



Peijia Medical 2024 Interim Results

August 26, 2024



- The documents, opinions and materials presented in this presentation (the “Document”) have been prepared by Peijia Medical Limited (the “Company”) for use in presentations by the Company and does not constitute a recommendation regarding the securities of the Company. You fully understand that the Document is being made available on a confidential basis and subject to the following provisions. The contents of this Document have not been reviewed by any regulatory authority in any jurisdiction. The distribution of this Document in certain jurisdictions may be restricted by law, and the recipients into whose possession this Document comes should inform themselves about, and observe such restrictions. By accessing this Document, you are agreeing (i) that you have read and agree to comply with the contents of this notice and disclaimer and (ii) to maintain absolute confidentiality regarding the information disclosed in this Document.
- This Document has not been independently verified and is not intended to form the basis of any investment decision. It does not constitute an offer or invitation to sell, or any solicitation of any offer to subscribe for or purchase any securities in any jurisdiction in which the making of such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of such jurisdiction or would not otherwise be in compliance with the laws and regulations of such jurisdiction, and nothing contained herein shall form the basis of any investment decision, contract or commitment whatsoever. This Document contains no information or material which may result in it being deemed (1) to be an advertisement, invitation or document containing an advertisement or invitation falling within the meaning of section 103 of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) (the “Securities and Futures Ordinance”) or (2) in Hong Kong to have effected an offer to the public without compliance with the laws of Hong Kong or being able to invoke any exemption available under the laws of Hong Kong, and is subject to material change without notice.
- The securities of the Company have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the “U.S. Securities Act”), or under the laws of any state of the United States. This Document does not constitute or form a part of any offer or solicitation to purchase or subscribe for securities in the United States and is not for distribution and may not be distributed, directly or indirectly, in or into the United States (including its territories and possessions, any state of the United States and the District of Columbia). The securities of the Company will not be offered or sold in the United States except pursuant to an exemption from, or in a transaction not subject to the registration requirements of the U.S. Securities Act. There will be no public offer of the Company’s securities in the United States.
- This Document and the information contained herein as well as information presented orally or otherwise are strictly confidential and must be treated as such. Neither the information contained in this Document nor any copy hereof may be, directly or indirectly, taken or transmitted into or distributed in the United States, Canada, Australia, Japan, PRC, Hong Kong or any other jurisdiction which prohibits the same except in compliance with applicable securities laws. Any failure to comply with this restriction may constitute a violation of U.S. or other jurisdiction’s securities laws. Upon request, the recipient will promptly return this Document and any other written information made available in the presentation, without retaining any copies.
- This Document does not purport to be comprehensive or to contain all the information that a recipient may need in order to evaluate the Group. No representation, warranty or undertaking, express or implied, is given and, so far as is permitted by law, no responsibility or liability is accepted by any person (for the avoidance of doubt, including but not limited to, the Company and its affiliates, controlling persons, directors, officers, partners, employees, agents, representatives or advisers of any of the foregoing), with respect to the accuracy, reliability, correctness, fairness or completeness of this Document or its contents. The information communicated in this presentation contains certain statements that are or may be forward looking. These statements typically contain words such as “will”, “expects”, “intends”, “plans to” and “anticipates” and words of similar import. These forward-looking statements reflect the current view of the Company with respect to future events are based on a number of assumptions about the Company’s procedures and factors beyond the Company’s control and are subject to significant risks and uncertainties, and, accordingly, actual results may differ materially from these forward-looking statements. In particular, but without limitation, no representation or warranty is given as to the achievement or reasonableness of, and no reliance should be placed on, any assumptions, projections, targets, estimates, forecasts or any forward-looking statements contained in this Document. Each of the Company and its affiliates, controlling persons, directors, officers, partners, employees, agents, representatives or advisers of any of the foregoing assumes no obligation to update or otherwise revise these forward-looking statements for new information, events or circumstances that occur subsequent to such dates. None of the Company and any of its affiliates, controlling persons, directors, officers, partners, employees, agents, representatives or advisers of any of the foregoing shall have any liability (in negligence or otherwise) in respect of the use of, or reliance upon, the information contained herein by you or any person to whom the information herein is disclosed.
- In furnishing this Document, the Company and its affiliates undertake no obligation to provide any additional information or to update this Document or any additional information or to correct any inaccuracies which may become apparent.

Contents

1 Business Highlights

2 TVT Business Review

3 NI Business Review

4 Financial Review

5 Appendix

01

Business Highlights



01/ Robust Revenue Growth and Volatile Policy Environment

- Despite the impact of anti-corruption and Volume-based Procurement (“VBP”), the Group’s revenue continued to grow by 33.9% period-to-period to RMB301.2 million;
- We further strengthened our presence in the Chinese TAVR market by expanding our market share to around 25%^[1];
- Major neurointerventional products captured leading market share.

02/ Significant Improvements on Efficiency Driven by Operating Leverage

- The sales team, established ahead of time, has seen a significant surge in productivity;
- The competitive landscape gradually moderated, and costs for cutthroat competition decreased.

03/ Dedicated Pipeline Development

- We completed the patient enrollment of 3 core registration clinical trials;
- We rapidly iterated based on our existing TAVR products to achieve comprehensive and precise coverage of the treatment range, with AV21 valve and TaurusMax™ approved for market launch.

04/ Key Profitability Milestone

- Neurointerventional (“NI”) Business (“Achieva Medical”) achieved a segment profit of nearly RMB30.0 million;
- Transcatheter Valve Therapeutic (“TVT”) Business was nearing commercial profitability^[2].

05/ AR Penetration accelerated by MNC’s Endorsement

- Our licensing partner JenaValve was announced to be acquired by Edwards Lifesciences in July 2024, further underpinning our confidence in marketing TaurusTrio™ in China .

Source: management estimates

Note: [1] market share refers to the Chinese transfemoral TAVR market share within this report, unless otherwise stated; [2] commercial profit refers to gross profit minus selling and distribution expenses within this report, unless otherwise stated.

2024 Interim Results Overview

Solid fundamentals underpin the sustained improvement in business performance.

33.9%
Revenue
Increased

22.5%
Expense
Decreased

66.4%
Net Loss
Narrowed

91.2%
Net OCF
Decreased

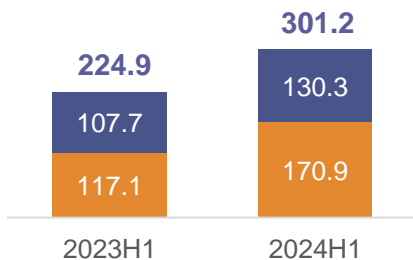
831.3M RMB
Cash, Cash Equiv.
& Term Deposits



Pipeline Updates

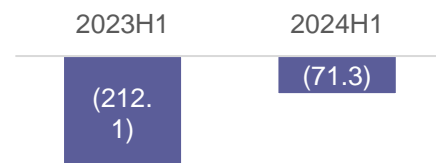
Revenue

Million RMB



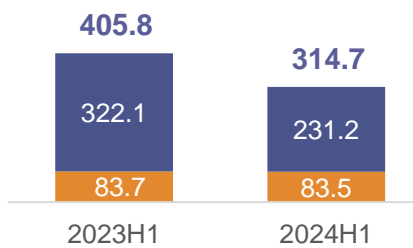
Net Loss

Million RMB



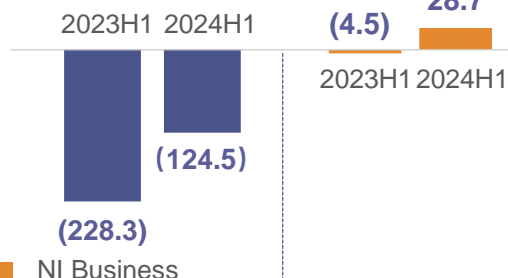
Expenses

Million RMB



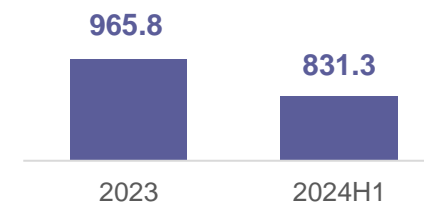
Segment Profit / Loss

Million RMB



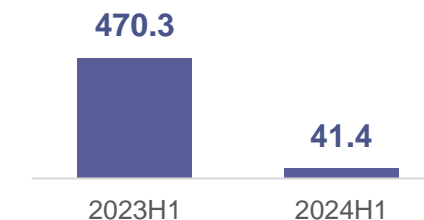
Cash, Cash Equivalents & Term Deposits^[1]

Million RMB



Net Operating Cash Flow

Million RMB



TVT Business

3 core registration clinical trials have completed patient enrollment.

TaurusTrio® / TaurusNXT™ GeminiOne®

1 small size specification has been added to Taurus TAVR family.

AV21 Specification Valve

1 iterative product has been approved for market launch.

TaurusMax™

Note [1]: cash, cash equivalents and term deposits within this report exclude investment principals and gains, unless otherwise stated.

Robust Revenue Growth and Substantial Gross Profit

▶ Revenue

- The Group achieved revenue of RMB301.2 million, a period-to-period increase of 33.9%
- 2022-2024^[1]: Revenue CAGR was 55.0%

▶ Gross Profit

- 2022-2024^[1]: Gross profit CAGR was 57.9%

▶ Patient Enrollment Completion of Three Major Registration Clinical Trials

- Patient enrollment for the registration clinical trials of TaurusTrio™, TaurusNXT®, and GeminiOne®, was completed ahead of schedule in the first half of 2024

▶ Remaining Milestone Payment of BD Projects

- BD milestone payments: reduced from four to three products due to Edwards Lifesciences' acquisition of JenaValve and the waiver of remaining milestones for TaurusTrio™ / Trilogy™

Major R&D Investments Approaching Finale

TVT Business: Increased Personnel Efficiency Led to Decrease in S&D Expense Ratio

▶ Personnel Efficiency Improvement

- 2023-2024H1^[1]: Segment sales personnel efficiency increased by nearly 40%

▶ Moderated Competition Landscape

- Patient subsidies gradually decreased

▶ 2024H1 P2P Financial Summary

- Revenue increased by 21.0%, S&D expenses decreased by 14.0% and S&D expense ratio dropped from 117.8% to 83.7%

Improved
Operational Efficiency
With Notable Outcomes

▶ 2024H1 Segment Profit of RMB28.7 Million

▶ The VBP continued to intensify the Matthew Effect

- Coils and stent retrievers: TOP domestic products with a continuously increasing market share
- Delivery balloon dilatation catheter: unique and differentiated, with rapid revenue growth

RMB28.7 Million

NI Business: Segment Achieved Breakeven

Note: [1] when calculating the 2022-2024 CAGR, the revenue and gross profit for 2024 were annualized; [2] when calculating the sales personnel efficiency for 2024H1, to ensure data comparability, the revenue was annualized in this report, unless otherwise stated.

02

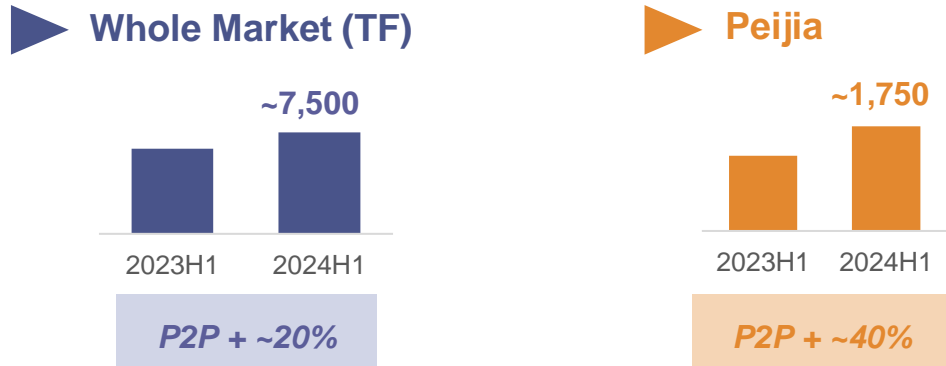
TVT Business Review

Commercialization Update

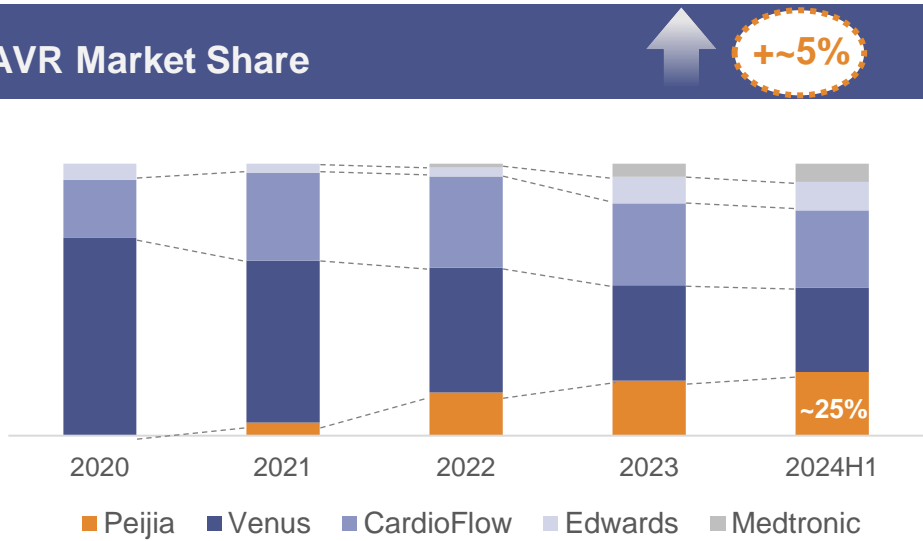
Terminal implants soared 40% P2P, with market share steadily increasing by 5 percentage points to nearly 25%.



