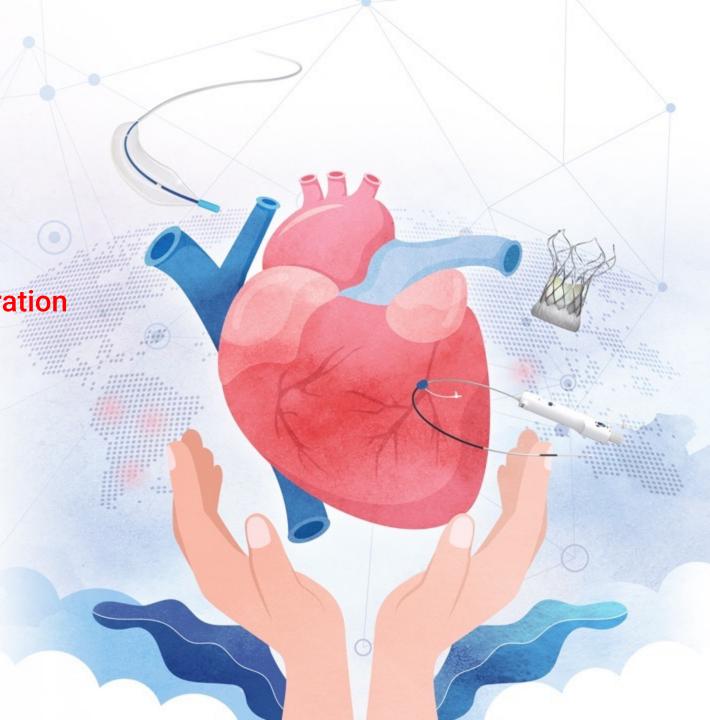


**MicroPort CardioFlow Medtech Corporation** 

# **2022 Annual Results Presentation**





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### A Glance of Year 2022

### Market-beating domestic growth and solid global progress



Market-beating implantation growth against COVID headwinds



Continued GPM improvement and supply chain resilience building



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



Extensive product pipeline geared towards wider addressable market



Deepened global footprint with strong commercialization results

# Highlights of 2022: Exceptional Growth Propelled by Accumulated Strengths



Revenue	RMB 251mn	+ 25.0% <sup>YOY</sup>
<b>Gross Profit</b>	RMB162.1mn	+ 36.6% <sup>YOY</sup>
GPM	64.6%	+ 5.5 ppts <sup>YOY</sup>

### **Research & Development**

- ♦ VitaFlow®III with a highly innovative steerable retrievable delivery system for optimal TAVI outcomes approaching design freeze
- ◆ Successful FIM and 6-month follow-up of self-developed TMVR marking world's first dry-tissue TMVR system with clinical application

### **Operational Achievements**

Implantation <sup>1</sup>	2,625 procedures	34.0% <sup>YOY</sup>
<b>Covered Hospital</b>	437 centers	42.8% <sup>YOY</sup>
Sales Team	184 staff	41.5% <sup>YOY</sup>

### **Clinical & Registration**

- VitaFlow® patient survival rate reached 81.8% at 5-year follow-up
- ◆ VitaFlow Liberty<sup>TM</sup> and Alwide® Plus progressed steadily in CE marking
- ◆ VitaFlow Liberty<sup>TM</sup> and Alwide® Plus registered in Colombia & Thailand

### **Total Solutions Promotion**

- ◆ Revenue +25% with increasing contribution by VitaFlow Liberty<sup>TM</sup> and rapid overseas revenue growth at +626%
- ◆ TAVI implantation volume +34.0%, outperforming China market by approx. 15 ppts<sup>2</sup>
- ◆ TAVI product hospital coverage +43% to 437, with leading shares in 260+ hospitals

### **Supply Chain**

- ◆ Launch of **new production site** with annual capacity of **25,000 units**
- ◆ Effective cost-cut measures continuously lifting GPM

### **Company Excellence**

- ◆ Shanghai Science and Technology Rising Star ( 上海市科技小巨人 )
- ◆ Beijing Science and Technology Progress (北京市科学技术进步奖)
- ◆ 2022 Red Dot Award & 2021-2022 A' Design Award
- 1. Refers to number of procedures performed using VitaFlow $^{\circ}$  or VitaFlow Liberty $^{ extsf{TM}}$  rather than the number of products implanted.
- According to the 2022 Structural Heart Disease Annual Report by the Chinese Society of Cardiology.

