

# Acotec Scientific Holdings Limited

## 2023 Interim Performance Review



For Preference Only

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**2023H1  
Financial Review**



**Business Highlights**



**Product  
Commercialization**



**R&D and Product  
Registration**

**01**

# 2023H1 Financial Review

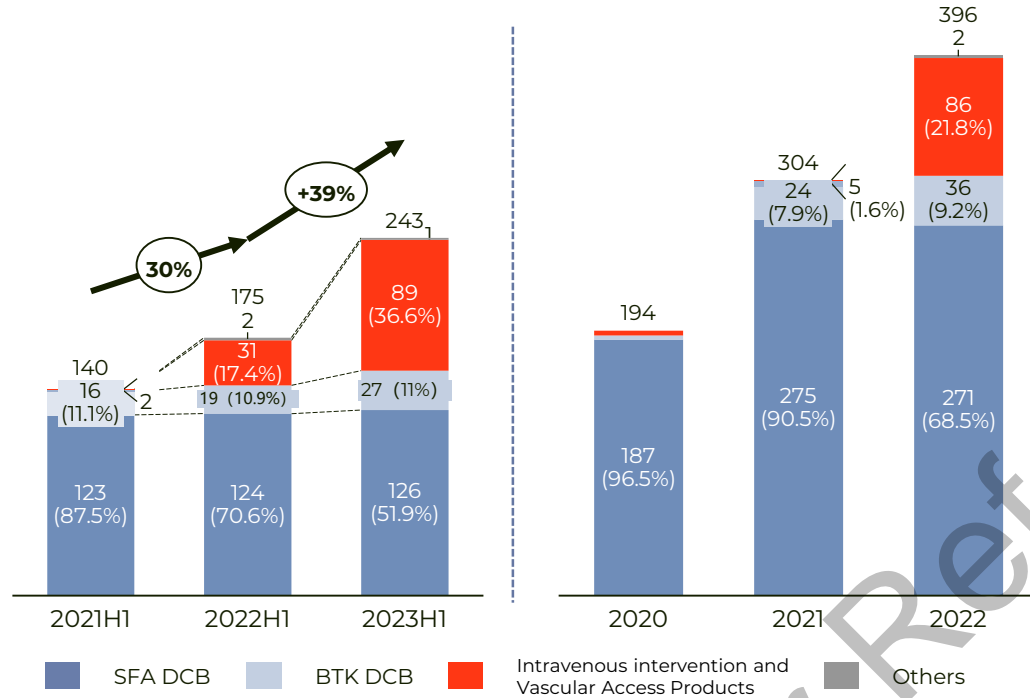
For Reference Only

# 2023H1 Financial Performance – Income



The business sustained rapid growth while also achieved a more diverse composition of income

(In millions RMB)

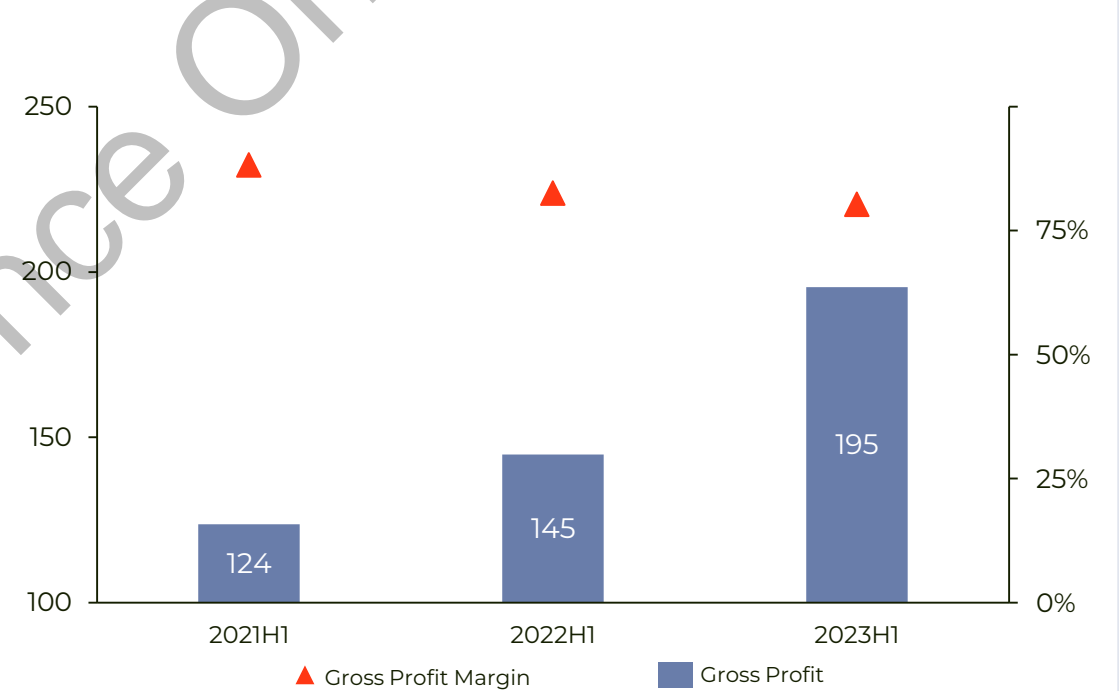


- Acotec achieved a **revenue of Rmb243mn** in 2023H1 exhibiting a robust growth momentum with a period-on-period increase of 39%.
- Peripheral DCB** contributed revenues of **RMB 153 million**, accounting for **62.9%** of the total revenue.
- The revenue generated from **Intravenous intervention and Vascular Access Products** reached **Rmb88.93mn**, surpassing the total revenue of this category in the full year of 2022. It accounted for **36.5%** of the total revenue, further increasing from the 21.8% share at the end of 2022, and has become **an important driving force for the company's business growth**.



