



Creating Miracles in Life

November 2020



China Biologic Products Holdings, Inc.
(NASDAQ: CBPO)

- Revenue: \$138.5 mm, up 0.8% in RMB terms⁽¹⁾ or 1.8% in USD terms y-o-y
- Gross Profit: \$92.5 mm, up 4.4% y-o-y; Gross Margin: 66.8%
- Income from Operations: \$52.0 mm, down 1.9% y-o-y; Operating Margin: 37.5%
- Non-GAAP Adjusted Income from Operations⁽²⁾: \$69.4 mm, up 11.7% in RMB terms⁽¹⁾ or 12.8% in USD terms y-o-y
- Net Income: \$39.5 mm, down 16.0% y-o-y
- Non-GAAP Adjusted Net Income⁽²⁾: \$55.1 mm, up 0.2% in RMB terms⁽¹⁾ or 1.3% in USD terms y-o-y
- Fully diluted EPS: \$0.99; Non-GAAP EPS⁽²⁾: \$1.39

1. We believe providing local currency information on certain key items of our financial results enhances the understanding of our financial results and evaluation of performance in comparison to prior periods. We calculate changes in local currency percentages by comparing financial results denominated in RMB from period to period.

2. Refer to Appendix for reconciliation of Non-GAAP income from operations, Non-GAAP net income attributable to equity holders and Non-GAAP EPS.

- Revenue: \$412.2 mm, up 4.6% in RMB terms⁽¹⁾ or 2.6% in USD terms y-o-y
- Gross Profit: \$269.8 mm, up 1.8% y-o-y; Gross Margin: 65.5%
- Income from Operations: \$162.7 mm, up 12.1% y-o-y; Operating Margin: 39.5%
- Non-GAAP Adjusted Income from Operations⁽²⁾: \$197.7 mm, up 18.1% in RMB terms⁽¹⁾ or 16.0% in USD terms y-o-y
- Net Income: \$128.6 mm, up 1.7% y-o-y
- Non-GAAP Adjusted Net Income⁽²⁾: \$159.9 mm, up 10.3% in RMB terms⁽¹⁾ or 8.3% in USD terms y-o-y
- Fully diluted EPS: \$3.24; Non-GAAP EPS⁽²⁾: \$4.02

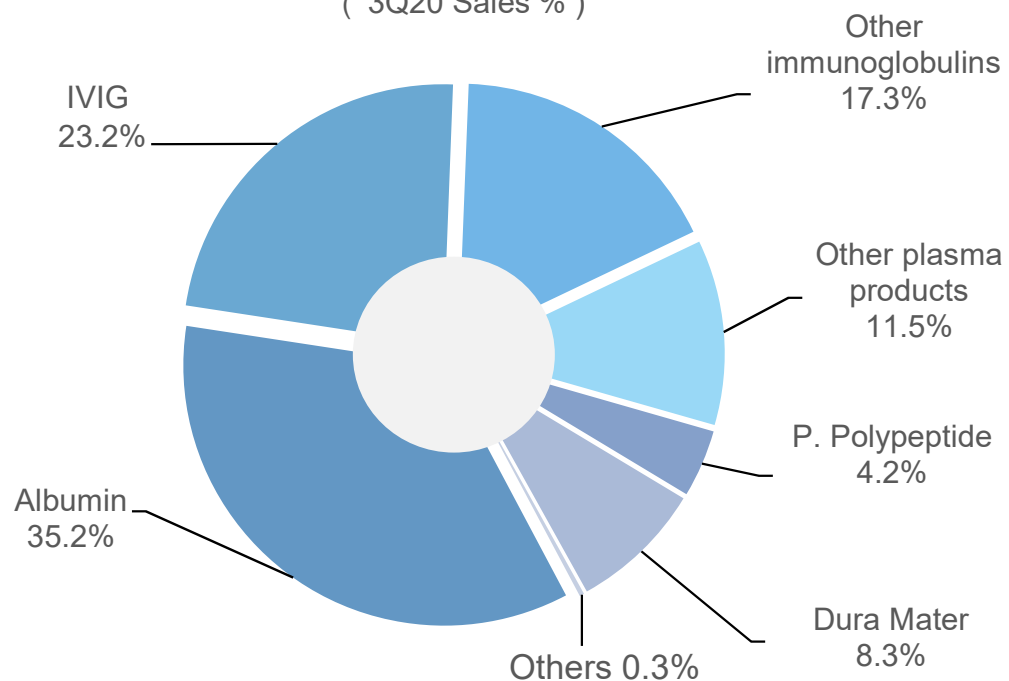
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- In November 2020, the newly built collection station in Chongqing city passed official inspection with commercial operations to commence soon
- In 3Q20, the Company further optimized commercial team structure, enhanced medical marketing support function, implemented a multidimensional evaluation system for staff performance and established better incentive and compensation structures.

