



新质生产力
助力未来行业发展

晶泰科技

2024年上半年投资者演示材料



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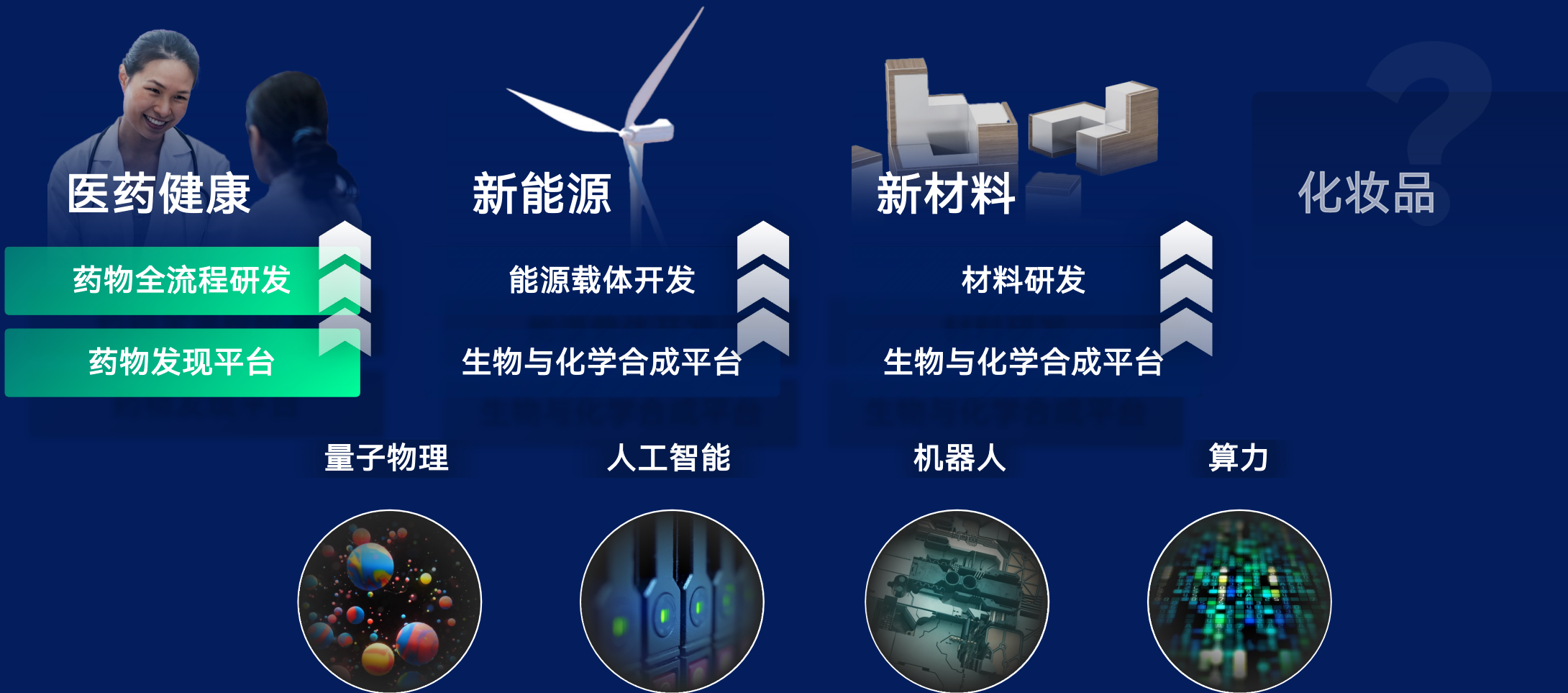
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晶泰的旅程：AI + 机器人打造新一代的研发平台



AI + 机器人跨行业赋能药物与新材料发现



智能化自动化药物研发平台获国际荣誉

获世界人工智能大会最高奖项「SAIL奖」、「镇馆之宝」双荣誉



成功上市，港股18C规则第一股（晶泰科技 2228.HK）



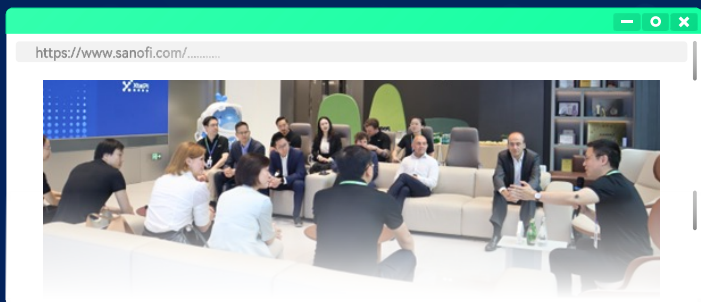
香港特别行政区财政司司长陈茂波、香港特别行政区政府创新科技及工业局局长孙东、香港特别行政区政府创新科技及工业局副局长张曼莉、香港交易所集团主席唐家成、港交所行政总裁陈翊庭等领导嘉宾出席上市仪式

