



GNI Group Ltd.

## FY2022 Q1 Financial Results Corporate Presentation

May 19th, 2022

We Bring New Hope to Patients

Securities Code: 2160

## Forward-looking Statements

This presentation contains statements concerning the current plans, expectations and strategies of GNI Group Ltd. (GNI Group). Any statements contained herein that pertain to future operating performance and that are not historic facts are forward-looking statements. Forward-looking statements may include, but are not limited to, words such as "believe," "plan," "strategy," "expect," "forecast," "possibility" and similar words that describe future operating activities, business performance, events or conditions. Forward-looking statements, whether spoken or written, are based on judgments made by the management of GNI Group, based on information that is currently available to it. As such, these forward-looking statements are subject to various risks and uncertainties, and actual business results may vary substantially from the forecasts expressed or implied in forward-looking statements. Consequently, investors are cautioned not to place undue reliance on forward-looking statements.

The information contained in this presentation does not constitute or form part of any offer for sale or subscription of or solicitation or invitation of any offer to buy or subscribe for any securities, nor shall it or any part of it form the basis of or be relied on in connection with any contract or commitment whatsoever. Any decision to invest in or acquire securities of GNI Group must be based wholly on the information contained in the preliminary offering circular issued or to be issued by GNI Group in connection with any such offer and not on the contents hereof.

This English summary translation is for convenience only. To the extent there is any discrepancy between this English translation and the original Japanese version, please refer to the Japanese version.

Note: In places, pro forma figures in the pages which follow may be rounded to underscore direction of the business.

# Agenda

## Strategic Overview

Ying Luo (罗楹), PhD

President and Chief Executive Officer

## Financial Overview

Joseph Francis Meyer

Chief Financial Officer

## Questions and Answers

Ying Luo

Joseph Francis Meyer

Akihiro Nakano (IR)

## 2022Q1: Maintaining Growth and Strategic Initiatives

- ✓ Consolidated revenue hit quarterly record high JPY 3.9 billion, growing 1.6% compared to the historically best quarter in 2021Q1 amid industry-wide headwinds
- ✓ R&D making steady progress
- ✓ Beijing Continent (BC below) IPO application - on track
- ✓ Cash on hand of JPY 14.7 billion exceeds the average of 2020 and 2021 total SG&A (inc. R&D) of JPY 8.2 billion
- ✓ Expansion of biomaterial and general healthcare businesses

**Solid Growth**

- 1.6% revenue growth under COVID-19 disruption
- On schedule for the full-year budget

**Robust Financial Position**

- BC under IPO application
- Cash on Hand robust

**Steady R&D Progress**

- F351 Ph3 trial
- Protein degrader IND

**Business Expansion**

- Biomaterial business to China
- Healthcare trading business

# R&D: Drug Development Pipeline (1/2)

Steady progress on clinical trials in China by BC

| Beijing Continent  |                     |                       |   |              |          |           |     |          |                                 |                         |   |
|--------------------|---------------------|-----------------------|---|--------------|----------|-----------|-----|----------|---------------------------------|-------------------------|---|
| Product            |                     | Indication            | Pre-clinical  | Phase I      | Phase II | Phase III | NDA | Marketed | Upcoming Milestone              | Expecting approval date | Commercial Rights   |
| Pulmonary Diseases | Fibrosis-associated | ETUARY® (Pirfenidone) | Idiopathic Pulmonary Fibrosis (IPF) *                               | Pre-clinical |          |           |     |          | Commercialized                  |                         |    |
|                    |                     |                       | Dermatomyositis Interstitial Lung disease (DM-ILD) *                | Phase I      |          |           |     |          | NDA in 2025                     | 2025                    |    |
|                    |                     |                       | Systemic Sclerosis-associated Interstitial Lung Disease (SSc-ILD) * | Phase II     |          |           |     |          | NDA in 2027                     | 2027                    |    |
|                    |                     |                       | Pneumoconiosis  | Phase III    |          |           |     |          | Phase III initiation in 2022 Q2 | 2025                    |    |
|                    | Others              | F528                  | Chronic Obstructive Pulmonary Disease (COPD)                        | Phase II     |          |           |     |          | IND in 2022 Q4                  | 2028                    |    |
| Liver Diseases     | Fibrosis            | F230                  | Pulmonary Arterial Hypertension (PAH)                               | Phase II     |          |           |     |          | IND in 2023 Q3                  | 2028                    |    |
|                    |                     | F351 (Hydronidone)    | Chronic Hepatitis B Liver Fibrosis                                  | Phase II     |          |           |     |          | NDA in 2024 Q2                  | 2024                    | <br> |
|                    | Other               | F573                  | Acute Liver Failure (ALF) / Acute-on-Chronic Liver Failure (ACLF) * | Phase II     |          |           |     |          | Phase II initiation in 2022 Q4  | 2025                    |    |
| Kidney Disease     | Fibrosis-Associated | ETUARY® (Pirfenidone) | Diabetic Kidney Disease (DKD)                                       | Phase II     |          |           |     |          | Phase III initiation in 2022 Q4 | 2027                    |    |

\* Rare Disease     China Rights     Global Rights     Global First Right

## R&D: Drug Development Pipeline (2/2)

Promising drug pipeline in the US – more IND's to come

### Cullgen

| Product - Indication | Origin      | Phase I | Phase II | Phase III | Latest Status as of 2022 May                 |
|----------------------|-------------|---------|----------|-----------|--|
| PROTAC (China)       |             |         |          |           |  |
| Cancer               | Proprietary |         |          |           | Filed IND with NMPA for cancer Phase 1 trial |

More IND (Investigational New Drug) applications expected from Cullgen going forward

