

Chaoju Eye Care Holdings Limited

(HKEX stock code: 02219.hk)

3 April 2023

Corporate Presentation



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About Chaoju

History and Milestones

1988

Established the first ophthalmology clinic in Baotou city of Inner Mongolia.

1994-1998

Conducted one of the first cataract surgeries and myopia correction surgeries, used laser therapy technology on the fundus of eye, and performed one of the first excimer laser surgeries in Inner Mongolia.

2012

Baotou Hospital was designated as a national key clinical specialty construction project unit;
Formed the hospital clusters in Western and Eastern Inner Mongolia regions.

2017-2018

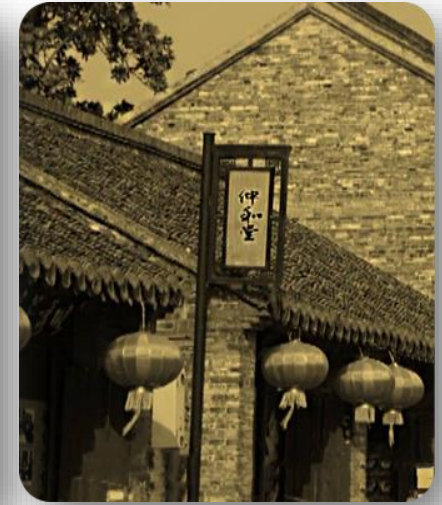
Formed the hospital clusters in Eastern Zhejiang region.

2015-2019

The 1st round of external investors was introduced, with a total financing of RMB236 million; another four rounds of external investors were introduced, with a total financing of RMB520 million.

2020-2021

Completed the red-chip reorganization and successfully listed on HKEX



We have

- More than 170 years of heritage
- More than 50 years of brand history
- More than 35 years of experience in eye hospital

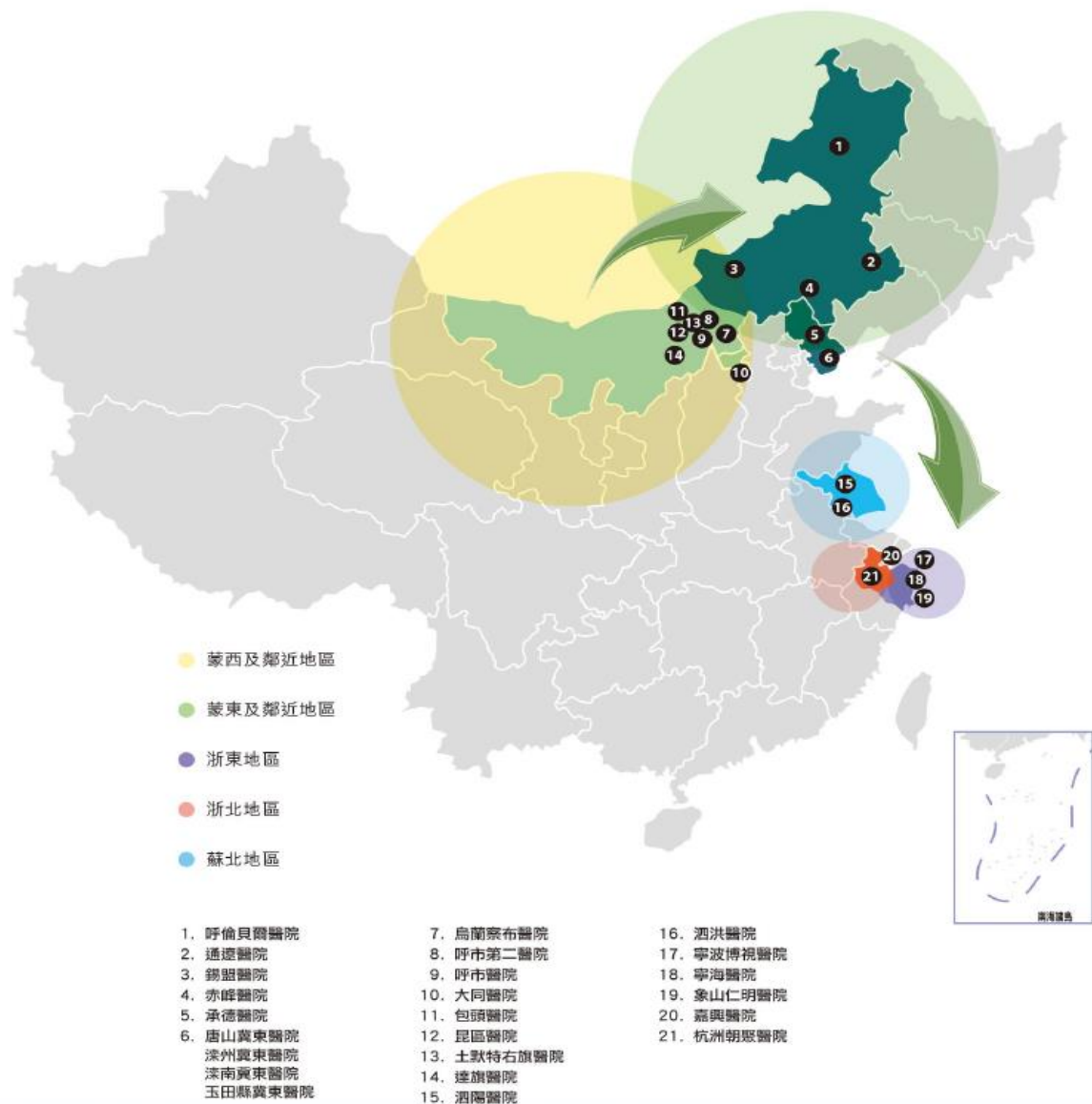
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Businesses