主要投资者

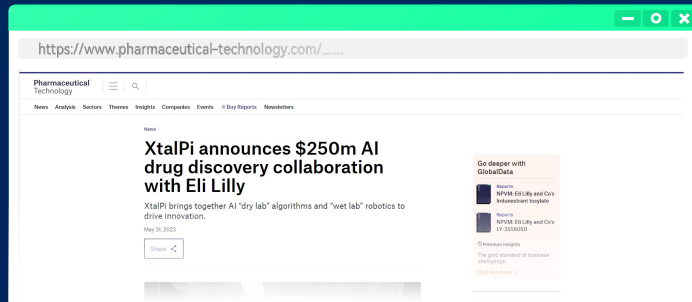


超300家全球合作伙伴

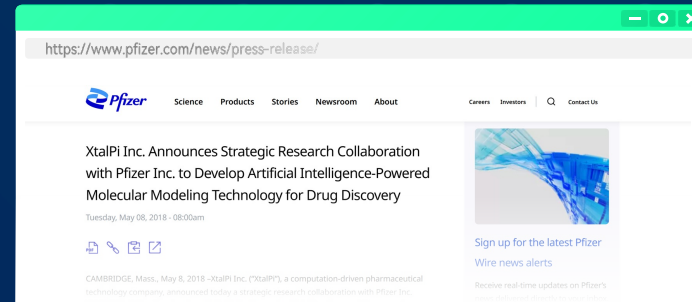
赛诺菲全球高管团队
来华拜访晶泰上海办公室



晶泰与礼来签署
2.5 亿美元药物发现合作订单



晶泰与辉瑞达成人工智能
药物研发战略合作



部分全球合作伙伴



24年1H 财务亮点

24年H1，公司在经营上实现降本增效
调整后的净亏损较去年同期缩窄 30%

单位：人民币百万元

	2024 1H	2024 1H YOY	2023 1H	23年 全年	22年 全年	21年 全年
收入	<u>103</u>	28% ↑	<u>80</u>	174	133	63
研发开支	<u>210</u>	-10% ↓	<u>234</u>	481	359	213
调整后亏损净额	<u>-251</u>	30% ↓	<u>-358</u>	-522	-437	-217

1H2024 业务亮点

公司24年1H 业务亮点总览

药物发现解决方案

客户经营

- 持续交付了令客户满意的管线成果，并持续获得客户的复购
- 扩大国际化步伐，新增与10余家海外客户的合作
- 加大、加深与国内外大型药企的合作范围、合作体量

能力验证

- 服务客户中的管线：
 - 治疗弥漫性胃癌的管线获得美国FDA的IND批件，是全球首款整合AI+类器官疾病模型的创新靶向药
 - 针对原发性高草酸尿症的小分子药物，为全球首创、获得FDA儿科罕见病与孤儿药双资格认定、并拿到PRV
 - 肿瘤疫苗项目在美国AACR大会上进行poster展示
 - 服务的某美国药物巨头的创新药管线进展顺利，客户非常满意，并已扩大与我司的合作范围
 - 服务的某北亚领先的Biotech的肿瘤项目，如期推进至2个PCC分子，各方面效果优于阳参

... ..

研发纵深

- 完成多个大模型、算法和平台的开发

XtalFold2 算法

单细胞大模型

mRNA展示库
与筛选技术

基于扩散模型的多肽分子设计平台

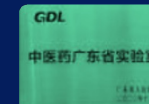
智能自动化解决方案

“ 向更多领域拓展 AI + 自动化研发的能力 ”



