



XtalPi 2228.HK

2024 Investor Presentation

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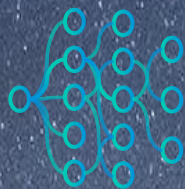


Stock Code: 2228.HK

Building the ASI infrastructure for the life sciences and materials industries



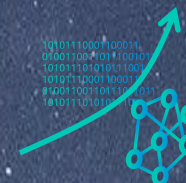
Quantum physics



Artificial Intelligence



Robots



Computing Power



Shenzhen International
Biomedical Industrial Park



Shanghai Zhangjiang
Innovation Park



Beijing
Zhongguancun



100 Chestnut

800+
Employees

Over 10,000m²
Robotic Laboratory Space

500+
R&D Personnel

200+
Models

1M+ Cores
Global Computing
Power

160+
Patents

The first 18C stock listed on HKEX (XtalPi 2228.HK)

June 2024

Seng
ex

5.80

6
(%)

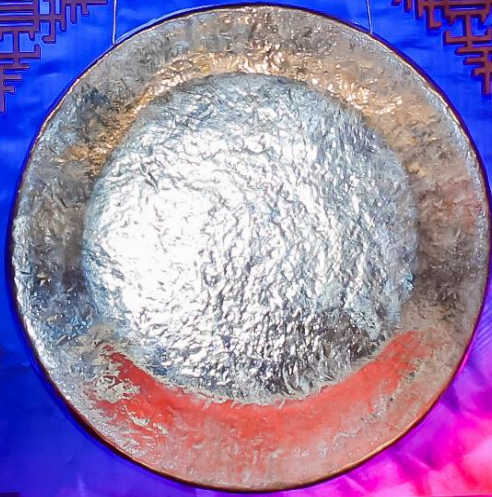


2228

5.42

HKD - (-%)
BID 5.40 | ASK 5.42

Congratulations!



2228

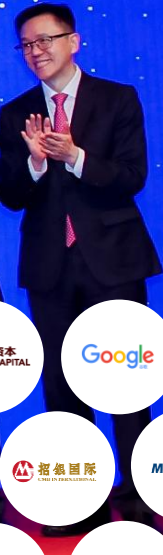
5.42

HKD - (-%)
BID 5.40 | ASK 5.42

Hang Seng
Index.

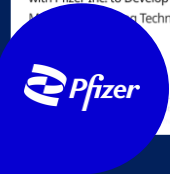
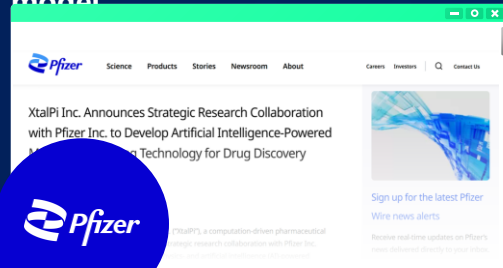
18,096.80

▲ 158.96
(▲ 0.89%)

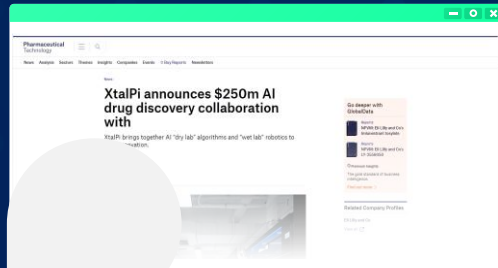


Extensive Cooperation with Top Pharmaceutical and Material Sciences Companies, Research Giants and Government Agencies

Continuing our in-depth AIDD development cooperation with pharmaceutical giant **Pfizer**, jointly publishing the XtalPi Force Field model



Signed a US\$250 million AI drug discovery research agreement with an **Indianapolis headquartered global pharma**



Working with **MIT** to jointly build the MIT AI Future Lab and jointly drive scientific discovery



Strategic partnership with **Microsoft China**, promoting industrial research and educational reform using AI and Robotics tools



Jointly building an empowerment platform for SMEs with **MIIT of China**, focusing on cosmetics, medicines and new materials



Cooperating with **UAE Sheik's Office** to use AI + Robotics to empower the development of regional traditional medicines



Signed a cooperation agreement with Indonesia's **Sinar Mas Group**, to jointly promote and develop the AI industry in the APAC region

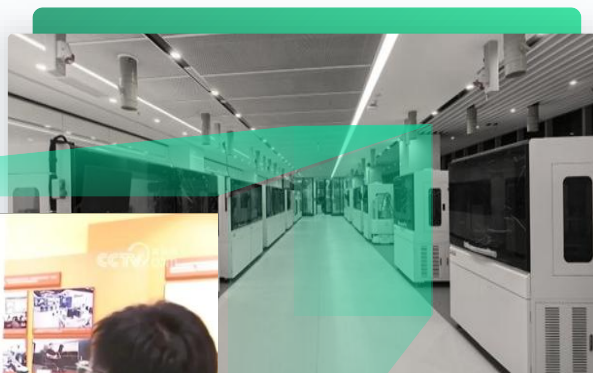


Collaborating with **Hengjian Holdings**, building out China's GBA "AI+" technology and industry integration innovation consortium



Highly-Flexible and High-Precision Robotics

 Traditional Chinese Medicine: Hengqin Lab in Guangdong
The Modernizations Platform for TCM



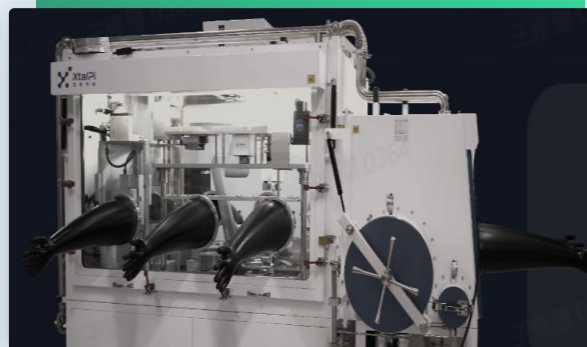
Pharma
Automated Compound Library




 Petrochemical Industry: Shanghai Research Institute of Sinopec
Catalyst Screening



 New Energy: The State Key Laboratory of Peking University
Electrolyte R&D Solution



 R&D Institutes: Department of Chemistry, Fudan University
Chemical Reaction Research





Highly-Flexible, High-Precision Robotic Scientists

Evolution
Scalability

High Data
Quality

High
Efficiency

24/7

2024 Business Update

AI + Robotics Reshapes the R&D Paradigm and Ushers in the Era of Intelligent Drug and Material Development

Opening the Era of Intelligent Molecular R&D



Traditional R&D Process

Human-designed Molecules

Human-designed Experiments

Human-run Experiments



AI + Robotics

AI-designed Molecules

AI-designed Experiments

Robotic Execution

- **Data Moat Construction:** Our automated robotic laboratory can cover over 80% of common medicinal chemistry reaction types, accumulating 200,000+ reaction process data points monthly.
- **Outperforming Human Experts:** We have developed 20+ new AI models for reactivity and experimental condition prediction, all with accuracy rates exceeding 80%. These models significantly outperform synthetic chemists, especially in identifying and predicting failed reactions.