We maintained a high GP level as multiple products enter the commercialization phase

(In millions RMB)

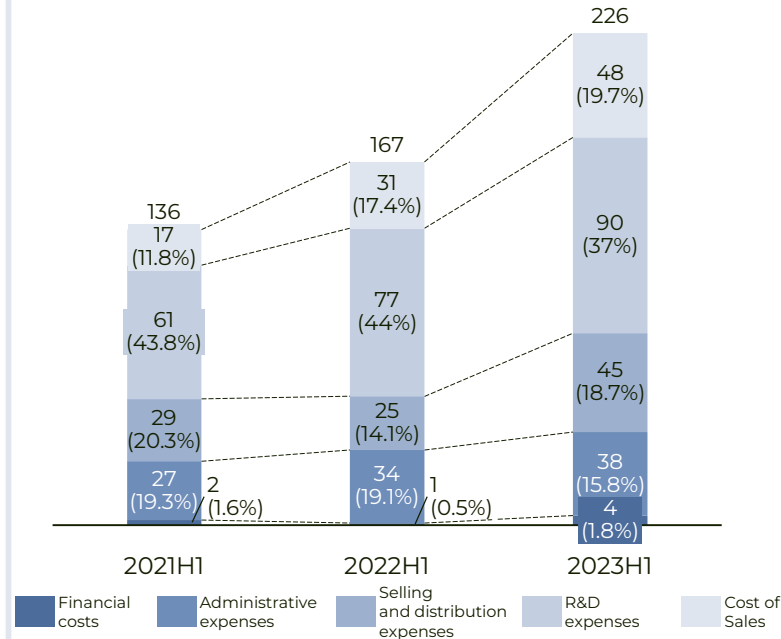


- Acotec achieved a **gross profit of Rmb195mn** with a **gross profit margin of 80.3%**. Although the GPM remains relatively high, it has slightly declined compared to the same period last year. This can be attributed to the fact that several newly-approved products entered the commercialization stage, and production is in the ramp-up phase. However, it is expected that the GPM will improve as these products enter the mature stage.
- By strategically **positioning our production capabilities in the upstream of the industrial chain**, we are able to achieve a high degree of self-sufficiency in producing raw materials. This allows us to maintain a competitive cost advantage, which enhances our overall profitability.



We always prioritize R&D while simultaneously improving the company's operations

(In millions RMB)

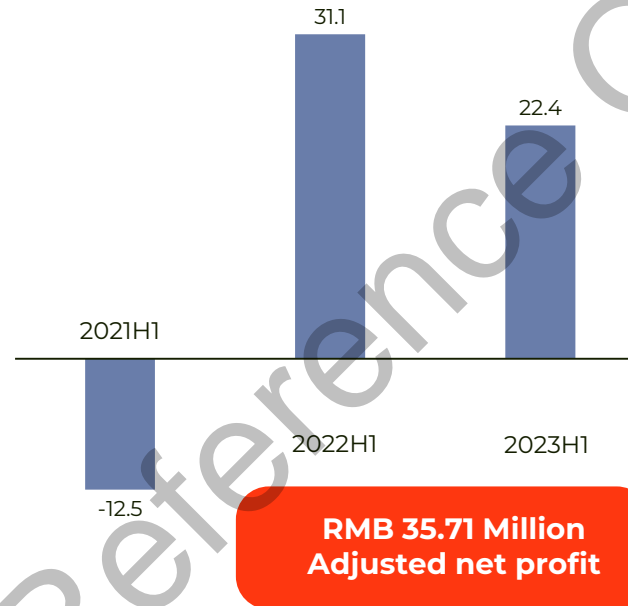


- We have consistently maintained a significant investment in R&D, with R&D expenses amounting to approximately **Rmb90mn**.
- The **administrative expenses** amounted to Rmb38mn, and the administrative expense ratio decreased from 19.1% in the same period last year to **15.8%**.
- The company's **management and operational efficiency** achieved further **improvement**.



Continuous improvement in profitability

(In millions RMB)

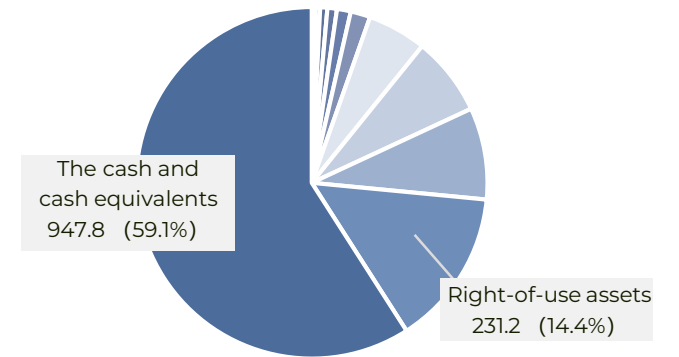


- We have attained a **net profit of Rmb22.37mn**. This achievement is a testament to our good financial performance and the effectiveness of our business strategies.
- The **adjusted net profit** for 2023H1 was approximately **RMB 35.71mn** representing a period-on-period increase of 84%.
- We continued to maintain steady growth and has demonstrated **good and sustainable profitability**.



Assets Structure

(In millions RMB)



- At the end of the reporting period, our company possessed Rmb948mn in cash and cash equivalents, which accounts for approximately 59.1% of our total assets. In the future, we will continue to invest in R&D, expand production capacity, and seek valuable investment opportunities.
- The right-of-use assets increased by approximately Rmb186mn compared to the previous period, mainly due to the leasing of new factory in Beijing.



**02**

# Business Highlights

For Reference Only

We have signed two framework agreements with BSC, and the agreements have entered the implementation phase.