新领域业务拓展

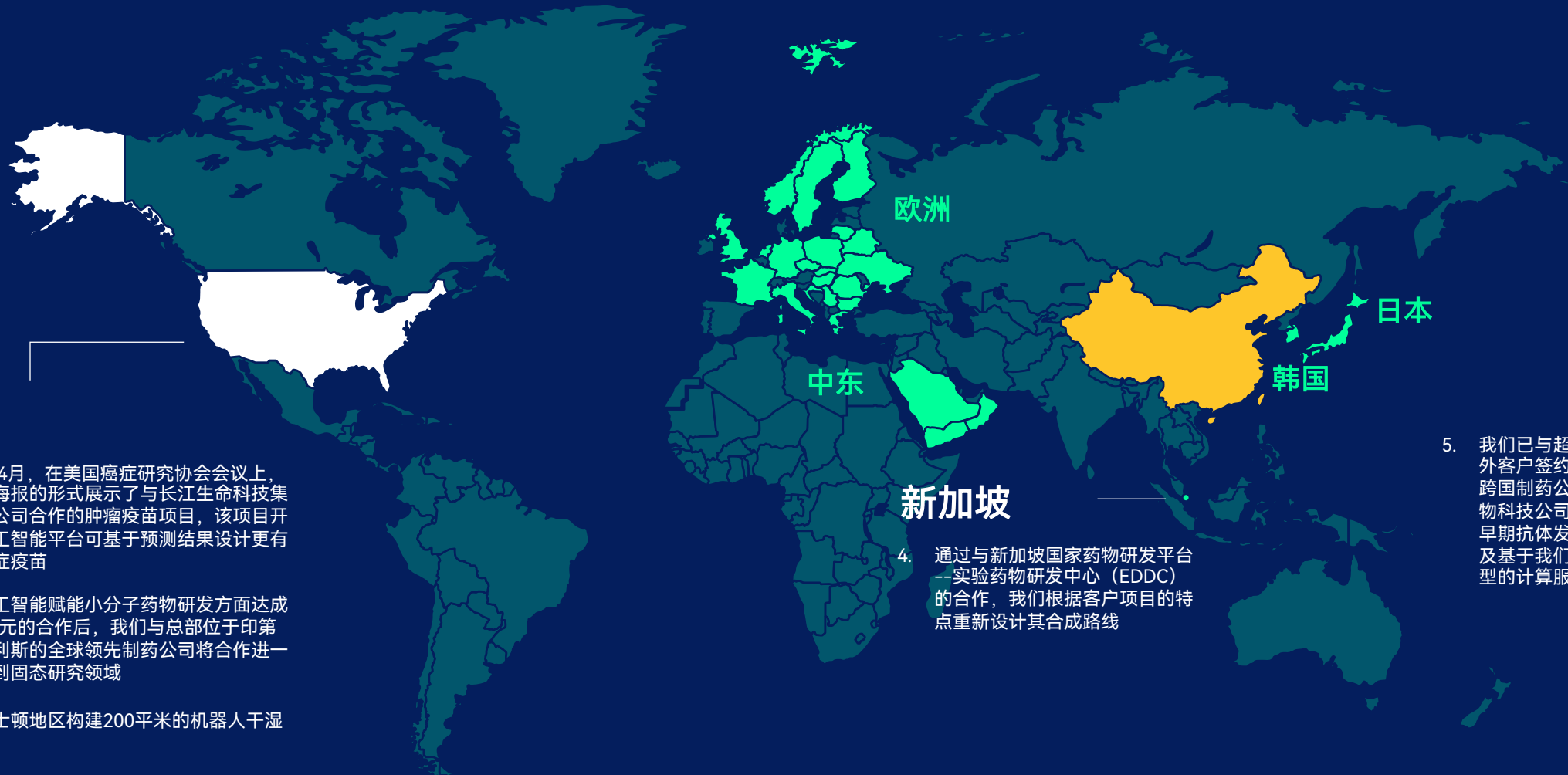
- 中标首个中药现代化领域的大单，**金额4490万人民币**
- 与新能源材料龙头企业协鑫集团签署了**金额10亿人民币**的研发合作



客户管线取得显著进展



业务全球化取得新进展



美国

1. 2024年4月，在美国癌症研究协会会议上，我们用海报的形式展示了与长江生命科技集团有限公司合作的肿瘤疫苗项目，该项目开发的人工智能平台可基于预测结果设计更有效的癌症疫苗
2. 继在人工智能赋能小分子药物研发方面达成2.5亿美元的合作后，我们与总部位于印第安纳波利斯的全球领先制药公司将合作进一步拓展到固态研究领域
3. 正在波士顿地区构建200平米的机器人干湿实验室

新加坡

4. 通过与新加坡国家药物研发平台——实验药物研发中心 (EDDC) 的合作，我们根据客户项目的特点重新设计其合成路线

日本

5. 我们已与超过10家新的海外客户签约，其中包括大型跨国制药公司以及中小型生物科技公司。这些合作涉及早期抗体发现、抗体工程以及基于我们自有的人工智能模型的计算服务

未来化学平台 1H 亮点

EDDC | Experimental Drug Development Centre

一家美国头部 MNC

一家欧洲生物技术公司

“ 加速药物发现过程打造数字化、智能化、自动化的未来化学平台 ”