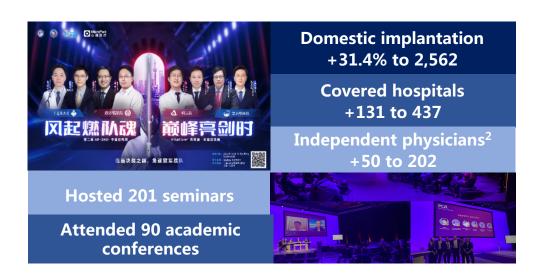


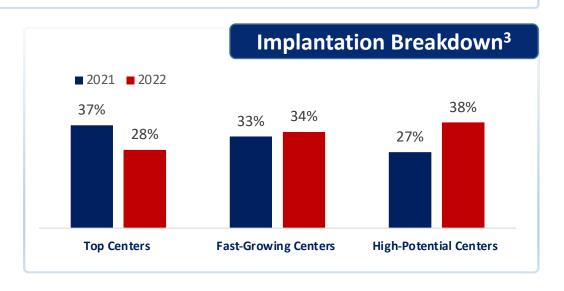


# **Market-beating Domestic Growth Powered by Painpoint-Addressing Strategy**

#### **Total Solutions Promotion in China**

- ◆ 2,562 domestic TAVI implantations, outperforming market average by approx. 13 ppts<sup>1</sup>
- ◆ Newly penetrated 129 domestic hospitals, accounting for 34% overall implantation growth
- ◆ Furthered efforts in TAVI know-how: 202 physicians can perform TAVI with our products independently
- ◆ Unique and targeted patient discovery and referral mechanism with enhanced efficiency





1. According to the 2022 Structural Heart Disease Annual Report by the Chinese Society of Cardiology; 2. Physicians who can perform TAVI with our products independently; 3. Our sales & marketing team divide covered hospitals into 3 tiers based on their estimated total TAVI implantation volume in 2021: 1) top 20 centers; 2) top 21-100 centers; 3) centers that fall below top 100.





### Overseas Expansion Leveraging MicroPort® Channels and Brand Influence

#### Overseas expansion led by our core TAVI Products

- Revenue of 7.13mn RMB with 63 implantations
- **3** products entering the overseas market, presence in **3** overseas countries and multiple registrations ongoing
- **37** hospitals and **7** independent physicians



VitaFlow Liberty™: approval expected in 2023

Alwide® Plus: registration in progress

### **Mexico**

VitaFlow Liberty™: approval expected in 2023



**South Korea** 

VitaFlow Liberty™:

approval expected in 2024

#### Colombia

VitaFlow Liberty™: approved in 2022

Alwide® Plus: approved in 2022 **Angelquide**<sup>®</sup>: approved in 2022



#### Brazil

VitaFlow Liberty™: registration in progress

AngelGuide®: approved in 2022

Alwide® Plus: approved in 2022

#### **Thailand**

VitaFlow®: approved in 2020

VitaFlow Liberty™: approved in 2023

Alwide® Plus: approved in 2023

#### Argentina

VitaFlow®: approved in 2020

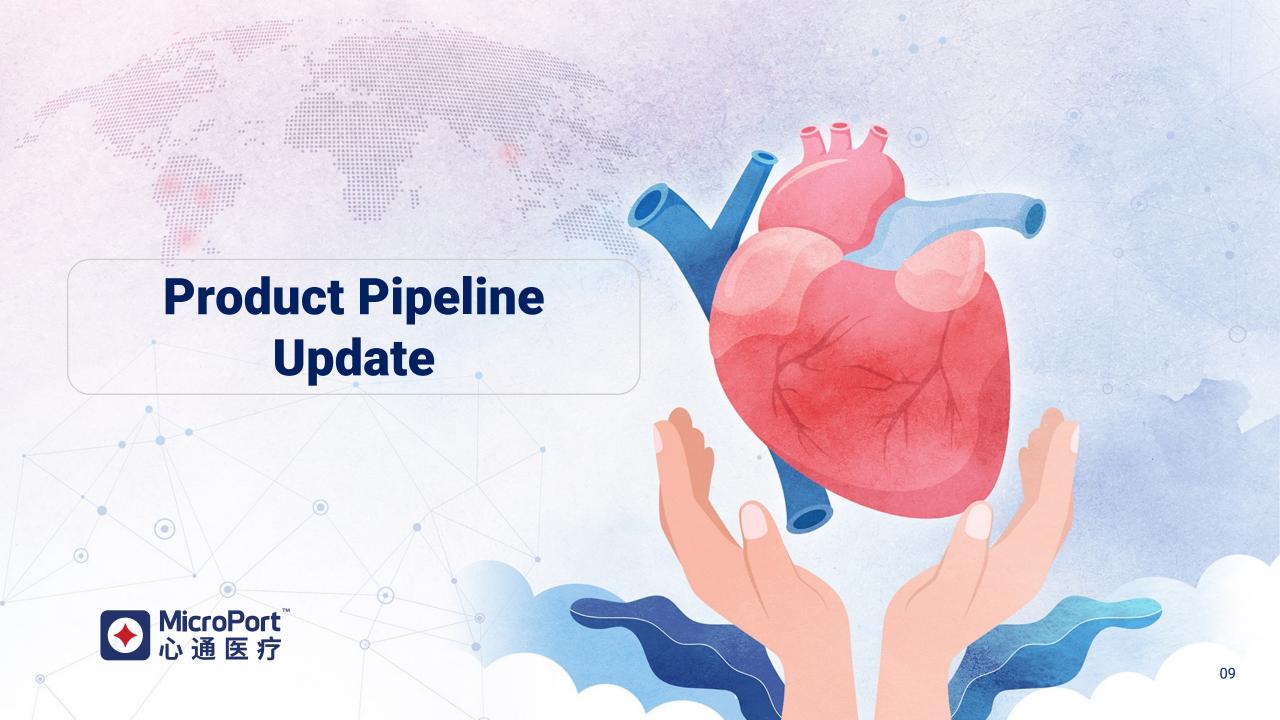
VitaFlow Liberty™: approved in 2021; AR

indication approved in 2022

Alwide® Plus: approved in 2022

### Building international reputation for structural heart disease treatment

- Sponsored symposium at PCR London Valves which impressed international KOLs
- Presented SEASON-AR study (multicenter registry study) results at TCT for TAVI in AR patients
- Live-broadcasted VitaFlow Liberty<sup>™</sup> cases at SOLACI (Mexico) and SBHCI (Brazil)



### **Innovative and High-quality Total Solutions for Structural Heart Diseases**

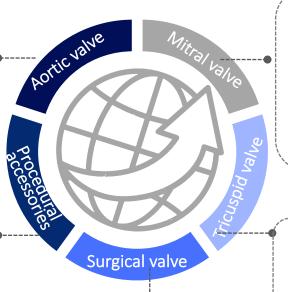


#### **TAVI**

- 2 launched, 3 under R&D
- → > 30% domestic market share¹ and continued overseas implantation
- ♦ VitaFlow Liberty<sup>TM</sup> significantly reduced VIV incidence
- VitaFlow®III embedded with an innovative steerable retrievable delivery system for optimal TAVI outcomes
- Innovative TAVI product developed for AR indication

#### **Procedural Accessories**

- ◆ 3 launched, 1 pending approval and 2 under R&D
- ♦ Alwide® Plus balloon catheter CE registration in progress
- Alwide<sup>™</sup> balloon catheter III NMPA registration in progress



#### **TMV**

- ◆ 5 pipeline products: 3 TMVR and 2 TMVr
- Inhouse R&D + Collaboration with global partners
   4C Medical and Valcare
- ◆ Successful FIM of self-developed TMVR product with positive 6-month followup, marking the world's first dry-tissue TMVR system with clinical application

#### TTV

- ♦ 3 pipeline products: 2 repair and 1 replacement
- Inhouse R&D + Collaboration with global partners
   4C Medical and Valcare

### Surgical Valve

- 2 pipeline products for aortic valve and mitral valve replacement
- Mitral product achieved design freeze
- Self-developed dry tissue technology

1. Based on the total annual implantation stated in the 2022 Structural Heart Disease Annual Report by the Chinese Society of Cardiology.



# VitaFlow® Family Products: Positive Clinical Trial Results and KOL Endorsements

### **VitaFlow®**

Transcatheter Aortic Valve Implantation System



#### Relatively lower all-cause mortality rate

1-year follow-up period

0 moderate or severe PVL

2-year follow-up period

**0** major (disabling) stroke

5-year follow-up period

**81.8%** patient survival rate

Time	VitaFlow <sup>®</sup>	Peer I	Peer II
30-day	0.9%	5%	3.3%
1-year	2.7%	5.9%	14.2%
2-year	4.5%	8.9%	22.2%
3-year	10.9%	12.9%	32.9%
4-year	12.7%	14.9%	N/A
5-year	18.2%	34.1%	55.3%

