



MicroPort CardioFlow Medtech Corporation

**2021 Interim Results Presentation** 

August 2021

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## Agenda



04

05-08

09-14

15-18

19-25





### **Business Highlights**





- Extensive nationwide coverage in 29 out of 34 provinces
- VitaFlow® has been performed at 220 hospitals, ↑53% (No.1 in approx. 100 hospitals)
- Covered 19 out of Top 20 hospitals (market leading position in 10 hospitals)
- Initiated collaboration with MicroPort's cardiovascular team to facilitate patient recommendation



- VitaFlow Liberty<sup>TM</sup> (2nd generation) obtained NMPA approval in August
- Angelguide® tip pre-shaped super stiff guidewire obtained NMPA approval in August
- Alwide® Plus Balloon Catheter obtained NMPA approval in July
- VitaFlow<sup>TM</sup> III (self-expanding): new size design ongoing; fatigue test cycles reach new high



- Self-developed replacement product: completed chronic animal study with 90-days follow ups which demonstrated positive results; design frozen; compassionate procedure use by the end of 2021
- Amend (repair): completed 4 trans-septal cases, showing significant MR reduction; China compassionate procedure use under preparation
- Altavalve (replacement): early human feasibility study; initiate China compassionate procedure use by 2021
- Corona (replacement): animal studies



**Expansion** 

Solid R&D

**Progress** 

- First overseas implantation in Argentina in August 2021
- VitaFlow Liberty<sup>TM</sup>: the only China-developed product to conduct clinical trial in EU, expected to submit CE application by 2021 end and obtain CE Mark in 2022
- Leverage on MicroPort's brand recognition worldwide and overseas sales network
- Collaborate with global enablers, including medical device companies, research institutes, hospitals, KOLs and distributors, to advance our international strategy



### Rapid Penetration into Hospitals and Increased Market Share in China



Extensive coverage in China market with presence in 29 provinces and **No.1** market share in **5** provinces





Provinces with No.1 market share Top 20 TAVI hospitals: penetrated successfully

Top 20 TAVI hospitals: On-going negotiation for penetration



VitaFlow<sup>®</sup> has been performed at **220** hospitals<sup>1</sup>,  $\uparrow$  **76** hospitals<sup>2</sup>  $\uparrow$  **53%** 



**144 exclusive** hospitals/departments **No.1** market share in approx. **100** hospitals



Penetrated **19** of Top 20 TAVI Hospitals<sup>1</sup> Market leading position in **10** of Top 20 hospitals



Won the **exclusive bid** of medical reimbursement in Yunnan and Guizhou

Top 20 TAVI hospitals are expected to perform the most TAVI procedures in China in 2020, according to Frost & Sullivan. The 20 hospitals include 1. West China Hospital of Sichuan University (四川大学华西 医院); 2. The First Affiliated Hospital of Air Force Medical University (Xijing Hospital) (空军军医大学第一附属医院(西京医院)); 3. Fuwai Hospital of Chinese Academy of Medical Sciences (中国医学科学院 阜外医院); 4. Zhongshan Hospital, Fudan University (复旦大学附属中山医院); 5. The Second Affiliated Hospital of Zhejiang University School of Medicine, (浙江大学医学院附属第二医院); 6. Beijing spital, Capital Medical University (首都医科大学附属北京安贞医院); 7. Guangdong General Hospital (广东省人民医院); 8. Wuhan Asia Heart Hospital (武汉亚洲心脏病医院); 9. Tianjin Chest Hospital (天津市胸科医院); 10. The Affiliated Hospital of Qingdao University (青岛大学附属医院); 11. Changhai Hospital of Shanghai (上海长海医院); 12. Sir Run Run Shaw Hospital, Zhejiang University School of Medicine (浙江大学医学院附属邵逸夫医院); 13. The First Affiliated Hospital of Zhengzhou University (郑州大学第一附属医院); 14. Fuwai Central China Cardiovascular Hospital (阜外华中心血 管病医院); 15. Fujian Medical University Union Hospital (福建医科大学附属协和 医院); 16. The First Affiliated Hospital of Zhejiang University School of Medicine (浙江大学医学院附属第一医院); 17. The Second Affiliated Hospital of Army Medical University of PLA (Xingiao University) (解放军陆军军医大学第二附属医院)新桥医院)); 18. Nanjing First Hospital (南京市第一医院); 19. The First Hospital of Lanzhou University (兰州大学第一医院); 20. Henan Provincial Chest Hospital (河南省胸科医院)



