



BeyondSpring

Plinabulin Partnership in Greater China

– Exclusive Commercial and Co-development Agreement between BeyondSpring Subsidiary “Wanchunbulin” and “Hengrui”



August 26, 2021 | NASDAQ: BYSI

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By attending this presentation, you acknowledge that you will be solely responsible for your own assessment of the market and our market position and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of our business.

Hengrui is the Ideal Partner for Plinabulin in Greater China



Exceptional synergy between plinabulin and Hengrui pipeline

➤ Hengrui is the leader in oncology product R&D and commercialization in China

- Established in 1970; Listed on Shanghai Stock Exchange in 2000 (Shanghai stock exchange ticker: 600276)
- Market Cap: approximately \$50B USD
- 2020 Revenue: approx. \$4B USD
- Ranked #38 in top global pharma companies in 2021 by Pharmaceutical Executive Magazine
- 24,000 employees globally, primarily in Greater China; with >10,000 people in sales and marketing in China

➤ Superior pipeline synergy with plinabulin in Greater China, allowing for faster market penetration and product combinations in new cancer indications

- Hengrui's top selling oncology products in China (sales in 2020) include:
 - ✓ **Ranks in top 3 sales in long-lasting G-CSF's¹** – (CIN indication: plinabulin + G-CSF – NDA priority review in China)
 - ✓ **#1 sales in Docetaxel¹** – (NSCLC indication: plinabulin + docetaxel – phase 3 completed meeting OS endpoint, plan for NDA filing in 1H 2022)
 - ✓ **#1 sales in PD-1 inhibitor²** – (Multiple tumor indications: plinabulin + PD-1 + chemo/radiation; plinabulin + PD-1 + CTLA-4 – phase 1/2 development)





Manages commercialization risk and optimizes return on plinabulin franchise

- **Leverages existing infrastructure of leading oncology player**
- Minimizes launch investment and risk
- Optimizes near-term return through performance-related covenants
- **Accelerates & increases peak revenue**
- Achieves attractive return on plinabulin revenue
- Enables seamless transition to commercial stage (we book revenue)
- **Funds and facilitates further plinabulin pipeline development**
- Opportunity for staged growth of own infrastructure

Hengrui and Wanchunbulin Partnership in Greater China - Key Terms (BeyondSpring Inc. owns 58% of Wanchunbulin)



Key Synergies Allow for a Mutually Beneficial Deal

Hengrui: Plinabulin Rights in Greater China

- Exclusive commercialization of all indications
- Receives fixed % of net sales
- Co-develops additional indications; Wanchunbulin leads clinical protocol design and development

Terms (est. USD*)

- Wanchunbulin receives \$30M upfront + up to \$170M in milestones
- Wanchunbulin books revenue, retains significant fixed % of net sales
- Hengrui pays 100% commercial and 50% development costs for new indications
- Wanchunbulin retains manufacturing control & pays for 100% COGS
- Hengrui makes \$15M equity investment at \$560M pre-money valuation

* \$1 USD = 6.47 RMB



thank you!

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