### GNI USA

| Product - Indication  | Origin      | Phase I | Phase II | Phase III | Latest Status as of 2022 May   |
|-----------------------|-------------|---------|----------|-----------|--|
| F351 (US)             |             |         |          |           |  |
| Liver Fibrosis (NASH) | Proprietary | →       |          |           | Continuing pre-IND discussion with FDA for NASH Phase II trial in US |

# Key Strategic Growth Initiatives

|                       | Trends  | Opportunities  | Growth Potential   | Progress  |
|-----------------------|---|--|--|---|
| ETUARY®               | <ul style="list-style-type: none"> <li>✓ Increasing competition in fibrosis treatment in China</li> <li>✓ Rising awareness of the pathology and its treatment</li> </ul>                          | <ul style="list-style-type: none"> <li>✓ Strong sales force across China</li> </ul>  | <ul style="list-style-type: none"> <li>✓ Expansion of indications</li> </ul>   | <ul style="list-style-type: none"> <li>✓ Clinical trials for indication expansion</li> </ul>  |
| Drug Discovery        | <ul style="list-style-type: none"> <li>✓ Increasing competition in drug discovery space globally</li> </ul>   | <ul style="list-style-type: none"> <li>✓ More large Healthcare companies are forming alliances with biotech ventures for new drugs</li> </ul>  | <ul style="list-style-type: none"> <li>✓ Cullgen's strong drug discovery platform</li> <li>✓ Cost-efficient testing capacity in China</li> </ul> | <ul style="list-style-type: none"> <li>✓ BC's F351 in Ph3 clinical trial in China</li> <li>✓ Cullgen's protein degradation pipeline</li> </ul>        |
| Biomaterial           | <ul style="list-style-type: none"> <li>✓ Back-to-normal after COVID-19 lockdown</li> <li>✓ Increasing surgeries</li> </ul>  | <ul style="list-style-type: none"> <li>✓ New application to aesthetics / cosmetics area</li> </ul>   | <ul style="list-style-type: none"> <li>✓ Berkeley Advanced Biomaterials (BAB below) is a highly-regarded brand in the industry</li> </ul>        | <ul style="list-style-type: none"> <li>✓ BAB is engaging a partner in China for marketing their products</li> <li>✓ Exploring Japan market</li> </ul> |
| Healthcare            | <ul style="list-style-type: none"> <li>✓ Faster spread of healthcare product information in social network platforms globally</li> <li>✓ E-commerce platforms maturing internationally</li> </ul> | <ul style="list-style-type: none"> <li>✓ Cross-border healthcare products sales and marketing</li> </ul>   | <ul style="list-style-type: none"> <li>✓ GNI's business presence that spans the US, Japan, and China</li> </ul>                                  | <ul style="list-style-type: none"> <li>✓ The healthcare product wholesale business by Rui Fu (aka REEF) in China growing rapidly</li> </ul>           |
| Strategic Investments | <ul style="list-style-type: none"> <li>✓ Higher inflation</li> <li>✓ From risk-on to risk-off</li> <li>✓ Recent downturn in biotech equities – favorable valuations</li> </ul>                    | <ul style="list-style-type: none"> <li>✓ Recent downturn in biotech industry investments leaving many good businesses at reasonable valuation</li> <li>✓ GNI's track record in both R&amp;D and commercialization</li> </ul> | <ul style="list-style-type: none"> <li>✓ GNI's deep knowledge, experiences, and relationships in healthcare industry</li> </ul>                  | <ul style="list-style-type: none"> <li>✓ Steady dialogues with key opinion leaders and M&amp;A professionals to seek opportunities</li> </ul>         |

## Biomaterial Business

Developing plans to expand internationally

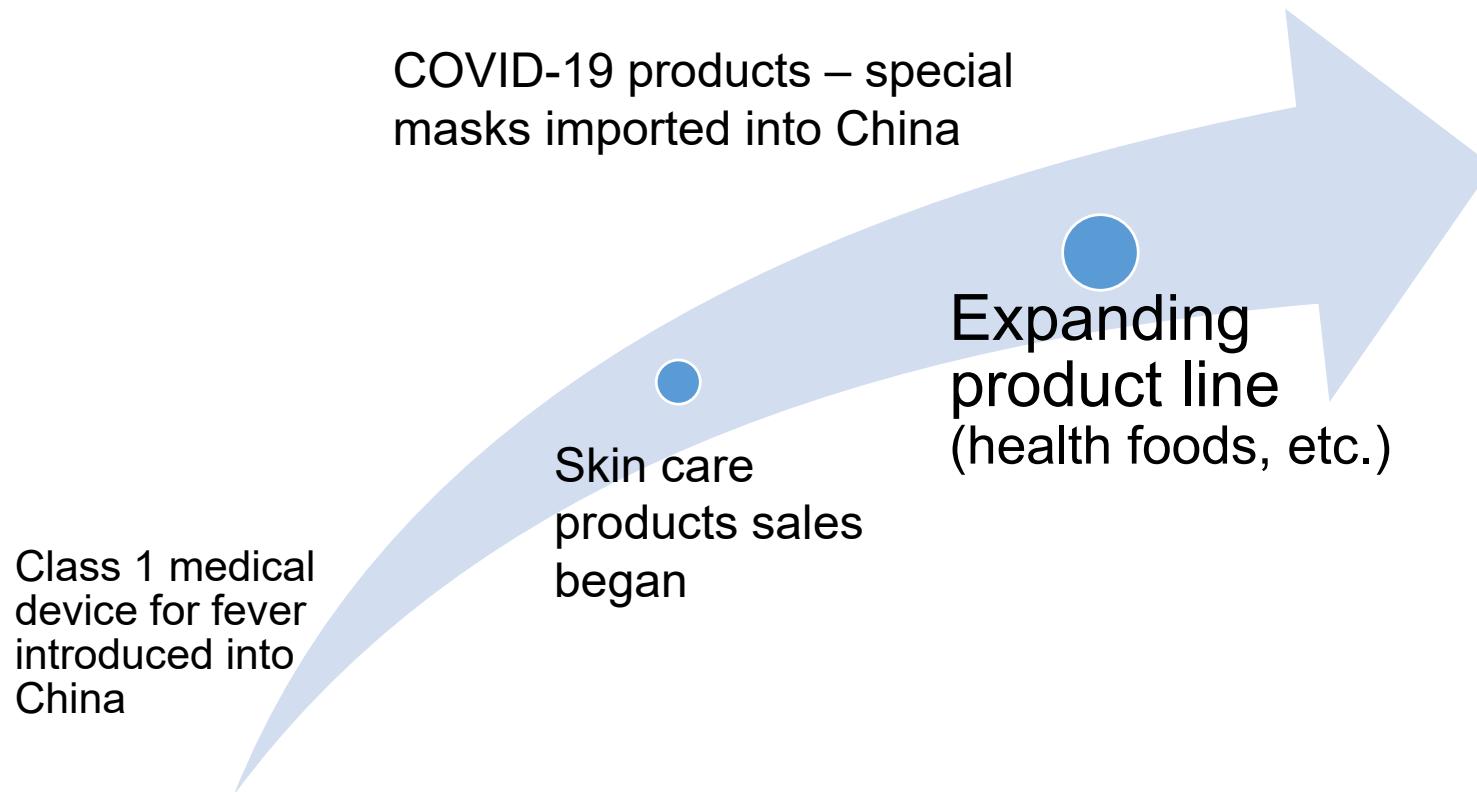
BAB bucked industry trends –  
strong Q1'22