Leading Ophthalmic Medical Service Group in Northern China with a century's legacy

Consistent and healthy expansion

With a century's legacy and over 30 years of clinical experience, we own and operate 24 private ophthalmic hospitals, 26 optical centers, spanning across 5 provinces or autonomous region in China at the end of December 31 of 2022.



In Inner Mongolia in 2021,
by total revenue from
private hospitals



In North China in 2021,
by revenue to population
coverage ratio



In North China in 2020,
by total revenue from
private hospitals



In China in 2021,
by total revenue from
private hospitals

Full Range of Ophthalmic Services

Comprehensive ophthalmic services

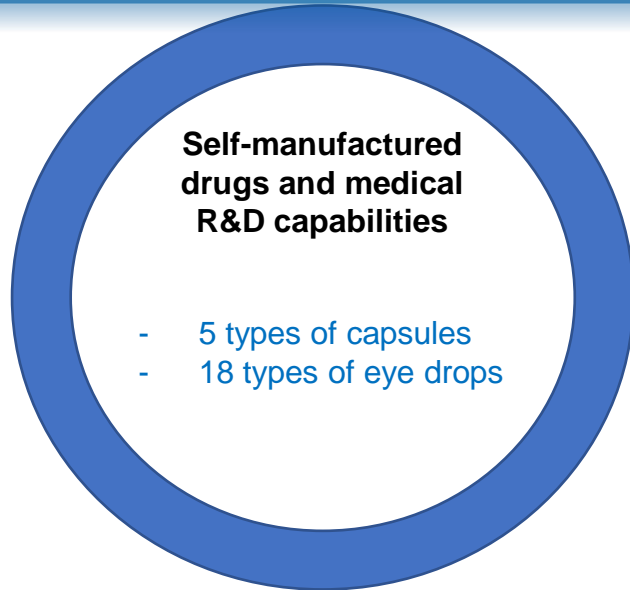
Covering cataract, glaucoma, ocular fundus diseases, ocular muscle diseases, refraction errors, pediatric ophthalmology, ocular surface diseases, lacrimal diseases, orbital diseases and oculoplastic, and ocular trauma

Services cover all stages and procedures for eye care

Including early screening of ophthalmic diseases, disease prevention and early diagnosis, treatment, and rehabilitation



