

## 2013 1H Financial Results & Business Update

Stock Code: 00853(HK)







- 2013 1H Financial Results
- Business Update

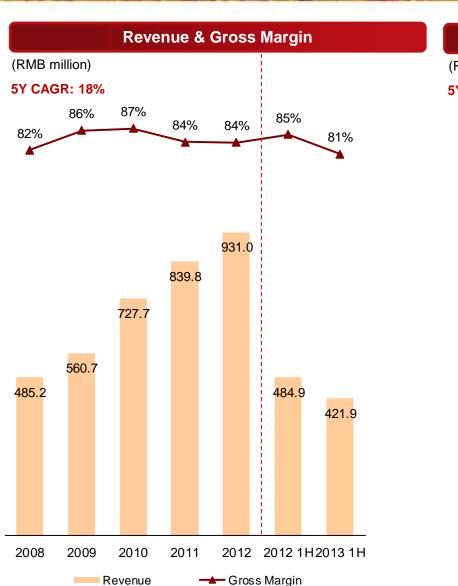


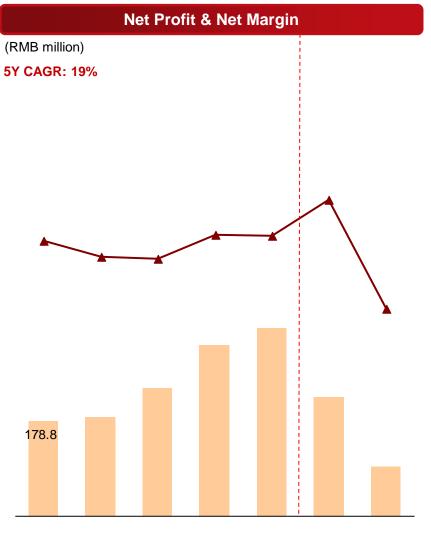
### **Key Financial Summary**

Net profit: 92m, Y/Y 59%

# **Financial Performance**



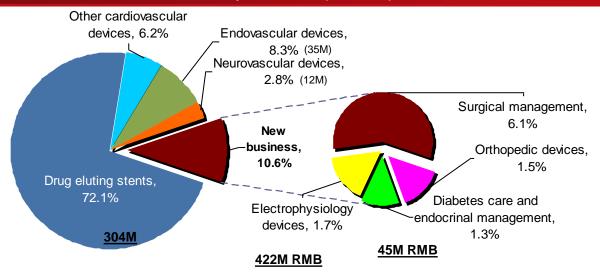




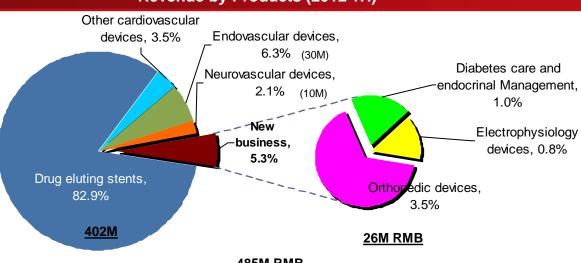
## Business Diversification - Revenue Mix for Reference 微创医疗