Have identified a partner to  
expand product sales into in  
China

Invest into new aesthetics  
business using available  
biomaterial

# Healthcare Business Update (Rui Fu aka Reef)

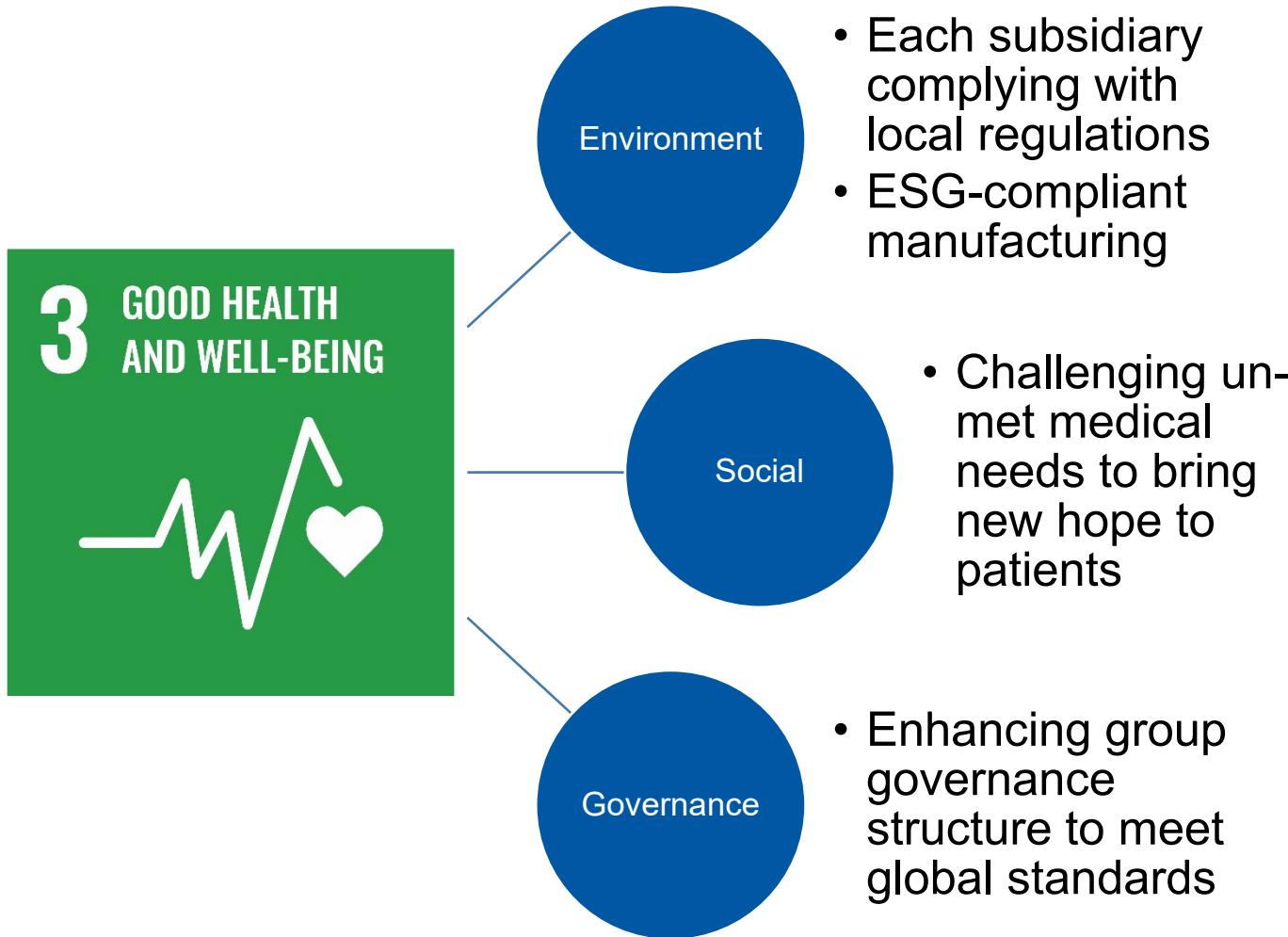
Mission: Bring high diversity of healthcare products of Japan to the biggest consumer markets in China



Healthcare business enables GNI Group to explore future healthcare opportunities in linking Japan with China and also pave the path for the future launch of certain biomaterial products being developed.

