



和铂医药最新业务进展

- 与百时美施贵宝 (BMS) 达成全球战略合作
- 最新战略规划

2025年12月

和铂医药控股有限公司

2142-HK





Global Strategic Collaboration with Bristol Myers Squibb ("BMS")

December 2025

HBM HOLDINGS-B
2142-HK





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Harbour BioMed and BMS Enter Global Strategic Collaboration

HARBOUR
B I O M E D



Bristol Myers Squibb®

Global Strategic Collaboration and License Agreement to Discover and Develop Next-Generation Multi-specific Antibodies

- ✓ Collaborate to advance and accelerate **Multi-specific** antibody discovery programs
- ✓ Financial terms: HBM to receive
 - ✓ Payments could total **\$90M +** up to **\$1.035B** development and commercial milestones + **Tiered royalties** if BMS elects to advance all potential programs
- ✓ Possibility to accelerate programs by conducting **early clinical trials in China** by HBM

Leveraging Platform Leadership and Early Clinical Capabilities to Advance Next-Generation Therapeutics

Platform-driven Discovery Leadership

Leverages proprietary Harbour Mice® platform to deliver fully-human, multi-specific antibodies with **superior developability** and **therapeutic potential**, strengthening its role as a **discovery leader in complex biologics**

Accelerated Early Clinical Execution in China

Utilizes HBM established clinical infrastructure in China with a **key patient-rich market**, to drive **efficient clinical trials** and de-risk early development

End-to-End Early-Stage Ownership

Retains **control from target identification through initial clinical development**, maximizing value from its discovery engine

Non-Dilutive Funding with High Upside






Secures **initial non-dilutive capital** and **significant milestone-based upside**, enabling sustainable R&D investment

Global Validation with Local Agility

Obtains **continuous global validation** while retaining regional agility and scientific leadership



Total BD Package Exceeds \$7B as of Today in 2025

2025.01	2025.02	2025.03	2025.06	2025.11	2025.12
• Program Out-license	• Program Out-license	• Global Strategic Collaboration	• Program Out-license	• Strategic Research Collaboration	• Global Strategic Collaboration
 HBM9378 mAb <ul style="list-style-type: none">✓ \$970M+ total size✓ \$45M upfront and near-term milestone payments, including equity stake	Undisclosed Partner HBM9013 <ul style="list-style-type: none">✓ \$395M+ total size, including equity stake	 “5+5” Global Long-term Strategic Collaboration <ul style="list-style-type: none">✓ 2+X assets for the first year✓ \$4.4B+ total size✓ \$175M upfront, near-term milestones and option-exercise fee✓ \$105M equity investment	 HBM7020 TCE <ul style="list-style-type: none">✓ \$670M+ total size✓ \$47M upfront and near-term milestone payments	 <ul style="list-style-type: none">✓ Global rights to access Nona’s* proprietary HCAb platform✓ Upfront payment, plus regulatory, clinical, and commercial milestone payments	 <ul style="list-style-type: none">✓ Multiple multi-specific antibody discovery programs \$1.1B+ total size✓ payments could total \$90M

*Nona Biosciences is a subsidiary wholly owned by Harbour BioMed

Q&A

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HARBOUR
BIOMED

和铂医药2028愿景

全球领先的平台型制药集团

December 2025

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和铂医药2028：全球领先的平台型制药集团



产品开发及商业化平台

5+款商业化及准商业化产品^{*}，全球潜在销售峰值超**200**亿元

3+款以上产品完成全球概念验证，全球潜在销售峰值超**50**亿美元

每年**3+**产品进入IND阶段，未来3年累计递交**10+**IND申请

* 通过合作伙伴、联合开发、自建商业化团队等方式，高效推动管线建设和商业化



AI+抗体工程技术集群

营收保持**50-80%**高速增长

实现**10亿人民币**常规化收入^{**}

构建装载**人工智能**内核的抗体工程技术集群

** 常规化收入指非BD产生的一次性收入



全球创新赋能平台

年均达成**2**笔以上规模化产品授权，总金额 **>15**亿美元

以与跨国药企长期合作为基石，实现可持续的固定合作模式。平台出海模式将拓展至更多跨国药企

AstraZeneca  Bristol Myers Squibb[®] ...

利用平台优势和资源禀赋，至少孵化**3+**“和铂系”创新药企



未来三年，和铂医药将进入跨越式发展时期

 2025

 2028 愿景

疾病领域

肿瘤、自免

✓ 全面升级为以临床需求为导向的平台型公司

拓展至代谢、中枢神经、抗衰 ...