### **Revenue by Products (2013 1H)**

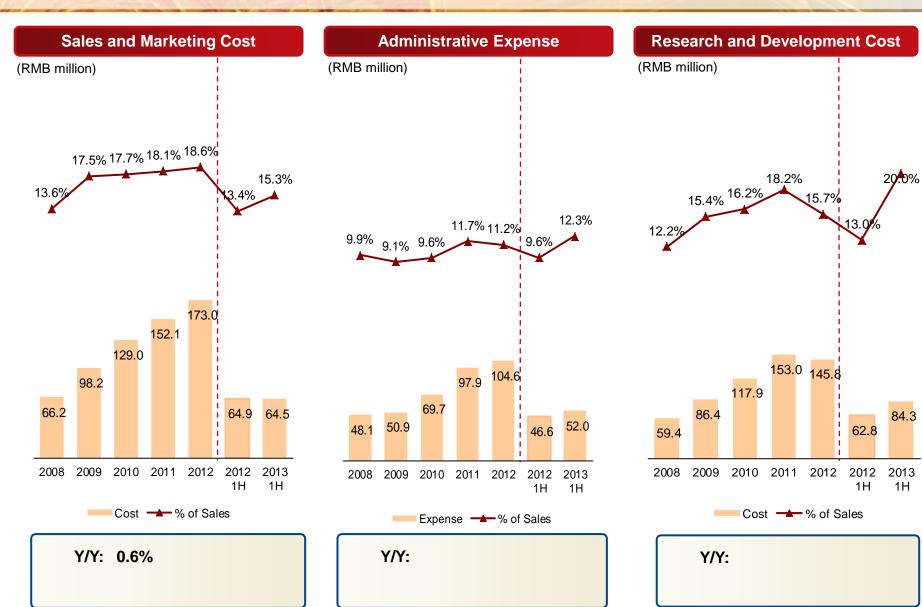


#### **Revenue by Products (2012 1H)**



# **Operating Expenses**







**Vascular Business** 

**Electrophysiology Business** 

**Orthopedics Business** 

**Diabetes and Endocrinal Devices** 

Surgical Management Dongguan Kewei

Long-Term R&D Pipeline

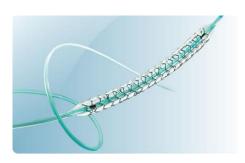


# Vascular Business

### **DES-Firehawk R&D Status**



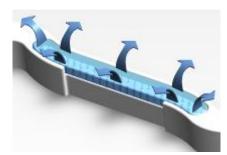
#### Firebird 2



Commercially launched in January 2009

Constructed of cobalt**chromium** coated with sirolimus 0.034 inch thick

### **Firehawk**



Third generation DES

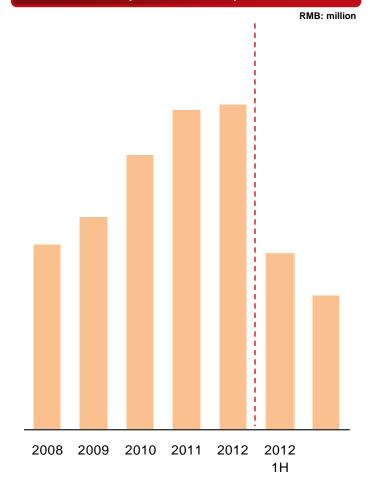
Cobalt-chromium targeteluting stent coated with sirolimus

Biodegradable drug coating that attaches only to the area of stent that contacts the blood vessel

### **Update of Firehawk**

The results of **All Trials** was published on **CIT 2013** (Mar. 2013) Waiting for SFDA approval and CE approval

### **DES Revenue (2008-2013 1H)**





# **12** Vascular Business

### **Endovascular Stent Graft**



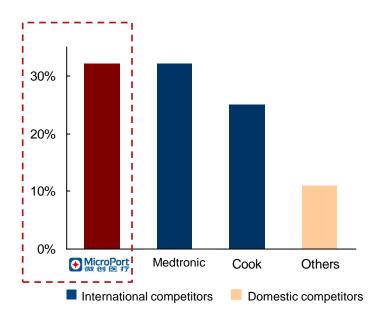
#### **TAA/AAA Market Leadership (2012)**

#### (in terms of units implanted)



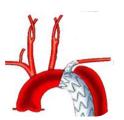






### **Products Profile**

## **Castor**



Branched Aortic Stent-Graft and Delivery System Clinical Trial to be kicked off in 2012

### **Hercules B / Hercules T**

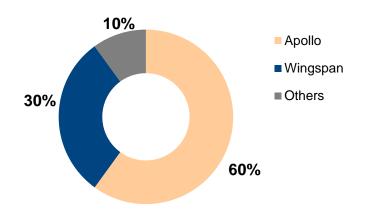






**Solid Growth of Apollo in Revenue** 

**Products Already Received SFDA Approval** 



# **Tubridge**

Vascular Reconstruction Device
First-in-man Finished in 2011
Clinical Tf1 0 0 1 418.01 38.78133.088 Tm088 Tm0.749

# **Electrophysiology Business**



Solid Growth of Electrophysiology in Revenue

**R&D Pipeline** 

RMB: million

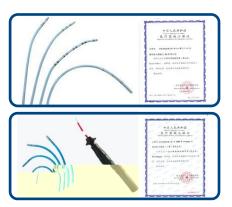
## **Columbus**

System in 2012

3D Mapping System

Clinical Trial in 2012

#### **Products on the Market**





# Voyager



Irrigated RF Ablation Catheter Clinical Trial in 2012



# 3 Orthopedics Business



#### **Milestones**

2009

**Established Shanghai MicroPort Orthopedics** 

2010

**Obtained CE Certificates** for over 5 products since 2010

2011

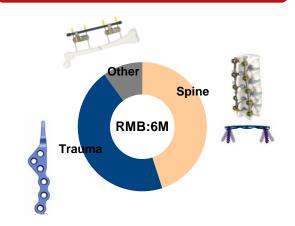
**(** 

**Acquired Suzhou BEST Orthopedics Corporation** 

2012

Revenues generated from domestic & international sales

### Sales Split by Application



### **Key Factors**





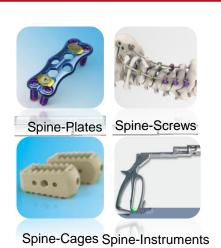
Employee: 180 in total

Facilities: increase an area of 11.000 m<sup>2</sup>

Certificates: over 20 domestic registration certificates, and over 5 CE certificates

### **Products Profile Pipeline**

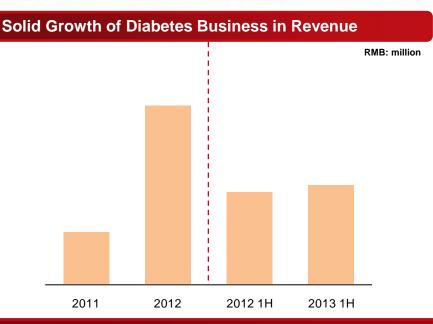






## **Diabetes and Endocrinal Devices Business**





**Products Profile** 

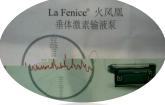
### **Micro-Infusion GnRH Pump**

(Artificial Pituitary Pump)

