

6609.HK HeartCare Medical

2022 ANNUAL RESULT

MARCH 2023

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2022 Result Review

Result Overview



183 million

2022 Revenue

a year-on-year increase of
103.2%



67.9%

2022 Gross Margin

a year-on-year increase of
6.9 percentage



**R&D
Achievement***

8 NMPA Approval
3 Enrollment/Clinical trial completed
4 Clinical trial in process



Enterprise Honor

National Level
Specialized and Novel Enterprise

*As of the date of annual result

2022 Result Review

One-stop solution for neuro-intervention



One-stop

Neuro-interventional products pipelines



Pipelines*



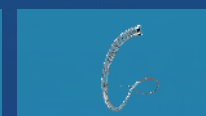



17 pipelines
Covering various of neuro-interventional procedures








Product Candidates

3 pipelines
Enrollment/Clinical trial completed





Acute ischemic stroke(AIS) treatment

 <p>Aspiration Catheter</p>	 <p>Thrombectomy Device</p>	 <p>Distal Access Catheter</p>
 <p>Aspiration Pump</p>	 <p>Balloon Guiding Catheter</p>	 <p>Microcatheter</p>

Neurovascular stenosis treatment

 <p>Carotid Artery Balloon Dilatation Catheter</p>	 <p>Intracranial Balloon Dilatation Catheter</p>	 <p>Embolization Protection System</p>
 <p>Carotid Artery Stent (Enrollment)</p>	 <p>Drug-eluting Balloon Catheter (Registration)</p>	


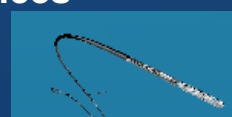


Hemorrhagic stroke treatment

 <p>Emboic Coil System</p>	 <p>Microcatheter for Coiling</p>
 <p>Flow Divorter Device (Clinical follow-up)</p>	 <p>Coil Embolization Assistant Stent (Clinical follow-up)</p>

Prevention of AIS

 <p>Left Atrial Appendage Occluder</p>
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Endovascular access devices

 <p>Vascular Closure Device</p>	 <p>Neuro-interventional Micro Guidewire</p>
 <p>Support Catheter</p>	 <p>Neuro-interventional Microcatheter</p>

