



**Aesthetic Medical International Holdings Group Ltd.**

(NASDAQ:AIH)

**1Q 2021 Unaudited Earnings Presentation**

**June 24, 2021**

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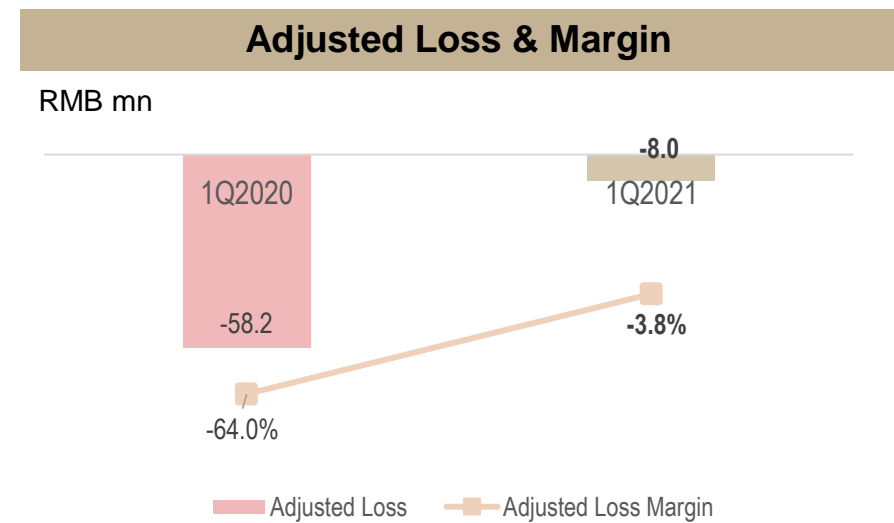
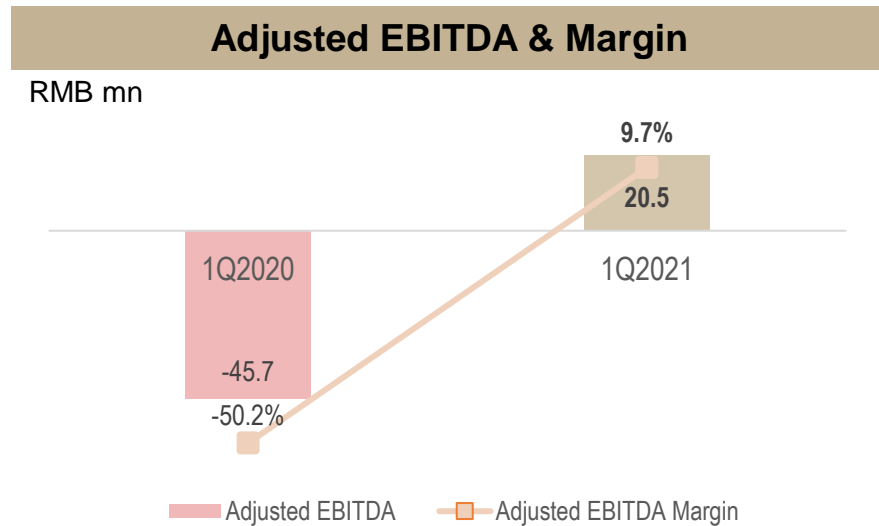
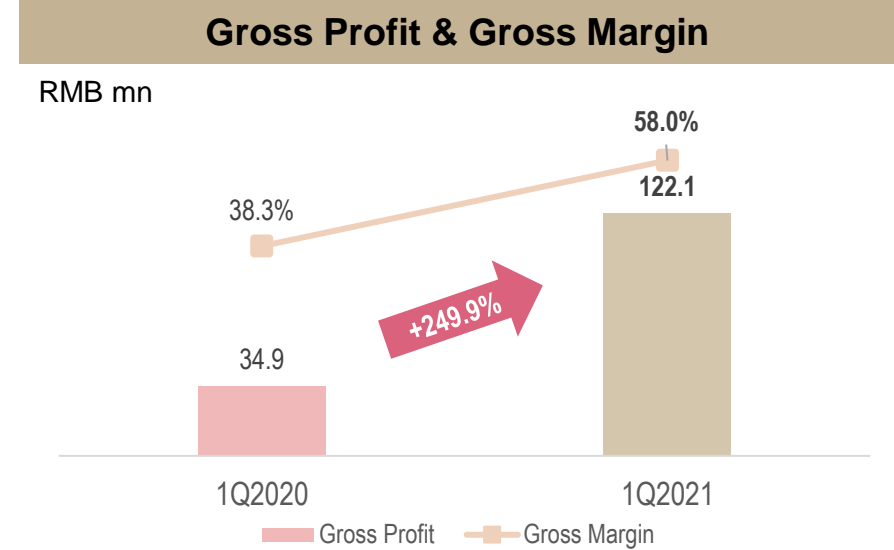
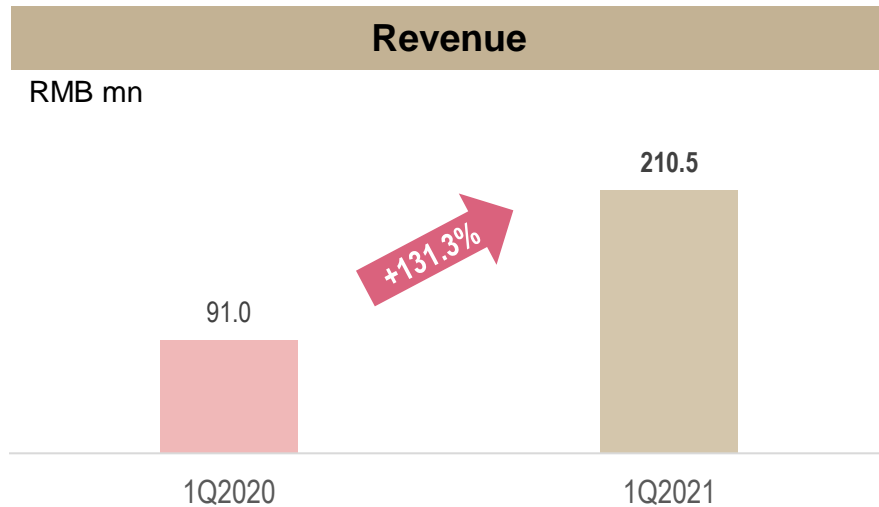
Unless otherwise indicated, this document speaks as of December 31, 2020. Neither the delivery of this document nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since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



