



至善尽心 敬畏生命

# Company Presentation

## 2021 Interim Results

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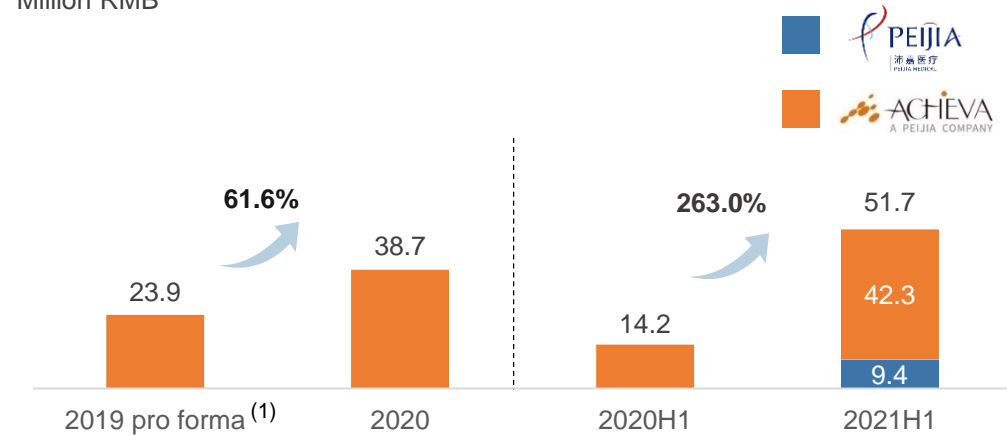
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- 01** **First Half Summary**
- 02 Business Highlights
- 03 Financial Review
- 04 Appendix

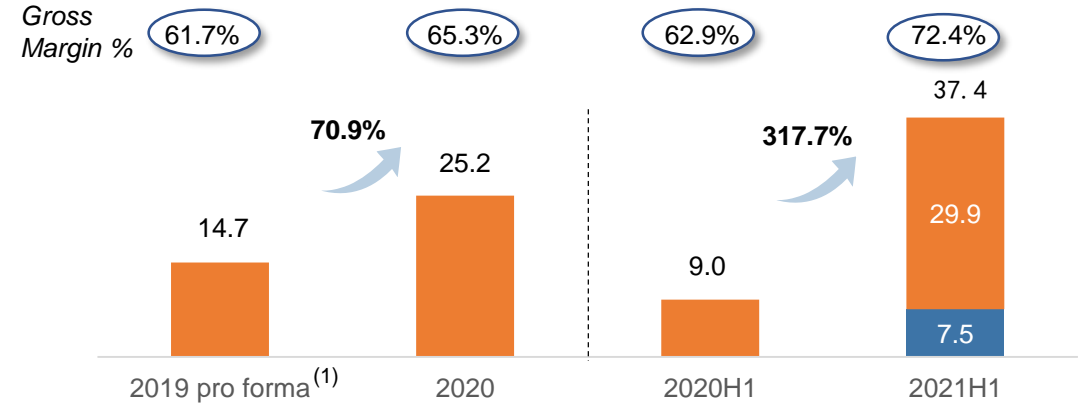
## Revenue

Million RMB



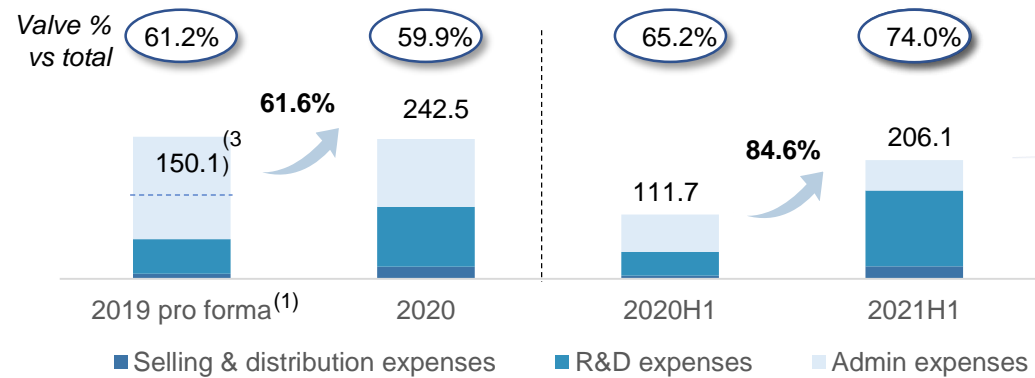
## Gross Profit & Gross Margin

Million RMB



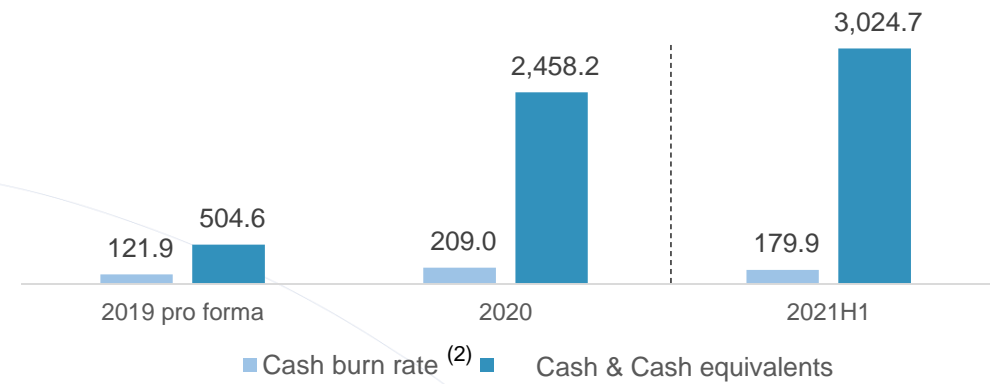
## Expenses

Million RMB



## Cash & Burn Rate

Million RMB



Note: (1) 2019 pro forma financials included, without reconciliation, financial information of Achieva from January 1st, 2019 to March 29th, 2019, prior to acquisition in this presentation unless otherwise stated.

(2) Cash burn rate includes net cash flow from operating activities, payments for PPE, intangible assets and right-of-use assets in this presentation unless otherwise stated.

(3) Taking out one-time share-based compensation expenses.



## Seven Products Received NMPA Approval

**7** products approved for NMPA registration, including



5 heart valve products



2 neurointerventional products



## Updates of Key Product Candidates



- TaurusNXT®: clinical trial expected in 2021 Q3
- TaurusWave®: clinical trial expected in 2021 Q3
- Teer Mitral repair clip: type testing, clinical trial in 2022
- HighLife TMVR: clinical trial in EU/Australia/EFS & patient enrollment expected in 2021Q4 in China



## Expanding Team

- Management team
  - Xin Zhang - VP of Business Development
  - Dan Gao - VP of Finance & Capital Markets
- Expanding Sales/Marketing/Manufacturing teams

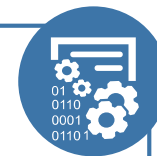
# Full-time employees

2021.06.30  
476

2020.12.31  
389



## Continuous BD Efforts



- HighLife (TSMVR)
- inQB8 (TTVR) – US Innovation
- Sutra (TMV Coaptation Augmentation) – US R&D Center



**Stay Tuned for Our Upcoming R&D Day in 2021 Q4!**

# TAVR Commercialization Summary



*TAVR commercialization progressing smoothly, building a robust foundation for rapid growth.*

		<u>2021 Target</u>	<u>YTD Update</u>
<b>Ex-factory / Operation Volume</b>		<b>450 Sets / 315 Cases</b>	<b>279 Sets / 83 Cases</b>
<b>TaurusElite® Majority</b>	TaurusElite® accounts for the majority of Peijia's operations	<b>Majority</b>	<b>Majority</b>
<b>Hospital Entrance</b>	Hospitals that has done at least one Taurus Family Operation	<b>98</b>	<b>48</b>
<b>Top 4 Center Entrance</b>		<b>4</b>	<b>2</b>
<b>Key Account Entrance</b>	TAVR annual cases >50. Around 40 hospitals are classified as key account.	<b>29</b>	<b>16</b>
<b>Insurance Reimbursement</b>			<b>Guizhou Province</b>
<b>Sales Team Building</b>		<b>77</b>	<b>64 (9+43+12) <sup>(1)</sup></b>

Note: Data as of August 28, 2021

(1) Breakdown by # of sales managers, frontline sales and regional clinical support, respectively

- 01 First Half Summary
- 02 Business Highlights**
- 03 Financial Review
- 04 Appendix



**A**

**TaurusOne<sup>®</sup>+TaurusElite<sup>®</sup> launched back to back, transforming China TAVR into retrievable era**

**B**

**Rapid growth in neurointerventional business, igniting domestic replacement**

**C**

**Innovative heart valve product candidates progress as planned, shaping an innovative product pipeline leading in both breadth and depth**

**D**

**Building a global R&D platform for structural heart disease, strengthening cutting-edge R&D capacity**





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02

## Business Highlights

Commercialization of TaurusOne and  
TaurusElite lead in a “Retrieval Era” of TAVR

# 1<sup>st</sup> and 2<sup>nd</sup> Generation TAVR Summary

*TaurusElite<sup>®</sup> will become our flagship product, moderately priced to target mainstream patients and all hospitals. The goal is to lead the market to replace basic first generation products with safer retrievable TAVR.*

## TaurusOne<sup>®</sup> 经导管主动脉瓣系统

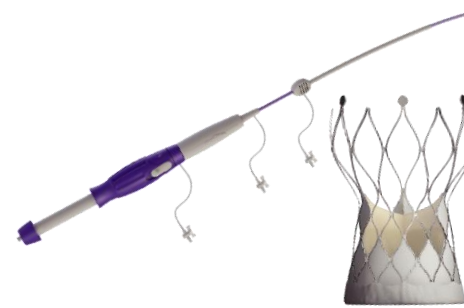


### 1<sup>st</sup> Generation TAVR

- ✓ Bovine
- ✓ Sealing skirt

- Approved by NMPA in **April, 2021**
- Launched to market in May, 2021
- Provincial tender price: **RMB 220k-240k**
- In-hospital end price: ~ **RMB 200k**

## TaurusElite<sup>®</sup> 经导管主动脉瓣系统



### 2<sup>nd</sup> Generation TAVR

- ✓ **Retrievable (in-situ)**
- ✓ Bovine
- ✓ Sealing skirt

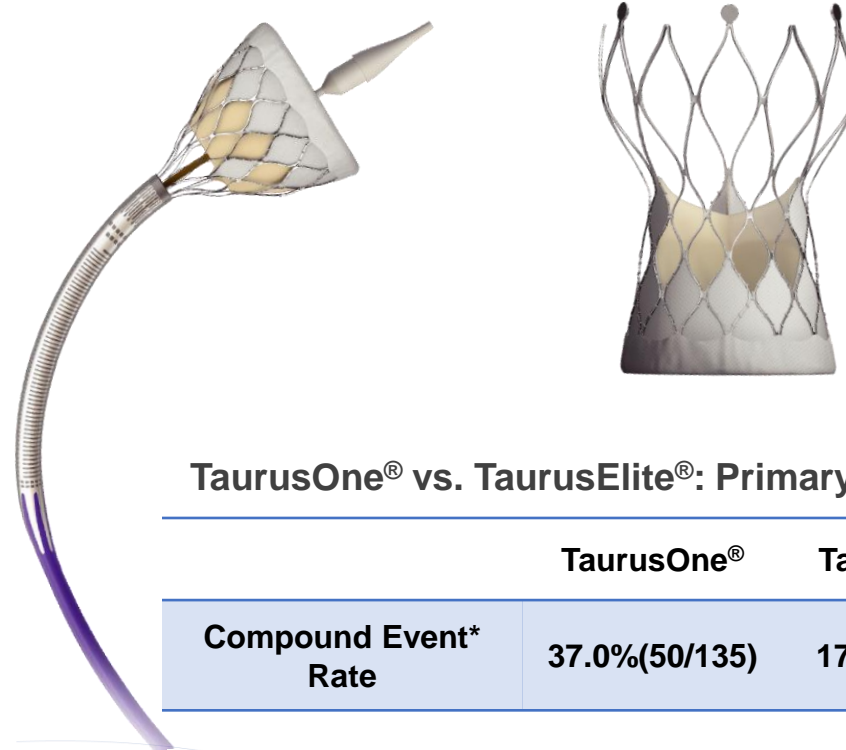
- Approved by NMPA in **June, 2021**
- Launched to market in July, 2021
- Provincial tender price: ~ **RMB 240k**
- In-hospital end price: **Mild mark-up from TaurusOne<sup>®</sup>**

