

**Aesthetic Medical International
Holdings Group Limited**

Nasdaq: AIH



3Q 2020 Unaudited Earnings Presentation

November 30, 2020

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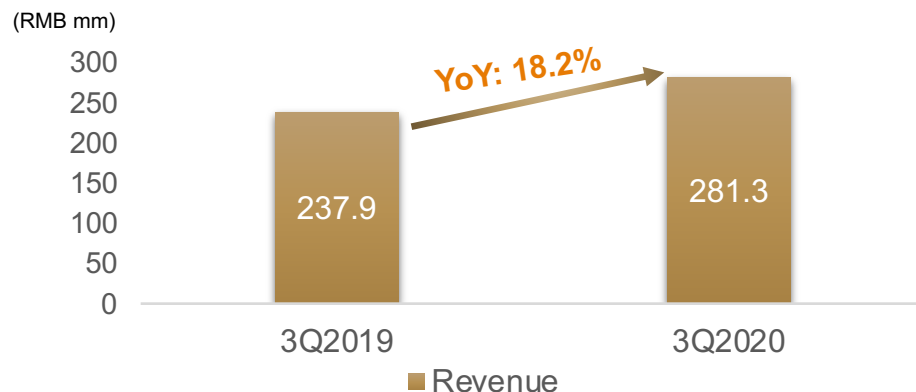
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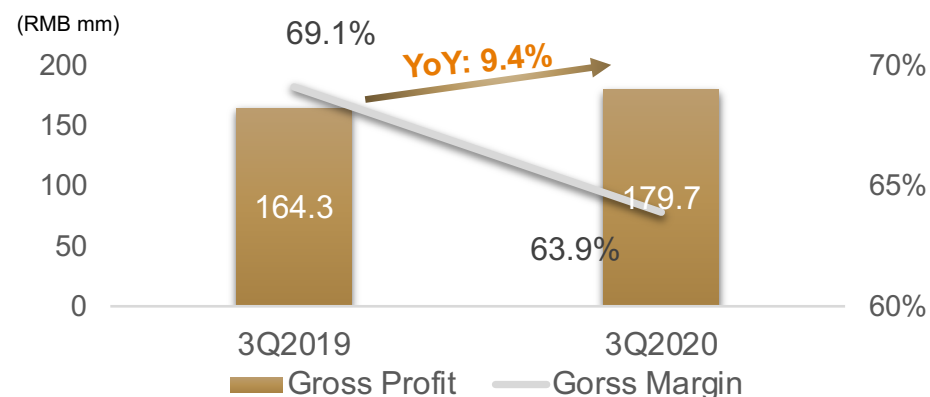
3Q 2020 Unaudited Financial and Operational Highlights

