



FASTER • HIGHER • STRONGER

2021 :: 2022 CYCLE MEETING

Wednesday, October 21st 2021
Stephane MASCARAU





施维雅全球各国运营状况

World Operations
YTD September 2021

1		CHINA	12%	-23%
2		Russia	8%	+4%
3		Italy	6%	+4%
4		France	4%	+2%
5		Romania	4%	+6%
6		Germany	3%	-15%
7		Brazil	3%	+13%
8		Poland	3%	+5%
9		Japan	3%	+100%
10		Gulf & Saudia	3%	-10%
11		Others	51%	
Total		3,020 M€	100%	+2.6%

Worldwide performance per country

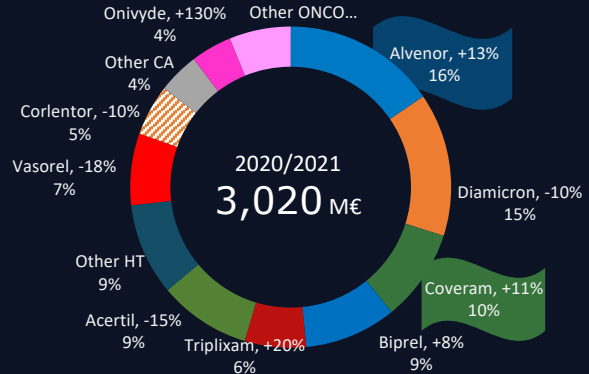
中国是**全球第一**分公司

China is the 1st affiliate of the group

全球销售收入与Y-1对比增长**2.6%**

Worldwide sales growing +2.6% vs. Y-1

World
YTD, Sept. 2021
Operations

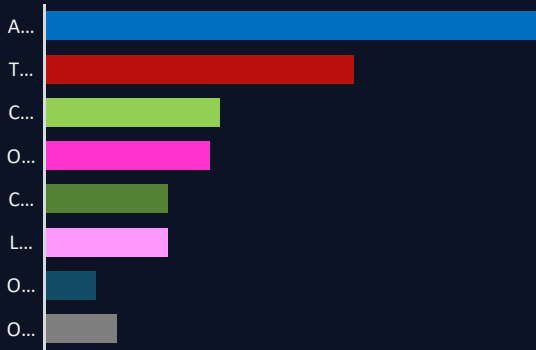


爱脉朗是施维雅全球销售**第一**的产品
ALVENOR is the 1st product for SERVIER

开素达是施维雅全球销售**第三**的产品
COVERAM is the 3rd product for SERVIER

Worldwide performance per product

World
YTD, Sept. 2021
Operations



Next year worldwide uplift per product

2021/22主要增长驱动依靠爱脉朗、Triplixam和开素达

The key growth drivers for 2021/22 are Alvenor, Triplixam and Coveram

World
YTD, Sept. 2021
Operations



Portfolio Development IN CHINA

Coveram

Alvenor

Onivyde

Euvascor

Triveram

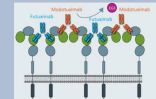
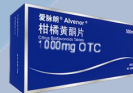
Triplexam

Cosyrel

Alvenor 1000

Vorasidenib

Anti-EGFR



2018

2020

Q2 2022

Q3 2022

Q4 2022

Q1 2023

IL-7
TIM-3
BCL-2
MCL-1



IN-MARKET SALES, September

2020/21
销售金额

2,250 M rmb

-549M
销售净增长

1,556M
70%

MATURE

-877M

298M
13%

BIPREL

194M
9%

CORLENTOR

117M
5%

COVERAM

25M
1%

ALVENOR

+328M

销售增长率
19.7%

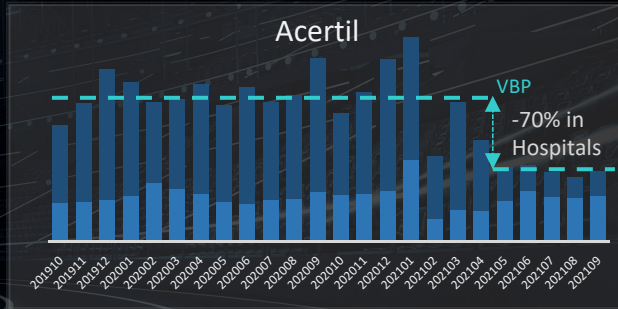
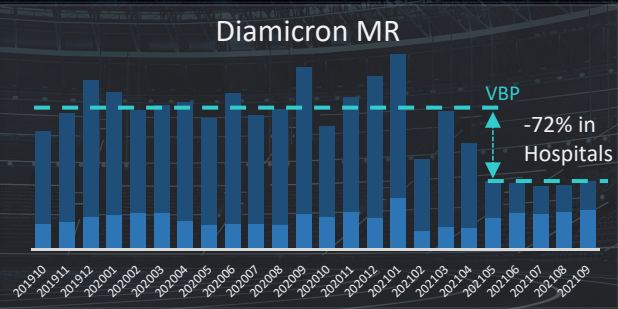
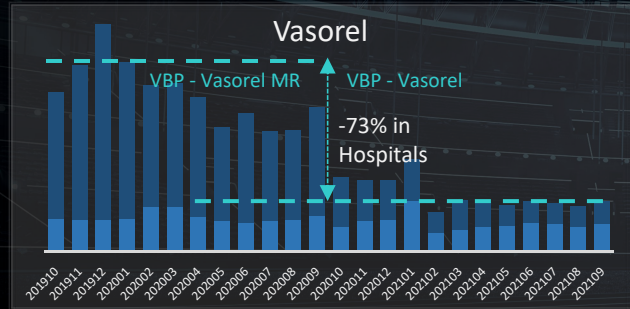
FASTER
HIGHER
STRONGER