### Academic Promotion to Explore and Penetrate New Hospitals in China



Approx. 110 physicians can independently perform TAVI procedures

Approx. 90 physicians can independently perform VitaFlow<sup>®</sup>,  $\uparrow 80\%$  (compared to 2020 end)

Attended 38 academic conferences including OCC and China Valve



Launched 33 academic

seminars including 11 national seminars



Initiated 23 training activities

1000+ doctor attendees



# Initiated long-term marketing program "VitaFlow® elite competition"

 To train more physicians to independently perform VitaFlow™ procedures



To standardize VitaFlow® procedures



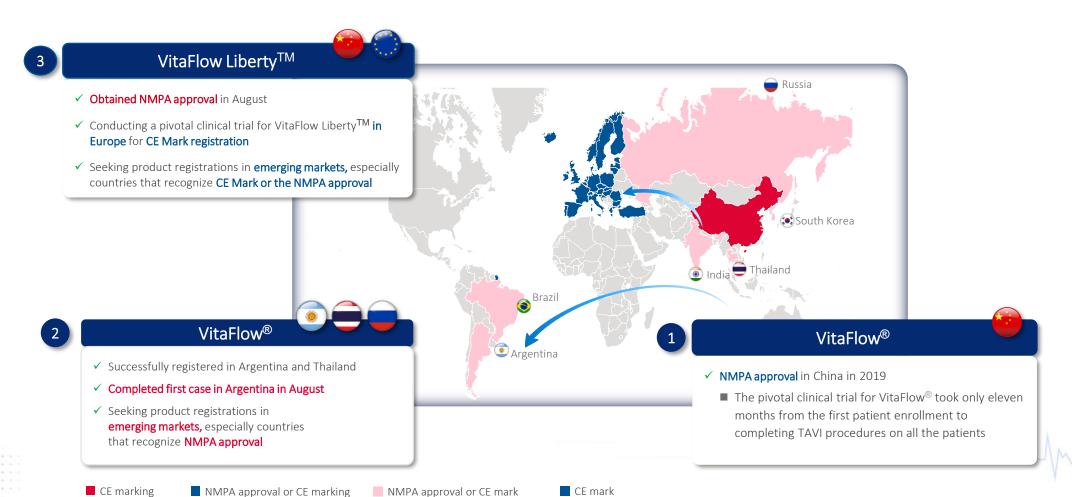
- To enhance brand recognition



### Clear Roadmap to Penetrate International Markets



- VitaFlow® completed its first overseas commercial implantation in Argentina
- VitaFlow Liberty<sup>TM</sup> being the only China-developed TAVI product commenced clinical trial in EU, expected to obtain CE Mark in 2022
- Leverage on MicroPort Group's extensive overseas network to accelerate commercialization





### Comprehensive, innovative and high-quality transcatheter and surgical solutions for structural heart diseases

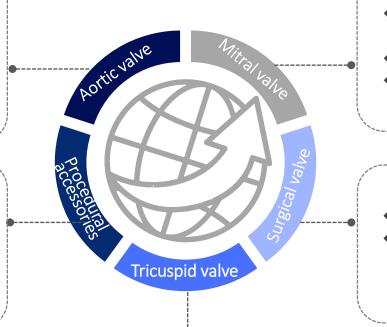




- **TAVI**Total TAVI solution provider
- VitaFlow Liberty<sup>™</sup> obtained NMPA in Aug
- Clinical data shows excellent safety and efficacy
- VitaFlow<sup>TM</sup> III: design frozen by 2021 end
- Balloon-expandable VitaFlow<sup>TM</sup>: design stage; tap into the new market

#### **Procedural Accessories**

- 3 products launched; 5 under R&D
- The only company in China with comprehensive in-house developed procedural accessories
- Lower the challenges and shorten learning curve for physicians



#### TMV

- 5 products in pipeline, covering both replacement and repair technology
- 2 in-house developed products
- Collaboration with global partners Valcare and 4C Medical

#### Surgical Valve

- Design to be frozen by 2021 end
- Leverage on our existing network with surgical teams at various hospitals



Collaborate with global partner Valcare to develop Trivid repair product, currently at design stage

Note: Please refer to Appendix 1 for overview of product pipeline.



