



2024H1 Business Performance Review





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ACOTEC 先端达







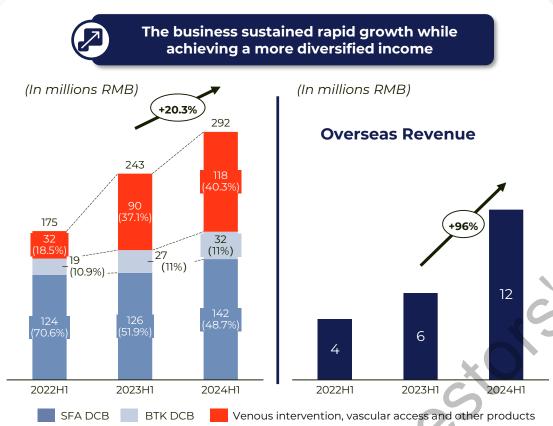
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01

2024H1 Financial Performance Review

2024H1 Financial Performance Review (1/3)



- Acotec achieved a revenue of RMB 292mn in 2024H1, showing robust growth with a 20% increase over 2023H1.
- SFA DCB revenue amounted to RMB 142mn, while BTK DCB revenue saw a period-onperiod growth of over 20% at RMB 32mn.
- Revenue from Venous Intervention, vascular access, and other products reached RMB 118mn, marking a period-on-period growth of over 30% and contributing 40% of total revenue, serving as a significant driver for the company's business expansion.
- Overseas product sales achieved revenue of approximately 12mn with a period-onperiod increase of 96%, and the proportion of overseas income further expanded to 4.1%.

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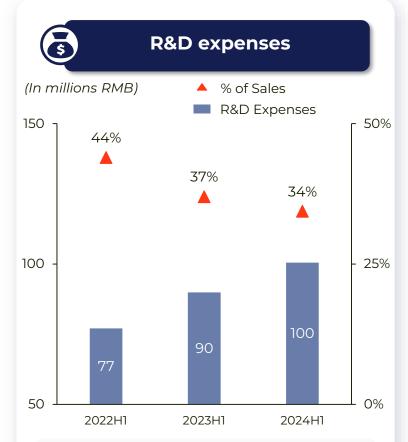
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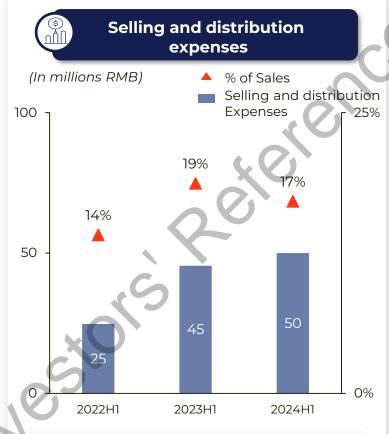
Acotec attained a gross profit of RMB 217mn in 2024H1, with a gross profit margin of approximately 74.3%. The slight decrease in gross profit margin were mainly due to: 1)
 The revenue contribution from venous products is rapidly increasing, and its proportion in total revenue is climbing, although the margin of these products is lower than that of DCBs; 2) The overseas sales of DCB products are growing rapidly, but the gross margin from these sales is lower than that from domestic sales; 3) The sales price dropped due to VBP in certain areas.

2024H1 Financial Performance Review (2/3)

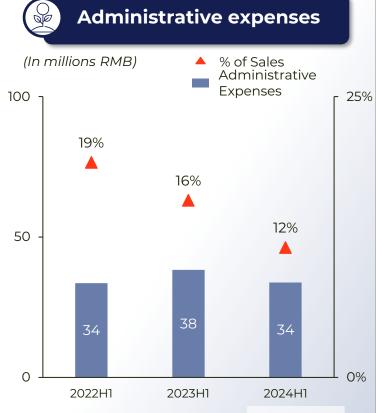




- In 2024H1, the R&D expenses were about 100mn, up 11.8% period-on-period. This increase is due to both the addition of new projects and the expansion of the R&D team, as well as higher costs as key projects progress.
- The R&D expense ratio has been optimized to 34%, reflecting the company's revenue growth, effective cost management, and better economies of scale.



