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Healthcare within reach

J.P.Morgan Healthcare Conference

May Li
Board Secretary

January 16, 2025

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Common challenges facing global medical industry

Ever increasing demand for better healthcare and growing shortage of health workforce

Status quo

Increasing number of aging population



Growing shortage of health workforce



Low accessibility of high-quality medical resources



Solutions

Help customers with operational efficiency improvement

Develop innovative tools and provide multi-disciplinary assistance

Explore AI application throughout all product development

Mindray's one-of-a-kind solution breaks down to four elements

Equipment+Consumables+IT+AI

Traditional solution providers tend to be single-discipline focused, while Mindray has consolidated multiple disciplines

Product Dept	Equipment	Consumables	IT & AI System
Laboratory	mindray	mindray	mindray
Imaging	mindray	mindray	mindray
OR/ICU/ER	mindray	mindray	mindray
Surgery	mindray	mindray	mindray
Cardiology	mindray	mindray	mindray
Others	mindray	mindray	mindray

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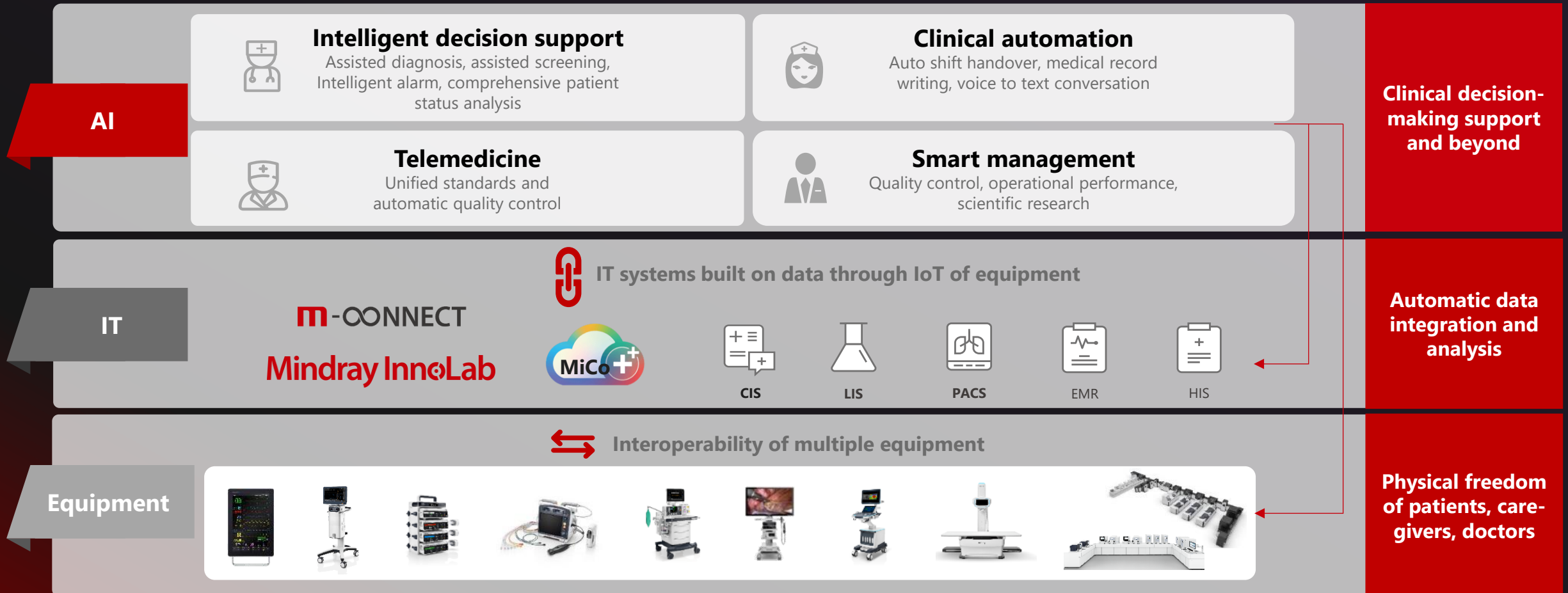
Traditional solution providers tend to be single-discipline focused, while Mindray has consolidated multiple disciplines

Product Dept	Equipment	Consumables	IT & AI System
Laboratory	Hematology/Immunoassay/ Biochemistry analyzer...	Hematology/Immunoassay/ Biochemistry reagent...	Mindray InnoLab/LIS
Imaging	Ultrasound/DR	Ultrasound probe	Mico+/PACS
OR/ICU/ER	Monitor/Anesthesia/Venti- lator/Defibrillator...	Monitor/Defibrillator/ CRRT consumables	M-Connect/CIS
Surgery	Rigid endoscope...	Stapler/Ultrasonic scalpel...	Digital surgery system
Cardiology	Electrophysiology system	Mapping/Ablation catheter...	Digital electrophysiology system
Others	AED	Orthopedic consumables	Digital AED system

