	CD34+ [174]	CD34-CD41+ [179]		PI3K/Akt
				ERK
Maturation	Alpha(IIB)beta3+ [174]			MAPK
Proplatelet formation	CD34-CD41+ [179]			STAT3
				STAT5
				PI3K/Akt
				ERK
				MAPK

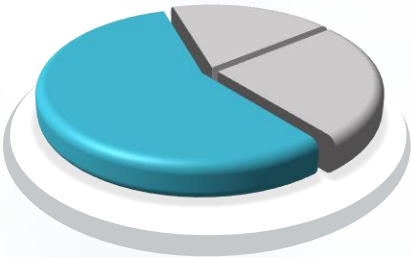
Legend: Confirmed activity No confirmed activity to date 差异化信号通路

特比澳-持续拓展肿瘤TCP市场

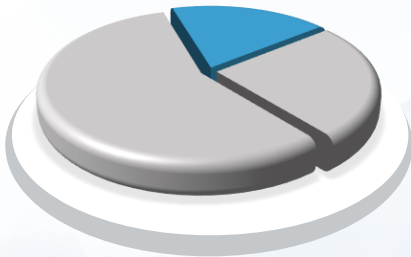


肿瘤治疗所致血小板减少症（CTIT）

指肿瘤患者在疾病治疗过程中因**抗肿瘤治疗**导致的血小板减少症，
包括既往临床常见的**化疗**所致血小板减少症，
也包括**放疗**，**靶向治疗**和**免疫治疗**所致的血小板减少症¹



化疗TCP患者
100+万患者群体，目前主要肿瘤适应症的覆盖领域，持续下沉



放疗TCP患者
30+万患者群体，PLT低于 75×10^9 则治疗中断率接近50%



手术TCP患者
20+万患者群体，创口较大手术的PLT阈值不得低于 100×10^9

拓展适应症	研发进展
儿科ITP	NDA已获受理
慢性肝病血小板减少症	III期临床启动，拓展肝病人群空间
骨髓型急性放射病的紧急救治	动物模型验证有效性，作为骨髓型急性放射病紧急救治药物，单次大剂量已写入《职业性外照射急性放射病诊断》推荐治疗方法
多学科拓展	再生障碍性贫血，造血干细胞移植后促归巢，脓毒症相关血小板减少等