## R&D Update and Outlook



	Product	Status as at 31 Dec 2020	Progress in 2021 1H	Next milestone	Expected approval time
ſ	VitaFlow Liberty <sup>™</sup> (Retrievable) NMPA	NMPA application accepted	Completed submission of supplementary information	Launch in September	Obtained NMPA approval in August
Aortic valve products	VitaFlow Liberty <sup>TM</sup> (Retrievable) CE	Clinical trial in Europe	Design confirmed/transfer	Submitted CE application by the end of 2021	Dec. 2022
I	VitaFlow <sup>™</sup> III NMPA	Design stage	Follow-up of animal test data	Design frozen by end of 2021	Dec. 2025
	Self-developed edge-to-edge repair	Design stage	Design confirmed	Design frozen by end of 2021	Dec. 2025
Mitral valve	Amend	One TA implantation	Four TA implantation	China Compassionate procedure in 1H 2022	/
products	Self-developed TMV replacement	Long-term follow-up of animal test data	Design frozen	Compassionate procedure by the end of 2021	June. 2026
	Alta Valve	Design frozen	Early human feasibility study	China Compassionate procedure by end of 2021	/
	Catheter Sheath NMPA	Verification stage	Design frozen	Submit for NMPA approval in Feb. 2022	Dec. 2022
	Balloon catheter III NMPA	Verification stage	Design fixed, under verification	Submit for NMPA approval in April. 2022	April. 2023
Procedural accessories	Angelguide® tip pre-shaped super stiff guidewire	NMPA application accepted	Completed submission of supplementary information	Launch in September	Obtained NMPA approval in August
	Embolic protection device	JV established	Design frozen	Launched multi-center clinical trial	Dec. 2024
Surgical valve product	Surgical valve	Design stage	Design confirmed	Design frozen by the end of 2021	Dec. 2025

### TAVI Products – Total Solution Provider for TAVI Procedures



#### TAVI families



- Strong R&D capabilities to develop all TAVI products in house
- Solid R&D progress in 2021 1H and further enrichment of TAVI solutions
  - VitaFlow Liberty™ obtained NMPA approval in August
  - > Angelguide ® tip pre-shaped super stiff guidewire obtained NMPA approval in August
  - ➤ Alwide® Plus Balloon Catheter obtained NMPA approval in July
- The only company in China that offers a comprehensive portfolio of self-developed TAVI procedural accessories

### Aortic Valve Products

- 1 commercialized
- 1 approved
- 2 under R&D

# 8 Procedural accessories

- 2 commercialized
- 1 approved
- 5 under R&D

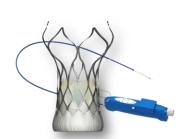
Product	R&D stage	Properties / Progress
VitaFlow™III Self-Expanding	■ Design to be frozen	<ul><li>New size design ongoing</li><li>Fatigue test cycles reach new high</li><li>Long term animal study in preparation</li></ul>
VitaFlow™ Balloon Expandable	■ Design stage	■ Prototype received, evaluation undergoing ■ New design ongoing
Alwide™ balloon catheter III	■ Design fixed, under verification	<ul> <li>Type test ongoing</li> <li>Shelf life verification ongoing</li> <li>Product verification ongoing</li> <li>Production process validation ongoing</li> </ul>
Alpass™ catheter sheath II	■ Design fixed, under verification	■ Improved lubricity with various models available
Expandable sheath Embolic Protection Device	■ Design stage ■ Design frozen	■ Reducing access complications  ■ To protect the brain during TAVI procedures

