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ª , f

## SHENZHEN HEPALINK PHARMACEUTICAL GROUP CO., LTD.

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• 7 - d 2020 Ë 7 Ü 31 Ú

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è + % P ‡ ù { e Ó ² ï < [ ¿ î t > < [ f



3.23 0.67  
8.30

2

1

CDMO

1.90 1.97

3

2019 1.13

**2019**

	2019	2018		
	46.10	45.47	0.63	1.39%
	37.61	29.14	8.47	29.07%
	7.93	6.66	1.27	19.07%
	2.27	1.53	0.74	48.37%

1

2019 46.10

99.7% 2018 0.63

8.47

2

2019

2019

2019

2019

2

2019

	10.23	11.06	10.10	14.86
	5.07	0.39	1.25	3.88
	0.11	0.55	1.56	2.24

2019

CDMO

2019 3

5.74 5.07  
 0.11  
 1 CDMO CDMO  
 2  
 20.76%  
 1.55% 3  
 2019  
 4 2019 12 31  
 2.41 5 RVX RVX 2019  
 RVX  
 10  
 2 6.13 2020  
 4 20  
 2020  
 50%  
 OncoQuest  
 2020

OncoQuest

OncoQuest

CA-125\MUC1\PSA    Her2/neu    IgG    IgE  
IgG

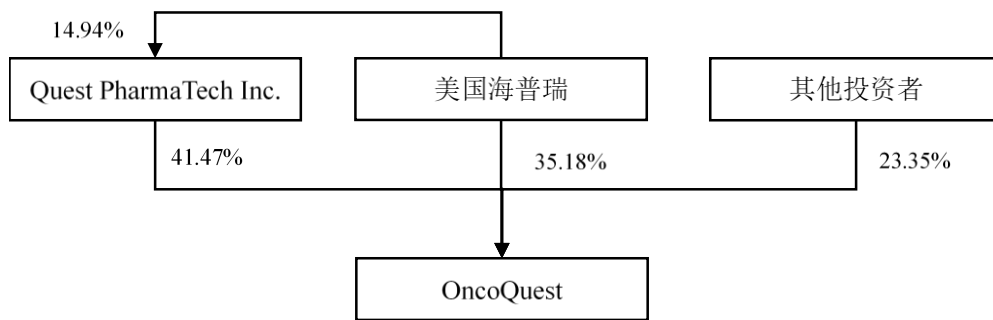
Oregovomab    IgE    AR20.5

2015    10    10

Hepalink USA Inc.(

1,300    OncoQuest    A    2019    12    31

OncoQuest



Quest PharmaTech Inc.    Quest    QPT    OncoQuest

Quest

OncoQuest

5

2

OncoQuest

OncoQuest

Dual

Dual

OncoQuest

12,500

2020-024

Gaul Accounting Corporation

3

Dual

OncoQuest

OncoQuest

2020

OncoQuest

2020

2,539.57%

CDMO

3

2019

7,900

7,900

7,900

7,900

HighTide

Therapeutics, Inc.

7,900

7,900

7,900

7,900

2019 12 31

2

3 2018

2019 12

31

2019



4

42.12

91.09%

	2019	2018		
	26.40	29.38	-2.98	-10.14%
	10.21	7.99	2.22	27.78%
	5.51	6.15	-0.64	-10.41%
	42.12	43.52	-1.40	-3.22%

CDMO

2019

19.11

45.37%

1

2

3

1.

2.

CDMO

3.

4.

CDMO

5.

6.

CDMO

/

7.

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9.

10.

	5				
22.74		35.42%		4.94	
12.31		47.11%	8.05	CDMO	7.88
		30.59%	17.13		

CDMO

1

2019

30.08%

24.99%

2

2019 7

2019

20.12%

2019

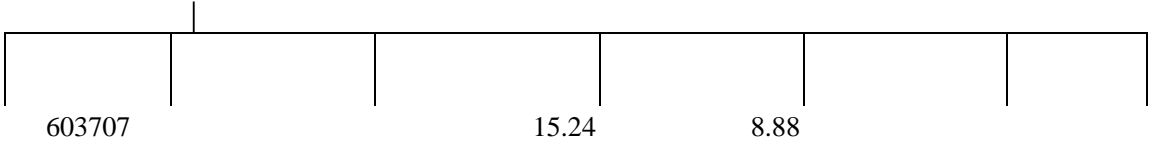
4.94%

3

2019

3.62%

4.01% 0.48%



2019 SPL

CDMO

02269	2019	41.64%	1.48%	CDMO
	2019	25.08%	5.19%	CDMO
		30.59%	CDMO/CMO	
	6		13.15	
2,172.07		12.94	19.36%	
		6.41	48.77%	

1

2

30 180

2019

12.31

25.35%

CDMO

2019

2019 1 1

2019

1.65%

	0.50%
1	0.70%
1 2	28.70%
2	76.00%

		2019			2019
603707		39,701.35	802.34	38,899.01	2.02%
300255		30,121.20	444.17	29,677.02	1.47%
002550		43,535.84	1,037.97	42,497.87	2.38%
002399		131,523.72	2,172.07	129,351.65	1.65%

2019	131,523.72	258.13	0.20%
2018	110,988.41	292.57	0.26%

2019

13.15

12.47

94.83%

2020 5 31 2019

76.86%

2019

1.65%

2019

2019

1.