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### Conditional Partial Offer

<b>Dec 2022</b>	Released the joint announcement for the conditional partial offer.	<b>Feb 2023</b>	Partial tender offer completed.
<b>%</b>	<b>The amount of issued share for holding</b>	<b>65%</b>	
<b>\$</b>	<b>Offer Price</b>	<b>20 HKD/share</b>	
<b>Hand</b>	<b>Partial Offer Value</b>	<b>4.07 Billion HKD</b>	



### Strategic Collaboration

**Jun 2023** | Acotec and BSG Signed MOU

**Jul 2023** | Acotec and BSG Signed framework agreements

**Aug 2023** | Framework agreements were approved by EGM



- ✓ Gain additional access to the global market
- ✓ Facilitate the R&D
- ✓ Broaden revenue sources
- ✓ Achieve synergies with the BSC Group





## Sale of the Acotec Products to the BSC Group

## Sale of the BSC Products to Acotec



### Greater China Region

- Acotec may sell any of its products to the BSC Group for the BSC Group to resell the same in the Greater China Region

the BSC Group have the exclusive distribution rights in respect of the Acotec Selected Products in the other regions.

- The initial list of Selected Products are:  
**Vascular Surgery**

- |                                 |  |                                    |
|---------------------------------|--|------------------------------------|
| (1) SFA DCB                     | (4) PTA Balloon AcoArt Iris & Jasmin   | (7) Aspiration System              |
| (2) BTK DCB                     | (5) PTA Balloon AcoArt Lily & Rosmarin | (8) Radiofrequency Ablation System |
| (3) Peripheral Support Catheter | (6) PTA Balloon P-Conic®               |                                    |

### Nephrology

### Neurology

### Cardiology

- |             |
|-------------|
| (9) AVF DCB |
|-------------|

- |  |
|--|
| (10) Intracranial PTA Balloon Neo-Skater |
|--|

- |                       |
|-----------------------|
| (11) PTCA Balloon YAN |
|-----------------------|

### Pricing Policy

- One single price globally ;
- With reference to the industry report provided by the consulting advisor, the pricing is determined after arm's length negotiation between the Parties, following a market-oriented pricing mechanism.



Annual Caps

**\$20**  
Million

2023

**\$50**  
Million

2024

**\$110**  
Million

2025



### Greater China Region

- The BSC Group may sell any of the BSC Products to Acotec to resell the same in the Greater China Region

### Pricing Policy

- With reference to the industry report provided by the consulting advisor, the pricing is determined after arm's length negotiation between the Parties, following a market-oriented pricing mechanism.



Annual Caps

**\$2**  
Million

2023

**\$2**  
Million

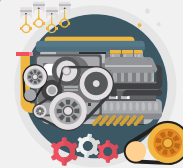
2024

**\$2**  
Million

2025



## Manufacturing Service



### Manufacturing Service

- By the end of June 2023, Acotec has already established approximately 17,000 square meters of manufacturing facilities in Beijing and Shenzhen. Currently, we are also renovating new manufacturing facilities of approximately 24,000 square meters in Beijing and 5,000 square meters in Shenzhen to further expand our production capacity.

### Pricing Policy

- With reference to the industry report provided by the consulting advisor, the pricing is determined after arm's length negotiation between the Parties, following a market-oriented pricing mechanism.



### Annual Caps

**\$5**  
Million  

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2023

**\$8**  
Million  

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2024

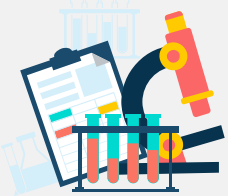
**\$10**  
Million  

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2025



## R&D Supporting and CSO Services



### R&D Supporting Services

- R&D service in development, iteration and sustainment of the Products and Services
- Laboratory and testing support;
- Pre-clinical and clinical support and services;
- Prototyping and device supply;
- .....

#### IP Rights

- IP rights may arise from the R&D Supporting Services and such rights will provide continuous benefits and revenue for both companies.



### CSO Service

- CSO Services mainly include services for promotion of the sales of products of the third parties or such other customary services provided by a CSO to its principal in the same or similar type of business arrangements.

### Pricing Policy

- With reference to the industry report provided by the consulting advisor, the pricing is determined after arm's length negotiation between the Parties, following a market-oriented pricing mechanism.

		2023	2024	2025
	A > B	\$60 Million	\$110 Million	\$145 Million
	B > A	\$50 Million	\$90 Million	\$120 Million

## The provisions in the Listing Rules

- Under the relevant provisions of the Listing Rules, the terms of the agreements for the continuing connected transactions need to reflect **normal commercial terms or better**.

- (26) "**normal commercial terms or better**" are terms which a party could obtain if the transaction were on an arm's length basis or terms no less favourable to the listed issuer's group than terms available to or from independent third parties;
- (27) an "**option**" and terms related to it (including "**exercise price**", "**premium**" and "**expiration**") have the meaning in rule 14.72;
- (28) "**ordinary and usual course of business**" of an entity means the entity's existing principal activities or an activity wholly necessary for its principal activities;
- (29) a "**passive investor**" has the meaning in rule 14A.100;
- (30) "**percentage ratios**" has the meaning in rule 14.04(9);

### Terms of an agreement

- 4A.51 A written agreement for a continuing connected transaction must contain the basis for calculating the payments to be made. Examples include sharing of costs incurred by the parties, unit prices for goods or services provided, annual rental for leasing a property, or management fees based on a percentage of the total construction cost.
- 4A.52 The period for the agreement must be fixed and reflect normal commercial terms or better. It must not exceed three years except in special circumstances where the nature of the transaction requires a longer period. In this case, the listed issuer must appoint an independent financial adviser to explain why the agreement requires a longer period and to confirm that it is normal business practice for agreements of this type to be of such duration.

- When **determining the purchase price** of the BSC products and Acotec products and **the service fee** in relation to the OEM services, R&D supporting services and CSO services, **the companies will refer to the Industry Report**, which contain the customary profit sharing mechanisms similar or comparable to the BSC products and the Acotec products and customary fee arrangements of similar or comparable services between the service provider and the service recipient.



Issued by industry expert like Frost & Sullivan or other reputable consulting team



Update industry report upon renewal of the Agreements or shorter period as the companies deem necessary with respect to certain product and service



The BD or commercial team will monitor the market conditions and conduct market search, and report to the management if the team note that the profit sharing mechanisms or the customary fee arrangements contained in certain industry report deviates 10% or more from the latest market practice. The management will consider to update the Industry Report.