Vertical AI Models

Structural Prediction Model

Molecule Generation + Screening Model

Activity Prediction Model

Pipeline Application Model

Viability + Physicochemical Properties Model

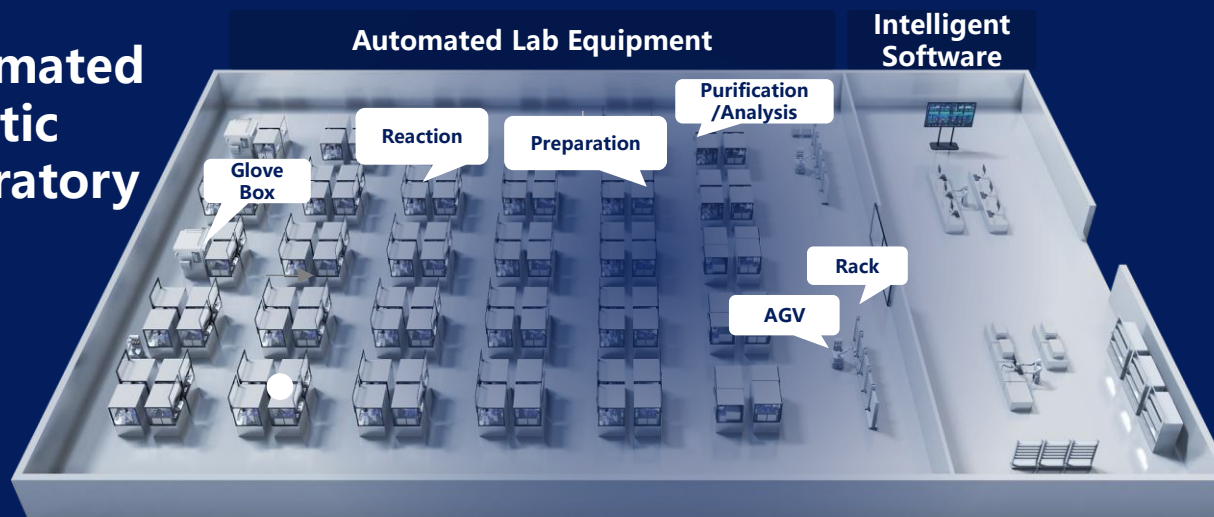
Solid-State Model

Antibody Model

Automation Model



Automated Robotic Laboratory



AI Reaction Prediction Capabilities: AI Models Outperform Human Experts, Pioneering a Transformative Era

AI Prediction Models

AI Suzuki Prediction Model
AI SNAr Prediction Model

First Group of Chemists

Chemists with Ph.D.

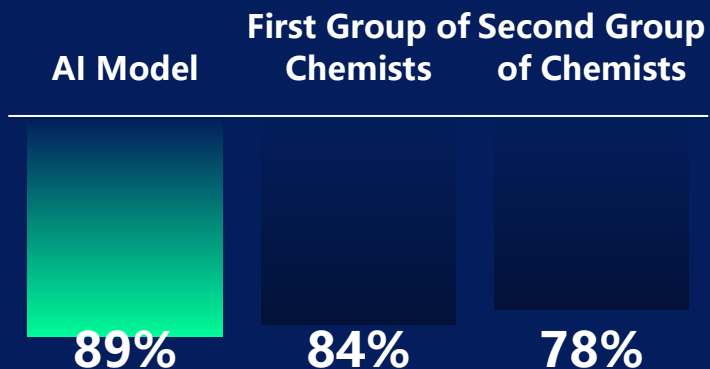
Chemists with master's degree and more than five years of experience

Second Group of Chemists

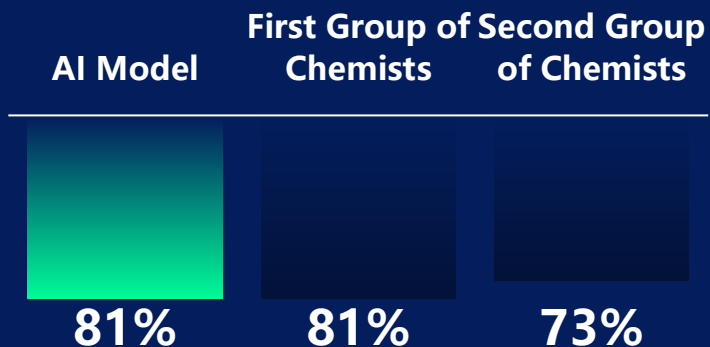
Chemists with master's degree and less than five years of experience

Successful Reaction Prediction
AI model significantly outperforms the second group of chemists

Suzuki Coupling (131 chemists)

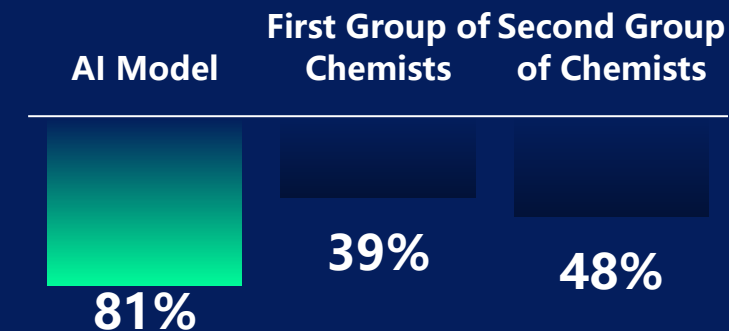


SNAr Reactions (137 chemists)

