

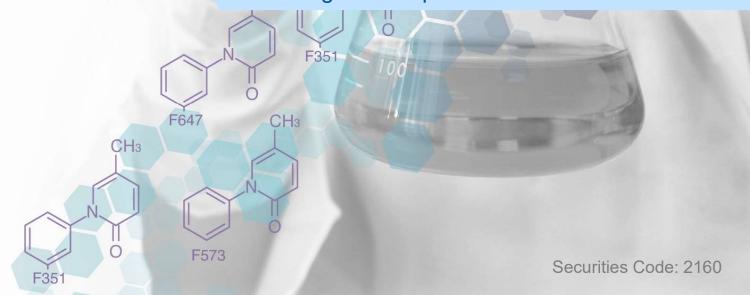


# Q2 FY2020 Financial Results Corporate Presentation August 18, 2020

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We Bring New Hope to Patients





# **Forward-looking Statements**

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## FY2020 – Q2 Highlights

## **Higher sales and profits**

GNI Group Ltd. continued to execute its business plan in Q2 and achieved year-over-year revenue and profit growth, while managing the evolving impact of the global COVID-19 pandemic on the Group's various operations.

## **Pharmaceutical Segment**

Etuary® sales in the cumulative Q2 FY2020 under review were steady at 30.0% increase year-over-year.

## **Medical Device Segment**

COVID-19 affected the U.S. medical device industry in Q2, with many hospital suspending elective surgical procedures and impacting key clients of our medical device business, which resulted in a decrease of revenue by 10.9% and segment profit by 31.5% on a year-over-year basis.

## **Healthcare Business (Pharmaceutical Segment)**

Sales of our healthcare related business [non-core] in China showed ongoing strong growth resulting from COVID-19.

FY2020 year-end forecast is unchanged based on the strong performance of our China operations.



# FY2020-Q2 Consolidated Financial Results Comparison (YoY)

Million yen: Amounts of less than one million yen are rounded down

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Statement of Income	FY2019 JanJune	FY2020 JanJune	Change	
Revenue	3,419	4,380	28.1%	
Gross profit	3,025	3,639	20.3%	
Selling, general and administrative expenses	△2,045	△2,212	8.2%	
Research and development expenses	△304	△582	91.4%	
Operating profit	681	861	26.5%	
Finance income	31	24	△21.4%	
Finance costs	△108	△68	△37.1%	
Profit before tax	603	817	35.4%	
Income Tax expense	△102	△291	183.1%	
Quarterly profit	501	526	5.1%	
Profit attributable to owners of the parent	178	244	36.9%	

Statements of Financial Position	As of Dec. 31, 2019	As of June 30, 2020	Change
Cash and cash equivalents	7,674	8,322	8.4%

#### \* Differences due to rounding

#### **Revenue & Gross Profit**

Continued upward sales performance of the pharmaceutical segment.

#### SG&A expenses

The year-over-year minimal increase in SG&A expenses reflect lower sales costs from reduced pharmaceutical marketing activities in China during the pandemic

#### **R&D** expenses

Increased on a year-over-year basis due to Etuary® additional indications and Cullgen Inc's ongoing degrader development programs

#### **Operating profit**

Higher Gross profit and lower SG&A expense margin provided improved operational profitability

#### **Quarterly Profit**

Increased 5.1% on a year-over-year basis, reflecting higher tax expenditures in the United States