#### Continued collection of clinical and real-world evidence...

- ◆ Completed recruitment of **163 patients** for the pre-launch clinical study of **VitaFlow Liberty**<sup>™</sup>
- ◆ Completed recruitment of 100 patients for the post-launch clinical study of VitaFlow®
- ◆ Presented the **5-year results of the VitaFlow**® pre-launch clinical study

### VitaFlow Liberty™

Transcatheter Aortic Valve Implantation System



#### Significantly reduced intraoperative valve-in-valve incidence

Product	VIV Incidence	100%	retrieval success
VitaFlow Liberty <sup>™</sup>	<b>4.3%</b> (7/163)	30-day fol	low-up period
VitaFlow®	8.2% (9/110)	<b>0</b> majo	or (disabling) stroke

### **VitaFlow ®III Self-Expanding**

Transcatheter Aortic Valve Implantation System

# Steerable catheter expected to significantly improve patient outcomes won strong KOL endorsements

- The unique bending control of VitaFlow™ III is highly innovative. It can adapt well to a wide range of patient anatomies and respond well to unmet clinical needs.
- VitaFlow<sup>™</sup>III embodies a global leading system that represents the next generation of self-expanding TAVI products. We look forward to the product launch.

Note: Please refer to Appendix 2 for full clinical data comparison.



### **Total Solution Provider for TAVI Procedures**

Category	Product	Features	Progress
<b>TAVI</b> 5 products	VitaFlow®III Self-Expanding VitaFlow®	<ul> <li>Catheter articulation for improved delivery and valve positioning that suits challenging anatomy and underpins improved patient outcomes</li> <li>Ease-of-use significantly shortens learning curve</li> <li>Reduced profile for improved vascular complication outcome</li> <li>Innovative deployment mechanism for accurate positioning</li> <li>Fully retrievable with steerable catheter enabling better coaxial</li> </ul>	<ul> <li>Approaching design freeze</li> <li>Approval expected in 2024</li> <li>Design spoken highly of by KOL</li> <li>Design stage</li> </ul>
2 launched	Novo Generation  VitaFlow®  Balloon Expandable	<ul> <li>property</li> <li>→ Dry tissue</li> <li>→ Large cells consistent with VitaFlow® family reducing coronary occlusion risk</li> </ul>	<ul> <li>Redesigned for AR indication</li> <li>Completed animal studies</li> <li>Positive long-term survival outcomes in chronic animal</li> </ul>
Procedural Accessories	Alwide® balloon catheter III	<ul> <li>Dry tissue</li> <li>More stable position during inflation</li> <li>High burst pressure suits for severe calcification conditions</li> </ul>	<ul> <li>study</li> <li>NMPA Registration</li> <li>◆ Approval expected in 2023</li> </ul>
8 products 4 launched Ex	Expandable sheath	◆ Reducing access complications	◆ Design stage

Note: The above chart is not exhaustive of all our TAVI and procedural accessory products.

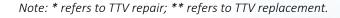


# **Complete MR Toolbox Covering All Mainstream Viable TVT Options**

Category	Product	Features	Progress
	TMVr product (In-house development)	<ul> <li>Differentiated deployment for ease of use</li> <li>◆ Unique lock mechanism for stable leaflet capture</li> <li>◆ Low profile</li> </ul>	♦ Design stage
TMVr*	AMEND (Partnership with Valcare) AMEN	<ul> <li>Innovative ring design with unique anchoring capabilities</li> <li>Maintain original mitral valve's structural integrity for long-term performance improvement</li> <li>Compatible with both transeptal or transapical approaches</li> </ul>	<ul> <li>★ Early Feasibility Study</li> <li>★ Surgical-like results: MR reduction to &lt;2+</li> <li>★ Ongoing patient screening for China case</li> </ul>
	TMVR product (In-house development)	<ul> <li>◆ Good Anchoring Performance</li> <li>◆ Effective Mitral Valve Orifice Area</li> <li>◆ Low profile of stent design reducing LVOTO risks</li> <li>◆ Dry tissue</li> </ul>	<ul> <li>Completed FIM with immediate MR relief and no PVL or LVOTO and positive 6-month follow-up result</li> <li>Developing new sizes and TS delivery system to expand patient cohort coverage</li> <li>Multi-center FIM patient screening</li> </ul>
TMVR**	AltaValve (Partnership with 4C)	<ul> <li>Supra-annular fit and atrial-only fixation design overcoming anchoring and fixation difficulties</li> <li>The only known TMVR device with full implant retrievability after complete deployment and prior to its detachment from the TS Delivery System</li> <li>No active LV engagement minimizing LVOTO risk</li> <li>Suitable for the vast majority of MR patients</li> </ul>	<ul> <li>Early Feasibility Study</li> <li>Ongoing patient screening for China case</li> </ul>
	HELIOS (Partnership with Valcare)	<ul> <li>Designed to securely attach to the AMEND ring</li> <li>Ring + valve fixation eliminating the risk of migration and prevents LVOT obstruction</li> </ul>	◆ Animal studies