促红素-益比奥 & 赛博尔双品牌



促红素2022年销售收入

百万元

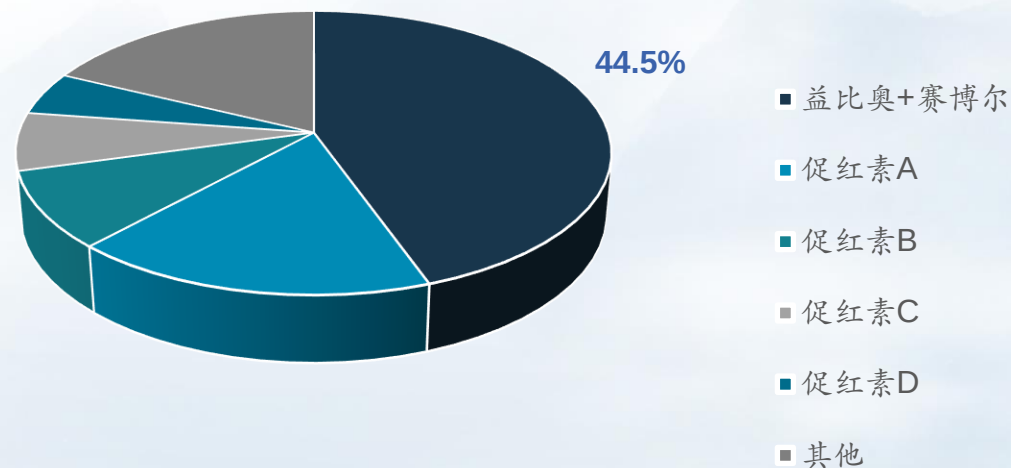
YOY: 0.9%



1

市占率首位

两品种市占率**44.5%**，稳居EPO产品市占率第一



促红素-需求拉动持续增长



指南推荐增加，诊疗障碍解除，
EPO临床需求持续提升

36%

透析贫血治疗
渗透率¹

10%

肿瘤贫血治渗
透率

- 肾性贫血治疗血红蛋白质控标准提升²，用药需求进一步增加

- 诊疗指南增加EPO 在肿瘤相关性贫血领域的应用推荐³

- 诊疗活动恢复，手术用药等压制需求重回增长

- 80万+透析群体，10%年增长率，EPO在CKD贫血治疗上极具性价比

1.数据来源：CNRDS 2020

2.卫健委《2021年质控工作改进目标的函（国卫医质量便函[2021]51号）》

3.《肿瘤相关性贫血实践指南2022》增加36000IU EPO 对于MDS（骨髓异常增生综合征）的I级推荐

益赛普-多维探索，积极应对变革



益赛普2022年销售收入

百万元



符合慢病治疗需求的首选生物制剂

18年中国患者临床应用经验印证

需求重回增长

慢病治疗需求重回正常

拓展新剂型

预充剂型预计3月上市；配注射套组的新包装已上市

开拓新合作

与中医风湿体系合作，立足联用疗法重磅询证证据，寻求新的渠道增长点

持续基层下沉

积极推动基药目录准入工作，大力推进乡村振兴项目，提高基层诊疗水平，巩固先入优势

中国第一个上市的
TNF- α 抑制剂

近18年临床使用经验

累计惠及患者超十万人

培训定点医院项目
相关医务人员
15012人

覆盖3700余家医疗机构，
包括县级医院900多家

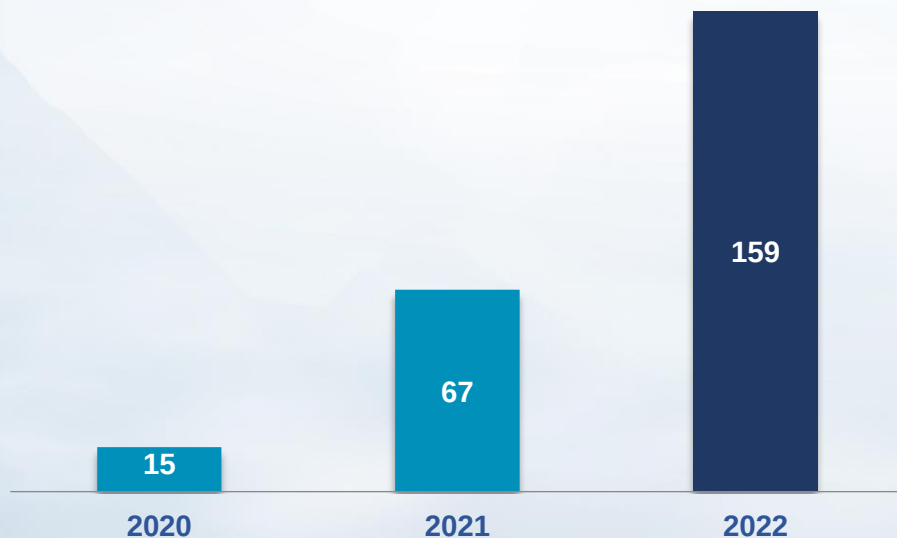
赛普汀-进入高速增长快车道



赛普汀2022年销售收入

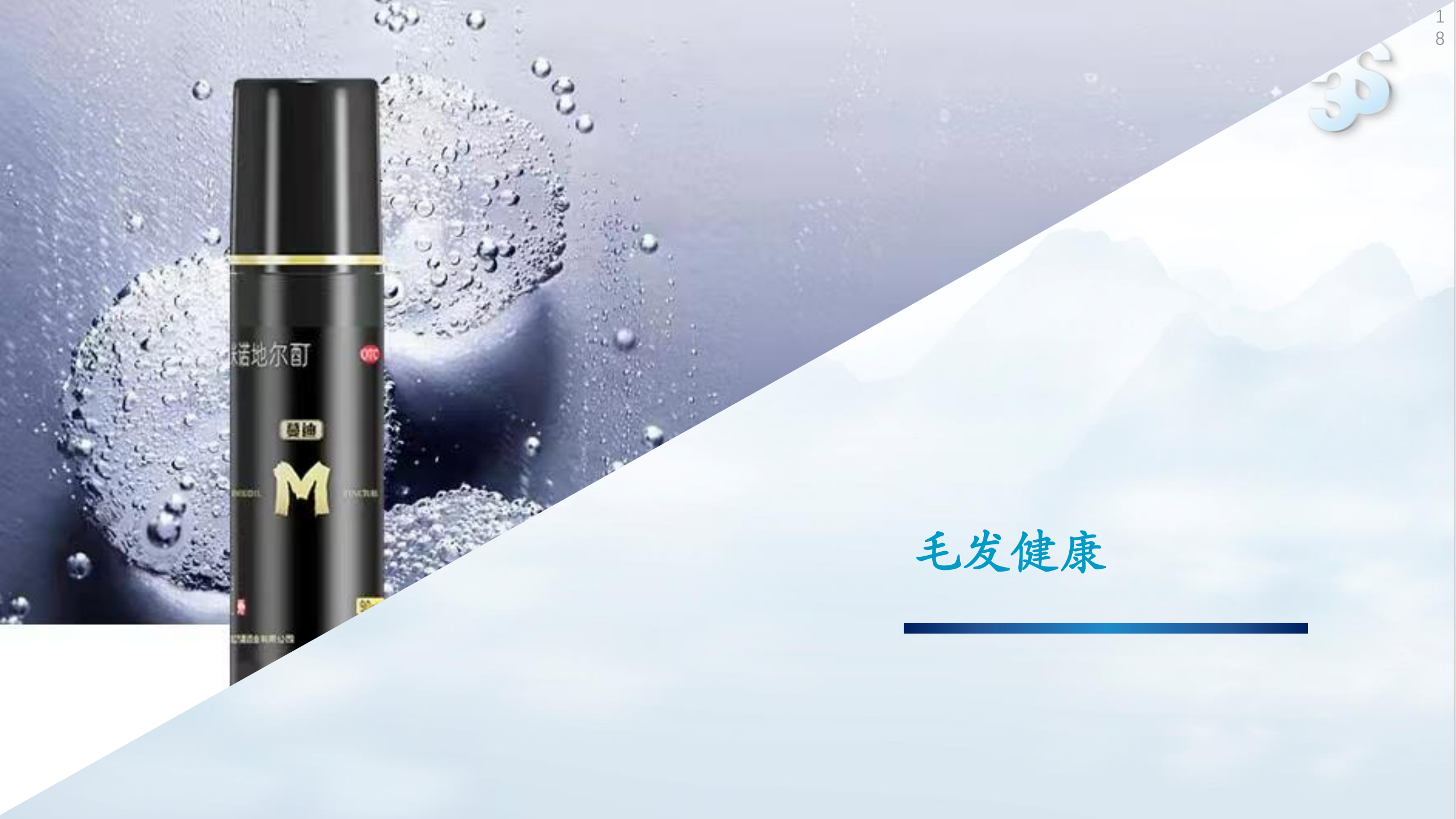
百万元

YOY: 138.1%



文件名称	发布单位	发布时间	调整内容
《乳腺癌诊疗指南》 (2022年)	CSCO (中国 临床肿瘤学会)	2022	晚期乳腺癌一线用药
《国家医保目录》 2022年版	国家医保局	2023	解除长春瑞宾联用限制

	2021	2022
覆盖医疗机构	590	1300
覆盖患者总数	3000	10000
平均单月新患数	200	500
人均用药时长	2 个DOT ¹	~7 个DOT



毛发健康

蔓迪-安全有效的外用脱发药物龙头



蔓迪2022年销售收入

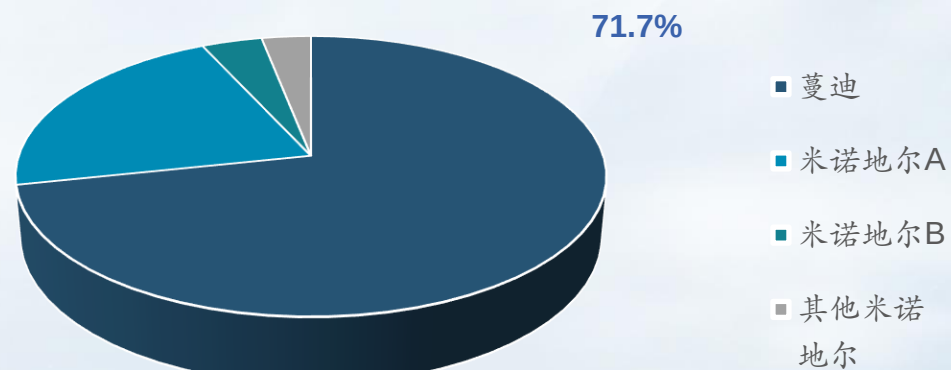
百万元



1

市占率首位

蔓迪市占率**71.7%**，稳居米诺地尔市场第一¹



1. 市占率数据来源：CPA

蔓迪-三大渠道推动快速增长



院线

14% 收入占比, 2% YOY

- 学术认可持续提升, 获**女性雄激素脱发 (FAGA)** 指南**最高等级**推荐
- 布局民营连锁医疗机构专线渠道, 扩大连锁机构合作规模



女性雄激素性脱发诊断与治疗中国专家共识(2022版)

中华医学会整形外科分会女性雄激素性脱发诊断与治疗专家共识编写组 中国女医师协会整形美容专业委员会
通信作者: 张莉芳, 浙江大学医学院附属杭州市第一人民医院医学美容科, 杭州 310006, Email: zhjuf@vip.sina.com; 吴文育, 复旦大学附属华山医院皮肤科, 上海 200040, Email: wuwenyu@huashan.org.cn