Widely acclaimed over 21 years of clinical application



5 types of capsules



Eyebright Capsule

Anti-congestion Capsule

Anti-virus Capsule

Sanqi Hemostasis Capsule

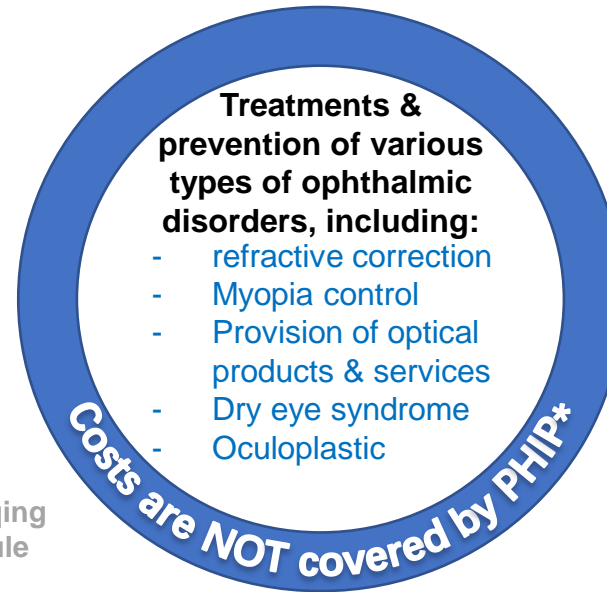
Baineiqing Capsule

18 types of eye drops

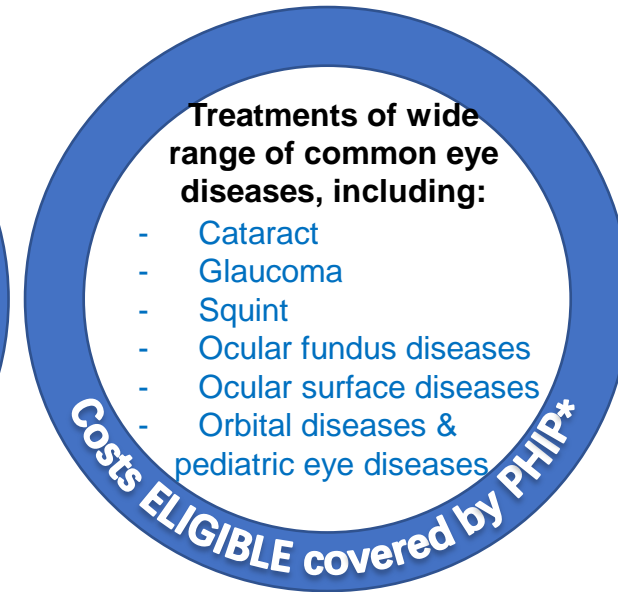


FY 2022

Consumer ophthalmic services
55% of Revenue



Basic ophthalmic services
45% of Revenue



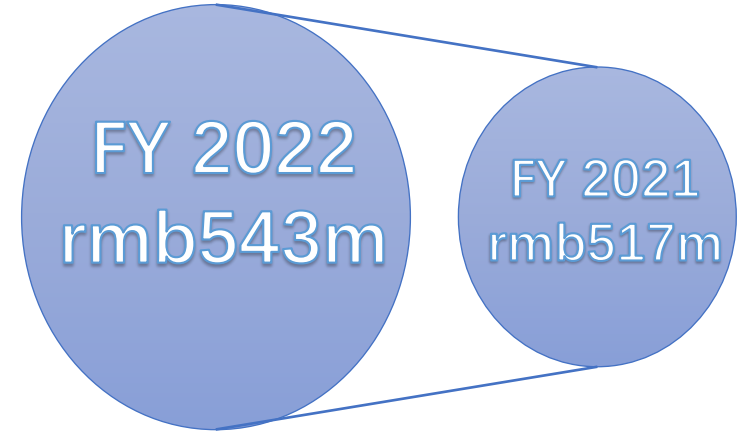
Consumer Ophthalmic Services (COS)

Our strategic focus with higher profitability

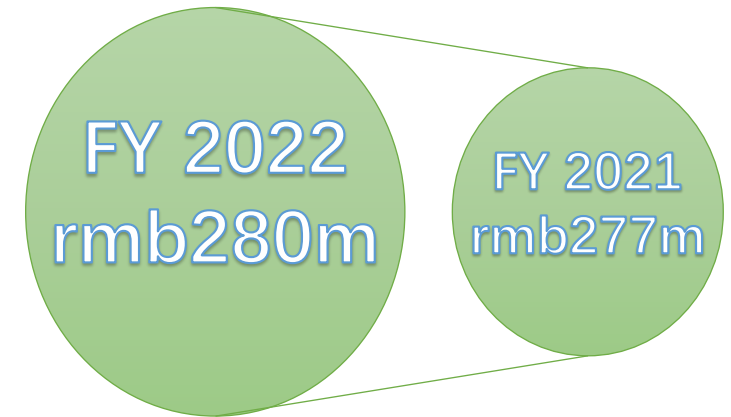


Revenue

COS segment



Gross profit



Gross profit margin

51.6%

53.5%

Treatments & prevention of various types of ophthalmic disorders, including:

- refractive correction
- Myopia control
- Provision of optical products & services
- Dry eye syndrome
- Oculoplastic

Costs are NOT covered by PHIP*

Network of 26 optical centers:

- 11** in western Inner Mongolia
- 8** in eastern Inner Mongolia
- 2** in eastern Zhejiang
- 3** in northern Zhejiang
- 2** in northern Jiangsu

We do:



Basic Ophthalmic Services (BOS)

Grow steadily & key component to maintain market share & influence



Treatments of wide range of common eye diseases, including:

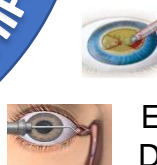
- Cataract
- Glaucoma
- Squint
- Ocular fundus diseases
- Ocular surface diseases
- Orbital diseases & pediatric eye diseases

Costs ELIGIBLE covered by PHIP*

Network of 24 ophthalmic hospitals:

- 8** in western Inner Mongolia & adjacent area
- 9** in eastern Inner Mongolia & adjacent area
- 3** in eastern Zhejiang
- 2** in northern Zhejiang
- 2** in northern Jiangsu

We do:



Phacoemulsification with IOL Implantation



Endoscopic Endonasal Dacryocystorhinostomy ("EEDCR")