技术基础 – 即 1H 重点研发方向

大模型

训练了10余个化学反应预测人工智能模型

智能化 + 自动化

通过AI技术进行库合成中的构成反应物筛选和反应条件推荐

开发了第一代LCMS图谱解析算法，实现自主判断目标化合物的含量和分离难度

研发了反应检测一体机，实现反应、过滤和分析一体化，大大提升反应检测效率

研发能力验证

大模型

模型在3个药化常用的反应类型上预测 精度超过80%

模型对失败反应的判断大幅优于合成专家

智能化 + 自动化

算法已广泛应用于超过80%的库合成业务实验

人工抽样复核结果其有效率超过95%

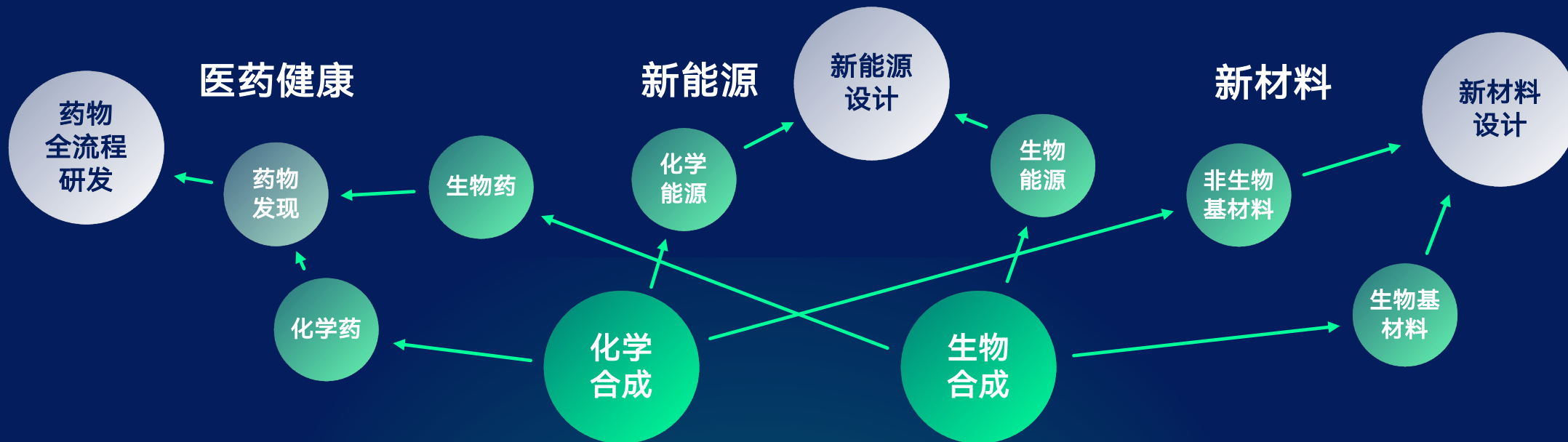
在实际外部项目中，比预期更快的速度向客户交付

研发能力被市场验证 & 买单，带来新的客户、以及业务向新领域拓展的可能性

化学大模型 - 高质量数据加速算法迭代



AI + 机器人结合生物与化学合成工程实现多行业赋能



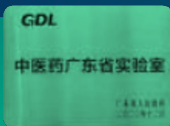
生物与化学合成工程

人工智能

机器人



催化剂合成



中药筛选检测平台



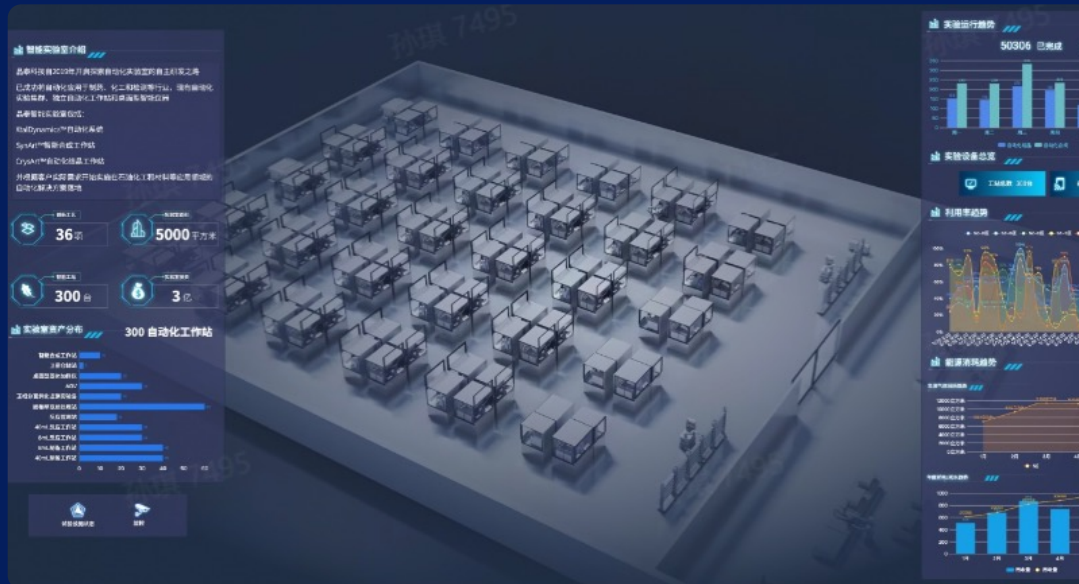
电解液自动化



钙钛矿材料

AI+自动化研发解决方案 - 赋能新行业

- 国内首套全自动中药活性成分分离、筛选和检测平台



- 石化领域首套国产催化剂配方智能筛选平台



- 国际领先的无水无氧反应催化平台



1H2024 财务表现

收入持续增长

总收入

单位：人民币百万元

YOY +30.7%

133.4

2022

174.4

2023

YOY +28.3%

80.0

23H1

102.6

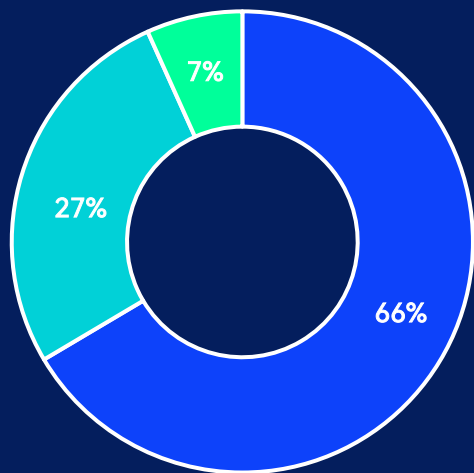
24H1

按地理位置及业务线的收入划分

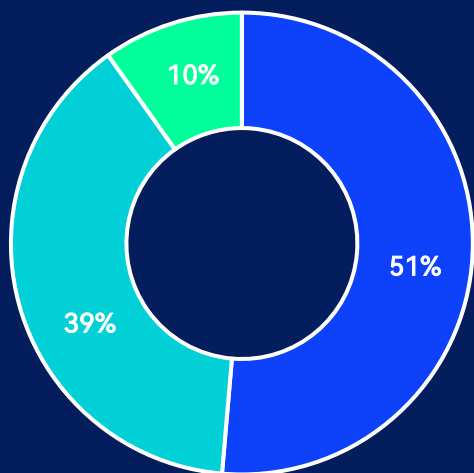
按地区划分的收入(%)