# **Designing and Proving Disruptive TTV and Surgical Valve Products**

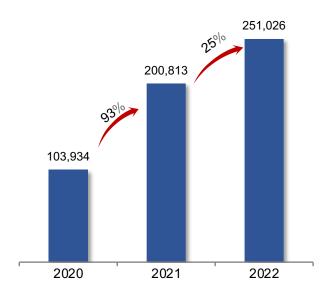
Category	Product	Features	Progress
TTVr*	Edge to Edge (In-house development)	<ul> <li>Differentiated deployment for ease of use</li> <li>Unique lock mechanism for stable leaflet capture</li> <li>Low profile</li> </ul>	◆ Design stage
1101	TRIVID (Partnership with Valcare)	<ul><li>Unique anchoring capabilities</li><li>Ease-of-use design</li></ul>	◆ Animal studies
TTVR*	TTVR product (Partnership with 4C)	Supra-annular fit and atrial-only fixation	◆ Design stage
Surgical	Mitral Valve	<ul> <li>◆ Outstanding durability</li> <li>◆ Unique design for better alignment with native mitral annular</li> <li>◆ Low profile to reduce risk of LVOTO</li> <li>◆ Dry tissue</li> </ul>	◆ Design freeze
	Aortic Valve	<ul> <li>◆ Outstanding durability</li> <li>◆ Expandable design for future TAVI</li> <li>◆ Dry tissue</li> </ul>	◆ Design stage

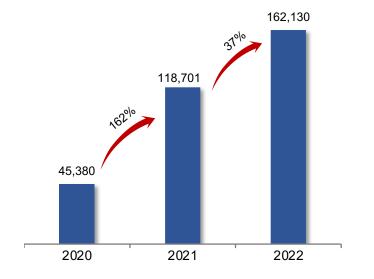


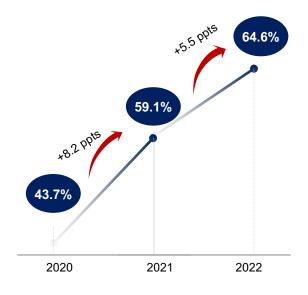




Revenue (RMB'000) Gross Profit (RMB'000) Gross Profit Margin (%)



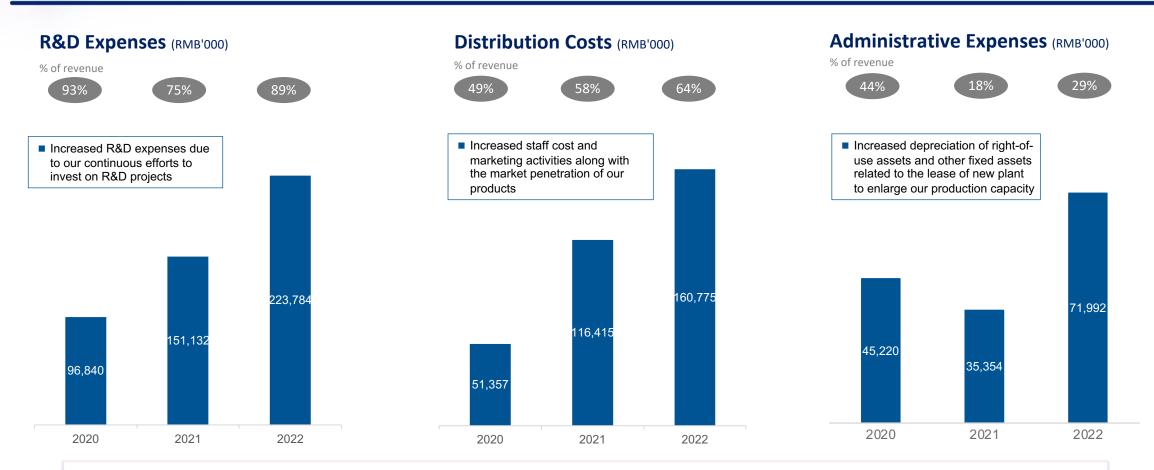




- ♦ Revenue growth: +25% to RMB251mn, mainly driven by accelerated hospital penetration and sales volume growth
- ♦ Overseas revenue: Overseas market recorded revenue of RMB7.13 mn, representing YOY growth of over 600%
- ◆ Continuous sharp gross margin expansion: +5.5 ppts to 64.6%, thanks to supplier diversification, increased local sourcing of raw materials and improved manufacturing efficiency