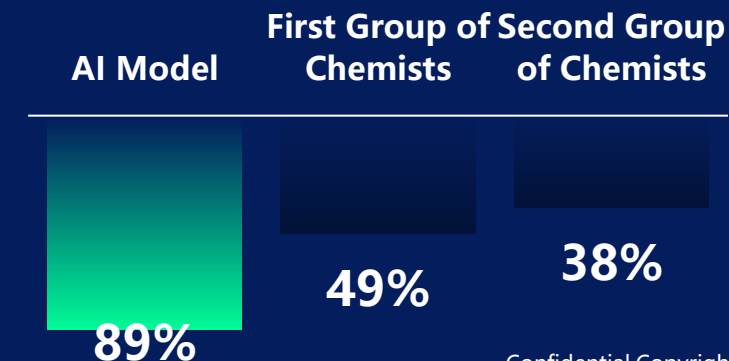


Failed Reaction Prediction
AI model significantly outperforms both groups of chemists

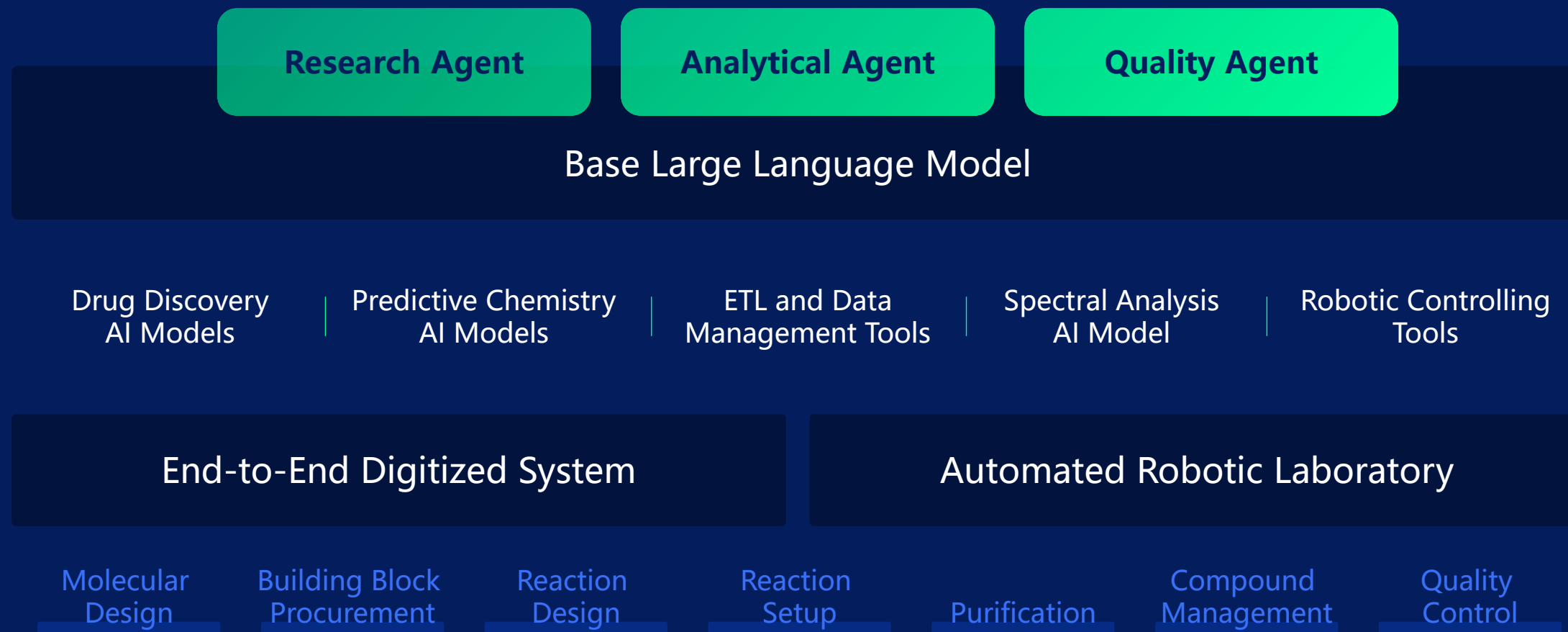
Suzuki Coupling (131 chemists)



SNAr Reactions (137 chemists)



AI Agents Improve R&D Efficiency



Latest Progress in Drug Development

More than 300 global partners
Recognized by globally-leading pharmaceutical companies

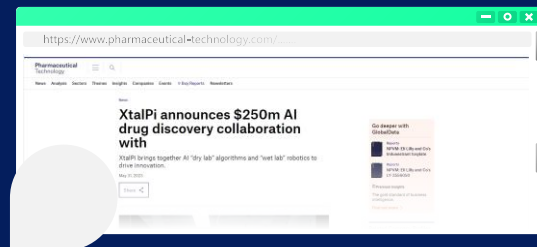
× Leading biotech companies in East Asia

XtalPi successfully cooperated with a few leading biotech companies in East Asia to efficiently design and discover lead compounds for difficult targets

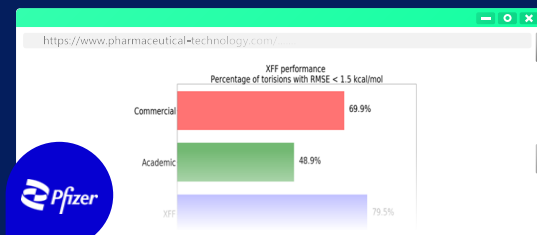
× Leading biopharma company

After successfully advancing an innovative drug R&D project with a leading biopharma, the company and XtalPi have reached cooperation on two new AI-driven new drug R&D projects this year

Following the signing of a US\$250 million drug discovery cooperation agreement between XtalPi and an Indianapolis headquartered global pharma, the two parties will further expand their cooperation to the field of solid-state research in 2024

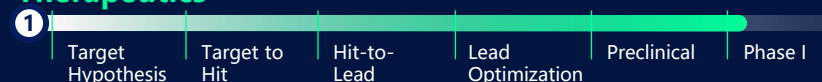


The XtalPi Force Field model developed in collaboration with Pfizer was published in an academic journal, and we will continue to iterate the next generation of force field models in collaboration with Pfizer in 2025



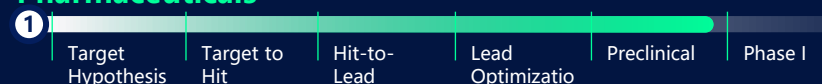
AI for Science platform empowering incubation Pipeline entering clinical stage

Signet Therapeutics



- The world's first innovative targeted drug integrating AI + organoid basic model
- Obtained IND approval from the US FDA and IND clinical approval from NMPA in advance

Meta Pharmaceuticals



- FDA granted dual designation of pediatric rare disease and orphan drug (RPDD, ODD)
- The pipeline was discovered using XtalPi's AI + Robotics

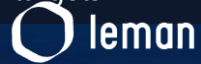
ReviR Therapeutics

Continuing to advance preclinical and clinical development of our established Huntington's disease (HD) pipeline, as well as our pipeline for multiple neurological diseases, including Charcot-Marie-Tooth Disease (CMT), amyotrophic lateral sclerosis (ALS), and other diseases.