■ 中国 ■ 美国 ■ 其他地区*

1H23



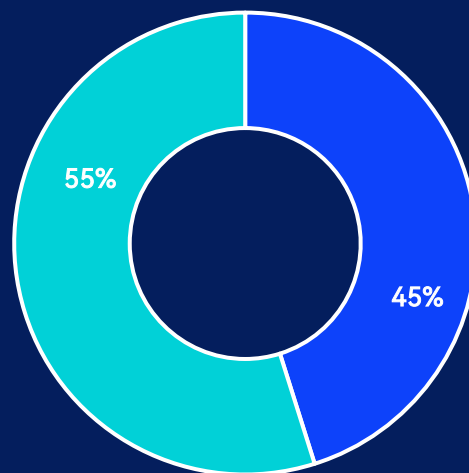
1H24



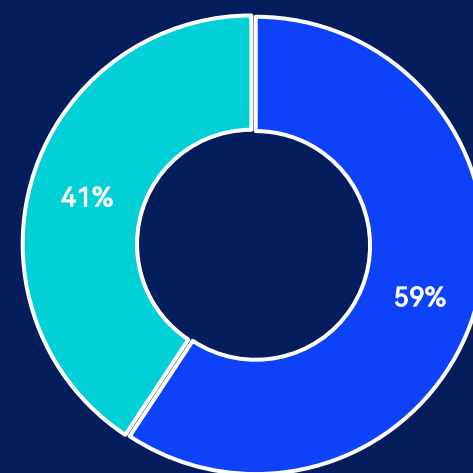
按业务线划分的收入(%)