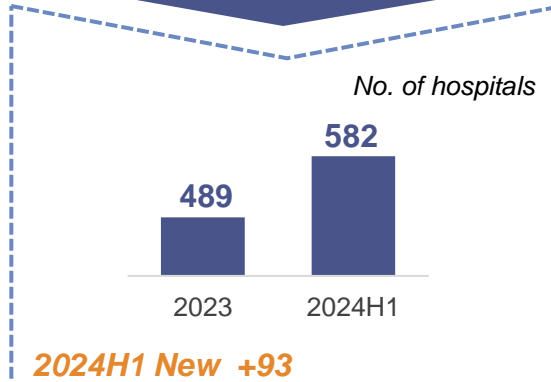
2024H1 TAVR Implantation Volume



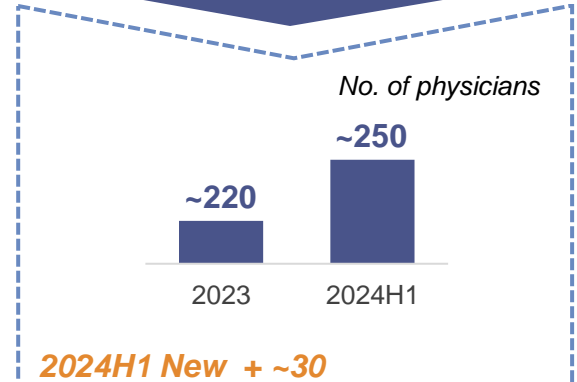
TF TAVR Market Share



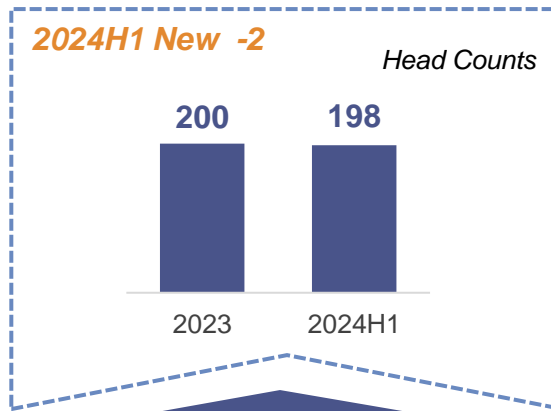
Hospital Coverage



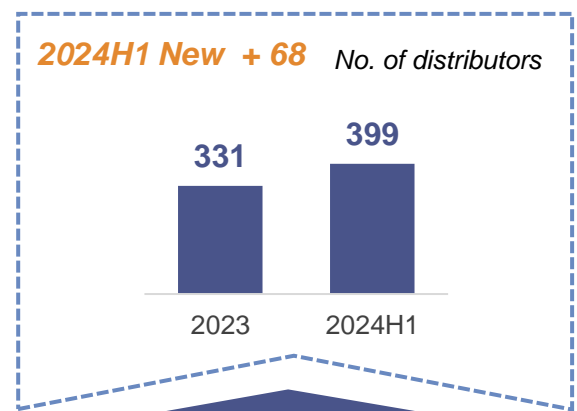
Independent Physicians & Proctors^[1]



Sales and Marketing Team



Distribution Network^[2]



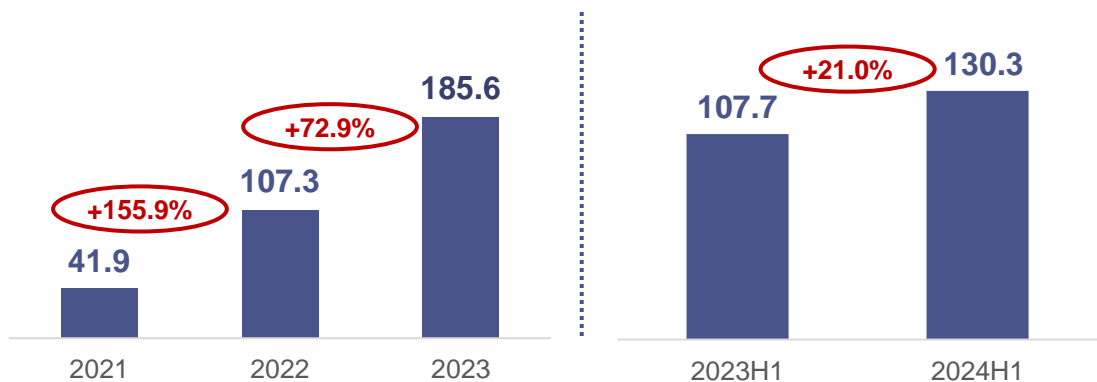
Note [1]: refers to Peijia certified proctors and independent physicians; [2]: refers to the cumulative number of distributors who have established cooperative relationships with Peijia.

Financial Overview

Segment loss reduced by 45.4% driven by improved operational efficiency.

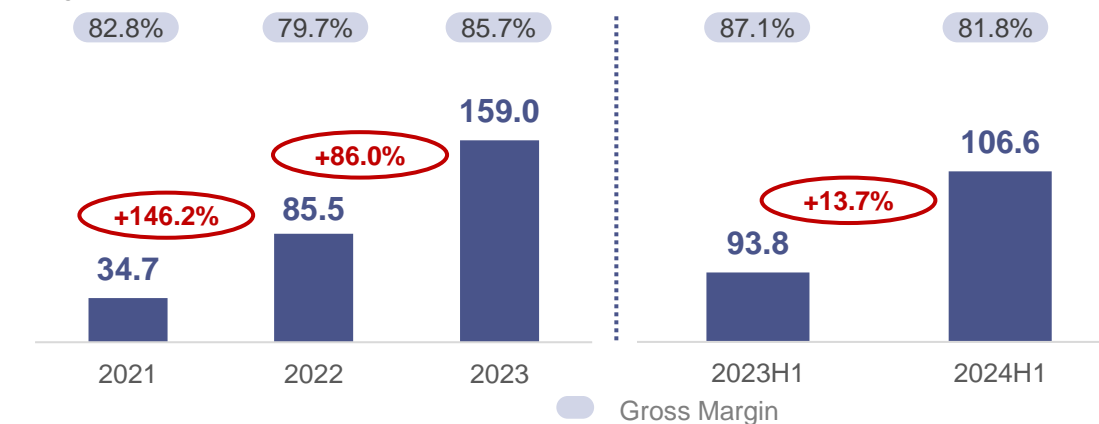
Revenue

Million RMB



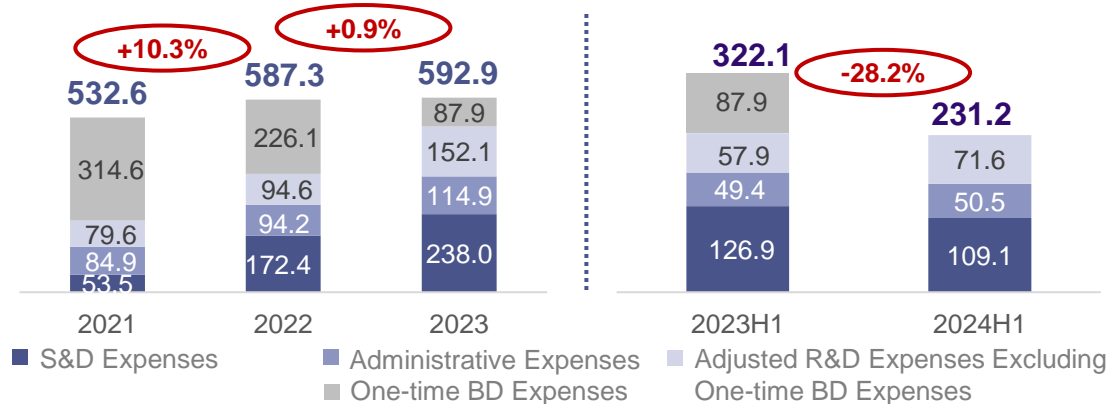
Gross Profit and Gross Margin

Million RMB



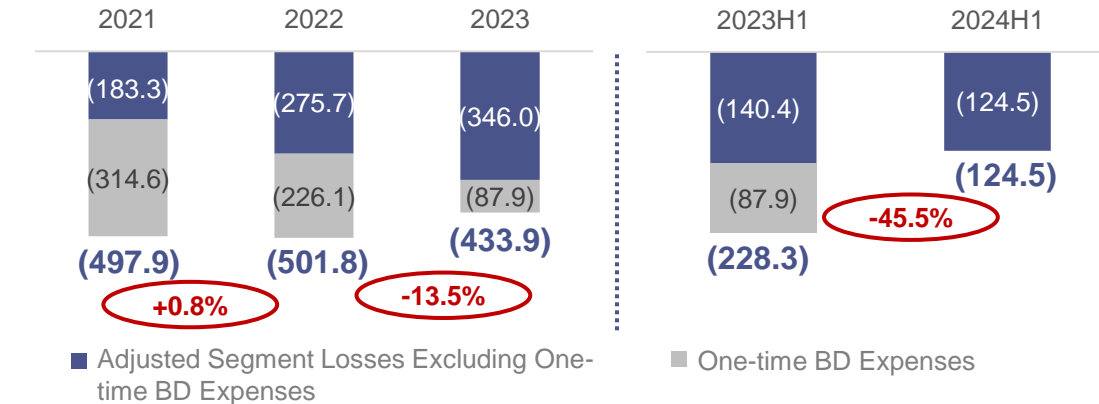
Expenses

Million RMB



Segment Losses

Million RMB



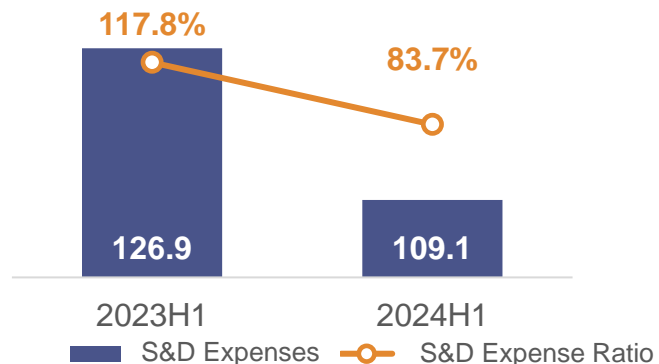
Notes: [1] one-time BD expenses within this report refer to one-time non-recurring R&D expenses, unless otherwise stated.

Financial Overview

Economies of scale have significantly optimized all expense ratios.

S&D Expenses and S&D Expense Ratio

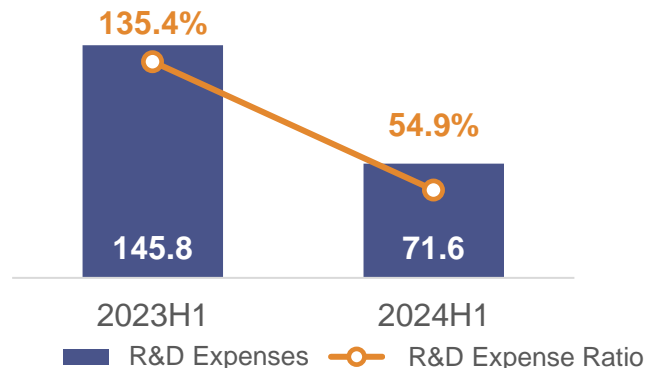
Million RMB



- Salaries remain the main component of S&D expenses. The sales and marketing team is now at an optimal size, with plans for stable staffing and slower salary cost growth in the near term;
- As the competition environment gradually moderates and commercial channels and models become more mature, our S&D expenses will become more controllable and stable;
- Sales productivity is clearly on the rise. The introduction of new products will boost team collaboration, helping to spread the relatively fixed expenses.

R&D Expenses & R&D Expense Ratio

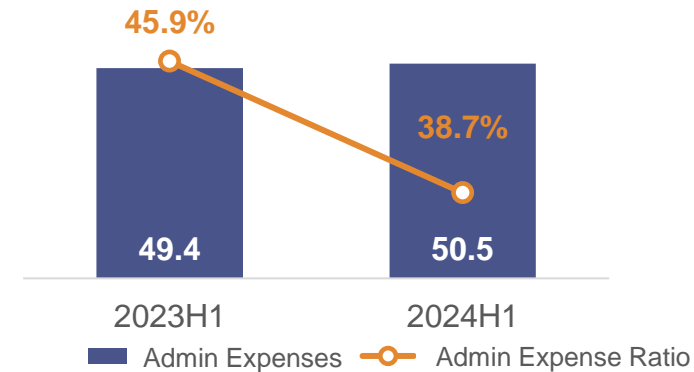
Million RMB



- Patient enrollment for three strategically important registration clinical trials were completed in 2024H1, with subsequent clinical expenses expected to gradually decrease;
- The remaining BD project milestone payments to be capitalized into R&D expenses are limited and will occur at a controllable pace over the next few years.