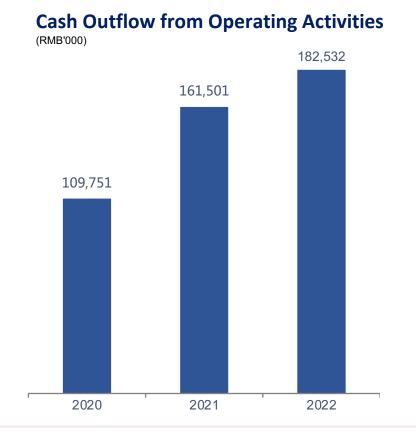


### Continued Investment in R&D, Commercialization and Production Capacity

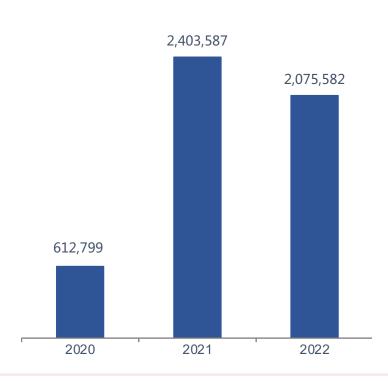


We focused on strengthening our R&D pipelines, keeping our commercialization competitiveness and expanding our production capacity for future growth, with increased operational expenses increased on track.





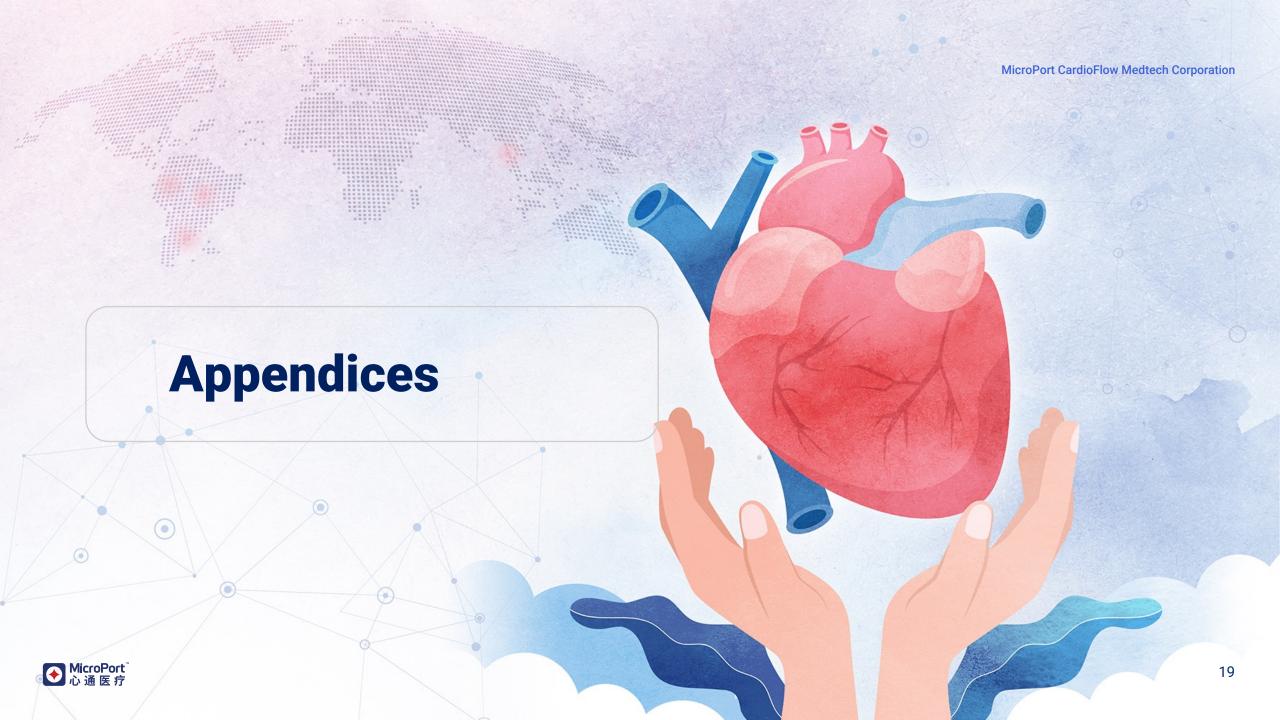
# Cash and Cash Equivalents\* at Year End (RMB'000)



We took prudent cash management policies and kept sufficient cash and liquidity as of 31, Dec 2022 of RMB2.1 billion\*.