- In 2024H1, sales expenses were approximately 50mn, a 10% increase period-on-period, mainly due to increased market and academic activities aimed at enhancing physician and patient education and strengthen brand influence, thereby maintaining a competitive edge.
- The sales expense ratio decreased to 17%.



 In 2024HI, the company's operational improvements resulted in an 11.8% decrease in administrative expenses, with the expense ratio falling to 11.6%. This reduction was primarily due to the elimination of consulting fees and the transfer of depreciation and amortization costs from administrative to production and R&D expenses following the completion of factory construction.

2024H1 Financial Performance Review (3/3)

Profit from operations & Net Profit (In millions RMB) 46 Profit from operations Finance costs Share of profit/(loss) of Net Profit an associate +69.1% 40.0 27.3 22.4 2024H1 2023H1 Net Profit Profit from operations

- In 2024H1, we achieved an operating profit of 46.2 million, marking a 69.1% increase from 2023H1. The operating profit directly reflects our enhanced profitability and effective cost management.
- The company reported a net profit of 39.95mn, up 78.6% period-on-period.
 With a robust and sustainable self-funding ability, the ongoing inflow of operating cash has optimized our asset structure, enabling further investment in R&D and commercial activities.

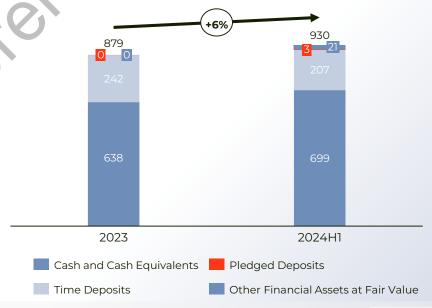
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Liquidity and Financial Resources

(In millions RMB)



- At the end of 2024H1, the Company had a total of 930mn in financial resources available, an increase of about 5.8% from the end of the previous period (December 31, 2023), which was 879mn. This growth was mainly due to cash inflows from the company's operating activities.
- The ample financial reserves on hand ensure the company's continued stable operation and support ongoing exploration of business development opportunities.



02

The Progress of CCT Implementation

Commercialization Collaboration Progress



Overseas Market



- Distribution Agreement signed for SFA & BTK DCB sales in overseas market in 2023.
- BSC has commenced selling Acotec products in overseas market.



Chinese Market



- Distribution Agreement signed for Approved Coronary Products (YAN, RT-Zero® and Vericor-14®), AVF Products (AcoArt Orchid® (AVF indication), AcoArt Iris® (AVF indication) and ACOART AVENS®) in 2023 and distribution agreement signed for AV Scoring Balloon (Peridge®) in 2024. BSC has commenced selling Acotec products.
- The collaboration scope will broaden with the expected approval of several new products in 2024.

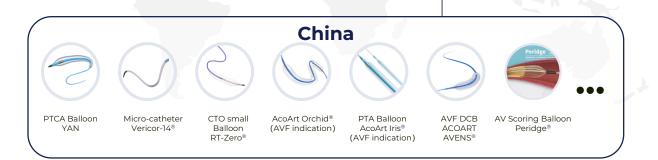
Global Expansion landscape of Collaborative Products

With the launch of additional products in China and globally, the scope and geographical coverage of collaboration are continuing to expand.



SFA DCB and BTK DCB have further expanded their coverage in overseas countries in 2024:

- Finland Chile
- Sweden The United Kingdom
- Austria
 The Netherlands



Internal Process Alignment and Qualification Completed in 2023



Qualified Supplier



Supply Chain Integration

 Acotec is accelerating the overseas product registration process to meet the increasing sales demands of BSC.

More countries,
More products.



