

**Aesthetic Medical International  
Holdings Group Limited**

Nasdaq: AIH



**4Q and Fiscal Year 2020 Unaudited Earnings Presentation**

April 20, 2021

# Disclaimer

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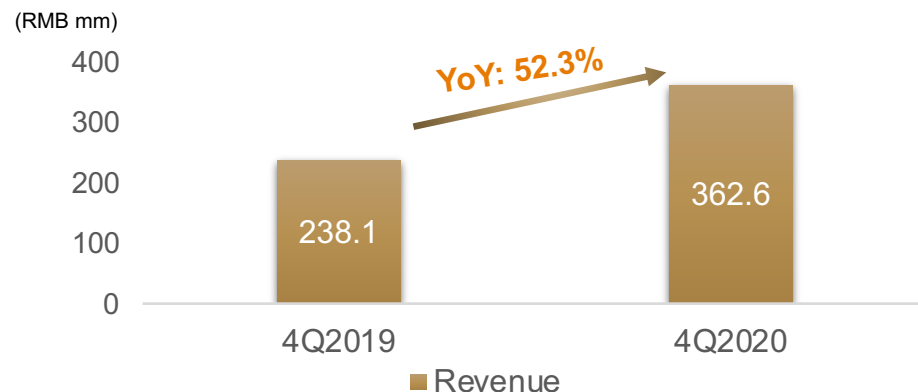
Unless otherwise indicated, this document speaks as of December 31, 2020. Neither the delivery of this document nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date.



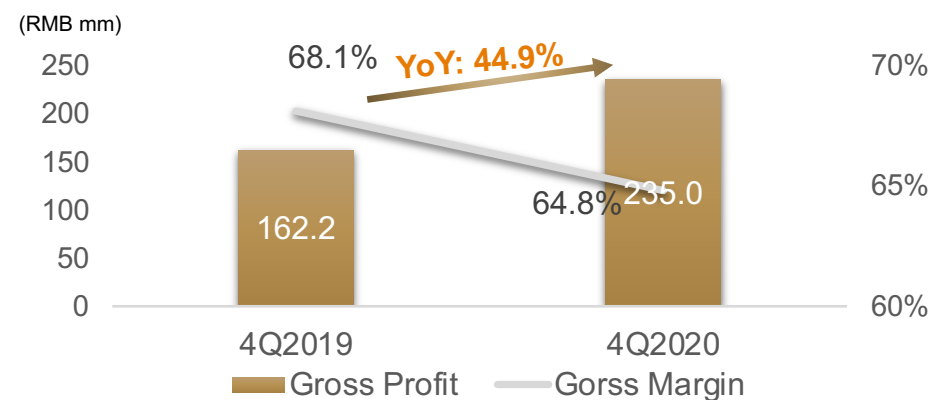
## **4Q 2020 Unaudited Financial and Operational Highlights**

