



2025 1H Interim Results

Adicon Holdings Limited

August 22, 2025

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Overview

2025 1H: Robust Financials with Growth In Key Segments



1.27 bn

Revenue

↓ -13.3% YoY



+30%

Co-construction Revenue

↑ Historical High



+17.8%

CRO Revenue

↑ Historical High



35.8%

Gross Margin

↓ 242 bps



3.4%

Adj Net Margin

↓ 399 bps



Esoteric: 5 Year CAGR+28%, Early Signs of Recovery

2025 First Half Revenue

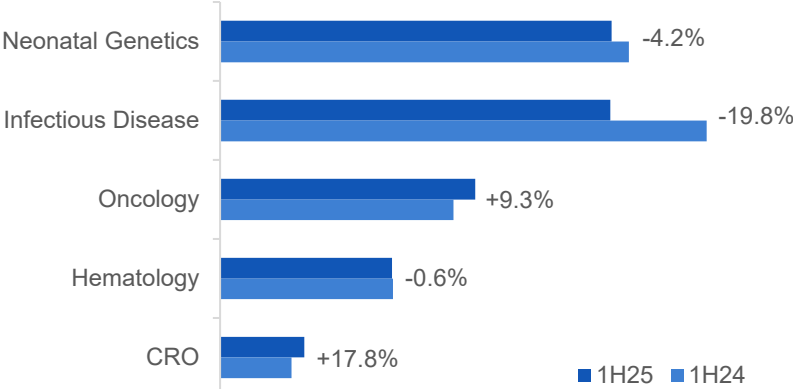
-5.8%
YoY

+28%
5 Year CAGR

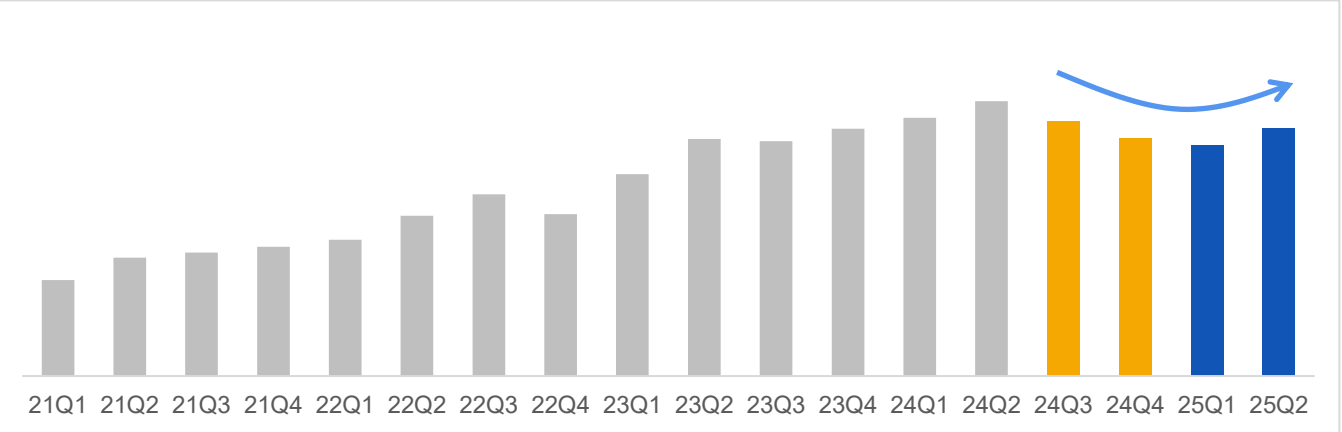
Esoteric Revenue Share

25% → 27%
1H24 1H25

Breakdown by Categories



Quarterly Revenue Indicating Signs of Recovery



Number of CRO contracts

93 → 111
1H24 1H25

1H25 new CRO contract amount

>24 million

Co-construction: Revenue up +30% YoY

2025 First Half Revenue

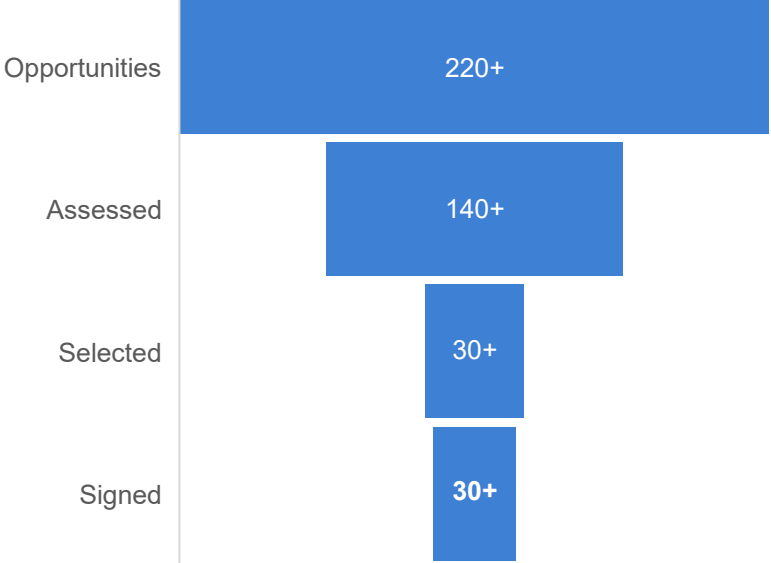
+30%
YoY

+48%
4 Year CAGR

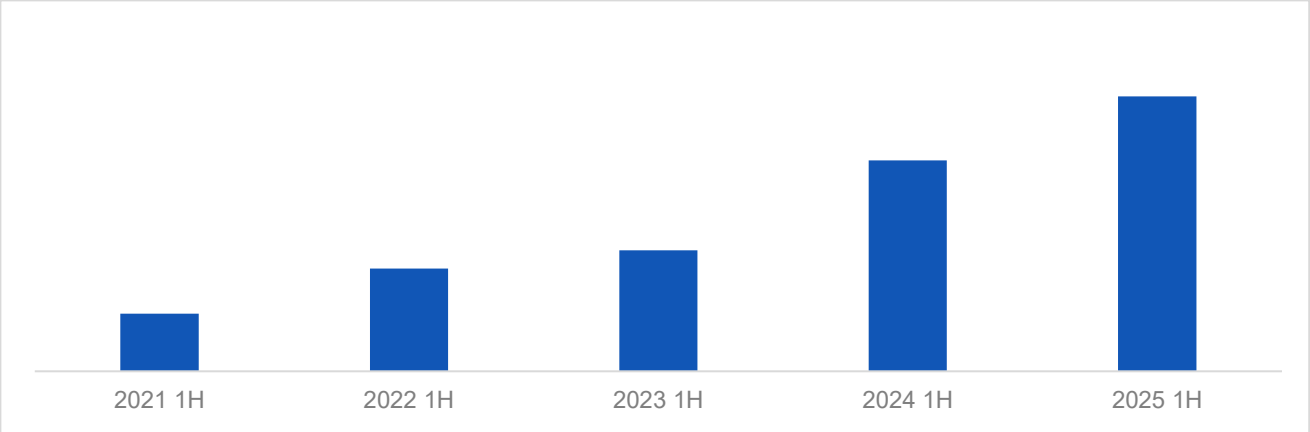
Co-construction Revenue Share

8% → **12%**
1H24 1H25

New Contracts



Steady Growth in Co-construction Revenue



- ✓ Policy tailwind – county-level medical and health communities
- ✓ Business strategy – Quantity → Size
- ✓ Expected to accelerate in 2H

New Client Acquisition: Bidding Team Buildout Achieving Results



Digital Intelligence, a New Era of AI+Diagnostics

System Upgrades



A grid of six system upgrade categories, each with an icon and a background image. The categories are: LIMS (cloud and database icon), PIMS (microscope icon), In-hospital LIS (laptop icon), Regional LIS (globe icon), and Ai-Logistics (person and box icon). Each category is accompanied by a representative image of the system or environment.

- LIMS** (Laboratory Information Management System)
- PIMS** (Patient Information Management System)
- In-hospital LIS** (Laboratory Information System)
- Regional LIS** (Regional Laboratory Information System)
- Ai-Logistics**