Sales Breakup by Product

(3Q20 Sales %)



Year-over-year Comparison for Sales of Products

YOY comparison	3Q20 (in RMB)	3Q20 (in USD)
Albumin	+2.8%	+3.8%
IVIG	-10.9%	-10.1%
Other Immunoglobulins	+1.8%	+3.0%
Other plasma products	+13.9%	+15.2%
Placenta Polypeptide	+28.3%	+28.9%
Total biomaterial products	+0.7%	+0.8%
Total sales	+0.8%	+1.8%



Mr. Joseph Chow
Chairman / CEO

- CEO since August 5, 2019, acting CEO between May 2019 and August 2019, Chairman of the Board of Directors since February 2019 and member of the Board since November 2014.
- Over 20 years of experience in corporate finance, financial advisory and management and has held senior executive or managerial positions in various public and private companies including Moelis, Goldman Sachs, China Netcom, Bombardier Capital etc.
- Bachelor Degree of political science from Nanjing Institute of International Relations and an MBA certificate from the University of Maryland at College Park



Mr. Ming Yang,
Chief Financial Officer

- CFO since August 2012 and VP-Finance & Compliance and Treasurer between March 2012 and August 2012
- Prior to joining CBPO, 6 years in financial management and 11 years of audit experience in accounting firms, including serving as an audit senior manager at KPMG
- C.P.A. in China

Income Statement and Balance Sheet Highlights

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\$ MM	2015	2016	2017	2018	2019	9M'19	9M'20
Total sales	296.5	341.2	370.4	466.9	503.7	401.6	412.2
Cost of sales	106.5	124.0	125.5	146.8	174.6	136.5	142.4
Gross profit	190.0	217.2	244.9	320.1	329.1	265.1	269.8
Operating expenses							
Selling expenses	10.0	11.7	34.8	95.6	80.3	62.1	43.2
G&A expenses	41.4	54.5	67.7	68.8	73.4	50.4	58.2
R&D expenses	6.0	7.0	6.5	9.5	11.7	7.5	5.7
Income from operations	132.6	144.0	135.9	146.2	163.6	145.1	162.7
Income before income taxes	135.1	153.9	146.4	166.1	191.5	170.5	177.1
Net income	114.1	128.8	82.2	148.0	163.4	146.8	149.2
Net income attributable to CBPO	89.0	104.8	67.9	128.1	138.8	126.4	128.6
Non-GAAP income from operations ⁽¹⁾	144.7	168.3	171.6	177.7	198.3	170.4	197.7
Non-GAAP net income attributable to equity holders⁽¹⁾	100.1	126.8	141.2	145.9	168.4	147.6	159.9

1. Non-GAAP income from operations and non-GAAP net income attributable to equity holders excludes non-cash employee stock compensation and some non-recurring items. Refer to Appendix I for reconciliations.