■ Hospital ■ Retail

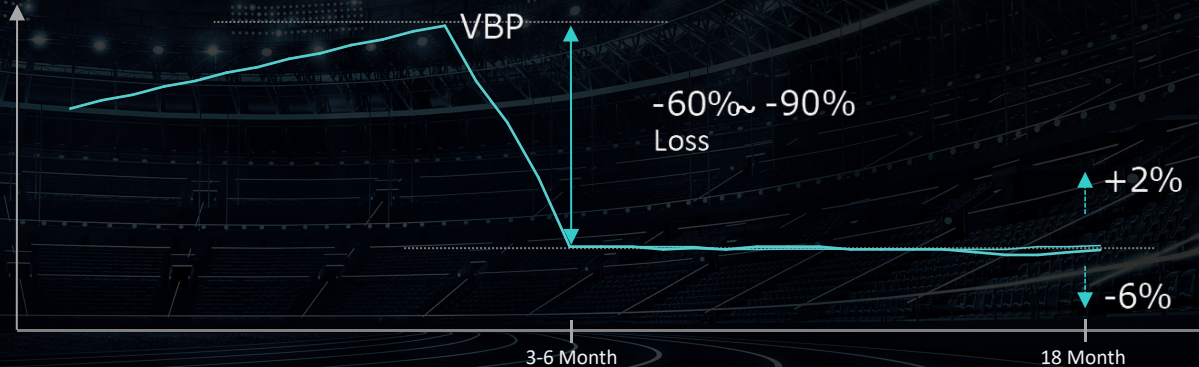
关注月销售额，受VBP影响，零售的重要性日益突显
Focus on monthly sales, immediate impact after VBP, higher importance of retail

FASTER
HIGHER
STRONGER





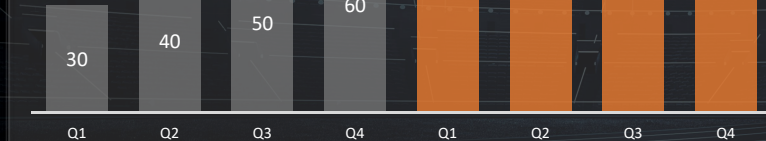
VBP在医院的生命周期 VBP life cycle in hospital



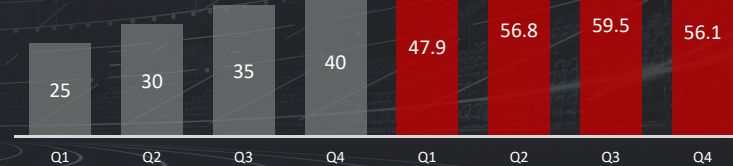
FASTER
HIGHER
STRONGER



百普乐
298M RMB



可兰特
194M RMB



FASTER
HIGHER
STRONGER



FASTER
HIGHER
STRONGER

开素达

11 Coveram
M R M B

3.2M Boxes
7

1,387 医院开户
HP Listings

- 466 level 3 HP
- 222 new level 3 HP

56% 销售在三甲医院
of sales in level 3 HP

10% 市场份额在三甲医院
MS% in level 3 HP

1,554 患者参与到ESPRIT研究中
patients included in ESPRIT study

In Market Sales
YTD, Sept. 2021/22



爱脉朗

25 ALVENOR M RMB

600 K Boxes/Y

~106k Boxes in Sept.