Continuing to Invest in Cutting-Edge Therapies

“

A breakthrough was made in collaboration with Leman, the first patient with systemic lupus erythematosus was dosed with the metabolically enhanced CD19 CAR-T, and AI algorithms allowed for the targeting of solid tumor targets



Leman
Biotech

“

The tumor vaccine project in collaboration with a life science company was presented at the American Association for Cancer Research (AACR) meeting

Life Science Company

“

Established an AI peptide R&D platform with a well-known scientific research institution in Singapore to discover and design clinical candidate drugs for renal clear cell carcinoma



NCCS

“

Collaboration with N1 Life to create a non-invasive ophthalmic drug delivery platform for nucleic acid and macromolecular drugs



N1 Life

“

Cooperating with Gnosis Neurodynamics to explore the construction of a neurological drug screening platform based on cell platforms and digital brain modelling



Gnosis
Neurodynamics

“

Independently developed an mRNA sequence pre-training model and mRNA property prediction platform, with the related papers being accepted by the 2025 AAI Artificial Intelligence Conference



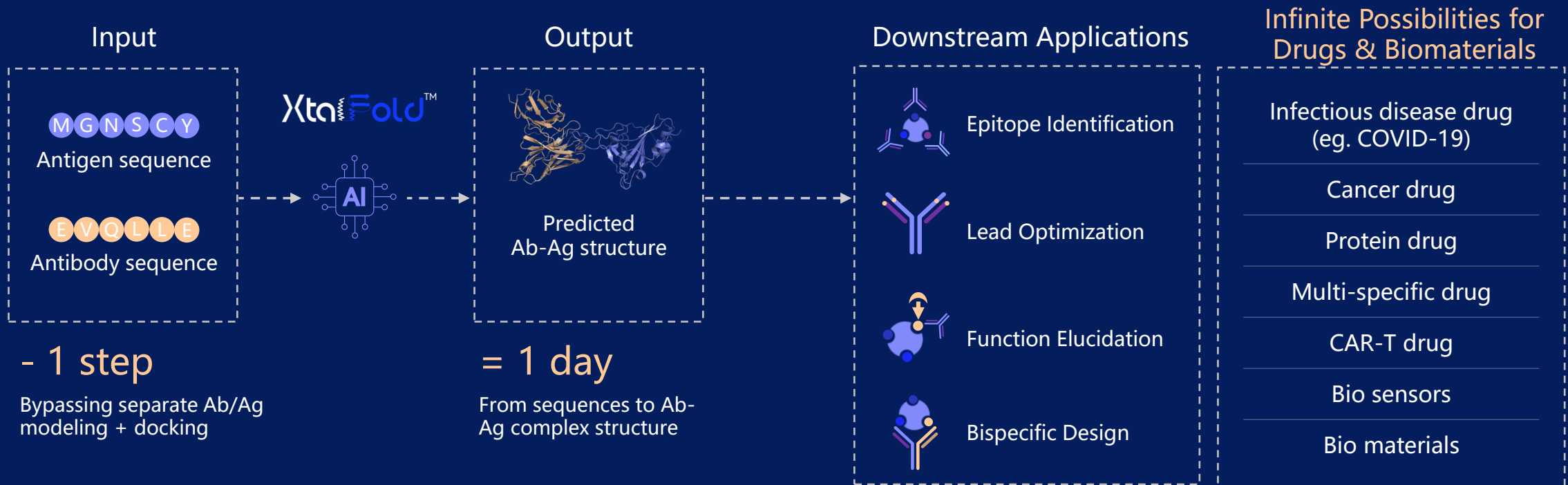
AAAI

XtalFold™: World-Leading Protein Complex Prediction Platform, Receives global recognition from leading pharmaceutical companies

XtalFold™
Antibody Drug Discovery Platform

Authorized
External Users

J&J



Intelligent Automated Robotic Solutions Open Markets Globally

Guangzhou University of Chinese Medicine Hengqin Laboratory
The Modernizations Platform for TCM

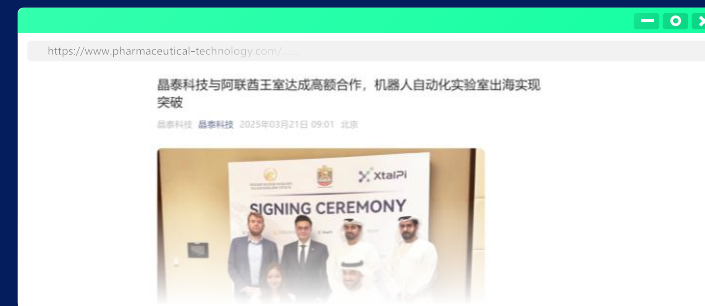


中药新药创制“四化平台”

“I-D-E-A Platform” for New TCM Drug Development

UAE

The first automated modern R&D laboratory
for traditional medicines in the Middle East



JW Pharma

Automated drug synthesis processes



Top Placement at the Global Material Structure Prediction Competition; Expanding Application Exploration Throughout the New Materials Industry

Year-Round Service

85 Clients

Continuing to cooperate with dozens of the world's leading multinational pharmaceutical companies.