# TaurusElite®: Product Features and Compelling Clinical Evidence

*TaurusElite® is considered the best performance retrievable TAVR among its peers.*

**TaurusElite®**  
经导管主动脉瓣系统

- ✓ Bovine material
- ✓ Balanced waist design—to avoid coronary artery obstruction without narrowing orifice area
- ✓ Double-skirt design to prevent PVL
- ✓ **Retrievable (100% in-situ, repeated retrievability, can re-cross the valve after retrieval)**
- ✓ **Enhanced axial support without compromising flexibility**
- ✓ **No extra requirements in patient selection**

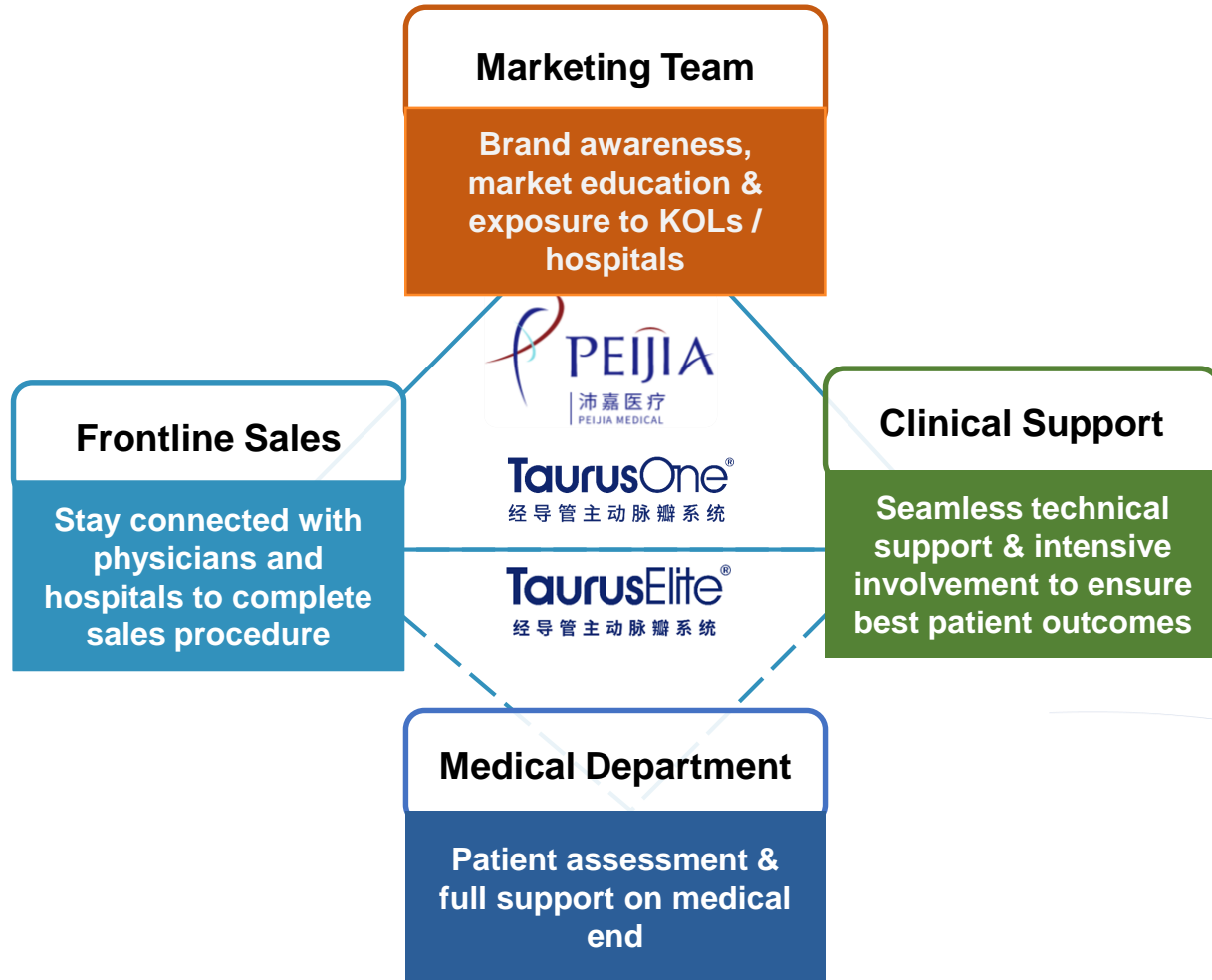


## TaurusOne® vs. TaurusElite®: Primary Endpoint Comparison

	TaurusOne®	TaurusElite®	P-value
<b>Compound Event* Rate</b>	<b>37.0%(50/135)</b>	<b>17.3%(14/81)</b>	<b>0.0016</b>

- Compound Event includes permanent pacemaker, all-cause mortality, major stroke, myocardial infarction, surgical intervention and reoperation, and valve-in-valve. The compound event rate of TaurusElite is lower than that of TaurusOne ( $p=0.0016$ ), indicating improved safety
- Kaplan Meier survival analysis was used to estimate a 95% confidence interval (CI) of 10.0% 26.3% for the composite event rate **30 days** after surgery, which was lower than the preset target. The research hypothesis holds true  $p<0.001$

## S&M structure that matches the innovative nature of TAVR products



## Commercialization Updates (As of August 28, 2021)

Commercialization	<ul style="list-style-type: none"> <li>• 279 units sold (TaurusOne® and TaurusElite® combined)</li> <li>• 83 implantations in 48 hospitals</li> <li>• 40 TaurusOne® and 43 TaurusElite® implanted, respectively</li> </ul>
National Medical Insurance Code	<ul style="list-style-type: none"> <li>• Both TaurusOne® and TaurusElite® got included in the National Medical Insurance Code shortly after their NMPA approvals</li> </ul>
Provincial Insurance Reimbursement	<ul style="list-style-type: none"> <li>• Qualified for reimbursement in Guizhou province</li> </ul>
Distribution Coverage	<ul style="list-style-type: none"> <li>• Completed 11 distributor promotion events</li> <li>• Our confirmed and contracted distributors covered 100+ hospitals</li> </ul>

# Sales Team Building & Implantation Progress post Commercialization

Accelerated hospital adoption and implantations backed by expanding sales team.

## Sales Team Recruitment

## Implantation Progress post Commercialization

Front-Line Sales

43

Sales Manager

9

Regional CS

12

Past Experiences:

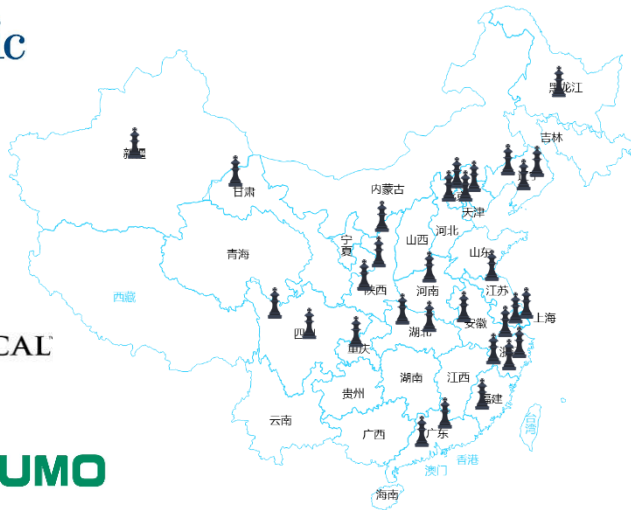


Boston Scientific

Medtronic

Johnson & Johnson

ST. JUDE MEDICAL



Market

Peijia Implantation Footprint

Hospital Tier

2021

2021 Target

Actual (08.28)

**TOP**

Global influence and KOL

4

4

2 (50%)

**Key Account**

>50 TAVR cases per year

~40

29

16 (55%)

**STAR**

>20 TAVR case per year with high potential

~60

29

8 (28%)

**Others**

~200

36

22 (61%)

Note: Sales team data as of August 28, 2021

# Progress of Provincial Tendering and Bidding



*Seamless transition into full speed market entrance mode.*

**TaurusOne®**  
经导管主动脉瓣系统

The **first** provincial listing in Hunan



**Obtained National Medical Insurance Code**



Submitted for review in **21** provinces, won biddings and listed in **11** provinces



Guizhou, Sichuan, Anhui, Qinghai



Henan, Chongqing, Gansu, Heilongjiang, Guangxi, Jiangsu



Beijing, Hebei, Liaoning, Yunnan, Xinjiang, Hainan



**TaurusElite®**  
经导管主动脉瓣系统

The first provincial listing in Hunan

**Obtained National Medical Insurance Code**



Submitted for review in **14** provinces, won biddings and listed in **5** province

Neimeng, Guizhou, Shaanxi, Anhui

Henan, Sichuan, Chongqing, Fujian, Gansu, Heilongjiang, Jiangsu, Ningxia

Beijing, Hebei, Liaoning, Jilin, Yunnan, Xinjiang, Qinghai, Hainan, Guangxi, Hubei

		Peijia Highlights
Time to obtain national health insurance code post registry	TaurusOne®: 2.5 months TaurusElite®: 1+ months	<ul style="list-style-type: none"> <li>TaurusElite® obtained National Medical Insurance Code within 50 days, breaking the record again</li> <li>We plan to list TaurusOne® in 21 provinces and to list TaurusElite® in 17 provinces before 2022.</li> <li>Both TaurusOne® and TaurusElite® obtained the medical insurance code of Shanghai in August and officially launched in Shanghai</li> </ul>
Target # of listed provinces within 6 months of commercialization	TaurusOne®: 15 TaurusElite®: 11	

Note: Progress as of 2021.08.28

## Medical Media Coverage on TaurusOne®/TaurusElite® Implantations



**TaurusOne®**  
经导管主动脉瓣系统

*“TaurusOne®’s delivery catheter system impressed our team with its excellent flexibility to pass the aortic arch. The valve was released in one time at an accurate position, contributing to a successful operation. The flexibility of its delivery catheter system and the excellent sealing of the valve show great quality of the TaurusOne® valve. I hope that Peijia’s second- and third-generation TAVR can better serve the clinic needs and benefit more patients.”*

**KOL feedback from TOP hospital**

**TaurusElite®**  
经导管主动脉瓣系统

*“The market launch of the TaurusElite® is very meaningful. Before there is a retrievable system, we can only accept the results with good or bad positioning of the valve after deployment. With the retrievable system, if you feel that the release position is unsatisfactory, you can choose to retrieve the valve, and to find a more ideal position to release. The launch of such a TAVR product with retrievable function and excellent performance is of great significance to clinicians and patients.”*

**KOL feedback from KA hospital**

# Academic Promotion Events for TAVR Products



- April 23 TaurusNXT® First Researcher Coordination Meeting



- May 7 The 19th China Interventional Cardiology Conference (CIT)



- May 22nd China Structural Week 2021-Chutian Forum Valvular Disease Conference



- May 28 The 15th Oriental Cardiology Conference (OCC2021)
- TaurusOne National First Launch Conference



- June 18 Northeast Cardiovascular Forum (NCF) TaurusElite New Product Technology Exchange Conference



- June 30 & July 1 Heart Valve Brigade-Jiaxing Future—TaurusOne Surgery Simulcast



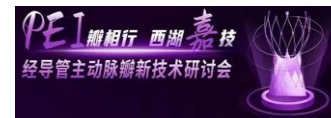
- July 4th The 16th Bingcheng Cardiovascular Symposium (ICC2021)Peijia Surgery Live Session



- July 17 Peijia Special Session of the 18th Heart Imaging and Cardiac Intervention Conference (2021CICI)



- July 20-22, China Valve (Hangzhou)
- PEI Valve Interaction West Lake Jiaji Live Surgery & Special Technical Seminar



- July 31 Xijing-Mayo II Northwest Regional Listing Conference



- August 18-19, Handy Receivable, Stable and Far-reaching, Second Generation Surgery Hookup



- August 21 The 3rd "Confucianism, Taoism and Heart" International Conference on Cardiovascular Diseases Peijia Symposium





# Optimal Setup For TaurusElite® Commercialization

*Accurate product positioning, all-round marketing and sales support as well as high-touch sales model are three key building blocks for successful commercialization.*