# 4Q 2020 Unaudited Financial Performance Overview

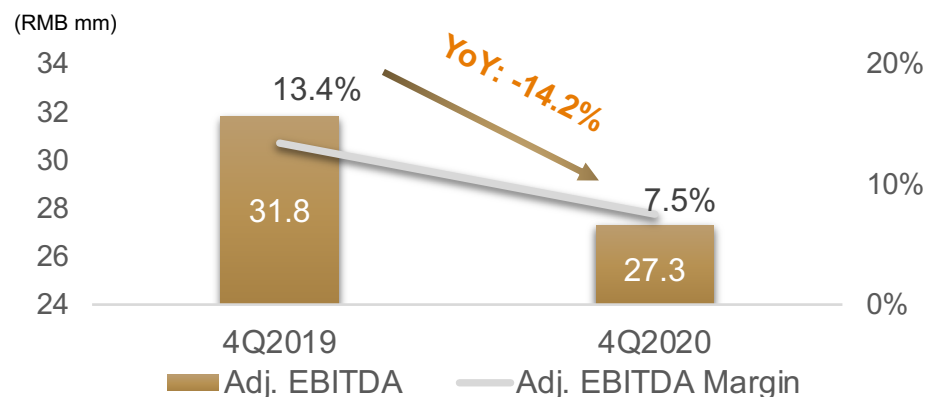
## Revenue



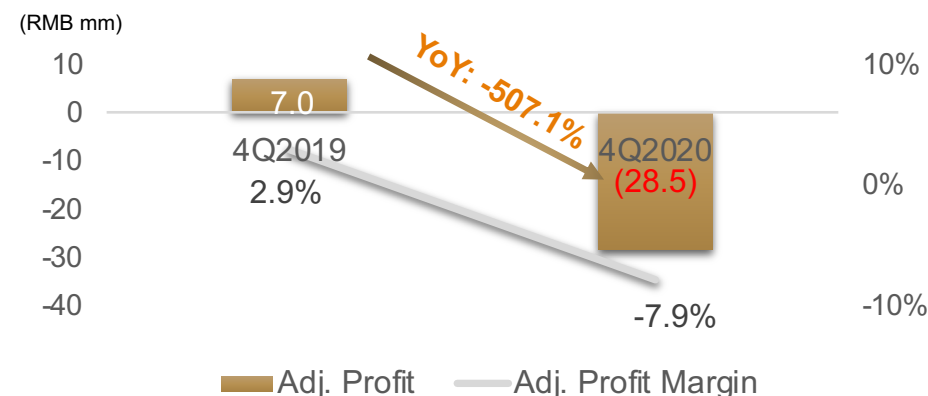
## Gross Profit & Gross Margin



## Adj. EBITDA & Margin