# GNI Group's Efforts in ESG

## UN's Sustainable Development Goal #3: Good Health and Well-Being



## Financial Overview

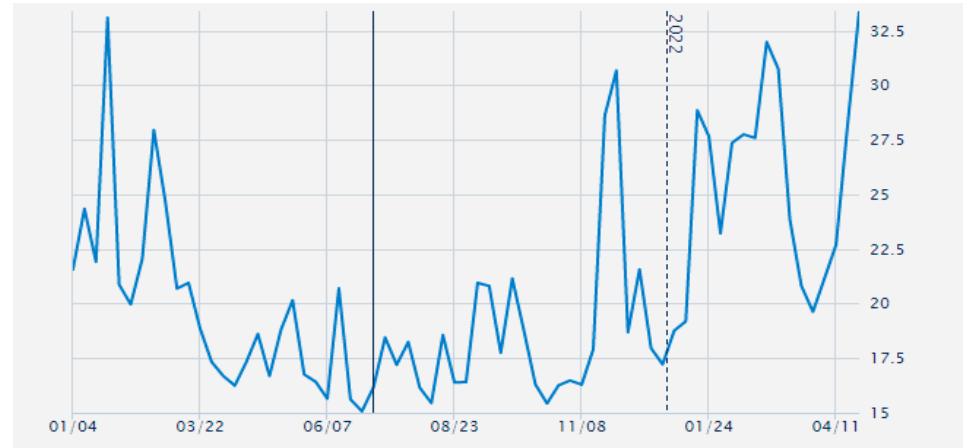
Joseph Francis Meyer

Chief Financial Officer

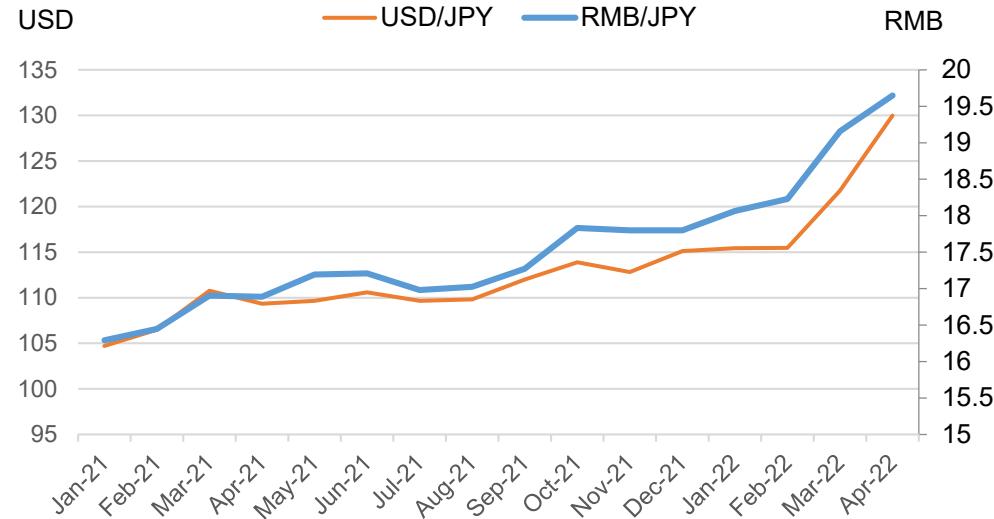


## 2022Q1: Macro Environment

- ✓ Unprecedented volatility in the world's stock markets
- ✓ Tailwind from depreciating JPY at consolidated level
  - JPY Depreciation (Jan 2021 - Apr 2022)  
USD/JPY 25%  
RMB/JPY 20%
  - Ongoing challenges from COVID-19 and supply chain constraints
  - Yet to see material impacts, but carefully monitoring