- De facto direct sales model works well for innovative, early stage products



- Superior product features for a reasonable price



- Dedicated CS and medical teams for academic education and clinical support



- Entrenched relationship with top-notch platform/distributors



- Strong relationship with top KOLs to endorse new products among larger group of doctors



- Insurance Plan - extra layer of protection against the risk of TAVR operation



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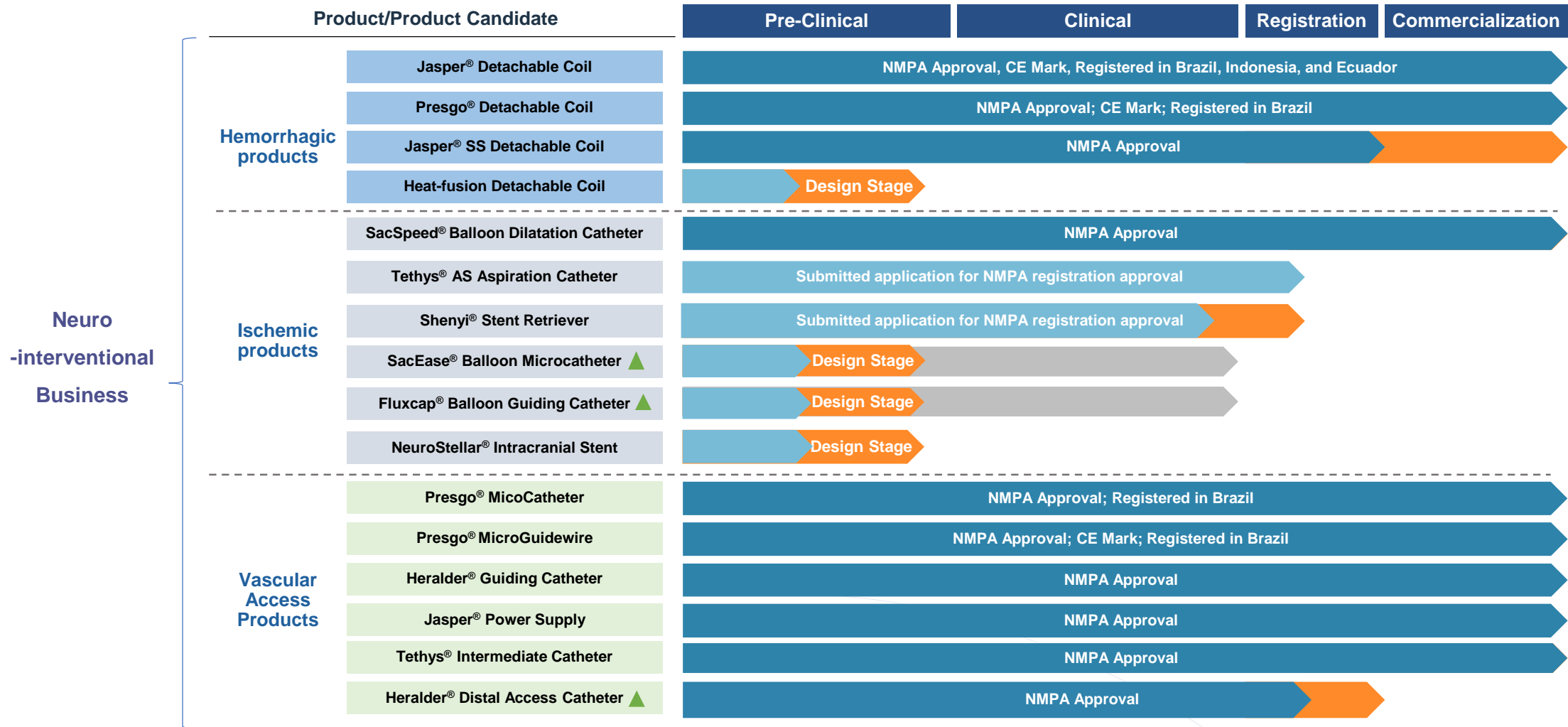
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02

## Business Highlights

Domestic Replacement in  
Neurointervention

# Neurointerventional Products & Pipeline Overview



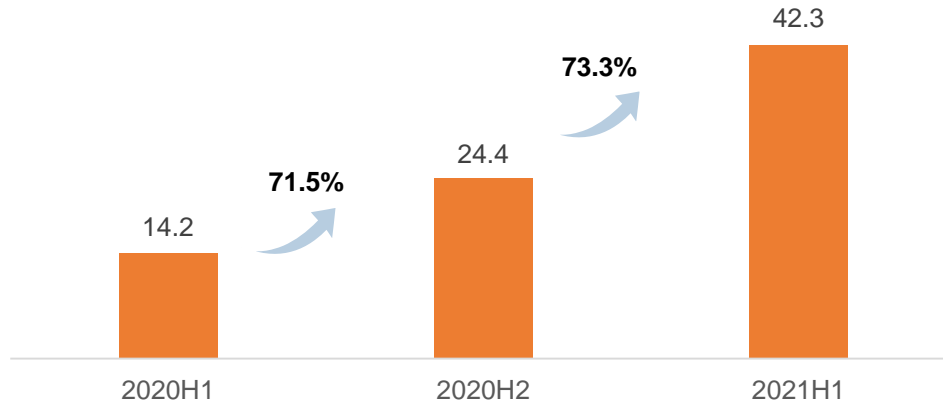
Note: Data as of 2021.08.20

▲ Among our product candidates, these devices are exempted from clinical trial requirements in accordance with the Catalogue of Medical Device Exempted from Clinical Trials 《(免於進行臨床試驗醫療器械目錄)》 promulgated by the NMPA, as amended.

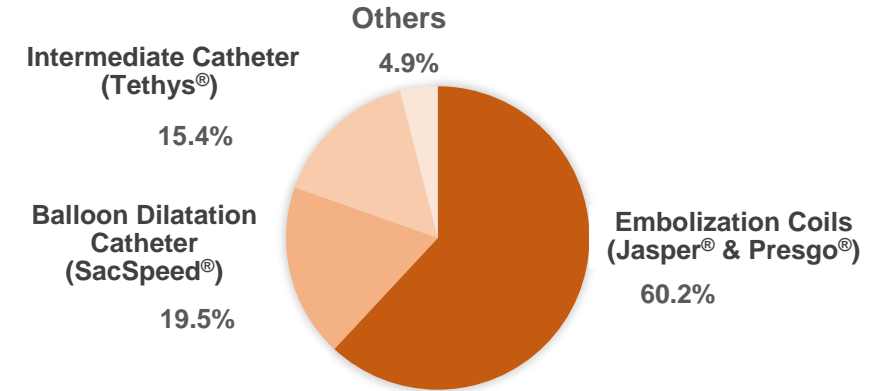
▶ 2021 1H Progress

## Revenue

Million RMB



## Revenue Breakdown (2021H1)



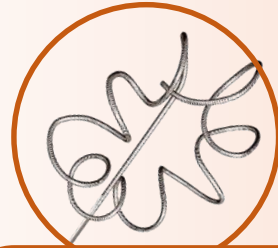
In the first half of 2021, sales revenue of neurointerventional business increased by approximately 197.1% compared with the same period in 2020. The sales revenue growth in the first half of 2021 mainly comes from:

- The sales of embolization coils increased by about 85.7%
- Launch of new products, including intermediate catheter (Tethys®) and balloon dilatation catheter (SacSpeed®)

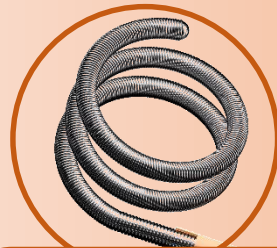


# Achieva's Embolization Coil Product Family

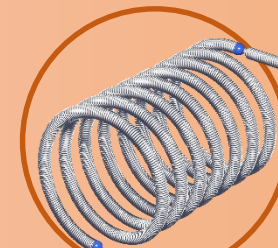
Achieva's coil product portfolio has a wide coverage of various segmentations.



**Jasper®**  
Detachable Coil



**Presgo®**  
Detachable Coil

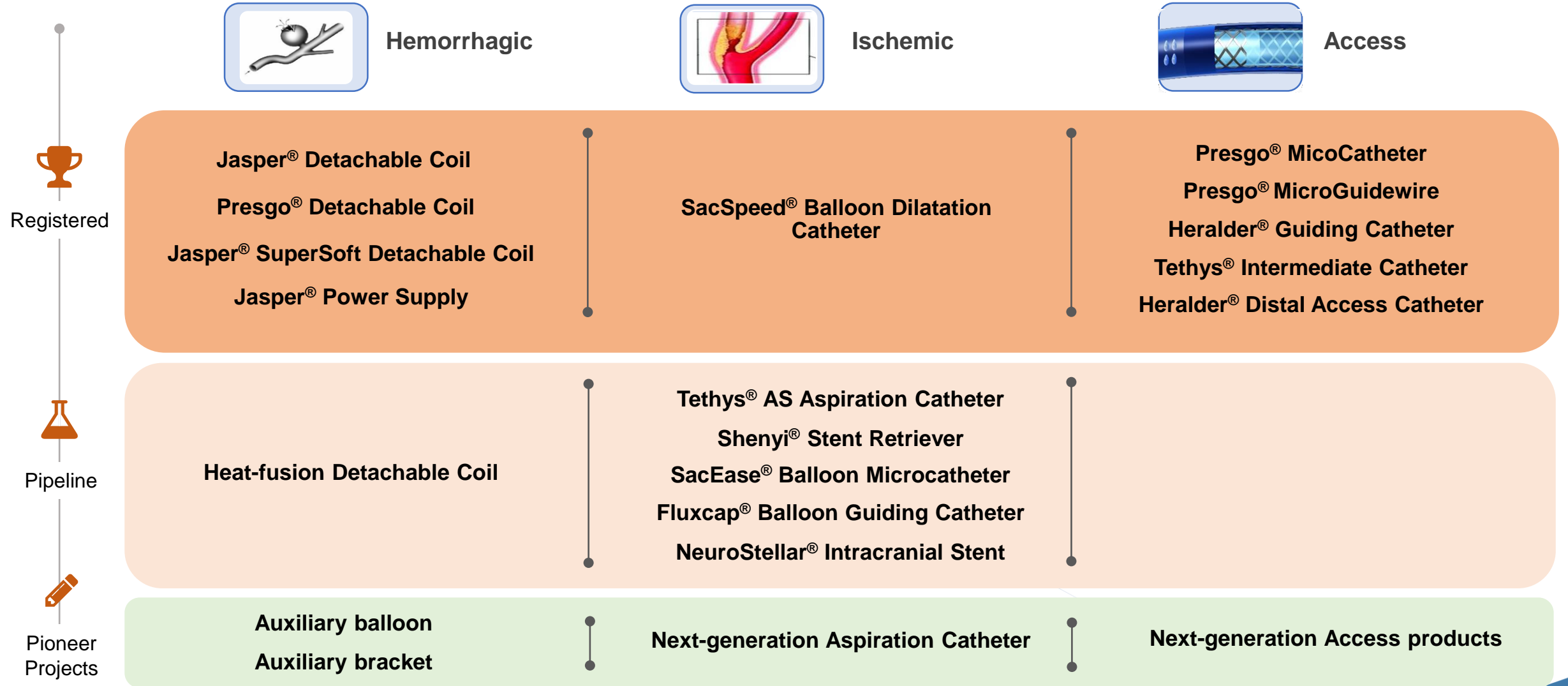


**Jasper® SS**  
Detachable Coil

<b>Features</b>	First generation, Electrolytic detachment	Second generation, Mechanical detachment	Electrolytic detachment super soft version, focusing on the filling and finishing processes of the coil embolization surgery
<b>Provincial listing price</b> (Recommended by company)	RMB 6,500	RMB 12,000	RMB 15,000

# Achieva Aims to Provide One-stop Interventional Solution

*The widest product portfolio and pipeline among domestic neural intervention players.*



# Achieva Sales Team & Distributor Network



Experienced sales team at Achieva has a long relationship with seasoned distributors in neuro-interventional business.