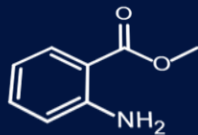
Expanding the application of solid-state research technology capabilities in regards to the new materials industry, including but not limited to: electrochemical materials, polymer materials, ceramic oxide materials

XtalPi was a top placer at the 7th CCDC Crystalline Structure Prediction Blind Test Competition

- 28 international teams participated, challenged with predicting the experimental polymorphs and their relative stability of 7 complex systems using first-principles calculation methods
- We were able to predict the experimental polymorphs of all 7 target systems during the blind test
- One of the few teams able to accurately predict the relative stability between different systems

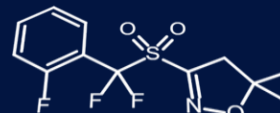
Target XXIX

PXRD analysis based $Z' = 3$ study



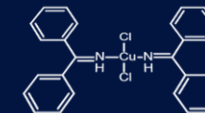
Target XXXI

Drug like molecule
Static disorder



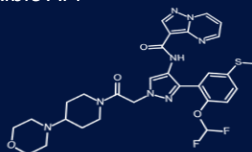
Target XXVIII

Inorganic element



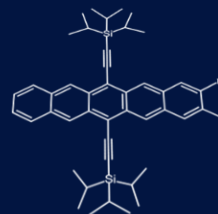
Target XXXII

Drug like molecule
Flexible API



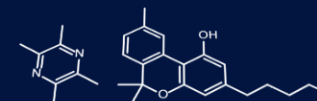
Target XXVII

Optoelectronic
Material



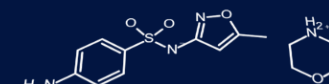
Target XXX

Predict the likelihood
stoichiometry (1:1, 2:1 or 1:2)



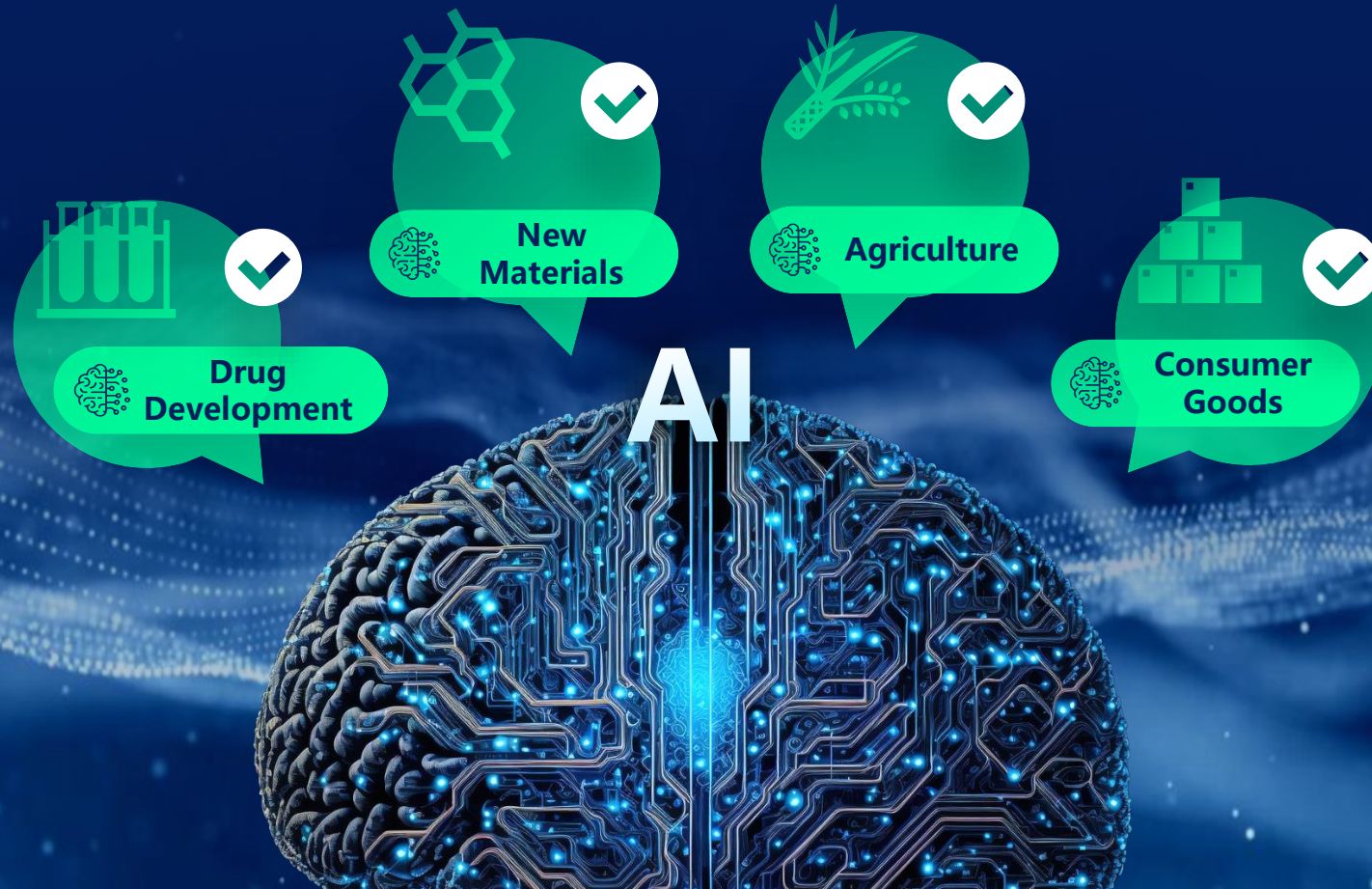
Target XXXII

Drug like molecule
Salt



AI Empowering Industries Globally

A New Generation of Industry-Specific Scientific Research Infrastructure



A highly flexible and high-precision robot scientist cluster tailored for AI for Science

Vertical AI and proprietary data building industry-specific "artificial super intelligence"



Future AI-Powered Molecules Boost Materials, Agricultural, and Consumer Goods

Future Materials

Industry	Sinopec Research Institute Catalysts 	GCL Group New Energy Materials 	Fangda Carbon Carbon-Based Materials 	Shenzhen Yanyi New Materials Battery Materials 	...
	Academia	Peking University Electrolyte Formulation 	MIT Material Sciences 	NUS Material Sciences 	...
		Incubation	Deep Principle Material Micro-mechanisms 	Future Bio Bioplastics 	...

Future Agriculture

Shougang Vegetable AI Seed Improvement 
GTB Desert Remediation 
Kula Bio Biofertilizers 
CyberPlantX "Super Crops" 

Future Consumer Goods

MIIT Consumer Goods 
Launching the "AI+ Initiative", empowering industries ranging from cosmetics and biopharma to advanced materials and agritech, thereby driving AI adoption across broader industrial ecosystems.