Estimated Revenue from Collaboration in 2024

¥37.5 Million

1. FX: 7.1074

2. The estimated revenue for collaborative products includes signed contracts.



03

Product Commercialization



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

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1700

Hospital Admitted



- Acotec's SFA DCB is the first approved product in China. With early-mover advantage and outstanding clinical performance, we have established a strong competitive edge;
 Still the leading brand in market share.
- 冀 HEBEI
- Winning bids in Hebei+ Sanming VBP;
- We saw a rapid increase in hospital admissions and implantations in the VBP areas.



BTK DCB
AcoArt Tulip® & Litos®

800



- Exclusive products in China;
- We are committed to improving physicians' therapeutic approaches and skills.

Hospital Admitted

Acotec@VEC2024



Acotec@SJVF2024



BTK Surgery Demonstration



BTK DCB-China Real World Data Release @LINC

Acotec DCB for below-the-knee lesions in CLTI patients
- Chinese real world data

Lianrui Guo, MD
Vascular Surgery Department, Xuanwu Hospital,
Capilal Medical University
Beijing, China

on behalf of the CoachPVD Investigators

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

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Peripheral Aspiration System AcoStream®

1560

Hospital Admitted



- 2 generations of products consolidate our market competitiveness;
- Huge and Urgent demand in lowertier markets:
- A vital growth driver for the company.



Winning the bid in Henan's VBP has accelerated product admissions in hospitals and increased implanting volumes.



RFA System AcoArt Cedar®

500

Hospital

Admitted



Continuously expanding hospital coverage, conducting training programs to enhance doctors' skills and knowledge, promoting therapy transformations.



Winning the bid in Henan's VBP has accelerated product admissions in hospitals and increased implanting volumes.

AcoStream Thrombectomy Case Competition



Sharing of Standard Operations for AcoStream

AcoStream在DVT腔内祛栓中的细节优化管理及规范化操作浅谈 (上篇)

北京先瑞达 北京先瑞达 2024年06月21日 11:31 上海

2024年5月25日在第十三届上海交通大学血管病论坛学术交流上,来自宁波市第二医 院余钻炭教授分享他在临床中应用AcoStream吸栓导管治疗下肢深静脉血栓形成³的 一些见解,并进一步总结了在AcoStream导管进行腔内祛栓中的细节优化管理及规范 化操作,以进一步提高**吸**栓效率及吸栓安全性。

本期推送将带来AcoStream在DVT腔内抽吸血栓时需做好的八大点细节优化管理上篇 (即1-4点) ,后续内容将在下篇中呈现,敬请期待。

RFA System Experience Sharing Seminar



Varicose Vein- Free Medical Consultation



A Review on the Company's Product Winning Bids in VBP



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FEB AUG-DEC APR MAR APR MAY JUN JUL JAN **FEB** MAY JUN HENAN Continuation Release Being Implemented in Henan Province Purchase Notification **VBP** Notice

HEBEI+ SANMING VBP

Release Notification Gradually being Implemented in Hebei Province and other Sanming Alliance provinces and cities

JJJ "3+N" VBP

JJJ (京津冀)

Re care

Being Implemented



The procurement category did not include the company's peripheral interventional products that were already launching in the market.



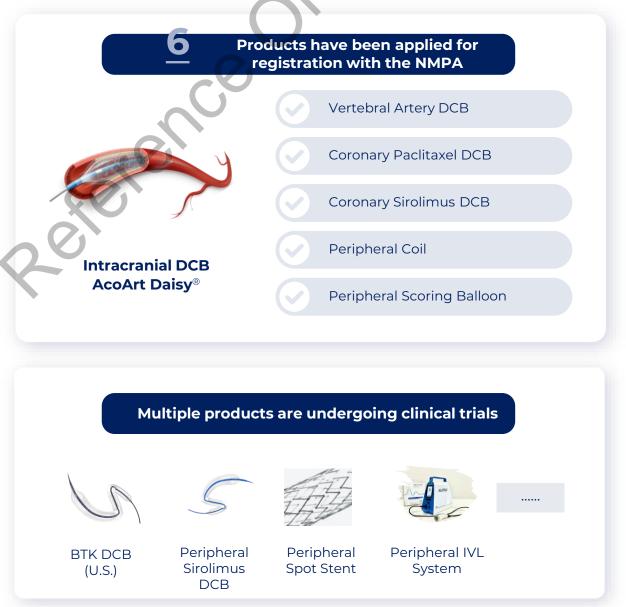
- ✓ Embracing the opportunities brought by VBP
- ✓ Solidifying our leading position in the existing market and actively seize new market opportunities
- ✓ With rapid growth in implant volume and a steady increase in market supply, the industry is set to enter a period of accelerated development.