迭代 蝶变 新声



**Achieva's distributors cover ~1,700 hospital national wide**

34 In-house sales

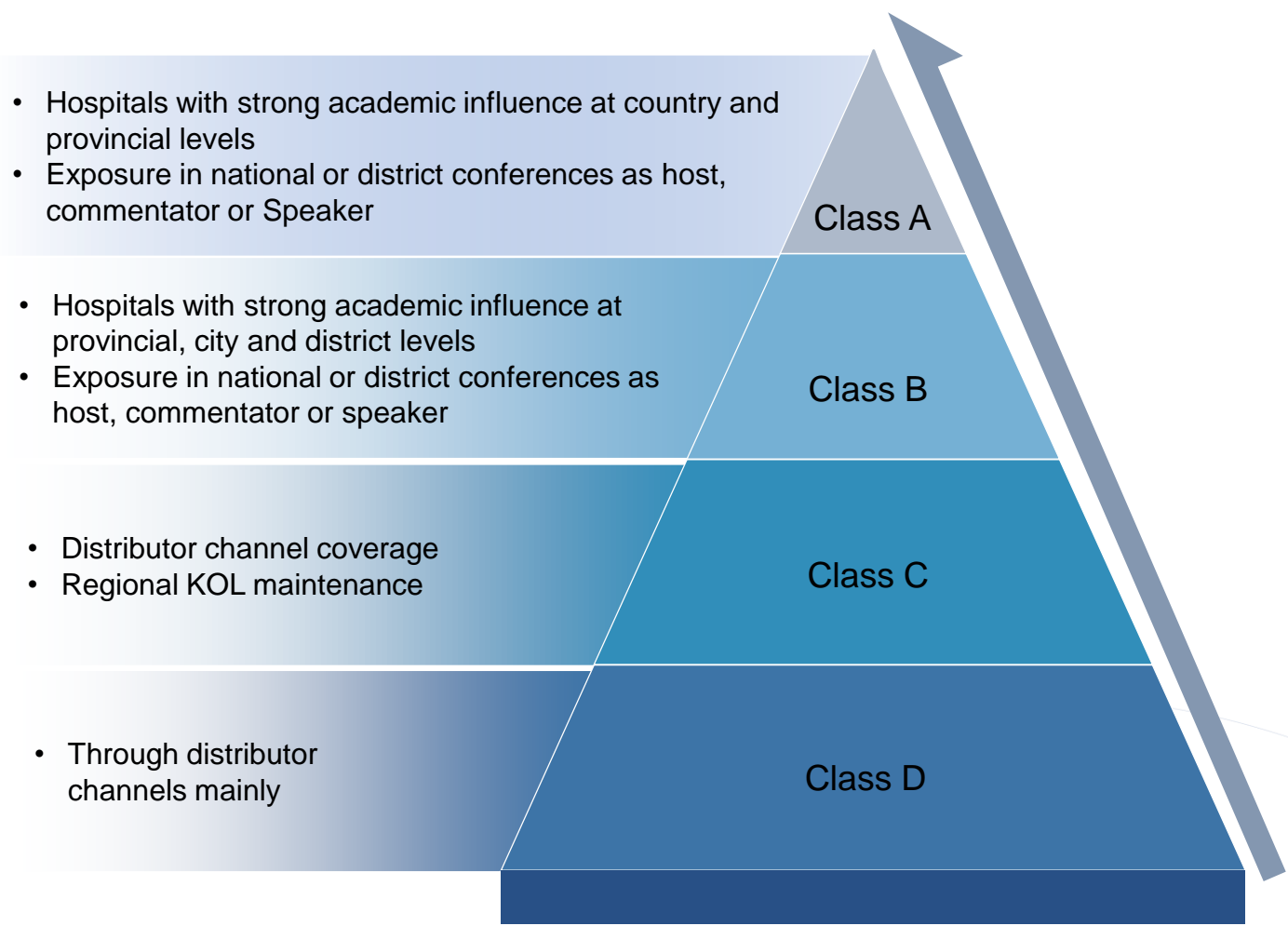
126 Distributors

	2020.06.30	2021.06.30
<b>Sales Personnel</b>	21	34

Note: Personnel data as of June 30, 2021

# Target Hospital and Customer Management

*Long & solid KOL relationship translates into endorsement from particularly top hospitals and KOLs.*



Total # of Hospitals	# of Hospitals Achieva has sold products to	Proportion of KOL endorsement
130	58	60%
210	113	40%
600	215	20%
860	264	5%

Notes: (1) Data as of June 30, 2021

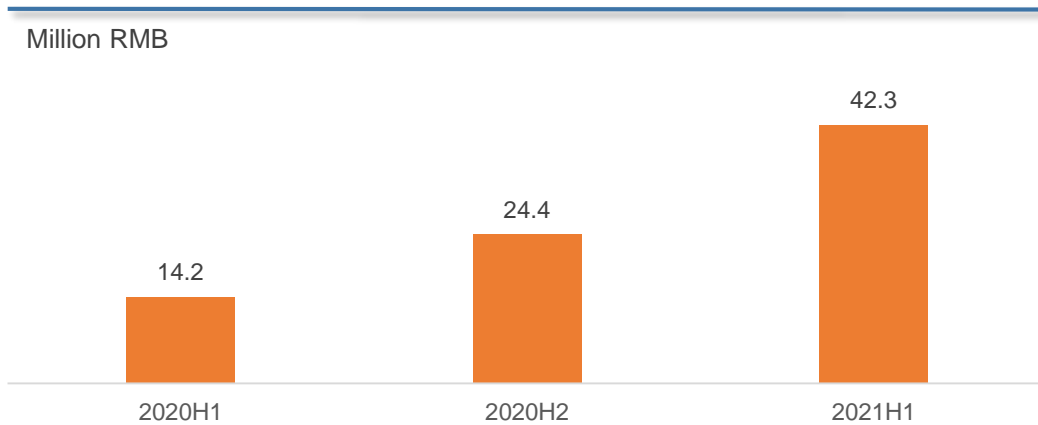
(2) The total number of hospitals and the proportion of endorsed hospitals are estimated by Peijia



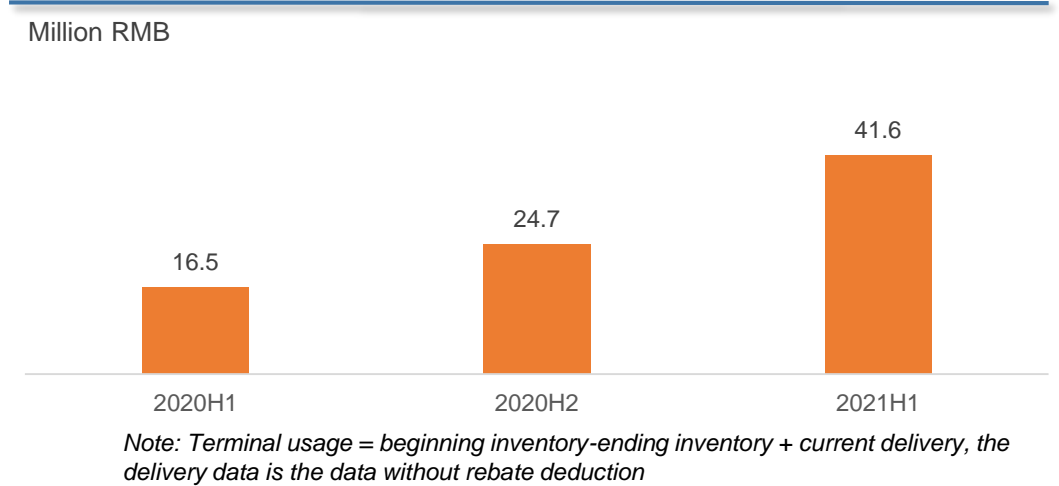
# Inventory and Turnover in Distribution Channel

*Robust growth is driven by terminal usage while Achieva upholds a disciplined and healthy channel strategy.*

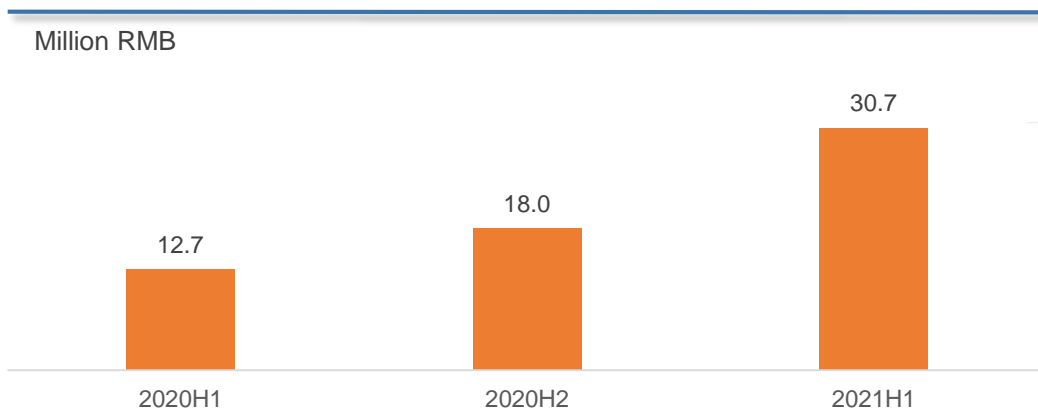
## Total Neurointerventional Revenue



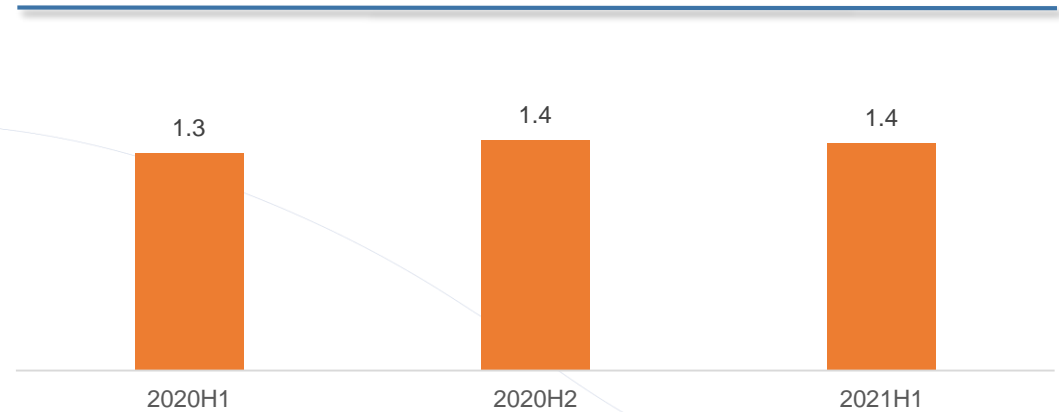
## Terminal Usage



## Average Channel Inventory



## Terminal Usage / Average Inventory



*Note: Average inventory = (Inventory at the beginning of the period + Inventory at the end of the period)/2*



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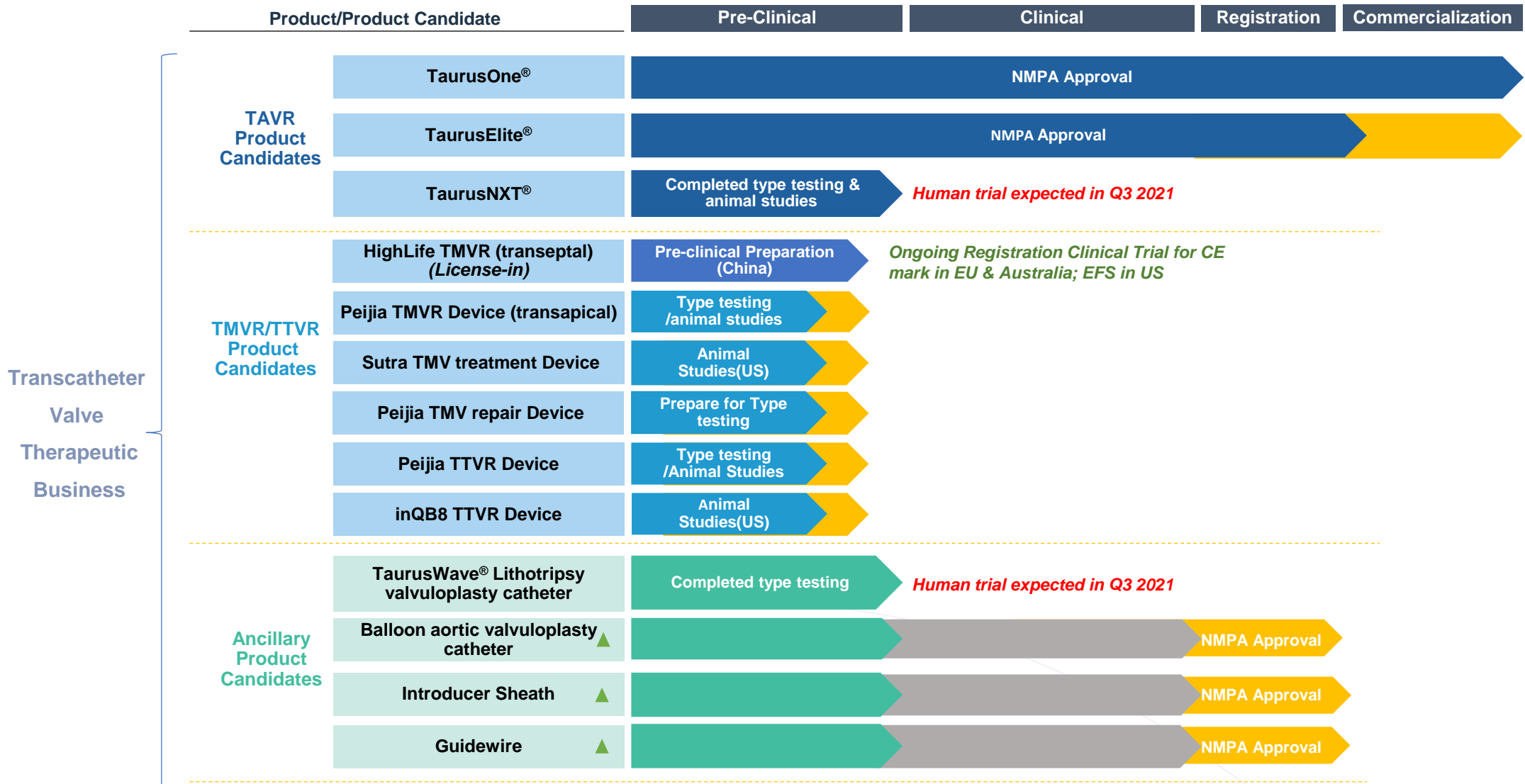
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02