3Q 2020 Unaudited Financial Performance Overview

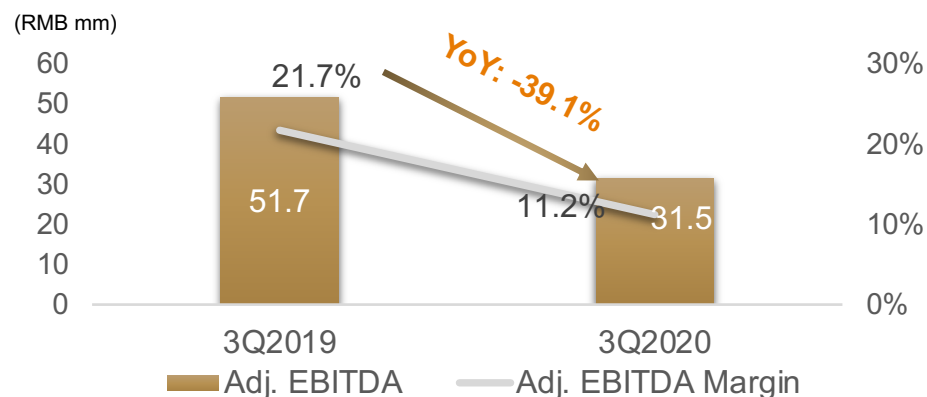
Revenue



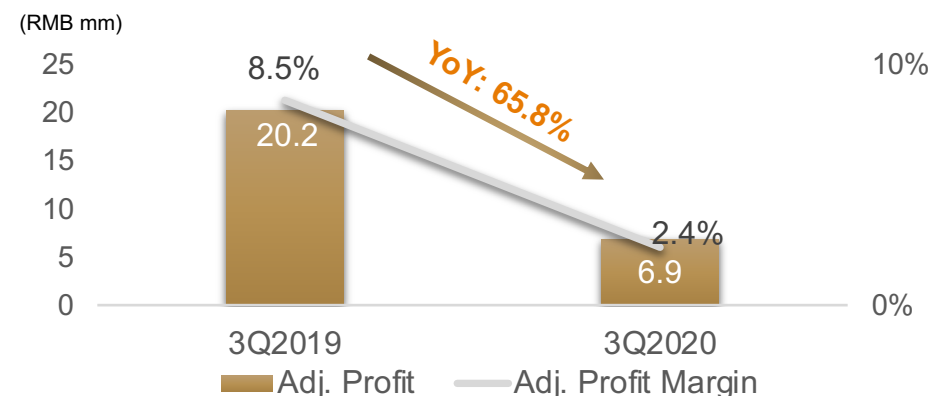
Gross Profit & Gross Margin



Adj. EBITDA & Margin