# 1Q2021 Unaudited Financial and Operational Highlights



# 1Q 2021 Unaudited Financial Performance Overview

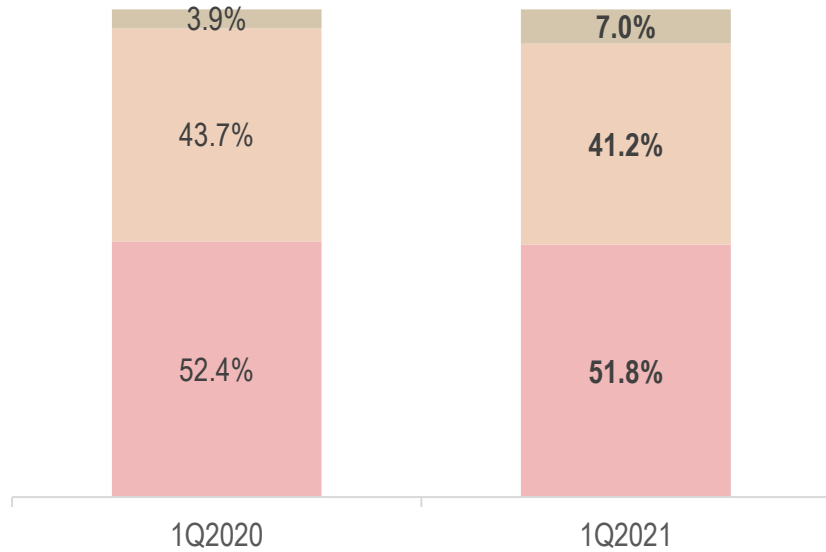


Notes: The YoY growth rates and margins calculated assume no impact of FX rates and are based off RMB figures.

(1) We recognized net effect of RMB2.1 million expenses, including depreciation expense of RMB11.1 million for right-of-use asset, finance cost for lease liabilities of RMB3.3 million deducted by rental expenses of RMB12.3 million payable according to the contract, due to adoption of IFRS 16.

