# FOSUN复星 Financial Results for 2018 March 26, 2019







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## Chairman's Statement





#### In 2018, we continued to achieve sustainable growth

- Despite the volatility in capital markets, Fosun's ecosystems continue to achieve steady and healthy growth through industrial operations empowered by investment
- We recorded our best ever year, with total assets now nearing RMB 640 billion, revenues exceeding RMB 100 billion and net profit consecutively growing over the past 7 years with a 10 year CAGR of 26%

## **Guo Guangchang**

Chairman and founder Fosun International

#### In 2019, we are full of confidence

We will focus on "industry operations +industrial investment", to provide high quality products and services to customers to create value and increase the return to the shareholders. I am full of confidence in Fosun's future

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# Financial Highlights for Full Year 2018



7<sup>th</sup> consecutive year of strong profit growth

Total Revenue				
RMB				
109.35 billion Y-o-Y increase of 24%				
<ul><li>RMB 88.03 billion in 2017</li><li>54% from Chinese mainland, 46% Overseas</li></ul>				

Profit attributable to owners of the parent

RMB

13.41 billion

10 year CAGR: 26%

RMB 13.16 billion in 2017, 2% y-o-y growth

Y-o-Y growth: Health 14%, Happiness 21%

Adj. Net Asset Value per share 1

HKD

24.84

As of Dec 31, 2018

100% upside to last share price (22 Mar 2019)

FTG+Babytree IPO and Yuyuan restructuring

Leverage Ratio

53.7%

Total Debt/ Total Capital<sup>2</sup>

Net gearing ratio<sup>3</sup> 49.8% as at Dec 31, 2018

Average cost of debt in 2018 4.97%

Dividend Per share 4

HKD

O.37

Y-o-Y increase of 6%

Payout ratio of 20%

Dividend yield 3.25%,

Note: 1. Adjusted NAV per share = [market value of listed investments held at the group level+ the fair value of unlisted investments estimated by the management utilizing precedent transactions analysis or comparable company analysis-the net debt at the group level] / the total issued number of the Company 2. Total debt includes short-term and long-term interest-bearing borrowings and convertible bonds; Total capital equals to equity plus total debt; 3. Net Gearing ratio = net debt / equity, net debt = total debt - cash and bank balances and term deposits; 4. The dividend proposal of the board of directors is subject to adoption by the general meeting of shareholders.

# **Operating Highlights**

## 极。智 INNOVATION FOR EXCELLENCE

## Focused on successful operations, investments and strategic monetization

# Operational Milestones

- FTG records profit of RMB 389mn, Adjusted EBTDA sees y-o-y growth of 177.8%
- Yuyuan's profit exceeded RMB 3 billion
- Experienced hires in Fosun Fashion Group

# Balanced Investment and Divestment Stituters Left Stit

- RMB28.5 bn investments > 70 new in Baihe Jiayuan, Lanvin, St Hubert, Tsingtao Brewery
- ~RMB17.1 bn divestments including Focus Media and Sun Paper



- Completed Fosun Tourism and Babytree IPO with proceeds of RMB 4.3 bn,
- Yuyuan restructuring completed in July 2018
- Strong IPO pipeline includes Shanghai Henliu





- 15 key pure-play platforms to drive synergies between companies
- Fosun ID now over 170 mm (youlè)

#### **Technology & Innovation**



- New investments include Da Shu Yi Da, JEVE and FFT in Germany
- The Fosun Tech<sup>T</sup> Platform business group established in Jan 2019

#### Going Global



- Signed >10 strategic partnership agreements including HSBC, Natixis, New China Life Insurance and SPD Bank
- Fosun is now present in >30 countries & regions

Note: 1. IPOs in 2018 include FTG (1992 HK), Babytree (1761 HK) and JI GUANG (JG NASDAQ)

2. Transaction not yet completed



# **Business Highlights**

## Focus on product competitiveness, branding and synergies





#### 上海复宏汉霖生物技术股份有限公司

Received approval from the National Medical Products Administration (Feb. 2019) for the first-ever domestically developed bio-similar in the treatment of non-Hodgkin lymphoma

#### FOLIDAY ATLANTIS 复星旅文 SANYA SANYA SANYA SANYA

Opened in Apr 2018 with 2018 revenues reaching RMB752 million

Room occupancy rate up to 93% during 2019 Chinese New Year

#### 豫园股份 YUYUAN Inc.

Launched several new jewelry lines achieving y-o-y sales growth of 7.2%.

In particular, jewelry products saw 14.7% y-o-y growth

## **FIDELIDADE**

34.7% market share for Fosun Insurance Portugal in Portugal in 2018. At the beginning of 2019, Fidelidade expanded into S.America with 51% acquisition of insurance company La Positiva Seguros y Reaseguros in Peru

#### Health

#### Happiness

#### Wealth

## FOSUN HEALTH

Launched 60 products w/ 550 k customers, up 746%; Insurance income of RMB520 million up 782% Expanded into Guangdong, Beijing and Shanghai, with 6 sub-branches in Guangdong

#### FOSUN FASHION 复星时尚

Fosun Fashion Group & Fosun Fashion Brand Management established in Feb 2018 and Feb 2019 respectively. Lanvin appointed Jean-Philippe Hecquet as new CEO and Bruno Sialelli as creative director

#### FOLIDAY 复星旅文 ClubMed型

5 new resorts opened including two Club Med Joyview Resorts in China; Chinese customers increased from close to 200,000 in 2017 to 243,000 in 2018

Wolverhampton Wanderers football club promoted to English Premier League after winning the 2017-2018 UK Championship Venture into the e-sports field FIFA ONLINE4 STAR LEAGUE in Feb 2019