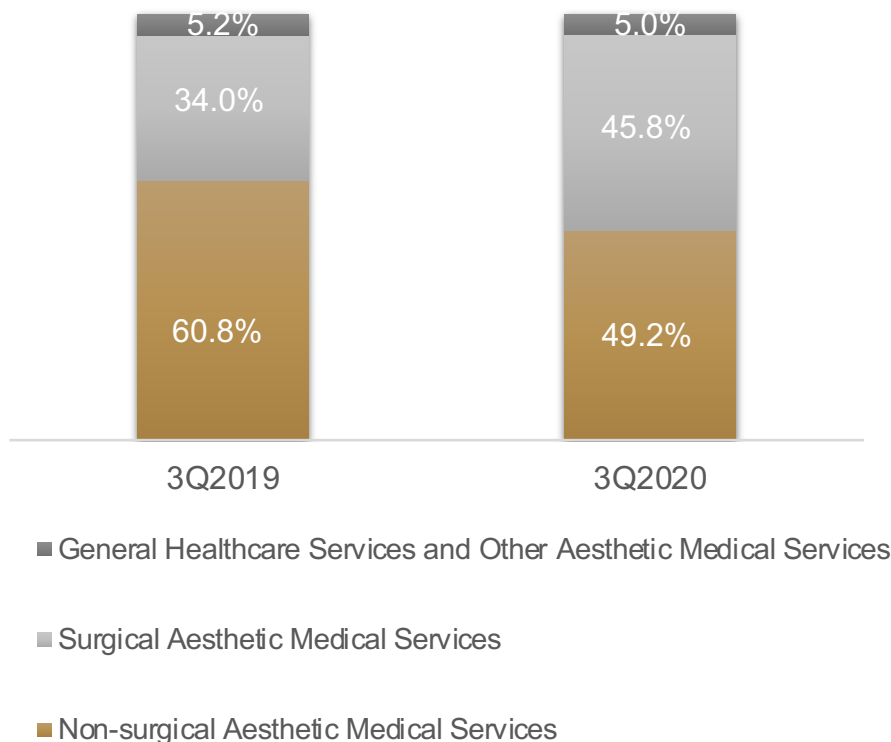
Adj. Profit & Margin



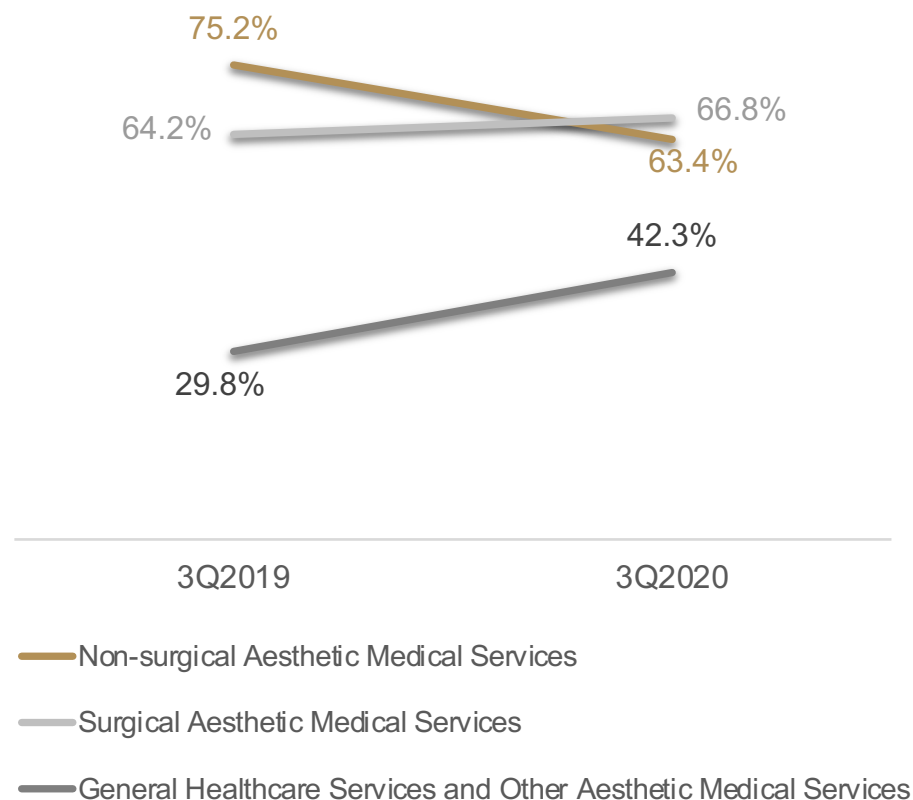
Notes: The YoY growth rates and margins calculated assume no impact of FX rates and are based off RMB figures.