Minimally Invasive Vitrectomy Surgery

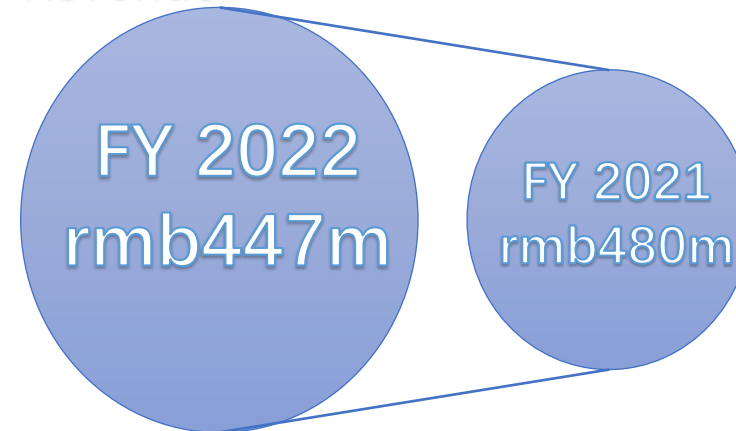


Pterygium Excision Combined with Limbal Stem Cell Transplant

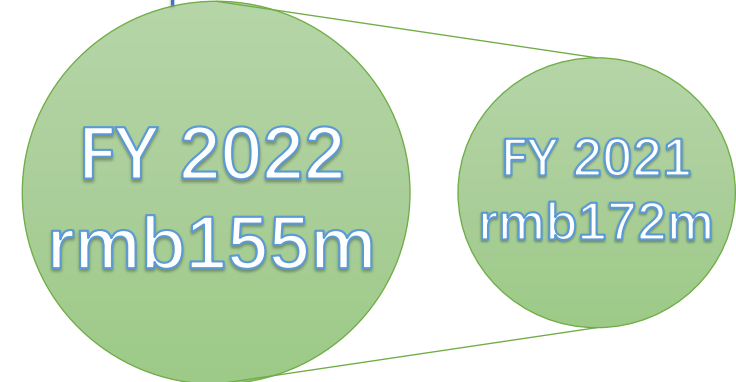


Compound Trabeculectomy

Revenue



Gross profit



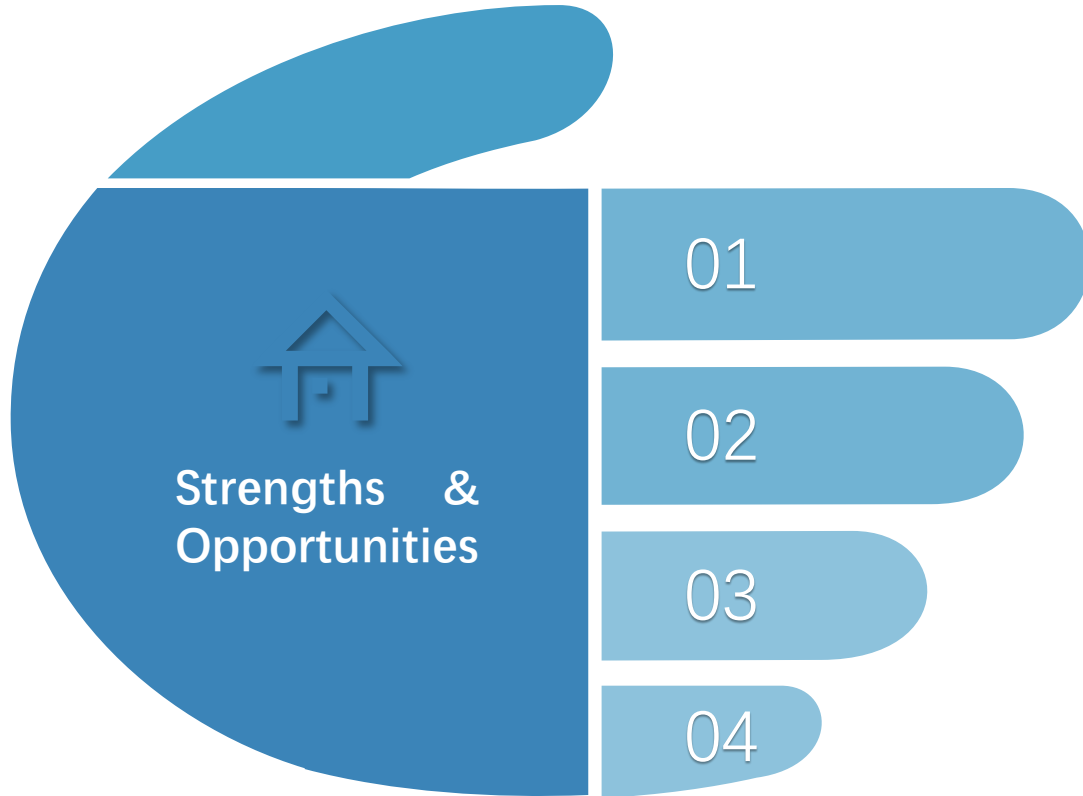
Gross profit margin

34.6%

35.8%

Our Strengths & Opportunities

Key takeaways



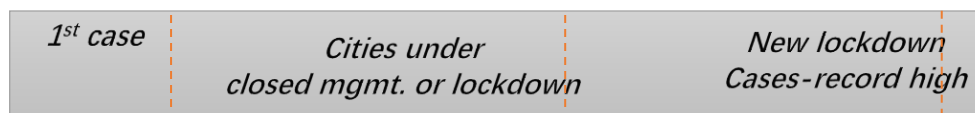
- ⊕ High Resilience under COVID-19;
- ⊕ Good Organic Growth and Future Expansion Potential;
- ⊕ High Reputation in Industry with Sustainable Physicians Source Network;
- ⊕ High Commitment to Social Responsibility.