## Business Highlights

Transcatheter Valve Innovative Product  
Pipeline

# Transcatheter Valve Therapeutic Products & Pipeline Overview



Transcatheter Valve Therapeutic Business

▲ Among our product candidates, these devices are exempted from clinical trial requirements in accordance with the Catalogue of Medical Device Exempted from Clinical Trials 《(免於進行臨床試驗醫療器械目錄)》 promulgated by the NMPA, as amended.

▶ 2021 1H progress

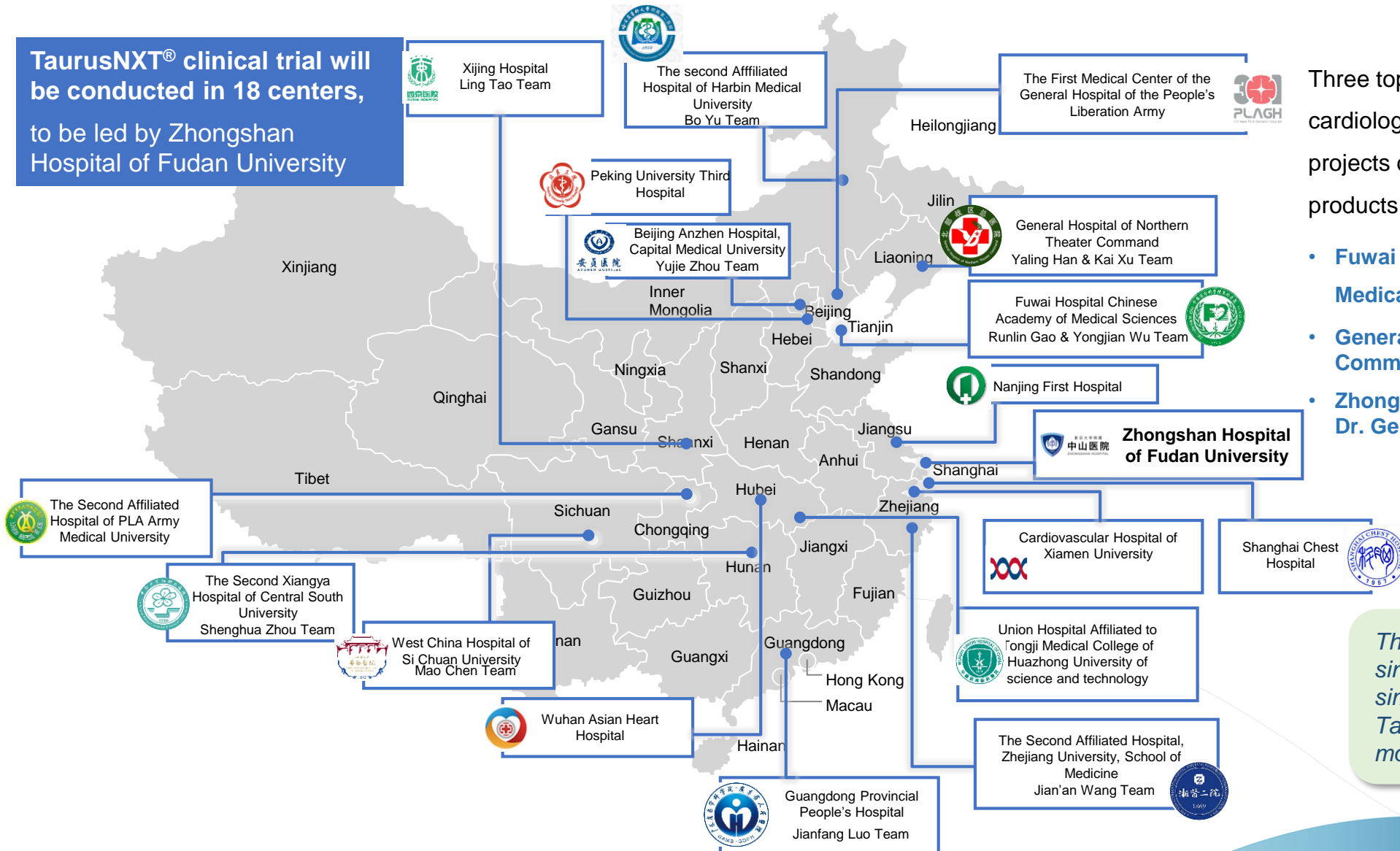
Note: Data as of 2021.08.20

# TaurusNXT® Clinical Trial Plan



Highly innovative, non-glutaraldehyde treated & durability-enhanced TAVR is widely supported by Chinese KOLs.

**TaurusNXT® clinical trial will be conducted in 18 centers, to be led by Zhongshan Hospital of Fudan University**



Three top academicians in the field of cardiology in China took lead in clinical projects of three generations of TAURUS products, respectively

- **Fuwai Hospital Chinese Academy of Medical Sciences: Dr. Gao Runlin**
- **General Hospital of Northern Theater Command: Dr. Han Yaling**
- **Zhongshan Hospital of Fudan University: Dr. Ge Junbo**

*The trial will be a c150 case, single-arm multi-center trial with similar primary end point as TaurusOne® (one year all-cause mortality)*



Unique “Valve-in-ring” Concept

Ring

Valve



Trans-femoral  
delivery

Trans-septal  
delivery

## HighLife TSMVR Partial Results

featured at the 3<sup>rd</sup> Chinese Summit on Mitral Valve Interventional Therapy  
Presented by Prof. Rüdiger Lange

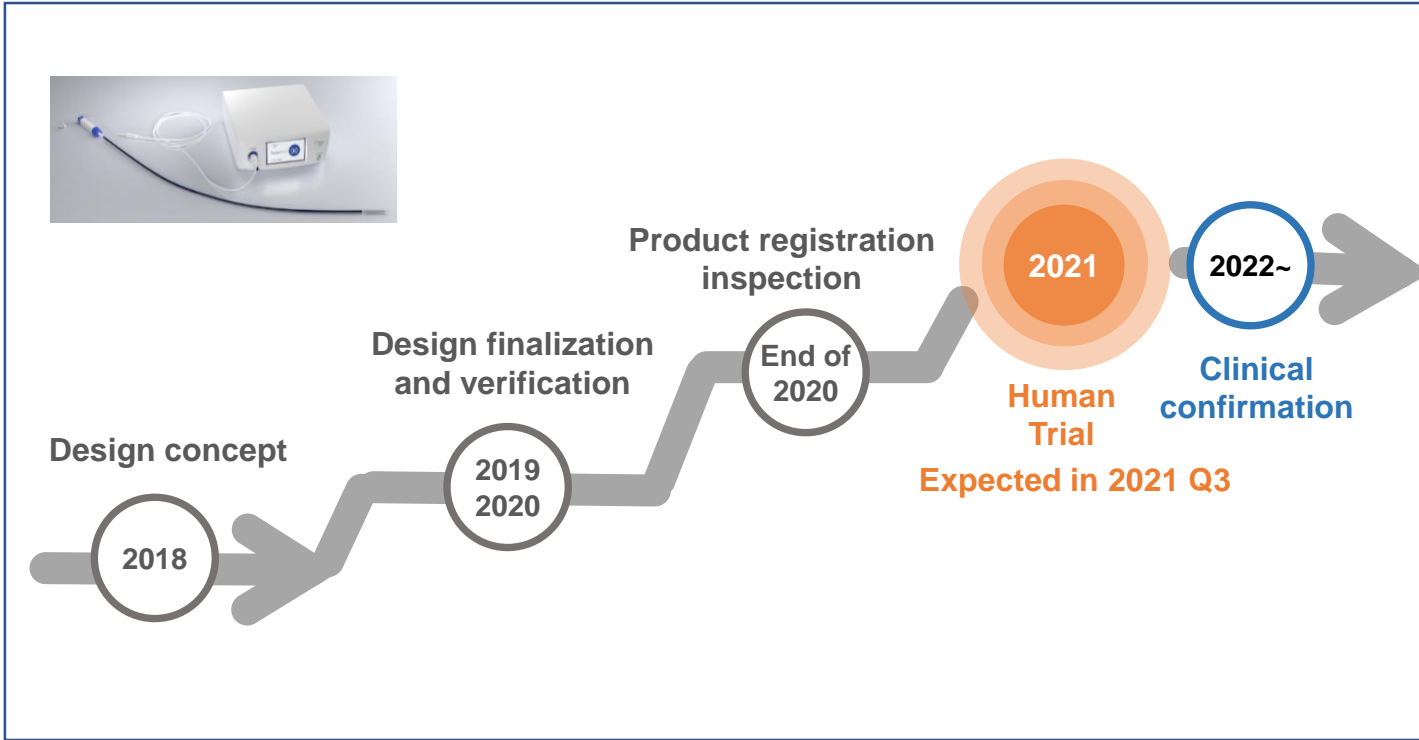
### Technical Success

### Safety Events

	Total (N=18) %(n/N)	Implanted Population	Total (N=16) n(%)
Technical Success	88% (16/18)	All cause mortality	1 (6%)
Alive	100% (18/18)	Major stroke	0
Successful access, delivery, retrieval of delivery systems	88% (16/18)*	MI	0
Freedom from emergent surgery or reintervention	100% (18/18)	LVOT obstruction	0
		Device migration, embolization or fracture	0
		Conversion to surgery	0
		Major bleeding	2 (13%)
		ASD closure	2 (13%)
		Heart Failure Hospitalizations	1 (6%)*
		Pacemaker implantation	2 (13%)

**HighLife TMVR has started feasibility clinical studies in EU/Australia, and early feasibility study in US**

Source: EuroPCR, HighLife company website



**Clinical applications**

- Peripheral vascular calcification
- Cardiovascular calcification
- Aortic calcification not suitable for TAVR
- Mitral valve calcification
- More effective TAVI pre-expansion method
- Tricuspid valve calcification