27 中标省份
Bidding provinces

492 医院开户
HP Listings
103 level 3 HP

66% 销售在三甲医院
of sales in level 3 HP

5% 线上销售
Online sales

recruitment
100%



In Market Sales
YTD, Sept. 2021/22

FASTER
HIGHER
STRONGER



2021/22

THE YEAR OF THE REBOUND

**FASTER
HIGHER
STRONGER**

FASTER

HIGHER

STRONGER

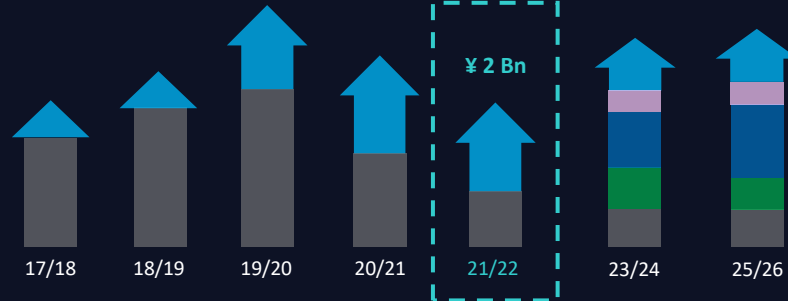


2021/2022

201亿

Rebound target

2 Billion Target In Market Sales



- 消化在成熟产品上的损失
Absorb loss of mature products
- 在Q1 & Q2全力拓展百普乐&可兰特
Take the most of Biprel and Corlentor in Q1 & Q2
- 力促开素达&爱脉朗在医院的销售
Grow the sales in hospital with Coveram & Alvenor
- 发展零售渠道销售
Grow the sales in retail

**FASTER
HIGHER
STRONGER**

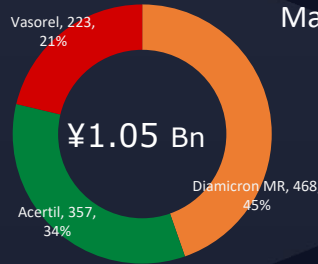


2021/2022

201亿

Target per product

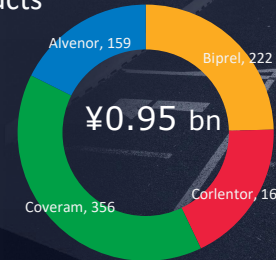
2 Billion Target In Market Sales



Mature Products
52%

Strategic Products
48%

2 Bn
RMB



**FASTER
HIGHER
STRONGER**

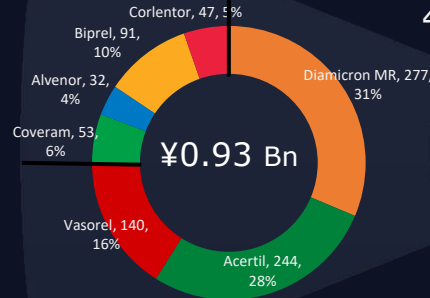


2021/2022

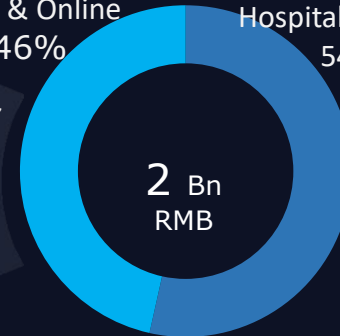
2012

Target per CHANNEL

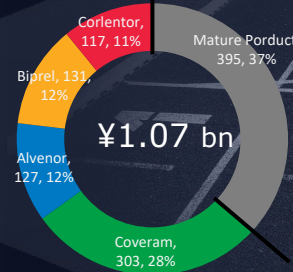
2 Billion Target In Market Sales



Retail & Online
46%



Hospital 1,07 Bn,
54%



**FASTER
HIGHER
STRONGER**



2021/2022

FASTER
R

Coveram alvenor

获取更多**KOLs**的支持
Engaging KOLs

增加**开户**
Increasing our listings

获取更多的**市场份额**
Gaining more market share

**FASTER
HIGHER
STRONGER**



2021/2022

HIGH

EFFICIENCY

人才 - 数字 - 以患者为中心
People - Digital - Patient In

区域规模调整 [销售 & 支持部门]
Adjust Size [Field & Offices]

优化目标 [城市 & 医院]
Optimize Targeting [Cities & Hospitals]

发展合作伙伴 [VBP后CSO/ Virtual Rep模式]
Develop Partners [CSO/Virtual Rep Model after VBP]

FASTER
HIGHER
STRONGER



2021/2022

STRONGE ORGANISATION

精细化 - 扁平化 - 4个地区
Dedicated - flatter - 4 Regions



ONIVYDE	ALVENOR	CARDIOMET	MEDICAL
RLT	4 RLT	8 RLT	4 RLT
MKT	26 DMs	66 DMs	11 MSL ALV
MIS	165 MIS	COV 293	15 MSL CM
		COR+BIP+ MATURE 172	4 MSL ONCO



KA	PA	TRADE	RETAIL
5 RLT	3 RLT	5 RLT	4 RLT
45 KA	17 PA	TD	KA RETAIL
		CSO	RETAIL REP

FASTER
HIGHER
STRONGER



2021/2022

STRONGE

PEOPLE

投入的 – 负责 – 团队意识
Engaged - Accountable – Team player

.....

许下承诺

Make individual commitments

对业绩与行为负责

Be accountable for performance and behaviors

致力于全球业绩达成

Contribute to the common goal

**FASTER
HIGHER
STRONGER**



Faster
Higher
Stronger
Together







2021-2022

FASTER • HIGHER • STRONGER

TOGETHER