药店

25% 收入占比, 65% YOY

- 覆盖药店提升至**10万家**, 百强连锁总部覆盖近**90%**



国大药房
GuoDa Pharmacy



益丰大药房
Yifeng Pharmacy



大参林
DA SHEN LIN



北京同仁堂



老百姓 大药房
LBX PHARMACY



海王星辰
NEP-STAR DRUG STORE

电商

60% 收入占比, 58% YOY

- 线上年触达人群 **2000万+**, 客户**300万**
- 新客占比**~70%**, 客单价**200+**
- 女性**用户占比持续上升

电商平台 排名 “双11”战报



天猫

1

OTC脱发销售榜首



京东

1

自营OTC皮肤用药第1



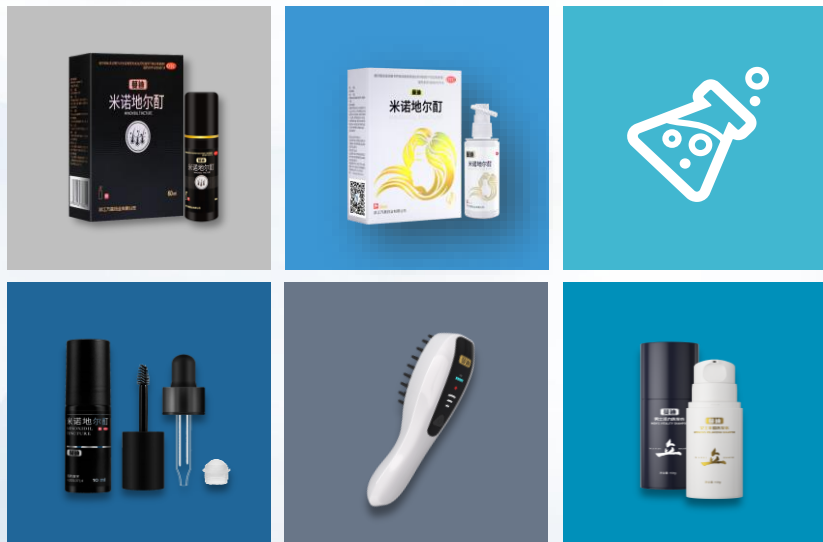
京东大药房

1

大药房单品排名第1



蔓迪-打造产品矩阵，开拓广阔市场



01

蔓迪

60/90mL 男士单月装/疗程装

02

蔓迪 小白瓶

30mL女性单月装，方便定量

03

蔓迪 泡沫剂

即将上市，填补头皮敏感人群用药需求

04

蔓迪 Pro 随身装

10mL小容量，配置多种刷头，满足出差，旅游场景便携需求

05

蔓迪 小密梳

兼具激光按摩和上液功能，上药、养护一体智能工具

06

蔓迪 洗发水

向毛发相关的生活场景渗透



CDMO

国内CDMO服务先行者



CDMO业务2022年收入

百万元



制剂

生物药

GCT

生物药



Sirton
Pharmaceuticals



SIGO
晟国医药



广东三生
Guangdong Sunshine



德生生物
Desen Biologics

53%

海外子公司收入增长

43%

国内子公司收入增长

1

个商业化产品

100Mn+

在手订单总额

7.6 万升产能将陆续启用 承接商业化订单



产能建设持续推进



新增**1200万支** 制剂产能将于2022年Q4陆续投产完成将是目前产能4倍

粉针/冻干粉

西林瓶

预充针



Sirton

广东三生

一期工程**2000L**一次性原液线和**4000万支**制剂线已建设完成；二期培养基和填料项目开工

生物药

亲和层析填料

培养基

制剂



德生生物

晟国医药



已于9月获得生产许可证，首个面向FDA市场的服务合同已经签订落地

生物药

基因与细胞治疗

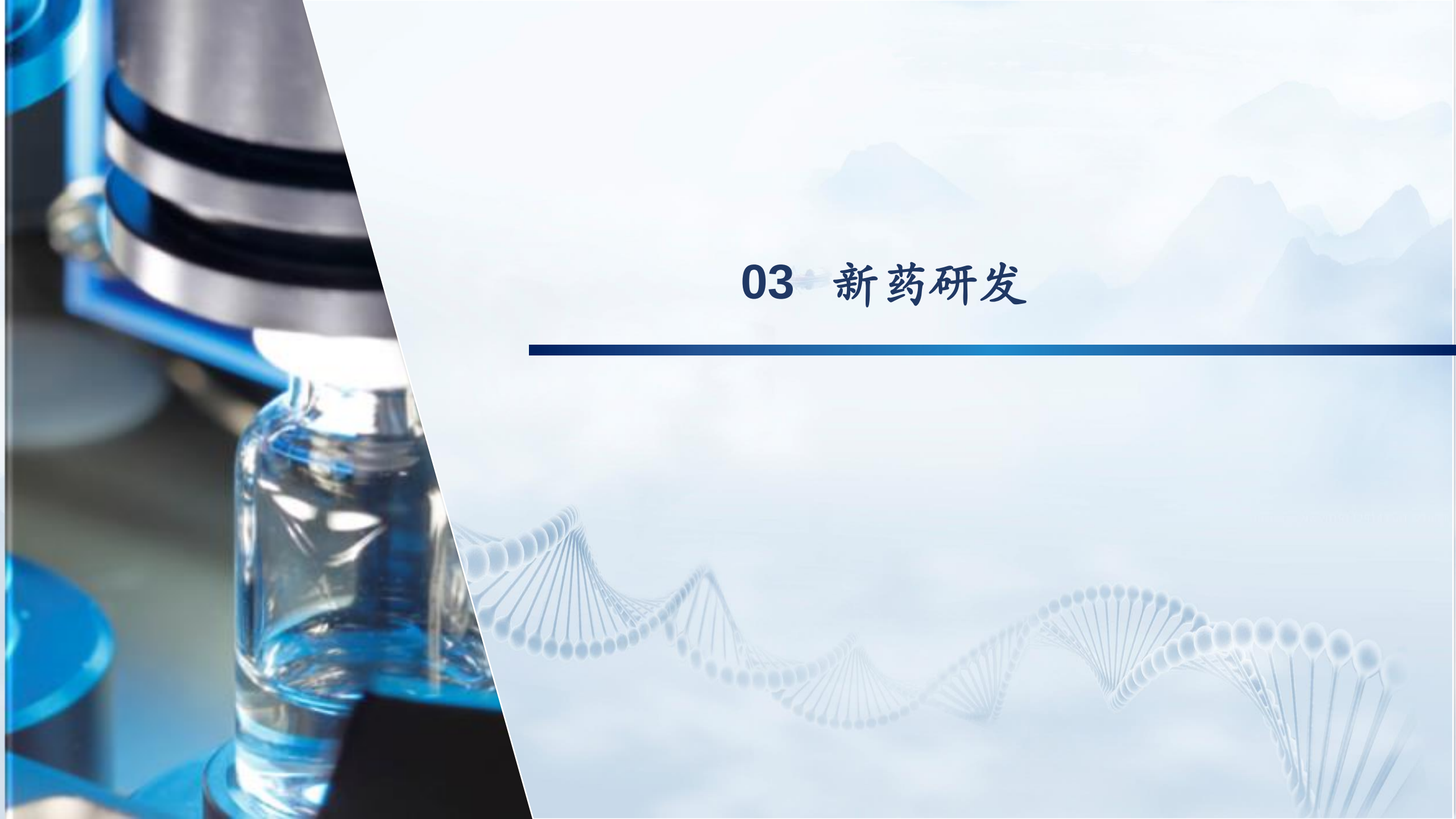
制剂



3500L 一次性发酵产能，预计23年Q2建设完成

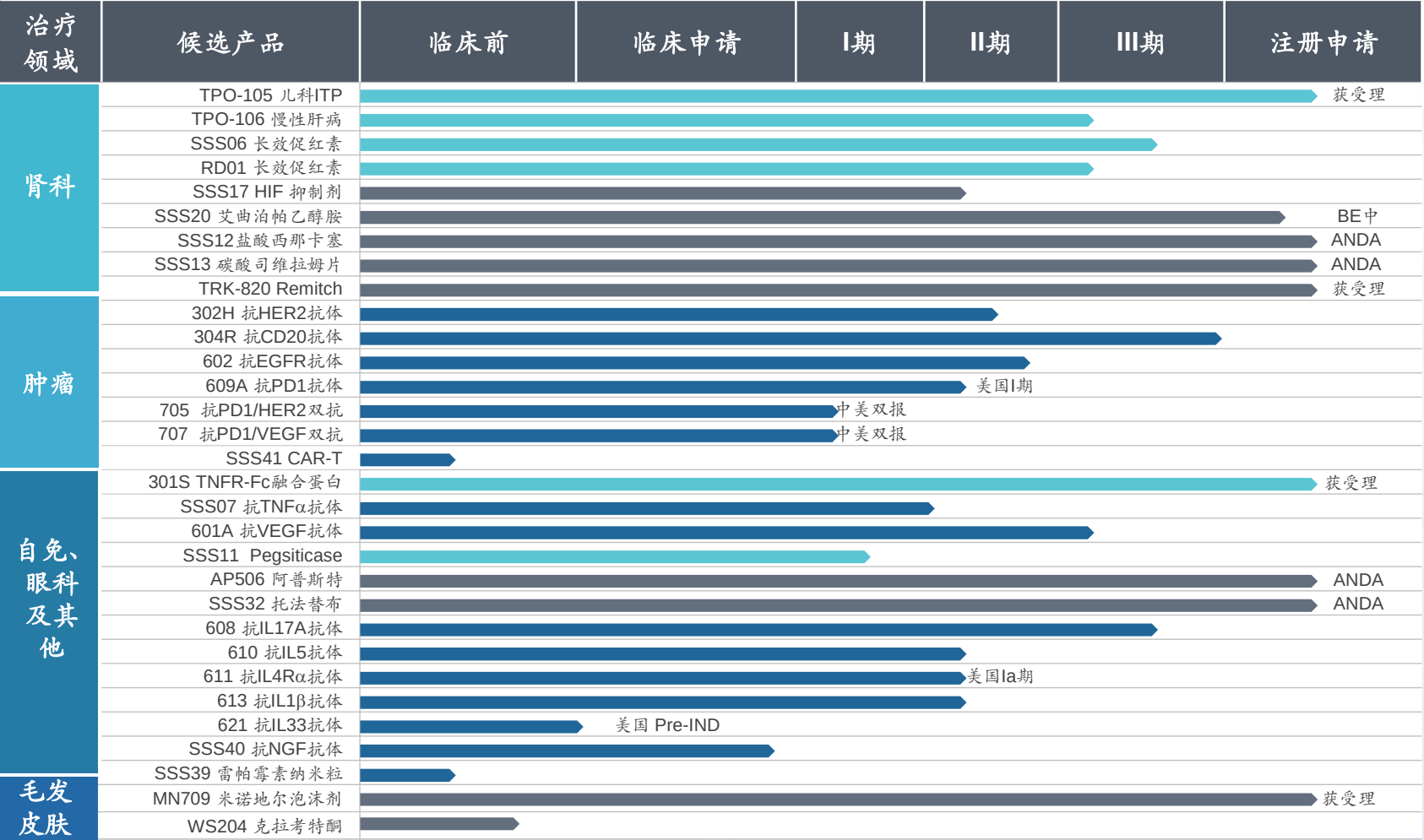
生物药

制剂



03 新药研发

研发管线



- 小分子药物
- 抗体药物
- 其他生物药

研发展望-即将迎来产品商业化热潮



管线重点品种-SSS06 (长效重组人红细胞生成素)