Innovative Solution for Hypogonadotropic Hypogonadism (HH)

Contribute a lot to the revenue





**R&D** Pipeline

## La Fenice V



New generation Insulin Pum Clinical Trial Finished





## La Fenice Pen

Motor Drive Insulin Pen
Clinical Trial to be kicked off in 2013



# **Surgical Devices Business**

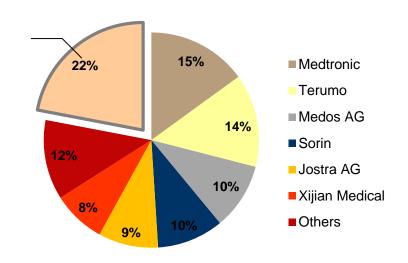


#### **Key Factors**



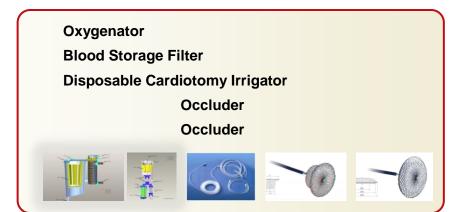
Located on Dongguan, Guangdong province
28 patents in China
Around 160 employees, over 20 engineers and 10 sales
Products currently used in more than 150 hospitals

### **Oxygenators Market Leadership**

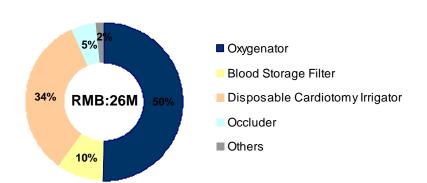


Source: Guohai Securities Research Center, Feb. 2011

#### **Products**



#### Revenue of 2013 1H





# 6 Long-Term R&D Pipeline (over 5 years)

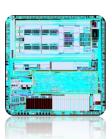


**Pacemaker & Pacing Lead** 

## **IPG** (Implantable Pulse Generator)

Under R&D stage





## **Pacing Leads** active & passive

Under R&D stage



**Others** 

### Transcatheter Aortic Valve Implantation system

Under R&D stage



Under R&D stage



# Appendix I - Consolidated Income Statement 微创医疗

(RMB '000)	2013 1H Actual	2012 1H Actual
Revenue	421,922	484,916
Cost of sales	(79,506)	(71,833)
Gross profit	342,416	413,083
Other revenue & net income Research and development costs Sales and marketing costs Adminnistrative expenses Other operating costs	18,923 (84,260) (64,489) (51,983) (43,764)	25,811 (62,824) (64,886) (46,637) (313)
Operating Profit	116,843	264,234
Finance costs	(1,543)	(327)
Profit before taxation	115,300	263,907
Income tax	(23,190)	(41,236)
Net profit	92,110	222,671



# **Appendix II - Consolidated Balance Sheet**

RMB'000	30 Jun 2013	31 Dec 2012
Cash and cash equivalents	662,227	413,149
Deposits with banks	451,528	666,275
Trade & Other receivables	390,343	433,890
Inventories	109,522	92,654
Total current assets	1,613,620	1,605,968
Fixed Assets & CIP & Prepay for FA	824,765	720,497
Intangible assets	167,568	149,974
Goodwill	154,955	175,492
Deferred tax assets	15,477	15,949
Total non-current assets	1,162,765	1,061,912
Total assets	2,776,385	2,667,880
Interest-bearing borrowings	(498)	(20,491)
Trade & Other payables	(267,392)	(174,812)
Income tax payable	(14,908)	(9,011)
Deferred income	(215)	(257)
Total current liabilities	(283,013)	(204,571)
Interest-bearing borrowings	(2,745)	(2,703)
Deferred income	(104,072)	(71,125)
Deferred tax liabilities	(27,355)	(28,923)
Other non-current liabilities	(41,691)	(40,679)
Total liabilities	(458,876)	(348,001)
Share capital	(108)	(108)
Capital reserve	(2,317,401)	(2,319,771)
Total stockholders' equity	(2,317,509)	(2,319,879)
Total liabilities and equity	(2,776,385)	(2,667,880)
Net Current Assets	1,330,607	1,401,397
Net Assets	2,317,509	2,319,879

# Appendix III



### **Condensed Consolidated Cash Flow Statement - Adjusted**

(RMB '000)	2013 1H Actual	2012 1H Actual
Cash generate from operations	198,573	196,529
Income tax paid	(18,388)	(29,131)
Net cash generated from operating activities	180,185	167,398
Net cash (used in)/from investing activities	(98,851)	(164,935)
Net cash used in financing activities	(50,036)	(25,963)
Net decrease in cash and cash equivalent	31,298	(23,499)
Cash and cash equivalents at 1 January	1,079,424	1,414,488
Effect of foreign exchange rate changes	3,033	(971)
Cash and cash equivalents at 30 June	1,113,755	1,390,017

<sup>\*</sup> Adjusted 215 million net placement of time deposits with bank over 3 month(2012 1H: net uplift 781 million) in to cash and cash equivalents.



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