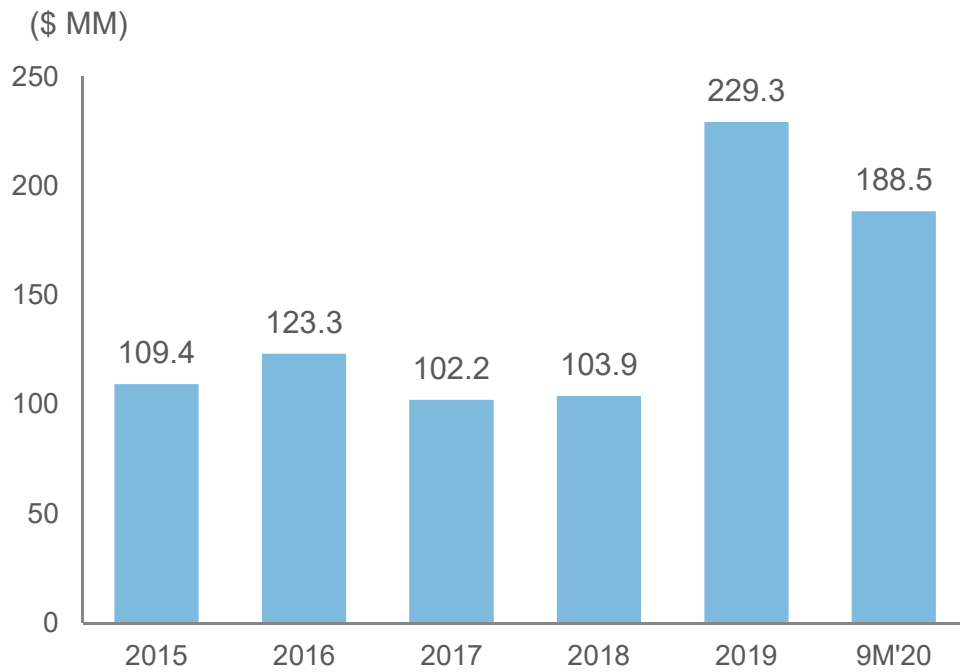
2. 2018 includes the impact of TianXinFu.

	2015	2016	2017	2018	2019	9M'20
Total Cash⁽¹⁾ (\$ MM)	182.9	183.8	242.2	952.4	927.3	1,103.4
Cash & Cash Equivalents (\$ MM)	144.9	183.8	219.3	338.9	161.8	566.9
Time Deposits (\$ MM)	38.0	-	22.9	537.5	497.7	7.1
Short term investments(\$ MM)	-	-	-	76.0	267.8	529.4
Short-term and Long-term Bank Loans (\$ MM)	-	-	-	-	-	-
Accounts Receivable Days	27	32	51	75	77	89
Inventory Days	390	416	508	569	513	445

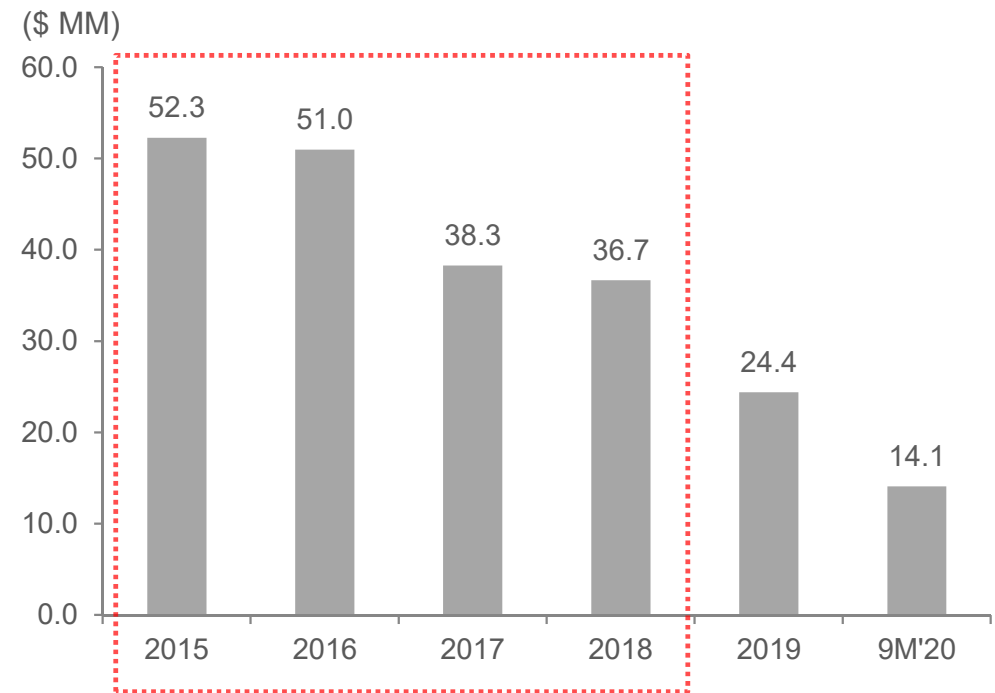
1. Calculated as the sum of cash & cash equivalents, time deposits and financial instruments.