II期临床显示安全有效

- 二代 EPO, 半衰期延长, 给药间隔可延长至**两周**, 匹配化疗患者治疗周期
- II期数据显示两个剂量组均安全有效, 用药后血红蛋白 (Hb) 变化与现有EPO产品基本一致
- 研发进展位列国内**第二**位, III期入组已完成

2024

预计NDA

rhEPO 和 SSS06 临床疗效数据对比:

	rhEPO (维持筛选剂量)	rESA QW (0.5ug/kg)	rESA QOW (1.0ug/kg)
平均基线血红蛋白(g/L)	110.70	110.1	112.9
评价期平均血红蛋白(g/L)	108.9	106.5	107.7
主要疗效终点			
评价期平均Hb相对基线变化(g/L)	-1.8	-3.7	-5.1
评价期平均Hb相较基线变化量修正均数(g/L)	-6.5	-8.3	-8.2
修正均数差值(95% CI)		1.8(-1.8, 5.4)	1.6(-2.1, 5.4)

管线重点品种-608（抗IL-17A 单抗）



PsO II期临床数据显示确切疗效

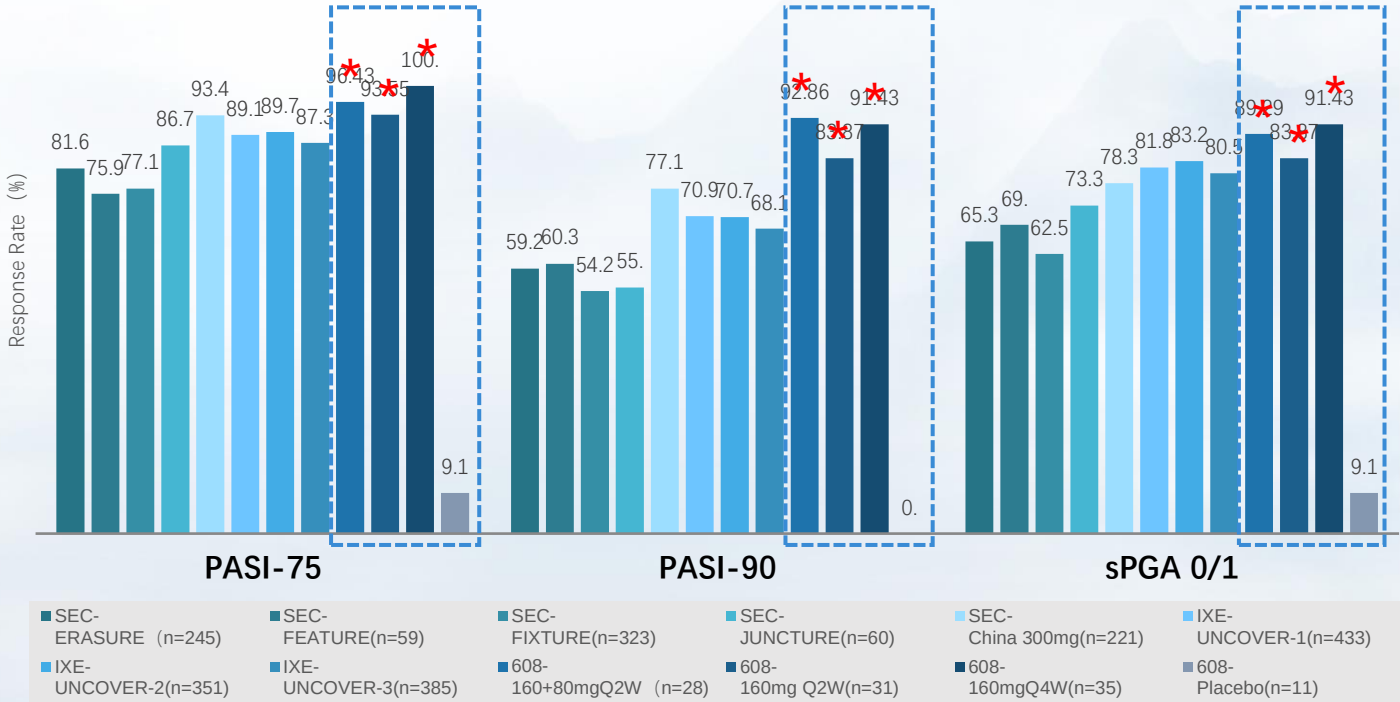
• 12周数据显示，608各剂量组疗效并明显优于安慰剂组及已上市品种，具备 **Best-In-Class 潜质**

	608A组 (n=28)	608B组 (n=31)	608C组 (n=35)	安慰剂 (n=11)	司库奇尤单抗 300mg (W0~W4 QW) + Q4W
PASI 75	96.4%	93.5%	100.0%	9.1%	80.6%
PASI 90	92.9%	83.9%	91.4%	0.0%	57.2%
PASI 100	46.4%	48.4%	57.1%	0.0%	33.6%
sPGA 0/1	89.3%	83.9%	91.4%	9.1%	67.9%
PASI 75 +sPGA 0/1	89.3%	83.9%	91.4%	9.1%	/
PASI 90 +sPGA 0/1	89.3%	80.6%	91.4%	0	/

• 研发进展位列国内 **第三位**

2024
预计NDA

608、司库奇尤单抗、依奇珠单抗银屑病患者12周主要终点数据



注：T=试验药物，P=安慰剂组
1. 608 A组代表：160mg LD(loading dose)+80mg Q2W，608 B组代表：160mg Q2W；608 C组代表：160mg Q4W
2. PASI75, PASI90, PASI100分别定义为PASI较基线改善≥75%，≥90%和≥100%
3. sPGA 0/1定义为sPGA为0分或1分，且较基线降低≥2分；sPGA 0定义为银屑病皮损完全消退

管线重点品种-613 (抗IL1 β 单抗)



有效的改善急性痛风性关节炎疼痛

- Ib期数据显示，613各剂量组均可看到急性痛风疼痛VAS评分较基线的明显改善

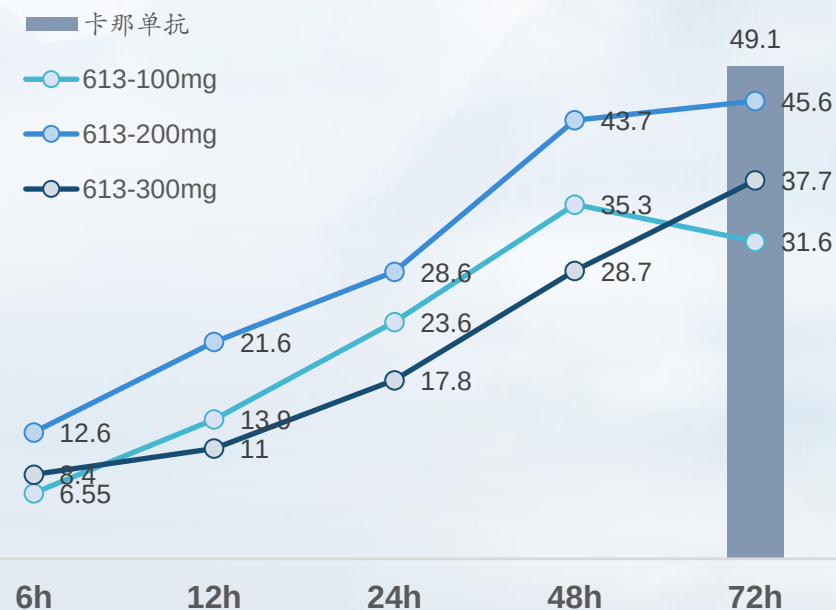
	100 mg (N=10)	200 mg (N=10)	300 mg (N=10)
基线	66.90 (13.195)	62.10 (10.311)	60.70 (13.475)
给药后6H相对基线变化 (%)	-9.67 (11.941)	-18.93 (13.510)	-14.34 (17.445)
给药后24H相对基线变化 (%)	-38.43 (34.236)	-45.20 (16.921)	-29.15 (29.012)
给药后72H相对基线变化 (%)	-56.91 (42.359)	-71.77 (27.254)	-62.50 (30.287)
给药后D7相对基线变化 (%)	-82.12 (20.480)	-78.96 (20.279)	-74.77 (16.228)
给药后D14相对基线变化 (%)	-85.18 (19.638)	-89.37 (12.249)	-91.96 (11.265)
给药后D28相对基线变化 (%)	-85.49 (30.870)	-93.48 (9.202)	-90.85 (15.645)

- 研发进展位列国内**第二位**：急性痛风性关节炎II期招募中；周期性发热综合征、全身型幼年特发性关节炎I期已完成

2025

预计NDA

目标关节VAS疼痛评分下降与卡纳单抗类似



管线重点品种-611 (抗-IL4R 单抗)