Admin Expenses & Admin Expense Ratio

Million RMB



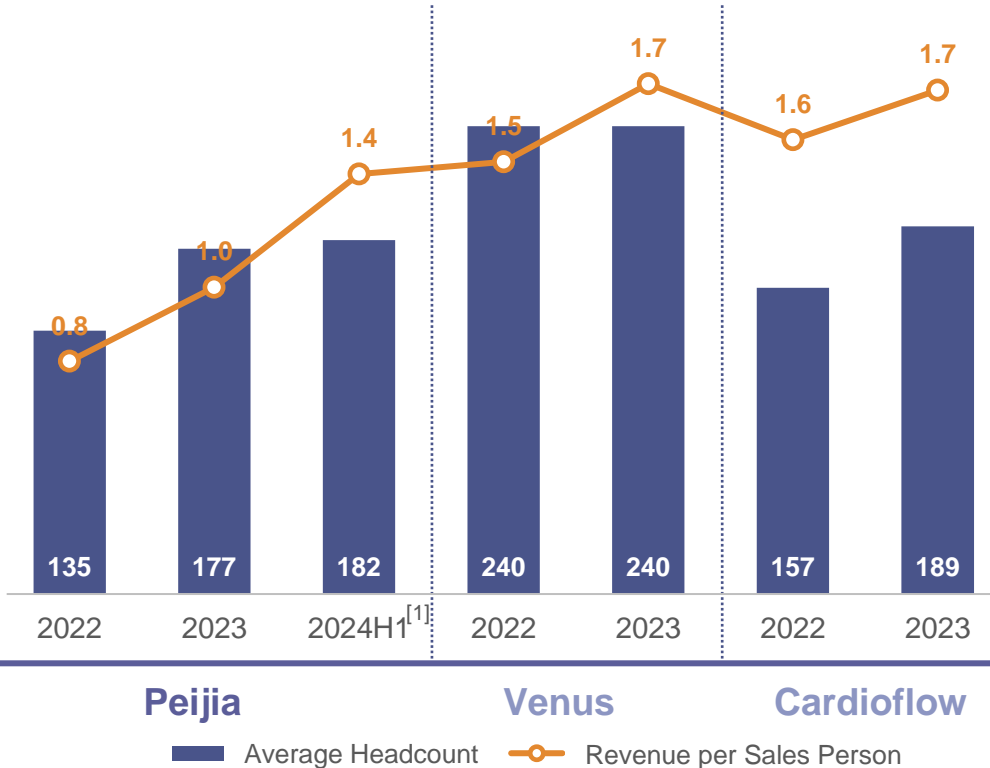
- Management operations remain robust, with management expenses in 2024H1 growing by only about 2.2% period-to-period;
- As the revenue scale expands rapidly, the administrative expense ratio will continue to improve.

Commercial Breakeven Milestone

Sales efficiency leaped and commercial losses narrowed significantly.

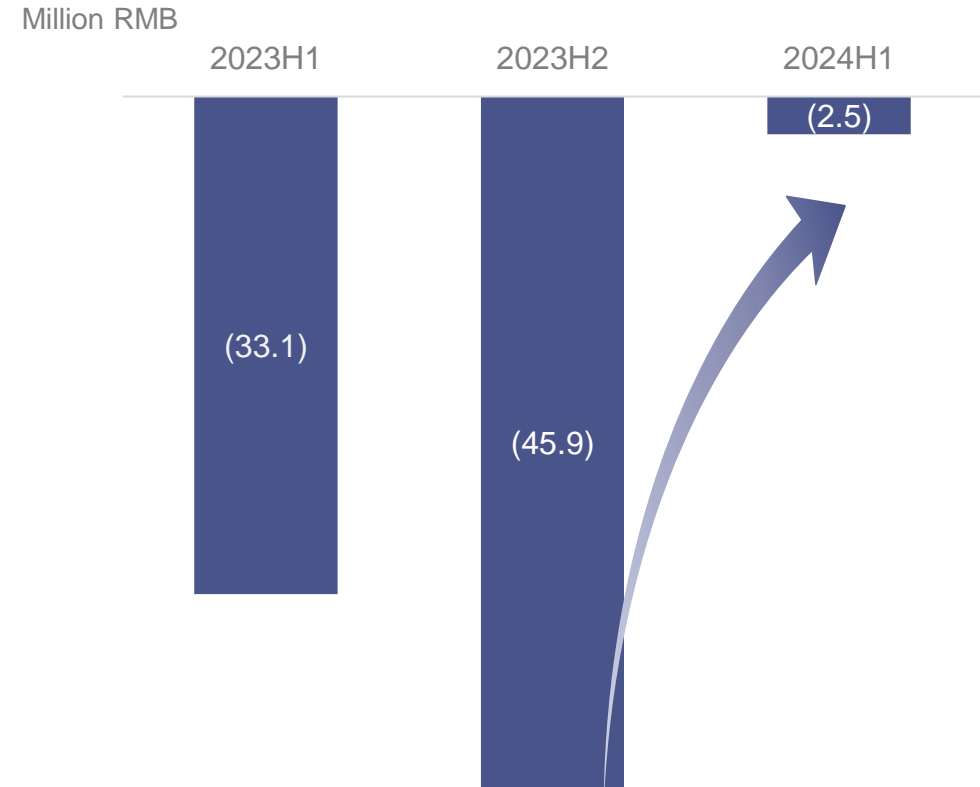
Sales Team Revenue per Person

Peijia sales team's revenue per person (personnel efficiency) increased from RMB1.0 million in 2023 to the current RMB1.4 million, a year-on-year increase of nearly 40%.



TVT Business Approached Commercial Breakeven in 2024H1

The commercial loss of TVT Business reduced to only RMB2.5 million.

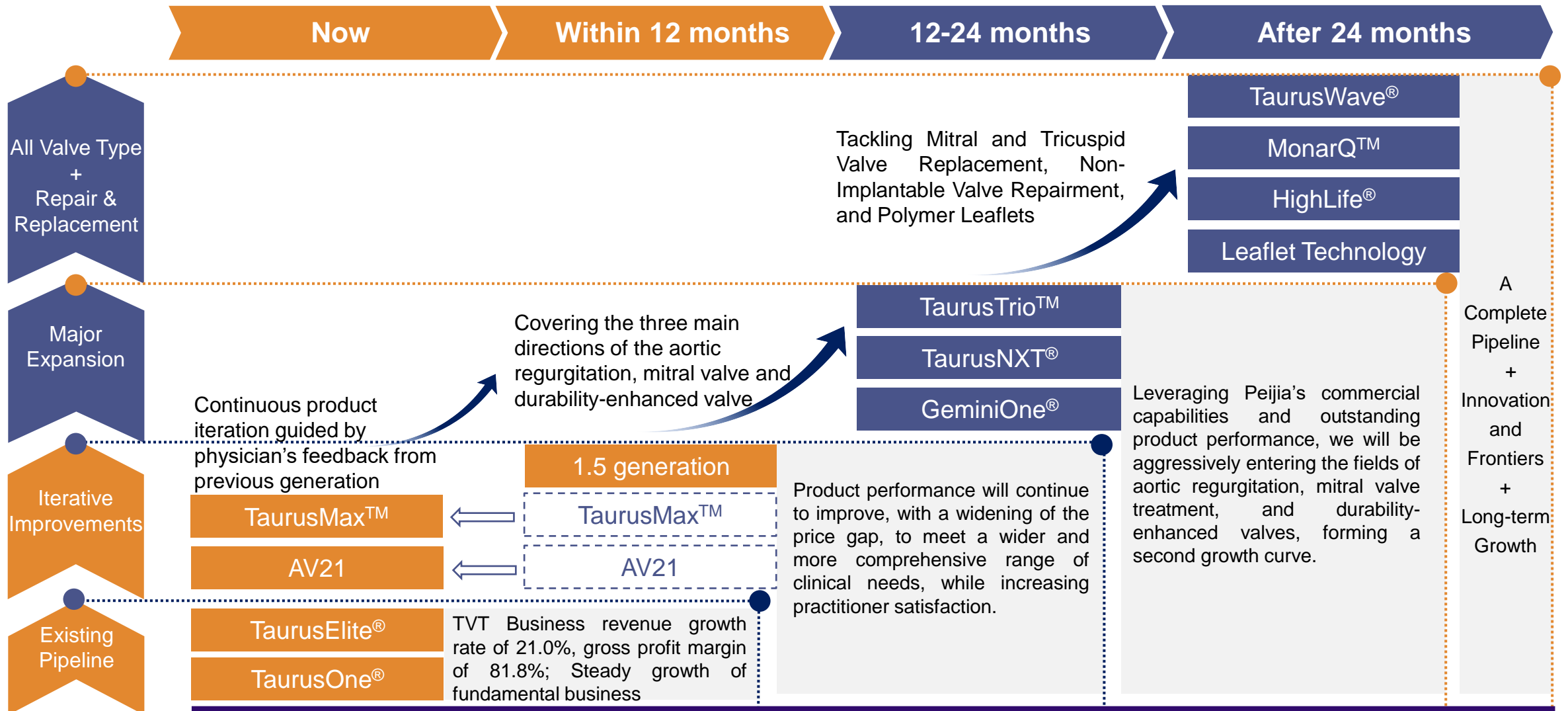


Source: company annual reports, presentation materials and management estimates

Notes: [1] Sales efficiency = Revenue / Average sales team headcount; 2024H1 efficiency calculated by annualizing sales revenue and assuming constant team size. [2] Venus and Cardioflow sales efficiency were calculated based on Mainland China revenue only.











TVT Business Sustainable Growth Curve

We have built a comprehensive pipeline, constantly driving business success in stages.



Pipeline Update

Enhancing Long-Term Competitiveness through Innovation and Product Evolution

| | | | | | | | |
|------------------------|--|---|---|---|--|--|---|
| Aortic Valve | Aortic Regurgitation | Aortic Stenosis | | | | | |
| | | Implant | | | | Non-implant | |
| | TaurusTrio™   Launched in HK Completed Patient Enrollment of Registration Clinical Trial  JenaValve | TaurusOne®  Launched Internally Developed | TaurusElite®  Launched Internally Developed | TaurusMax™ Launched Internally Developed | TaurusNXT®  Completed Patient Enrollment of Registration Clinical Trial Internally Developed | TaurusApex® Animal Studies Internally Developed | TaurusWave® Research Clinical Trial Internally Developed |
| Mitral Valve | Replacement | Coaptation Augmentation | TEER | | 7 Registered Products 9 Products under R&D | | |
| | HighLife® (Transseptal)  Registration Clinical Trial  HighLife SAS | Sutra Animal Studies  Sutra | GeminiOne® Completed Patient Enrollment of Registration Clinical Trial Internally Developed | | | | |
| Tricuspid Valve | Replacement | TEER | Platform Technology | Lithotripsy Valvuloplasty | Non-glutaraldehyde Crosslinked Dry-tissue | Polymeric Trileaflet | |
| | MonarQ™ Compassionate Use  inQB8 | GeminiOne® Clinical Trial Preparation Internally Developed | | TaurusWave® Research Clinical Trial Internally Developed | TaurusNXT® Completed Patient Enrollment of Registration Clinical Trial Internally Developed | TaurusApex® Animal Studies Internally Developed | |

Note: [1] the research and development schedule for the above products is as of Aug 23, 2024; [2] the above pipeline lists only the Company's core products and does not include procedural accessories and some iterations.



Overseas R&D Partner



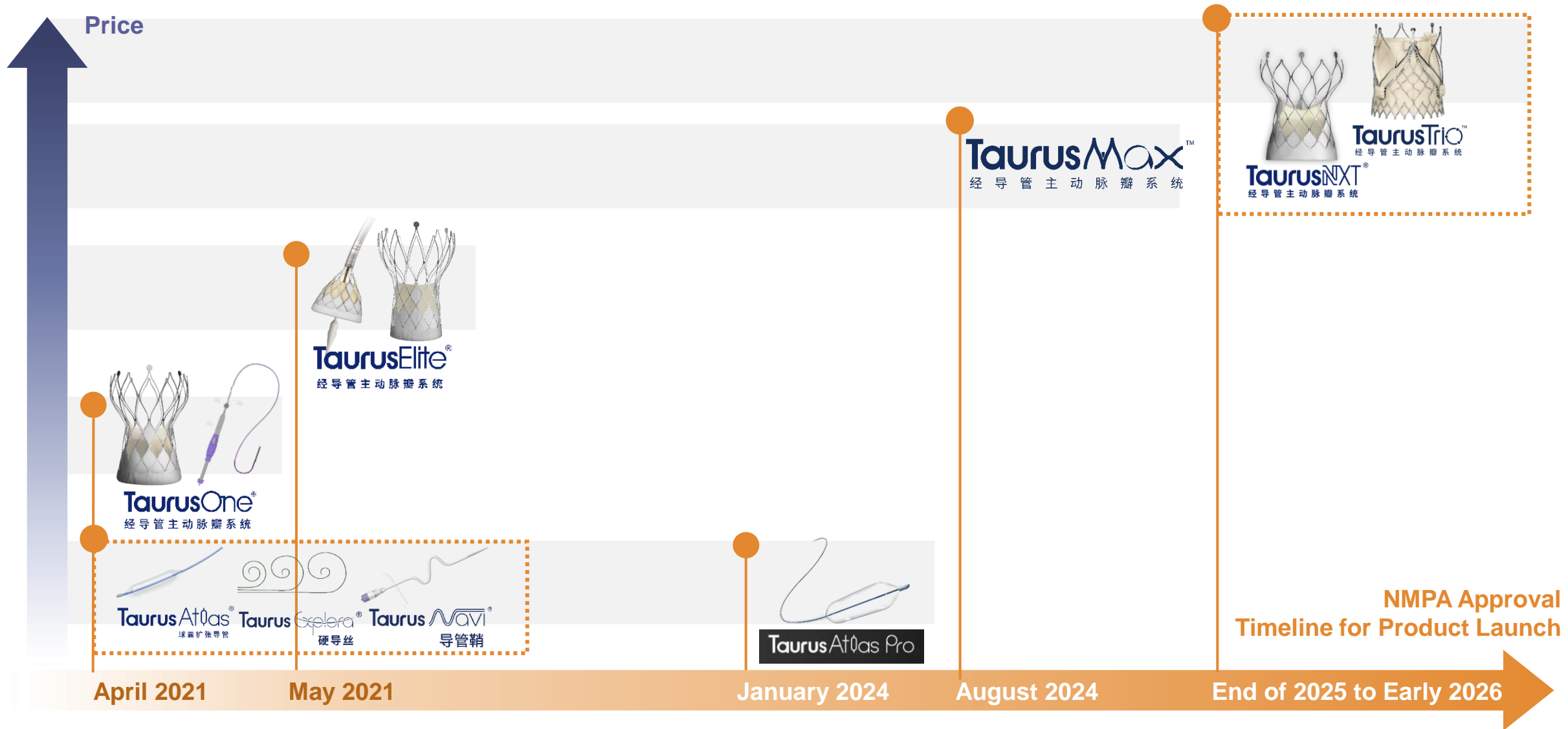
Achieved clinical breakthrough in 2024



Accepted by the Special Review and Approval Procedure for Innovative Medical Devices of the NMPA.