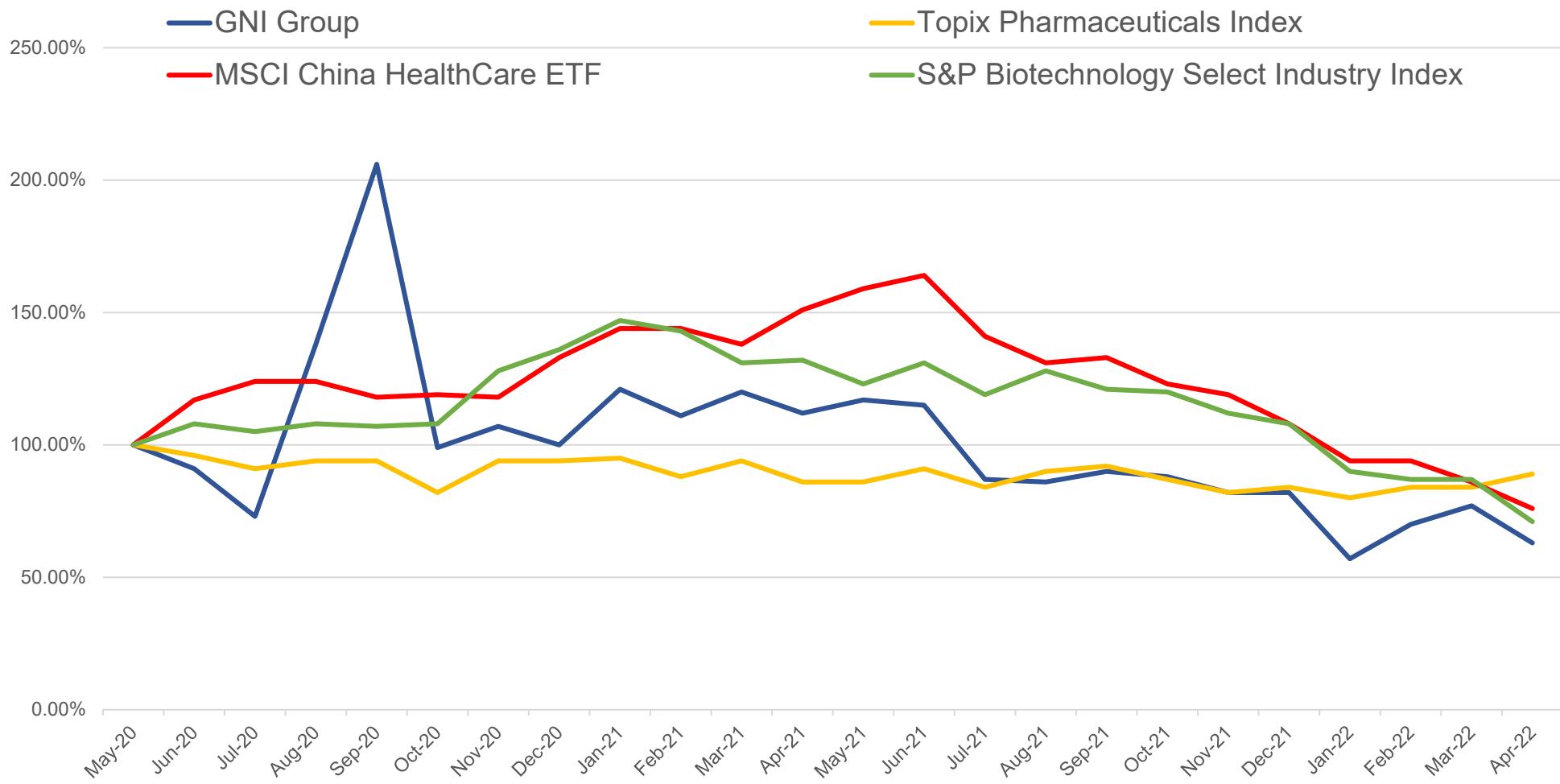


CBOE Volatility Index from Jan 2021 to Apr 2022 (Source: QUICK Qr1)



USD/JPY & RMB/JPY exchange rate from Jan 2021 to Apr 2022  
(Source: YCharts and ExchangeRates.org)

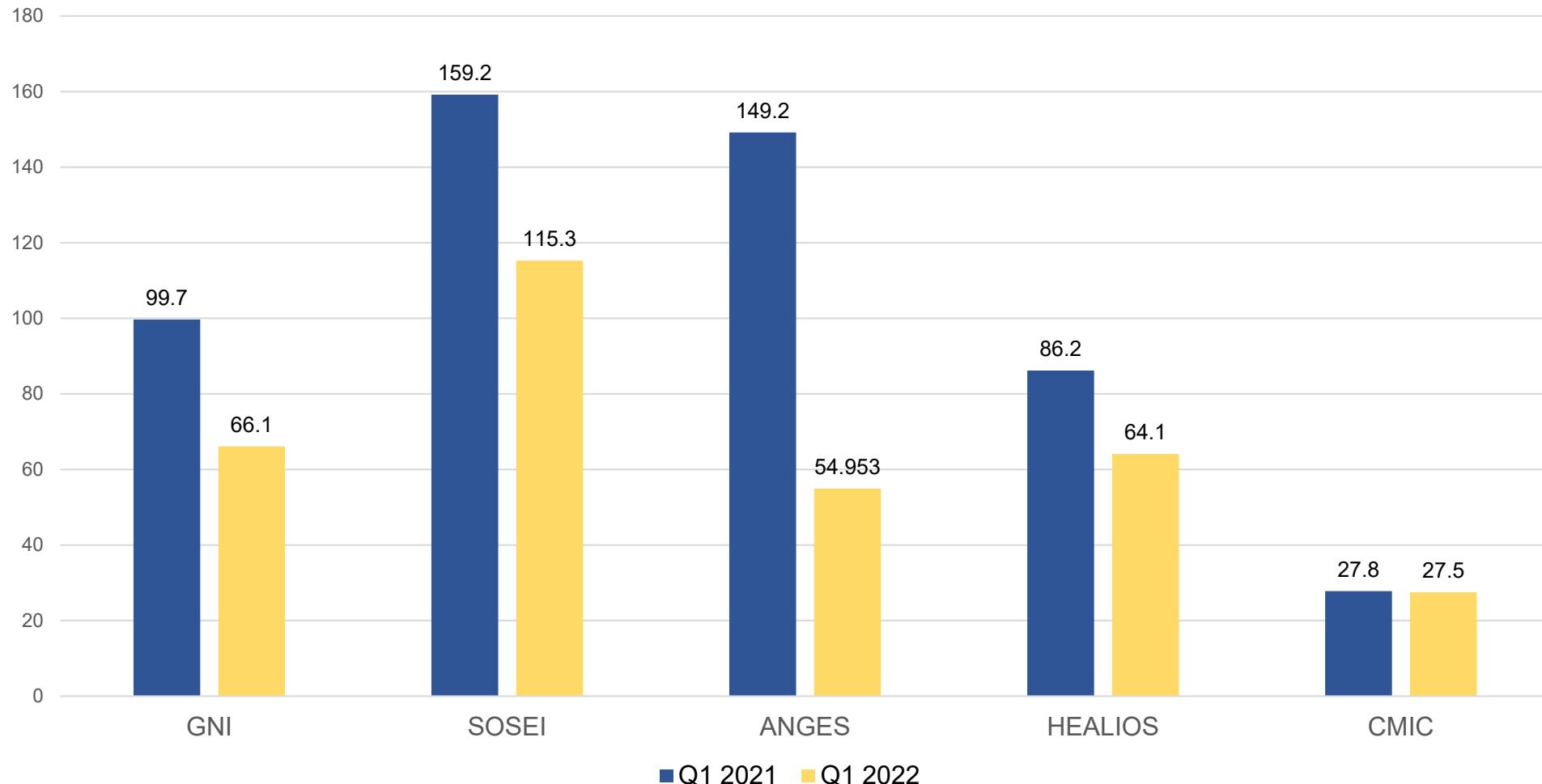
# Global Biotech Equity Market Trend 2020 - 2022