Mindray's one-of-a-kind solution strives to Lift key departments to the next level of reliable connectivity, technical innovation and AI enhancement



Mindray's IT+AI transformation of capital equipment Empowers clinical decision making and Improves operational performance



Qi Yuan: World's first clinically implemented LLM for critical care, a patient-oriented intelligent assistant in ICU

Qi Yuan

Solve personalized patient condition inquiries and provide treatment suggestions within **5** seconds

Professional critical care knowledge output with **95%+** accuracy

Automated medical record output in **1** minute with **30** times faster than normal EMR system

A Critical-care-thinking Brain

- Identify real-time patient condition changes
- Integrate multi-dimensional information
- Gather expert wisdom and clinical experience
- Deploy hospital-based data to protect patient privacy and safety
- 2+ trillion tokens
- 2.85 million diseases or drugs learning
- 12.5 million indications learning

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A few Mindray's solution cases showing encouraging results

Faster diagnosis, less workhours, more accurate results

Hematology solution at DASA Brazil: Reduced technician workhours by **30%** and increased testing speed by **50%**

M-Connect solution in Nantong China: Saved **648** hours nurse time a day and relieved **80%+** workload

Innovative Endoscope and Ultrasound Fusion solution in Peru: Achieved **real-time navigation** to precisely assist liver cancer surgery

Total Laboratory Automation solution in Jordan: Reduced manual steps from 11 to just **3** and delivered the throughput of **3,600** tubes per hour per lane

DASA

The largest medical diagnostic company in Latin America



Nantong First People's Hospital

Grade A tertiary hospital in China



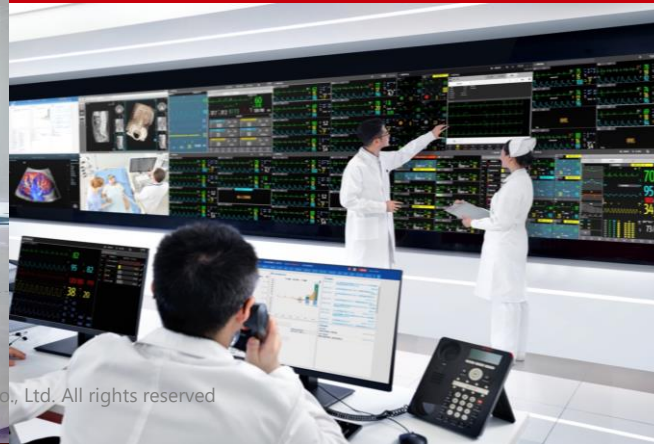
INEN

One of the most well-equipped hospitals in Peru and Latin America



NCDEG

A leading diabetes research center in Jordan and Middle East



Mindray's continuous success in technology breakthrough in multiple disciplines

Innovation drives our growth

Acoustic Intelligence Technology achieved **micron level** resolution and completed fetal cranial screening in **10** seconds, **60** times faster than manual operation

Combined Intravenous-inhalation Anesthesia reduced **70%** intraoperative walking time and **100%** observing time of infusion pump adjustment

Multilayer Fusion Technology with intelligent analysis completed cell analysis in **0.5** mins, **60** times faster than human with **95%+** accuracy

HyTest partnership R&D improved anti-interference performance by **20** times and decreased misdiagnosis occurrence by **50** times