Dual Growth Engines: Meaningful Iterations and Market-Driven Strategies

Pipeline depth meets the diverse needs of market demands.



AR Penetration accelerated by MNC's Endorsement

JenaValve was acquired by Edwards Lifesciences for its AR technology.



Edwards



July 2024



JENAVALVE

(Peijia Licensing Partner)

Impacts on Peijia

1

No Impact on the Exclusive Right

- Peijia retains the exclusive right to JenaValve Trilogy™ THV system in the Greater China region.

2

Strategic Significance

- To accelerate the R&D and commercialization of AR products
- Edwards Lifesciences endorses Peijia's BD projects and technical insights.

3

Licensing Agreement Term Update / Waived

- USD2 million remaining milestone payment waived + USD2 million in cash
- Subsequent commercial royalty obligations waived

4

Capital Gain of Equity Investment

- Initial investment: USD8 million
- Consideration of selling minority interest: USD13.1 million upfront + up to USD8.4 million in milestone-based contingent payments

Project Timeline



03

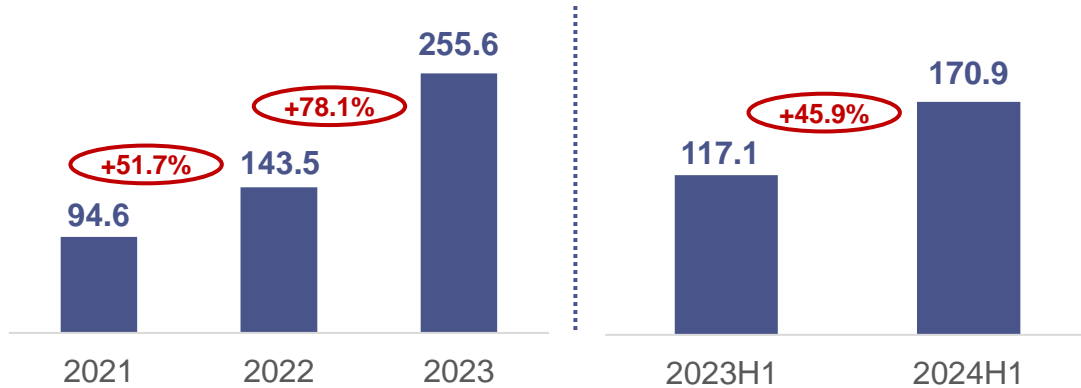
NI Business Review

Financial Overview

Segment profit hit RMB28.7 million, boosted by revenue growth and efficiency gains.

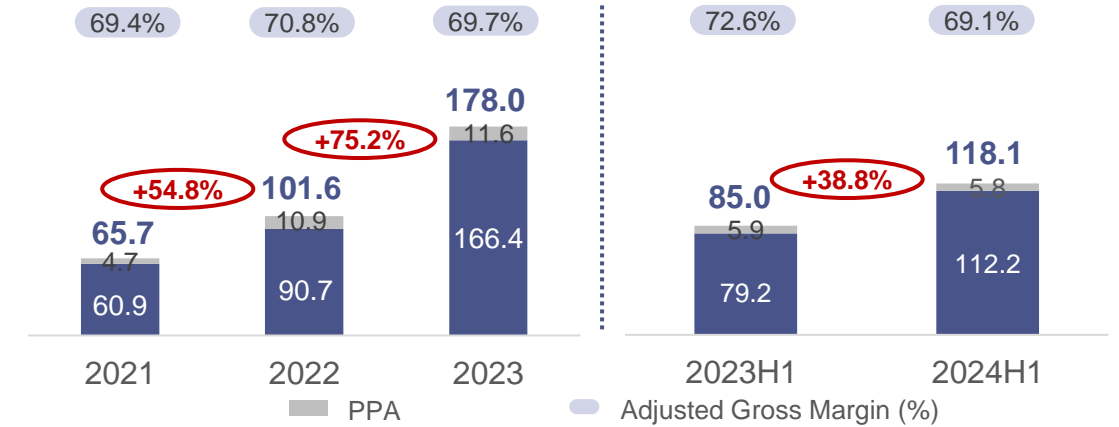
Revenue

Million RMB



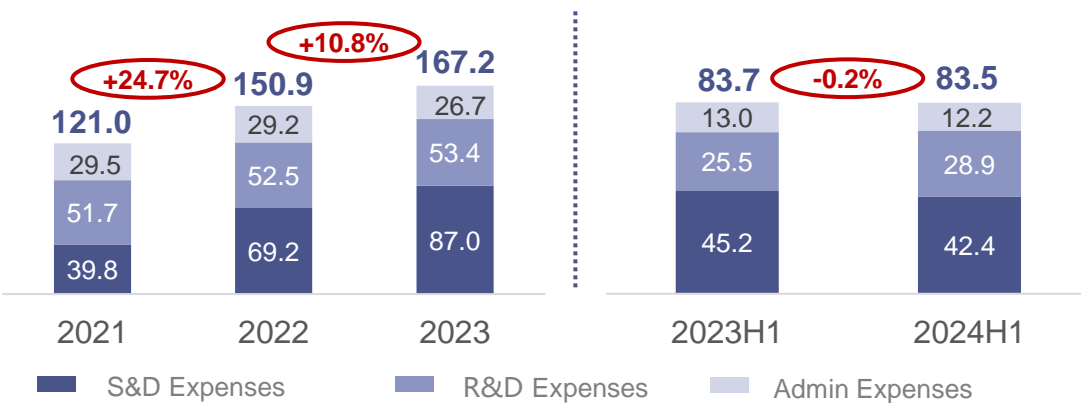
Adjusted Gross Profit and Gross Margin^[1]

Million RMB



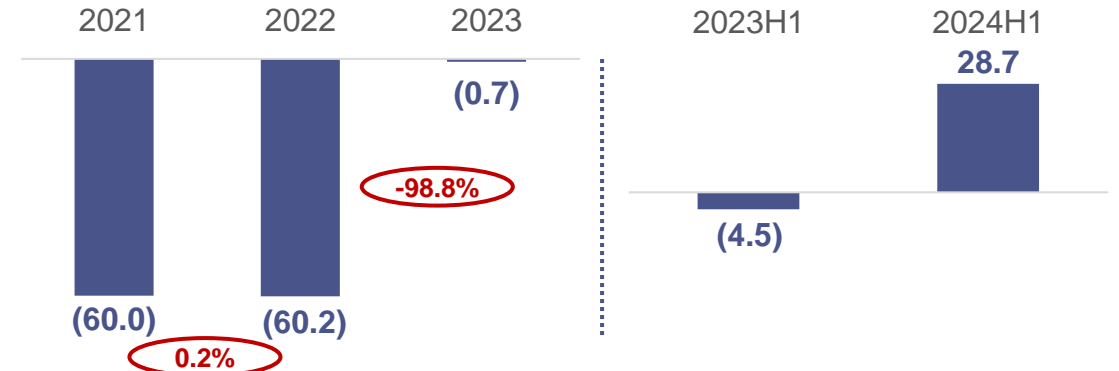
Expenses

Million RMB



Segment Profit / Loss

Million RMB



Note: [1] Adjusted Gross Profit / Gross Margin refers to the Gross Profit or Gross Margin after the allocation of the purchase price allocation ("PPA") within this report, which is the distribution of the cost of an acquisition of a business not under common control among the identifiable assets, liabilities, and contingent liabilities acquired, originating from the 2019 merger and acquisition of Achieva, unless otherwise stated.

Mature and Balanced Business

A profit-making business powered by complete product mix, competitive sales team and efficient execution.

45.9% ↑

Period-to-period Revenue Growth

1:1:1

Balanced Revenue Composition

28.7M RMB

Segment Profit

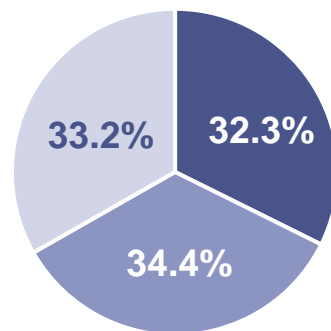
Hemorrhagic + 72.5%



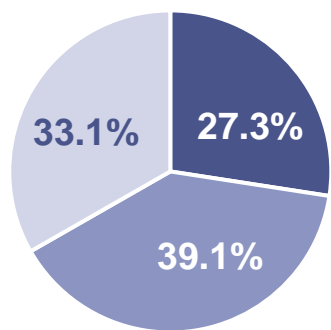
Ischemic + 28.1%



Vascular Access + 46.2%

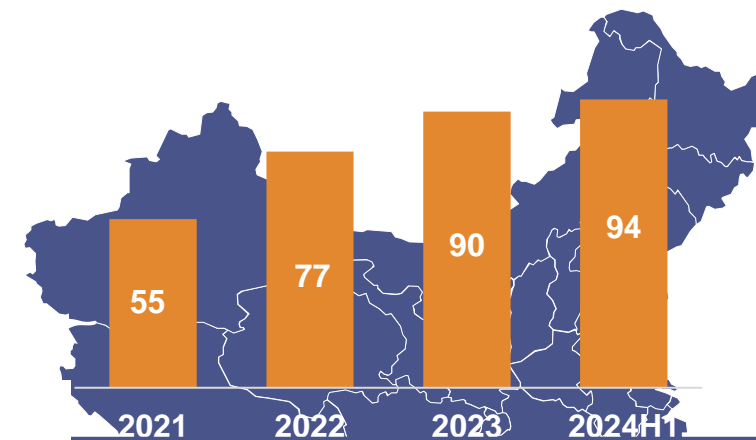


2024H1



2023H1

Sales and Marketing Headcount



Distribution network covers **2,300** hospitals across 31 provinces nationwide.

Market Opportunities

VBP opens up major growth prospects for leading domestic players.

Strengthened Business Fundamentals

- Products rival imports in performance
- Systematic market insights and R&D capabilities
- Operating capabilities
- Cost control capabilities

Opportunities for Domestic NI Companies

Internal Drivers

External Drivers

STAR Product

- Syphonet® Stent Retriever
TOP3 domestic stent retriever **Market Share: 14%**
- Fastunnel® Delivery Balloon Dilatation Catheter
the only one of this kind in domestic products **Revenue Growth: ~120%**
- DCwire® Micro Guidewire
Superior performance **Revenue: over RMB10 M**

Innovative Procedural Techniques

- Trans-radial access**
TRUST, REST, ATTACH, TRANSFER
- Complex Aneurysm**
JAMA, ANSWER
- Intracranial stenosis and carotid artery occlusion, among other complex cases.**
FAST ICAS, BASIS, REOPENS, COSIS



VBP accelerates domestic substitution, shifting market share towards domestic leaders; high-quality products still have an advantage within a reasonable price range.

Source: management estimates

Summary of VBPs

Relying on a rich product portfolio to embrace VBPs and capture market share.

Coil VBPs

- won bids of VBP in Jiangsu, July 2022
- won bids of VBP in Fujian, August 2022
- won bids of VBP in Anhui, December 2022
- won bids in 21-province alliance VBP led by Jilin
- ☑ Our coils led in hospital demand among domestic products, with Jasper® Detachable coil were selected in the TOP3 of Group A
- won bids in Beijing DRG payment and VBP, September 2023
- won bids of VBP in Guangdong, December 2023
- ☑ Our coils won all bids: demand in the domestic weight ranked first, in the whole market ranked third, only after Medtronic, Stryker
- Won bids of VBPs in Beijing-Tianjin-Hebei “3+N” Alliance, March 2024
- **The number of hospital admissions has increased dramatically through VBPs;**
- **Sales volume of our coil products increased by 131% in 2024H1 with market share of 14%**

- Fastunnel® Delivery Balloon Dilatation Catheter won bids exclusively
- ☑ Singled out in VBPs, with nearly 100% market coverage and a substantial increase in sales revenue.
- Tethys® Intermediate Catheter, Herald DA Guide Catheter, Guide Catheter won bids
- ☑ Intermediate catheter sales doubled, with a market share of over 25%, ranking first in the market share.

VBP of Henan Province Public Medical Institutions Alliance

Jiangsu Province's 9th Round VBP

- Delivery Balloon Dilatation Catheter won bids
- ☑ Single-listed in the VBP and won bids exclusively, market coverage of nearly 50% from 0
- Ballon Dilatation Catheter won bids in group B
- ☑ First offer ranked in the top 50% from low to high to qualify for residual volume allocation, with a significant increase in the number of hospitals coverage
- Intermediate Catheter won bids in group B
- ☑ First offer ranked in the top 50% from low to high to qualify for residual volume allocation, with a significant increase in the number of hospitals coverage
- Microcatheter won bids in group B
- ☑ Significant increase in the number of hospital coverage





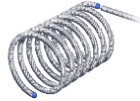






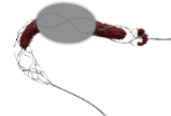












- Guide Catheter won bids

VBP in Beijing-Tianjin-Hebei "3+N" Alliance

VBP
UPDATE

Pipeline Update

A well commercialized portfolio covering hemorrhagic, ischemic and vascular access markets.

| | Pre-clinical, Clinical and Registration Stage | | | | Launched | | | | | | |
|-----------------|--|---|--|---|---|--|--|--|--|--|--|
| Hemorrhagic |  Intracranial Adjunctive Stent |  Jasper® Detachable Coil II |  Jasper® Detachable Coil |  Presgo® Detachable Coil |  Jasper® SS Detachable Coil |  NRcoil™ Detachable Coil | | | | | |
| Ischemic |  SacSpeed® Ballon Dilatation Catheter II |  Fastunnel® Delivery Balloon Dilatation Catheter II |  Tethys AS® Aspiration Catheter II |  NeuroStellar® Intracranial Stent |  SacSpeed® Ballon Dilatation Catheter |  Syphonet® Stent Retriever |  Tethys AS® Aspiration Catheter |  Fluxcap® Balloon Guide Catheter |  Fastunnel® Delivery Balloon Dilatation Catheter | | |
| Vascular Access |  Delivery Catheter (Large Lumen) |  Radial Artery Support Catheter |  Tethys® Intermediate Catheter II |  Presgo® Microcatheter |  Presgo® Micro Guidewire |  Heralder® Guide Catheter |  Tethys® Intermediate Catheter |  Heralder® DA Distal Access Guide Catheter |  DCwire™ Micro Guidewire | | |

Note: Above status is as August 23, 2024.