## <u>Millennium</u>

Net Profit of EUR301m, 61.5 % y-o-y increase with active customers increasing to 4.9m

Signed alliance with China's Unionpay and Alibaba's Ant Financial

# Capital Markets Strategy



## 2018 saw the IPO of Babytree, Tourism Group and restructuring of Yuyuan

#### 10 IPOs

10 IPOs completed in 2017 including BEST in US, Sisram in Hong Kong, Yunda in Shenzhen and JueWei Foods in Shanghai



July 2018 - Successfully injected RMB22.4 bn (US\$3.4bn) of new assets into Yuyuan platform. As of 31st Dec 2018, Fosun's interest in Yuyuan reached 68.58%



Fosun Pharma filed its A1 listing application for Shanghai Henlius, China's leading biosimilar and generics company for a possible HKEx IPO in 2019

2017 2018 2019



#### **IPO**

Nov 2018 IPO of one of China's largest and most active maternity and childfocused community platforms<sup>1</sup> in Hong Kong

#### FOLIDAY 复星旅文

#### **IPO**

Dec 2018 - IPO of Fosun Tourism Group, world's largest resorts by revenue in 2017<sup>1</sup> in Hong Kong

#### **Pipeline**

Strong pipeline of companies for domestic and international IPOs

Note: 1. Frost and Sullivan repor

# Investments and divestments



### RMB28.5 billion investment with over 70 new investments, RMB17.1bn divested

- RMB 28.5 billion investment with over 70 new investments with nearly half overseas
- Key investments include Baihe Jiayuan, China's largest dating and marriage platform and completion of St Hubert, Lanvin, Wolford and Tsingtao Brewery
- The Group announced its intention to launch a voluntary public offer for German fashion house Tom Tailor in Feb 2019
- Key divestments include Focus Media and Sun Paper totaling RMB17.1bn (US\$2.6bn)

Value Realization

**Capital Allocation** 





CITS 中国国旅







2013

Llovds Chambers

Sisram

2014

2015

2016

2017

2018

# **Technology and innovation**



# Enhance operational efficiencies through R&D and Incubation, Investment and Intelligent Operations

#### **R&D** and Incubation

Biopharma



Received approval for the country's first-ever treatment for of non-Hodgkin lymphoma by National Medical Products Administration in Feb. 2019

Cellular Immune Therapy



Treats B-cell lymphoma and leukemia. Greatly increases response rate of relapsed/ refractory lymphoma patients

**Robotic Surgery** 



The most advanced minimum invasive surgery system in the world Committed to research on next generation machine of diagnoses and treatment on early lung cancer

**Artificial Intelligence** 



Intelligent system for medical diagnosis reduces human errors Improves efficiency and effectiveness of doctors diagnosis

#### **Investments**

Artificial Intelligence

Improve the efficiency of financial services



**Internet of Things** 



Improve the insurance pricing capability



**Block Chain** 



Create the foundation for customer loyalty program



#### Mid-office



复星云 Fosun Cloud Provide cloud computing service and intelligent technologies to over 10 portfolio companies



Mid-office

Integrate Fosun Tech<sup>+</sup> platform to Improve operational efficiency



Enhance management capability of procurement and supply chain





Improve efficiency of customer management within ecosystem

# Ecosystem development driving business growth

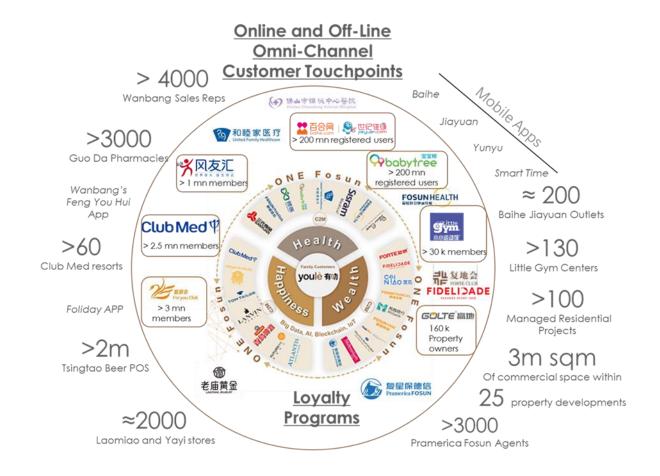


## Fosun's youlè now has over 170 million Fosun IDs

- Each portfolio company will build its own customer loyalty program to enhance customer experience
- Fosun then provides a family-focused global ecosystem solution to portfolio companies through customer touchpoints such as offline stores, sales representative and online platforms

#### Benefit for portfolio companies

- Provides cross-marketing and one-stop consumer experience;
- Collects and analyses customer data to provide recommendations and targeted marketing
- Connects Fosun's ecosystems through loyalty program points exchange and redemption so as to create synergies,





# **Financial Summary**

## 7<sup>th</sup> consecutive year of profit growth



	2018	2017	change(%)
Revenue (RMB Bn)	109.35	88.03	24%
Profit attributable to owners of the parent (RMB Bn)	13.41	13.16	2%
Basic earnings per share	RMB 1.57 (1.85 HKD)	RMB 1.53 (1.77 HKD)	3%