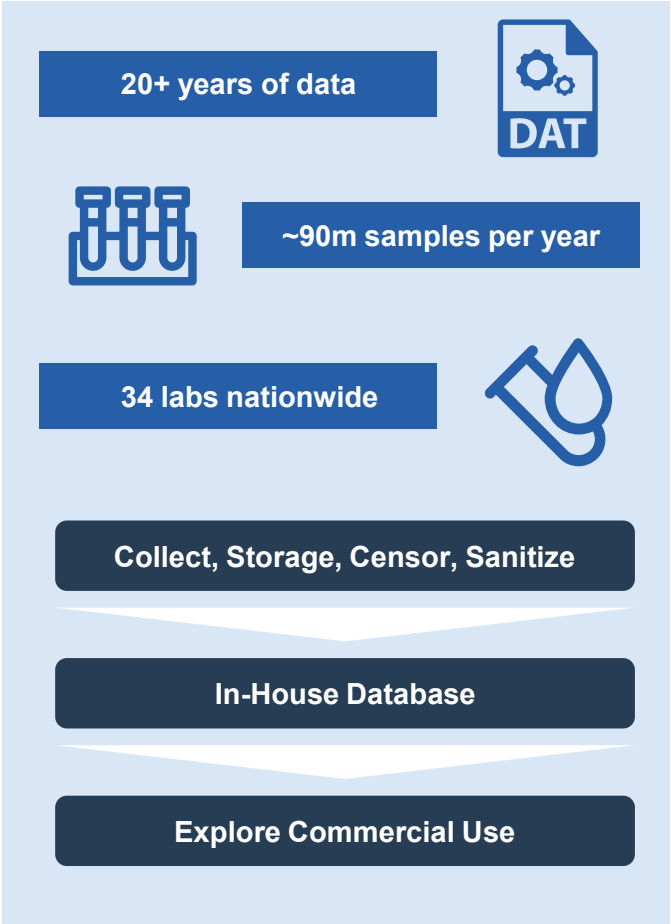
Applications of AI



A grid of four AI application categories, each with an icon, a title, and a description. The categories are: Assisted Diagnostics (magnifying glass icon), AI Assistant (robot icon), Quality Control (shield icon), and Flow Cytometry Platform (microscope icon).

- Assisted Diagnostics**: Cumulative assisted pathology readings **10m+**
- AI Assistant**: One-stop solution for recommendations, diagnosis, reports and Q&A
- Quality Control**: Validation and reduction of human errors
- Flow Cytometry Platform**: Report generation in seconds, vastly expediting process

Data Assets



A grid of data asset categories, each with a title, a description, and an icon. The categories are: 20+ years of data (DAT icon), ~90m samples per year (test tubes icon), 34 labs nationwide (droplet icon), Collect, Storage, Censor, Sanitize, In-House Database, and Explore Commercial Use.

- 20+ years of data** (DAT icon)
- ~90m samples per year** (Test tubes icon)
- 34 labs nationwide** (Droplet icon)
- Collect, Storage, Censor, Sanitize**
- In-House Database**
- Explore Commercial Use**

Operational Efficiency



Cost Control

↓ 13%

Reagents

↓ 4%

Logistics



Labour

↑ 11%

Manpower efficiency



Quality

14

ISO9001 /
14001 / 45001

24

ISO15189

35.8%
Gross Margin

3.4%
Adj Net Margin

Key Milestones in 2025

2025.5

Announced M&A of Yuande Youqin



Upgrading market position and capabilities in **Hematology**

2025.5

Launch of Internet Hospital



Establishing a **one-stop-solution** of diagnosis & treatment for end users

2025.6

1H 130+ New Testing Items



Further expanding our testing menu in **Oncology, Neurology, and Infectious Disease**

2025.6

Regional LIS Online



In-house developed, improving our costs and capabilities to enhance customer loyalty

2025.8

CCMU Co-construction



A **strategic client** and a **landmark case** of collaboration between universities, hospitals and corporates

Outlook and Strategy

➤ Co-construction

- Expand on opportunities
- Improve hit rates
- Improve service quality
- Capture market share

➤ CRO

- Capture key sector opportunities
- Identify new areas of growth
- Upgrade on sales and marketing



➤ Higher-value Clients

- Screen for client potential
- Focus on key clients and service expansion
- Moving up market on branding