Collaboration  
Industry Report

Service  
Industry Report

**03**

# Product Commercialization

For Reference Only

We maintained market competitiveness through our reliable products and first-mover advantage.

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SFA DCB  
AcoArt Orchid® & Dhalia®/  
Orchid Plus

1501

Hospital Admitted



First Approved Peripheral DCB in China



Majority of top-tier hospitals coverage



Outstanding clinical efficacy



Promote the use in lower-tier hospitals and maintain a leading advantage



BTK DCB  
AcoArt Tulip® & Litos®

750

Hospital Admitted



Exclusive product in China



Penetration from top-tier to lower-tier hospitals



Enhancing doctors' skills through mentoring



Promoting the concept of treatment for BTK diseases





# Venous products have become an important driving force for Acotec's business

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## Peripheral Aspiration System AcoStream®

# 1100

Hospital Admitted

The two generations of products consolidate our advantages and serve as significant growth drivers for the company.



## Peripheral Radiofrequency Ablation System AcoArt Cedar®

# 200

Hospital Admitted

By offering training courses, we aim to enhance doctors' skills and knowledge in treating VVs.

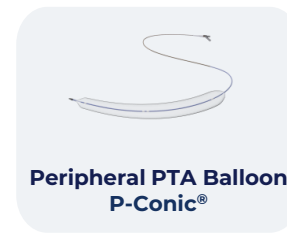


## Peripheral Support Catheter Vericor®

# 29

Provinces and autonomous regions

Listed as candidate for online procurement



## Peripheral PTA Balloon P-Conic®

# 18

Provinces and autonomous regions

Listed as candidate for online procurement

04

# R&D and Product Registration

For Reference Only

# In 2023H1, multiple products have been approved for market launch domestically and internationally

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4

NMPA Approved Products

2

Upgrade Products

2

Overseas Approved Products

2023

Jan.-Jun.

Nephrology

Upgrade

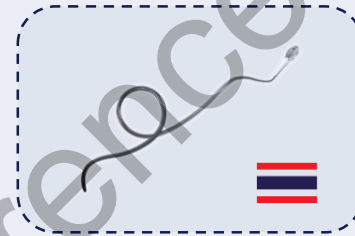


**AcoArt Avens®**  
Paclitaxel Coated High-pressure Balloon

Vascular Surgery

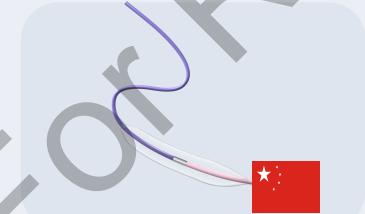


**2 Gen AcoStream®**  
Peripheral Aspiration System

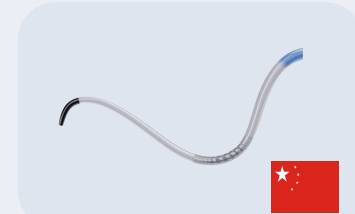


**Vericor® (TFDA Approval)**  
Peripheral Support Catheter

Cardiology



**RT-Zero®**  
Coronary CTO Recanalization Balloon



**Vericor-14®**  
Coronary CTO Antegrade Micro-Catheter

Intellectual  
Property



50

Patent



141

Trademark

# The 2<sup>ND</sup> Gen AcoStream<sup>®</sup> improved product performance and received approval **TRUSTED INNOVATION FOR LIFE** in April

## Multi-angle tips



## Double skeleton with thinner catheter skin and larger inner lumen

- stable lumen without collapse to remove more thrombus

## Comprehensive Specification

Size  
4-12F

Working length  
50-145cm

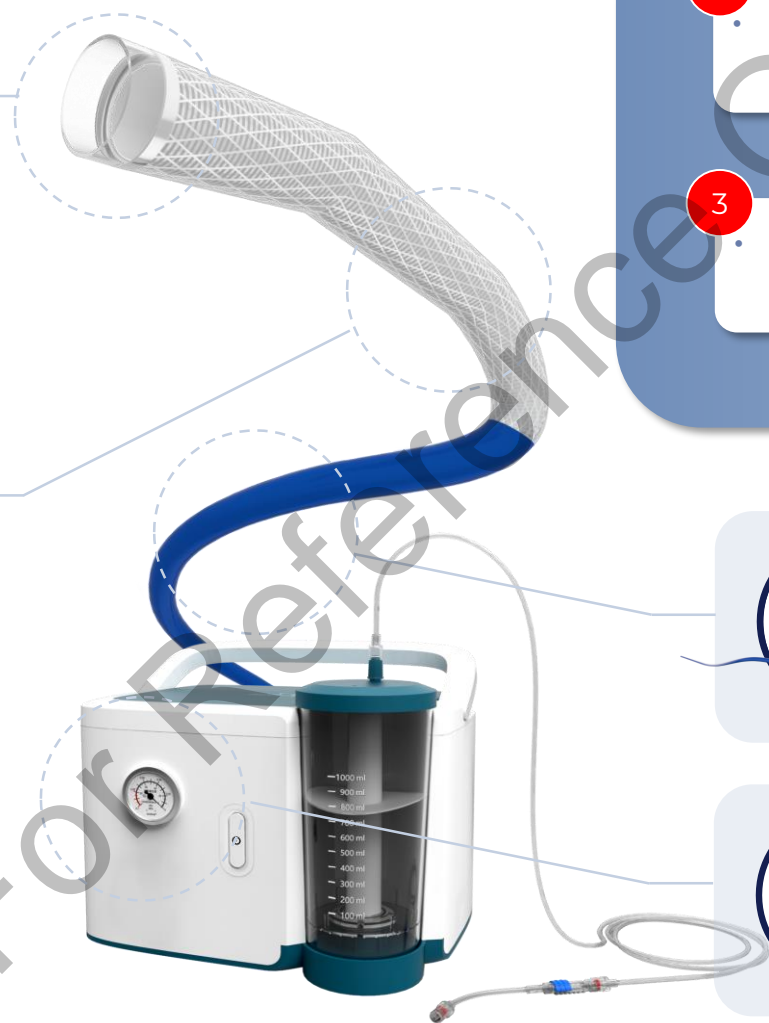
## Applicable to remove different kinds of thrombus

✓ Deep Venous Thrombosis

✓ In-stent Thrombosis

✓ Pulmonary Embolism

✓ Visceral Thrombosis



1

• Forward-looking product launch strategy

2

R&D capabilities drive product iteration and performance improvement

3

• Quick response to clinical needs

4

• Product upgrade in progress...