3Q 2020 Company Segment Performance

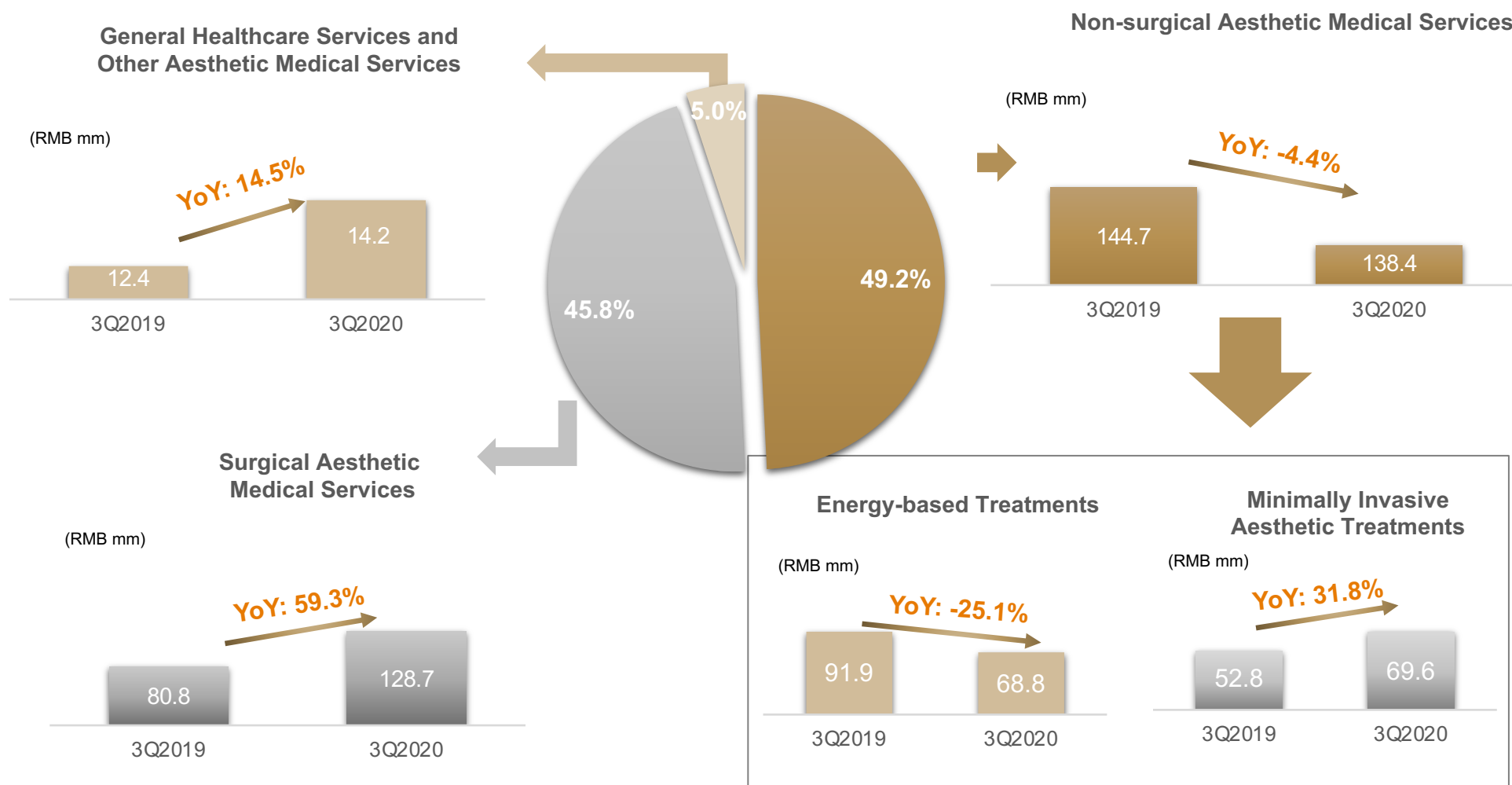
Segment Revenue Contribution Trend



Segment Gross Margin

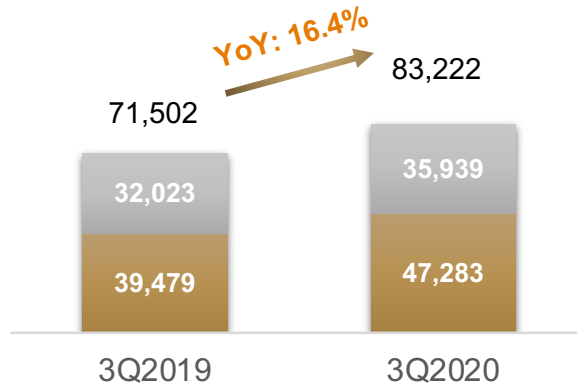


3Q 2020 Unaudited Revenue Breakdown

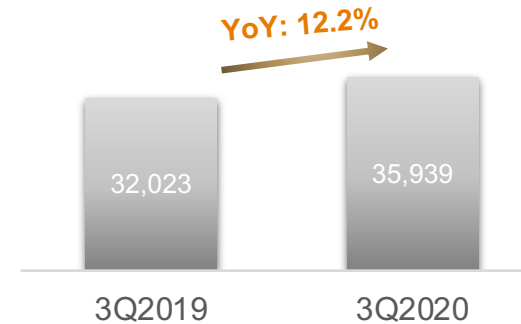


Operation Performance Overview