(Source: YCharts)

# Japanese Selected Biotech Firms Market Cap 2021Q1 vs 2022Q1

(Billion JPY)



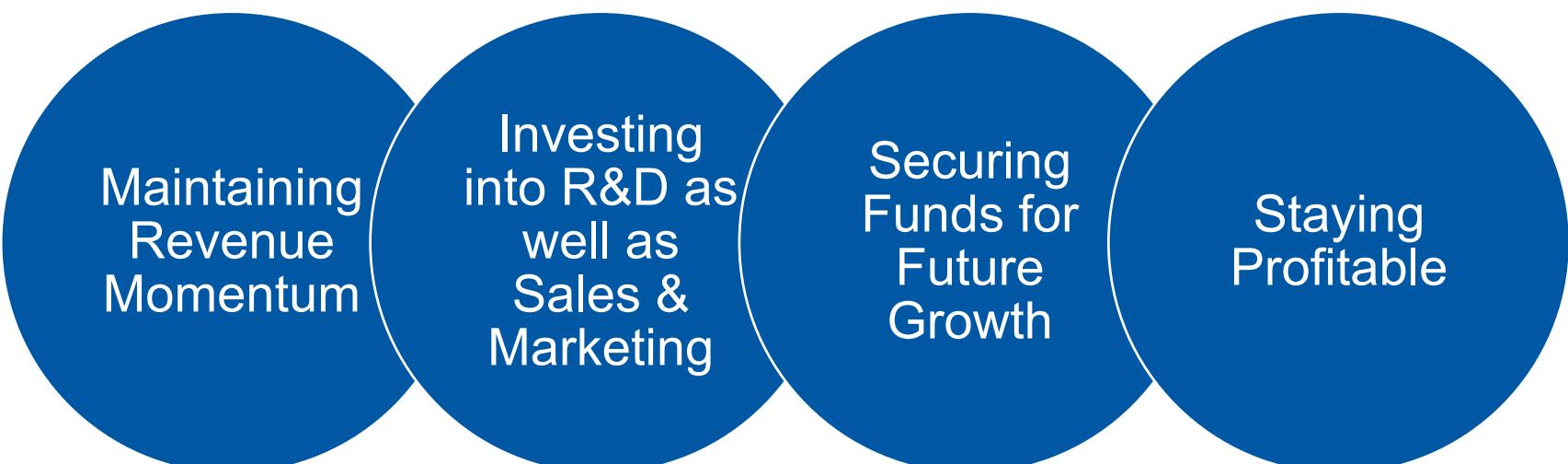
(Source: Finbox)

## 2022Q1 Micro: Maintaining Profitability

- ✓ Subsidiary performance in local currency terms:
  - BC: 22Q1 revenue down from 21Q1, but profits improved; overall on track for full-year budget
  - BAB: profits up by 23% from 21Q1 thanks to increasing surgeries; ahead of fully-year budget
  - Cullgen: making steady progress in R&D while staying within budget
- ✓ Opportunistic investment partnerships and fund-raising discussions continue