2024 Financial Results

2024 Financial Highlights

In 2024, comparing to 2023, the Company's revenue increased by 53%, the adjusted net loss narrowed by 13%, and the monthly average cash burn decreased by 23%

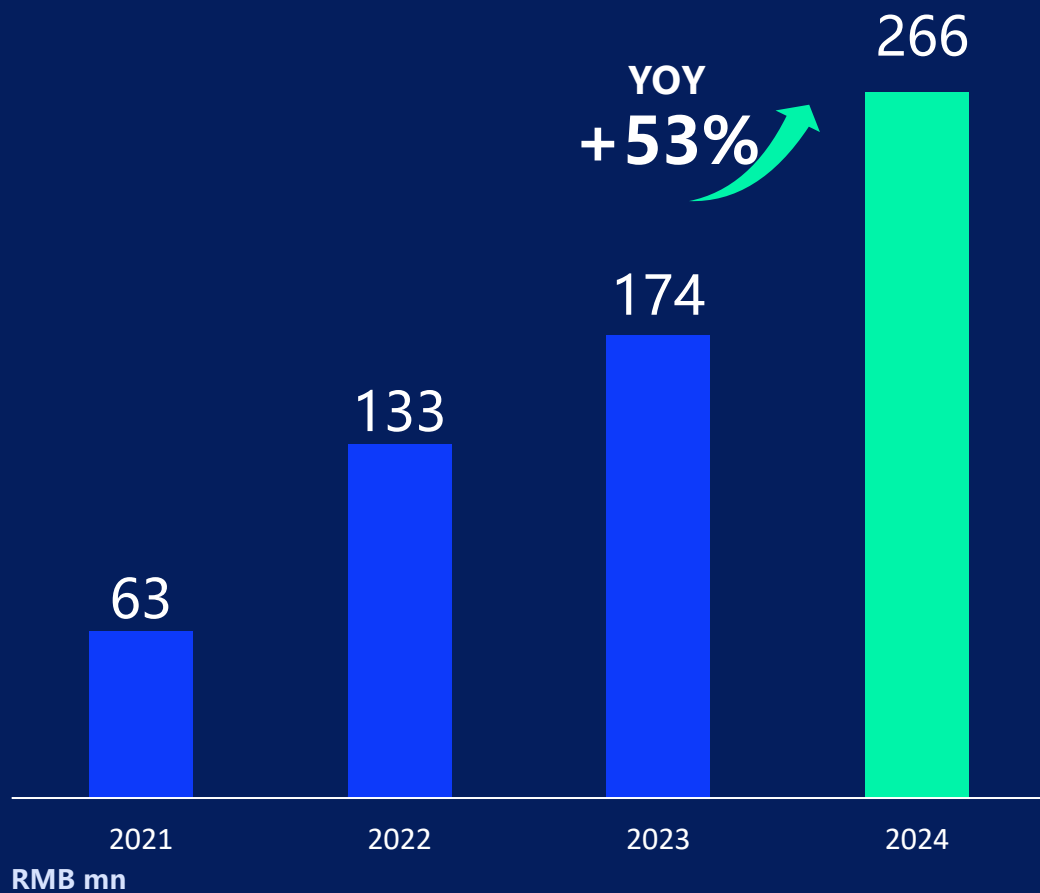
RMB mn

	2024	YOY	2023
Revenue	<u>266</u>	53% ↑	<u>174</u>
R&D Expenses	<u>418</u>	-13% ↓	<u>481</u>
Adjusted Net Loss	<u>-457</u>	-13% ↓	<u>-522</u>
Monthly Average Cash Burn	<u>48</u>	-23% ↓	<u>62</u>

Strong Revenue Growth with Expanding Customer Base

Total Revenue

2H 2024 YOY **+73%**



High-Quality Customer Base

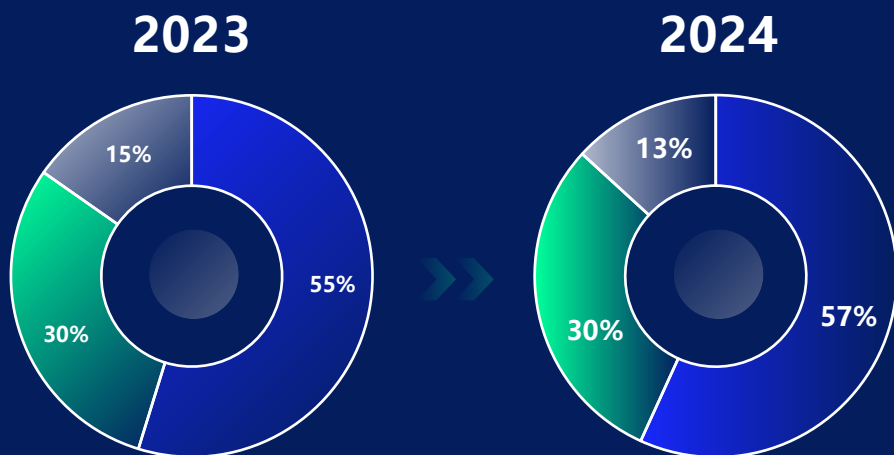
Customer base expands steadily



Revenue Breakdown by Geography and Business Segment

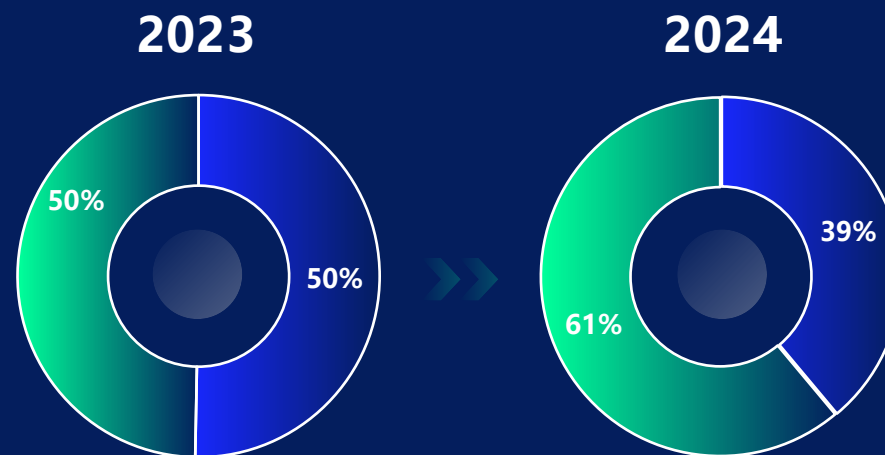
Revenue by Geographical Location (%)

■ Mainland China
 ■ United States
 ■ Others



Revenue by Business Segment (%)