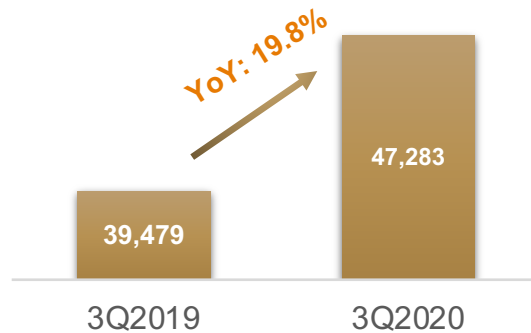
Total Active Customers



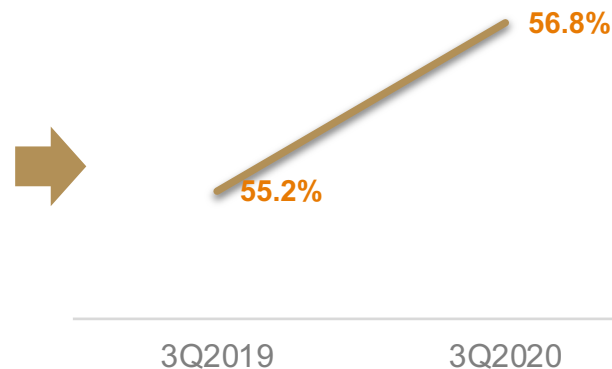
New Customers



Repeat Customers



Repeat Customer Ratio



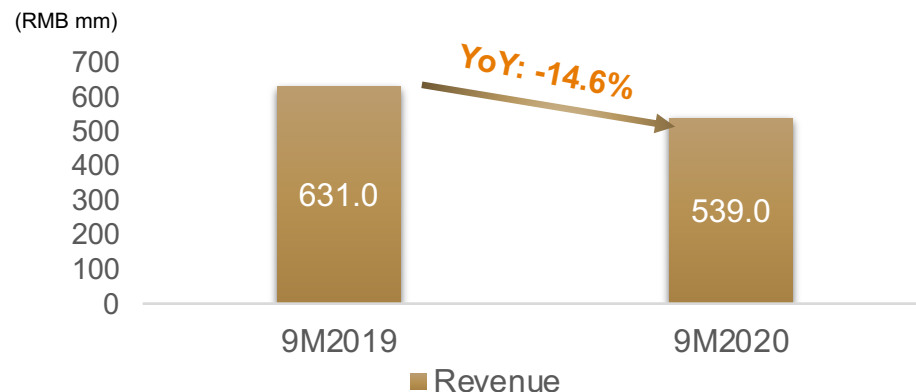


Nine Months Ended September 30, 2020
Unaudited Financial and Operational
Highlights