BC: Beijing Continent Pharmaceutical Co., Ltd

BAB: Berkeley Advanced Biomaterials LLC



Maintaining  
Revenue  
Momentum

Investing  
into R&D as  
well as  
Sales &  
Marketing

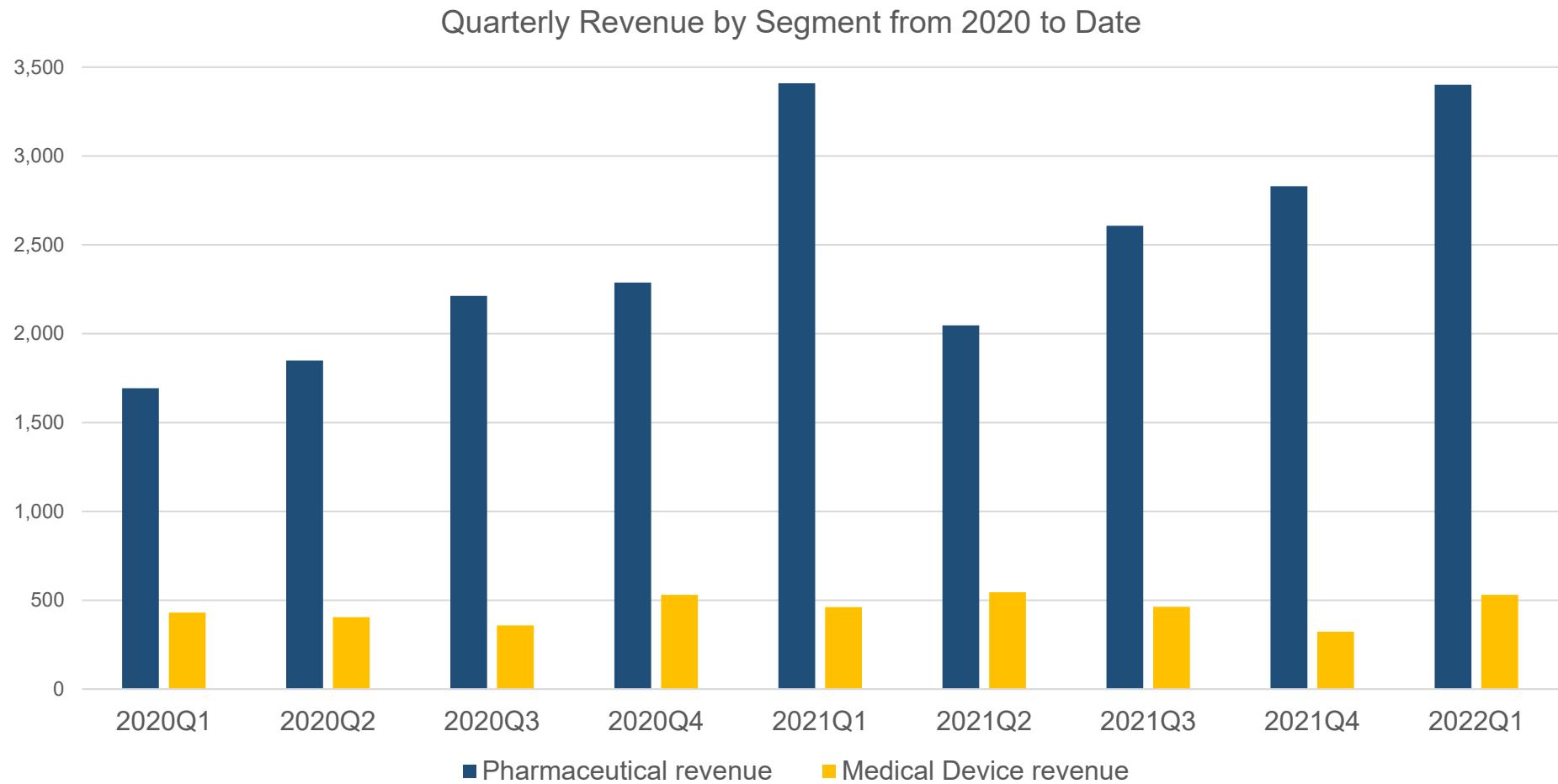
Securing  
Funds for  
Future  
Growth

Staying  
Profitable

# Segment Revenue Progress

Trending steady growth path

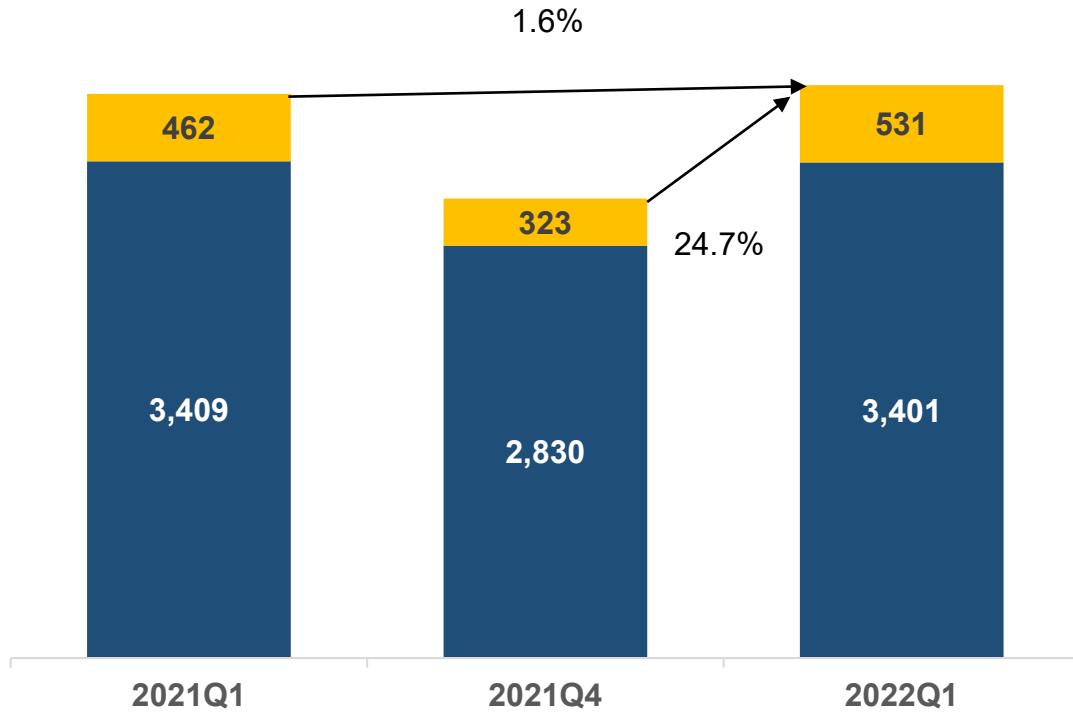
(Million JPY)



Excluding revenue from group companies

# Revenue by Segment and Key Points

(Million JPY)



## Key Points

### Medical Device

- ✓ Recovery of surgeries back-to-normal in the US
- ✓ Highly-regarded brand in the industry

### Pharmaceutical

- ✓ Well-established sales force across major regions in China
- ✓ Drug-discovery efforts continue in both China and the US, good dialogue with regulators
- ✓ Growing healthcare product business