技术平台
& 治疗模式

抗体+

✓ 分子类型不断丰富
✓ 以内部拓展、投资等路径探索拓展技术边界

拓展至 体内Car-T、siRNA、mRNA、小分子等领域

即将商业化
及全球概念验证产品

3+款

✓ 每年3+项目进入临床阶段
✓ 撬动中国临床优势和效率，高效推进管线
✓ 积极探索外部产品引进机遇

8+款

收入性质

授权合作收入为主

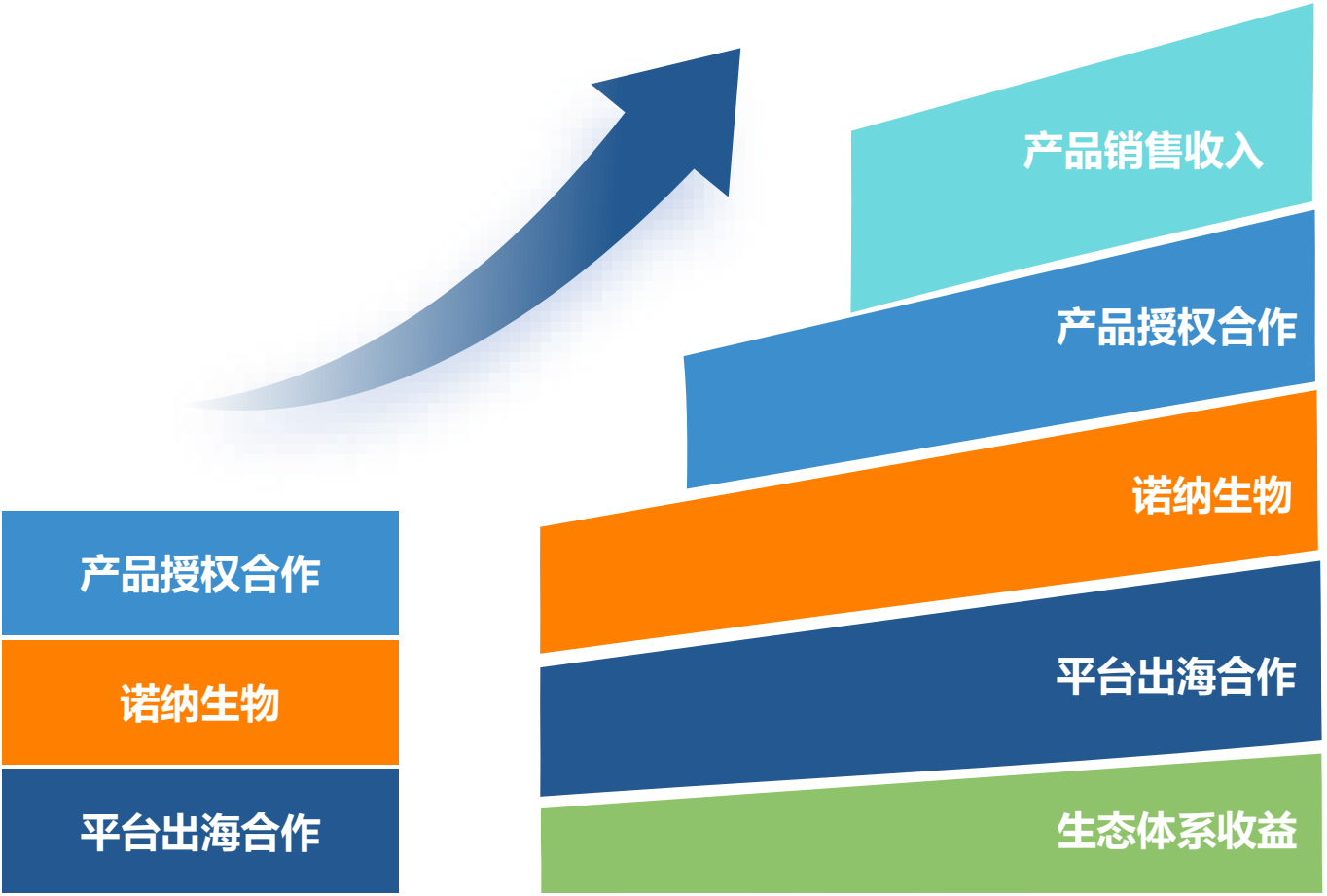
✓ 构建多元化业务，整合合作伙伴网络、联合开发与自营团队等渠道，实现投资回报最优化

授权合作+产品销售收入双引擎



五大创收源头驱动多元增长，重塑平台型制药集团独特价值

未来三年收入增长示意图



2025年

2028年

2028年目标

- 实现至少**5款**商业化及准商业化的自免、肿瘤领域产品矩阵
- 潜在全球销售峰值 > **200亿人民币**
- 年均达成**2笔**以上规模化产品授权，总金额 > **15亿美元**
- 年均转化**数千万美元**高可见度里程碑收入
- 诺纳生物保持**50-80%+**高速增长
- 实现目标**10亿人民币**常规化营收规模
- 以**阿斯利康**长期合作为基石，实现年均可持续**固定收入**贡献，并持续获得**项目选择权**及**里程碑**等可持续收入
- 拓展至更多**全球前二十大跨国药企**...
- **Hub and Spoke**模式孵化多家创新药企
- **Windward Bio**、**某NASDAQ上市公司**少数股权
- 与**中国科学院院士**共同孵化前沿技术创新药企

Q&A

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Thank You

www.harbourbiomed.com
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Healthy life, Breakthrough Medicine