04

R&D and Product Approvals

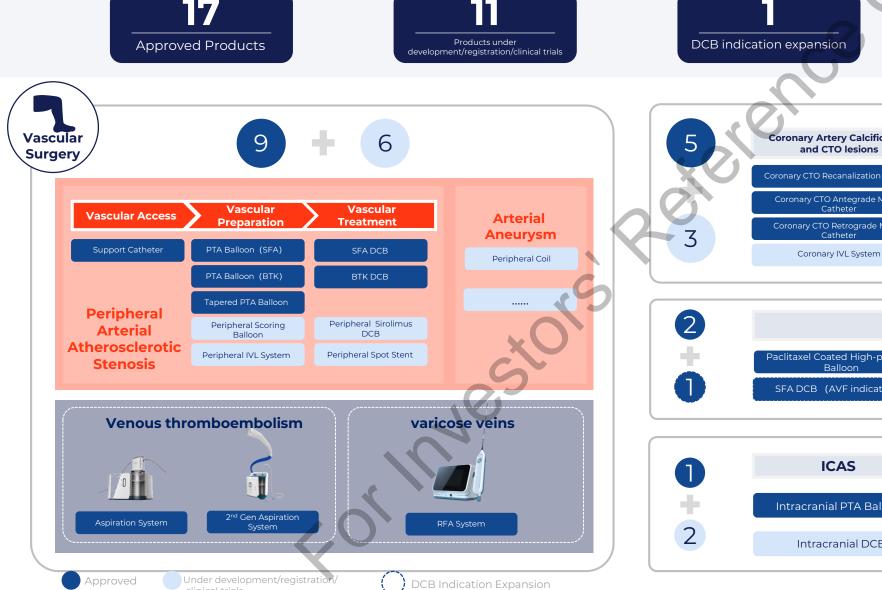


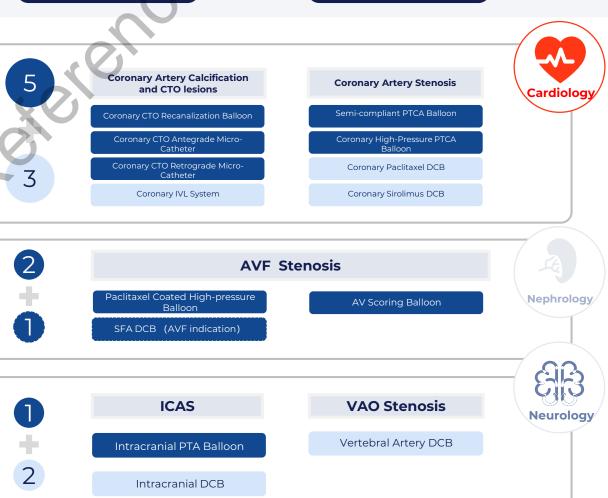


We have developed a product pipeline that spans multiple departments, creating a competitive edge with a comprehensive product portfolio.