\*Including time deposits





### **Appendix 1: Overview of Product Pipeline**





Among our product candidates, these devices are exempted from clinical trial requirements in accordance with the Catalogue of Medical Device Exempted from Clinical Trials promulgated by the NMPA, as amended

<sup>\*</sup> These procedural accessories are registered and commercialized offered as part of VitaFlow® or VitaFlow Liberty™ system and are not registered as standalone product in China

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

														V
Product	30-days mortality rate <sup>1</sup>	major	1-year	1-year major (disabling) stroke <sup>1</sup>	severe PVL	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	5-year mortality rate	5-year major (disabling) stroke
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%	18.2%	2.1%
VitaFlow Liberty <sup>TM</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	N/A	N/A
VenusA- Valve	5.0%	1.0%	6.0%	1.0%	4.2%	6.1%	11.6%	N/A	17.4%	N/A	26.7%	N/A	34.1%	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	N/A	N/A
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	N/A	N/A
CoreValve (U.S Pivotal)	3.3%	3.9%	14.2%	5.8%	6.1%	6.2%	22.2%	6.8%	32.9%	8.1%	N/A	N/A	55.3%	12.3%
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	N/A	N/A
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	N/A	N/A
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	N/A	N/A
TaurusElite	2.5%	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	VitaFlow®  VitaFlow Liberty™  VenusA- Valve  VenusA-Plus  J-Valve  CoreValve (U.S Pivotal)  SAPIEN 3 (U.S. Trial)  SAPIEN 3 (China Trial)  TaurusOne	Product mortality rate1  VitaFlow® 0.9%  VitaFlow 5.0%  Liberty™ 5.0%  VenusA- Valve 4.8%  J-Valve 4.7%  CoreValve (U.S Pivotal) 3.3%  SAPIEN 3 (U.S. Trial) SAPIEN 3 (China Trial)  TaurusOne 1.7%	Product 30-days mojor (disabling) stroke¹  VitaFlow® 0.9% 0.0%  VitaFlow 5.0% 0.0%*  VenusA-Valve 5.0% 1.0%  VenusA-Plus 4.8% 1.6%  J-Valve 4.7% 0.0%  CoreValve (U.S Pivotal) 3.3% 3.9%  SAPIEN 3 (U.S. Trial) 5.0% 2.0%*  SAPIEN 3 (China Trial) 7.0% 7.0%	Product         mortality rate¹         (disabling) stroke¹         mortality rate¹           VitaFlow®         0.9%         0.0%         2.7%           VitaFlow Liberty™         5.0%         0.0%*         N/A           VenusA-Valve         5.0%         1.0%         6.0%           VenusA-Plus         4.8%         1.6%         N/A           J-Valve         4.7%         0.0%         5.6%           CoreValve (U.S Pivotal)         3.3%         3.9%         14.2%           SAPIEN 3 (U.S. Trial)         2.2%         0.9%*         14.4%           SAPIEN 3 (China Trial)         0.0%         2.0%*         N/A           TaurusOne         1.7%         N/A         6.7%	Product         30-days mortality rate1         major (disabling) stroke1         1-year mortality rate1         major (disabling) stroke1           VitaFlow LibertyTM LibertyTM VenusA-Valve         5.0%         0.0%*         N/A         N/A           VenusA-Valve VenusA-Plus         4.8%         1.0%         6.0%         1.0%           J-Valve         4.7%         0.0%         5.6%         2.0%           CoreValve (U.S Pivotal)         3.3%         3.9%         14.2%         5.8%           SAPIEN 3 (U.S. Trial)         2.2%         0.9%*         14.4%         2.4%*           SAPIEN 3 (China Trial)         0.0%         2.0%*         N/A         N/A           TaurusOne         1.7%         N/A         6.7%         N/A	Product         30-days mortality rate¹         major (disabling) stroke¹         1-year mortality rate¹         major (disabling) stroke¹         moderate to severe PVL rate¹           VitaFlow® UitaFlow Liberty™         0.9%         0.0%         2.7%         0.0%         0.0%           VenusA-Valve VenusA-Valve         5.0%         1.0%         6.0%         1.0%         4.2%           VenusA-Plus         4.8%         1.6%         N/A         N/A         N/A           J-Valve         4.7%         0.0%         5.6%         2.0%         1.1%           CoreValve (U.S Pivotal)         3.3%         3.9%         14.2%         5.8%         6.1%           SAPIEN 3 (U.S. Trial)         2.2%         0.9%*         14.4%         2.4%*         2.7%           SAPIEN 3 (China Trial)         0.0%         2.0%*         N/A         N/A         N/A         N/A           TaurusOne         1.7%         N/A         6.7%         N/A         1.0%	Note	Note	Product   Moderate to severe PVL severe PV	Note	Note   Note	Product   30-days mortality rate   1-year major wortality rate   1-year mortality stroke   1-year mortality rate   1-year mortality vascular wortality rate   1-year mortality vascular wortality rate   1-year mortality vascular wortality (disabling) stroke   1-year mortality vascular wortality rate   1-year mortality vascular wortality vascular wortality rate   1-year mortality vascular wortality vascular wortality valve valve   1-year mortality vascular wortality valve   1-year mortality valve valve   1-year mortality valve   1-year mortality valve   1-year mortality valve   1-year mortality valve valve   1-year mortality valve   1-year valve   1-year mortality valve   1-year mortality valve   1-year mortality valve   1-year mortality valve   1-year valv	Note   Note	Note   Note