High Resilience under COVID-19

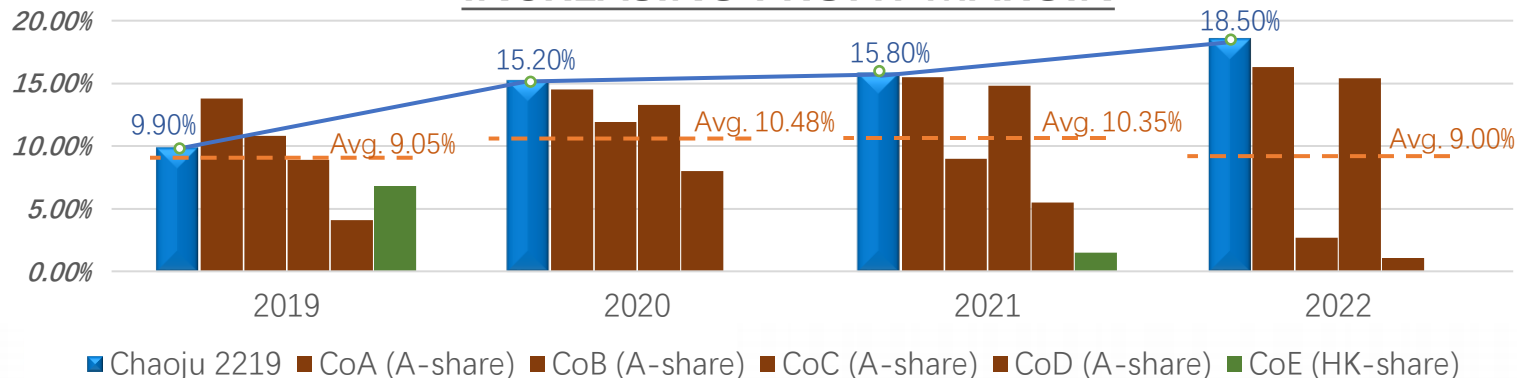
EARNINGS & REVENUE



COVID-19
In China



INCREASING PROFIT MARGIN

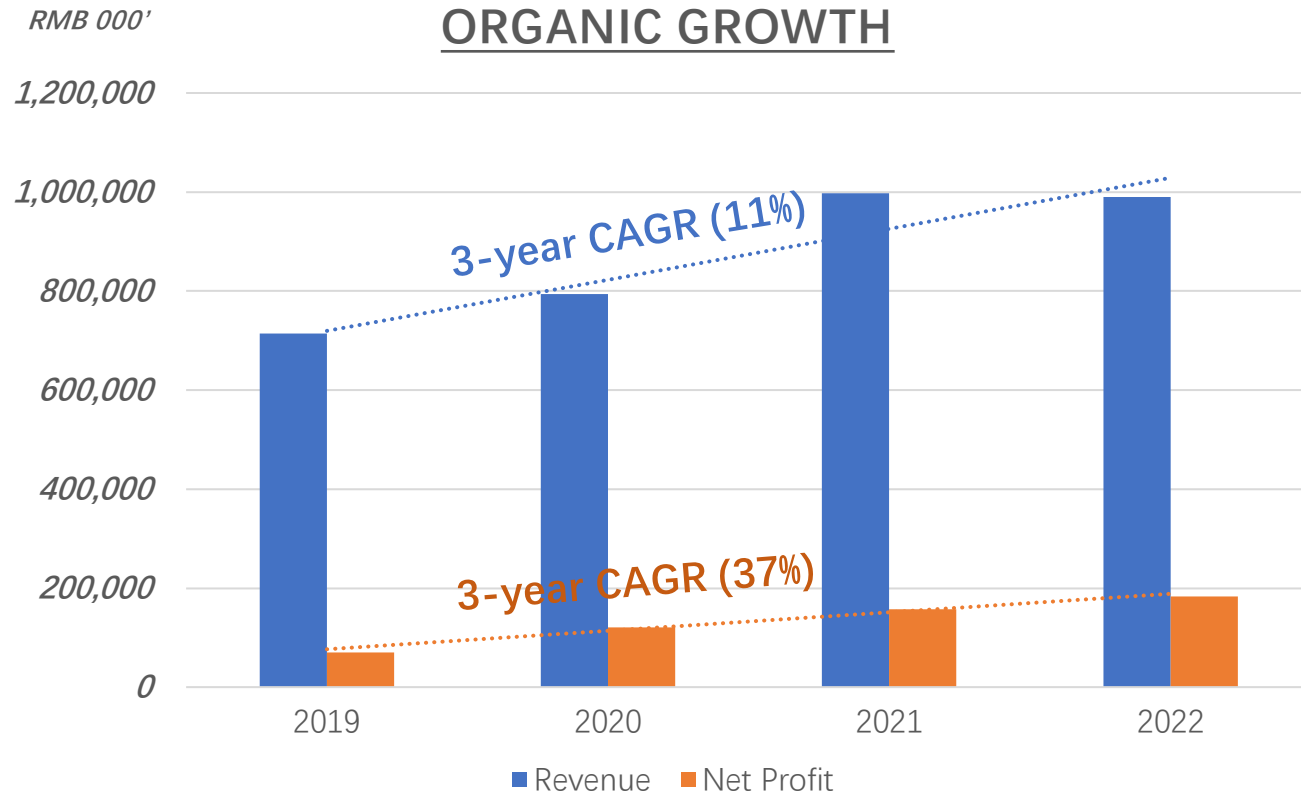


Sustainable Growth
Bottom Line

During the Challenging period

Profitability Levels
of Resiliency

Good Organic Growth and Future Expansion Potential



M&A
Initiatives
In the Pipeline

High Reputation in Industry with Sustainable Physicians Source Network



Most ophthalmology graduates from Inner Mongolia Medical University & Baotou Medical College work in Chaoju.