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Overseas countries converge





We have launched several first & best-in-class products, and the approval process is accelerating both in domestic and international market

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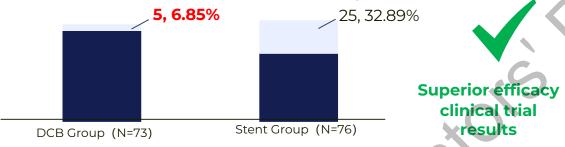




Clinical Trial



The restenosis rate at 6-month follow-up



The target lesion restenosis rate at 6-month

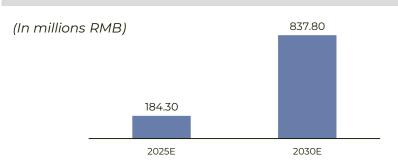
	DCB Group	Stent Group	Rate difference and 95% CI
Number of Follow-up Cases	73	76	NA
Number of Cases with Lesion Restenosis	5	25	NA
Restenosis Rate	6.85% (5/73)	32.89% (25/76)	-19.02% (-27.42, -6.18%)

Forecasted volume of ICAS interventional procedures



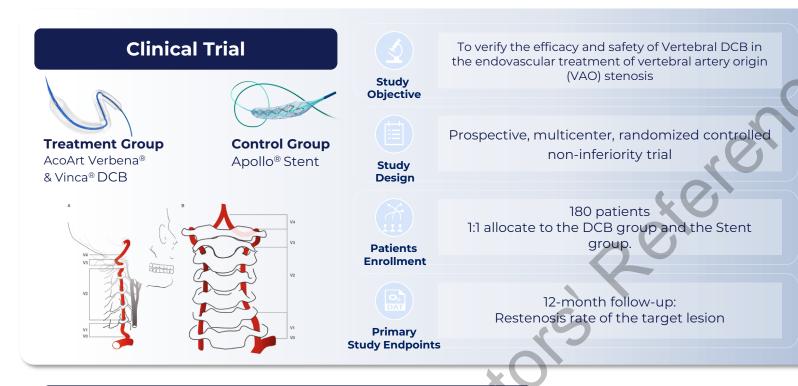
- With a recorded 5mn stroke cases in 2019, including around 3.5mn ischemic strokes, approximately 1.6mn cases involved ICAS.
- Considering the rising patient awareness and the advancing maturity of intracranial vascular disease intervention, the projected volume of interventional surgeries is expected to reach 287.3 thousand per year by 2030.

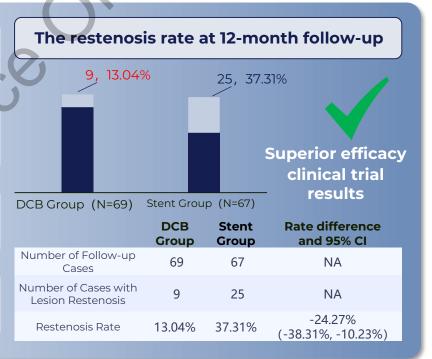
Market size forecast for DCB in treating ICAS



 Based on data analysis, after the approval and introduction of Acotec intracranial DCB, the market size for intracranial DCB (ICAS indication) is forecasted to reach approximately RMB 837.8mn by 2030.

The vertebral artery DCB has shown excellent clinical trial results, and its launch_{TRUSTED INNOVATION} will further strengthen the company's position in the neurointerventional field.





VAO stenosis is a significant factor in ischemic stroke occurrence

Ischemic strokes account for 70.2% of all strokes

25%~40% of ischemic strokes occur in the posterior circulation

- Stroke is the second leading cause of death and the third leading cause of disability globally.
- 25-40% of ischemic strokes occur in the posterior circulation, with 9-33% having VAO stenosis or occlusion.
- Treating VAO stenosis is significant for stroke prevention.

The market for DCB treatment of vertebral artery stenosis holds promising prospects

2030E



- Traditional stent/balloon angioplasty may lead to neointimal hyperplasia and relatively high rates of restenosis. DCB treatment has the advantages of no implants left in the blood vessels, offers promising prospects for future treatments.
- According to CIC Consulting research, it is projected that by 2030, the number of surgeries for ischemic stroke treated with DCB will be approximately 216,000.

Source: Frost & Sullivan research report; CIC research report.