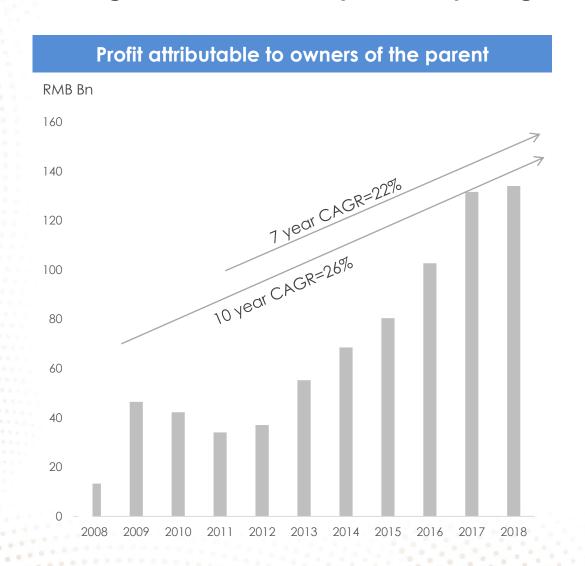
HKD	2018/12/31	2017/12/31	change(%)
NAV per share	14.49	14.07	3%
Adjusted NAV per share <sup>1</sup>	24.84	33.28	-25%

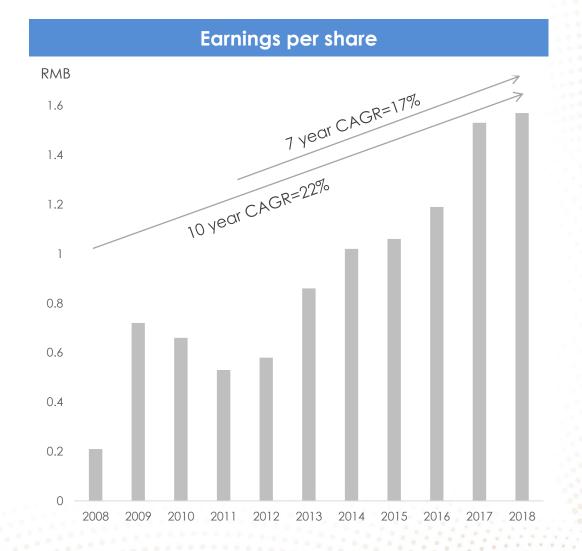
Note: 1. Adjusted NAV per share = [market value of listed investments held at the group level+ the fair value of unlisted investments estimated by the management utilizing precedent transactions analysis or comparable company analysis-the net debt at the group level] / the total issued number of the Company

# **Historical Profit Growth**



## Average 26% annual compounded profit growth over last 10 years





# **Ecosystem Revenue and Profit**

## Strong growth across health and happiness



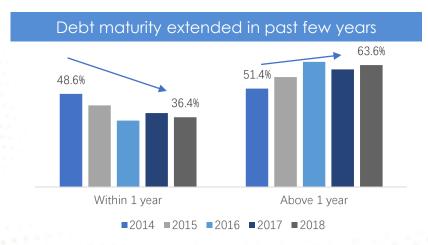


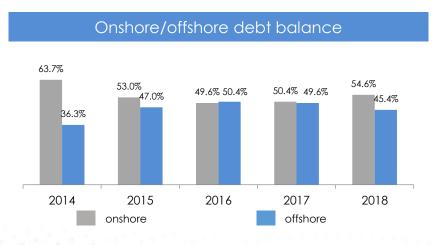
# Healthy and Strong Balance Sheet

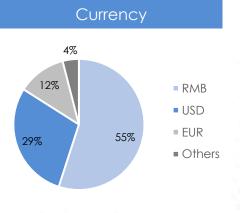


## Stable and healthy leverage ratio

Asset-Liabilities Index						
	2014	2015	2016	2017	2018	
Total Debt (RMB Bn)	95.83	115.11	126.28	150.46	186.14	
Net debt (RMB Bn)	55.50	67.89	74.12	67.84	79.82	
Total debt to total capital ratio <sup>1</sup>	55.9%	53.6%	50.7%	52.4%	53.7%	
Net debt/EBITDA-multiple	3.0x	2.8x	3.1x	2.2x	2.4x	
Undrawn facilities (RMB Bn)	107.16	132.28	158.33	161.67	173.61	
Average cost of debt	5.61%	4.97%	4.47%	4.72%	4.97%	







Note: 1. Total debt includes short-term and long-term interest-bearing borrowings and convertible bonds; Total capital equals to equity plus total debt

# **Estimated NAV**

## Sell-side Analyst NAV consensus<sup>1</sup>































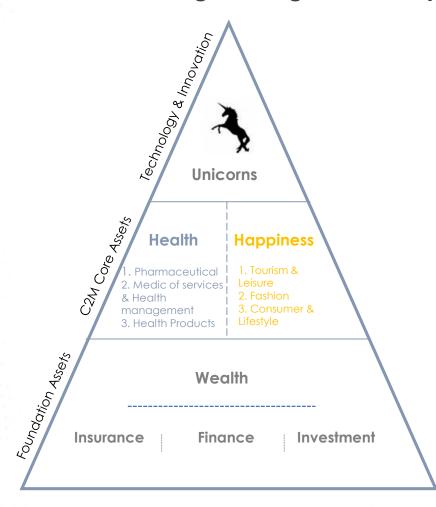
- Note: 1. Based Sum of the Parts NAV to calculate their target price
  - 2. Report release date
  - 3. The consensus excludes Daiwa, which uses PER method



# Outlook

## 极。智 INNOVATION FOR EXCELLENCE

### How can Fosun grow its global ecosystem?



#### Management

- Drive organizational evolution through strong corporate culture and values
- Create entrepreneurial platforms through global partners
- Enhance communications by being a 24/7 global and agile organization
- Improve operational efficiency through smart mid-office management

#### **Empowerment**

- Facilitate industrial incubation and help portfolio companies to turn around and grow their businesses
- Vertically integrate across the industry chain to establish industry groups
- Integrate horizontally to create new businesses
- Build up intelligent mid-offices to support the creation of high-quality products