Robust Cash Flow Generation

Operating Cash Flow



Capital Expenditures



Mainly for Shandong Taibang's new fractionation facility

Appendix: Reconciliation of Non-GAAP Income from operations

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(\$ MM)	2015	2016	2017	2018	2019	9M'19	9M'20
Income from operations	132.6	143.9	135.9	146.2	163.6	145.1	162.7
Non-cash employee stock compensation	12.1	24.4	33.9	23.1	26.6	19.3	28.9
Amortization of acquired intangible assets	-	-	-	8.4	8.1	6.0	6.1
Expenses related to change of domicile and acquisition of TianXinFu	-	-	1.9	-	-	-	-
Adjusted Income from operations-Non GAAP	144.7	168.3	171.6	177.7	198.3	170.4	197.7

Appendix: Reconciliation of Non-GAAP Net Income Attributable to Equity holders 09

(in \$ MM except EPS, number of shares in MM)	2015	2016	2017	2018	2019	9M'19	9M'20
Net Income Attributable to Equity holders	89.0	104.8	67.9	128.1	138.8	126.4	128.6
Non-cash employee stock compensation	11.1	22.0	31.1	19.7	23.5	16.9	26.2
Expenses related to change of domicile and acquisition of TianXinFu	-	-	1.9	-	-	-	-
Amortization of acquired intangible assets	-	-	-	5.6	6.1	4.3	5.1
Income tax expense due to U.S. Tax Reform	-	-	40.3	(7.5)	-	-	-
Adjusted Net Income Attributable to Equity holders - Non GAAP	100.1	126.8	141.2	145.9	168.4	147.6	159.9
Diluted EPS - Non GAAP	3.68	4.52	4.95	4.02	4.28	3.75	4.02
Weighted average number of shares used in computation of Non GAAP diluted EPS	26.6	27.2	27.6	35.4	38.9	38.8	39.4

This presentation contains forward-looking statements, including statements about the business outlook, strategy and market opportunity of China Biologic Products Holdings, Inc. (the “Company” or “we”), and statements that may suggest trends for its business. Such forward-looking statements can be identified by the use of forward-looking terminology such as “anticipate,” “believe,” “could,” “estimate,” “expect,” “intend,” “may,” “plan,” “potential,” “should,” “will,” “would,” and similar expressions, or the negatives thereof. These statements are individually and collectively forward-looking statements within the meaning of Section 27A of the Securities Act and Section 21E of the Securities Exchange Act of 1934.

These forward-looking statements are made only as of the date of this presentation and are based on estimates and information available to the Company at the time of this presentation. These statements are not guarantees of future performance and are subject to certain risks, uncertainties and assumptions that are difficult to predict and may be beyond the Company’s control. Therefore, the Company cautions that actual results may differ materially from those set forth in any forward-looking statements herein, and are subject to numerous assumptions, risks, uncertainties and other factors, including those discussed under “Risk Factors” in the Company’s annual report on Form 20-F filed with the SEC for the year ended December 31, 2019.

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