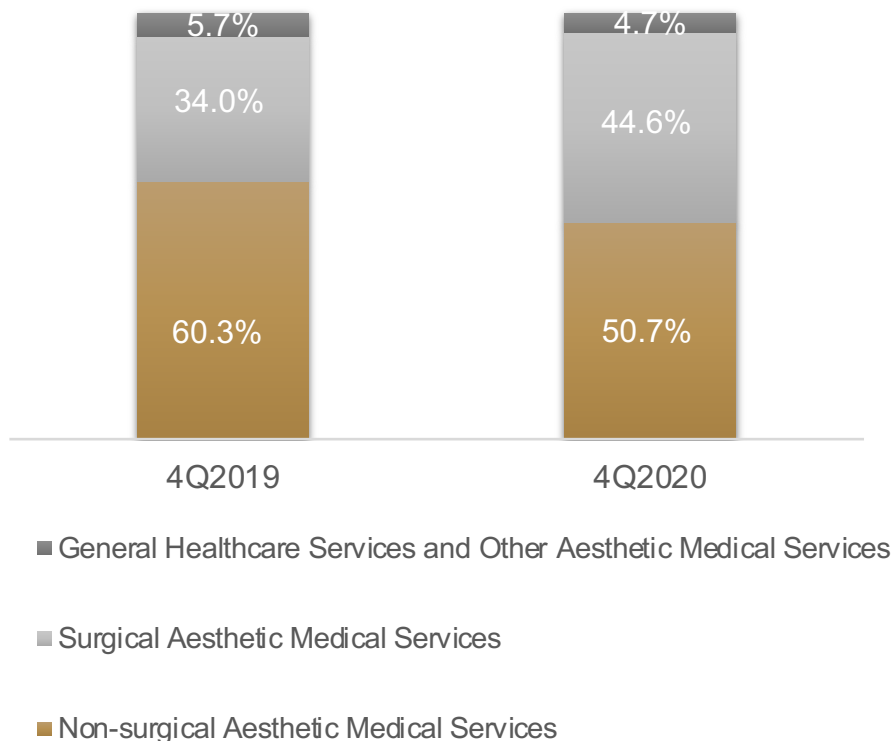
## Adj. Profit & Margin



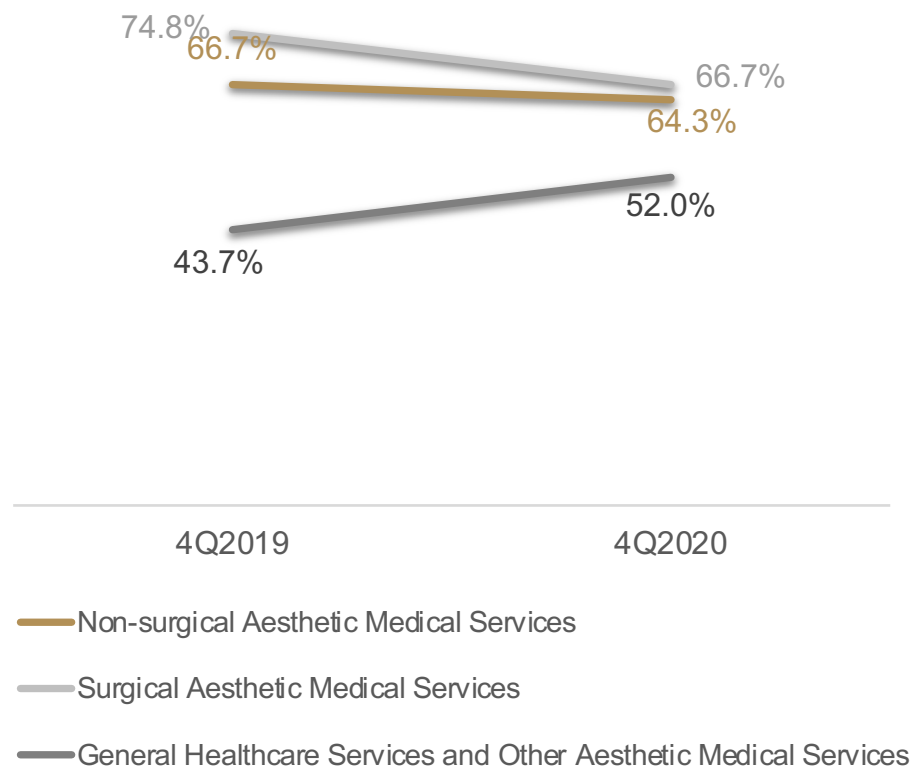
Notes: The YoY growth rates and margins calculated assume no impact of FX rates and are based off RMB figures.