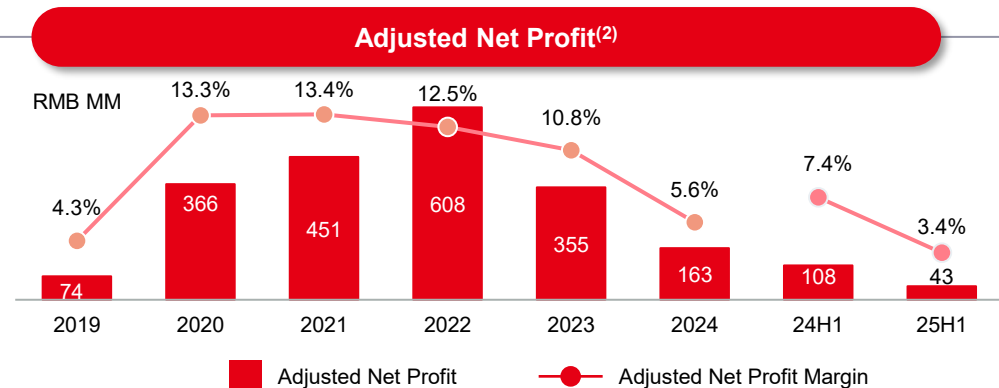
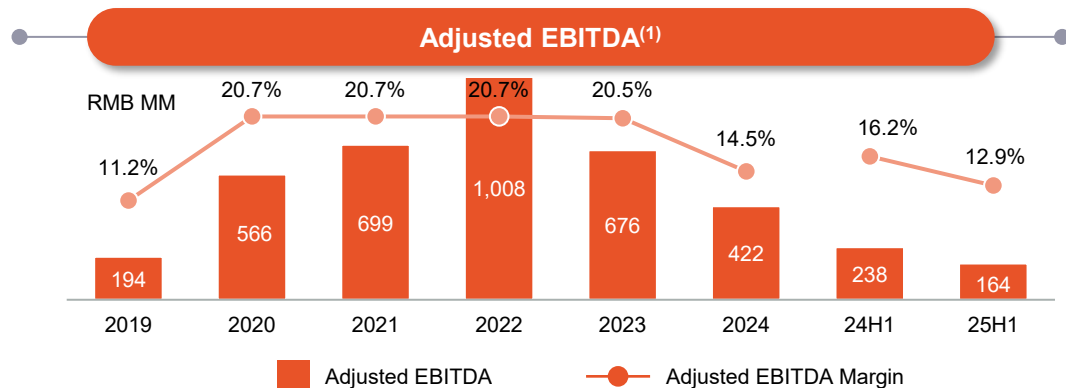
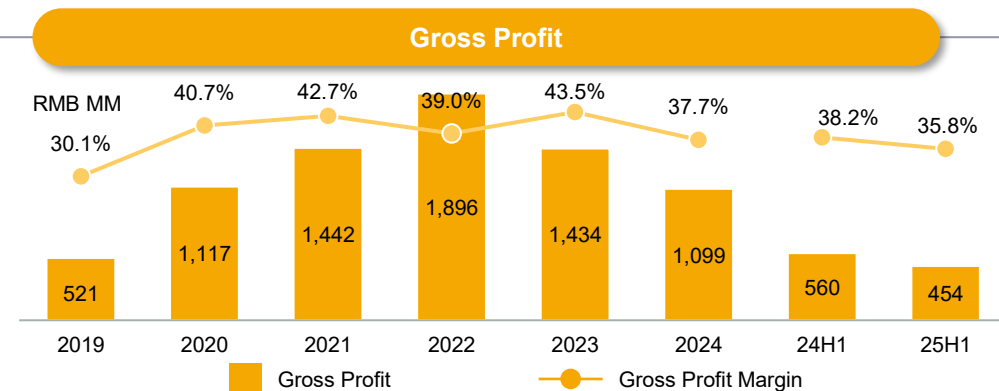
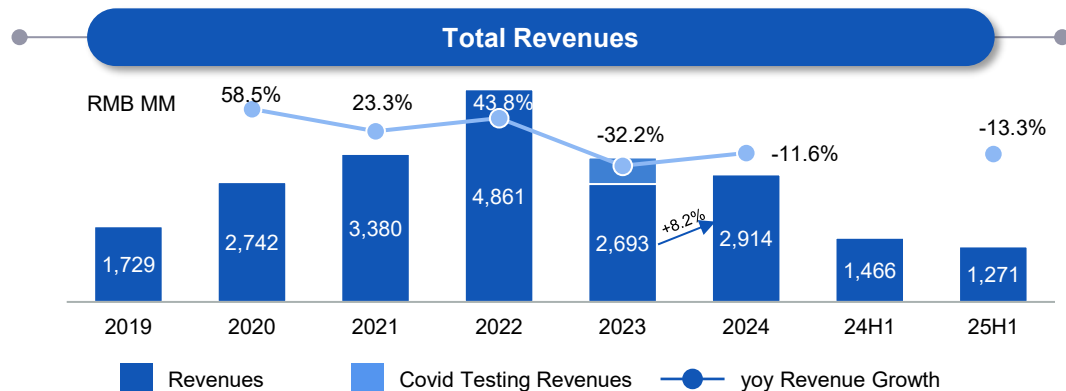
➤ M&As

- Capture key opportunities from sector consolidation
- Upgrading capabilities
- Synergies and integration



Financial Highlights

Consistent Financials Through Headwinds



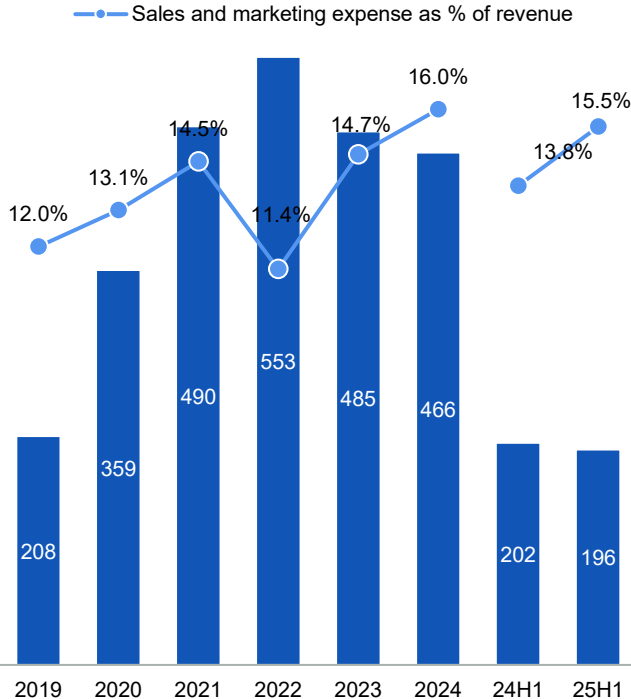
Notes:

- Adjusted EBITDA is defined as EBITDA (profit before tax plus depreciation and amortization expenses and finance costs, minus bank interest income) plus share-based compensation expenses, listing expenses, fair value loss on financial liabilities at FVTPL, fair value gains on contingent consideration, fair value gains on put option over non-controlling interests, fair value losses/(gains) on derivative financial instruments, fair value losses/(gains) on segregated portfolio, foreign exchange losses/(gains), Covid related inventory impairments, Covid-19 related bad debt impairment, and strategic restructuring charges.
- Adjusted net profit is defined as profit for the year adjusted for, net of tax, share-based compensation expenses, listing expenses, fair value loss on financial liabilities at FVTPL, fair value gains on contingent consideration, fair value gains on put option over non-controlling interests, fair value losses/(gains) on derivative financial instruments, fair value losses/(gains) on segregated portfolio, foreign exchange losses/(gains), Covid related inventory impairments, Covid-19 related bad debt impairment, and strategic restructuring charges.

Cost Management Supporting Long-Term Growth

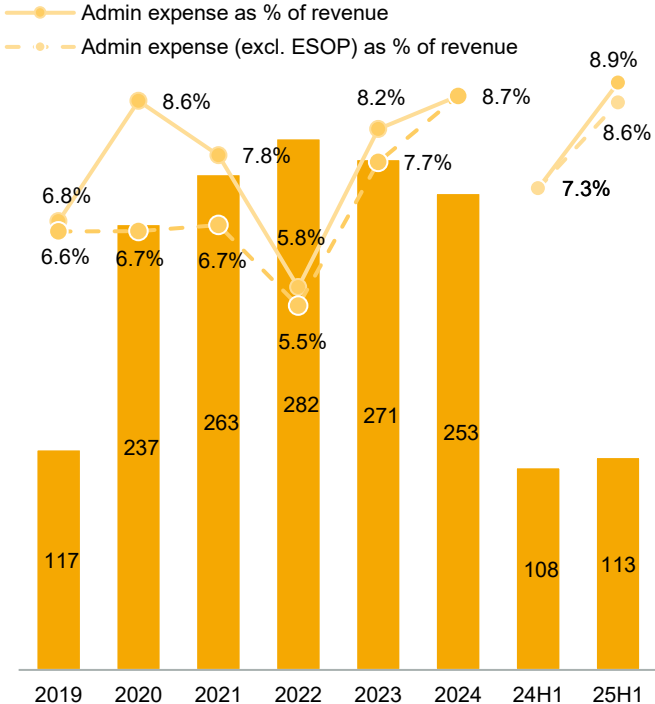
Selling and Marketing Expenses

RMB MM



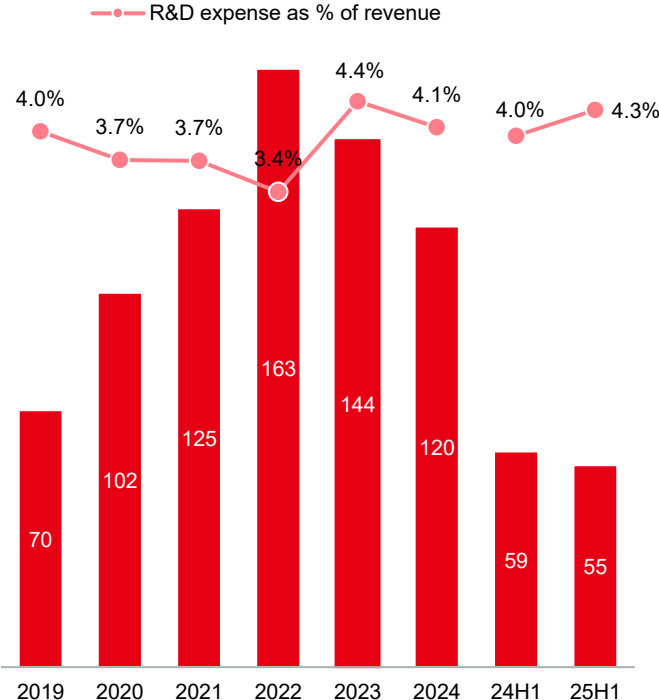
Administrative Expenses⁽¹⁾

RMB MM



Research and Development Expenses

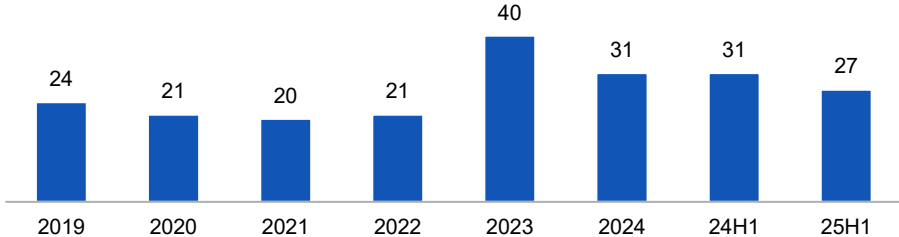
