心玮医疗
HeartCare

用心玮护生命健康
CHERISH HEALTH OF LIFE WITH HEARTCARE

HEARTCARE MEDICAL

2023 ANNUAL RESULT

MARCH.2023

Performance Overview

The effect of the cost control and efficiency improvement become evident, and the net loss was sharply narrowed

232 million

Revenue

a year-on-year increase of **26.9%**

70.5%

Gross Profit Margin

a year-on-year increase of **2.6** ppt

103 million

Loss before Tax

Year-on-year narrowing **48.9%**

66.2%

SGA Expense Rate

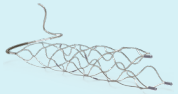
Year-on-year decrease **25.6** ppt

Performance Overview

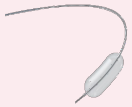
Business focus, treatment devices drive overall revenue growth

Neuro-interventional Treatment Devices

Aspiration Catheter


Thrombectomy Device

Embolic Coil System


Embolization Assisting Balloon

Carotid Artery Balloon Dilatation Catheter

Intracranial Balloon Dilatation Catheter

Embolization Protection System

Left Atrial Appendage Occluder

Neuro-interventional Access Devices

Vascular Closure Device

Neuro-interventional Micro Guidewire

Microcatheter for Coiling

Microcatheter

Microcatheter for Flow Diverter Device

Support Catheter

Neuro-interventional Microcatheter

Distal Access Catheter

Navigation Catheter

Balloon Guiding Catheter

Revenue from treatment devices

98.2 million

Revenue

a year-on-year increase of 62.9%

Revenue from access devices and other products

134.1 million

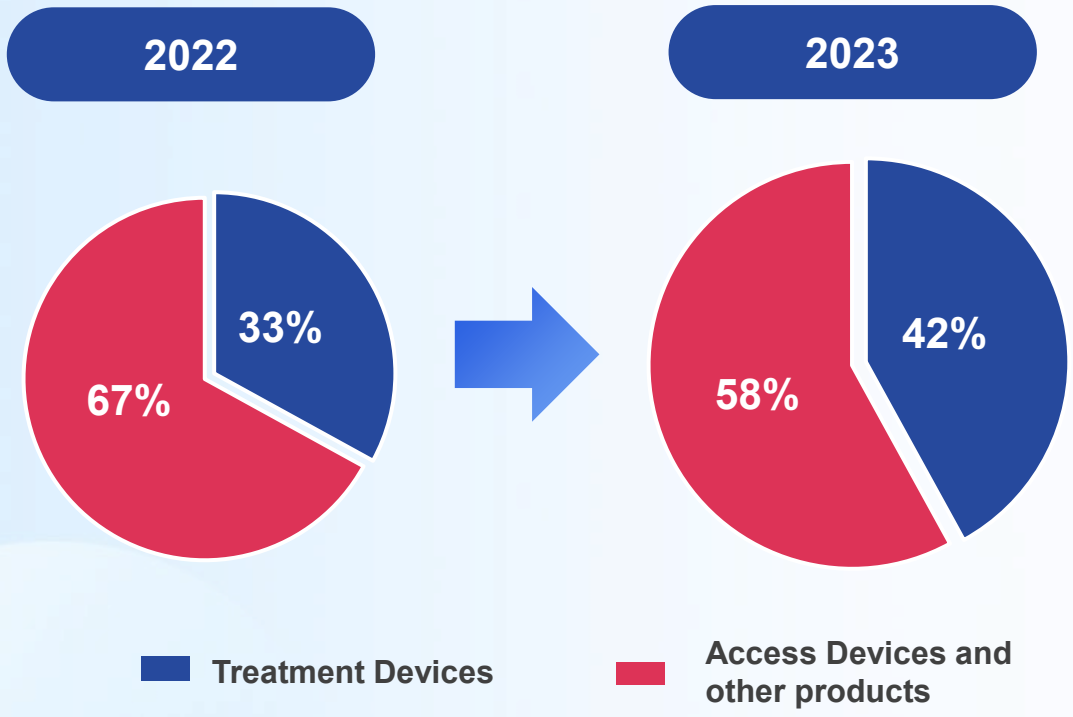
Revenue

a year-on-year increase of 9.3%

Performance Overview

Product structure upgrade, to adapt to the rapidly changing market environment

The proportion of treatment devices increased



VBP of neuro-intervention gradually processing

Thrombectomy Device
7 provinces

Vascular Closure Device
17 provinces

Embolic Coil System
23 provinces

Distal Access Catheter
9 provinces

Embolization Protection System
9 provinces

Support Catheter
9 provinces

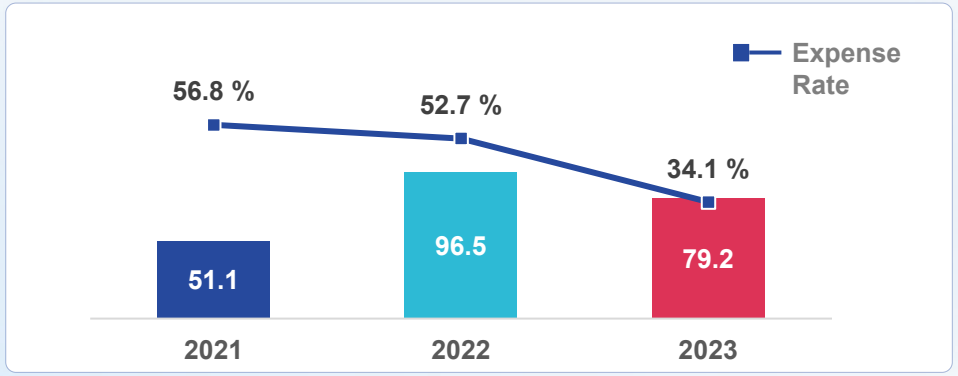
Left Atrial Appendage Occluder
9 provinces

Performance Overview

Implement cost control and efficiency improvement, expense rate decreased year by year, and the loss narrowed sharply