 Product which submitted registration application

Neurointerventional Procedure Techniques

Innovative techniques jointly developed by doctors and engineers effectively helped business growth.

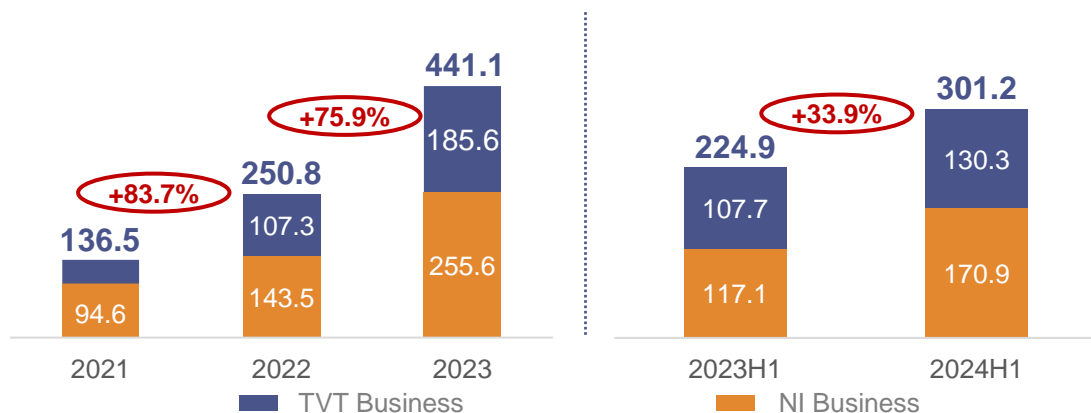
| Technique | Detail | Application | Product Mix |
|----------------------|--|---|---|
| JAMA | Using J asper/ J asperSS coils with M arathon micro catheter to treat distal aneurysms and arteriovenous malformation | Distal intracranial aneurysm or arteriovenous malformation | Jasper® Detachable Coil Jasper® SS Detachable Coil |
| ANSWER | A neurysm W ith stenosis treatment using fastun E l delive R ing balloon dilatation catheter | Aneurysm embolism combined with intracranial artery stenosis | Jasper® Detachable Coil Jasper® SS Detachable Coil Fastunnel® Delivery Balloon Dilatation Catheter Tethys® Intermediate Catheter |
| Zero Exchange | N/A | Intracranial atherosclerosis | Fastunnel® Delivery Balloon Dilatation Catheter NeuroStellar® Intracranial Stent |
| FAST ICAS | F ASTunnel in thrombectomy for I CAS occlusion | Intracranial atherosclerosis-related large vascular occlusion | Fastunnel® Delivery Balloon Dilatation Catheter Syphonet® Stent Retriever |
| BASIS | B alloon A ngioplasty with the distal protection of S tent retriever | | SacSpeed® Balloon Dilatation Catheter Syphonet® Stent Retriever |
| REOPENS | R ecanalization of intracranial and extracranial long-segmental, non-acute O ccclusion with the distal P rot E ction of S yphonet | Intracranial and extracranial long-segmental, non-acute occlusion | Syphonet® Stent Retriever |
| COSIS | C hronic artery O cc S ion recanalization with the I ntracranial protection of S tent Retriever | Chronic occlusion of internal carotid artery | Syphonet® Stent Retriever |
| FIRST | F astunnel deliver I ng balloon dilatation cathete R assisted S huttling thrombectomy T echnique | Tandem Lesions | Fastunnel® Delivery Balloon Dilatation Catheter Syphonet® Stent Retriever Tethys® Intermediate Catheter |
| LADDER | Acute Carotid Artery Tandem Occlusion Recanalization via L arge-Bore Catheter Aspiration followed by D ual protection with balloon guide catheter proximal blocked and D istal E mbolic Protection Device with Long Delivery W i R e Technique | | Fluxcap® Balloon Guide Catheter Tethys AS® Aspiration Catheter SacSpeed® Balloon Dilatation Catheter |
| TRUST | T rans- R adial coaxial catheter technique U sing a short sheath, S immons catheter and T ethys intermediate catheter | Trans-radial access | Tethys® Intermediate Catheter |
| REST | Trans- R adial E stablish S imple access technique with T ethys intermediate catheter | | |
| ATTACH | A T rans-radial technique using looping T ethys intermediate catheter with two lo A CH guide wires | | |
| TRANSFER | Re T rieving A protection device with di S tal access catheter along the F easible st E nt delivery system by trans- R adial approach | | Heralder® DA Distal Access Guide Catheter |