*As of the date of annual result

2022 Result Review

Neuro-intervention: Revenue maintained rapid growth

Revenue

RMB'000



106 million

2022 H2 Revenue

a half-year increase of
38.6%

183 million

2022 Full Year Revenue

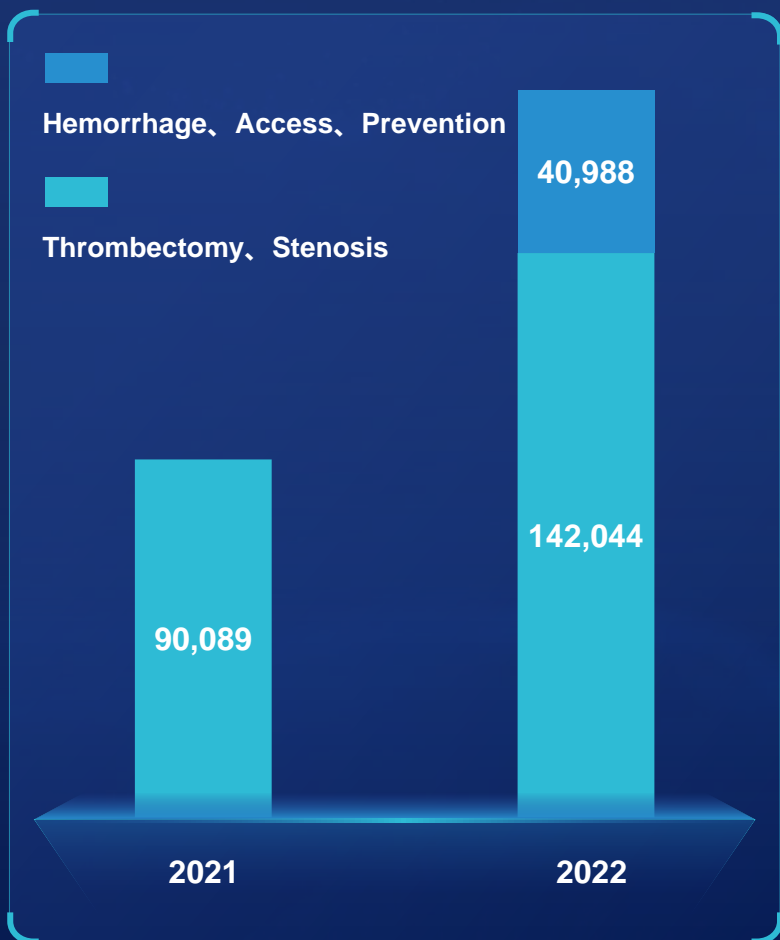
a year-on-year increase of
103.2%

2022 Result Review

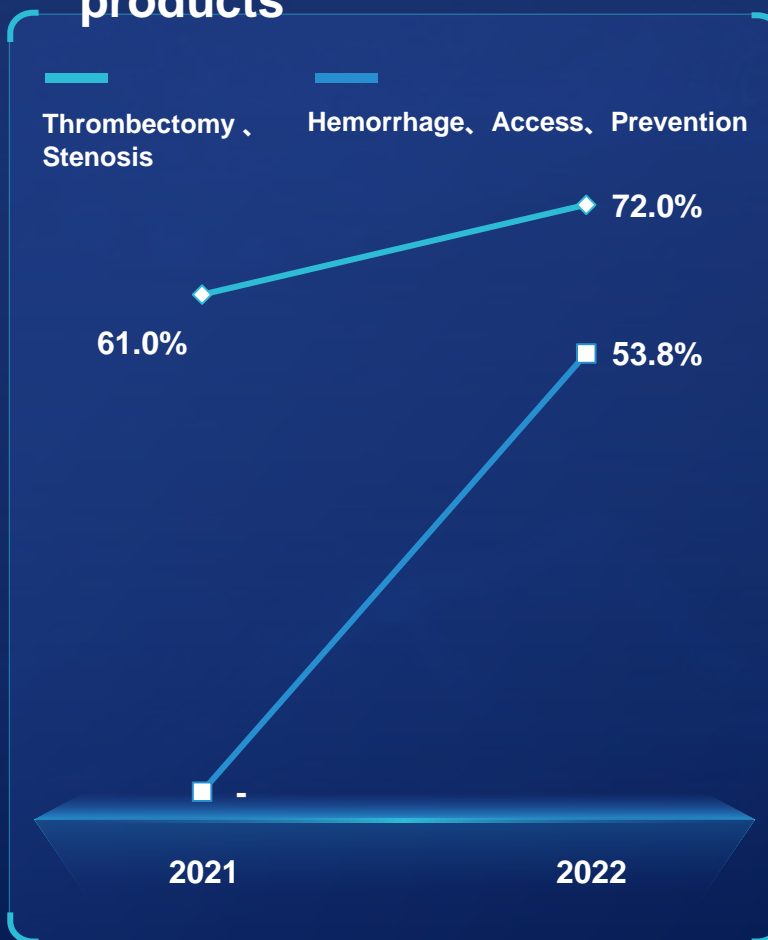
Neuro-intervention: Product line revenue and profitability upgraded comprehensively

Revenue by Products

RMB'000



Gross Profit Margin by products



Neuro-interventional Product

Thrombectomy & Stenosis

year-on-year revenue growth of **57.7%**

Gross margin increased over **10 percentage points**

New Neuro-interventional Product

Hemorrhage, Access and Prevention

Additional Income **over 40 million**

2022 Result Review

R&D costs represented a year-on-year increase of 101.4%

➤ R&D costs

RMB'million



➤ Loss for the year

RMB'000



870 million

Cash and bank



1.06 billion

Net Current Assets

Commercialization Progress

Building a market-competitive brand

Sales Network

Network covered nearly all the stroke center
Products were sold to more than 1,000 hospitals



VBP Result

Coil VBP of Fujian
Coil VBP of Jilin 21 Provinces Alliance



Supply Chain Construction

Efficient and reliable supply capacity



Shanghai Lin-gang New Area-Life Blue Bay



Shanghai Lin-gang · HeartCare Industrial Zone (CIP)