2.

3.

4.

5.

2019

7

4.43

112.05%

2017

OEM

OEM

8 25.03 1.29  
 23.74 43.13% 2019 1.49  
 2.42  
 1

2019 26.61%  
 25.35%  
 2019

300255		0.45	29.98%
002675		1.63	47.03%
603707		0.46	67.76%



	<b>2019</b>	<b>2018</b>	<b>2017</b>
	71,423.58	53,880.35	40,275.02
	46,580.82	29,887.59	29,590.61
	115,651.87	78,474.00	58,888.16
	-	382.78	4,941.57
	122.16	869.31	1,556.07
	1,813.91	1,161.88	107.75
	1,843.35	1,236.27	851.15
	<b>237,435.69</b>	<b>165,892.17</b>	<b>136,210.33</b>

1

	<b>2019</b>	<b>2018</b>	<b>2017</b>
	14.12	43.04	387.26
	525.28	550.64	713.33
	12,356.69	9,406.75	7,548.70
	<b>12,896.10</b>	<b>10,000.43</b>	<b>8,649.28</b>

2017-2019

		<b>2019</b>	<b>2018</b>	<b>2017</b>
300255		0.00%	0.00%	0.00%
002675		0.00%	0.00%	0.00%
603707		0.33%	0.27%	0.49%

002550		0.09%	0.09%	1.03%
002399		5.15%	5.69%	5.97%

2019

1.

2.

3.

4.

5.

6.

2019

9

13.50



2019

6.49

6.03

1.

2.

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4.

5.

6.

2019

10

2019

23.54

SPL

1

SPL

**SPL**

	SPL					
	2017	2018	2019	2017	2018	2019

	170.16	216.42	237.82	260.96	273.45	273.03
	84.66	108.05	114.16	79.8	56.18	48.79
	85.5	108.37	123.66	181.16	217.27	224.24
	124.54	199.28	190.77	45.87	74.01	90.24
	15.32	64.52	49.46	-8.19	1.33	8.48
	21.54	51.66	38.45	0.1	0.16	6.97

**SPL**

SPL		CDMO	CDMO
			2018

2

1

Hepalink USA Inc.

2014 4 9 2015 10 5

SPL

100% 2019 12 31

SPL

14.79

8.75

23.54

2019 12 31 SPL

KPMG LLC SPL

SPL

8 -

1 SPL

SPL

SPL

1.1 SPL

SPL

SPL

3%

EBITDA



g ” O c

	2020	2019	51.36%	2020	SPL	EBITDA
	2019					
	2020					
	1.1.2			SPL		
				SPL	Curemark	
					SPL	Abbvie
ANI						2020
				2.4%		2019
	6.7%	2020	SPL	EBITDA	2019	
Curemark				FDA	Curemark	
		2018	2019		SPL	
				Curemark		2020
	SPL					
Abbvie			Abbvie			
	SPL					
	1.1.3					
				SPL		
				SPL	2%-6%	
	SPL					
	1.1.4		2020			
	500.0%	2021				
	1.2					
					SPL	
	4.7		3.76		2019	12 31
		SPL				
	SPL					

2 CDMO

CDMO

CDMO

2.1

CDMO

3%

EBITDA

	2019	2020	2021	2022	2023	2024
	90.24	116.35	134.18	143.12	152.07	161.01
	21.57%	28.93%	15.32%	6.67%	6.25%	5.88%
EBITDA	21.2	28.72	37.92	41.05	44.76	47.49
EBITDA	23.49%	24.68%	28.26%	28.68%	29.44%	29.49%

3%

2.1.1

1,000

2018

2,000

2019



2018

2.1.3

2019

2.1.4

2017

2019

2.68

2.2

2019

2020

EBITDA

EBITDA

			EBITDA	EBITDA
	2019	2020	2019	2020
Charles River Laboratories International, Inc	3.6x	3.3x	15.8x	13.9x
Syneos Health, Inc.	2.0x	1.9x	14.2x	13.2x
PRA Health Sciences, Inc.	2.8x	2.6x	16.2x	14.6x
IQVIA Holdings Inc.	3.8x	3.6x	17.5x	16.1x
Lonza Group Ltd	5.0x	4.7x	18.4x	16.8x
Catalent, Inc.	4.3x	3.9x	17.9x	15.6x
	2.5x	2.3x	12.0x	11.0x

EBITDA

2.93

2.3

		1:1		
		2.86	CDMO	
2.44		2019	12	31
	CDMO		CDMO	CDMO

1.

2.

3.

4.

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EBITDA	EBITDA
EBITDA	

6.

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2019

11

2018

12

100%



2019

2.52

2019

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1.

2. 2018 2019

2019

2019

2020

3. 2019

2019

12

2.01

129.34%

**2019.12.31**

**2018.12.31**