Clinical Trial- Coronary Sirolimus DCB

Treatment Group

Acotec-Coronary Sirolimus DCB

Control Group Yinyi-Bingo Paclitaxel DCB

To verify the efficacy and safety of Coronary Sirolimus DCB in the treatment of bifurcation lesions in coronary arteries
Prospective, multicenter, randomized controlled non-inferiority trial
230 patients 1:1 allocate to the Treatment group and the Control group
At 9 months post-surgery, the diameter stenosis rate (DS.%) of the target lesion branch vessel as shown by angiography.

	Treatment Group	Control Group	Rate difference and 95% CI
Number of cases included in the PPS	91	94	250
The diameter stenosis rate of the target lesion	30.52%	33.46%	-1.93% (-5.79%, 1.92%)

✓ The non-inferiority hypothesis is established

Clinical Trial- Coronary Paclitaxel DCB

Treatment Group

Acotec-Coronary Paclitaxel DCB Cardionovum-RESTORE DEB

Study Objective	To verify the efficacy and safety of Coronary Paclitaxel DCB in the treatment of small vessel disease in coronary arteries
Study Design	Prospective, multicenter, randomized controlled non-inferiority trial
Patients Enrollment	230 patients 1:1 allocate to the Treatment group and the Control group
Primary Study Endpoints	At 9 months post-surgery, the intra-segment diameter stenosis rate (DS.%) as shown by angiography

	Treatment Group	Control Group	Rate difference and 95% CI
Number of cases included in the PPS	96	98	-
The intra-segment diameter stenosis rate			-9.16% (-13.99%, -4.34%)



On the basis of the non-inferiority hypothesis, superior efficacy results are achieved

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

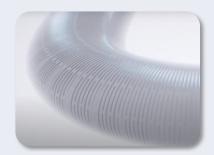
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Hydrophilic Lubricious Coatings

 We have gradually mastered advanced hydrophilic lubricating coating technology, which has superior performance to international products. This will enhance our product performance, significantly reduce raw material costs, and shorten the overseas procurement cycle.





Laser Cutting



Laser Welding



Extrusion & Balloon Forming



Coiling



Catheter Assembly



Braiding

We are enhancing manufacturing capacity in Beijing & Shenzhen to meet

increasing market demand

2+M Units/Year

1+M Units/Year

One-shift Production Capacity, can double by working in two shifts (After Beijing & Shenzhen New Facility fully put in use)

Production Capacity for OEM, can double by working in two shifts (After Beijing & Shenzhen New Facility fully put in use)

The gross floor area of production facilities

30,800m²

6,220m²

Beijing

Shenzhen

Production Capacity

466,644

202,811

43.5%

Production Capacity

Actual Production Volume

Utilization Rate







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THANKS!

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Appendix: Products and Pipeline-Full Product Portfolio (1/2)