Ib数据显示611针对重度AD患者应答迅速

- 16周数据显示, 611在中重度AD患者给药2周后即开始起效, **应答迅速, 疗效持续**

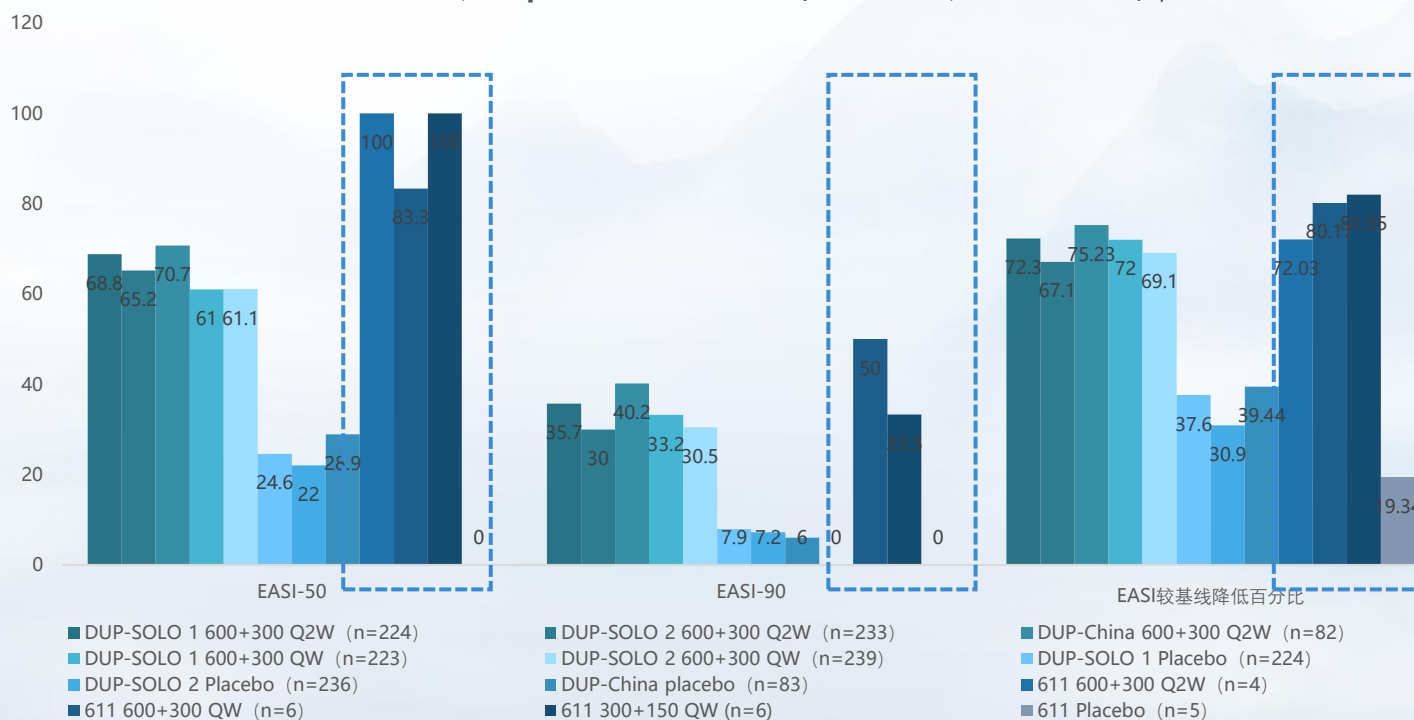
611 (NCT05641558)				
第16周疗效结果	300+150 QW (n=6)	600+300 Q2W (n=4) *	600+300 QW (n=6)	安慰剂组 (n=5)
EASI-75	83.3	50.0	66.7	0.0

- 611有高于Dupilumab相应指标应答率的趋势
- 研发进展位列国内**第三位**

2026

预计NDA

611和Dupilumab: EASI-50, EASI-90和EASI较基线降低百分比



管线重点品种-610 (抗-IL5 单抗)



显著改善重度哮喘患者的肺功能

- 研发进展位列国内**第一位**

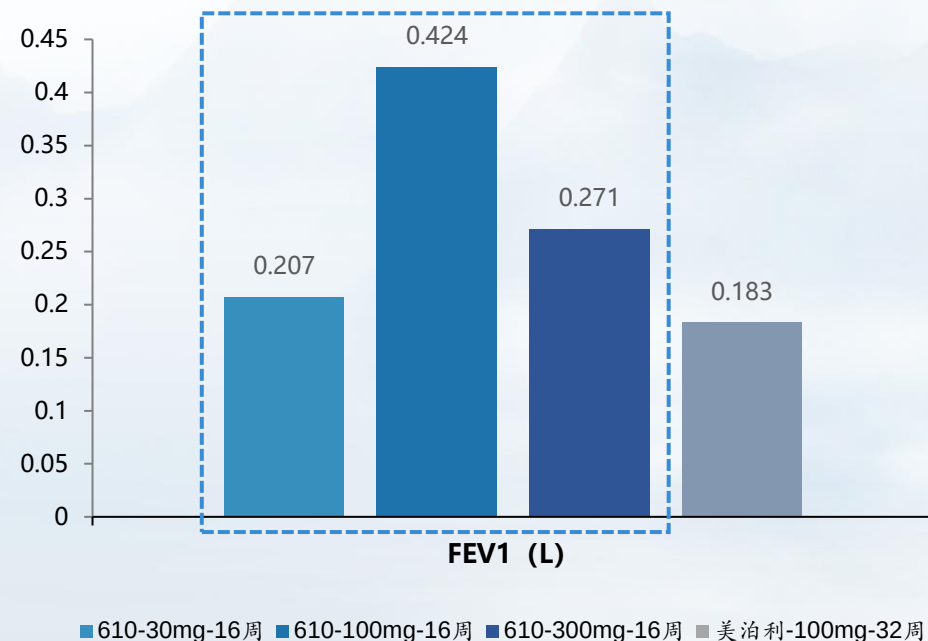
企业名称	产品代码	适应症
三生国健	SSGJ-610	嗜酸性粒细胞哮喘II期招募中
恒瑞医药	SHR-1703	嗜酸性粒细胞哮喘II期招募中；哮喘I期招募中；支气管哮喘I期已完成
百奥泰	美泊利珠单抗-BAT 2606	慢性鼻窦炎伴鼻息肉病I期招募完成

- 重度嗜酸性粒细胞哮喘患者的II期研究正在入组中

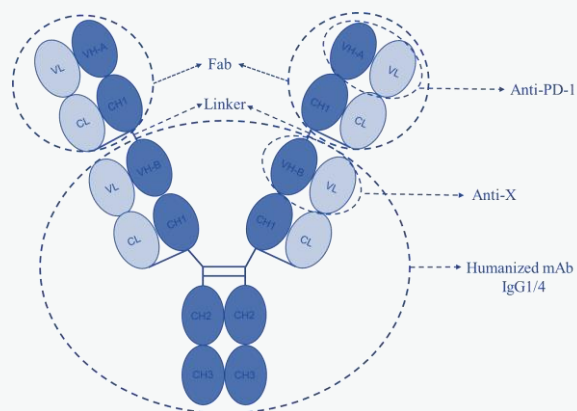
2026

预计NDA

Ib临床盲态下分析结果显示FEV1改善

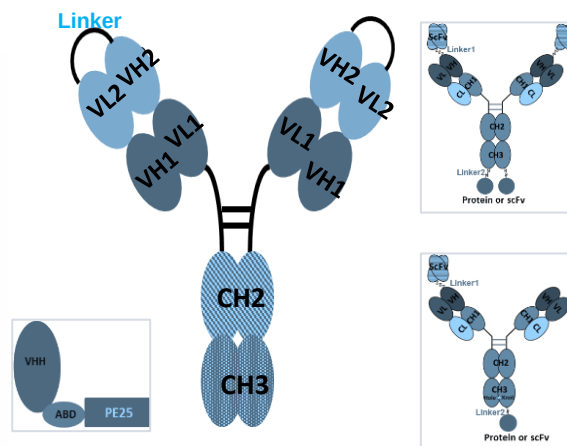


三大双特异性抗体平台



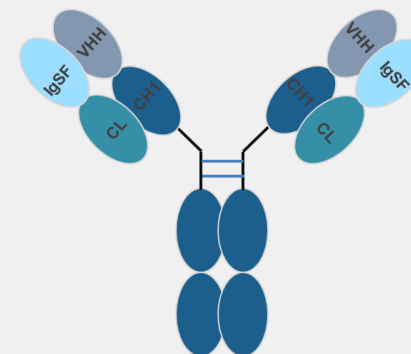
- 可形成两条相同长重链和四条相同轻链组成的结构对称**四价双特异性抗体**
- 理化性质稳定，成药性**媲美单抗**
- 已开发超过**8款**双靶点的双抗组合