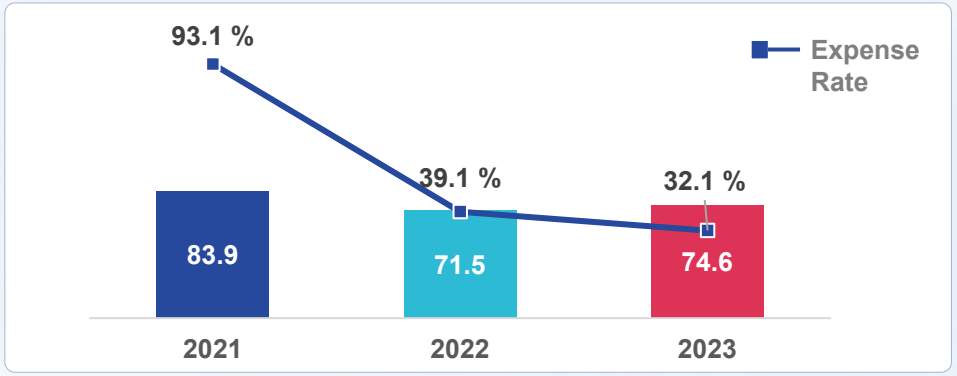
Selling Expenses

RMB'million



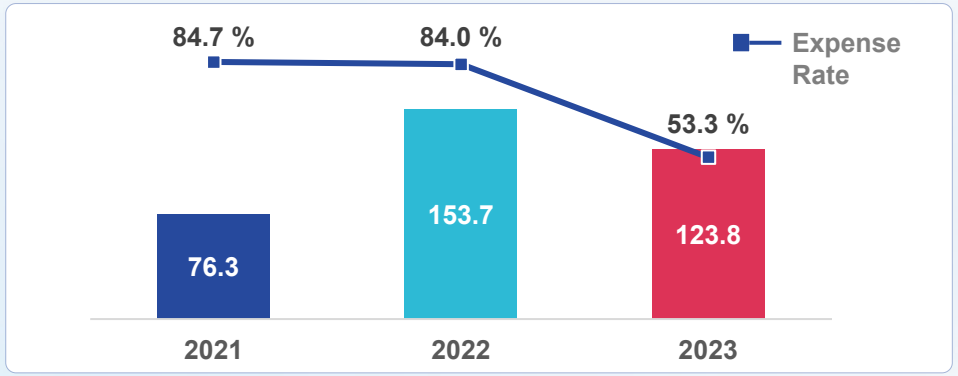
Administrative Expenses

RMB'million



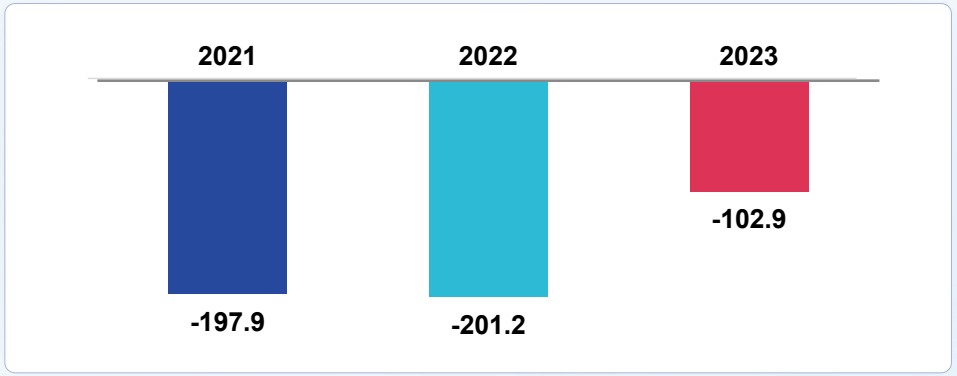
R&D Expenses

RMB'million



Loss before Tax

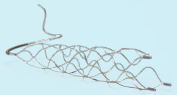
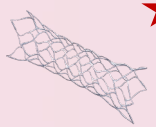
RMB'million



Business Highlights and Development Trend

心玮医疗 HeartCare

Rich treatment devices pipeline to meet the clinical needs of neuro-interventional rapid iteration

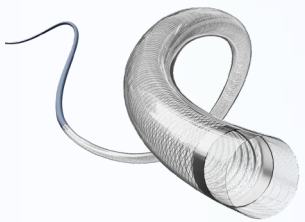
Iterative requirements for neuro-interventional procedures		Treatment Devices Pipeline
Thrombectomy	■ Aspiration is more mature and prevailing ■ To meet the needs of thrombectomy for different types of vessels (LVO,MeVo)	Aspiration Catheter  Thrombectomy Device
Aneurysm	■ First domestic product of coil embolization assistant device ■ To meet the needs of aneurysm treatment in grassroots market	Embolic Coil System  ★ Coil Embolization Assistant Stent ★ Flow Diverter Device Embolization Assisting Balloon
Stenosis	■ First full set devices for carotid stenosis treatment including domestic carotid artery stent ■ Upcoming drug-device therapy in ICAS	Carotid Artery Balloon Dilatation Catheter Embolization Protection System ★ Carotid Artery Stent Intracranial Balloon Dilatation Catheter ★ Drug-eluting Balloon Catheter ★ Drug Stent

★ Launching soon

Business Highlights and Development Trend

Thrombectomy treatment: “Large and Distal Action”

LVO (large vessel occlusion) Thrombectomy



- Suitable for large thrombus, high suction efficiency, improve one-time reproducibility.
- Efficiently block blood flow and provide occlusion effect.
- Provides greater suction, reverses blood flow and prevents microembolism.