Shanghai Zhangjiang · Medical Device Industrial Zone



Nanjing-Jiangbei New Area



Improving
Qualification rate



Stable
Supply-chain



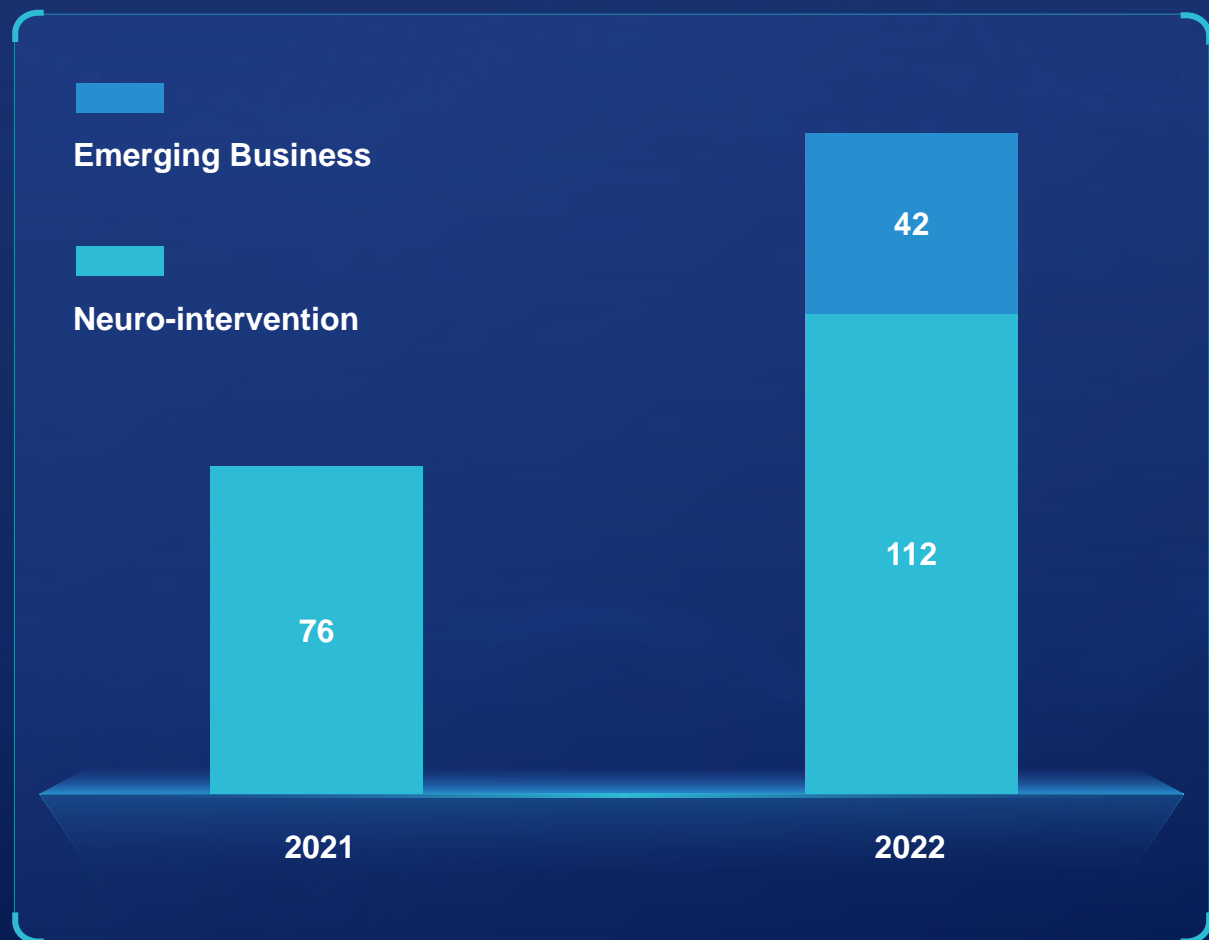
Sufficient Production
Capacity

R&D Results

The rapid progression of the clinical trials of pipeline candidates

➔ R&D Costs

— RMB'million



R&D costs 154 million

a year-on-year increase of 101.4%



Neuro-interventional Candidates*

3 Patient enrollment/Clinical trial completed
1 Clinical trial in process



Emerging business Candidates*

3 Clinical trial in process



R&D Platforms

Non-active and active medical devices

*As of the date of annual result

R&D Result

R&D platform both for non-active and active medical devices



THANKS