### **TAVI Products - Positive Clinical Trial Results**



### VitaFlow®

Valve Transcatheter Aortic Valve Implantation System



#### 1-year follow-up period

moderate or severe PVL

#### 2-year follow-up period

major (disabling) stroke

#### All-cause mortality rate: relatively lower

	VitaFlow <sup>®</sup>	Peer
30 days	0.9%	5%
1-year	2.7%	5.9%
2-year	4.5%	8.9%
3-year	10.9%	12.9%
4-year	12.7%	14.9%

### VitaFlow Liberty<sup>TM</sup> (2<sup>nd</sup> Generation)

Valve Transcatheter Aortic Valve Implantation System



30-day follow-up period

**0** ma

major (disabling) stroke

#### Significantly improved cardiac functions

NYHA Classification\*

	Before	30-day follow-up
Class I (%)	0	19.3%
Class II (%)	18.3%	68.4%

Note\*: New York Heart Association Functional Classification, a simple way of classifying the extent of heart failure provided by the New York Heart Association. It classifies patients in one of four categories based on their limitations during physical activity, in regards to normal breathing and varying degrees in shortness of breath and/or angina pain

### **TMV Products**



### Robust Pipeline Covering All Mainstream Viable TVT Options of Mitral Regurgitation

TMV repair ■ In-house development ■ Design confirmed ■ An edge-to-edge product which will adopt a transseptal approach product ◆ MicroPort 心通医疗 ■ Prototype received, evaluation undergoing ■ Innovative ring design with unique anchoring capabilities ■ Early Feasibility Study ■ Partnership with Valcare Amend TMV ■ Maintain original mitral valve's structural integrity for long-term performance improvement ■ Strategy for regulatory AMEND" repair pathway: apply for FDA ■ Compatible with both transeptal or transapical approaches breakthrough designation ■ Four trans-septal cases successfully completed, which demonstrated unique features and enabling ■ Trans-septal system annular resizing and MR reduction developed **TMV replacement** ■ In-house development ■ Completed animal study ■ Reduce the risks of LVOT obstruction product ■ Design frozen ■ Thin diameter of 32 Fr which cause less damage while preserving the ventricle function MicroPort 心通医疗 ■ Less vascular damage during delivery ■ Compassionate use in preparation ■ Partnership with Valcare Corona ■ Animal studies ■ Valve-in-ring solution for TMV repair ineligible patients ■ Unique four-leaflet valve design to improve cooptation and sealing efficacy TMV replacement ■ Supra-annular fit and atrial-only fixation design to overcome the concerns of anchoring and ■ Early Feasibility Study AltaValve ■ Partnership with 4C Medical fixation difficulties ■ Reduce the risks of LVOT obstruction and damage ■ Suitable for the vast majority of patients suffering from MR ■ China Compassionate use approved by EC of Shanghai Zhongshan Hospital in March ■ Introduced TA approach into China compassionate study protocol to accelerate case