04

Financial Review

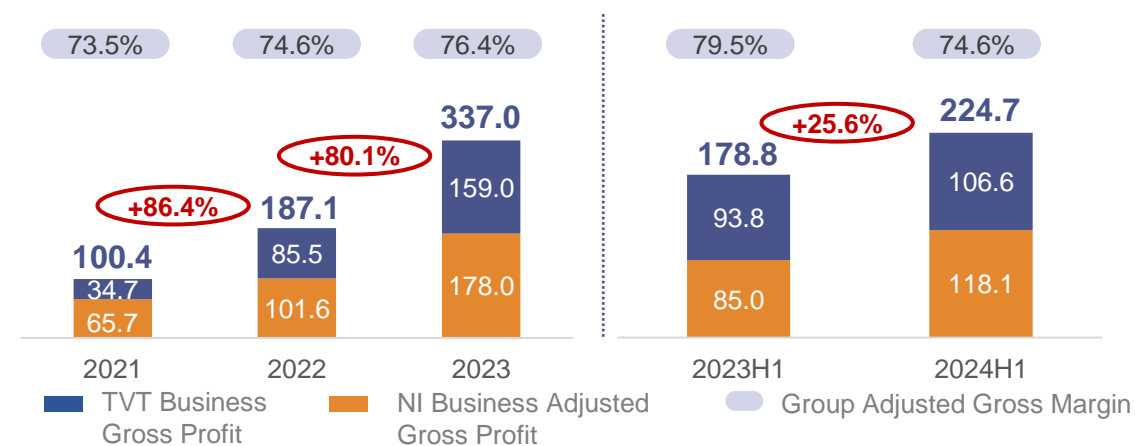
Revenue

Million RMB



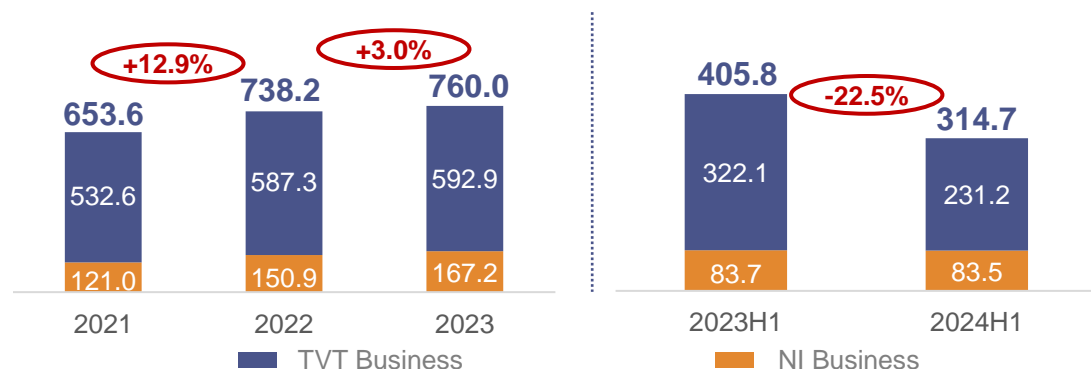
Adjusted Gross Profit and Gross Margin

Million RMB



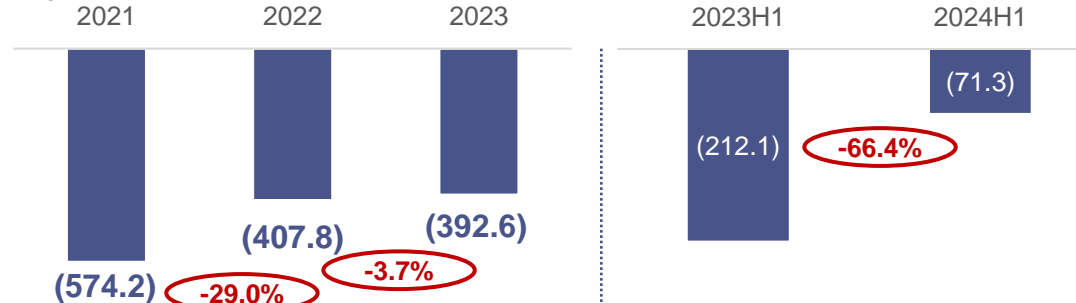
Expenses

Million RMB



Group Net Loss

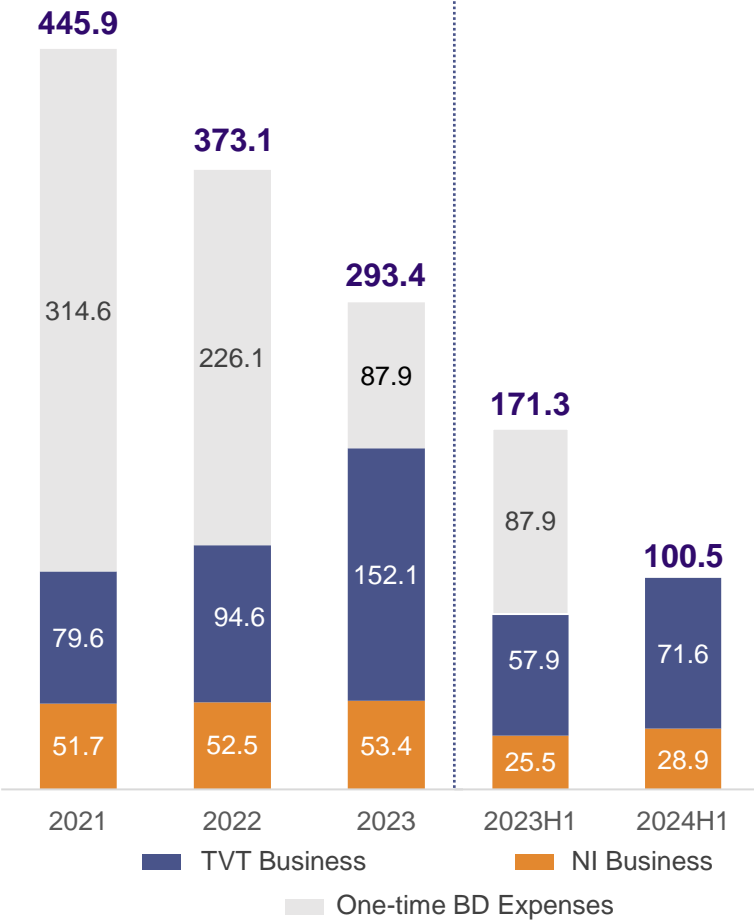
Million RMB



Expense Breakdown | Group

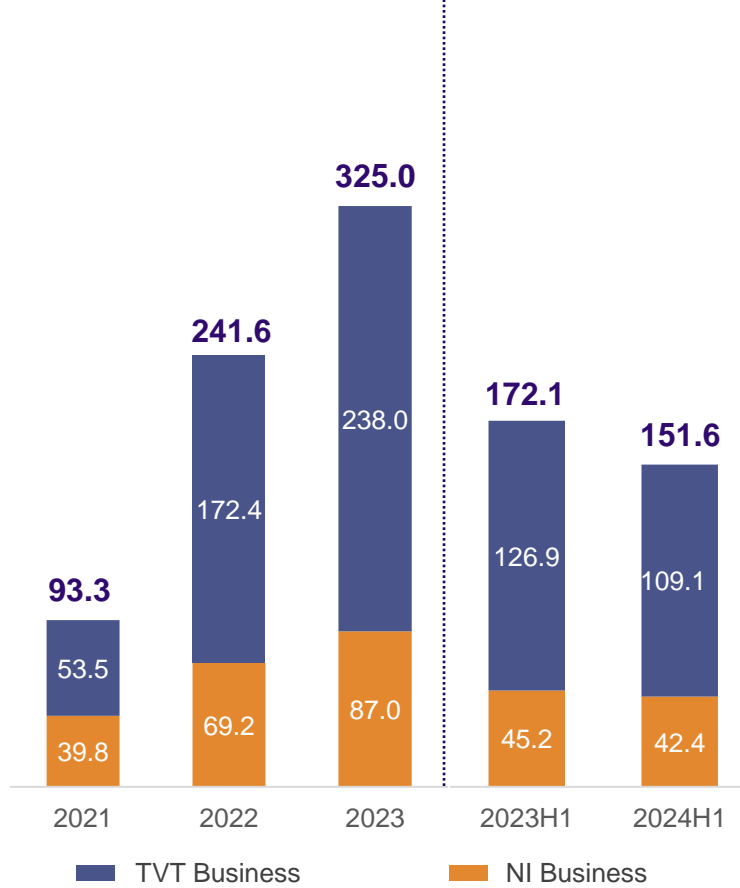
R&D Expenses

Million RMB



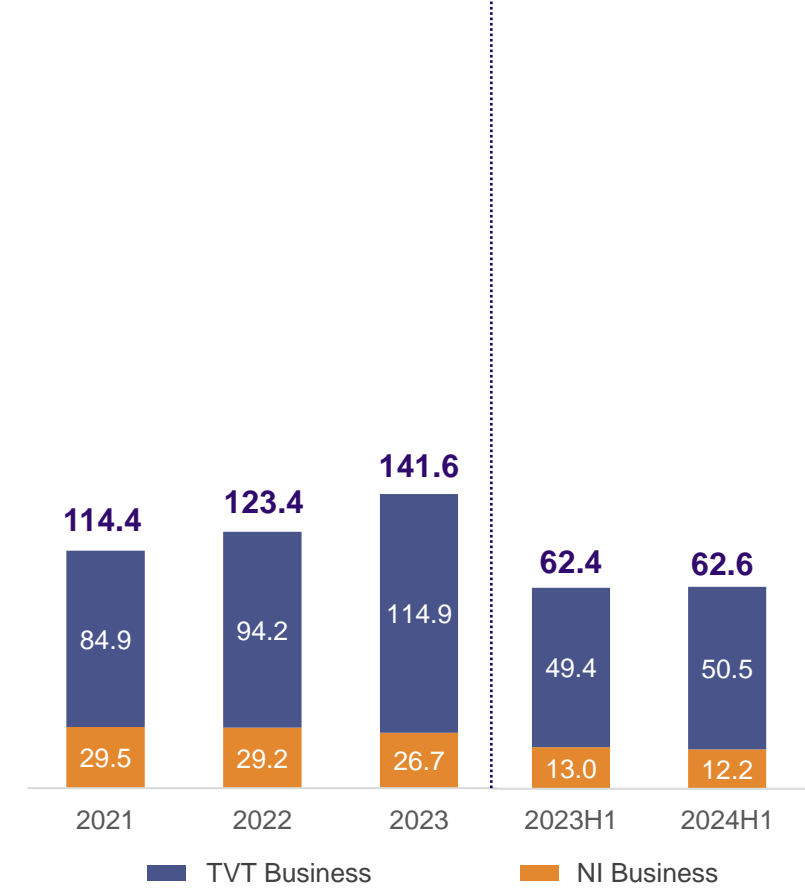
Selling and Distribution Expenses

Million RMB

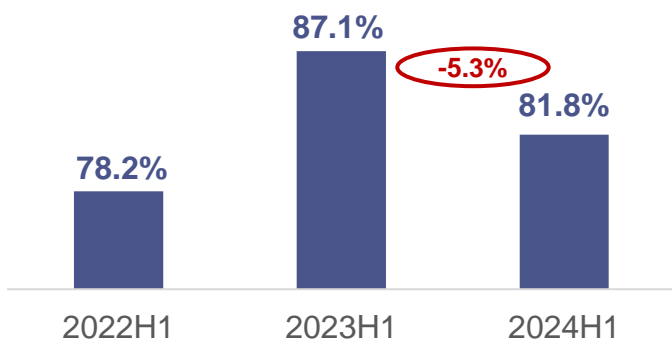


Administrative Expenses

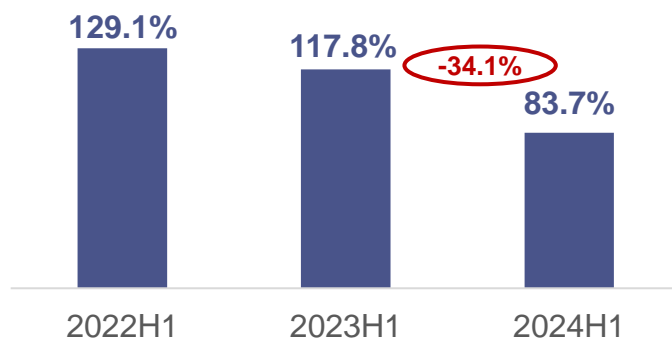
Million RMB



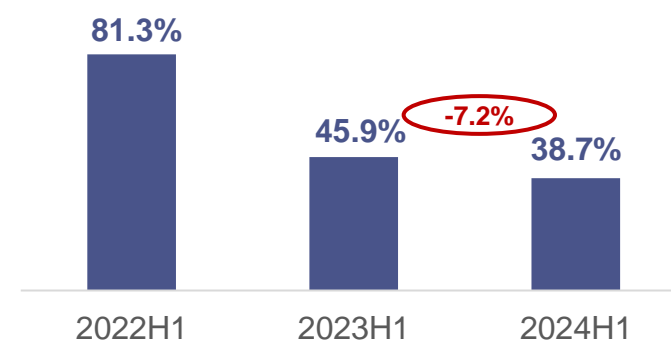
Gross Margin



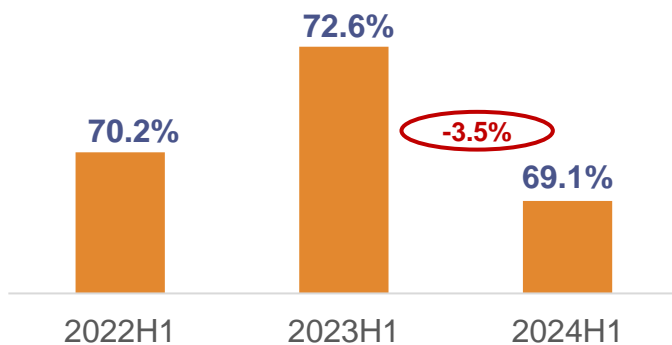
S&D Expense Ratio



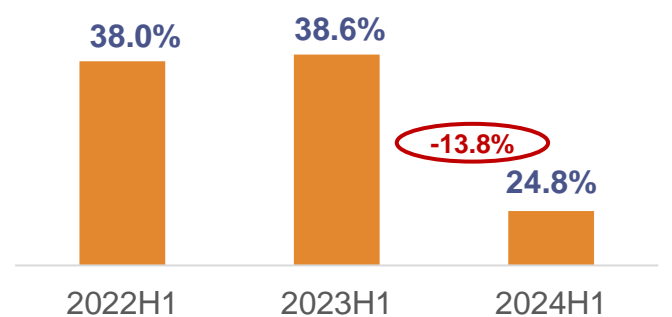
Admin Expense Ratio



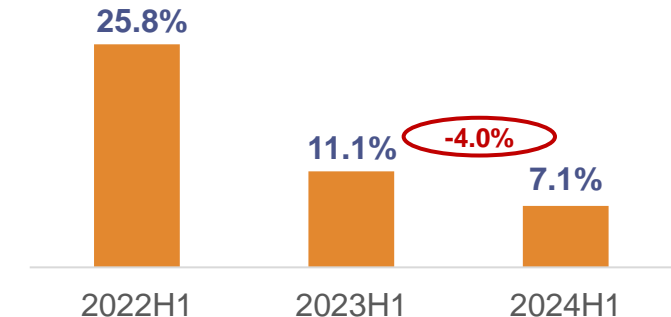
Adjusted Gross Margin



S&D Expense Ratio



Admin Expense Ratio



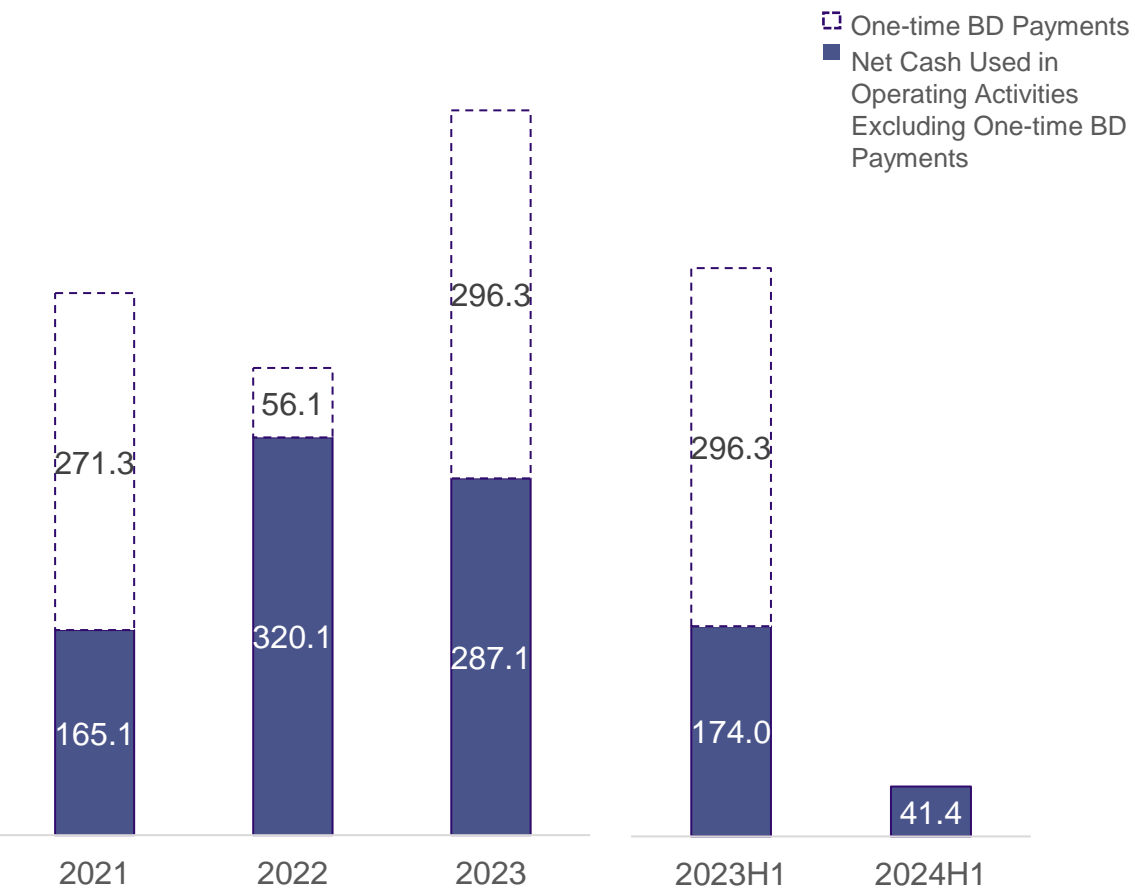
■ TVT Business ■ NI Business

Sufficient Liquidity to Support Future Development | Group

The maximum amount of remaining one-time BD payments is no more than RMB290 million.

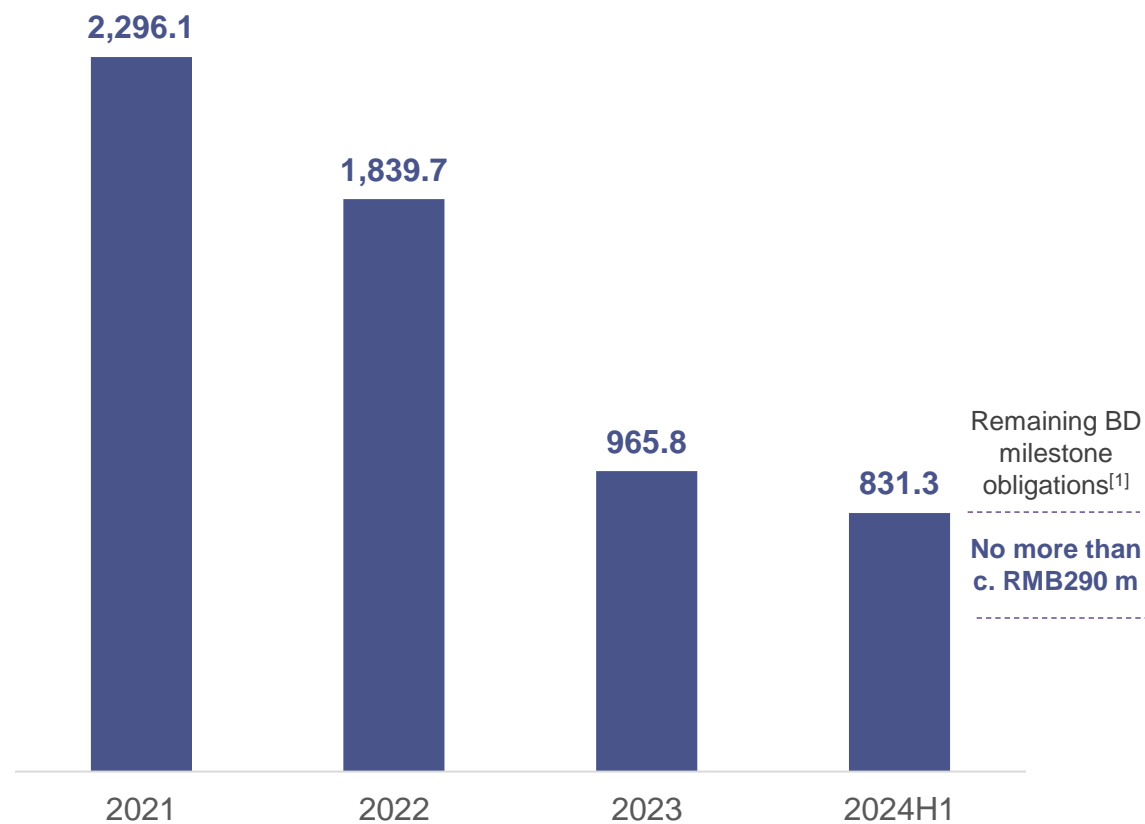
Net Cash Used in Operating Activities

Million RMB



Cash, Cash Equivalents and Term Deposits

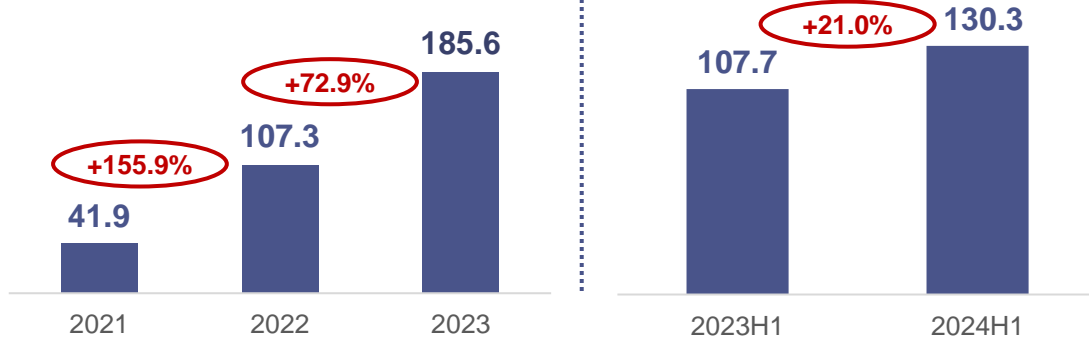
Million RMB



Note: [1] refers to the total sum of all potential remaining payments, assuming that all milestone payment obligations are fully met.