■ Pharmaceutical ■ Medical Device

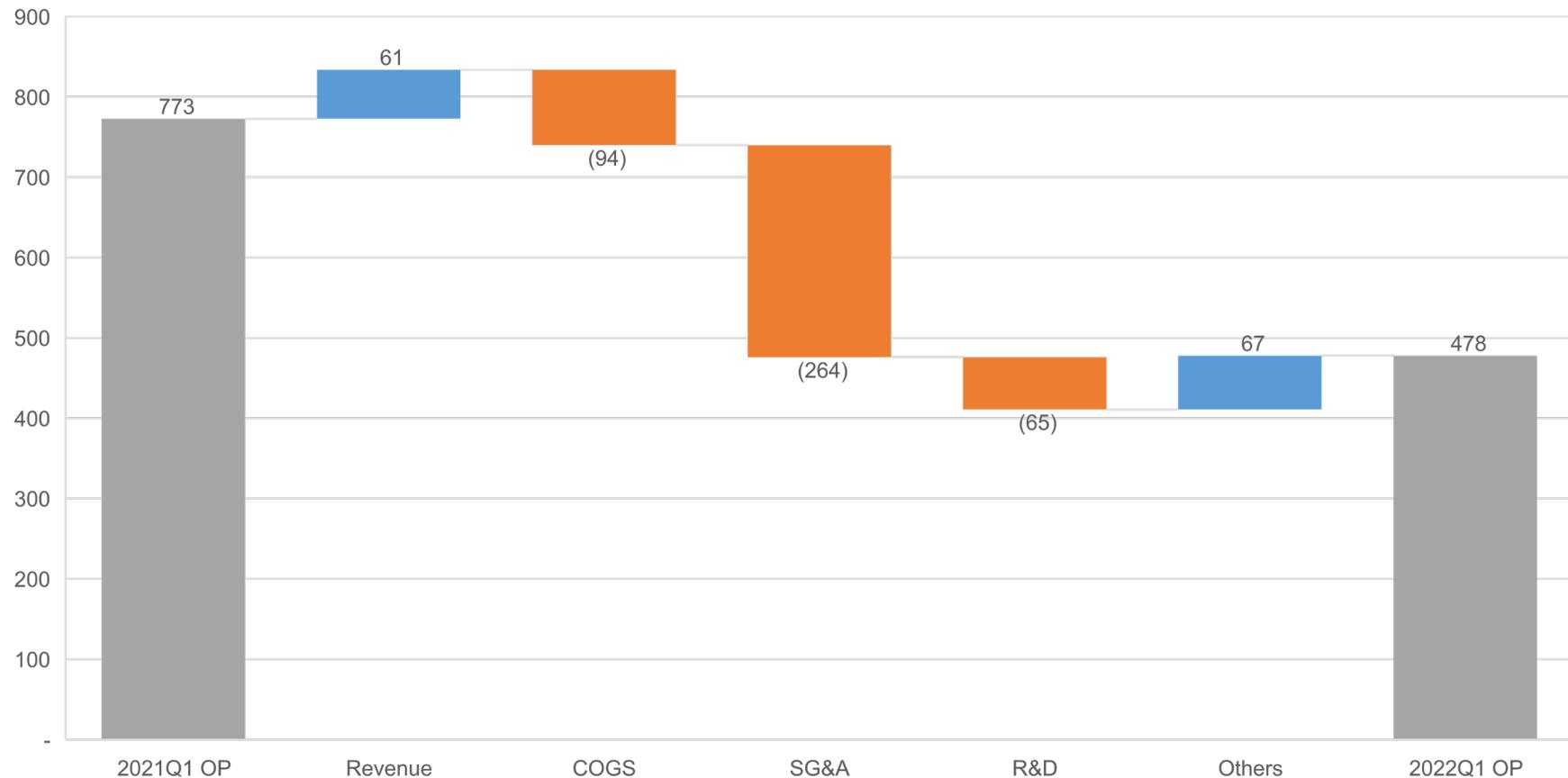
Excluding revenue and profit from group companies

# Consolidated Operating Profit Breakdown

(Million JPY)

■ Increase    ■ Decrease

## 2021Q1 vs 2022Q1 Operating Profit Breakdown



Others: Other Income and Other Expenses

# FY2022Q1 Consolidated Financial Results

Growing while maintaining profitability

| Consolidated P/L         | FY2021Q1     | FY2022Q1     | Change |
|--------------------------|--------------|--------------|--------|
| <b>Revenue</b>           | <b>3,872</b> | <b>3,933</b> | 1.6%   |
| <b>Gross profit</b>      | <b>3,416</b> | <b>3,384</b> | -1.0%  |
| SG&A                     | 2,194        | 2,458        | 12.0%  |
| R&D                      | 403          | 468          | 16.2%  |
| <b>Operating profit</b>  | <b>773</b>   | <b>478</b>   | -38.1% |
| Finance income           | 28           | 54           | 93.7%  |
| Finance costs            | 125          | 186          | 48.1%  |
| <b>Profit before tax</b> | <b>676</b>   | <b>347</b>   | -48.6% |
| Income tax expenses      | 240          | 275          | 14.5%  |
| <b>Profit after tax</b>  | <b>435</b>   | <b>72</b>    | -83.4% |
| <b>Owner's Profit</b>    | <b>432</b>   | <b>351</b>   | -18.8% |

- Highest quarter revenue ever recorded
- Continued hiring (esp. R&D) in BC and Cullgen; IPO expenses in BC
- Ongoing investment in R&D expanding clinical trial operations in China & US
- Non-cash accruals for interest expenses from Cullgen's financing under IFRS
- Maintaining profitability while continuing high level of investments into R&D, sales force, and IPO preparation

|                                  | FY2021 End    | FY2022Q1      | Change |
|----------------------------------|---------------|---------------|--------|
| <b>Cash and cash equivalents</b> | <b>13,360</b> | <b>14,787</b> | 10.7%  |

# Contact Information

**[infojapan@gnipharma.com](mailto:infojapan@gnipharma.com)**