## Seven-stage hardness gradient

- Soft front end with no damage to vessels
- Hard end with good pushability



## Stable negative pressure, more efficient thrombus aspiration

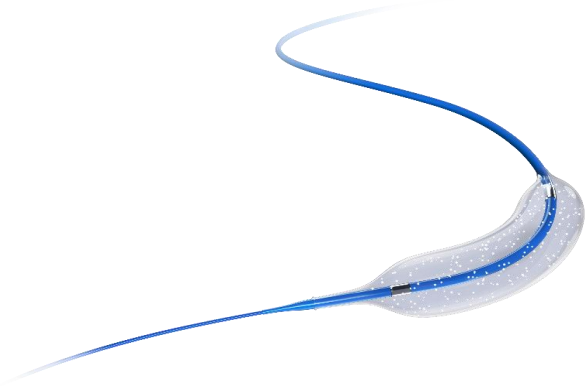
- Integrating the pressure gauge and pressure regulating device make it more convenient to use

# Paclitaxel Coated High-pressure Balloon approved and launched in 2023H1

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NEW

## Paclitaxel Coated High-pressure Balloon ACOART AVENS®

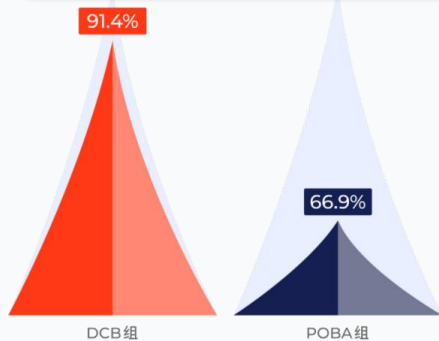


✓ Optimize coating design

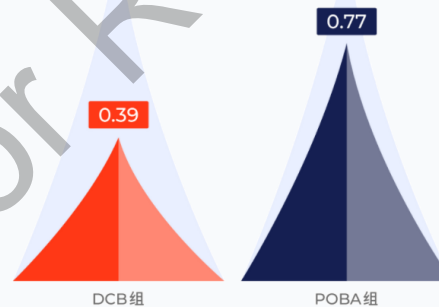
✓ Increase blasting pressure and reduce pressure release time

✓ Adopting new materials technology

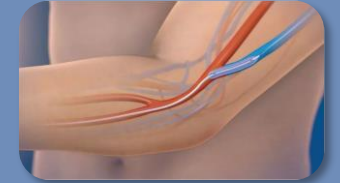
### 6-month TLR Patency Rate



### Average Number of Patients Accepting Interventions within 12 months



Acotec DCB prolongs the patency time and decreases the re-intervention rate for AVF



- DCB therapy represents one of the most advanced endovascular intervention therapies for AVF stenosis and is progressively replacing PTA balloon .
- DCB has shown lower restenosis rate and has significantly more angioplasty-free days than plain balloon angioplasty alone

The AVF intervention surgery volume in China is expected to continue increasing



\*Source: Literature research, expert interviews, Frost & Sullivan analysis, public channel figures measurement

## RT-Zero<sup>®</sup>

Coronary CTO  
Recanalization Balloon



- A minimum of 0.85mm balloon diameter and a minimum of 0.0160" crossing profile.
- Balanced the performance of pushability, supportability, and passability.
- Designed for coronary CTO recanalization.