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				Phase				
Department	Products and Product Candidates	Indications / Applications	Key Technologies	Area	Pre-clinical Studies	Clinical Studies	Registration	Upcoming Milestone
Vascular	AcoArt Orchid® & Dhalia®/Orchid Plus★ ^{Note1}	Superficial femoral artery (SFA) and popliteal	Drug coating technology	China			 ✓ NMPA Approval★	/
Surgery	Account Orchid- & Dhalla-/Orchid Plus ******	artery (PPA) disease	Drug coating technology	EU			 ✓ CE★	/
				China		-	 ✓ NMPA Approval ★	/
	AcoArt Tulip [®] & Litos [®] ★	Below-the-knee (BTK) artery disease	Drug coating technology	EU		-	 ⊘ CE★	/
				U.S.		FDA IDE Approval	 \odot	
	AcoArt Iris® & Jasmin®	PTA Balloon applied in PTA procedure	Polymer materials	China	-	—	 ✓ NMPA Approval ★	/
	AcoArt Lily® & Rosmarin®	PTA Balloon applied in PTA procedure	Polymer materials	China	(0	©	 ✓ NMPA Approval ★	/
	Peripheral Aspiration System (AcoStream®) ▲	DVT ALL	Aspiration platform	China	- 0	Exempted from	✓ NMPA Approval★	/
	Peripheral Aspiration System (Acostream)	, DVI, ALI	Aspiration platform	Brazil		clinical trial	 ✓ ANVISA Approval ★	/
	Radiofrequency Ablation System (AcoArt Cedar®)	Saphenous varicose veins	RF platform	China	0		 ✓ NMPA Approval ★	/
				China			 ✓ NMPA Approval★	/
	Peripheral Support Catheter (Vericor®)▲	Peripheral CTO lesion	Polymer materials	U.S.	©	Exempted from clinical trial	 ✓ FDA Approval★	/
				Brazil			 ✓ ANVISA Approval★	/
				Thailand	@		 ✓ TFDA Approval★	/
				Japan	0		 ✓ MHLW Approval★	/
	PTA Balloon (P-Conic®)	РТА	Polymer materials	China		Exempted from clinical trial	 ✓ NMPA Approval★	/
	2nd Gen Peripheral Aspiration System (2 nd Generation AcoStream®) ▲	DVT, ALI	Aspiration platform	China		Exempted from clinical trial	 ✓ NMPA Approval ★	/
	Peripheral Spot Stent	SFA and PPA disease	Polymer materials	China		<u> </u>	\odot	2026
	Lower Limb Sirolimus DCB	SFA and PPA disease	Drug coating technology	China	②		 \odot	2026
	Peripheral Scoring Balloon	SFA and PPA disease	Polymer materials	China		—		2024
	Peripheral Coil	Embolization	Polymer materials	China		—		2024
	Peripheral Thrombectomy Device	DVT, ALI and PE	Polymer materials	China		─ ⊘	\odot	2025
	Peripheral IVL System	Intravascular calcium	Polymer materials	China			 \odot	2026

[★]Core product ☆ Indication expansion of core produ

[▲] 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.

Appendix: Products and Pipeline-Full Product Portfolio (2/2)

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	nt Products and Product Candidates	Indications / Applications	Key Technologies	Phase				
Departmen				Area	Pre-clinical Studies	Clinical Studies	Registration	Upcoming Mileston
Cardiology	Semi-compliant PTCA Balloon (YAN)	PTCA	Polymer materials	China	— •	Exempted from clinical trial	—— Ø NMPA Approval★	/
	Coronary CTO Recanalization Balloon (RT-Zero®) ▲	Coronary CTO	Polymer materials	China		Exempted from clinical trial	— ✓ NMPA Approval★	/
	Coronary CTO Antegrade Micro-Catheter (Vericor-14®) ▲	Coronary CTO	Polymer materials	China Japan Thailand	000	Exempted from clinical trial	MHLW Approval★ MHLW Approval★ ✓ TFDA Approval★	/ / /
	Coronary Retrograde Micro-Catheter (Vericor-RS®) ▲	Coronary CTO	Polymer materials	China		Exempted from clinical trial	— ✓ NMPA Approval★	
	Coronary High-Pressure Balloon (YIYAN)	PTCA	Polymer materials	China	0	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		— •	<u> </u>	2024
	Coronary IVL System	Coronary lesion calcium	Polymer materials	China	②		─ ⊘	2026
Nephrology	AcoArt Orchid®& Dhalia®/Orchid Plus☆(DCB)	Arteriovenous fistula stenosis	Drug coating technology	China	0	— •	—— Ø NMPA Approval★	1
	Paclitaxel Coated High-pressure Balloon ACOART AVENS®▲	AVF PTA procedure	Drug coating technology	China	②	— •	——— Ø NMPA Approval★	/
	AV Scoring Balloon (Peridge®) Note 2	AVF PTA procedure	Polymer materials	China		— •	———	1
Neurology	Intracranial PTA Balloon (NEO-Skater®)▲	Intracranial PTA procedure	Polymer materials	China	 Ø	Exempted from clinical trial	——— Ø NMPA Approval★	/
	AcoArt Verbena®& Vinca® (DCB)	Vertebral atherosclerotic stenosis	Drug coating technology	China	o	— •		2024
	AcoArt Daisy®	Intracranial atherosclerotic stenosis	Drug coating technology	China	Ø	—	Ø	2024