#### Value realization

- Search globally for value investment opportunities
- Seek and secure opportunities amidst uncertainties
- Bring more industry groups to IPO
- Stay focused on our strategy regardless of time and complexity



# **HEALTH | HAPPINESS | WEALTH**

# APPENDIX A. Supporting Slides B. Core Platforms

# A. Simplified corporate structure<sup>1</sup>



Не	alth Ecosyste	m	Нар	piness Ecosys	stem		Wealth Ec	osystem	
Pharmaceutical	Medical Services & Health Management	Health Products	Tourism & Leisure	Fashion	Consumer & Lifestyle	Insurance	Finance	Inve	stment
Fosun Pharma 37.55%	Fosun United Health Insurance <sup>2</sup> 20%	Babytree <sup>4</sup> 21.75%	Fosun Tourism Group <sup>7</sup> 81.76%	Lanvin 65.60%	YuYuan 68.58%	Fosun Insurance Portugal <sup>14</sup> 84.9884%	Fosun Hani Securities 100%	Fosun Capital 100%	Nanjing Nangang 60%
Sinopharm	Chancheng Hospital	Silver Cross 87.23%	Club Med	Tom Tailor <sup>9</sup> 28.89%	Tsingtao <sup>12</sup> 17.99%	AmeriTrust 100%	H&A 99.91%	IDERA 98%	Koller 84.50%
Gland Pharma	Luz Saúde <sup>3</sup> 99.36%	Sanyuan Food <sup>5</sup> 20.45%	Atlantis Sanya	Wolford 58.45%	AHAVA <sup>13</sup> 100%	Peak Re 86.90%	BCP 27.25%	Cainiao 6.73%	Besino Environment 98.81%
Sisram Med	United Family	St Hubert <sup>6</sup> 98.12%	Thomas Cook <sup>8</sup> 13.89%	Caruso <sup>10</sup> 73.78%	Baihe Jiayuan 69.18%	Pramerica Fosun 50%	MyBank 25%	Bund Finance Center 50%	ROC <sup>15</sup> 100%
We Doctor	Starcastle Senior Living 100%			St John <sup>11</sup> 70%		Yong'an P&C Insurance 40.68%		28 Liberty 100%	Hainan Mining 51.57%

- Notes: 1. This simplified corporate structure illustrates the key investments of the Group only. The equity percentage reflects the total direct shareholdings held by the Group, associates, joint ventures and funds managed by the Group as at 31 December 2018. The companies marked in the dotted-line borders are invested by Fosun Pharma. For specific information, please refer to the disclosure of Fosun Pharma. The companies marked in the shaded boxes are invested by FTG. For specific information, please refer to the disclosure of FTG. The Companies marked in the double-line borders are invested by the joint venture of the Company, Nanjing Nangang.
  - 2. Under accounting treatment, it is listed under the segment of
  - 3. The Company and Fidelidade held 49% and 50.36% equity interest in Luz Saúde, respectively. Therefore, the Group held 91.80% effective equity interest in Luz Saúde..
  - 4. The Company, together with its wholly-owned subsidiary, held 21.62% equity interest in Babytree. In addition, Fidelidade held 0.13% equity interest in Babytree. Therefore, the Group held 21.73% effective equity

- 5. The Company through its wholly-owned subsidiary and Shanghai Fosun Chuanghong Equity Investment Fund Partnership (L.P.) ("Fosun Chuanghong"), a fund under management of the Group, held 16.67% and 3.78% equity interest, respectively, in Sanyuan Foods. The Group held 37.24% effective equity interest in Fosun Chuanghong, thus, the Group held 18.08% effective equity interest in Sanyuan Foods.
- 6. St Hubert was held as to 98.12% by an associate of the Group in which the Group held 51% equity interest.
- 7. The Company's equity interest in FTG was diluted to 81.07% as at 26 March 2019 due to the partial exercise of the over-allotment option of FTG in January 2019.
- 8. Thomas Cook was held as to 6.66% and 7.23% by FTG and Fidelidade (through its wholly-owned subsidiary), both are subsidiaries of the Company, respectively. Therefore, as at 31 December 2018 the Group held 11.59% effective equity interest in Thomas Cook.
- 9. Tom Tailor was held as to 14.33% by the Company, as to 14.56% by Fidelidade and its wholly-owned subsidiary. Therefore, the Group held

- 26.70% effective equity interest in Tom Tailor as at 31 December 2018. In February 2019, the Company increased its shareholding in Tom Tailor to 22.12% upon the subscription of the newly issued shares of Tom Tailor while the shareholding of Fidelidade and its wholly-owned subsidiary in Tom Tailor was diluted to 13.23%. As a result, the Group held 33.36% effective equity interest in Tom Tailor as at 26 March 2019.
- 10. The Company through its wholly-owned subsidiaries held 43.40% equity interest in Caruso. The joint venture established by the Group and Pramerica - Fosun China Opportunity Fund, L.P. managed by the Group held 30.38% equity interest in Caruso (the Group held 17.00% equity interest in the joint venture). Therefore, the Group held 43.40% effective equity interest in Caruso.
- 11. The joint venture established by the Group and Pramerica Fosun China Opportunity Fund, L.P. managed by the Group held 70% equity interest in St. John Knit International Inc. (the Group held 19.70% equity interest in the joint venture).
- 12.Tsingtao Brewery was held as to 11.66% by two wholly-owned subsidiaries of the Company, as to 2.55% and 0.53% by Fidelidade and

- Peak Reinsurance, both are subsidiaries of the Company, respectively, and as to 3.25% by a fund managed by the Group. Therefore the Group held 14.29% effective equity interest in Tsingtao Brewery.
- 13. The Company through its subsidiary held 100% equity interest in AHAVA. Such subsidiary was owned as to 94.21% effective interest by the Group. Therefore, the Group held 94.21% effective equity interest in
- 14. The Company held 84.9884% equity interest in Fidelidade, 80% equity interest in Multicare and 80% equity interest in Fidelidade Assistência through its wholly-owned subsidiary.
- 15. An agreement has been entered into by a wholly-owned subsidiary of the Company to dispose of 51% equity interest in ROC to Hainan Mining, and the transaction was approved at the general meeting of Hainan Mining in December 2018 and is not completed yet.