enrollment

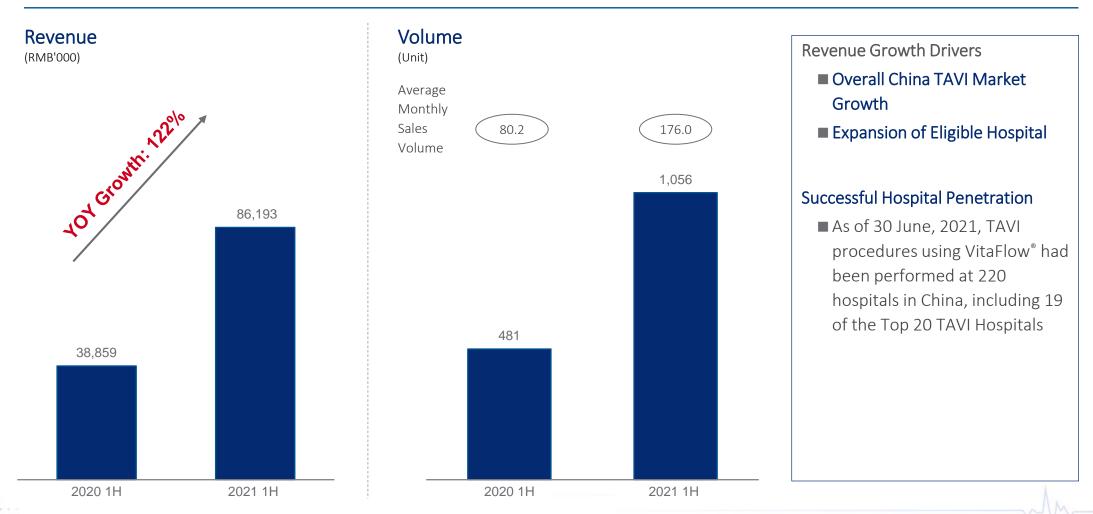




### Strong Revenue Growth



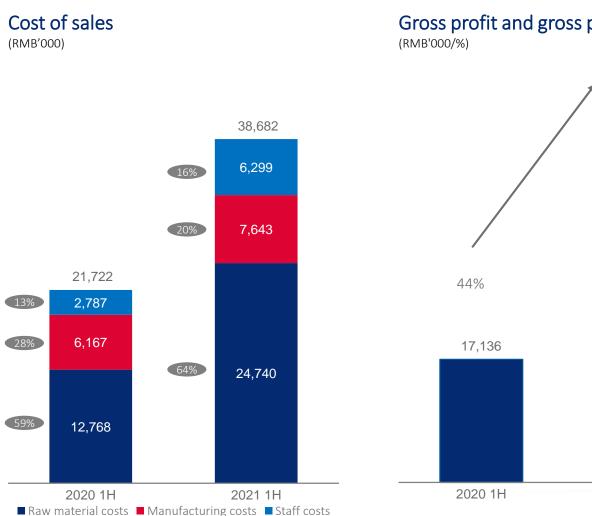
The Company's **revenue increased by 122% YOY in 2021 1H**. Sales volume increased by 120% in 2021 1H compared to 2020 1H, with relatively stable average unit sales price



### Sharp Gross Profit Growth and Margin Expansion



The Company's **gross profit and gross profit margin expanded sharply in 2021 1H** due to strengthened bargaining power better cost control and improved manufacturing efficiency.



## Gross profit and gross profit margin (RMB'000/%) Gross profit margin expansion driven by:

55%

47,511

2021 1H

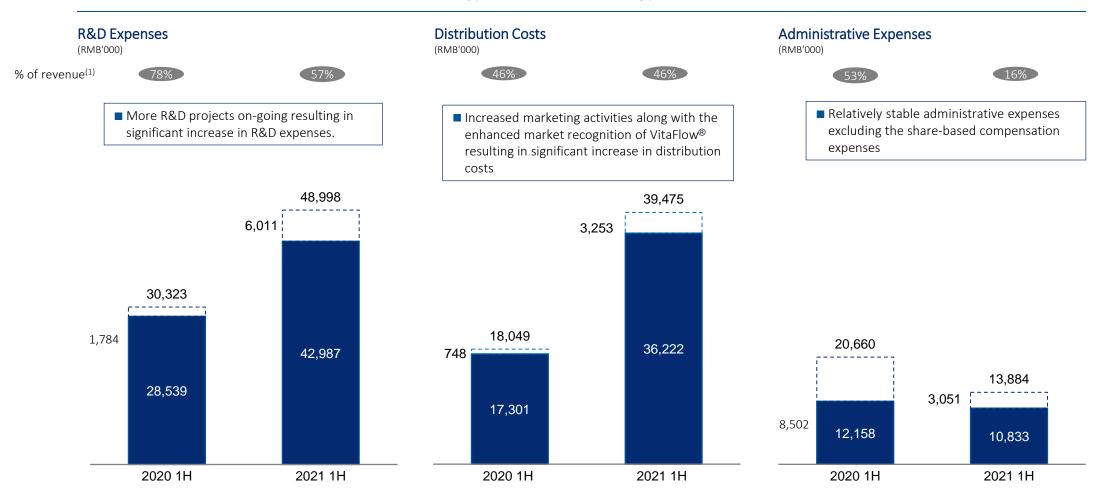
- Higher bargaining power against raw material suppliers;
- Reduced unit raw material cost through further exploration and negotiation with suppliers for key raw materials;
- Reduced unit manufacturing costs with economies of scale
- Continuous improvement of production efficiency;

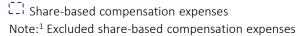


### Improved Operating Profitability



We have seen **significant improvement in the operating profitability** with the percentage of operating expense as of revenue reduced from 178% in 2020 1H to 119% in 2021 1H as illustrated below.