Ability to Attract and Retain Talent - low turnover of physicians and specialties ($\leq 5\%$).

Most Managements are Physicians.

High Commitment to Social Responsibility



1. continued to participate in the “Spread the Love in Inner Mongolia, Helping Patients in Pursuit of Health and Dreams” (大爱北疆 助康圆梦) charity campaign jointly organized by the Inner Mongolia Disabled Persons’ Federation and Inner Mongolia Disabled Persons’ Welfare Foundation to provide examination and treatment to children suffering from amblyopia;
2. continued to participate in the “Belt and Road: Bright Tour” project and conduct free cataract screening and cataract recovery operations in both Inner Mongolia Autonomous Region and Mongolia;
3. provided free optical screening events and established medical profiles for primary and secondary school students in Inner Mongolia;
4. provided professional and customized rehabilitation training programs for children with low vision and squint and prevention activities to educate children and parents for early diagnosis;
5. conducted various forms of online and offline expert science lectures on eye health for students and their parents for enriching their knowledge in eye health and common eye diseases among children

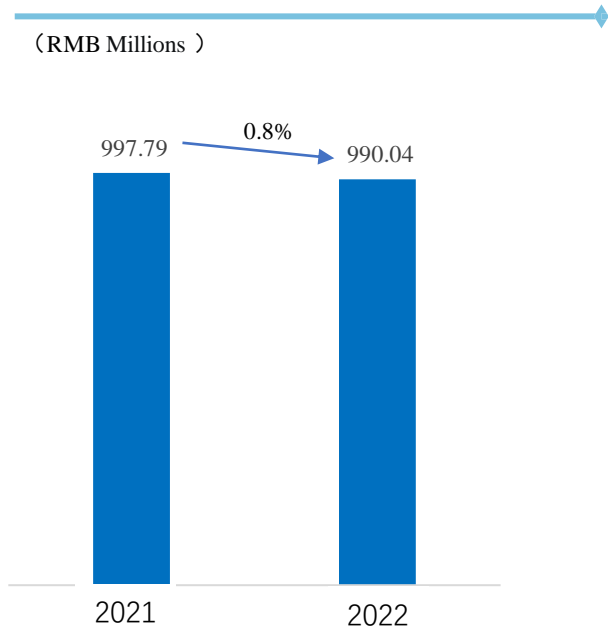
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Financial

Key Financial Highlights

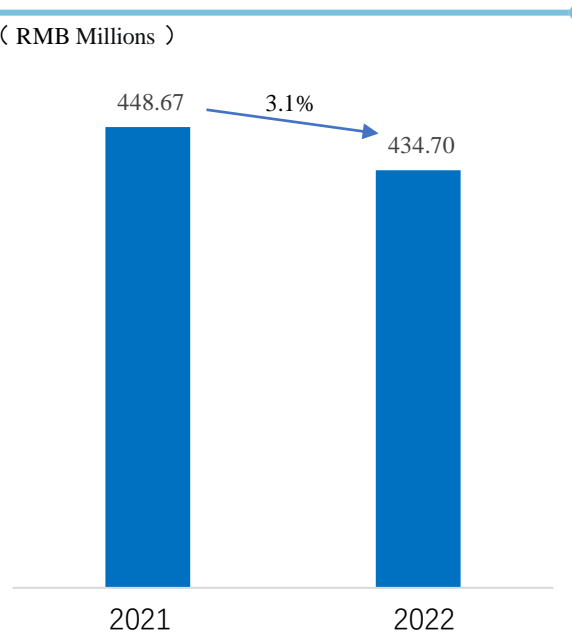
Revenue

(RMB Millions)



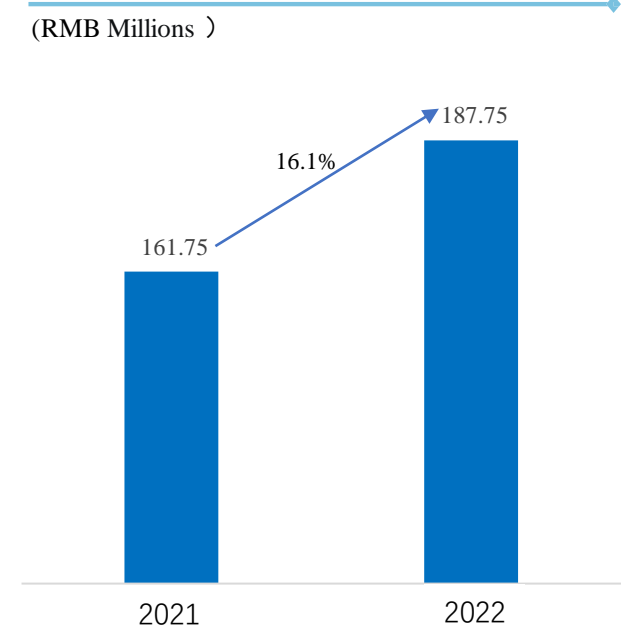
Gross Profit

(RMB Millions)