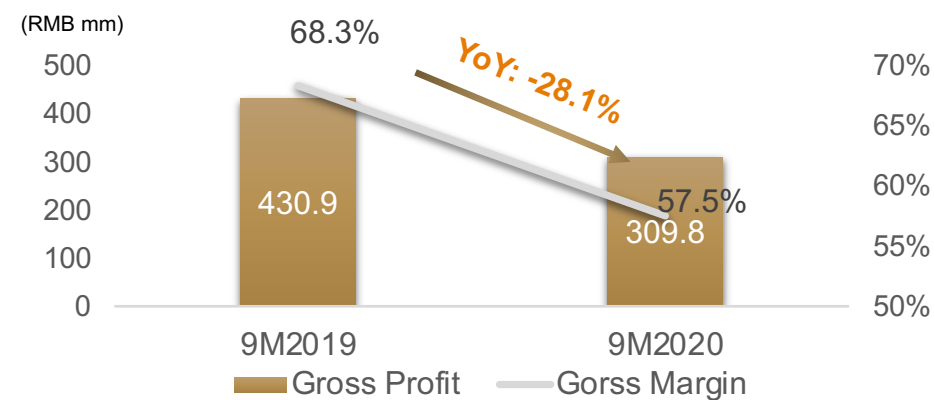
Nine Months Ended September 30, 2020

Unaudited Financial Performance Overview

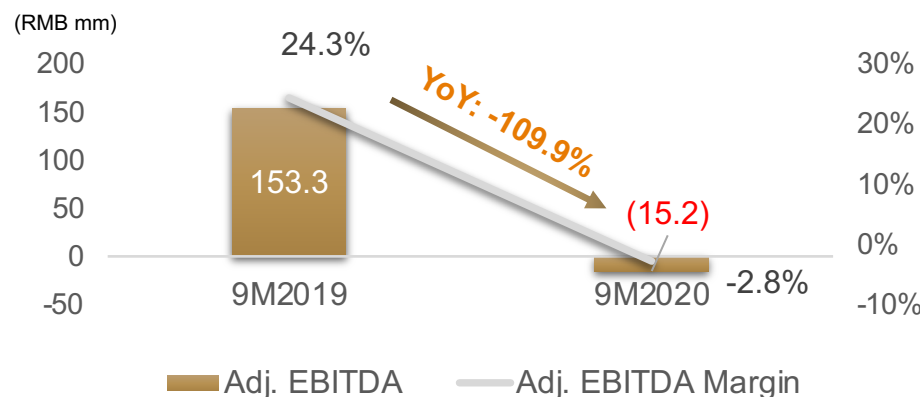
Revenue



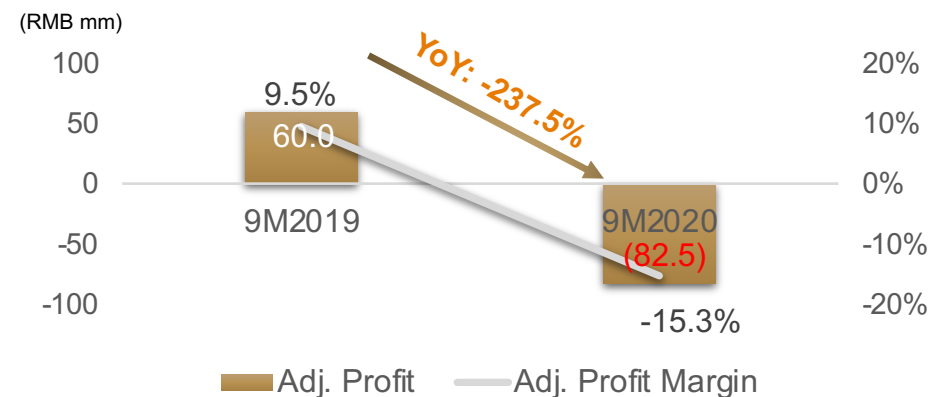
Gross Profit & Gross Margin



Adj. EBITDA & Margin



Adj. Profit/(Loss) & Margin

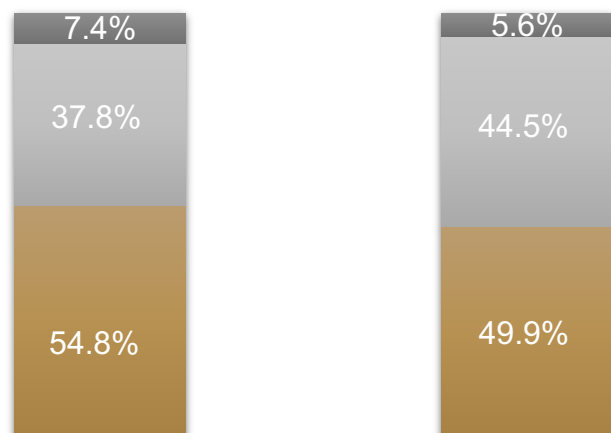


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Nine Months Ended September 30, 2020

Company Segment Performance

Segment Revenue Contribution Trend

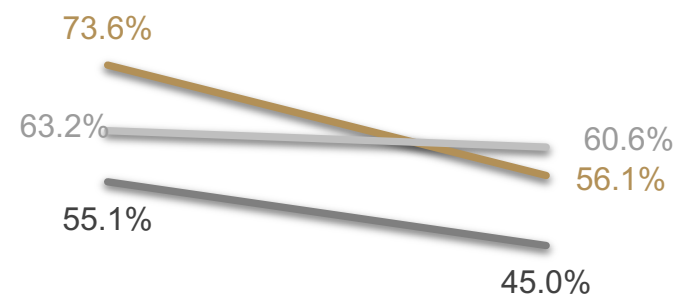


9M2019

9M2020

- General healthcare services and other aesthetic medical services
- Surgical Aesthetic Medical Services
- Non-surgical Aesthetic Medical Services