# 4Q 2020 Company Segment Performance

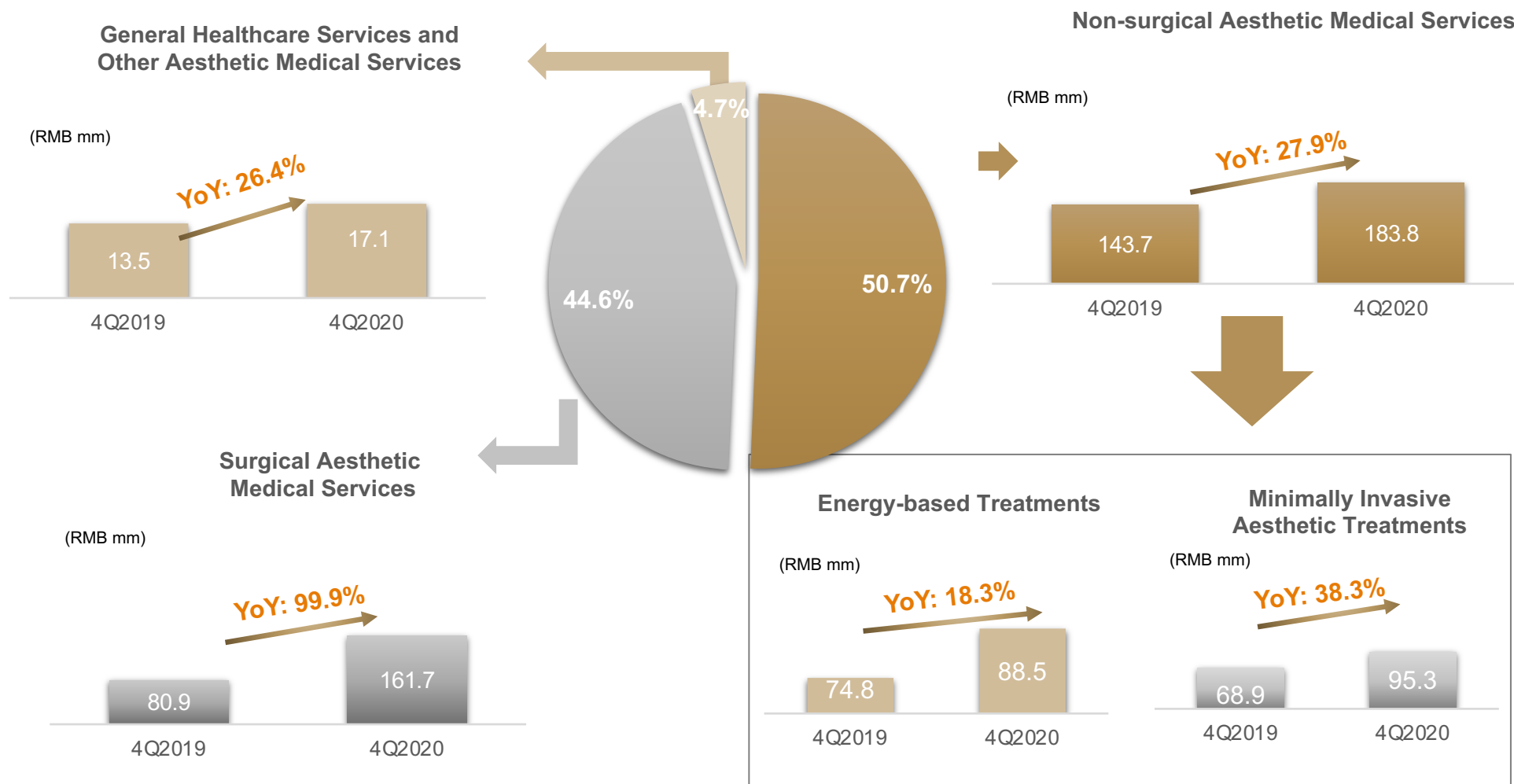
## Segment Revenue Contribution Trend



## Segment Gross Margin

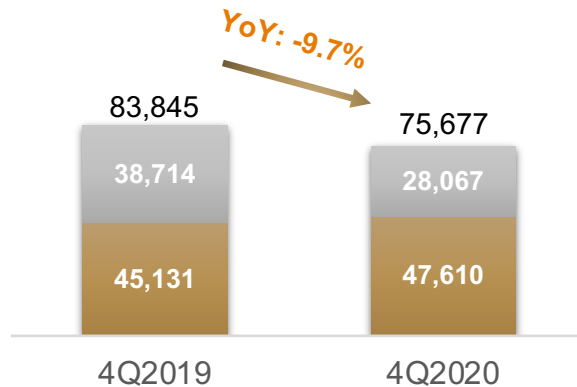


# 4Q 2020 Unaudited Revenue Breakdown

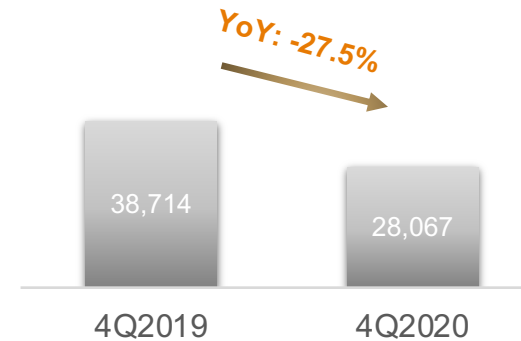


# 4Q 2020\* Operation Performance Overview

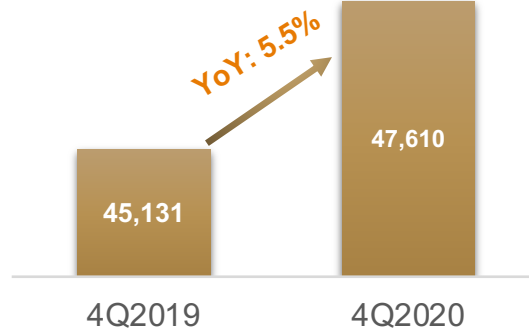