Resona & Nuewa A20

Premium Ultrasound System for Radiology and OBGYN



Combined Intravenous-inhalation Anesthesia



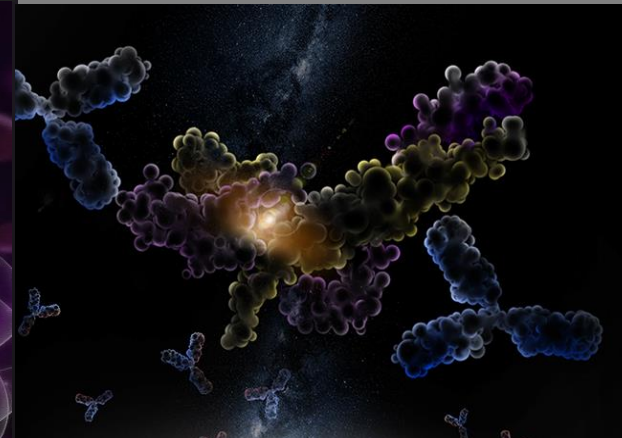
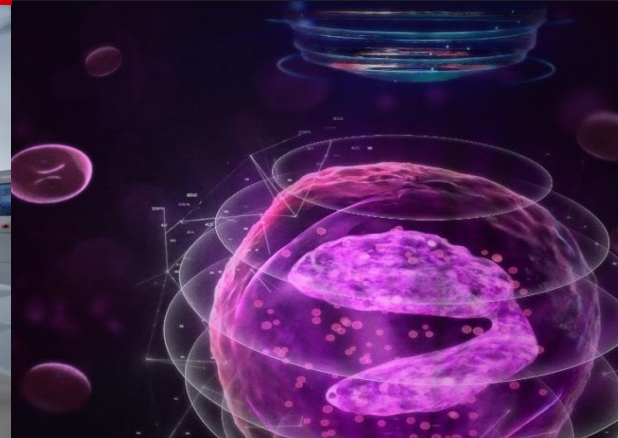
MC80

Automated Digital Cell Morphology Analyzer



hs-cTnI

High Sensitivity and precision Cardiac Biomarker



Such comprehensive solution also requires MORE care for customers

Our service team is taking on the new role as medical consultants to our customers

Mindray EU service engineers played a major role in developing the new generation **mWear** monitors based on clinical needs, aiming at reducing the use of disposables

Jiande Integrated Healthcare System: Total reagent costs decreased from 43% to **29%** and achieved **100%** unified talent training and quality control

Project 2025: To establish over **50** ultrasound training centers and schools to benefit **10,000** medical students and doctors worldwide

Innovative Perioperative Solution in KSA: *"In the presence of cloud technology and Mindray M-Connect solutions, we enhance care, quality and efficacy."*

—**Dr. Saied Al-Ahmad**

Hospital and Medical Director,
Almana General Hospital Dammam



Mindray's non-China addressable market share

Tremendous potential for non-China market in the long term

Non-China market is 4.5 times bigger than China market while the market share is only 1/8 of that in China

61%

China US\$ 3.0 billion
Total market share ~19%

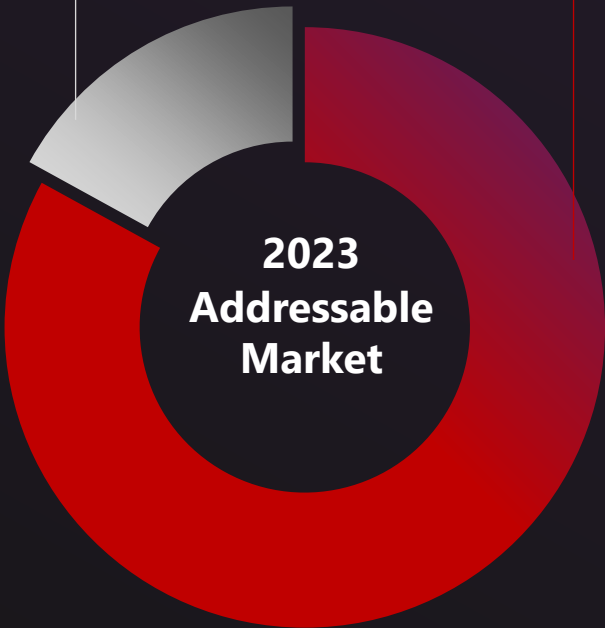
39%

Non-China
US\$ 1.9 billion
Total market share ~2%



China addressable market
US\$ 16+ billion accounting for
18%

Non-China addressable market
US\$ 73+ billion accounting for
82%



Source: 2023 revenue is from company disclosure. 2023 market size is from company estimation and third-party report, except for cardiology, orthopedics and new business in planning
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Mindray's international growth strategy