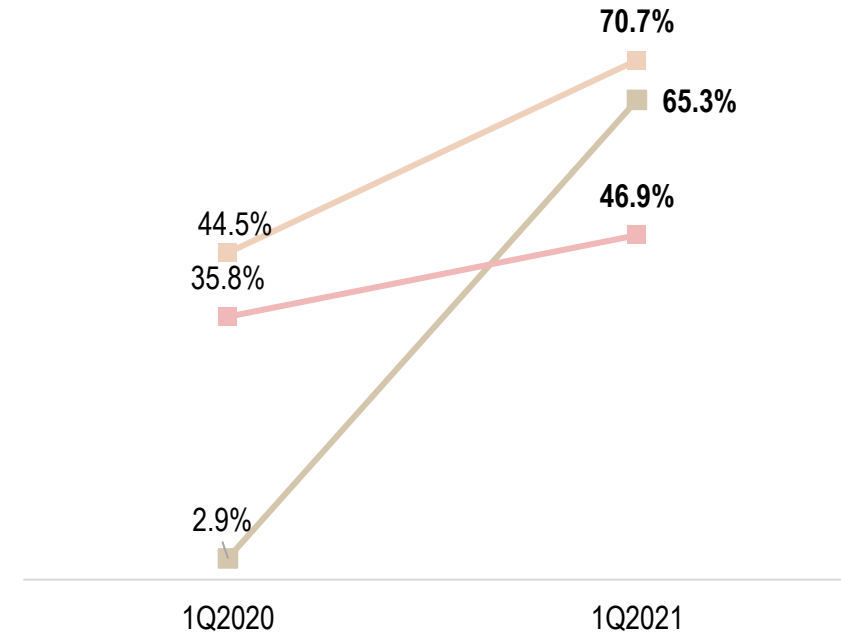
# 1Q 2021 Company Segment Performance

## Segment Revenue Contribution



- General healthcare services and other aesthetic medical services
- Surgical aesthetic medical services
- Non-surgical aesthetic medical services

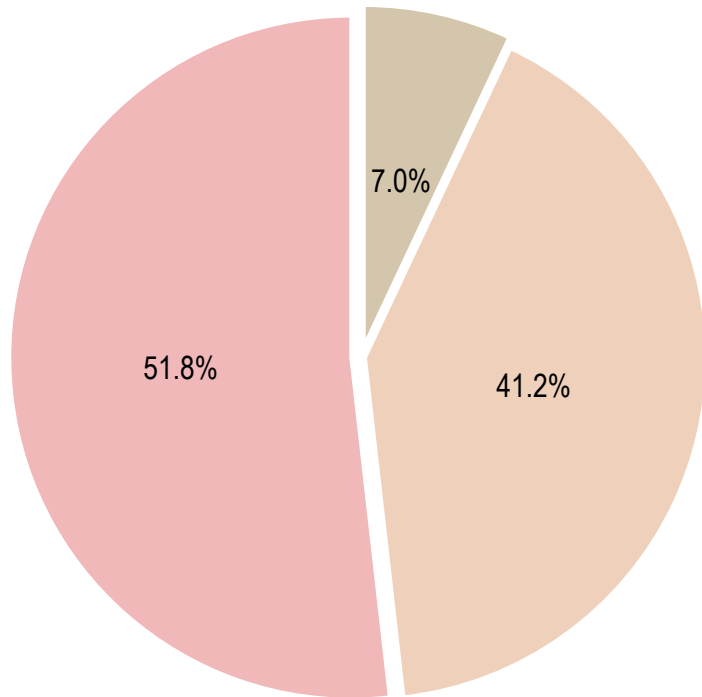
## Segment Gross Margin



- General healthcare services and other aesthetic medical services
- Surgical aesthetic medical services
- Non-surgical aesthetic medical services2