088 Large Intracavitary Aspiration Catheter

MeVO (medium vessel occlusion) Thrombectomy

3mm Thrombectomy Device

4F Aspiration Catheter

- **MeVO (25% - 40% of acute ischemic stroke):** Vascular structure is more complex than large vascular structure, with thin vascular wall and higher complication rate.
- **3mm Thrombectomy Device:** Suitable for smaller blood vessel diameter, can pass 17 microcatheter, completely visible, soft and non-invasive stent.
- **4F Aspiration Catheter:** Small outer diameter, matching the diameter of blood vessels, pliable head end, easier to reach the distal blood vessels.

Business Highlights and Development Trend

Treatment of stenosis and hemorrhagic : Five Major Devices

2024 | 2025 | 2026

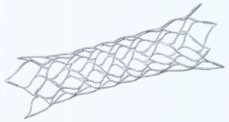
Stenosis

Intracranial Drug Balloon

- ✓ NMPA registration process
- ✓ NMPA Green Channel
- ✓ No similar products launched in the market

Carotid Artery Stent

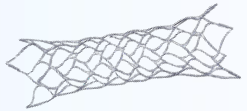
- ✓ Patient enrollment completed, follow-up stage
- ✓ No domestic products launched in the market



Drug Stent

- ✓ Clinical enrollment

Hemorrhage



Embolization Assisting Stent

- ✓ NMPA registration process
- ✓ NMPA Green Channel
- ✓ No domestic products launched in the market