Segment Gross Margin



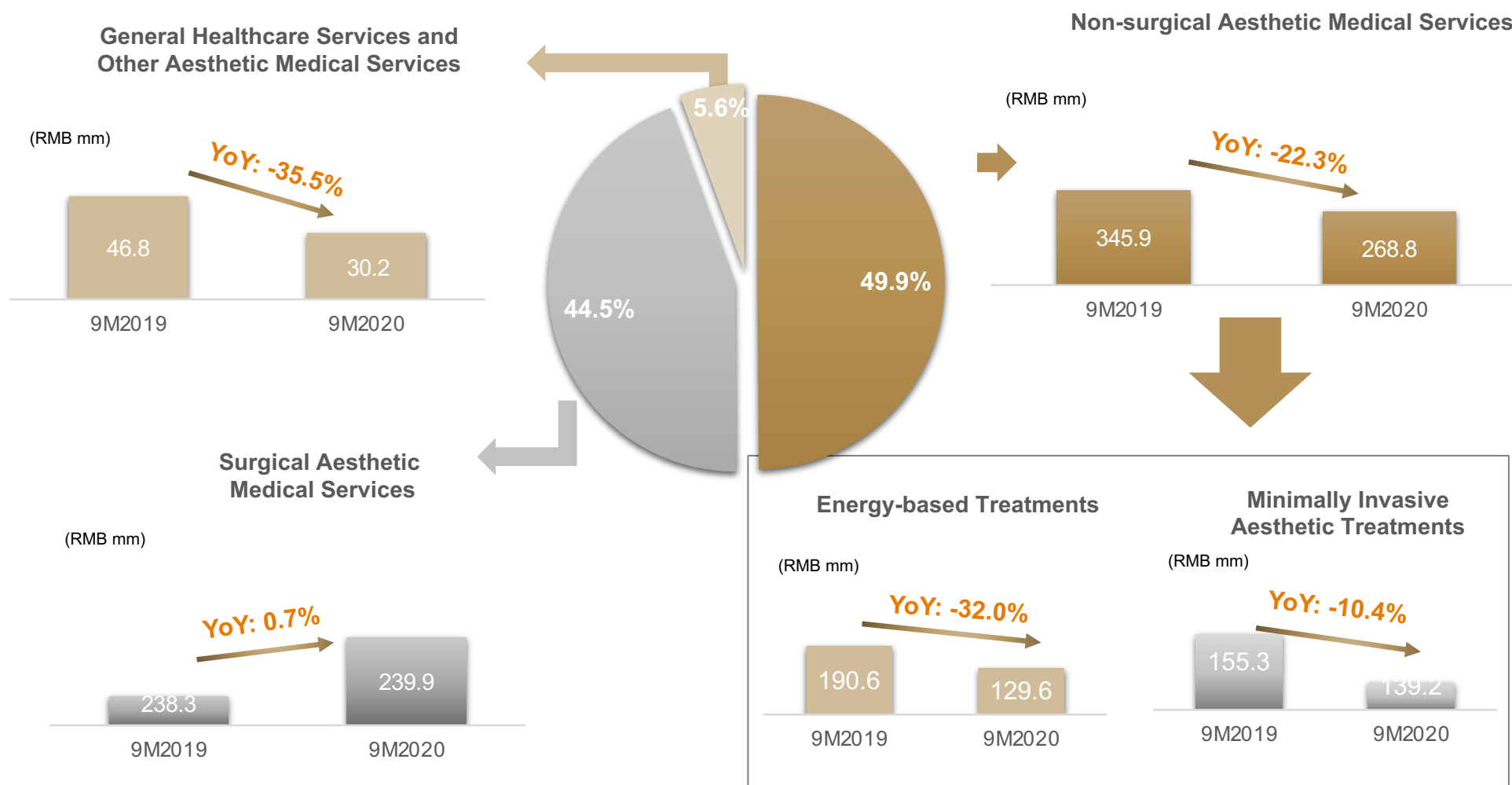
9M2019

9M2020

- Non-surgical Aesthetic Medical Services
- Surgical Aesthetic Medical Services
- General healthcare services and other aesthetic medical services

Nine Months Ended September 30, 2020

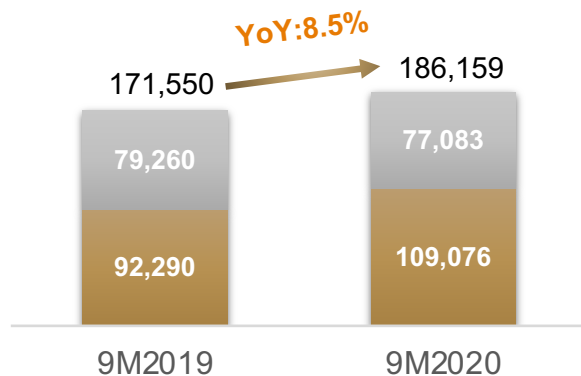
Unaudited Revenue Breakdown



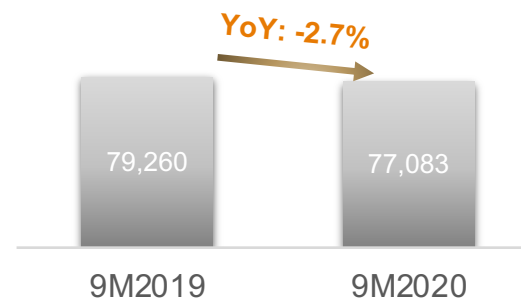
Nine Months Ended September 30, 2020

Operation Performance Overview

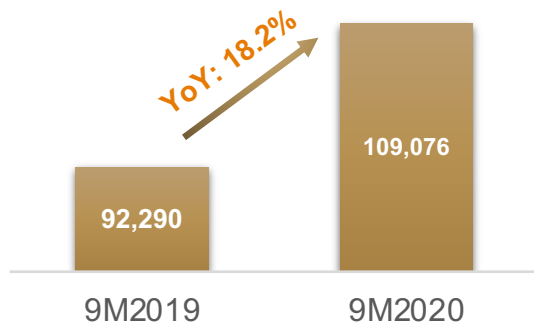