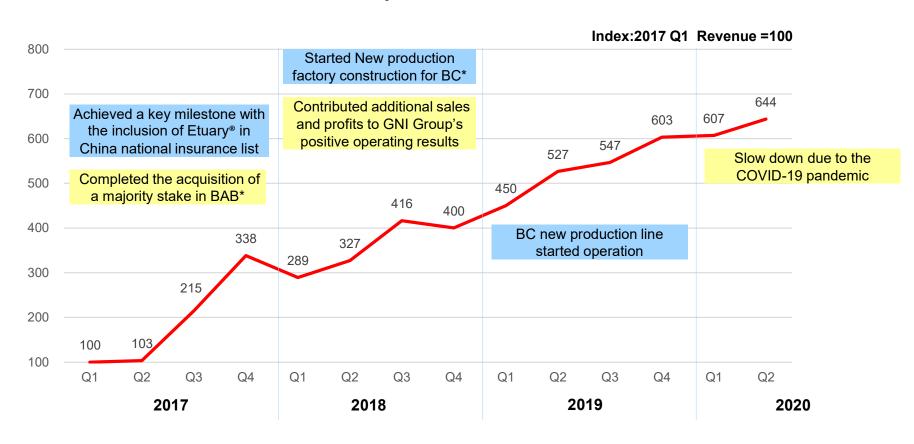
#### **Profit Attributable to Parent**

Increased approximately 36.9% over the corresponding period



## **Revenue Growth Trend**

#### 82.42% 3-Year Compounded Annual Growth Rate



■ Pharmaceutical sales will continue to grow as a percentage of the group sales and profit

**Pharmaceutical Business: China** 

**Medical Equipment Business: US** 

BC: Beijing Continent

BAB : Berkeley Advanced Biomaterials



# **Development: Pipeline Update**

Product - Indication	Origin	Phase I	Phase II	Phase III	Latest Status		
Etuary® (China)							
- Connective Tissue Disease Associated Interstitial Lung Disease (CTD-ILD)	Proprietary				Dual Phase III clinical trials ongoing. Due to the COVID-19 pandemic, the subject recruitment slowed in Q2		
- Radiation Pneumonitis (RP)	Proprietary		1		Expanded RP clinical trial has 58 subjects during in Q2		
- Diabetic Nephropathy (DN)	Proprietary	<b>—</b>			Phase I clinical trial is underway on schedule		
- Pneumoconiosis (PD)	Proprietary				Preparations for Phase III are underway		
F351 (China, USA)	F351 (China, USA)						
- Liver Fibrosis (China)	Proprietary				Phase II data disclosed. See August 17th announcement		
- Liver Fibrosis (USA)	Proprietary	-			Additional clinical trial pending China Phase II trial data analysis		
F573 (China)							
- Acute/Acute-on-chronic Liver Failure	License-in				Phase I clinical Trial protocols in development		
Tamibarotene (China)							
- Acute Promyelocytic Leukemia (APL)	License-in				Toko Pharmaceuticals submitted additional data in June 2020 and it is being examined by NMPA		



# **Research: Ongoing Projects**

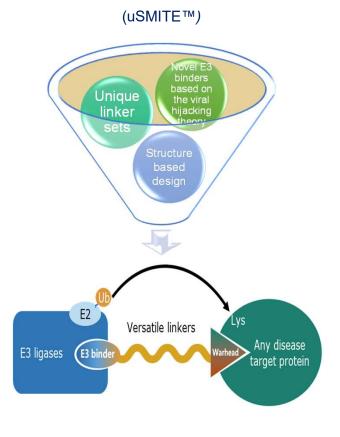
## Cullgen

Targeting the development of innovative new chemical entities (NCEs) for the novel treatment of cancer as well as inflammatory and autoimmune diseases, utilizing its new drug discovery platform ubiquitin-mediated, small molecule induced target elimination (uSMITE™)

#### FIVE novel therapeutic programs underway

- 1. Lung cancer and others
- 2. Acute Myeloid Leukemia
- 3. Triple Negative Breast Cancer
- 4. Prostate and Blood Cancer
- 5. Melanoma and Colon Cancer





## China

- License agreement with Eisai :
   A preclinical candidate drug (ER-000582865) for Pulmonary Arterial Hypertension (PAH) in Greater China.
   IND-enabling study underway
- 2. Chronic Obstructive Pulmonary Disease(COPD) program from internal R&D of Shanghai Genomics



# **Contact Information**

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