RMB MM



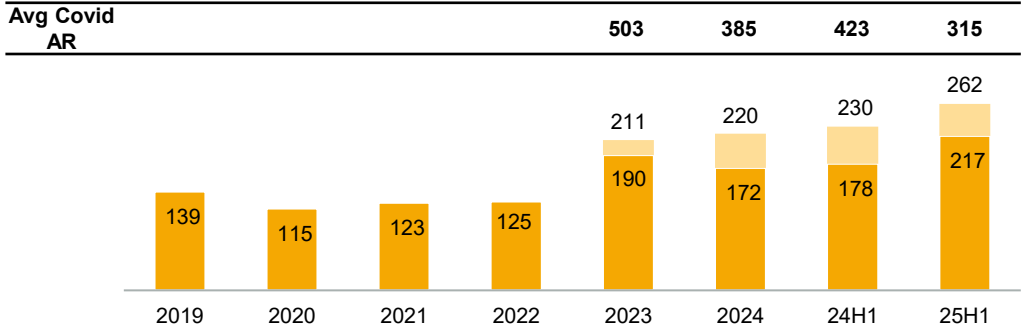
Notes:
1. Administrative expenses, dotted yellow line excluding non-cash ESOP expenses.

Optimizing Working Capital with Conservative ECL Provisions

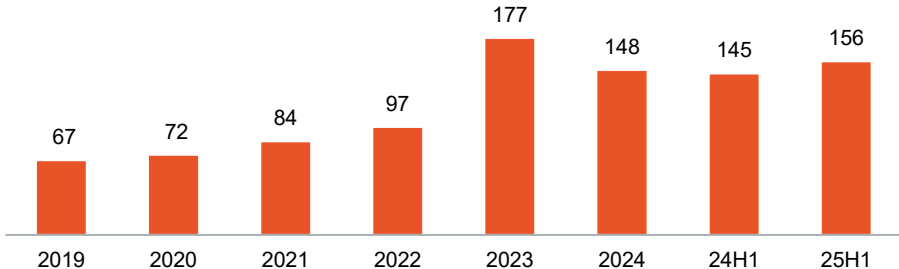
Inventory Turnover Days⁽¹⁾



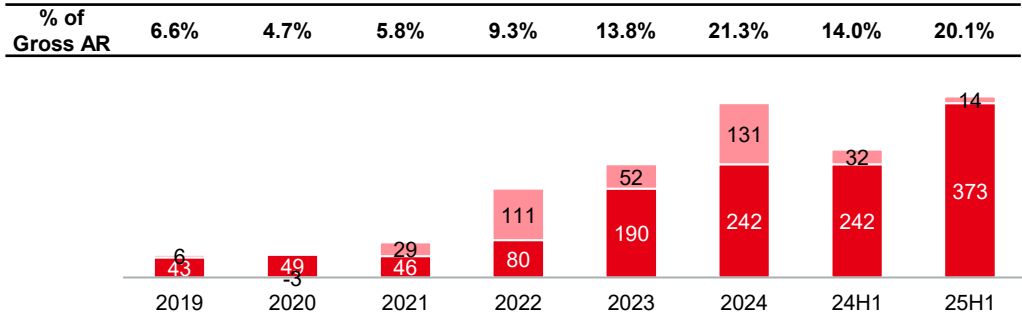
Trade Receivables Turnover Days⁽²⁾



Trade Payables Turnover Days⁽³⁾



Trade Receivable Expected Credit Losses (ECL)⁽⁴⁾



Notes:
 1. Average balance of inventory for the year, divided by costs of sales for the same year and multiplied by 365 days.
 2. Average trade receivables turnover days using the average balance of trade receivables for the year, divided by revenue for the relevant year, multiplied by 365 days. Pro forma figures breaking our receivables balance from large screenings Covid in light yellow and pro forma receivables days calculated not including large screening Covid receivables.
 3. Average balance of trade payables for the year, divided by costs of sales for the relevant year, multiplied by 365 days.
 4. The stacked red bar represents the Expected Credit Losses (ECL) beginning balance and pink stacked bar represents the ECL reserves net of write-downs for each year. Note a negative pink stacked bar means we took more write-downs than reserves in that year. The number above each bar represents the % of ECL balance as a percentage of gross trade receivables at the end of each period.