Flow Diverter Device

- ✓ Clinical follow-up completed, registration preparation

Business Highlights and Development Trend

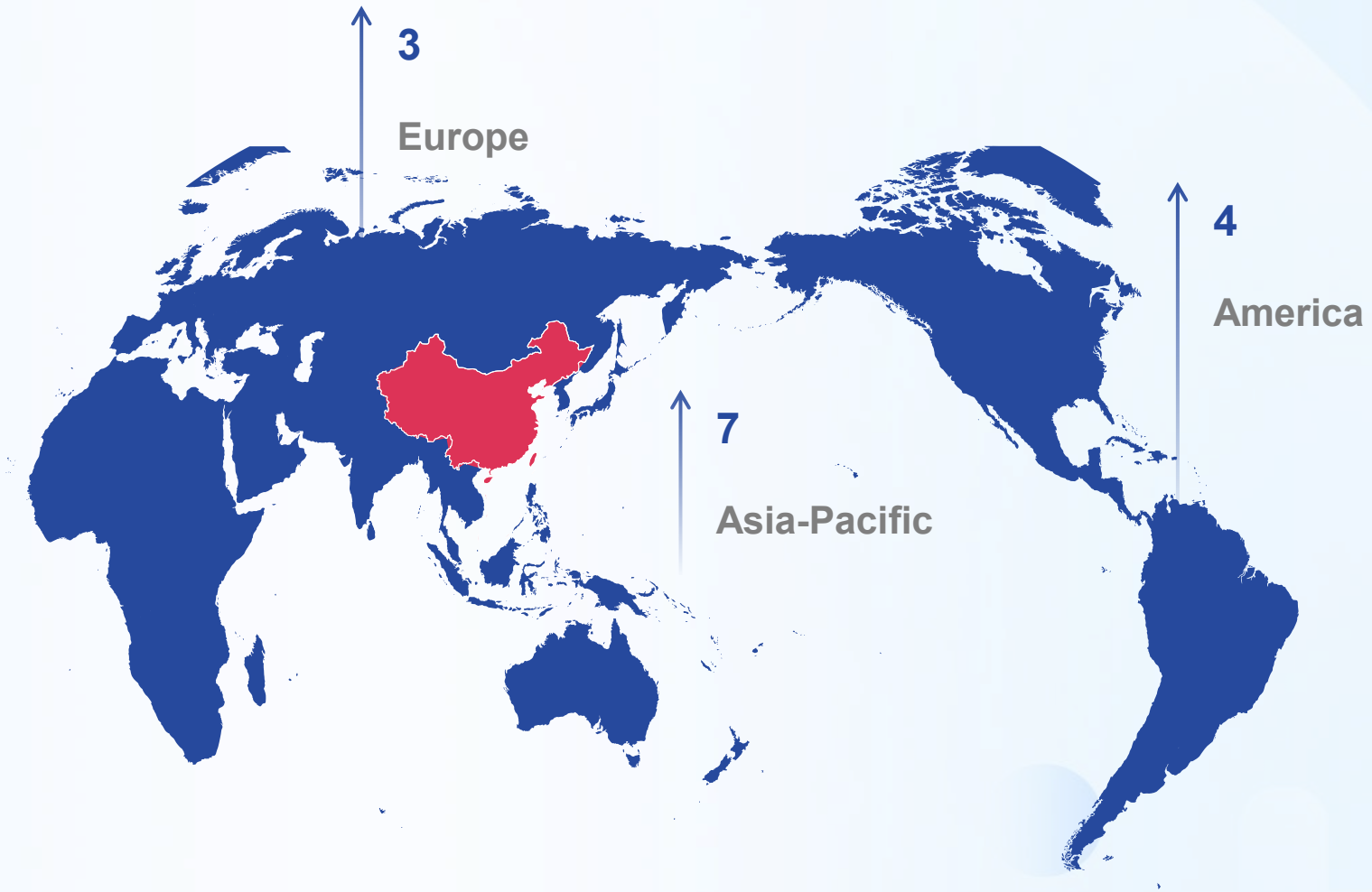
Oversea business is growing steadily

1.1 million
Revenue

14
Countries or regions

3 Approved
FDA

1 Approved
CE.MDR



Business Highlights and Development Trend

Reliable production and R&D support

Shanghai · Lingang Headquarters

- ~10,000 M^2
- Qualification for the production of Class III intermediate implants

Shanghai · Zhangjiang

- ~2,000 M^2
- Qualification for the production of Class III intermediate implants

Nanjing · Jiangbei New Area

- 2,000+ M^2
- Qualification for the production of Class III intermediate implants

US · Californian R&D Center

- ~1,000 M^2

Business Highlights and Development Trend

Continuous innovation capability

R&D Investment

124 million
R&D Expenses