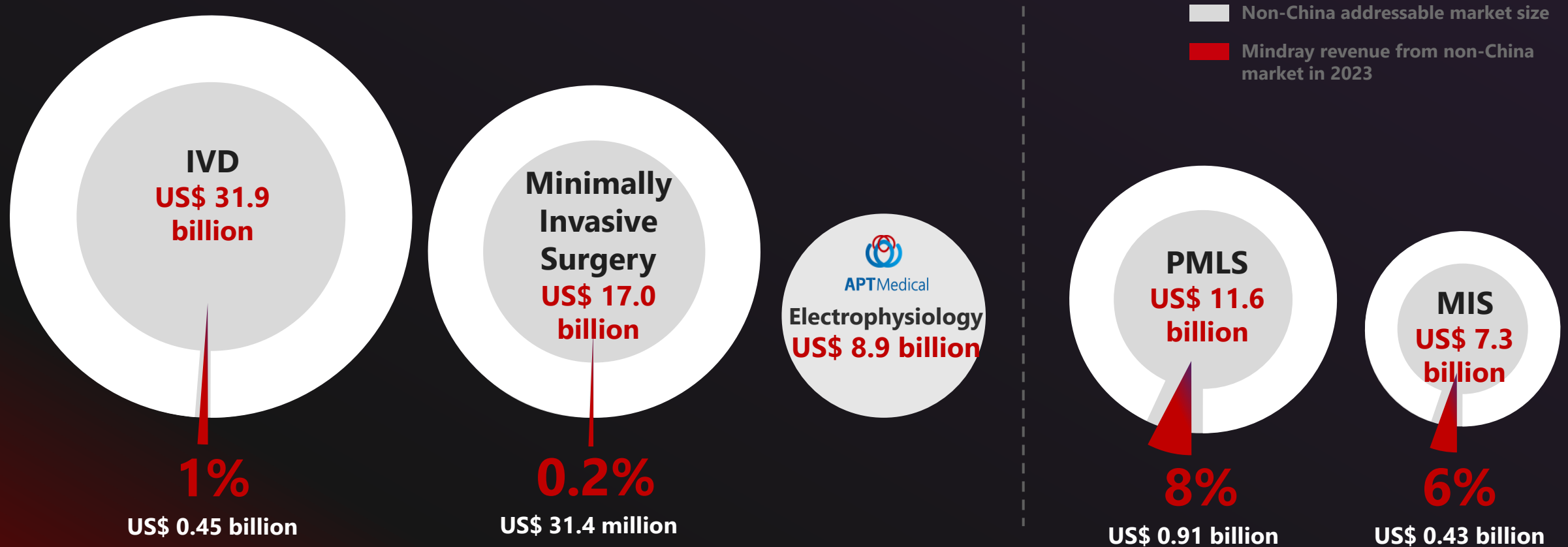
Keep thinking globally and acting locally

10+ overseas countries with localized IVD platforms



Mindray's non-China addressable market share

Consumables businesses have bigger room to grow



Source: 2023 revenue is from company disclosure. 2023 market size is from company estimation and third-party report. PMLS doesn't include minimally invasive surgery

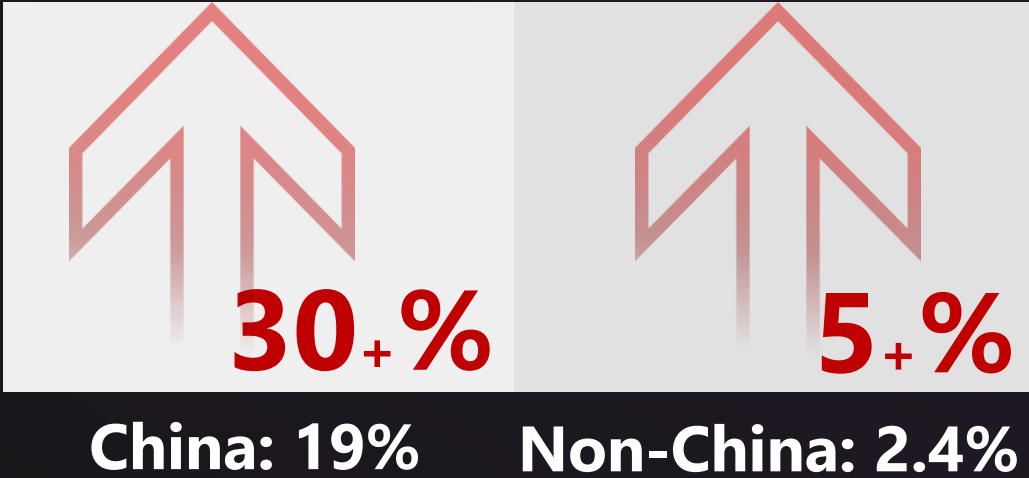
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Mindray's growth target is supported by three pillars

Innovation, Consumables, Going global

	2021	2022	2023
China	16%	18%	19%
Non-China	1.8%	2.1%	2.4%

Mid-term market share target



Notes: 1. The addressable market doesn't include cardiology, orthopedics and new business in planning
2. Market share data comes from company estimation and third-party reports

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A full-page background image showing three people (two men and one woman) running away from the camera on a beach towards the ocean. The sun is low on the horizon, creating a bright, golden glow and long shadows. The sky is filled with scattered clouds. The water is splashing around the runners' feet.

VISION

Better healthcare for all

MISSION

**Advance medical technologies to make
healthcare more accessible**

CORE VALUES

**Align with our customers
Value and enrich our people
Be precise and practical
Always forge ahead**

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