Income Statement

	Year ended 31 December						For the 6 months ended June 30	
	2019	2020	2021	2022	2023	2024	2024	2025
REVENUE	1,729,261	2,741,731	3,379,515	4,860,613	3,297,828	2,914,113	1,465,701	1,270,559
Cost of sales	-1,208,328	-1,625,071	-1,937,126	-2,964,448	-1,863,721	-1,815,464	-905,968	-816,087
Gross profit	520,933	1,116,660	1,442,389	1,896,165	1,434,107	1,098,649	559,733	454,472
Other income and gains	3,421	12,686	14,763	50,811	61,609	49,261	19,672	12,664
Selling and marketing expenses	-208,216	-359,051	-489,783	-553,272	-485,155	-465,691	-201,975	-196,376
Administrative expenses	-116,966	-236,566	-263,003	-282,262	-271,015	-253,274	-107,531	-112,638
Research and development costs	-69,932	-102,009	-125,446	-162,746	-143,522	-120,037	-58,707	-54,904
Other expenses	-24,260	-37,712	-48,530	-128,440	-99,622	-164,590	-50,024	-35,730
Listing expense	-	-16,179	-35,290	-9,664	-72,189	-	-	-
Finance costs	-17,382	-19,644	-16,326	-76,824	-86,316	-52,358	-27,404	-21,980
Fair value loss on financial liabilities at FVTPL	-	-	-61,531	87,044	11,475	-	-	-
PROFIT BEFORE TAX	87,598	358,185	417,243	820,812	349,372	91,960	133,764	45,508
Income tax expense	-17,155	-68,732	-94,948	-135,928	-87,050	-29,397	-30,286	-16,939
PROFIT FOR THE YEAR	70,443	289,453	322,295	684,884	262,322	62,563	103,478	28,569
Attributable to:								
Owners of the parent	67,906	284,121	315,540	680,793	234,885	47,014	101,582	27,273
Non-controlling interests	2,537	5,332	6,755	4,091	27,437	15,549	1,896	1,296

Adjusted EBITDA – non-IFRS reconciliation

	Year ended 31 December						For the 6 months ended June 30	
	2019	2020	2021	2022	2023	2024	2024	2025
PROFIT BEFORE TAX	87,598	358,185	417,243	820,812	349,372	91,960	133,764	45,508
(+) Depreciation	85,736	113,118	136,235	188,565	158,949	166,059	79,817	82,775
(+) Amortization	610	662	1,617	4,853	8,490	10,034	4,902	5,523
(+) Finance costs	17,382	19,644	16,326	76,824	86,316	52,358	27,404	21,980
(-) Bank interest income	889	3,765	6,289	8,874	20,160	21,472	12,576	6,804
EBITDA	190,437	487,844	565,132	1,082,180	582,967	298,939	233,311	148,982
(+) Share based compensation expenses	2,735	63,598	37,325	15,049	17,054	2,151	205	3,523
(+) Listing expenses	-	16,179	35,290	9,664	72,189	-	-	-
(+) FV loss/(gain) on financial instruments at FVTPL	-	-	61,531	-87,044	-11,475	-	-	-
(+) FV gains on contingent consideration	-	-	-	-13,337	-	-	-	-
(+) FV gains on put option over non-controlling interests	-	-	-	-	-15,305	-	-	-475
(+) FV losses/(gains) on derivative financial instruments	-	-	-	-7,826	6,165	-2,256	4,478	-
(+) FV losses/(gains) on segregated portfolio	-	-	-	-	-	4,486	-2,244	-
(+) Foreign exchange (gains)/losses, net	434	-1,427	50	6,743	8,198	-7594	93	5,335
(+) Covid-19 related inventory impairment	-	-	-	1,421	15,976	2,320	2,063	-
(+) Covid-19 related bad debt impairment	-	-	-	-	-	98,671	-	-
(+) Strategic restructuring charges	-	-	-	-	-	25,590	-	6,536
ADJUSTED EBITDA	193,606	566,194	699,328	1,006,850	675,769	422,307	237,906	163,901
yoy growth	81.40%	192.40%	23.50%	44.00%	-32.90%	-37.50%	-28.00%	-31.11%
Adjusted EBITDA margin	11.20%	20.70%	20.70%	20.70%	20.50%	14.50%	16.20%	12.90%