## Appendix 1: Overview of Product Pipeline



		Product		Pre-clinical	Clinical trial	Registration
		VitaFlow®	•			Launched (NMPA Green Path)
		Vitariov			Successfu	ully registered in Argentina and Thailand
	VitaFlow® System	Alwide® balloon catheter*				Launched
	,				Successfu	ully registered in Argentina and Thailand
Aortic valve products		Alpass® catheter sheath*				Successfully registered in Argentina
		Vita Flavy Lib arty /TM	*			obtained NMPA approval in August
	VitaFlow Liberty™	VitaFlow Liberty™ (Retrievable)			CE Marking: Clinical trial in progress	obtained Wir A approval in August
	System	Angelguide® tip-preshaped super stiff guidewire*			Registration in Brazil in progress	obtained NMPA approval in August
		VitaFlow™ III		0 : 6:		
	VitaFlow™ III	(Maintain coronary access and new anti-calcification technology)		Design fixing		
	VitaFlow™ Balloon	VitaFlow™ Balloon Expandable		Design stage		
	Expandable	(New anti-calcification technology)		Design stage		
	In-house-developed replacement product			Animals studies		
	AltaValve – Innovative			Early feasibility stu	dy	
Mitral		ledical – commercialization rights in China)				
valve products	Corona – Replacement product (Partnership with Valcare – commercialization rights in China)			Animal studies		
valve products		lge to Edge – Repair product		Design fixed		
	Amend – Repair produc			FIH clinical trial in process with	four	
		are – commercialization rights in China)	completed implanta			
Trianguidos	Trivid – Repair product			Design stage		
•	(Partnership with Valca	are – commercialization rights in China)				
——————	Edge to Edge – Repair	product		Design stage		
Surgical valve product	Surgical replacement p	product		Design fixing		
	Alwide™ plus balloon o	catheter				Launched
Droodurel	Alwide™ balloon catheter III			Verification stage		
Tricuspid valve products  Surgical valve	Alpass™ catheter shea	th II		Verification stage		
accessories	Expandable sheath			Design stage		
	Embolic Protection Dev	vice		Design stage		
	China status	Global status ★ Core products ● Key product	_	Applied or plan to apply for exemption from clinical trial for NN Among our product candidates, these devices are exempted fr		ue 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

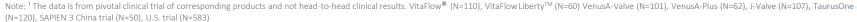
\* These procedural accessories are registered and commercialized offered as part of VitaFlowiM or VitaFlow LibertyiM system and are not registered as standalone product in China



### Appendix 2: TAVI Products - Clinical Data Comparison



Company	Product	30-days mortality rate <sup>1</sup>	30-days major (disabling) stroke <sup>1</sup>	1-year mortality rate <sup>1</sup>	1-year major (disabling) stroke <sup>1</sup>	1-year moderate to severe PVL rate	1-year major vascular complications	2-year mortality rate <sup>1</sup>	2-year major (disabling) stroke <sup>1</sup>	3-year mortality rate <sup>1</sup>	3-year major (disabling) stroke <sup>1</sup>	4-year mortality rate	4-year major (disabling) stroke
MicroPort 心通医疗	VitaFlow®	0.9%	0.0%	2.7%	0.0%	0.0%	2.7%	4.5%	0.0%	10.9%	1.8%	12.7%	2.0%
	VitaFlow Liberty <sup>™</sup>	5.0%	0.0%*	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
启明医疗 <sup>®</sup> VENUSMEDTECH	VenusA-Valve	5.0%	1.0%	5.9%	1.0%	4.2%	5.9%	8.9%	1.0%	12.9%	1.0%	14.9%	N/A
	VenusA-Plus	4.8%	1.6%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
苏州杰成医疗 Suzhou Jiecheng Medical	J-Valve	4.7%	0.0%	5.6%	2.0%	1.1%	N/A	9.1%	2.0%	10.8%	N/A	N/A	N/A
E	SAPIEN 3 (U.S. Trial)	2.2%	0.9%*	14.4%	2.4%*	2.7%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Edwards	SAPIEN 3 (China Trial)	0.0%	2.0%*	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
PEIJA  注意医疗。	TaurusOne	1.7%	N/A	6.7%	N/A	1.0%	4.2%	N/A	N/A	N/A	N/A	N/A	N/A
	TaurusElite	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