■ 药物发现解决方案 ■ 智能自动化解决方案

1H23



1H24



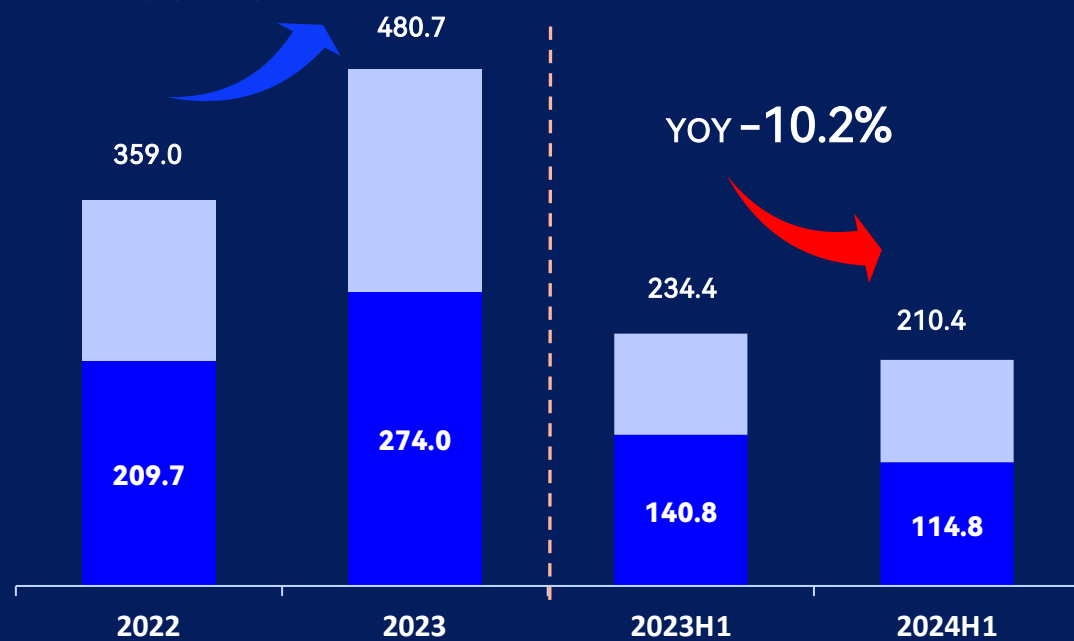
注：其他地区主要包括欧洲国家、韩国及日本。

有效控制运营费用

研发开支

单位：人民币百万元 ■ 员工福利相关费用 ■ 其他

YOY +33.9%



YOY -10.2%

占收比

269.2% 275.6% 293.1% 205.1%

一般及行政开支

单位：人民币百万元

YOY +44.8%



剔除非现金和一次性事项后,
YOY +58.3%

- 股份为基础的薪酬费用
- 折旧摊销
- 上市开支
- 其他一般及行政开支

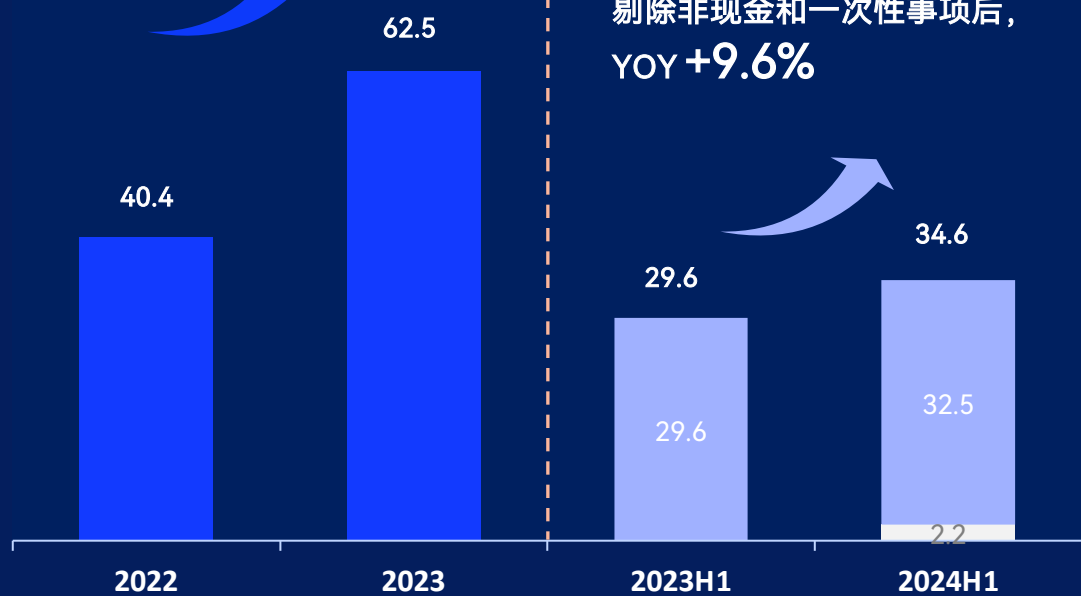
注：2023年上半年，2024年上半年一般及行政开支占收比剔除了非现金支出和上市费用影响。