**Cutting-Edge Technology**

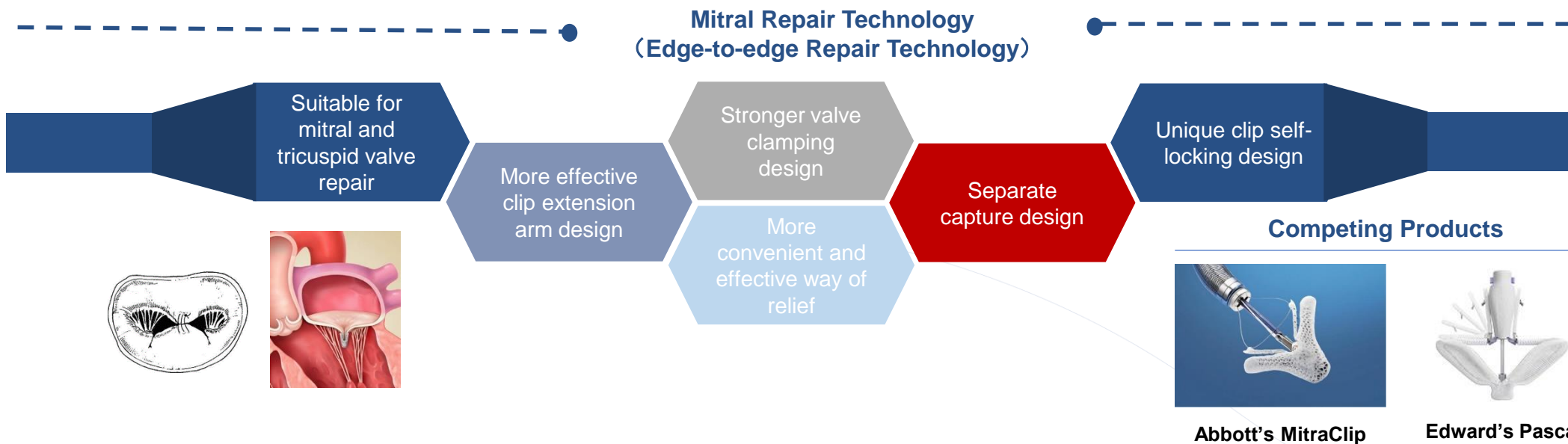
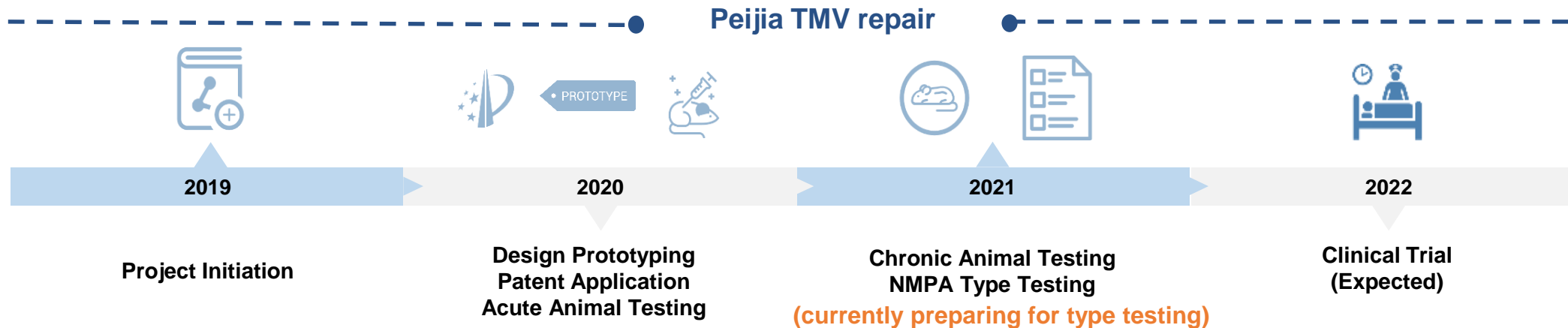
Accurately positioned to the calcified valve via conventional transfemoral approach

**Patented**

The State Intellectual Property Office was entrusted to check the novelty of the product, and the conclusion showed that the product was novel and innovative

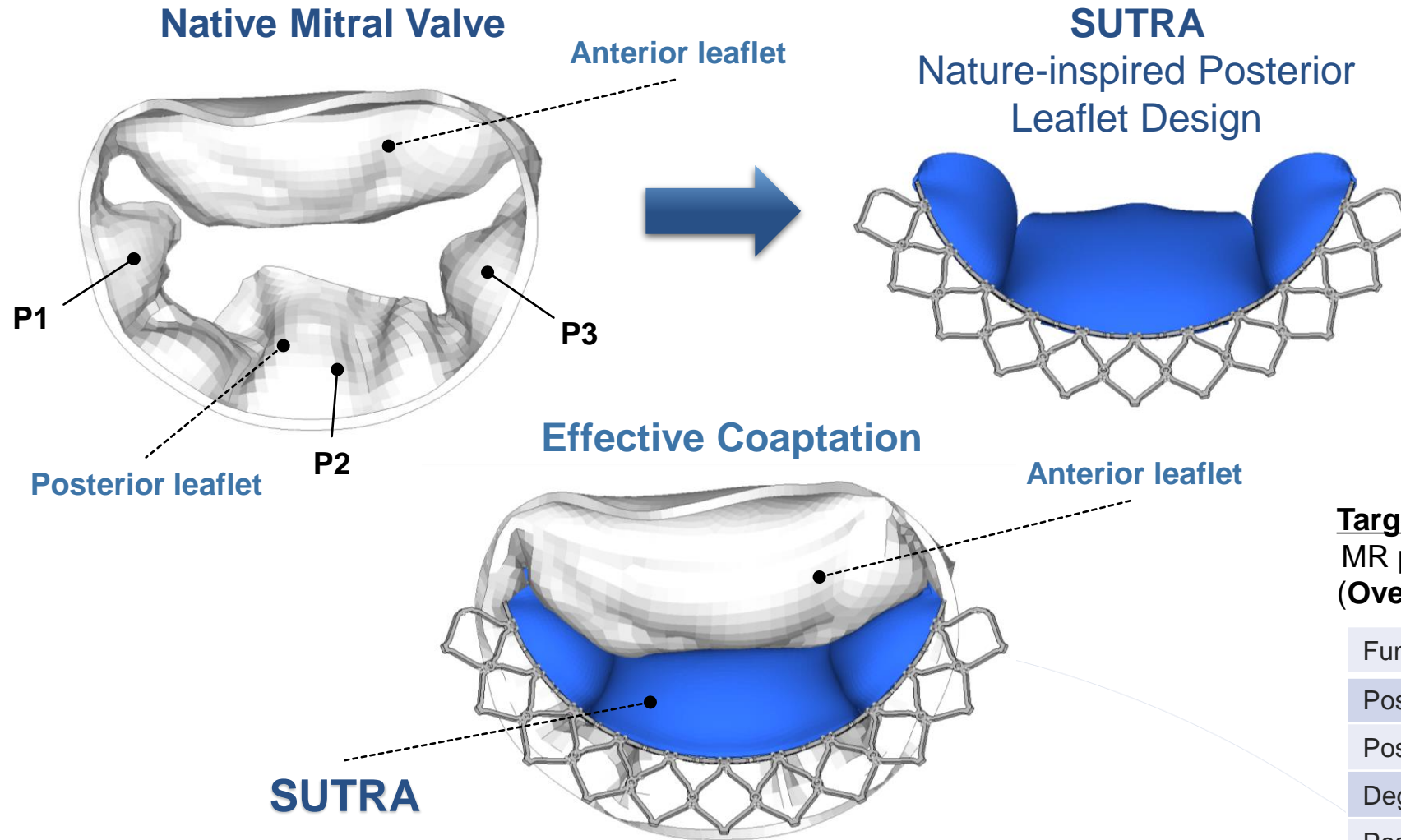
**High Clinical Value**

There are currently no such commercialized products in China. Similar technology has been applied for coronary artery devices launched abroad. Products for heart valves are currently under clinical research, which have high clinical value



Note: Date as of 2021.08.20

# Sutra TMV Treatment – Coaptation Augmentation



**Target patient population:**  
MR patients with normal AML function  
(Over 50% of MR patients)

- Functional MR patients
- Posterior annular dilatation
- Posterior leaflet tethering
- Degenerative MR patients
- Posterior pathologies

2021 August update: Currently in the process of acute animal studies





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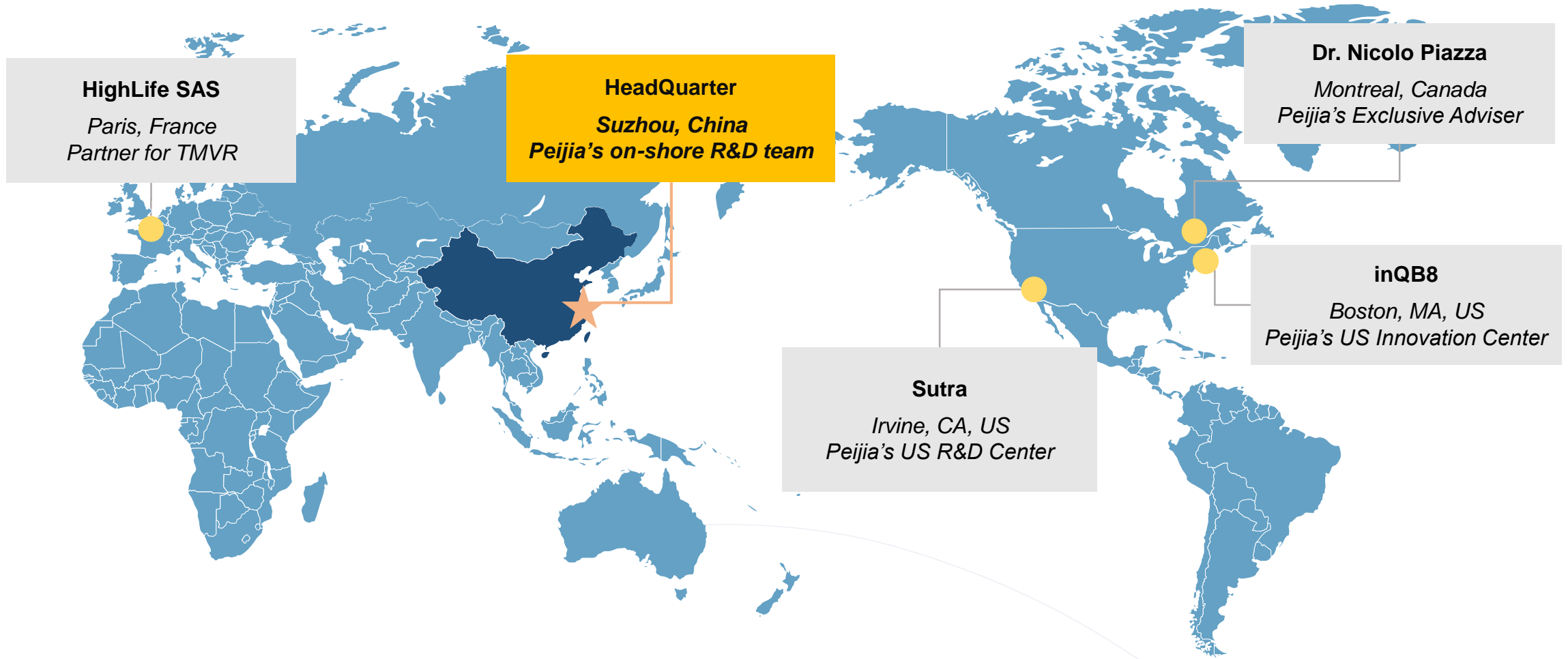
02