# A. Management





#### 1. Mr. Guo Guangchang, Chairman

- Co-founder
- Chairman
- **Executive Director**
- 27 years of experience

#### 2. Mr. Wang Qunbin, CEO

- Co-founder
- Chief Executive Officer
- **Executive Director**

- 27 years of experience

#### Global partnership (50+ partners)



#### 3. Mr. Chen Qiyu (Brian), Executive Director & Co-President

- Joined Fosun in 1994
- Executive Director and Chairman of Fosun Pharma

#### 4. Mr. Xu Xiaoliang (Edward), Executive Director & Co-President

- Joined Fosun in 1998
- Chairman of Yuyuan

#### 5. Mr. Qin Xuetang, Executive Director & SVP

Joined Fosun in 1995, in charge of risk and compliance affairs

#### 6. Mr. Wang Can (Robin), Executive Director & SVP & CFO

- Joined Fosun in 2012
- Previously at PwC, Standard Chartered Bank and Huazhu Group
- Non-executive Director of Fosun Pharma and FTG

#### 7. Mr. Gong Ping (Alex), Executive Director & SVP

- Previously at Standard Chartered Bank and strategy department of Samsung
- Vice Chairman of Yuyuan

# A. Capital Allocation Strategy



Fur	nding
Sources of funding	<b>Detail</b> (As of Dec 31st, 2018)
Operating cashflow	Health, tourism, insurance, hive etc.
Capital Markets	Fosun International, Fosun Hi-tech, Fosun Pharma, Yuyuan, Nanjing Iron & Steel
Liquid secondary market holdings	Top 20 holdings amount to RMB 96.1 bn (US\$ 14.0 bn)
Cash and bank balances and term deposits	RMB 106.3 bn (US\$15.5 bn)
Undrawn facilities	RMB173.6 bn (US\$25.3bn)
Insurance (Total Investable Assets	RMB132.9 bn (US\$19.4bn)
3 <sup>rd</sup> Party funding	PE/VC (Fosun Capital/ CMF/ Xingyuan Fund)
Debt	<b>Detail</b> (As of Dec 31st, 2018)
Total Debt	RMB 186.14 bn
Net Debt	RMB 79.82 bn
Total Debt/Total Capital Net Gearing Ratio	53.7% 49.8%
Average cost of debt	4.97%
Net Debt/EBITDA	2.4x
Credit Rating	Moody's - Ba2 Stable (from Ba3 Positive)in Jan 2018; S&P – maintain BB stable in May 2018

# **Capital Allocation Unicorns** Health Happiness 1. Tourism & . Pharmaceutical 2. Medical services & Health 3. Consumer & management 3. Health Products Wealth Insurance Finance Investments

Value Realization			
Asset Class	Unicorns (Technology + Innovation)		
Investment Realized through:	IPO / M&A / Partial Selldown Contributes to C2M Core Assets		
Examples	Henlius, Cainiao, WeDoctor, Mybank,, Aitrox		
% of NAV	c.10%		

Asset Class	Core Assets (Health + Happiness)
Investment Realized through:	IPO, Build C2M Ecosystems + Operational synergies + high quality cashflow,
Examples	Fosun Pharma, Fosun Tourism, Fosun Fashion, Yuyuan, Babytree
% of NAV	c.30%

Asset Class	Foundation Assets (Wealth)
Investment Realized through:	Cashflow, M&A, IPO
Examples	Fidelidade, Peak Re, BCP, Nanjing Nangang, BFC
% of NAV	c.60%

# A. Top 20 secondary holdings<sup>1</sup>



			Until 31 December 2018				
No. Stock Name	% Held <sup>2</sup>	Holding Market Value (RMB bn)	Market Value (USD bn)				
1	Fosun Pharma (A+H) <sup>3</sup>	37.55%	22.32	3.25			
2	Yuyuan <sup>3</sup>	68.58%	19.70	2.87			
3	Fosun Tourism Group <sup>3</sup>	81.76%	14.12	2.06			
4	BCP	27.25%	7.42	1.08			
5	Hainan Mining <sup>3</sup>	51.57%	4.52	0.66			
6	Tsingtao Brewery	11.34%	4.24	0.62			
7	Nanjing Iron & Steel <sup>4</sup>	26.00%	3.93	0.57			
8	Baihe Jiayuan <sup>3</sup>	69.18%	3.38	0.49			
9	China New Life Insurance <sup>5</sup>	2.74%	2.33	0.34			
10	Babytree Group	21.62%	2.20	0.32			
11	Ageas	3.93%	2.46	0.36			
12	Amneal Pharmaceuticals	5.51%	1.53	0.22			
13	Sanyuan Foods	18.08%	1.49	0.22			
14	Zhongshan Public Utilities	12.35%	1.28	0.19			
15	Jinjia Group	9.18%	1.07	0.16			
16	Grandland Group	11.68%	1.04	0.15			
17	Juewei Food	5.81%	0.79	0.12			
18	Yunda Holdings	1.48%	0.77	0.11			
19	Hecom	16.35%	0.76	0.11			
20	Zhaojin Mining	3.29%	0.74	0.11			
	Total top 20		96.09	14.00			