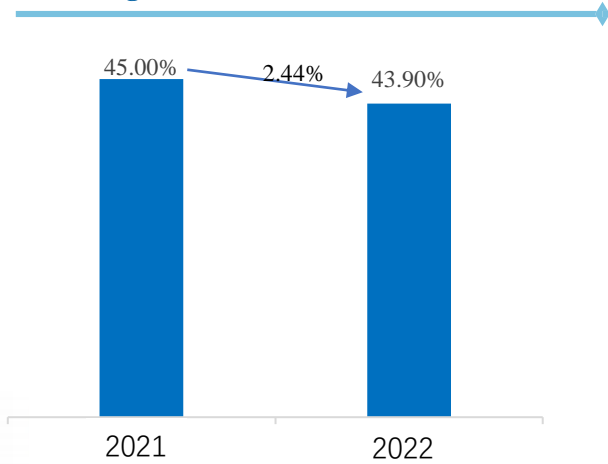


Net Profit(Owners of the parent)

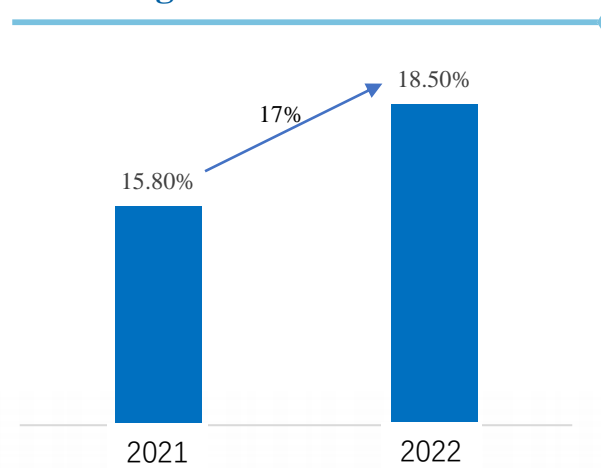
(RMB Millions)



GP Margin

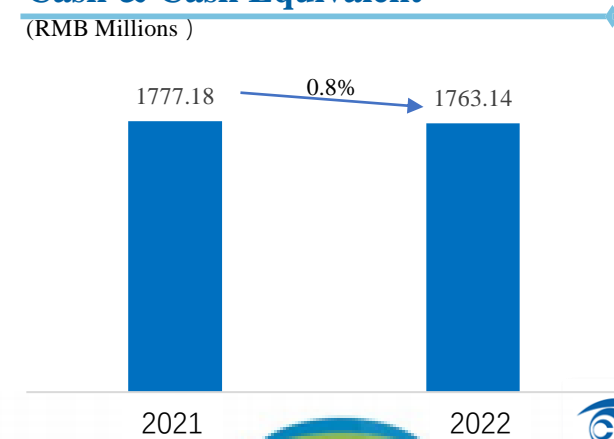


NP Margin



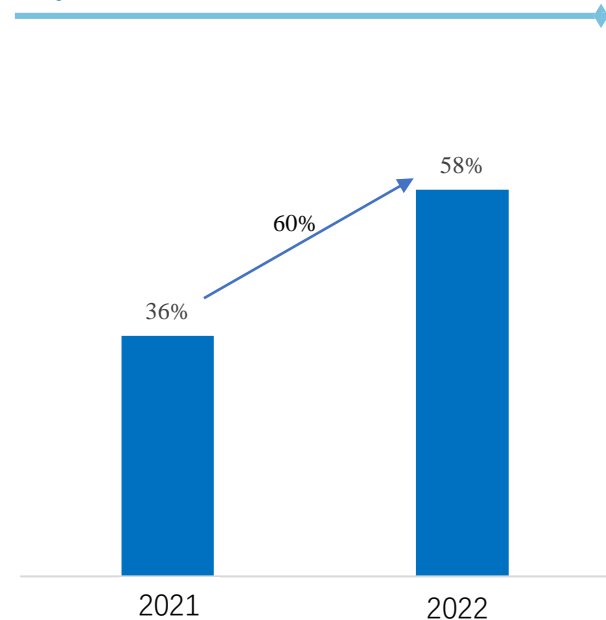
Cash & Cash Equivalent

(RMB Millions)