## Business Highlights

Global R&D Platform

# A Truly Global Research and Development Platform

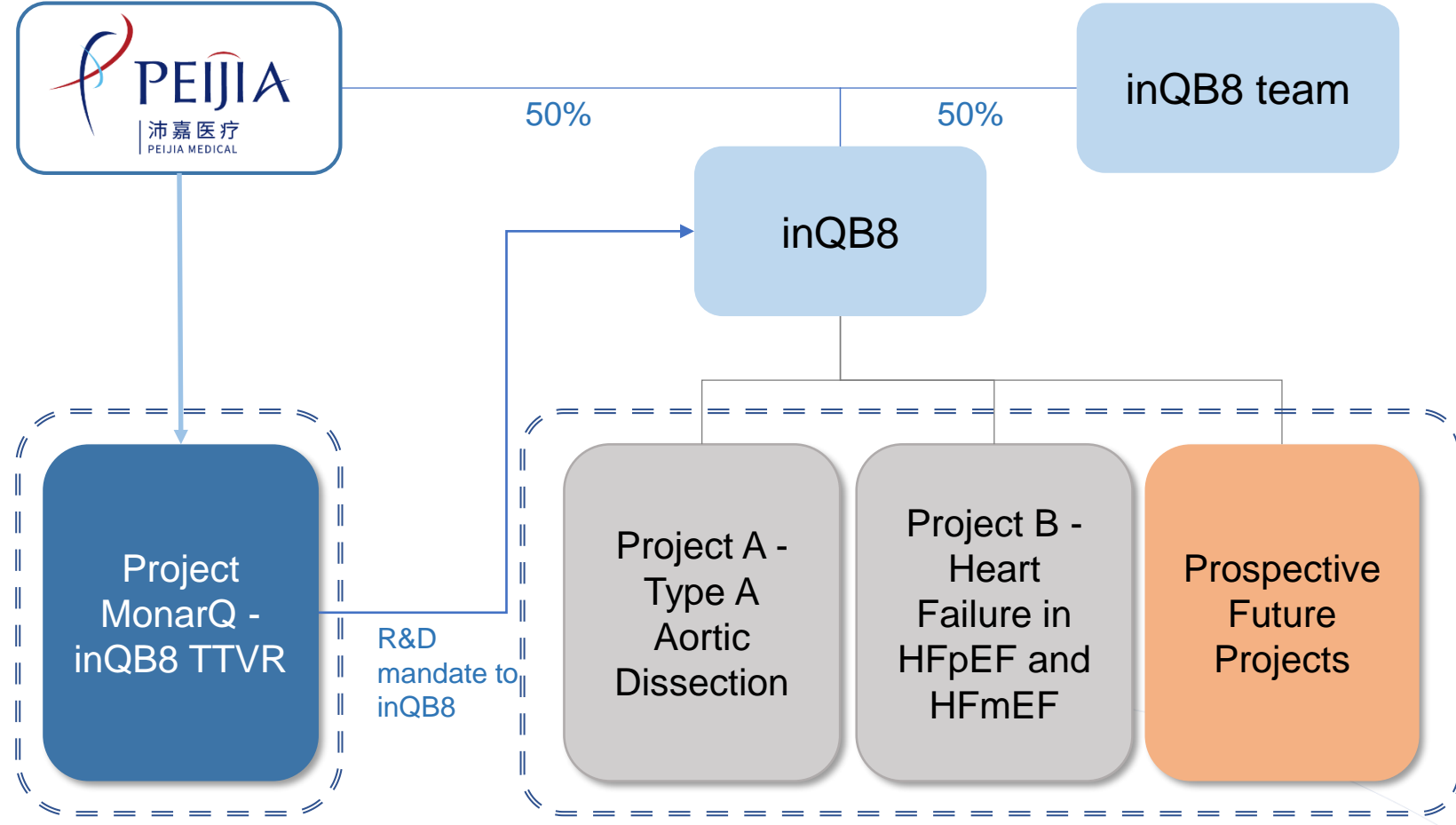
*Peijia collaborates with the global experts / R&D community to develop its innovative pipeline.*



# US Innovation Center – inQB8 Deal



*inQB8 will become Peijia's innovation center in US for advanced / pilot projects.*



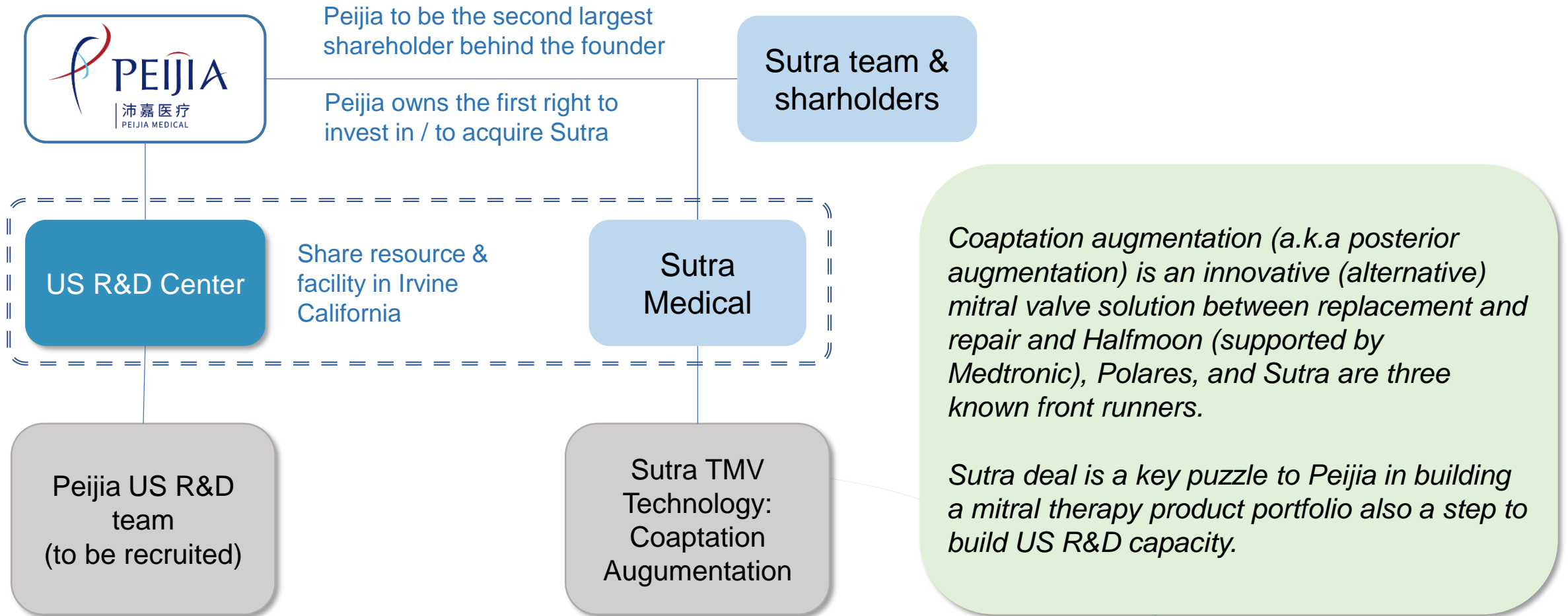
*The elite team at inQB8 including cardiac surgeon, senior engineer, and serial entrepreneurs will be supported by Peijia to focus on innovative pilot projects to create potentially first-in-class products*

Peijia acquired global right while inQB8 team in charge of the US R&D process

Peijia owns 50% and a certain special rights to acquire or to license all inQB8 projects

# US Research & Development Center – Sutra Deal

*Sutra will be a captive portfolio company of Peijia and will share facility with Peijia's US R&D center.*



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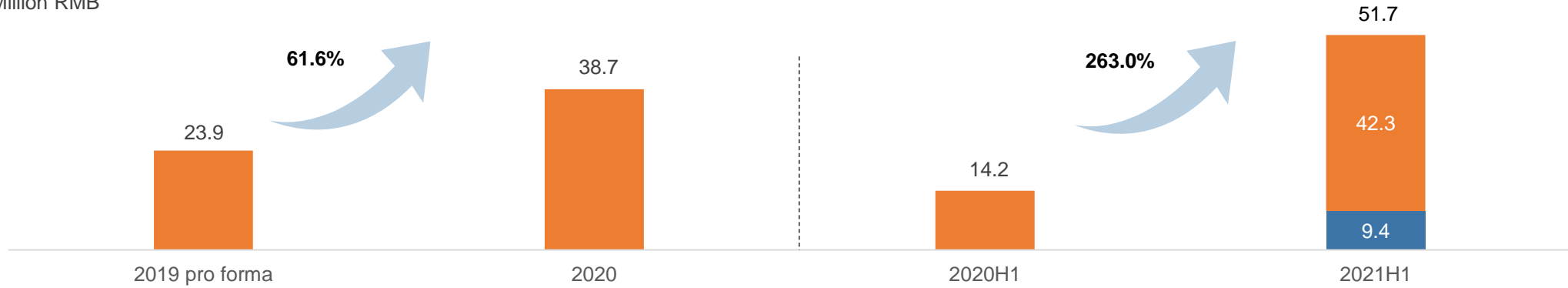
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# Rapidly Growing Revenue

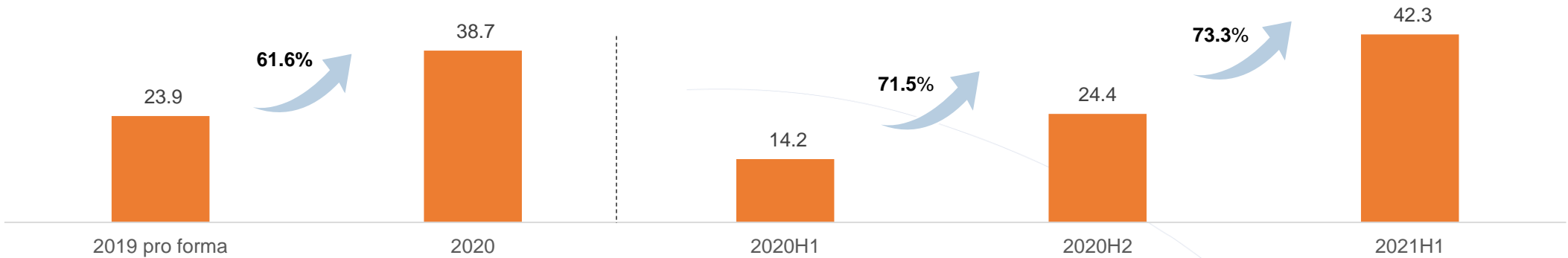
## Revenue - Overall

Million RMB



## Revenue - Neuro

Million RMB

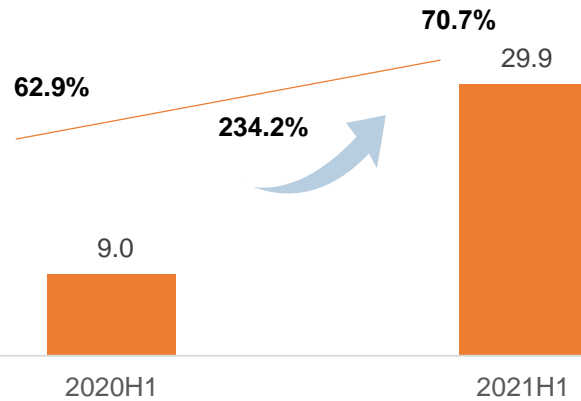


Note: Neuro refers to Neurointerventional Business; Valve refers to Transcatheter Valve Therapeutic Business in this presentation unless otherwise stated.

# Improving Gross Margin and Margin Outlook

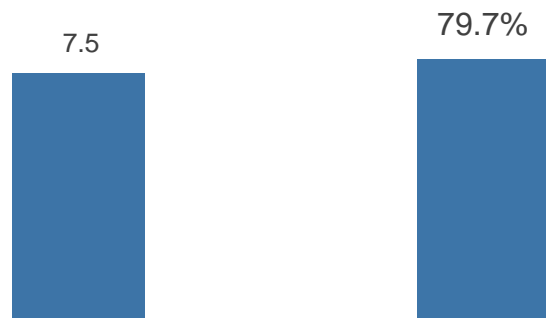
## Gross Profit and Gross Margin - Neuro

Million RMB, %



## Gross Profit and Gross Margin - Valve

Million RMB, %



### 1H2021 YoY review

### Margin outlook

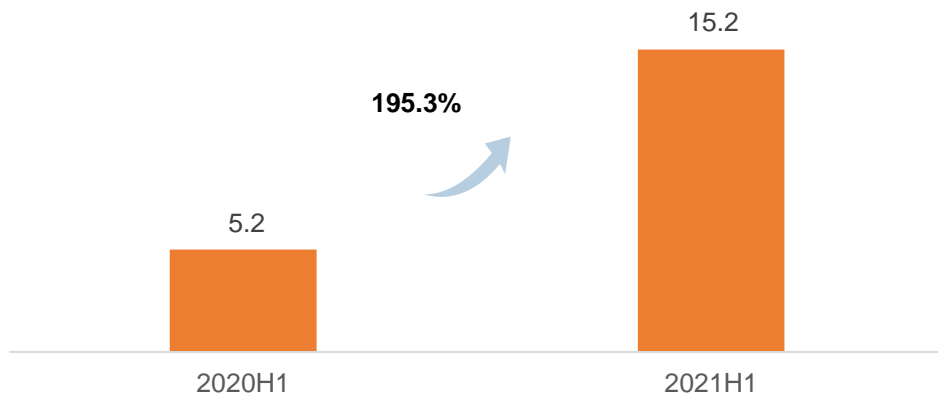
<b>Sales Mix</b>	↑	<p>Mix benefits from TAVR sales and other new products</p>	<p>Increase in higher margin products</p>
<b>Optimizing Manufacturing Process</b>	↑	<p>Increasing production capacity</p> <p>Upgrading manufacturing systems</p>	<p>Economics of scale backed by sales growth</p> <p>Other ongoing efficiency improvements</p>
<b>Lower Raw Material Cost</b>	↑	<p>Expanding supplier network for cost efficiency</p>	<p>Procurement of lower cost raw materials</p> <p>In-house processing of bovine pericardium</p>
<b>Net impact</b>	=	Improving gross margin	Gross margin is expected to further go up

