



A Leader in Pharmaceutical, Biotechnology and Medical Device R&D Outsourcing

## Dedicated to Superior Service

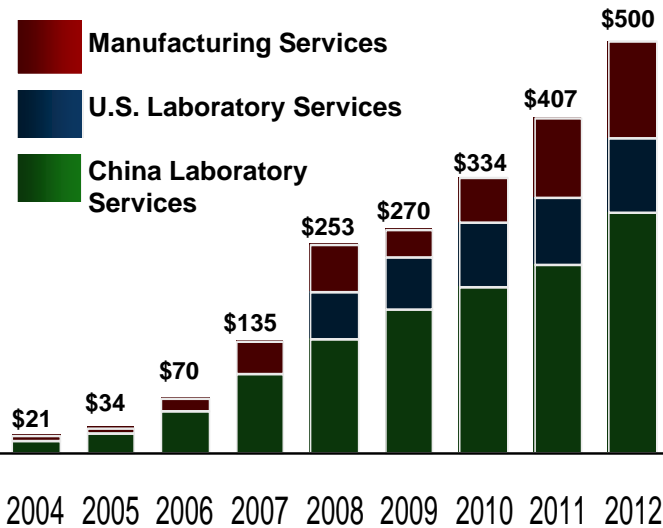
With operations in both China and the U.S., WuXi PharmaTech is a leading provider of laboratory and manufacturing services to pharmaceutical, biotechnology, and medical device companies. In our 12-year history, we have established strong relationships with the world's leading healthcare manufacturers, including the largest pharmaceutical companies.

WuXi has proven it can improve R&D productivity by shortening drug-development times and delivering the highest-quality services. We work with our customers to provide them with the capabilities and capacity they need throughout the drug-delivery process, from bench to market. Recognizing the value we bring, these customers have rewarded us with new, larger, and longer contracts and numerous awards.

WuXi's commitment to broadening its service platform has resulted in strong revenue growth throughout its history. In 2012 we are focused on delivering value-added services that will drive WuXi's growth in 2013 and beyond. Success in these areas is expected to deliver strong customer and shareholder value.

## 2012 results were characterized by strong, broad-based revenue and earnings growth

Net Revenue (US\$ in millions)



Condensed Consolidated Statements of Operations

(US\$ in millions, except per-share)	2012	2011	% Change
Laboratory Services Net Revenues	382.9	311.6	23%
Manufacturing Services Net Revenues	117.0	95.5	22%
Total Net Revenues	499.9	407.2	23%
Laboratory Services Gross Profit	147.7	126.8	17%
Manufacturing Services Gross Profit	35.5	29.7	20%
Total Gross Profit	183.2	156.4	17%
Operating Expenses	(93.8)	(72.6)	29%
Operating Income	89.4	83.8	7%
Other Income/Expenses	14.6	13.8	6%
Income Before Income Taxes	104.0	97.6	7%
Income Tax Expenses	(17.4)	(16.6)	5%
Net Income	86.6	81.0	7%
Diluted Earnings per ADS	1.19	1.07	11%

## WuXi PharmaTech Value Proposition

- Experienced international management
- Highly educated and trained workforce
- Broad technical expertise
- Operational excellence
- World-class facilities in China and the U.S.
- Broad platform of integrated laboratory and manufacturing services
- Reputation for reliably delivering high-quality, cost-effective services
- Strong relationships with the world's largest pharmaceutical companies and other leading healthcare manufacturers
- Flexible contractual arrangements
- Strict intellectual-property protection

# 2013 Goals Position WuXi for Future Growth

- Continued revenue growth across China-based Laboratory Services, driven by our ability to deliver high-quality services and drug candidates for our customers
- Increasing utilization of our integrated drug development services for API manufacturing, IND-enabling toxicology studies and IND filings with the China SFDA and global regulatory authorities
- Steady growth in revenues and margin improvement in U.S.-based Laboratory Services
- Continuing growth in Manufacturing Services driven by a growing late-stage product pipeline
- Ramp-up of biologics drug discovery, development, and manufacturing services
- Expansion of our clinical development platform

## WuXi's Service Offerings

### China-Based Laboratory Services

- Synthetic chemistry
- Medicinal chemistry
- Discovery biology
- DMPK/ADME
- Formulation development
- Toxicology
- Biologics discovery and development
- Biologic reagents
- Clinical development
- Bioanalytical services
- Analytical/stability testing
- Genomics

### U.S.-Based Laboratory Services

- Medical device safety testing
- Biologic products safety testing
- Tissue processing services
- Cell banking
- Cell therapy
- Microbiology testing
- Lot release testing

### Manufacturing Services

- Process chemistry
- API manufacturing
- Advanced intermediates manufacturing
- Process scale-up
- Process validation
- Biologics manufacturing (monoclonal antibodies, therapeutic proteins)

## Investment Profile

Market cap	\$1.3 Billion
Current price	\$18.40
52 week high	\$18.79
52 week low	\$13.00
ADS outstanding	71.7 M

Price as of April 26, 2013  
Source: NYSE, Bloomberg

## With High Customer Retention

>1,600 customers in 2012, including virtually all of the world's largest pharmaceutical companies by revenue.

100% repeat business from top 10 customers over last three years.

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This Fact Sheet contains forward-looking statements. Please refer to our latest filings on [www.sec.gov](http://www.sec.gov) for complete description of all risks that may affect our expectations. The Fact Sheet is accurate only as of the date it is printed: April 26, 2013.