## Total Active Customers



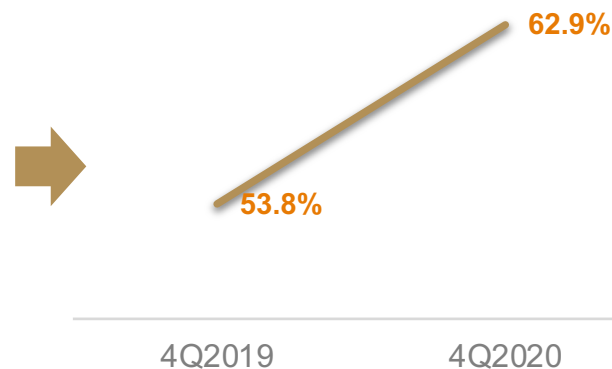
## New Customers



## Repeat Customers



## Repeat Customer Ratio



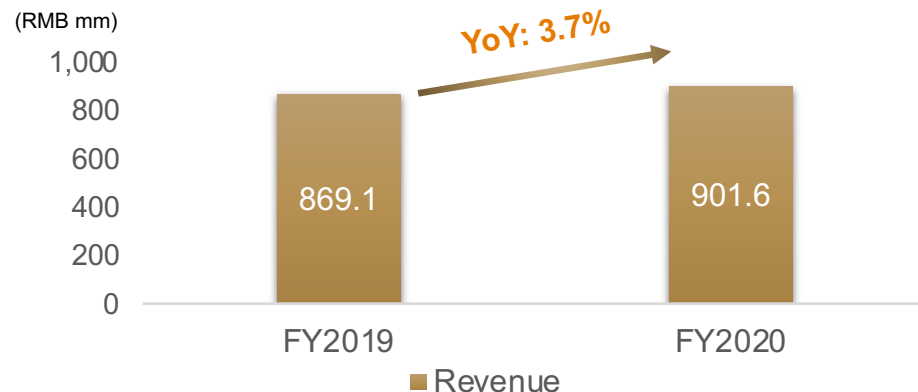


## **Fiscal Year 2020 Unaudited Financial and Operational Highlights**

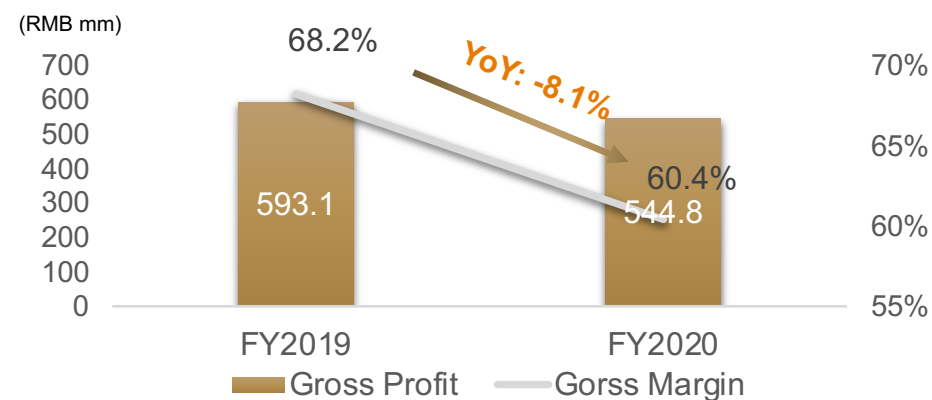


# FY2020 Unaudited Financial Performance Overview

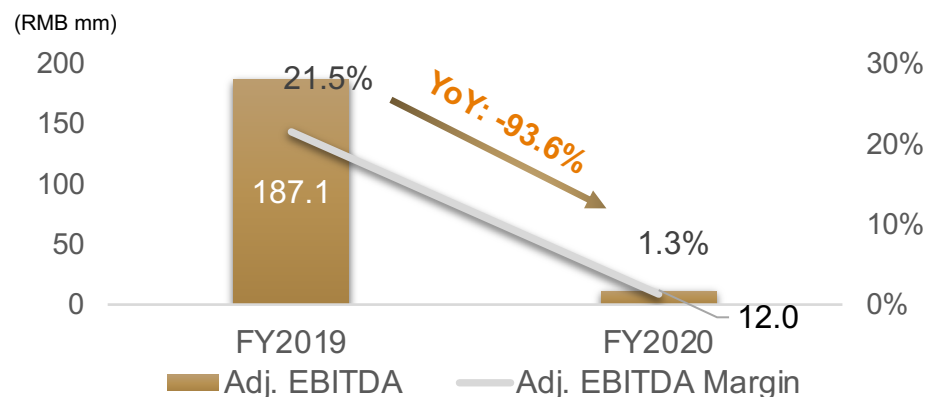