# Preparing for Sales Ramp-up - Selling and Distribution Expenses

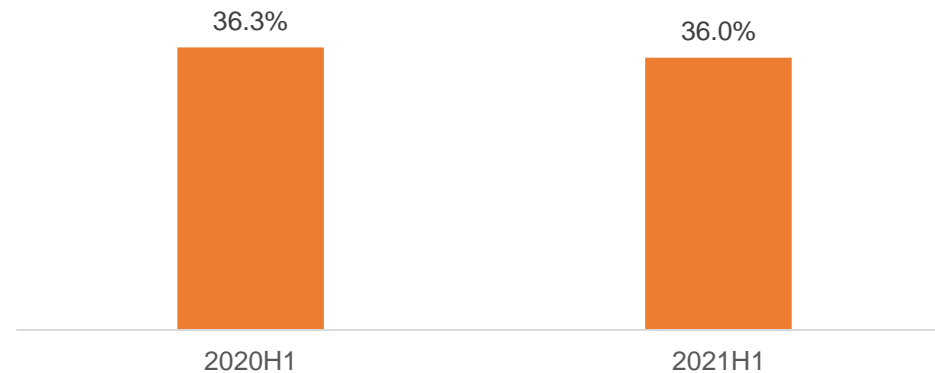


## S&D Expenses - Neuro

Million RMB

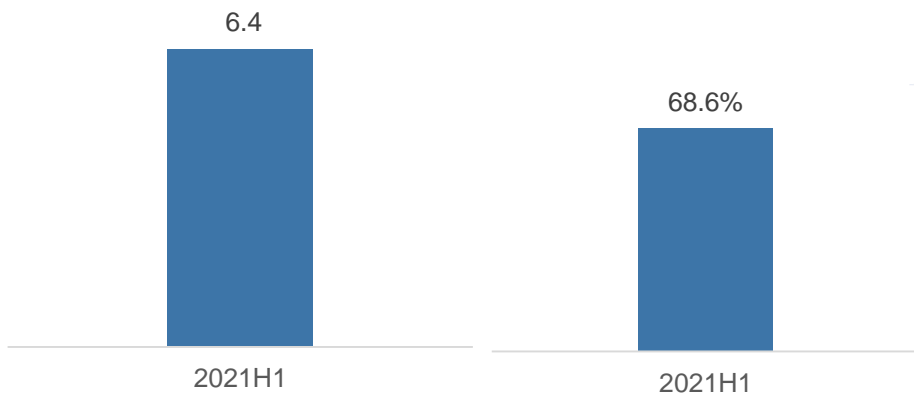


## S&D Expense Ratio - Neuro



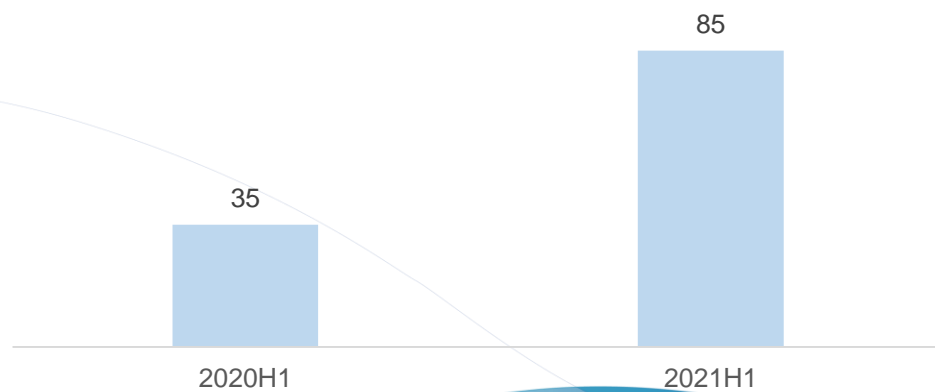
## S&D Expenses and Expense Ratio - Valve

Million RMB, %



## S&D Employees - Overall

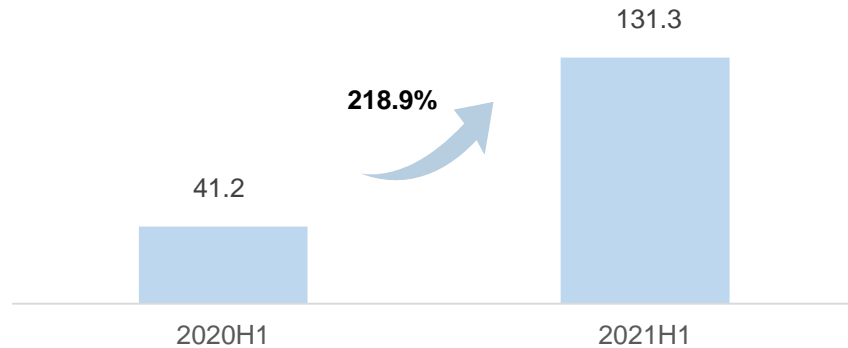
# of employees



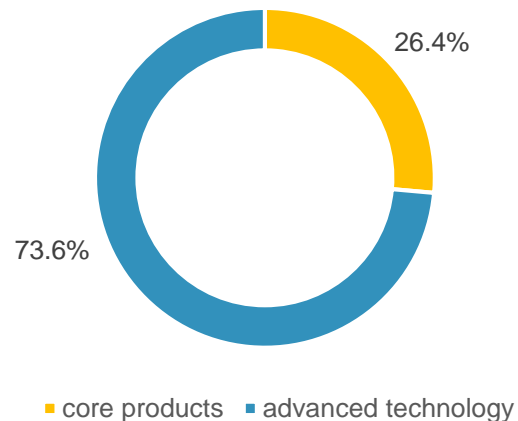


## Research and Development Expenses

Million RMB



## R&D Expenses Breakdown by Project Nature



### Core Products

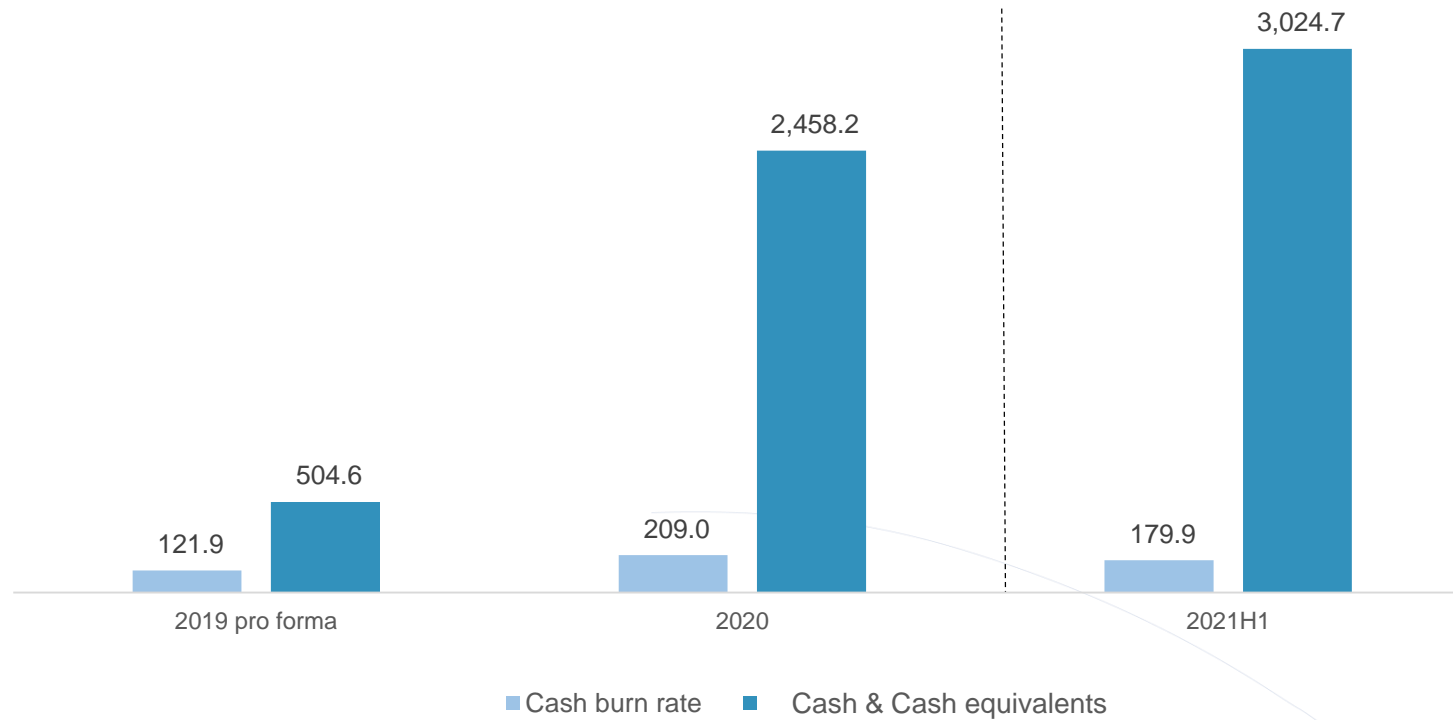
TaurusOne®	SacSpeed® Balloon Dilatation Catheter
TaurusElite®	Tethys® AS Aspiration Catheter
TaurusNXT®	Shenyi® Stent Retriever
Balloon aortic valvuloplasty catheter	Fluxcap® Balloon Guiding Catheter
Introducer Sheath	SacEase® Balloon Microcatheter
Guidewire	Presgo® MicoCatheter
Jasper® Detachable Coil	Presgo® MicroGuidewire
Presgo® Detachable Coil	Heralder® Guiding Catheter
Jasper® SuperSoft Detachable Coil	Jasper® Power Supply
Heat-fusion Detachable Coil	Tethys® Intermediate Catheter
NeuroStellar® Intracranial Stent	Heralder® Distal Access Catheter

### Advanced Technology

HighLife TMVR ( <i>License-in</i> )
Peijia TMVR Device
Peijia TMVr repair Device
Peijia TTVR Device
TaurusWave® Lithotripsy Valvuloplasty Catheter

## Cash and Cash Burn Rate

Million RMB



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*Combining solid surgery experience with engineering capacity and had a strong track record for innovation*



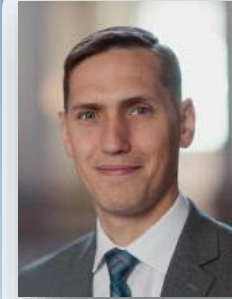
**Dr. Arshad Quadri**  
MD

**Dr. Arshad Quadri**, MD is a Cardiothoracic Surgery Specialist in West Hartford, CT, and has over 43 years of experience in the medical field. He is also an Inventor and successful medical device entrepreneur. He founded CardiAQ Valve Technologies, where he served as Chairman and Chief Medical Officer until it was acquired by Edwards Lifesciences (EW) in 2015 for \$350 million plus milestone payments. Dr. Quadri graduated from Darbhanga Medical College, India in 1978. He is fully certified by **American Board of Thoracic Surgery**, and is an active Member of **Society of Thoracic Surgery**.



**J. Brent Ratz**  
MBA

**Brent Ratz** is a successful medical device entrepreneur, executive, and inventor with over 20 years of experience in the industry. He is also the President and CEO of InnovHeart, a 2<sup>nd</sup>-generation TMVR start-up. He was the founding CEO, President, and COO of CardiAQ Valve Technologies, and helped lead CardiAQ to successfully complete the world's first transcatheter implantation of a prosthetic mitral valve in a patient. Brent earned his BS in biomedical engineering from Duke University and obtained his MBA degree at Wharton.



**Chris Stivers**  
MS

**Chris Stivers** is a healthcare innovator & operator with a passion for building new technologies that improve patient life. Chris helped lead the creation, development, and commercialization of TrueTear, the first ever neurostimulation treatment for Dry Eye Disease, acquired by Allergan for \$125M in 2015. Chris is an alumnus of the Stanford Biodesign program and currently serves as an advisor for the Harvard Healthtech fellowship program, where he helps train the next generation of healthcare entrepreneurs.