CLF2 (common light chain Linear-Fabs-IgG) 双抗平台



- 支持**个性化**设计生产单/多价双抗、三抗
- 稳定scFv、Linker设计**避免错配**，具有与**单抗相似**的稳定性和半衰期
- 大肠杆菌**直接生产蛋白-毒素结构分子**，渗透性高、药效强、成本显著降低

MAP (Multi-directional Association Platform) 双抗平台



- 独创的**纳米抗体VHH / IgSF**的双抗平台
- **对称**结构，纯化工艺简单，表达量和稳定性与**单抗相当**

VRD-Body (Variable Regions Derivatives-Body) 双抗平台

管线重点品种- Remitch

Remitch（盐酸纳呋拉啡口崩片）

日本肝肾疾病瘙痒指南一线用药



血透相关的尿毒症瘙痒（UP）-2009

慢性肝病相关瘙痒（CLD-aP）-2015

腹透相关瘙痒 -2017

Kappa阿片受体激动剂，避免呼吸抑制、便秘和成瘾性

获批后将是国内首个治疗透析瘙痒的药物品种

2018
成功引进

2019
获批IND

2021
桥接临床
成功

2022
提交NDA
并获受理

独家品种，聚焦百万患者的未满足临床需求

诊疗不规范

缺乏诊疗指南，未能正确筛查、诊断与治疗

01

疗效欠佳

现有治疗手段无法提供一致的，充分的瘙痒缓解

02

适应症空白

国内无批准的治疗方案，现有药物多为超适应症使用

03

副作用大

瘙痒导致患者药物过度使用，合并感染、心血管事件等副作用，阿片类药物成瘾性高

04

生存质量低

60%睡眠障碍；抑郁可能性高2倍；整体死亡率增高24%

05



管线重点品种-Remitch

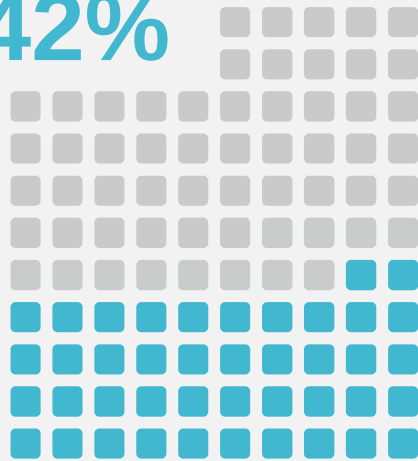
1

首个唯一对症药物

获批后将是国内首个且唯一具有透析瘙痒适应症治疗的药物品种，解决传统阿片类药物呼吸抑制、便秘和成瘾性

透析瘙痒

42%



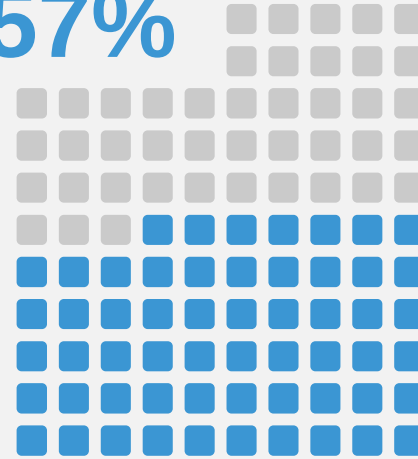
透析瘙痒目标人群

>30w

- 国内百万透析群体中80%的患者伴随不同程度的瘙痒
- 约有42%的中重度瘙痒无法得到有效缓解

肝病瘙痒

57%



肝病瘙痒目标人群

>100w

- 不同肝病种类中，瘙痒发病率为5%-70%
- 肝病瘙痒的患者中超过57%对现有治疗无效

非酒精脂肪肝, 1.7-3.1亿例

慢性乙肝,
9000万例

酒精性脂肪肝,
6200万例

丙肝

肝硬化

国际化合作-License in



克拉考特酮 (WS204)

1st in Class 的AR靶点痤疮治疗用药

- 2022年7月，三生制药与Cosmo公司合作引入痤疮治疗用药Winlevi®（克拉考特酮1%乳膏剂）大中华商业化权益
- 以及治疗脱发的Breezula®（克拉考特酮7.5%溶液剂）的优先购买权（2022.07）



1st

美国40年来批准的首个新机制痤疮治疗用药

- Winlevi®是Cosmo 开发的全球**首款**上市的针对12岁以及上的寻常痤疮患者的**外用雄激素受体抑制剂**，于2021年11月获得FDA批准上市¹

45万

美国处方量最大的痤疮用药

- Winlevi®已经成为美国市场处方量**最大**的痤疮药物，截至2022年末，有超过1万名的医生开具了该款药品的处方，处方量超45万张²



创新治疗品种，开发中国市场巨大潜力



以上中国人有不同程度的痤疮问题²

年龄介于10至25岁的年轻群体有寻常痤疮

的比例出现痤疮瘢痕，对患者的生理和心理造成损害

Winlevi® 男性受试者



Winlevi® 女性受试者



1: www.winlevi.com

36 2: www.cosmopharma.com, Bloomberg

国际化合作-License out



SSS11 Pegsiticase

PEG修饰的重组尿酸酶

- 产出于产朊假丝酵母
- 相比于其他尿酸酶在人体生理性PH值上具备更高活性

609A

重组人源化抗PD-1抗体

- 用于特定联合疗法（肿瘤免疫疗法syncrovax）的全球权益授权给美国Syncromune公司，公司将获得总计数亿美元的首付款+里程碑付款+其他激励

赛普汀

伊尼妥单抗

- 赛普汀用于抗体偶联药物（ADC）开发和商业化的全球权益授权科岭源，交易总金额最高可至10.25亿人民币

2014

达成合作

2020.07

深入合作

2020.11

达成里程碑

2022

CDMO

2023_{Est.}

BLA to FDA

3SBio 将Pegsiticase的权益(除大中华区和日本以外)授予 **Selecta** 用作fSEL-212的组合法, SEL-212包括pegsiticase和ImmTOR®免疫耐受平台