## Vericor-14<sup>®</sup>

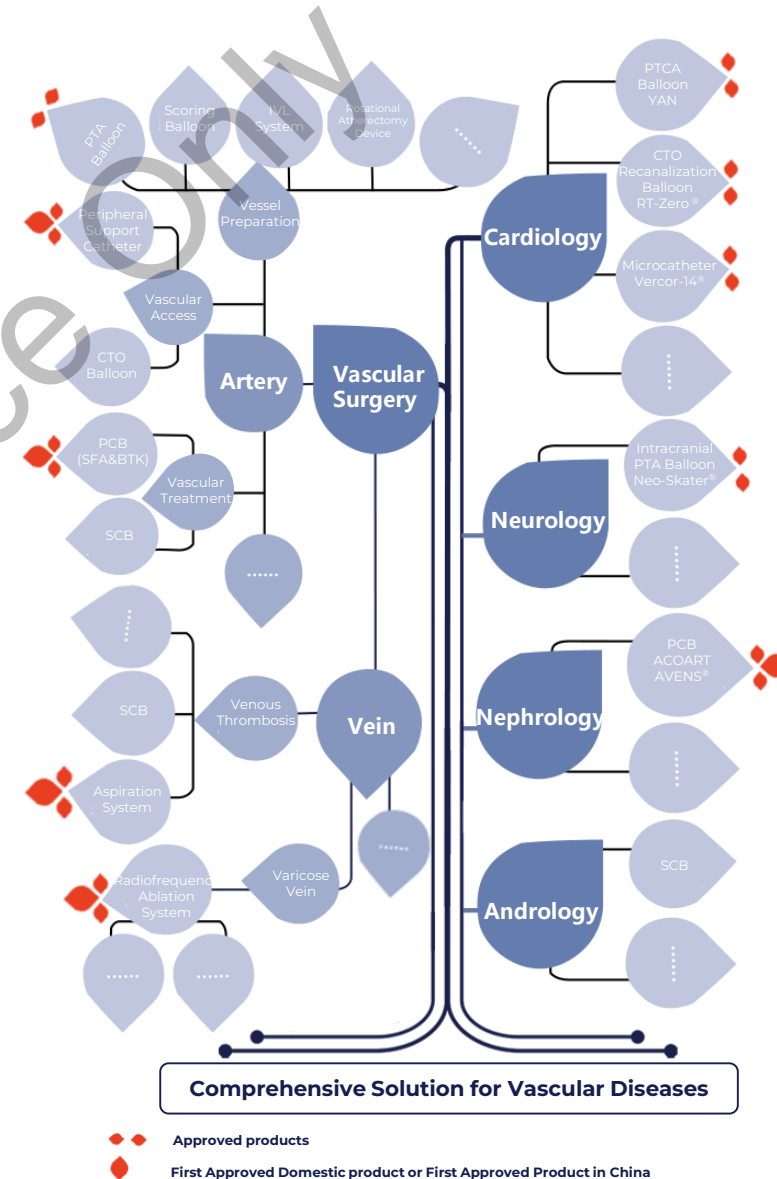
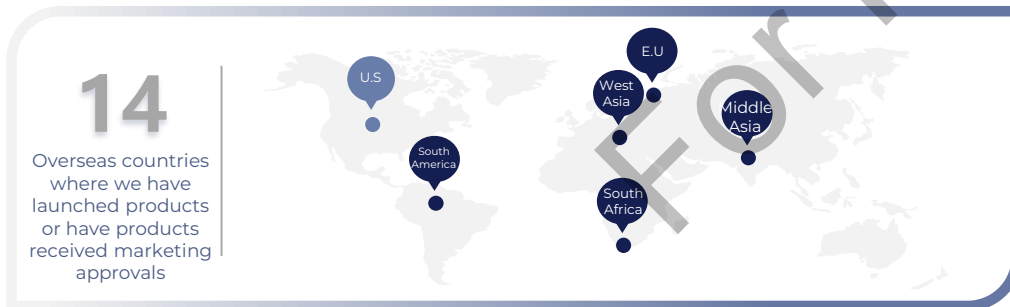
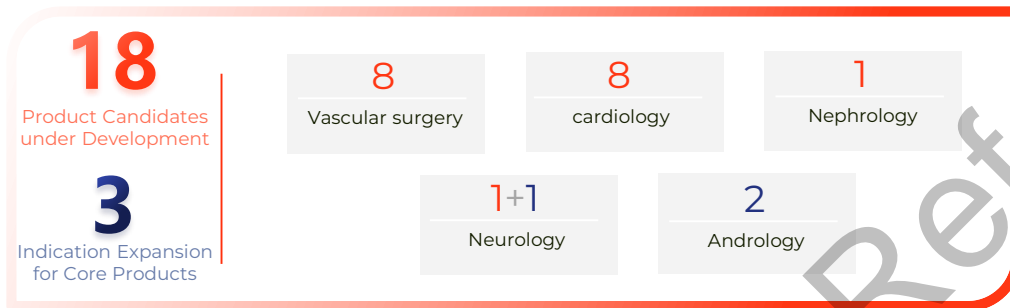
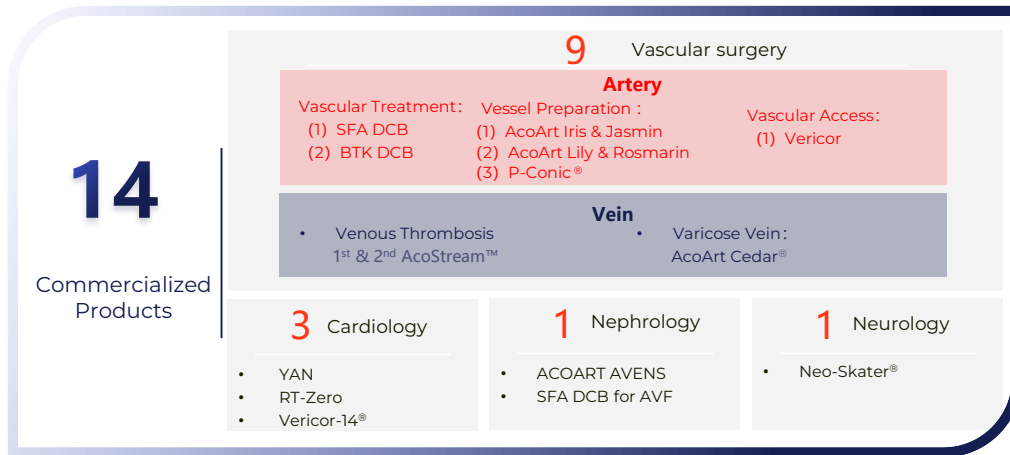
Coronary CTO Antegrade  
Micro-Catheter



- Multi-layer body design provides more than 120% of push force of the guidewire through complex lesions.
- The unique structure enhances torsion and increases the catheter's resistance to bending.
- New composite polyester tip dramatically reduces the risk of vascular injury during angiography