Adjusted Net Income – non-IFRS reconciliation

	Year ended 31 December						For the 6 months ended June 30	
	2019	2020	2021	2022	2023	2024	2024	2025
PROFIT FOR THE YEAR	70,443	289,453	322,295	684,884	262,322	62,563	103,478	28,569
(+) Share based compensation expenses	2,735	63,598	37,325	15,049	17,054	2,151	205	3,423
(+) Listing expenses	-	13,984	30,087	8,204	72,099	-	-	-
(+) FV loss/(gain) on financial instruments at FVTPL	-	-	61,531	-87,044	-11,475	-	-	-
(+) FV gains on contingent consideration	-	-	-	-13,337	-	-	-	-
(+) FV gains on put option over non-controlling interests	-	-	-	-	-15,305	-	-	-
(+) FV losses/(gains) on derivative financial instruments	-	-	-	-7,826	6,165	-2,256	4,478	-
(+) FV losses/(gains) on segregated portfolio	-	-	-	-	-	4,486	-2,244	-
(+) Foreign exchange (gains)/losses, net	434	-1,427	50	6,743	8,198	-7594	93	5,222
(+) Covid-19 related Inventory Impairment	-	-	-	1,421	15,976	2,415	2,063	-
(+) Covid-19 related bad debt impairment	-	-	-	-	-	77,272	-	-
(+) Strategic restructuring charges	-	-	-	-	-	23,692	-	5,793
ADJUSTED NET INCOME	73,612	365,608	451,288	608,094	355,034	162,729	108,073	43,007
yoy growth	2201.10%	396.70%	23.40%	34.70%	-41.60%	-54.20%	-40.70%	-60.21%
Adjusted Net Income margin	4.30%	13.30%	13.40%	12.50%	10.80%	5.60%	7.40%	3.38%

Balance Sheet

RMB '000	As of 31 December				
	2021	2022	2023	2024	6/30/2025
NON-CURRENT ASSETS					
Property and equipment	266,137	375,428	410,987	398,520	379,912
Right-of-use assets	173,381	218,853	187,390	165,719	145,143
Deferred tax assets	74,560	118,403	103,971	129,180	123,471
Other intangible assets	20,504	143,709	151,416	154,064	150,478
Prepayments, deposits and other receivables	9,645	12,839	12,575	54,543	45,794
Amounts due from related parties	1,816	2,123	2,474	2,511	2,171
Goodwill	25,691	79,802	79,802	79,802	79,802
Financial assets at fair value through profit or loss	-	8,104	1,535	-	-
Pledged deposits	-	-	300,000	650,000	650,000
Total non-current assets	571,734	959,261	1,250,150	1,634,339	1,576,771
CURRENT ASSETS					
Inventories	109,395	229,413	176,593	126,935	115,875
Trade and bills receivables	1,213,512	1,856,847	1,515,434	1,377,364	1,544,989
Financial assets at fair value	-	-	50,837	-	-
Prepayments, deposits and other receivables	105,716	127,860	188,474	196,521	212,647
Amounts due from related parties	270	227	25	25	368
Cash and bank balances	1,109,211	1,680,625	959,423	1,043,833	751,113
Pledged deposits	-	-	412,602	306,000	306,000
Total current assets	2,538,104	3,894,972	3,303,388	3,050,678	2,930,992
CURRENT LIABILITIES					
Trade payables	510,691	1,062,452	742,108	721,814	681,400
Other payables and accruals	689,136	985,104	755,527	613,380	515,716
Contract liabilities	20,683	21,060	34,664	29,905	21,915

RMB '000	As of 31 December				
	2021	2022	2023	2024	6/30/2025
Interest-bearing bank borrowings	49,141	112,792	95,870	467,975	582,419
Profit tax payable	50,303	124,553	77,790	30,274	10,159
Amounts due to related parties	36,167	61,071	1,858	1,081	1,626
Lease liabilities	31,653	51,400	49,201	60,709	56,972
Total current liabilities	1,387,774	2,418,432	1,757,018	1,925,138	1,870,207
NET CURRENT ASSETS	1,150,330	1,476,540	1,546,370	1,125,540	1,060,785
TOTAL ASSETS LESS CURRENT LIABILITIES	1,722,064	2,435,801	2,796,520	2,759,879	2,637,556
NON-CURRENT LIABILITIES					
Interest-bearing bank borrowings	90,790	1,023,329	791,647	837,943	744,835
Lease liabilities	146,297	182,455	153,117	124,523	101,563
Deferred tax liabilities	10,260	28,502	23,166	22,737	19,355
Convertible preferred shares	621,870	589,179	-	-	-
Total non-current liabilities	869,217	1,823,465	967,930	985,203	865,753
NET ASSETS	852,847	612,336	1,828,590	1,774,676	1,771,803
EQUITY					
Share capital	86	86	97	97	97
Treasury Shares	-	-	-	-112,120	-144,903
Reserves	804,155	510,738	1,707,974	1,760,108	1,786,662
Non-controlling interests	48,606	101,512	120,519	126,591	129,947
Total equity	852,847	612,336	1,828,590	1,774,676	1,771,803
Total Cash (incl pledged deposits)	1,109,211	1,680,625	1,672,025	1,999,833	1,707,113
Net Cash (incl pledged deposits)	969,280	544,504	784,508	693,915	379,859



ADICON
艾迪康

THANK YOU