Sobi 和 **Selecta** 宣布, 两家公司已就Selecta研发产品SEL-212达成了战略许可协议

Sobi 负责大中华区以外所有市场的开发、注册和商业活动, 而 **Selecta** 则代表Sobi开展第III期研究

Selecta已代表Sobi™开展组合法SEL-212用于慢性难治性痛风的第III期临床试验, 并向三生制药支付**400万美元**的里程碑付款

3SBio 向 Selecta/Sobi提供尿酸酶原液 **21** 批, 准备 **PPQ** 批次药品原液供应

3SBio 将收到**里程碑付款**, 持续的**销售分成** 以及药品原液供应的 **CDMO 收入**





04 财务回顾



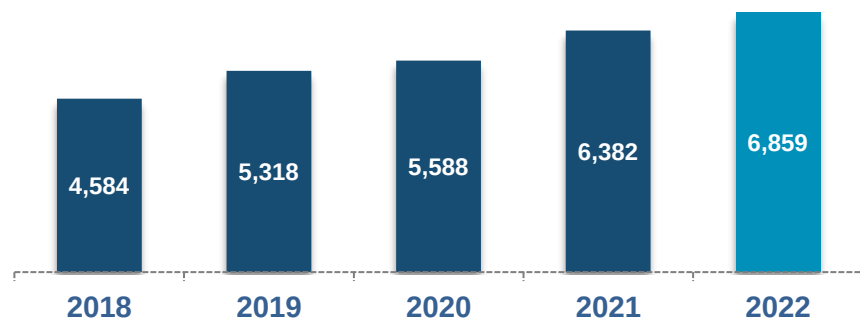
财务分析



营业收入

百万元

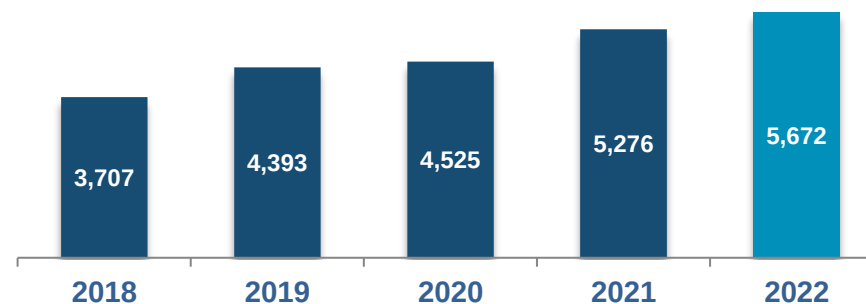
YoY: 7.5%



毛利

百万元

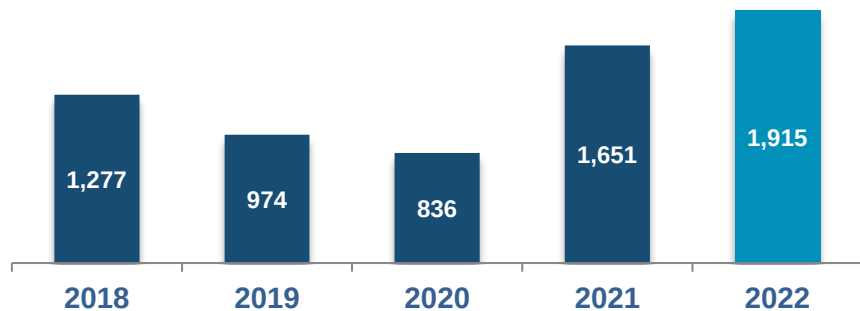
YoY: 7.5%



母公司拥有人应占纯利

百万元

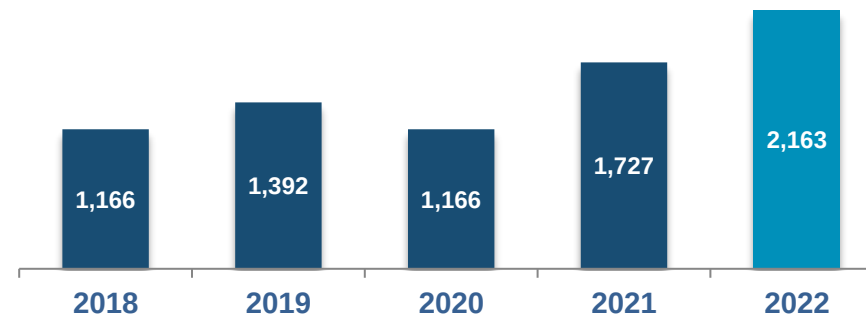
YoY: 16.0%



同口径调整后正常化归母净利润

百万元

YoY: 25.2%

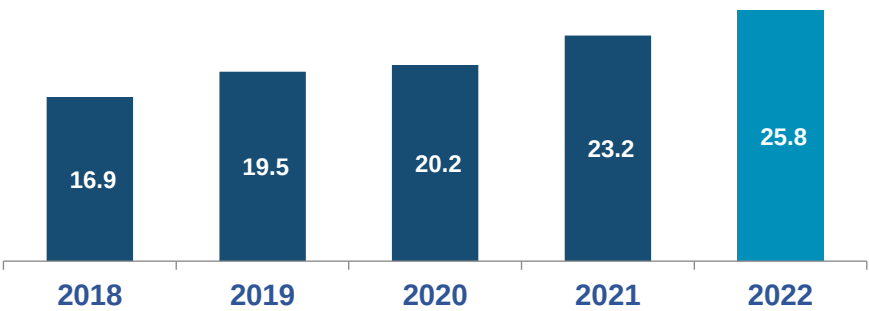


费用管理



销售费用

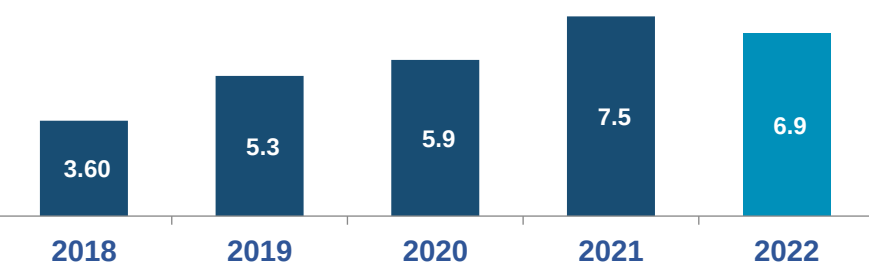
亿元



销售费用率	36.9%	36.7%	36.1%	36.4%	37.6%
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研发费用

亿元

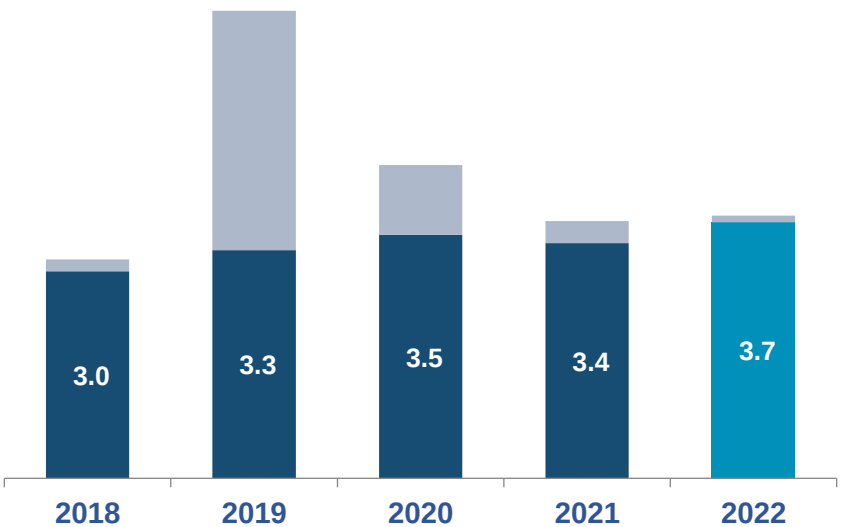


研发费用率	7.9%	9.9%	10.6%	11.8%	10.1%
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管理费用

亿元

■ 股权激励费用 ■ 正常化管理费用



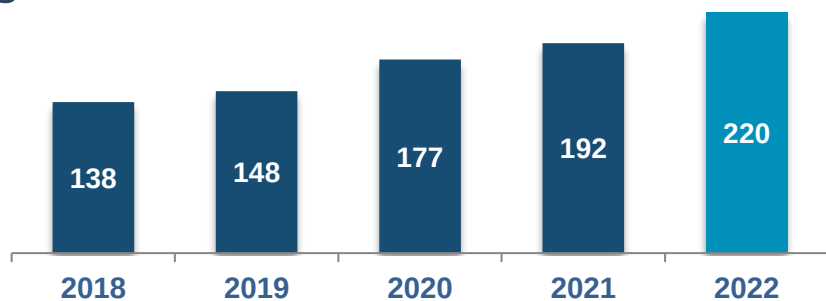
管理费用率	6.9%	12.7%	8.1%	5.8%	5.6%
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总资产负债