# Products and Pipeline-Overview



# Products and Pipeline-Full Product Portfolio

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Department	Products and Product Candidates	Indications / Applications	Key Technologies	Phase					Upcoming Milestone	
				Area	Pre-clinical Studies	Clinical Studies	Registration			
Vascular Surgery	AcoArt Orchid® & Dhalia®/Orchid Plus★(note)	Superficial femoral artery (SFA) and popliteal artery (PPA) disease	Drug coating technology	China	██████████	██████████	██████████	██████████	NMPA Approval★	/
				EU	██████████	██████████	██████████	██████████	CE★	/
	AcoArt Tulip® & Litos®★	Below-the-knee (BTK) artery disease	Drug coating technology	China	██████████	██████████	██████████	██████████	NMPA Approval★	/
				EU	██████████	██████████	██████████	██████████	CE★	/
				U.S.	██████████	██████████	██████████	██████████		FDA IDE approval(2023)
	AcoArt Iris™ & Jasmin™	PTA Balloon applied in PTA procedure	Polymer materials	China	██████████	██████████	██████████	██████████	NMPA Approval★	/
				EU	██████████	██████████	██████████	██████████	CE★	/
	AcoArt Lily™ & Rosmarin™	PTA Balloon applied in PTA procedure	Polymer materials	China	██████████	██████████	██████████	██████████	NMPA Approval★	/
				EU	██████████	██████████	██████████	██████████	CE★	/
	Peripheral Aspiration System ▲ AcoStream®	DVT, ALI	Aspiration platform	China	██████████	██████████	Exempted from clinical trial	██████████	NMPA Approval★	/
				Brazil	██████████	██████████	Exempted from clinical trial	██████████	ANVISA Approval★	/
	Radiofrequency Ablation System AcoArt Cedar®	Saphenous varicose veins	RF platform	China	██████████	██████████	██████████	██████████	NMPA Approval★	/
	Peripheral Support Catheter ▲ Vericor®	Peripheral CTO lesion	Polymer materials	China	██████████	██████████	Exempted from clinical trial	██████████	NMPA Approval★	/
				U.S.	██████████	██████████	Exempted from clinical trial	██████████	FDA Approval★	/
				Brazil	██████████	██████████	Exempted from clinical trial	██████████	ANVISA Approval★	/
	PTA Balloon P-Conic®	PTA	Polymer materials	China	██████████	██████████	Exempted from clinical trial	██████████	NMPA Approval★	/
	2nd Gen Peripheral Aspiration System ▲	DVT, ALI	Polymer materials	China	██████████	██████████	Exempted from clinical trial	██████████	NMPA Approval★	/
	Peripheral Spot Stent	SFA and PPA disease	Polymer materials	China	██████████	██████████	██████████	██████████		2025
	Lower Limb Sirolimus DCB	SFA and PPA disease	Drug coating technology	China	██████████	██████████	██████████	██████████		2025
	Peripheral Triple-Guidewire Balloon	SFA and PPA disease	Polymer materials	China	██████████	██████████	██████████	██████████		2024
Peripheral Scoring Balloon	SFA and PPA disease	Polymer materials	China	██████████	██████████	██████████	██████████		2024	
Peripheral Coil	Embolization	Polymer materials	China	██████████	██████████	██████████	██████████		2024	
Peripheral Rotational Atherectomy Device	Intravascular calcium	Polymer materials	China	██████████	██████████	██████████	██████████		2025	
Peripheral Thrombectomy Device	DVT, ALI and PE	Polymer materials	China	██████████	██████████	██████████	██████████		2025	
Peripheral IVL System	Intravascular calcium	Polymer materials	China	██████████	██████████	██████████	██████████		2026	

★Core product

☆ Indication expansion of core product

★Commercialization

▲ Exempted from clinical trial requirements in accordance with the Catalogue of Medical Device Exempted from Clinical Trials (免于进行临床试验医疗器械目录) promulgated by the NMPA as amended.

Note: We have been continuously improving the performance of AcoArt Orchid® & Dhalia™. As advised by NMPA and as part of our business strategy, we decided not to register Orchid Plus as a separate product. Alternatively, we applied to register Orchid Plus as an upgrade version of AcoArt Orchid® & Dhalia® with improved delivery balloon catheter system, and received the revised NMPA approval for AcoArt Orchid® & Dhalia® in November 2021.

# Products and Pipeline-Full Product Portfolio

TRUSTED INNOVATION  
FOR LIFE

Department	Products and Product Candidates	Indications / Applications	Key Technologies	Phase				Upcoming Milestone		
				Area	Pre-clinical Studies	Clinical Studies	Registration			
Cardiology	Semi-compliance PTCA Balloon YAN	PTCA	Polymer materials	China					NMPA Approval ★	/
	Coronary CTO Recanalization Balloon ▲ RT-Zero®	Coronary CTO	Polymer materials	China			Exempted from clinical trial		NMPA Approval ★	/
	Coronary CTO Antegrade Micro-Catheter ▲ Vercor-14®	Coronary CTO	Polymer materials	China			Exempted from clinical trial		NMPA Approval ★	/
	AcoArt Camellia® (DCB)	Coronary small vessel diseases	Drug coating technology	China						2024
	Coronary Sirolimus DCB	Bifurcation lesions	Drug coating technology	China						2024
	Guiding Extension Catheter ▲	Coronary CTO	Polymer materials	China			Exempted from clinical trial			2024
	Coronary Double-Lumen Selecting Catheter ▲	Bifurcation lesions	Polymer materials	China			Exempted from clinical trial			2024
	Coronary Retrograde Micro-Catheter ▲	Coronary CTO	Polymer materials	China			Exempted from clinical trial			2023
	Coronary Rotational Atherectomy Device	Intravascular calcium	Polymer materials	China						2025
	Coronary IVL System	Coronary lesion calcium	Polymer materials	China						2026
Coronary Scoring Balloon	PTCA	Polymer materials	China						2024	
Nephrology	AcoArt Orchid® & Dhalia®/Orchid Plus☆ (DCB)	Arteriovenous fistula stenosis	Drug coating technology	China					NMPA Approval ★	/
	Paclitaxel Coated High-pressure Balloon ▲ ACOART AVENS®	AVF PTA procedure	Polymer materials	China			Exempted from clinical trial		NMPA Approval ★	/
	AV Scoring Balloon	AVF PTA procedure	Polymer materials	China						2023
Neurology	Intracranial PTA Balloon ▲ Neo-Skater®	Intracranial PTA procedure	Polymer materials	China			Exempted from clinical trial		NMPA Approval ★	/
	AcoArt Orchid® & Dhalia®/Orchid Plus☆ (DCB)	Vertebral atherosclerotic stenosis	Drug coating technology	China						2024
	AcoArt Daisy®	Intracranial atherosclerotic stenosis	Drug coating technology	China						2024
Andrology	AcoArt Orchid® & Dhalia®/Orchid Plus☆ (DCB)	Vasculogenic erectile dysfunction	Drug coating technology	China						2025
	AcoArt Tulip® & Litos® ☆	Vasculogenic erectile dysfunction	Drug coating technology	China						2025