## Revenue



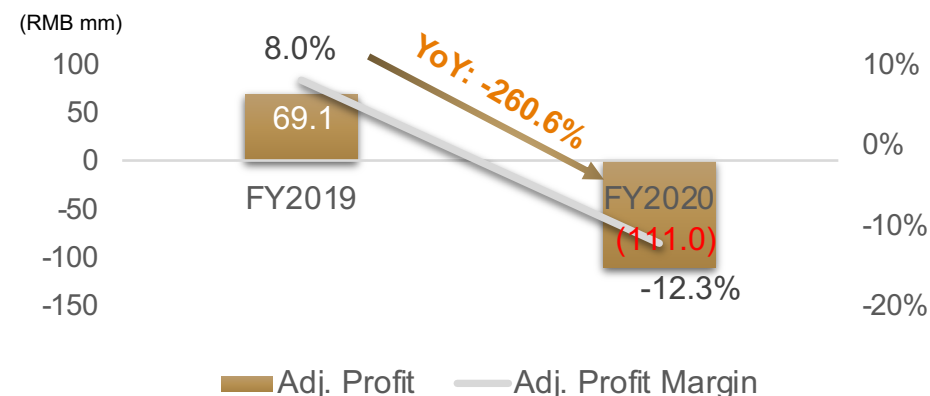
## Gross Profit & Gross Margin



## Adj. EBITDA & Margin



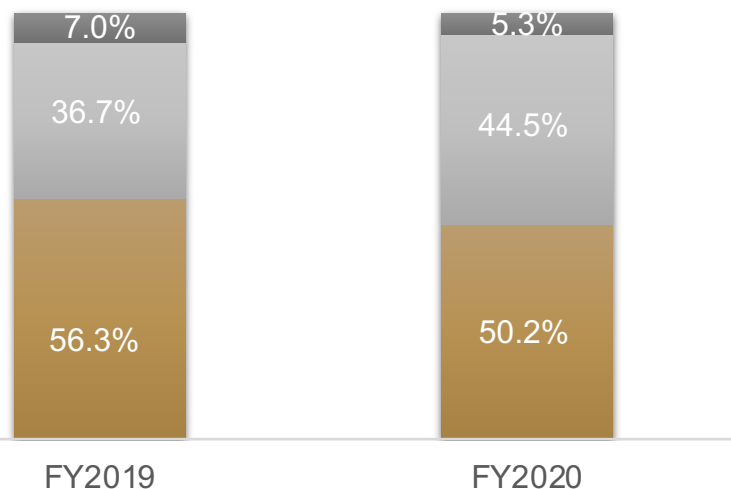
## Adj. Profit/(Loss) & Margin



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

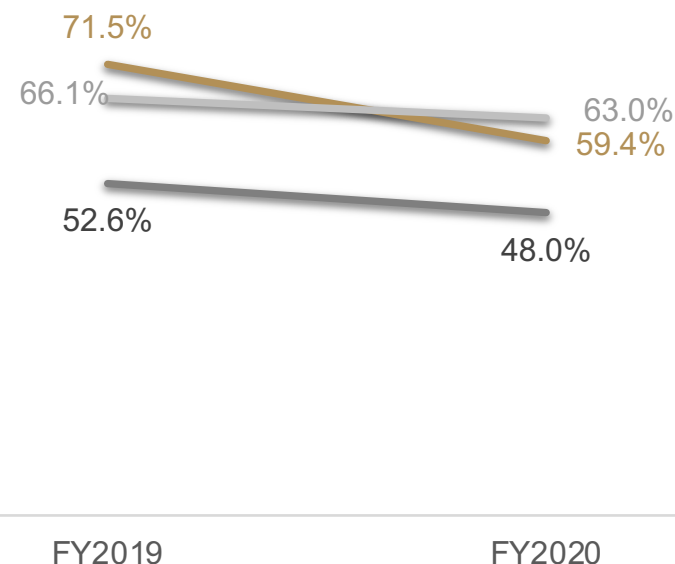
# FY2020 Company Segment Performance

## Segment Revenue Contribution Trend



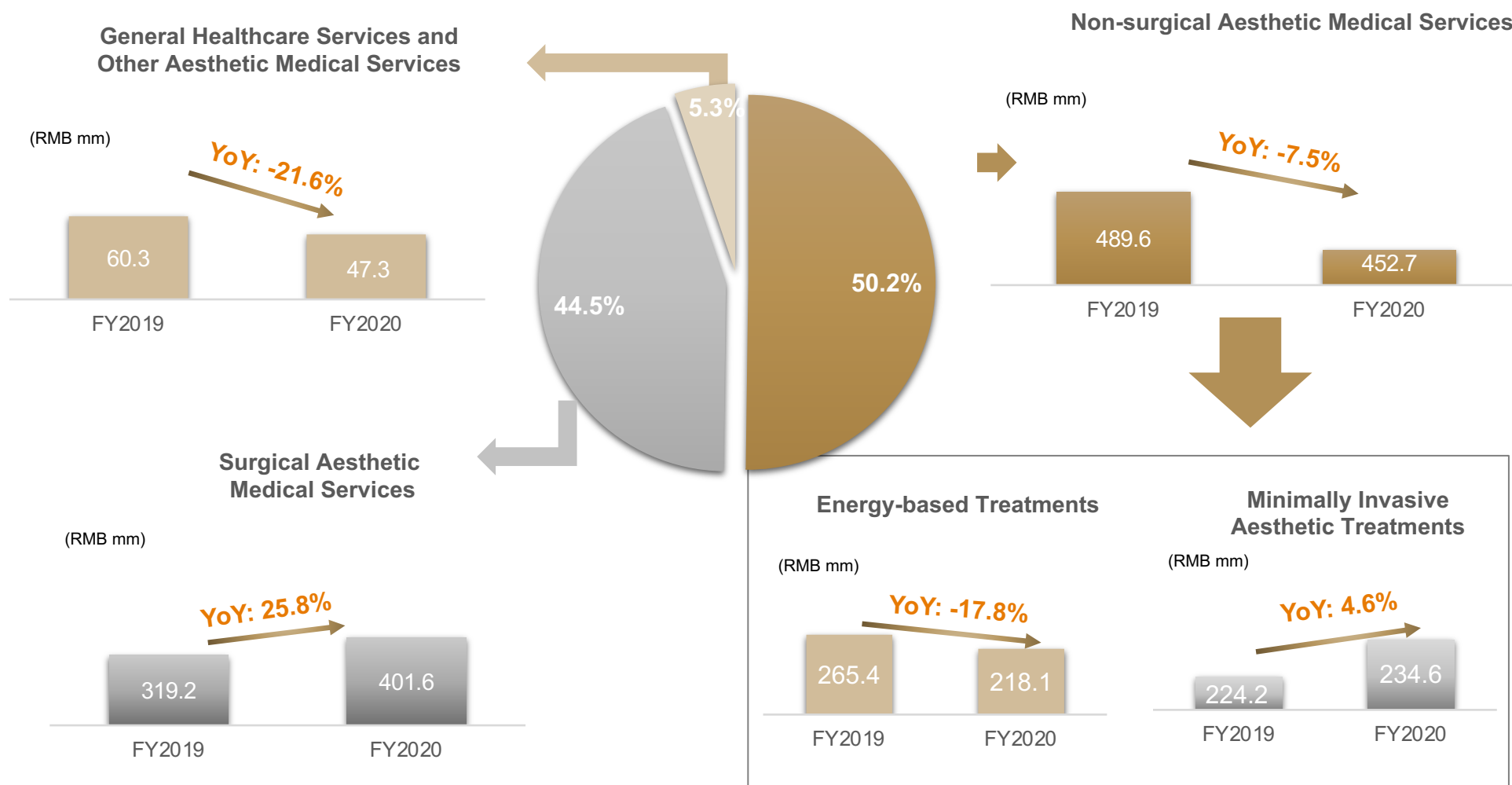
- General healthcare services and other aesthetic medical services
- Surgical Aesthetic Medical Services
- Non-surgical Aesthetic Medical Services

## Segment Gross Margin



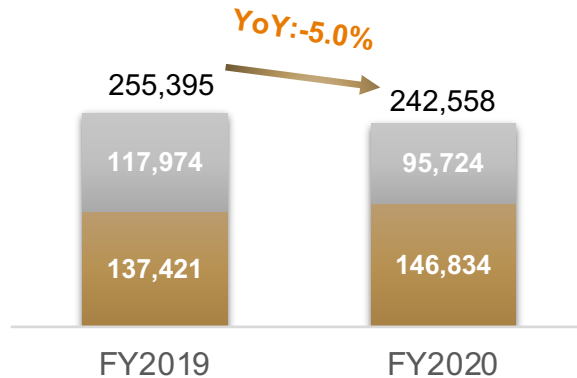
- Non-surgical Aesthetic Medical Services
- Surgical Aesthetic Medical Services
- General healthcare services and other aesthetic medical services