<sup>\*:</sup> The data marked with \* represent the incidences of disabling stroke

### **Consolidated Income Statement**



Unit: RMB'000	For the period ended June 30, 2021	For the period ended June 30, 2020	Var.
Revenue	86,193	38,859	122%
Cost of sales	-38,682	-21,723	78%
Gross profit	47,511	17,136	177%
Other net income	8,366	1,357	517%
Research and development costs	-48,998	-30,323	62%
Distribution costs	-39,475	-18,049	119%
Administrative expenses	-13,884	-20,660	-33%
Fair value changes in financial instruments	-655	-1,138	-42%
Other operating costs	-5,262	-17,102	-69%
Loss from operations	-52,397	-68,779	-24%
Finance costs	-17,057	-53,017	-68%
Share of profits of a joint venture	-112	-	n.a
Loss before taxation	-69,566	-121,796	-43%
Income tax	-499		n.a
Loss for the period and attributable to equity shareholders of the Company	-70,065	-121,796	-42%



### **Consolidated Balance Sheet**



Unit: RMB'000	June 30, 2021	Dec 31, 2020	Var.
Non-current assets			
Property, plant and equipment	92,132	68,122	35%
Intangible assets	242,427	234,168	4%
Interest in a joint venture	33,567	34,007	-1%
Other financial assets	86,523	49,508	75%
Other non-current assets	31,975	6,408	399%
Total Non-current assets	486,624	392,213	24%
Current assets			
Inventories	64,600	67,769	-5%
Trade and other receivables	55,755	39,400	42%
Pledged and time deposits	325	325	0%
Cash and cash equivalents	2,775,793	612,474	353%
Total current assets	2,896,473	719,968	302%
Current liabilities			
Trade and other payables	84,211	86,059	-2%
Contract liabilities	23	-	n.a
Lease liabilities	8,871	7,202	23%
Derivative financial liabilities	326	60,371	-99%
Other financial liabilities	<u>-</u>	1,278,062	-100%
Total current liabilities	93,431	1,431,694	-93%
Net current liabilities	2,803,042	-711,726	-494%



### **Consolidated Balance Sheet**



Unit: RMB'000	June 30, 2021	Dec 31, 2020	Var.
Non-current liabilities			
Lease liabilities	5,190	8,625	-40%
Deferred income	3,560	3,390	5%
Derivative financial liabilities	12,973	13,656	-5%
Total non-current liabilities	21,723	25,671	-15%
CAPITAL AND RESERVES			
Share capital	83	60	38%
Reserves	3,267,860	-345,244	-1047%
TOTAL EQUITY/(DEFICIT)	3,267,943	-345,184	-1047%



### **Consolidated Cash Flow Statement**



Unit: RMB'000	For the period ended June 30, 2021	For the period ended June 30, 2020	Var.
Net cash used in operating activities	-44,334	-63,996	-31%
Net cash used in investing activities	-67,942	-9,789	594%
Net cash generated from financing activities	2,282,857	681,084	235%
Net cash increase in cash and cash equivalents	2,170,581	607,299	257%
Cash and cash equivalents at 1 January	612,474	·	461%
Effect of foreign exchange rate changes	-7,262	5,173	-240%
Cash and cash equivalents at 31 December	2,775,793	721,735	285%





To provide trustworthy and universal access to state-of-the-art total solutions to treat structural heart diseases