■ Drug Discovery Solutions
 ■ Intelligent Robotics Solutions



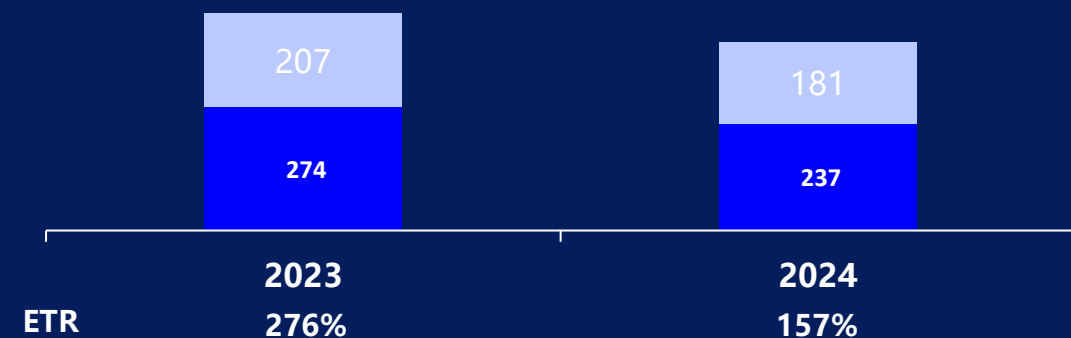
In 2024, the company's comprehensive AI and robotics solutions were commercialized in **various materials science fields** (including traditional Chinese medicines, petrochemical catalysts, new energy materials, agriculture, etc.), leading to an 88% year-on-year growth in revenue from Intelligent Robotics Solutions.