有效控制运营费用

销售及营销开支

单位：人民币百万元

YOY +54.7%



剔除非现金和一次性事项后,
YOY +9.6%

占收比

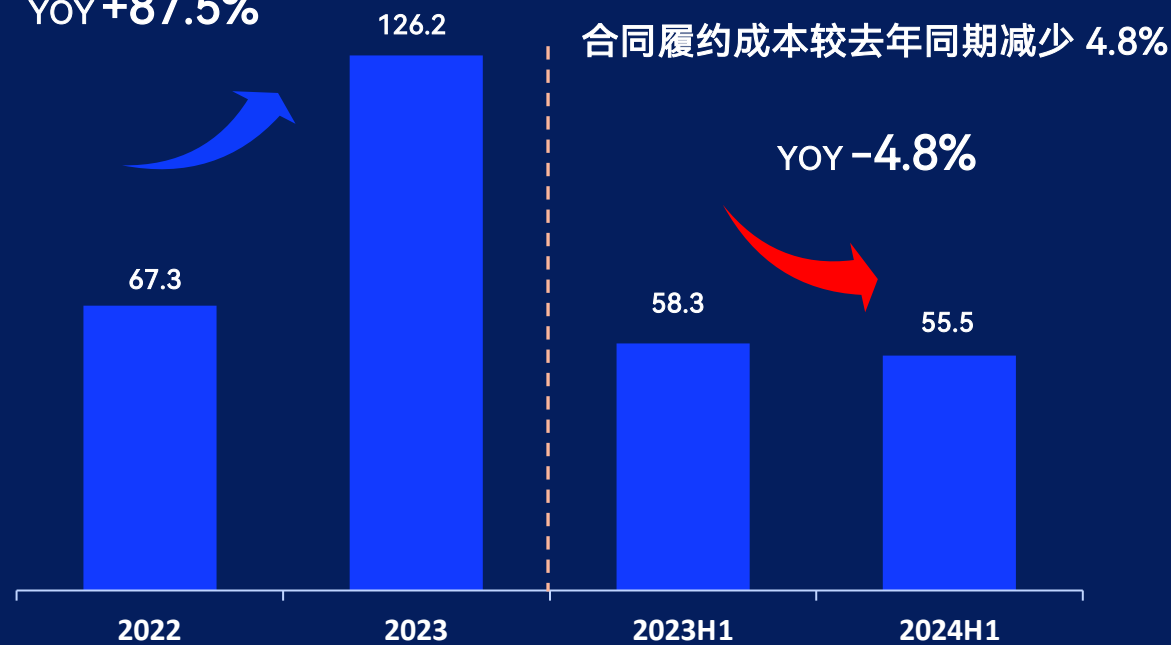
30.3% 35.8% 37.1%* 31.6%*

- 股份为基础的薪酬费用
- 其他销售及营销开支

合同履行成本

单位：人民币百万元

YOY +87.5%



合同履行成本较去年同期减少 4.8%

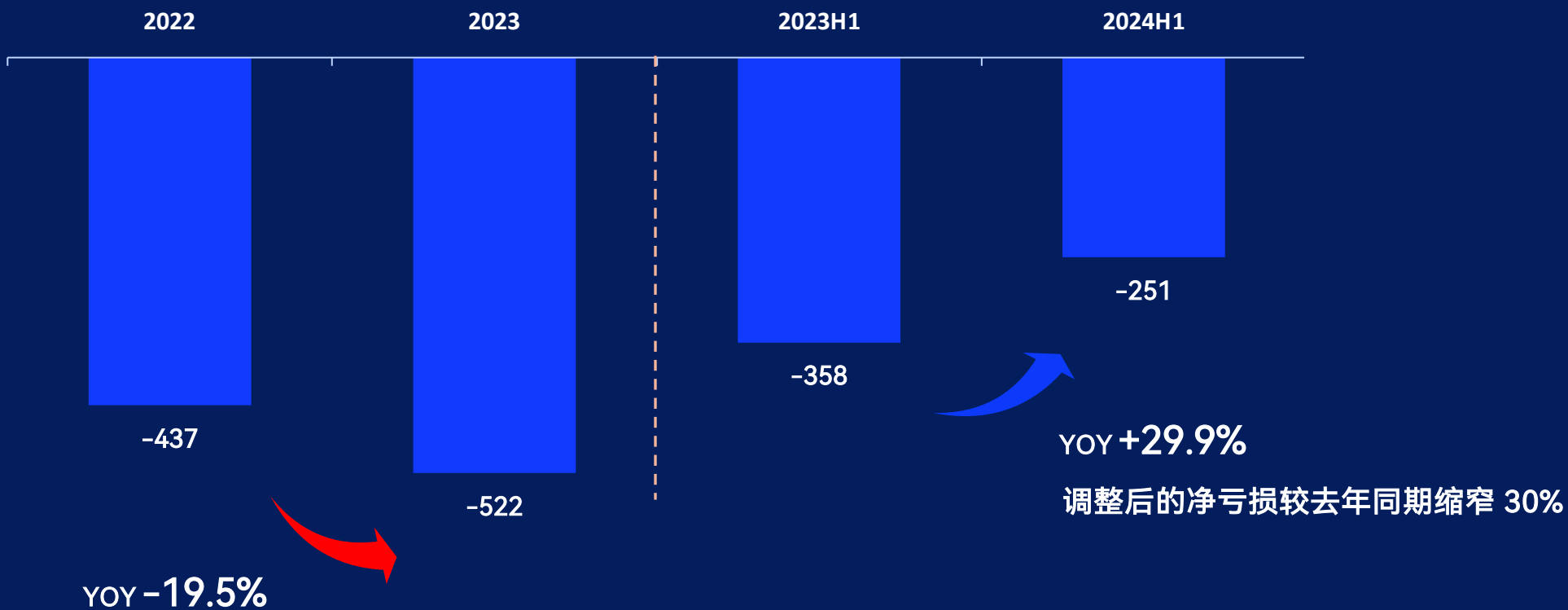
YOY -4.8%

注：2023年上半年，2024年上半年销售及营销开支占收比剔除了股份为基础的薪酬费用影响。

经营结果改善 – 调整后净亏损缩窄

调整后亏损净额(非国际财务报告准则计量)