★ Core product

☆ Indication expansion of core product

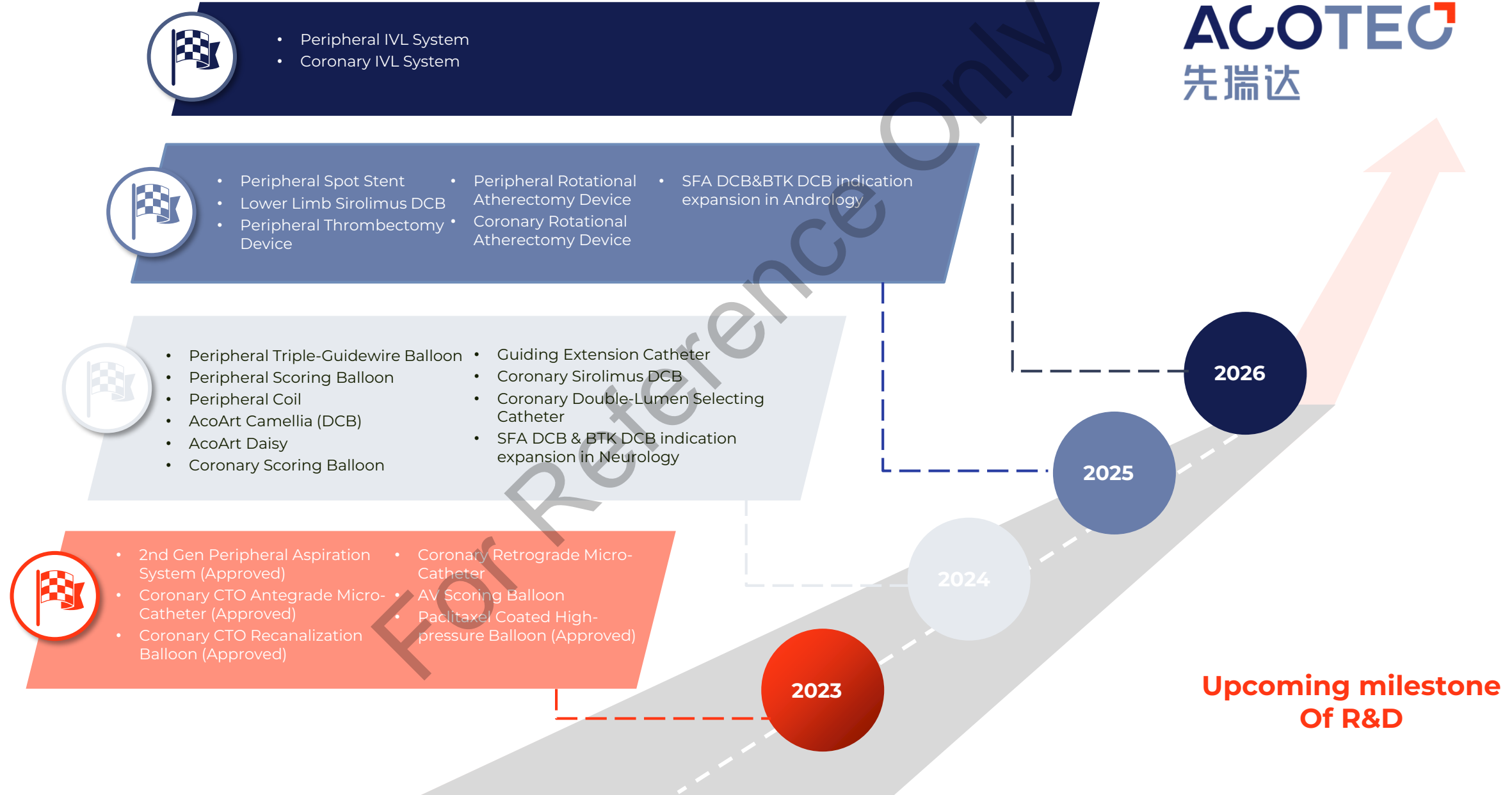
★ Commercialization

▲ Exempted from clinical trial requirements in accordance with the Catalogue of Medical Device Exempted from Clinical Trials (免於進行臨床試驗醫療器械目錄) promulgated by the NMPA, as amended.

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**We firmly adhere to the principles of innovation and R&D as the primary driving force behind our ongoing launch of high-quality products**

TRUSTED INNOVATION  
FOR LIFE



# We enhance our manufacturing capabilities in the upstream of the industry chain and create a competitive edge in R&D and production

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Beijing Facility

**13,000 sq.m.**

Area in operation

**24,000 sq.m.**

Area under construction and renovation



Shenzhen Facility

**4,000 sq.m.**

Area in operation

**5,000 sq.m.**

Area under construction and renovation

## Production Capacity

**323,500**

Production Capacity

**173,022**

Actual Production Volume

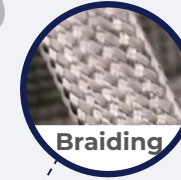
**53.5%**

Utilization Rate

\* One shift manufacturing Capacity



Micro-extrusions



Braiding



Coiling



Soldering



Laser cutting

Polymer material+Metal material

✓ Enhancing R&D Efficiency

✓ Self-sufficiency in producing raw materials

✓ Reduce R&D and production costs



Peripheral Support Catheter Vericor®



Aspiration Catheter AcoStream®



Intracranial PTA Balloon NEO-Skater®



Coronary CTO Recanalization Balloon RT-Zero®

**7**  
Approved Products Incubated by polymer technology

\*Representative products

**THANKS!**

谢谢!

For Reference Only