#### Notes

- 1. Include secondary market investments held at the group level and by consolidated funds only;
- Percentage of effective equity interest;
- 3. The Company's subsidiaries;
- 4. Fosun High Technology holds 60% in Nanjing Nangang, which holds 43.34% in Nanjing Iron & Steel with its subsidiaries;
- 5. The group level together with a JV and subsidiaries hold 5.01% equity interest of New China Life (effective interest is 4.58%), including 2.74% equity interest held by the group level

# A. ESG Rating



## MSCI rating has continued improved over past five years

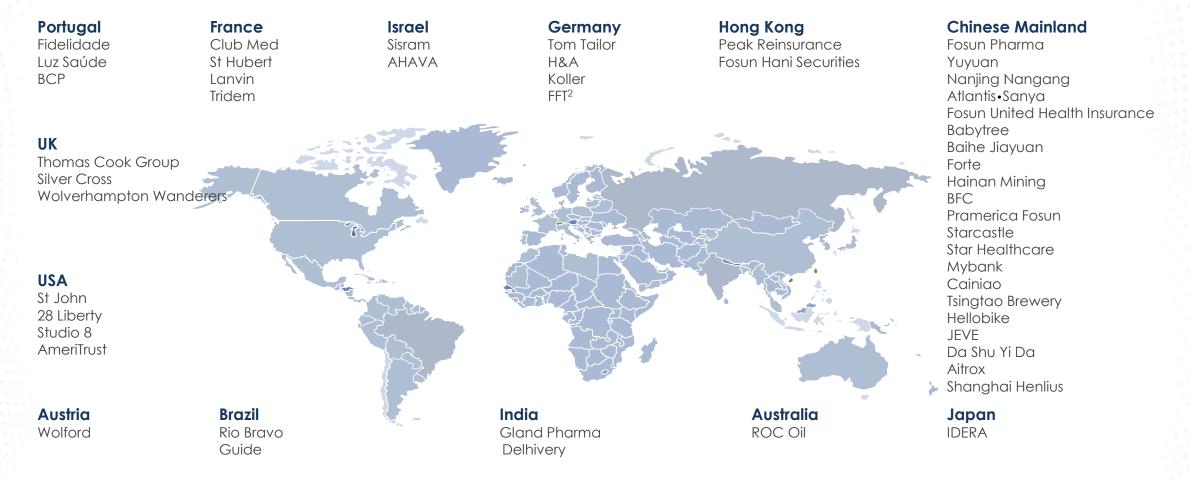
Fosun International adheres to the principle of sustainable development. From 2014 to 2018, Fosun has actively promoted the sustainable development of portfolio companies and taken significant efforts in environmental protection, climate change, health and safety. This has resulted in significant upgrades from MSCI:

- Health & Safety Score increased from 2.4 to 5.6;
- Environmental Protection Score increased from 0.1 to 3.3;
- Cleaning Technology-Score increased from 2.3 to 3.3;
- Rating increased from CCC to BBB;
- BBB an industrial average level, which is defined by most investors as "investable" level BB.



# A. Global Footprint<sup>1</sup>





#### Note:

- 1. Diagram shows selection of Fosun portfolio companies;
- 2. Announced, not yet completed

# **B.** Insurance Business Overview



#### Insurance













#### Fosun Insurance Portugal

- European composite insurance company
- Shareholding ratio: 84.9884%

#### **AmeriTrust**

- American labor insurance company
- Shareholding ratio: 100%

#### **Peak Reinsurance**

- Hong Kong reinsurance company
- Shareholding ratio: 86.90%

#### Pramerica Fosun

- Chinese life insurance company
- Shareholding ratio: 50%

#### Yong'an P&C Insurance

- Chinese property insurance company
- Shareholding ratio: 40.68%

#### Fosun United Health Insurance

- Chinese health insurance company
- Shareholding ratio: 20%

#### **Investable Asset**

#### Insurance asset spread

Unit: RMB Bn	Investable Asset <sup>1</sup>			
MWD BII	2018/12/31	2017/12/31		
Fosun Insurance Portugal	123.31	116.80		
AmeriTrust	10.82	10.53		
Peak Reinsurance	11.66	10.06		
Pramerica Fosun	5.06	3.77		
Yong'an P&C Insurance	11.24	10.65		
Equity Total <sup>2</sup>	132.86	124.76		

	Combined Ratio		Total Investm	ent Return
	2018	2017	2018	2017
Fosun Insurance Portugal	97.2%	99.8%	3.3%	3.6%
AmeriTrust	100.5%	103.3%	4.2%	4.3%
Peak Reinsurance	98.3%	105.1%	2.6%	7.1%
Pramerica Fosun	n/a	n/a	6.3%	7.1%
Yong'an P&C Insurance	103.5%	103.6%	5.7%	7.4%
Equity Total	n/a	n/a	3.5%	4.1%

#### Insurance asset configuration

Attributable insurance asset classes	Proportion	
	2018/12/31	2017/12/31
Fix income investment	73.6%	74.9%
Equity investment	8.7%	10.7%
Real estate investment	8.2%	8.3%
Cash & cash equivalents	9.5%	6.1%

- Investable asset refer to the insurance float used by insurance company (from insurance businesses' funds precipitation), capital invested by shareholders, retained earnings etc., assets formed by various domestic and overseas investment activities. It mainly includes fixed income investment, equity investment, infrastructure investment, real estate investment and cash and cash equivalents
- 2. Total of effective interest on equity held by Fosun