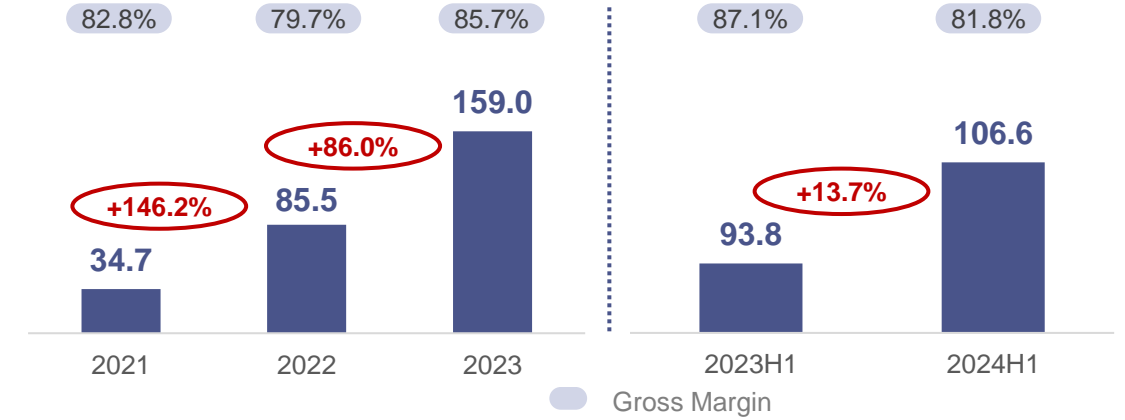
Revenue

Million RMB



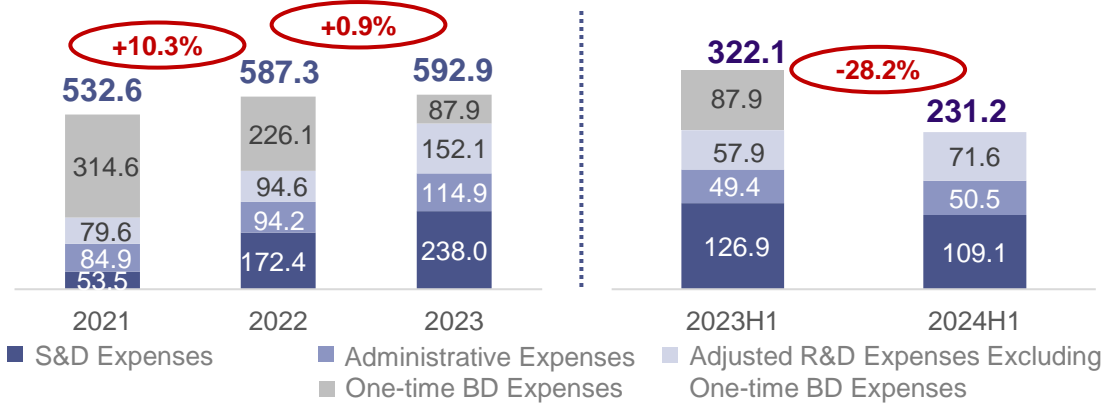
Gross Profit and Gross Margin

Million RMB



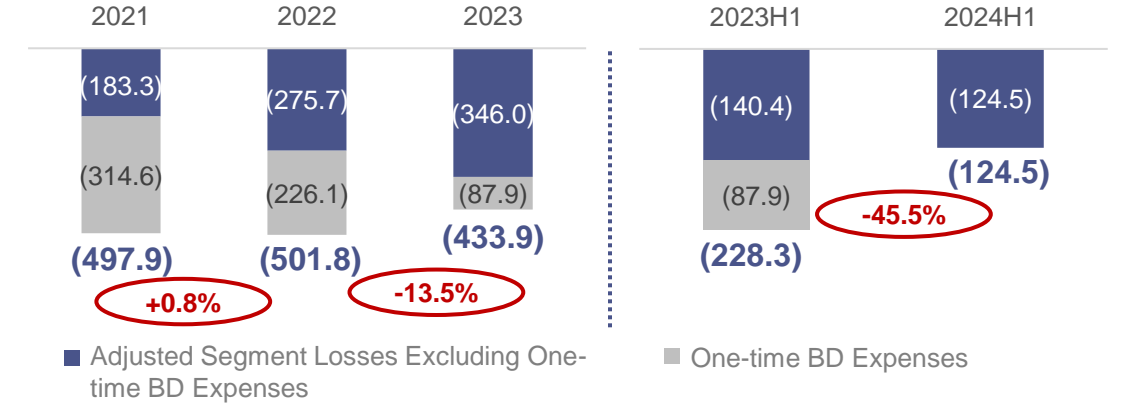
Expenses

Million RMB



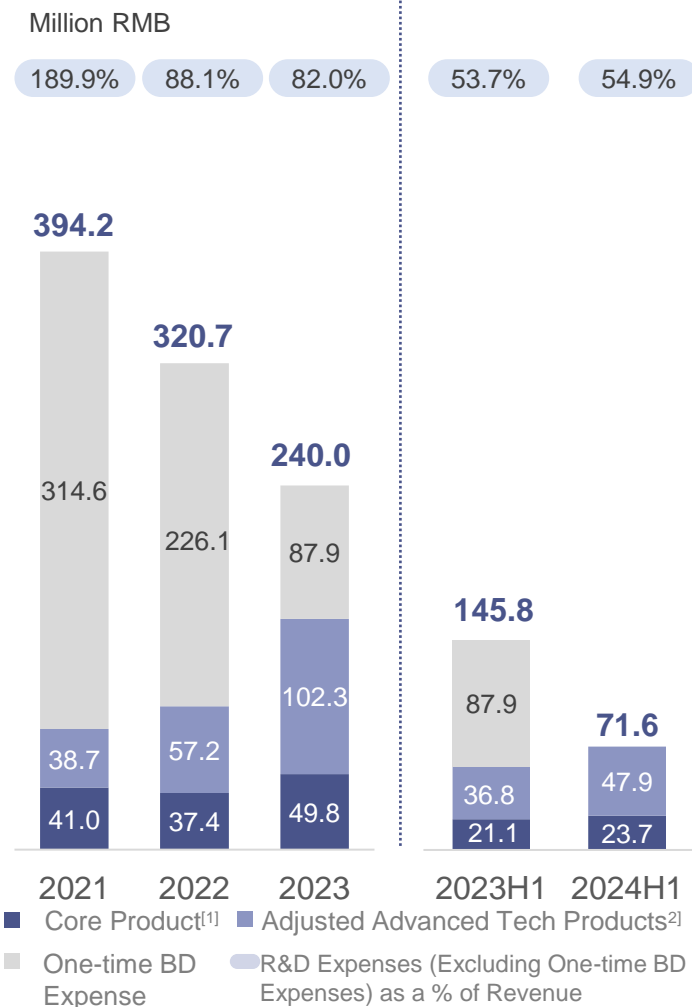
Segment Losses

Million RMB

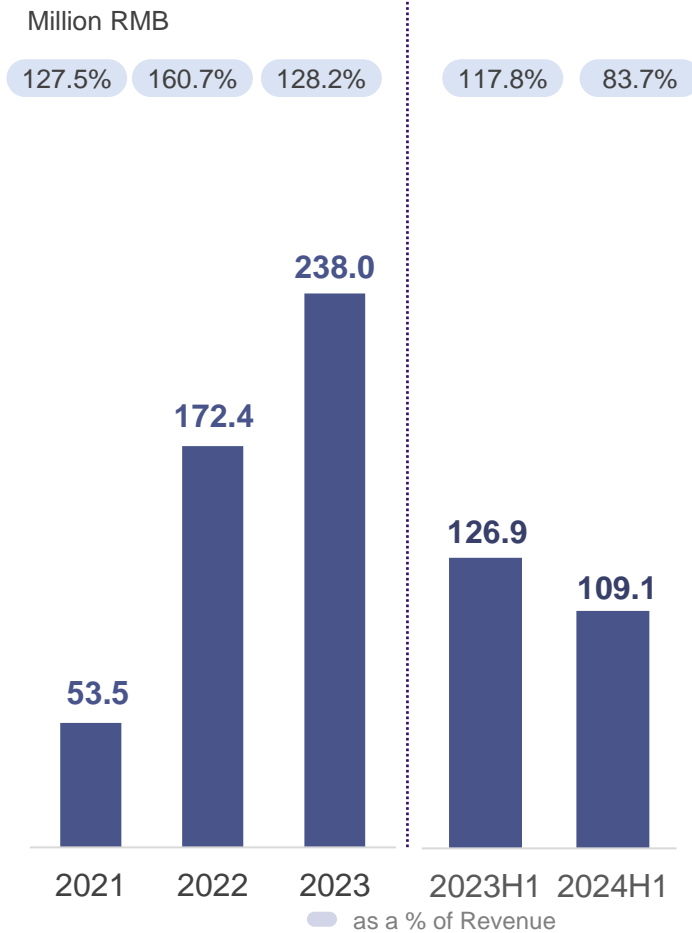


Notes: [1] one-time BD expenses within this report refer to one-time non-recurring R&D expenses, unless otherwise stated.

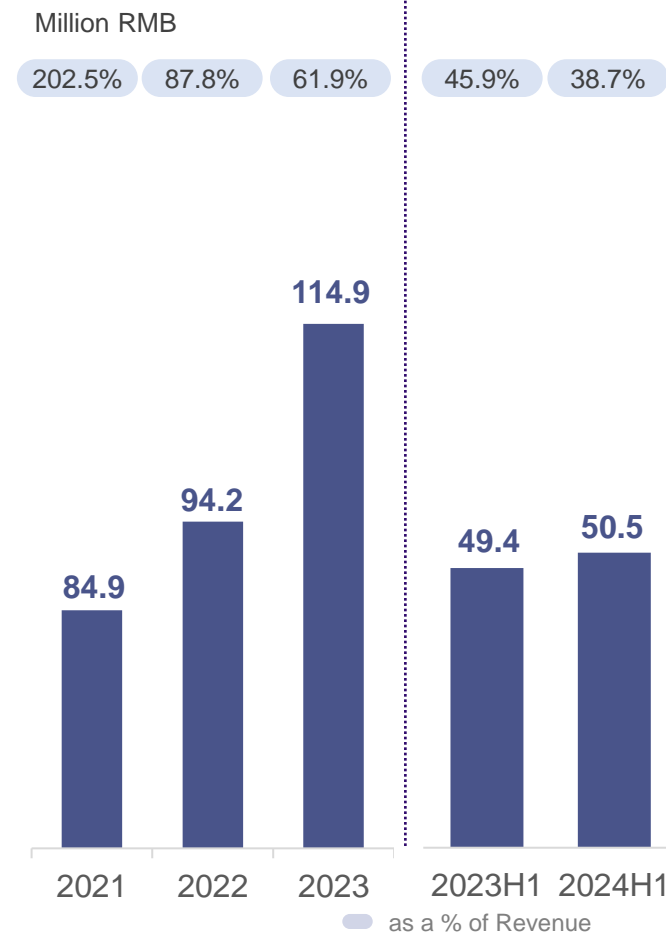
R&D Expenses



Selling and Distribution Expenses



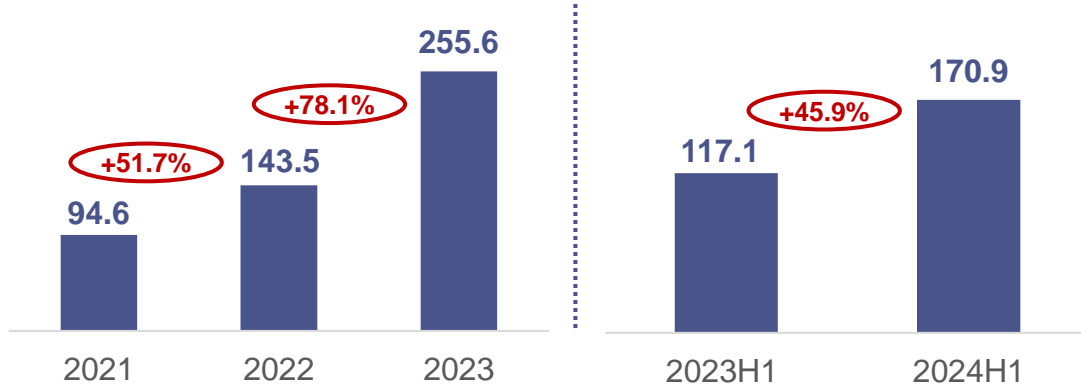
Administrative Expenses



Note: [1] Core products and advanced tech products denote two groups of products in this presentation unless otherwise stated. Please refer to product classification as presented in Appendix; [2] Adjusted advanced tech products denoted R&D expenses minus one-time BD payments.