单位: 人民币百万元

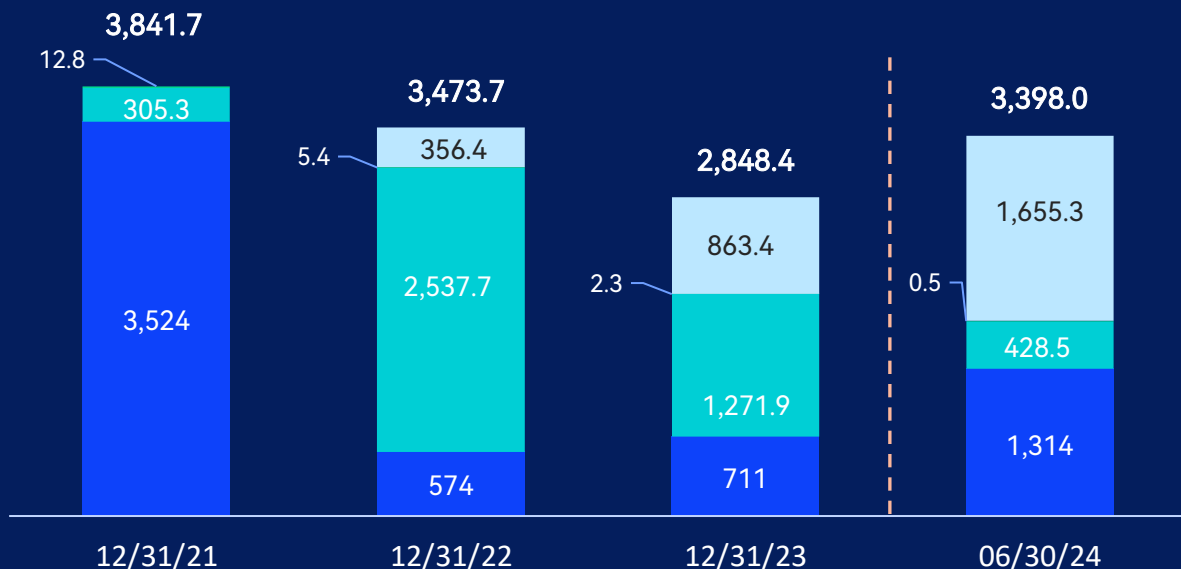


现金余额及经营现金流

现金余额

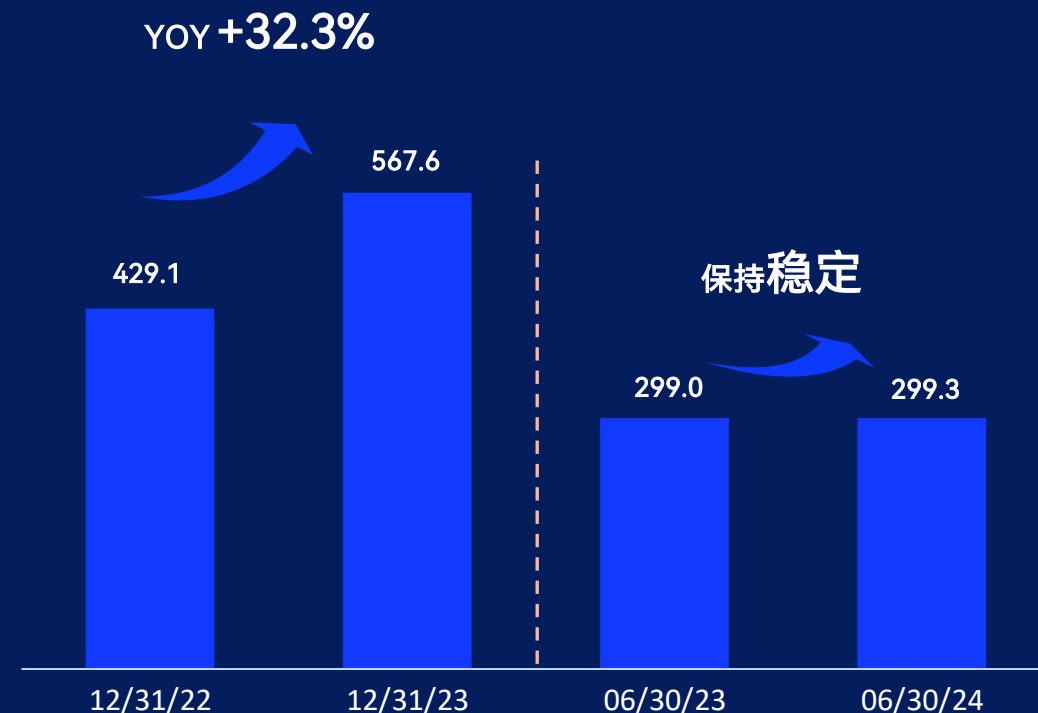
单位：人民币百万元

- 现金及现金等价物
- 定期存款
- 受限制现金
- 按公允价值计入损益的金融资产



经营现金流

单位：人民币百万元



简明综合损益表

单位：人民币千元

截至2024年6月30日止六个月

截至2023年6月30日止六个月

收入	102,630	79,967
研发开支	(210,390)	(234,421)
一般及行政开支	(234,314)	(101,165)
合约履行成本	(55,478)	(58,254)
销售及营销开支	(34,638)	(29,640)
金融资产减值亏损	(270)	(104)
其他收入	42,360	7,736
其他亏损净额	(2,761)	(99,109)
经营亏损	(392,861)	(434,990)
财务收入净额	32,681	46,870
可转换可赎回优先股的公允价值变动	(875,356)	(231,164)
损益法下投资净亏损	(2,014)	(1,013)
所得税前亏损	(1,237,550)	(620,297)
所得税开支	—	—
期内亏损	(1,237,550)	(620,297)
非国际财务报告准则计量		
调整后亏损净额	(251,396)	(357,522)

简明综合资产负债表

单位：人民币千元	2024年6月30日	2023年12月31日
资产		
非流动资产		
物业、厂房及设备	357,356	369,887
使用权资产	95,013	189,250
无形资产	7,849	7,869
损益法下的投资	27,917	23,841
按公允价值计入损益的金融资产	431,724	424,023
预付款项	11,724	24,916
定期存款	20,908	20,552
非流动资产总值	952,491	1,060,338
流动资产		
合约成本	36,838	37,891
贸易应收款项	58,529	38,506
预付款项、按金及其他应收款项	37,091	41,147
按公允价值计入损益的金融资产	1,655,292	863,368
衍生金融工具	555	—
受限制现金	528	2,337
定期存款	407,573	1,251,353
现金及现金等价物	1,313,710	710,761
流动资产总值	3,510,116	2,945,363
资产总值	4,462,607	4,005,701

单位：人民币千元	2024年6月30日	2023年12月31日
权益及负债		
股本	236	50
其他储备	12,408,020	(227,110)
累计亏损	(8,292,571)	(7,040,349)
非控股权益	25,849	26,167
权益/（亏损）总额	4,141,534	(7,241,242)
负债		
非流动负债		
租赁负债	75,422	137,183
可转换可赎回优先股	—	10,780,342
递延政府补助	21,778	32,042
非流动负债总额	97,200	10,949,567
流动负债		
贸易应付款项	7,701	13,654
其他应付款项及应计费用	95,808	131,289
短期银行借款	64,900	60,000
衍生金融工具	—	560
递延政府补助	7,155	7,433
合约负债	25,059	25,658
租赁负债	23,250	58,782
流动负债总额	223,873	297,376
负债总额	321,073	11,246,943
权益及负债总额	4,462,607	4,005,701

Q&A

感谢聆听