## B. Fosun Pharma









Central Nervous System

Blood System

Oncology

Anti-infective

**APIs** 

- Pharmaceutical
- Medical Devices and Diagnostic **Products**

R&D and Manufacturing



**BREAS** 





- Molecular Diagnosis
- Medical Aesthetic Devices
- Respiratory Systems



27.84% equity interest in Sinopharm

## Distribution

- Sinopharm
- Medical Devices and Diagnostic **Products Distribution** 
  - Robotic System
  - Digital Dental Products
  - Medical Imaging
  - Intervention and radiotherapy products











- General Hospitals: Foshan Chancheng, Shenzhen Hengsheng, Yueyang Guangji, Sugian Zhongwu, Wenzhou Geriatrics, Zhuhai Yannian
- Specialty Hostpial: Anhui Jimin Oncology Hospital

















## Healthcare Services



Premium hospitals in

1sttier & coastal cities

General and

United Family Healthcare (Beijing, Shanghai, Tianjin, Qingdao)



# B. Fosun Tourism



"Everyday is Foliday" seeks to infuse evolving concepts of tourism and leisure into everyday living.

#### Overview



One of the world's **leading leisurefocused integrated tourism groups** 

67 **Club Med** resorts operated in over 40 countries and regions across 6 continents

Atlantis-Sanya includes premium accommodations, natural seawater Aquarium, Waterpark, high-quality F&B, a dolphin bay and 5,000m<sup>2</sup> MICE facilities

#### **Principle Business**

- Resorts, such as Club Med
- Development, management and operation of Tourism Destinations, such as Atlantis-Sanya, Lijiang and Taicang projects
- 3 Services and solutions in various travel & tourism settings, such as (i) entertainment, other tourism- and culture-related services; (ii) a platform for family-focused tourism- and leisure- related offerings

#### **FOLIDAY Ecosystem**



\* Business partners or brands owned by business partner

#### **Latest Achievements**

- Accelerated new resorts opening. Club Med Les Arc Panorma, Club Med Tomamu, Club Med Cefalu, Club Med Joyview Changli Golden Coast and Club Med Joyview Anji was opened in 2018 and plan to open a series of resorts in France, Dominic Republic, China, Spain, Seychelles and Canada.
- Atlantis-Sanya officially launched in April 2018. Occupancy rate ramped up rapidly.
- Initiated **Lijiang** and **Taicang projects** with land-use rights acquisition and design.
- Promoted Cirque de Soleil show Toruk by Fanxiu, staged C Show in Atlantis Sanya and launched the 1st Miniversity store in Atlantis Sanya and 2 more in Shanghai in March 2019
- Established its proprietary **FOLIDAY platform** by launching app and setting up self-own sales channels

# B. Yuyuan Inc.



#### Leading the revival of Chinese culture, and creating the world's first-class happy fashion industry group

#### Overview



- ✓ Established in 1987 and IPO in 1988, Yuyuan Inc. was the one
  of the first listed companies in China A share market.
- In 2002, Fosun Group became the largest shareholder of Yuyuan.
- In 2018, the material assets restructuring was successfully completed. Fosun injected selected real estate business, and Yuyuan entered a new era of comprehensive transformation.

The company implements the "1+1+1" strategy of "Happy Fashion Industry + Fashion Landmark + Online Happy Family Entrance", through the development of jewelry fashion, cultural & catering, cultural & commerce, beauty & health, real estate



Industry Investments Industry Operation

#### **Principle Business**

and other business segments.

#### Culture & commerce and others

- Catering and commercial brands such as: Hu Xinting (235 years), Pear Sugar (164 years), Shanghai Old Restaurant (144 years), Qiao Laoye (110 years), Nanxiang Steamed Bun Restaurant (119 years), Lubolang Restaurant (40 years), Songhelou Restraurant (261 years)
- Chinese Medicine: Tonghanchur Museum (236 years)

#### Jewelry & Fashion

Laomiao Gold: "Good luck" culture, targeting the middle-class with great passion about traditional culture
Leading the industry, operating 2090 stores nationwide by the end

#### Real Estate:

- Industry + Real Estate, creating a happy life scene for our customers
- Providing synergy and support for the development of Yuyuan's happy fashion commercial business

#### **Transformation and Upgrading**

#### Jewelry









#### Yu Garden





#### Global Investment and M&A

#### International Gemological Institute

- The world's second largest diamond certification institute
- 17 Jewelry Labs Worldwide
- 16 Gemological Colleges Worldwide
- Covering 20 Cities, 8 Countries
- International Synergy with Jewelry Business

#### Suzhou Songhelou Assets Portfolio

- Jiangsu Cuisine representative, 19 restaurants, and a food factory
- 20% equity of Suzhou KFC
- 34,600 m<sup>2</sup> properties in the core shopping district of Suzhou Guanqian Street, Shi Road.

# B. Maternal Infant and Marriage

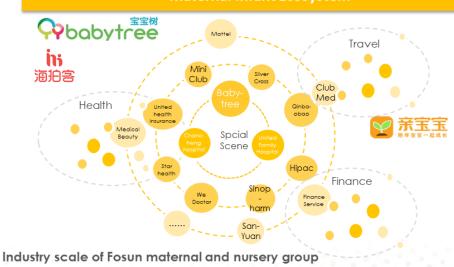


#### Overview



- ✓ Fosun maternal infant and family group was established in October 2017
- ✓ Targets on maternal infant and family needs, and integrates health, happiness and wealth ecosystem
- Combines global resources and China momentum, and provides high quality products for global families
- √ Vision is to serve 1 billion family customers and to create first-class maternal infant and family platform