53.3%
Expense Rate

40+
Projects

Patent Technology

300+
Patent application

200+
Invention patent application

~200
Registered patent

Qualification and Honor

中国合格评定国家认可委员会
实验室认可证书
（注册号：CNAS L18676）
兹证明：
上海心玮医疗科技股份有限公司测试中心
（法人：上海心玮医疗科技股份有限公司）
中国（上海）自由贸易试验区临港新片区正博路 356 号 38 幢第 1 层、第 3 层，201400
符合 ISO/IEC 17025：2017《检测和校准实验室能力的通用要求》（CNAS-CL01《检测和校准实验室能力认可准则》）的要求，具备承担本证书附件所列服务能力，予认可。
获认可的能力范围见标有相同认可注册号的证书附件，证书附件是本证书组成部分。
生效日期：2023-07-14
截止日期：2029-07-13
中国合格评定国家认可委员会授权人 张朝华

CNAS Laboratory Accreditation

Shanghai Innovative Enterprise Headquarters

为表彰天津市科学技术进步奖获得者，特颁发此证书。
项目名称：急性脑卒中时效救治器械和智能康复设备创制及临床应用
天津市科学技术进步奖
奖励等级：一 等
证 书
获 奖 者：上海心玮医疗科技股份有限公司
二〇二[illegible]年十二月
奖励编号：2022JB-1-020-03

Tianjin's First Prize of Science and Technology Progress Award

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THANK YOU

用心玮护生命健康 o CHERISH HEALTH OF LIFE WITH HEARTCARE