# FY2020 Unaudited Revenue Breakdown

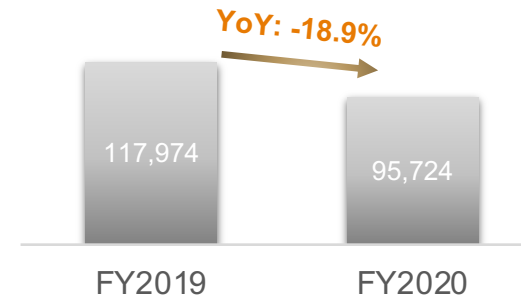


# FY2020\* Operation Performance Overview

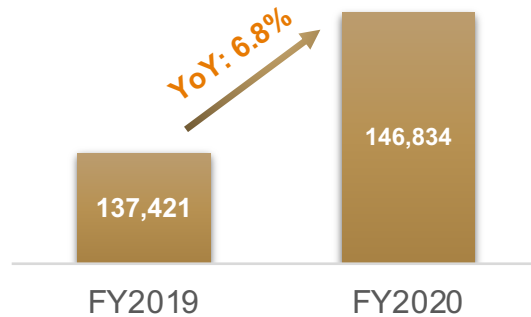
## Total Active Customers



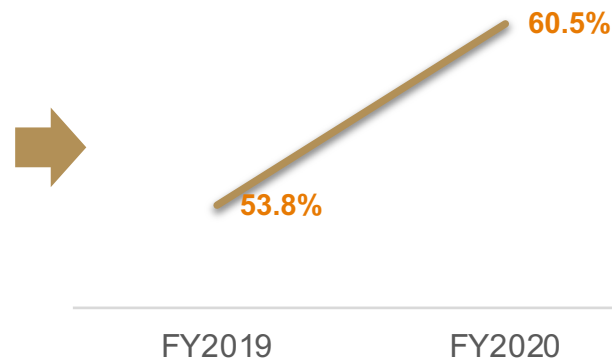
## New Customers



## Repeat Customers



## Repeat Customer Ratio

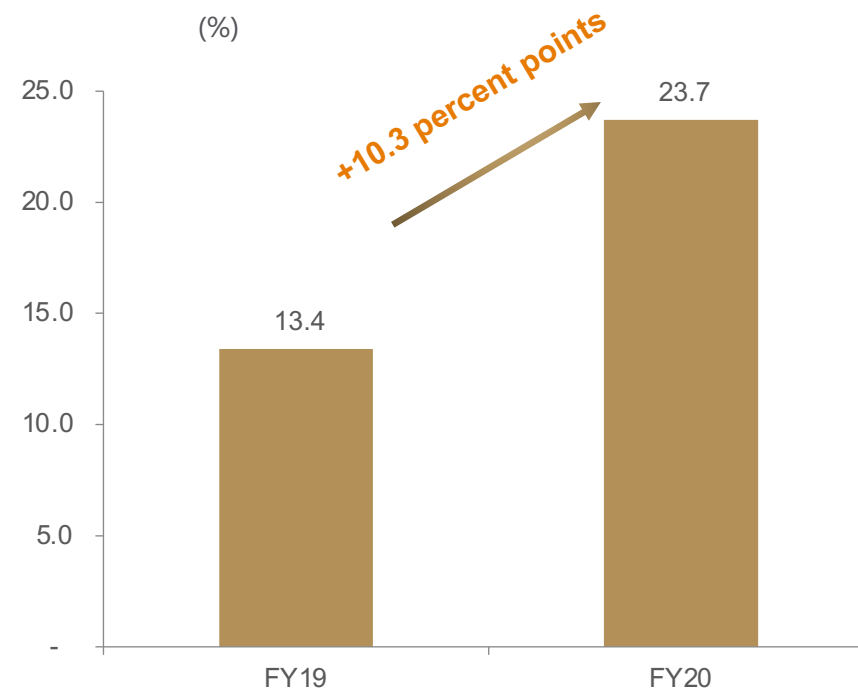


# Other Key Unaudited Financial and Operating Data

## Selected Balance Sheet Items

(RMB mm)	Dec.31,2019	Dec.31,2020
Total assets	1,047.1	1,038.1
Total Liabilities	456.5	612.4
Non-current borrowings	12.9	75.9
Current borrowings	127.5	135.8
Non-current and current lease Liabilities	201.9	214.8
Convertible Redeemable Preferred Shares	0	0
Convertible Note	0	34.2
Exchangeable note liabilities	0	0
Total (Deficit) / Equity	590.6	425.7

## Leverage Ratio<sup>(1)</sup>



Note:

(1) Leverage ratio is defined as total interest-bearing debt divided by the total assets. Interest-bearing debt is the sum of borrowings, convertible redeemable preferred shares, convertible note and exchangeable note liabilities, which were outstanding as of December 31, 2020 on an actual basis and pro forma basis, respectively.

# Contact

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