Total Active Customers



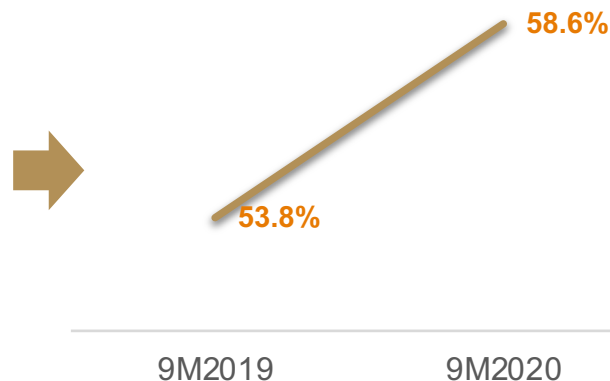
New Customers



Repeat Customers



Repeat Customer Ratio



Contact



Aesthetic Medical International
Holdings Group Limited

Email: ir@pengai.com.cn

Address: 4068 Qiaoxiang Road, Nanshan
District, Shenzhen 518053, China



Ascent Investor Relations LLC

Ms. Tina Xiao

Email: tina.xiao@ascent-ir.com

Tel: +1-917-609-0333

Address: 733 3rd Avenue 16th Floor,
New York, NY 10017, USA