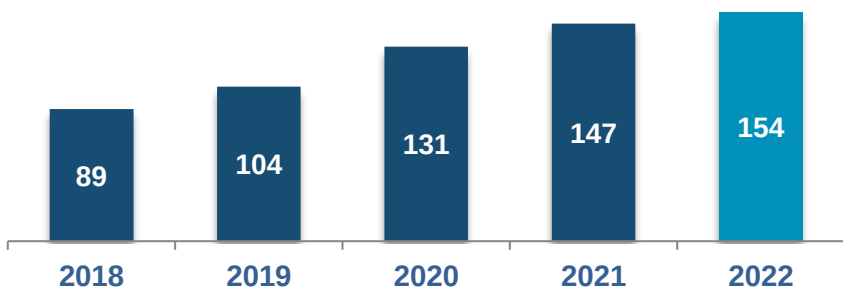
总资产

亿元

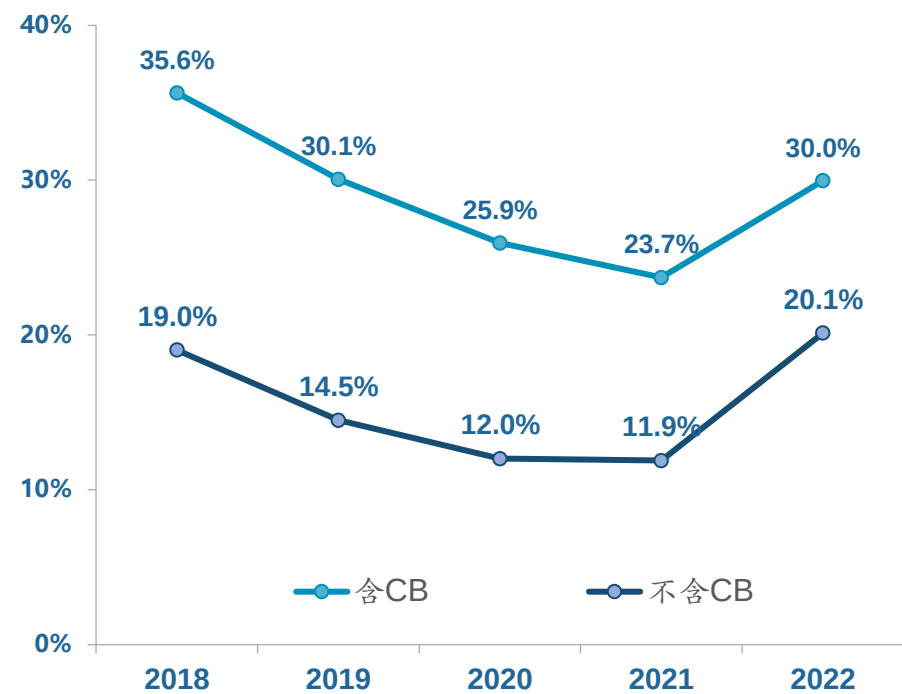


净资产

亿元



资产负债率

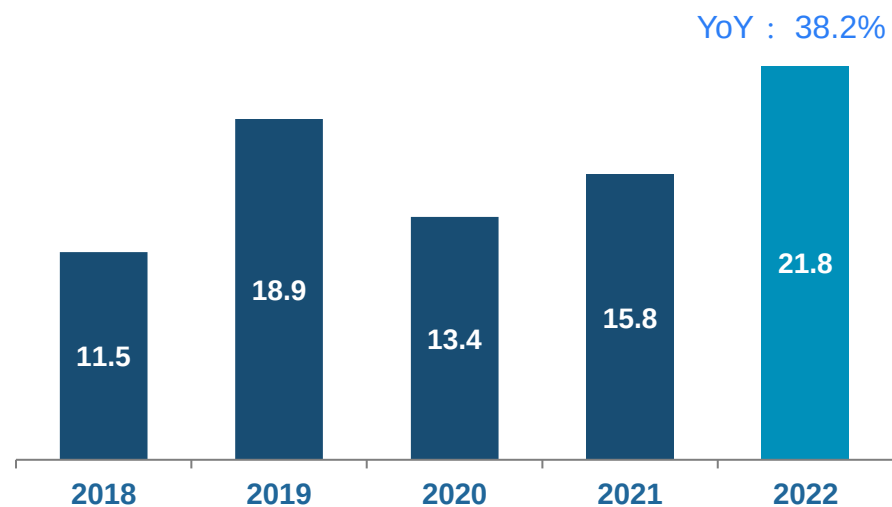


现金流情况优秀，现金资产储备充裕



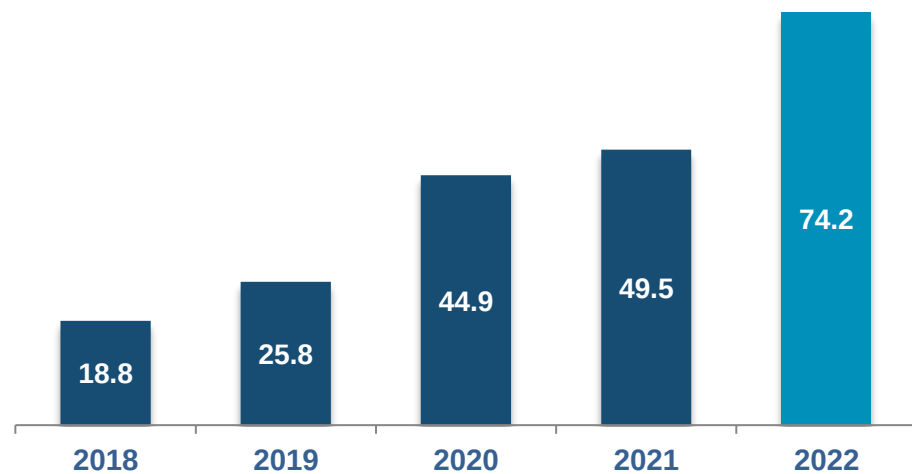
经营性现金流

亿元



现金资金（含理财）

亿元



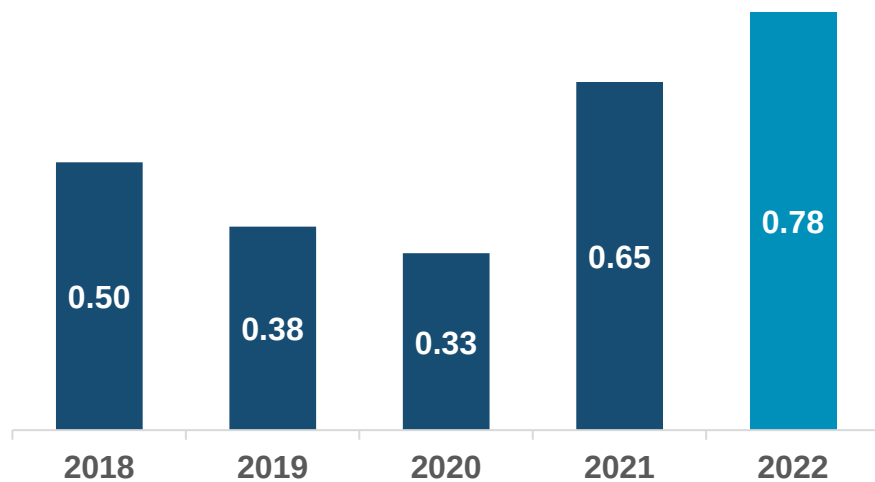
收益具有显著吸引力



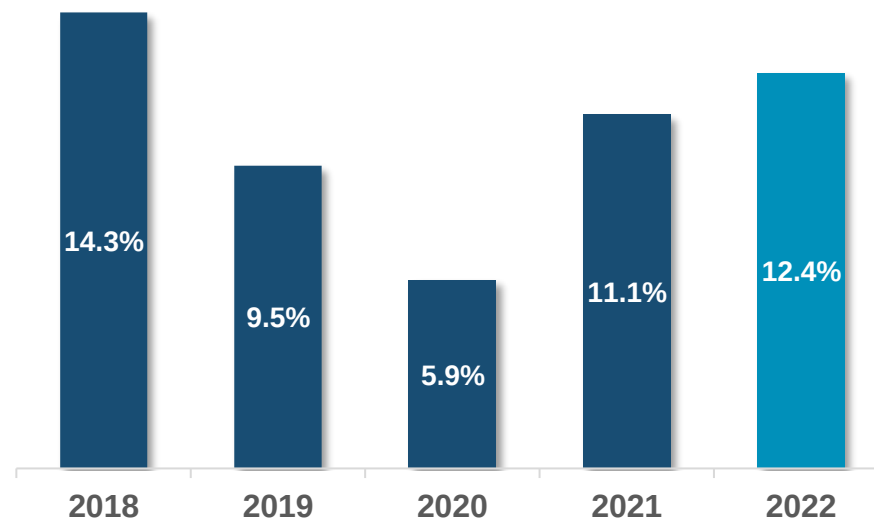
每股收益（元）

元

YoY : 20.0%



ROE



持续稳健增长，坚持股东回馈



归属股东净利润
5年CAGR 10.7%

业绩稳健

持续向股东交付稳健增长的业绩

SUSTAINABLE

特比澳

独家品种

顺利续约，增长潜力可期

EXCLUSIVE

赛普汀

一线用药

临床认可提升，打开增长瓶颈，步入全面增长

PROFESSIONAL

蔓迪

第一品牌

渗透率提升，高增长持续，皮肤毛发领域不断拓展

UNIQUE

研发

新药上市

2023年起即将迎来超过10款¹新药陆续上市

PROMISING



分红派息

稳健的盈利水平支持**可持续**的派息政策



股票回购

回购**5%** 股份，缓解股东压力



CB 回购

回购 可转债 **3000万** 欧元，增强CB稳定性，提振投资者信心



股本注销

注销 **3.4%** 的股本，增厚EPS，增加股权价值，回报长期股东

1: 预计将包括Remitch，益赛普预充针，蔓迪泡沫剂，特比澳儿科ITP，托法替布片，碳酸司维拉姆片，阿普斯特片，盐酸西那卡塞片，艾曲泊帕片，抗IL-17抗体等

05 问答环节





THANKS

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珍爱生命 · 关注生存 · 创造生活
CHERISH LIFE CARE FOR LIFE CREATE LIFE