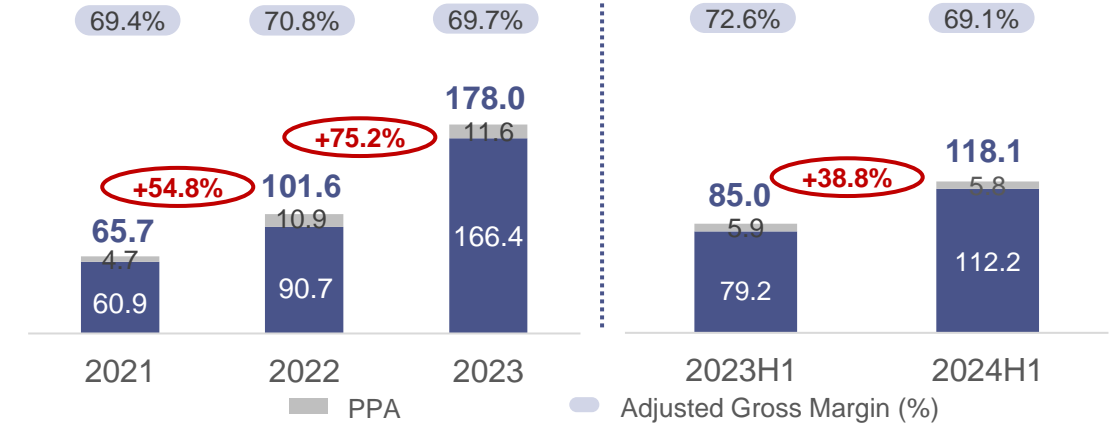
Revenue

Million RMB



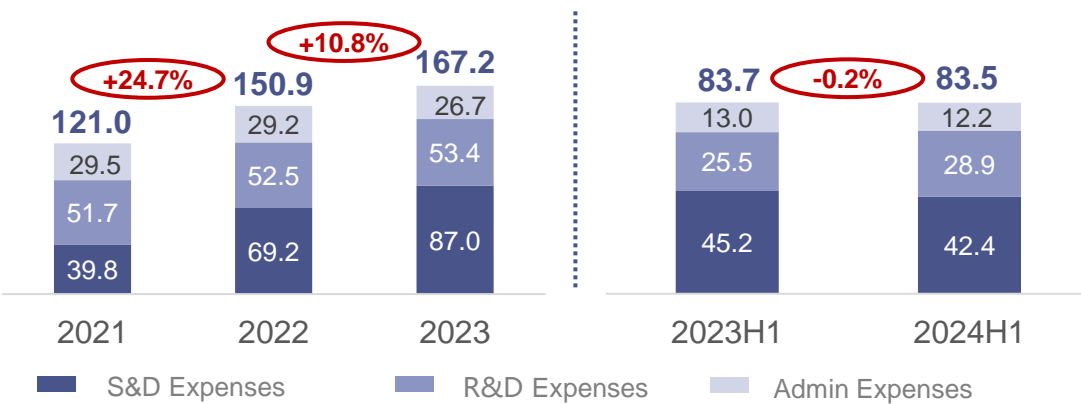
Adjusted Gross Profit and Gross Margin^[1]

Million RMB



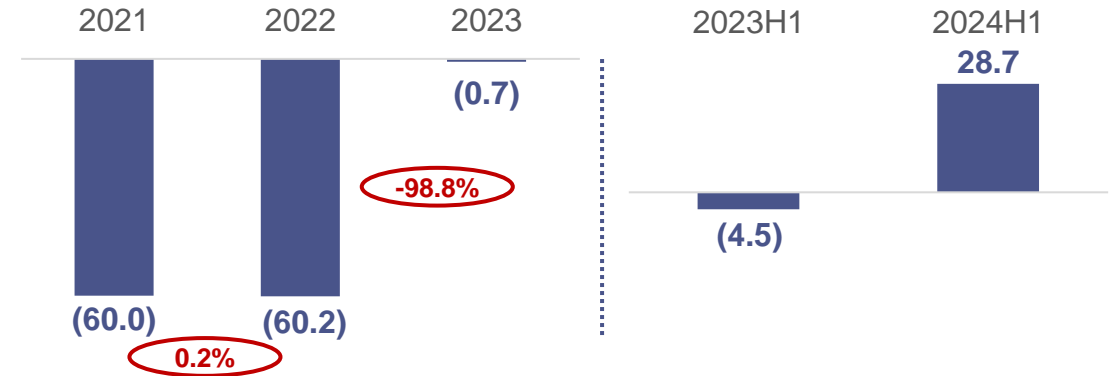
Expenses

Million RMB



Segment Profit / Loss

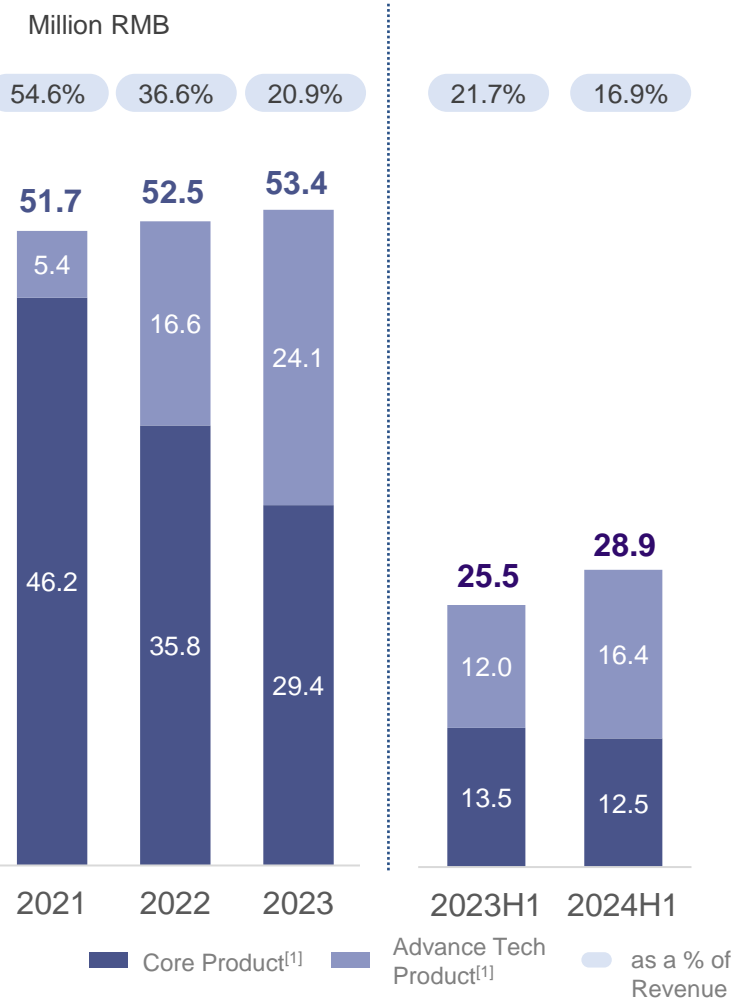
Million RMB



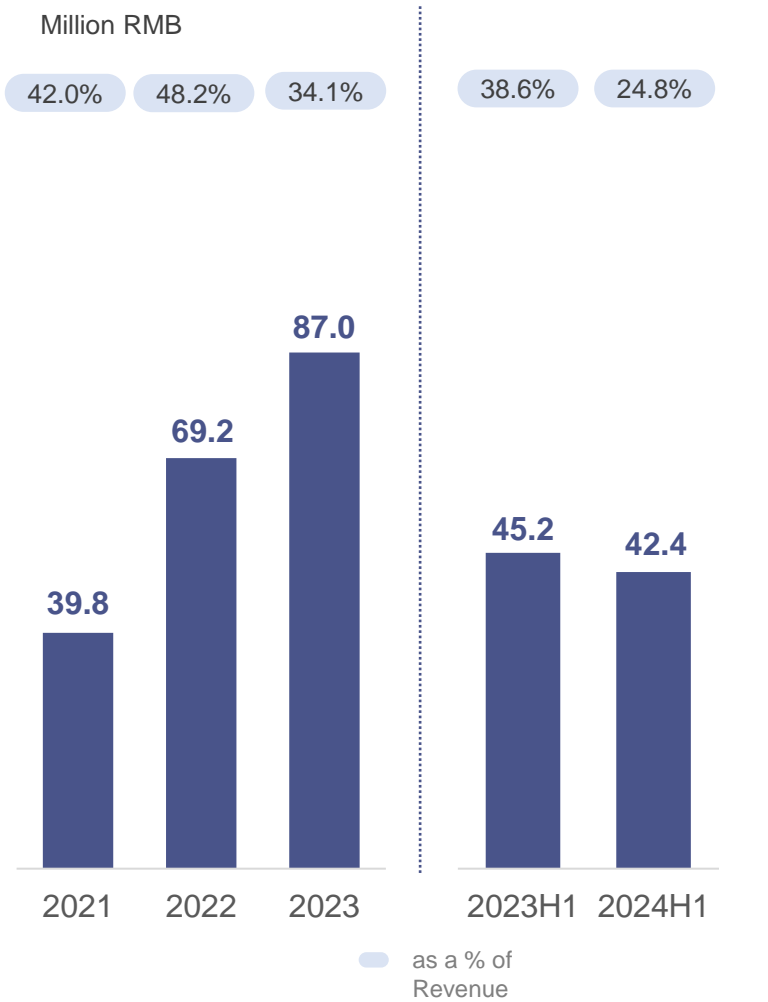
Note: [1] Adjusted Gross Profit / Gross Margin refers to the Gross Profit or Gross Margin after the allocation of the purchase price allocation ("PPA") within this report, which is the distribution of the cost of an acquisition of a business not under common control among the identifiable assets, liabilities, and contingent liabilities acquired, originating from the 2019 merger and acquisition of Achieva, unless otherwise stated.

Expenses | NI Business

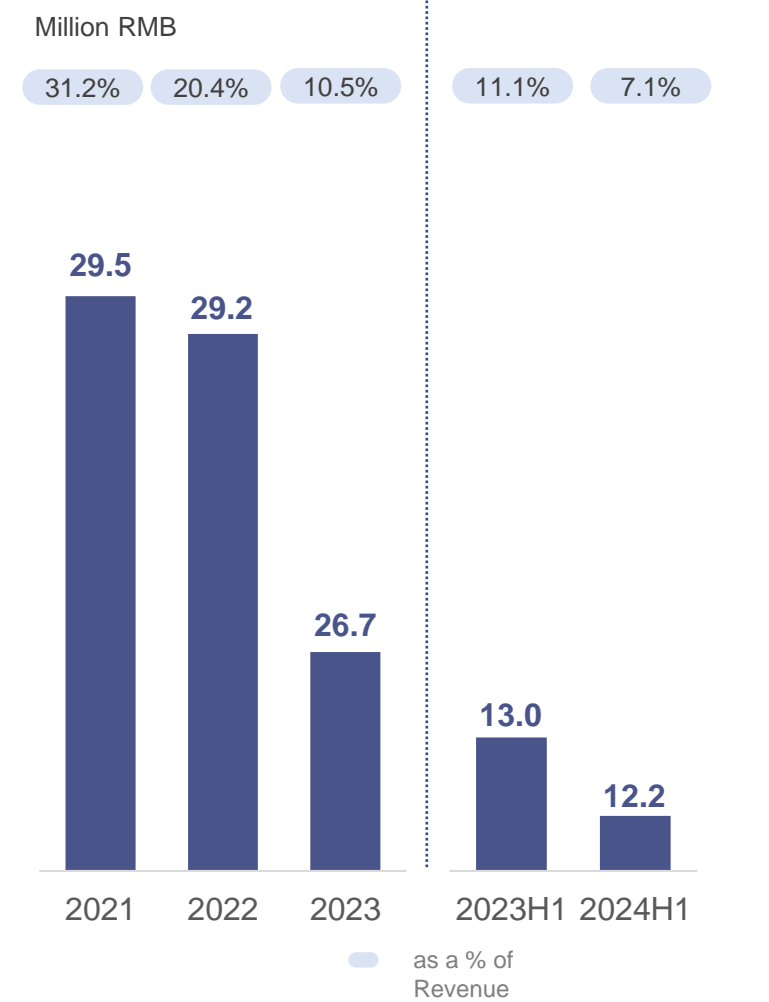
R&D Expenses



Selling and Distribution Expenses



Administrative Expenses



Note: [1] core products and advanced tech products denote two groups of products in this presentation unless otherwise stated. Please refer to product classification as presented in Appendix.

05

Appendix

Core Product

| | |
|--|---|
| TaurusOne® TAVR System | Jasper® Detachable Coil |
| TaurusElite® Retrievable TAVR System | Presgo® Detachable Coil |
| TaurusNXT® Non-glutaraldehyde Crosslinked Dry-tissue TAVR System | Jasper® SS Detachable Coil |
| | NRcoil™ Detachable Coil |
| TaurusAtlas® Transfemoral Balloon Catheter | SacSpeed® Balloon Dilatation Catheter |
| TaurusAtlas Pro® Transfemoral Balloon Catheter | Tethys AS® Aspiration Catheter |
| TaurusNavi® Introducer Sheath | Syphonet® Stent Retriever |
| TaurusExplora® Pre-shaped Guidewire | Fastunnel® Delivery Balloon Dilation Catheter |
| | Fluxcap® Balloon Guide Catheter |
| | Presgo® Microcatheter |
| | Presgo® Micro Guidewire |
| | DCwire™ Micro Guidewire |
| | Heralder® Guide Catheter |
| | Jasper® Power Supply |
| | Tethys® Intermediate Catheter |
| | Heralder® DA Distal Access Guide Catheter |

■ TVT Business

■ NI Business

Advanced Tech Product

| |
|---|
| TaurusWave® Lithotripsy Valvuloplasty System |
| TaurusApex® Polymeric Trileaflet TAVR System |
| Trilogy™ TAVR System (<i>Licensed-in</i>) |
| TaurusTrio™ TAVR System (<i>Licensed-in Trilogy™ TAVR System</i>) |
| TaurusMax™ TAVR System |
| HighLife® TSMVR System (<i>Licensed-in</i>) |
| Sutra™ TMV Coaptation Augmentation System |
| GeminiOne® TEER System |
| MonarQ™ TTVR System |
| NeuroStellar® Intracranial Stent |
| CereStellar™ Intracranial Adjunctive Stent |
| Jasper® Detachable Coil II |
| Fastunnel® Delivery Balloon Dilation Catheter II |
| SacSpeed® Balloon Dilatation Catheter II |
| Tethys® Intermediate Catheter II |
| Radial Artery Support Catheter |
| Delivery Catheter (Large Lumen) |
| Tethys AS® Aspiration Catheter II |



Thanks!

Contact Us

Investor Relations | Peijia Medical Limited

Email: ir@peijiamedical.com