Note: ¹The data is from pivotal clinical trial of corresponding products and not head-to-head clinical results. VitaFlow® (N=101), VenusA-Valve (N=101), VenusA-Plus (N=62), J-Valve (N=107), TaurusOne (N=120), TaurusElite (N=81), CoreValve (N, TAVI =391), SAPIEN 3 China trial (N=50), U.S. trial (N=583)



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

### **Consolidated Income Statement**

Unit: RMB'000	2022	2021	Var.
Revenue	251,026	200,813	25%
Cost of sales	(88,896)	(82,112)	8%
Gross profit	162,130	118,701	37%
Other net income	50,329	23,857	111%
Research and development costs	(223,784)	(151,132)	48%
Distribution costs	(160,775)	(116,415)	38%
Administrative expenses	(71,992)	(35,354)	104%
Fair value changes in financial instruments	(35,605)	23,419	-252%
Impairment loss	(49,103)	-	100%
Other operating costs	(47,779)	(22,314)	114%
Loss from operations	(376,579)	(159,238)	136%
Finance costs	(5,411)	(19,901)	-73%
Share of losses of associates	(48,190)	(3,502)	1276%
Share of profits of a joint venture	(21,119)	(10)	211190%
Loss before taxation	(451,299)	(182,651)	147%
Income tax	(3,096)	(613)	405%
Loss for the year and attributable to equity shareholders of the Company	(454,395)	(183,264)	148%



# **Consolidated Balance Sheet**

Unit: RMB'000	31 Dec. 2022	31 Dec. 2021	Var.	
Non-current assets				
Property, plant and equipment	241,715	267,166	-10%	
Intangible assets	163,119	238,752	-32%	
Interest in a joint venture	14,520	33,219	-56%	
Interests in associates	271,161	176,738	53%	
Other financial assets	12,490	21,052	-41%	
Other non-current assets	26,488	25,266	5%	
Total Non-current assets	729,493	762,193	-4%	
Current assets				
Inventories	114,115	82,732	38%	
Trade and other receivables	82,071	113,480	-28%	
Pledged and time deposits	209,263	192,027	9%	
Cash and cash equivalents	1,866,319	2,211,560	-16%	
Total current assets	2,271,768	2,599,799	-13%	
Current liabilities				
Trade and other payables	115,609	126,778	-9%	
Contract liabilities	6,087	2,957	106%	
Lease liabilities	31,041	34,699	-11%	
Derivative financial liabilities	22,719	-	100%	
Income tax payable	1,773		100%	
Total current liabilities	177,229	164,434	8%	
Net current assets	2,094,539	2,435,365	-14%	



# **Consolidated Balance Sheet**

Unit: RMB'000	31 Dec. 2022	31 Dec. 2021	Var.
Non-current liabilities			
Lease liabilities	64,427	90,936	-29%
Deferred income	5,890	2,250	162%
Derivative financial liabilities		7,898	-100%
Total non-current liabilities	70,317	101,084	-30%
CAPITAL AND RESERVES			
Share capital	83	83	0%
Reserves	2,753,632	3,096,391	-11%
TOTAL EQUITY/(DEFICIT)	2,753,715	3,096,474	-11%