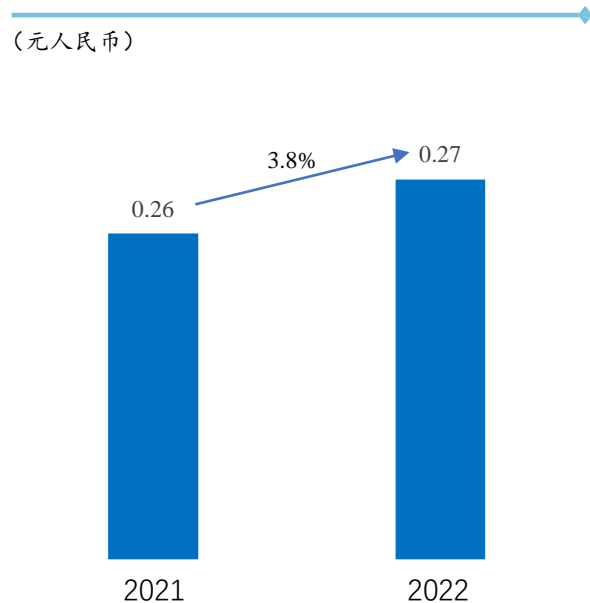
Key Financial Highlights

Payout Ratio

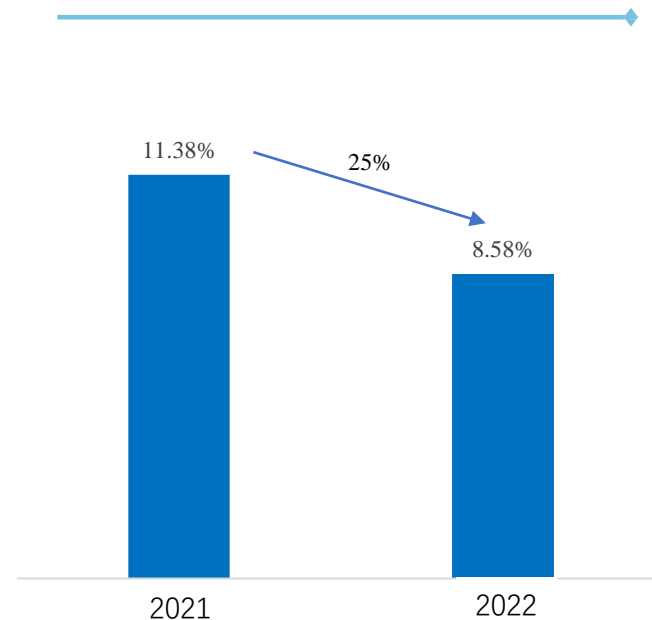


EPS

(元人民币)

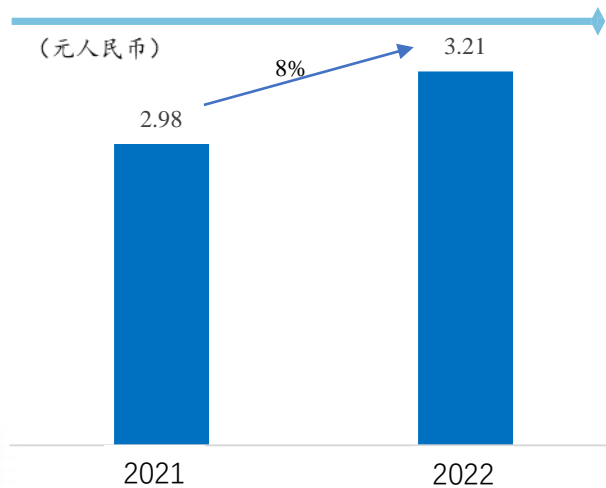


ROE

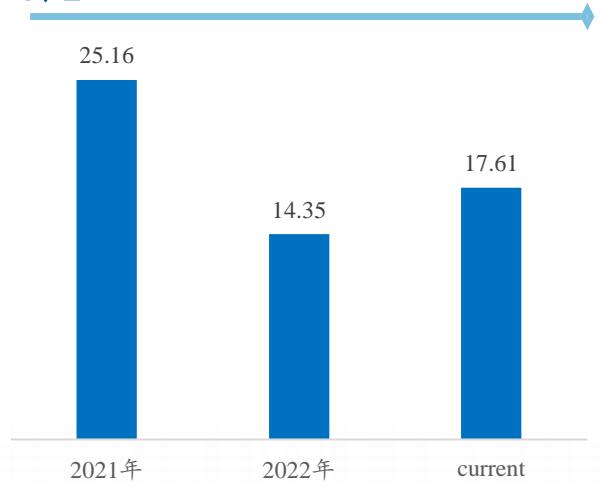


NAV/Share

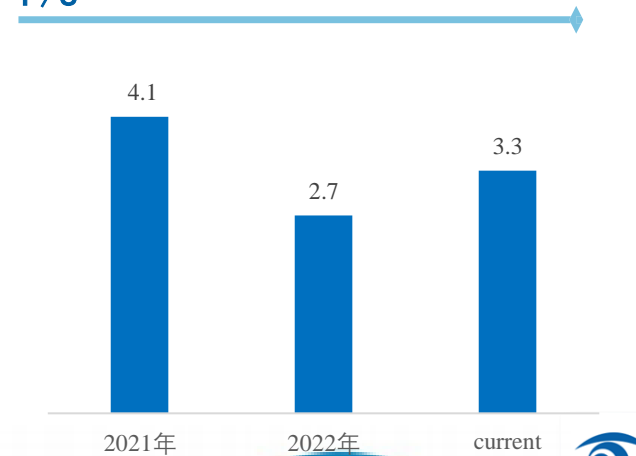
(元人民币)



P/E



P/S





THANKS



CHAOJU EYE CARE