Operational Expenses

R&D Expenses

RMB mn

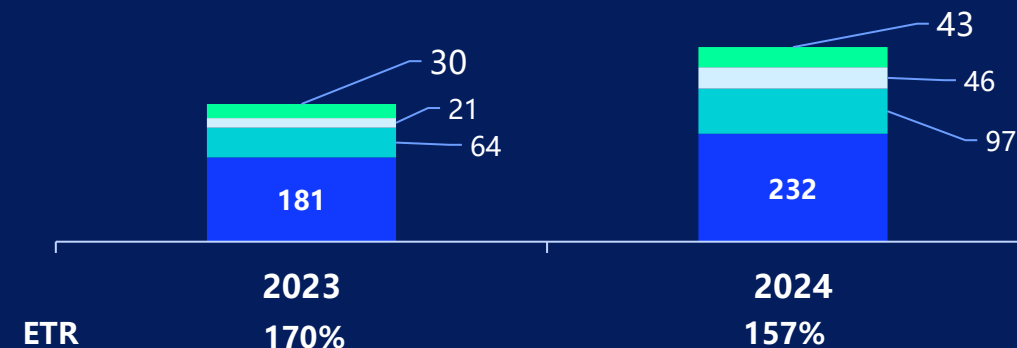
Employee Benefit Expenses Others



G&A Expenses

RMB mn

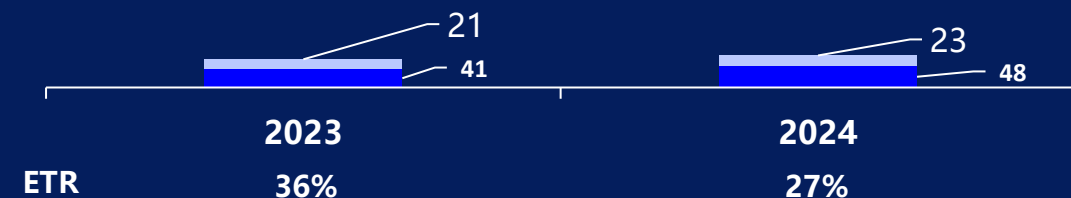
Others SBC Listing Expenses D&A



S&M Expenses

RMB mn

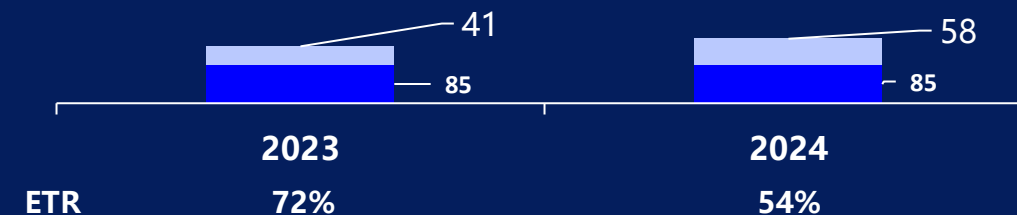
Employee Benefit Expenses Others



Contract Fulfillment Costs

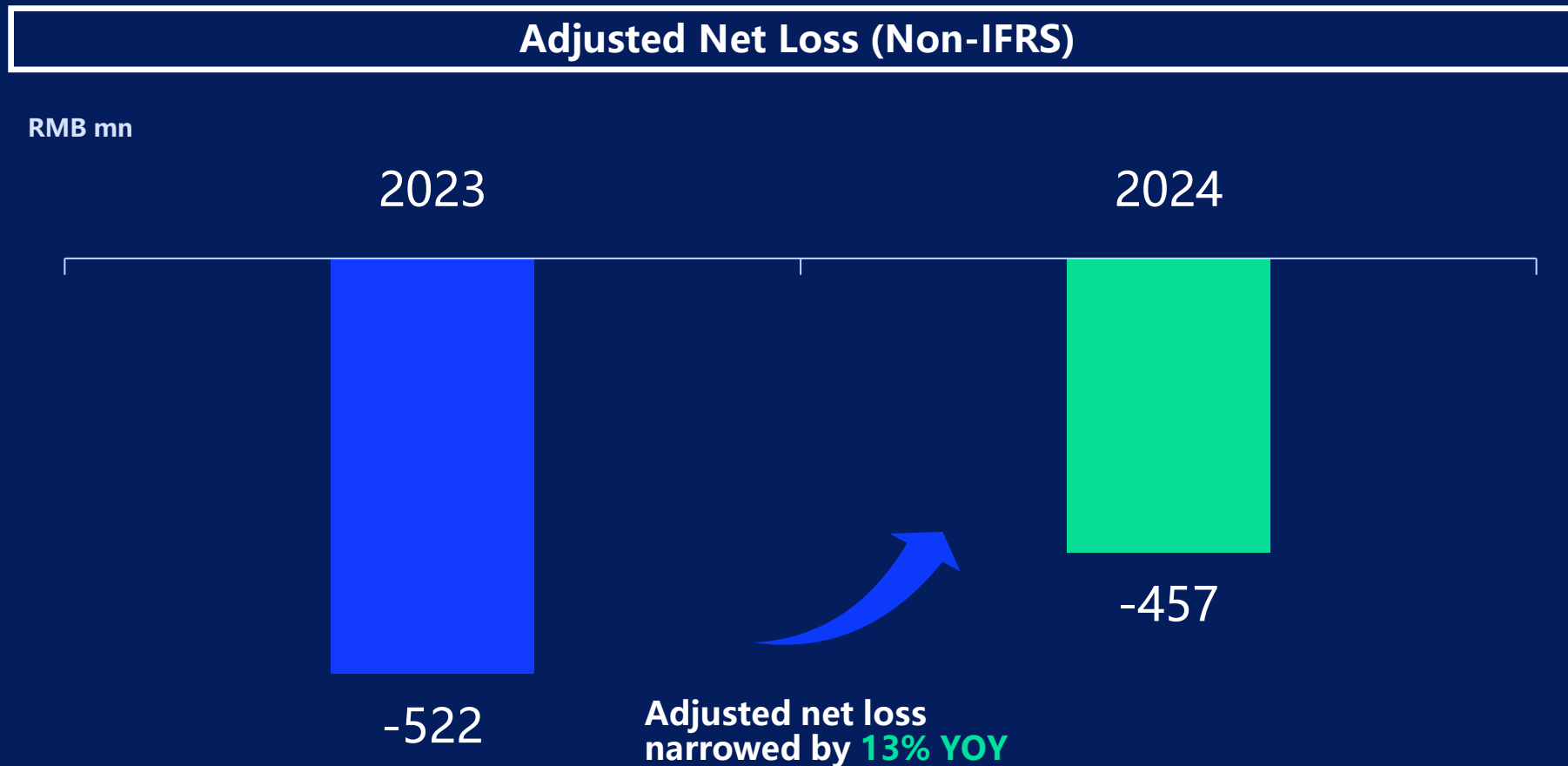
RMB mn

Employee Benefit Expenses Others



Note: ETR = Expense to Total Revenue Ratio

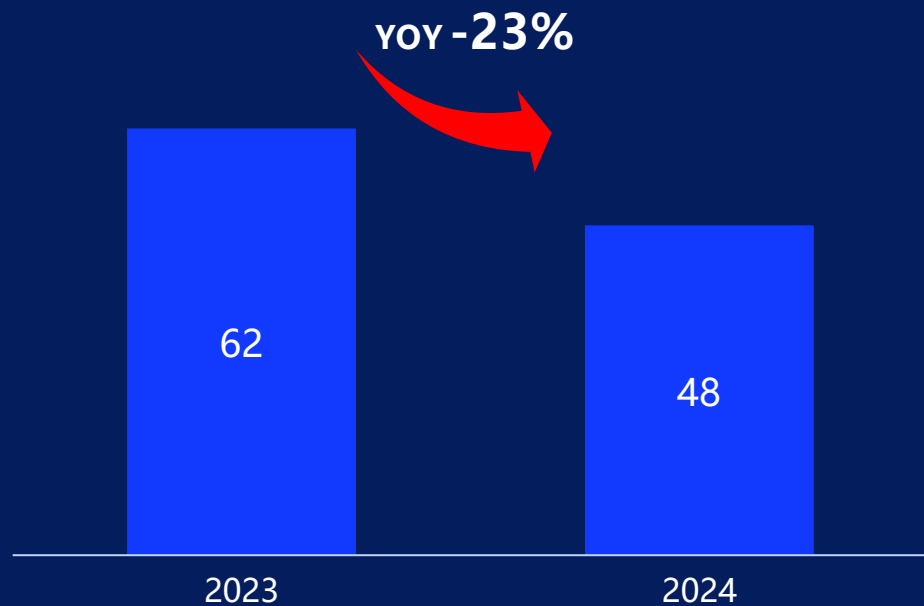
Improved Operating Results - Narrowed Adjusted Net Loss



Cash Burn and Cash Balance

Monthly Average Cash Burn

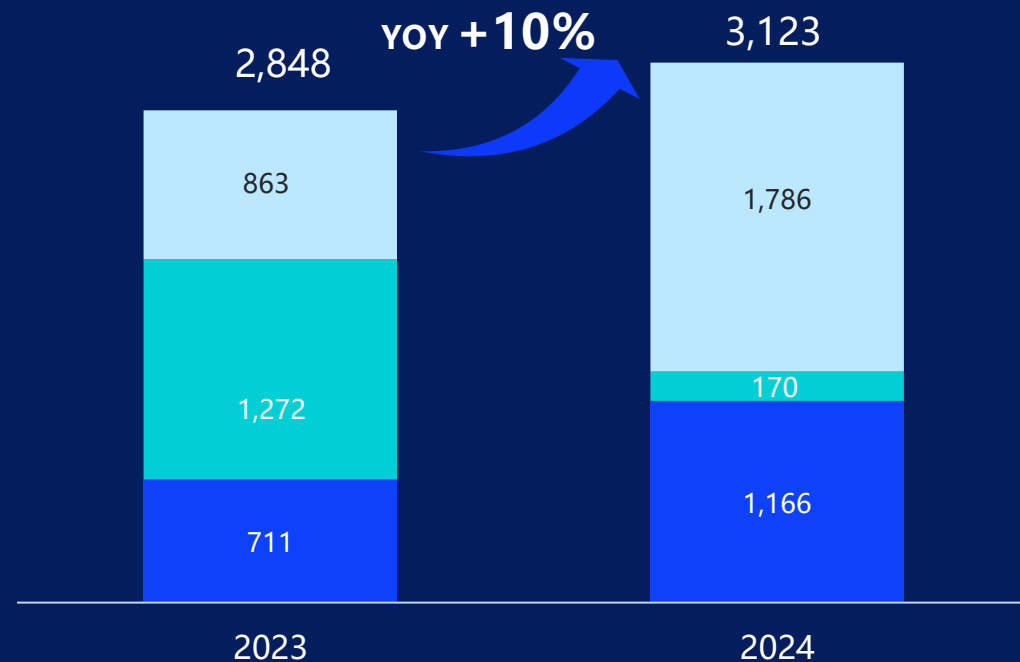
RMB mn



Cash Balance

RMB mn

- Financial Assets at FVTPL (Current)
- Restricted Cash
- Term Deposit
- Cash and Cash Equivalents



Q&A

Thanks!