#### **Maternal Infant Ecosystem**



#### **Latest Progress**

- Babytree: The avg. MAU of the community platform reached 139 million in 2017, and the avg. MAU of the APP reached 14.9 million, both ranking first in respective industry in China. Babytree IPOed in HKSE in Nov 2018
- Baihe: Leader of China Marriage & Wedding whole industry chain. More than 200 million registered users and MAU 7.5 million, 200 offline service centers covering 75 cities
- Qinbaobao: A parenting platform to record and share baby growth, with 50 million registered users and MAU 8 million
- 4 Hipac: B2C2B platform with 100,000 maternal and nursery stores

#### Marriage Ecosystem



# B. Nanjing Iron & Steel Co., Ltd.



#### Industry-developed high-quality development leader

#### Overview



- ✓ Nanjing Iron and Steel Plant was founded in 1958. Nanjing Iron & Steel Co., Ltd. was established in 1999 and was listed in 2000. Completed major asset restructuring in 2010, the steel business listed as a whole.
- The production base is located in the East of China, it is China's most important modern manufacturing base, and demand of steel consumption is large.
- Industry-leading full-process large steel conglomerate, equipment technology ranks high in the world, with production capacity of 9 million tons of iron, 10 million tons of steel and 9.4 million tons of materials.
- ✓ China's strong Medium plate producer, with a production capacity of 4.8 million tons, the output has been ranked among the top in the country for many years.

#### Product competitiveness & Brand power

- √ National high-tech enterprises, It has 722 patents, including 326 invention patents.
- ✓ Pass the EU CE, PED, AD2000W0 (W1), Singapore FPC, Japan JIS, India BIS, Malaysia SIRIM and other international certifications; pass the second-party quality audit certification of domestic and foreign well-known enterprises such as Saudi AramcoTotal, FAG, TIMKEN, NSK, SKF. The ship board is certified by 10 national classification societies such as ABS, BV, CCS, DNVGL, IRS, KR, LR, NK, RINA, and RS.
- ✓ The first company in the country to pass Saudi Aramco acid-resistant pipeline
  product certification and the only supplier; The market share of Super high
  strength plate, Luxury cruise plate, Nickel steel, Rolled bridge composite plate
  and Crude oil storage tank steels is leading domestically.
- ✓ 5 national key new products, 47 provincial high-tech products; 16 products won the "Special Quality Award" and "Golden Cup Award" from China Iron and Steel Association, and 8 products were awarded "Quality Products in Metallurgical Industry".

#### Innovation, Intelligence, Eco-friendly development

Intelligent

manufacturing

#### The Pillars of Great Power







## Environmentally friendly manufacturing





#### Transformational development

- ✓ "Steel + New Industry" dual main business development strategy, focus on Intelligent manufacturing, E-commerce, Environmental protection, New materials and other fields related to the steel business, It is an organic integrated service provider with "Advanced Materials Intelligence Platform in the Steel field" and "New industries such as energy and environmental protection and smart manufacturina".
- ✓ Subsidiary Jinheng Technology (872438.OC) focuses on the development of software-based information technology and intelligent manufacturing technology through the fusion innovation of Information, automation and intelligence.
- ✓ Subsidiary Gangbao (834429.OC) create a "new retail" business for Medium plate products and processing and distribution services for personalized requirements customization of offline users through its "Jinling Gangbao website www.gangbao365.cn" professional vertical e-commerce platform.

# B. Aitrox - Healthcare Al





#### Overview

- Aitrox is an innovative healthcare company with leading artificial intelligence technology and medical imaging applications incubated by Fosun in 2017;
- It aims to build up an Al-driven collaborative ecosystem to deliver influential products and services for the worldwide health industry.

#### **PRODUCT**

#### AI-ASSISTED MEDICAL IMAGING DIAGNOSIS SYSTEM



- √ Top-tier Al algorithm;
- ✓ Sub-second response time;
- √ Structured clinical report;
- ✓ Intelligent follow-up function;

#### AI-POWERED AUTOMATIC MICROSCOPE



- Fast, highly, automated, easy to use
- ✓ Full coverage on microscope image;
- ✓ Al algorithm;

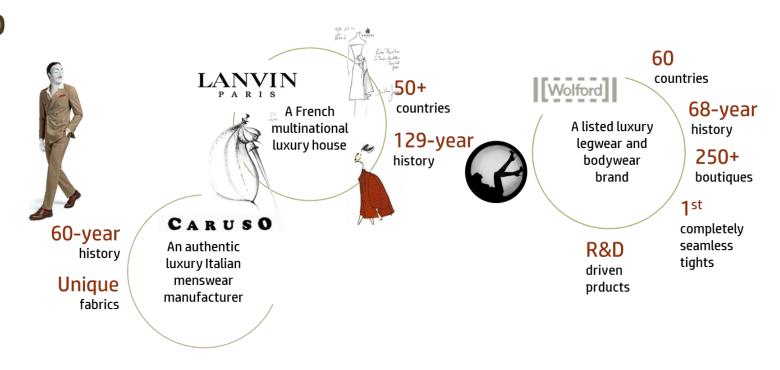
#### **HIGHLIGHTS**

- Huge market potential;
- Multi-resourceful team with profound cross boundary experience and disciplined execution capacity;
- Highly efficient and cost effective output, high capital utilization;
- Hidden champion with real commercialization capabilities in the industry;
- ◆ Core medical Al platform of Fosun group, fully-supported by group level.

# B. Fosun Fashion Group



Fashion Group
Distinguished
Portfolio







First Ladies in St. John

in St. John

56-year

history

An iconic
American
women's
apparel luxury
brand

An iconic

POS

Worldwide

**721 FOSUN FASHION** 

POS Presence
Worldwide in 60 Countries

ST. JOHN

# B. Fosun Sports