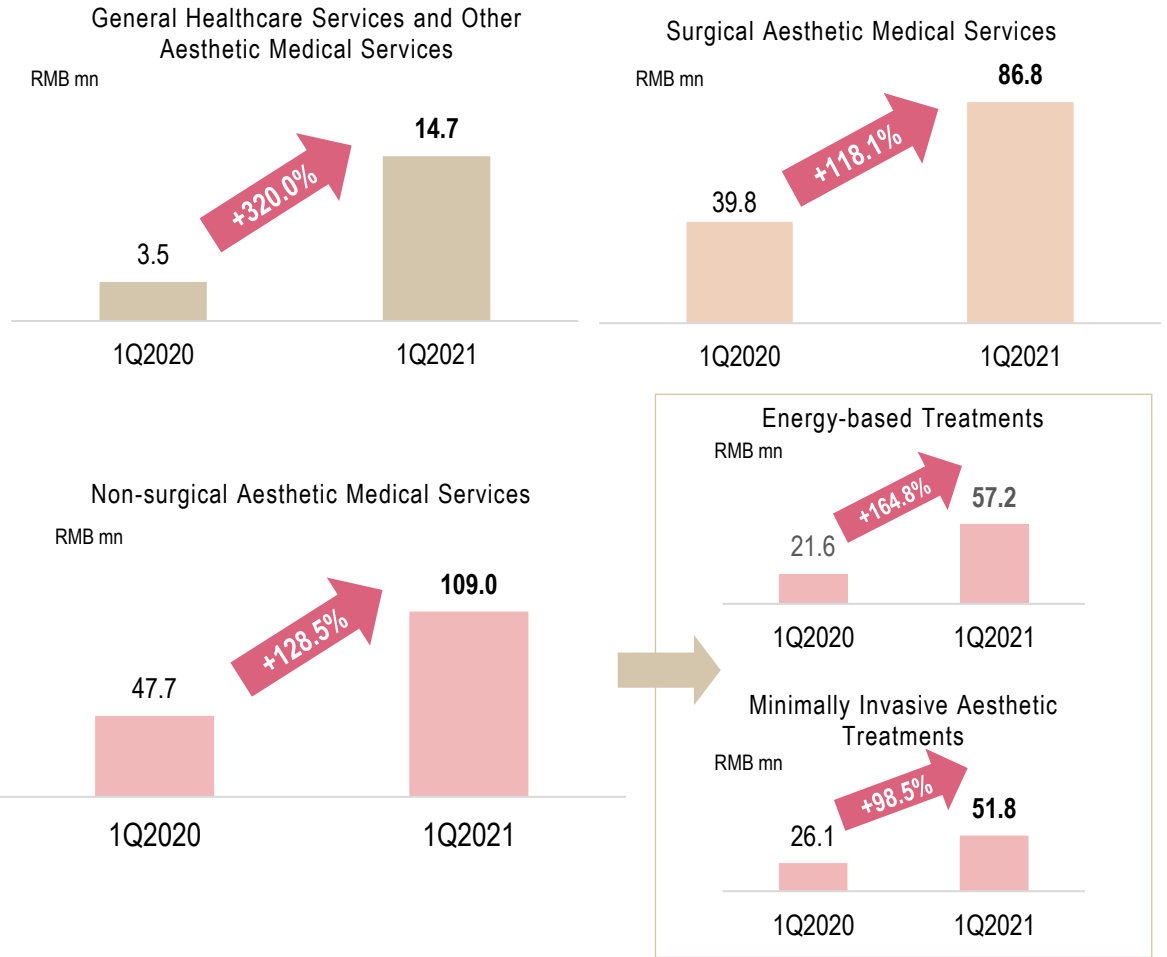
# 1Q 2021 Unaudited Revenue Analysis

## Revenue Contribution



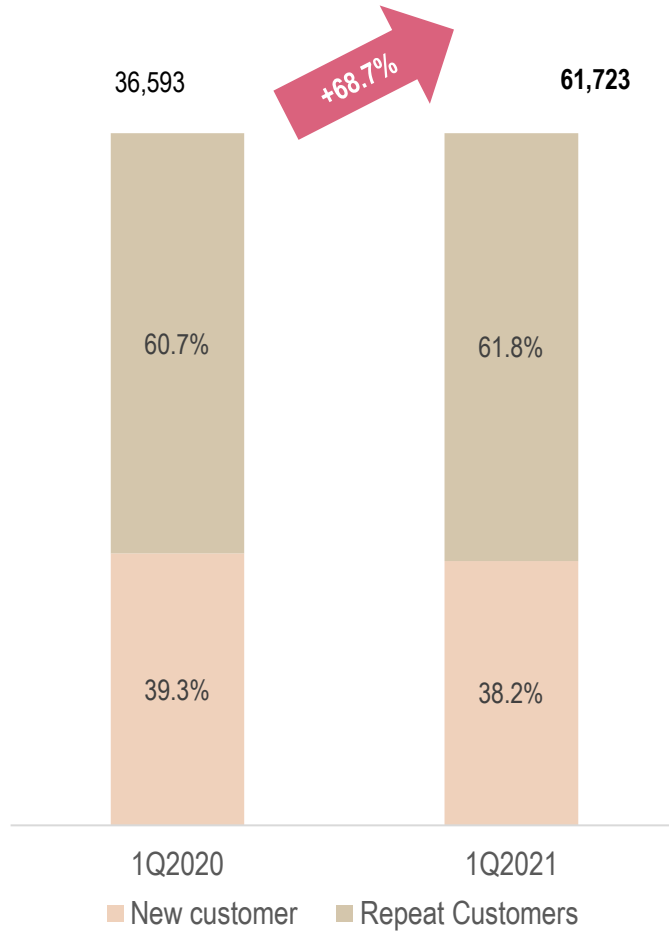
- General healthcare services and other aesthetic medical services
- Surgical aesthetic medical services
- Non-surgical aesthetic medical services

## Segment Breakdown

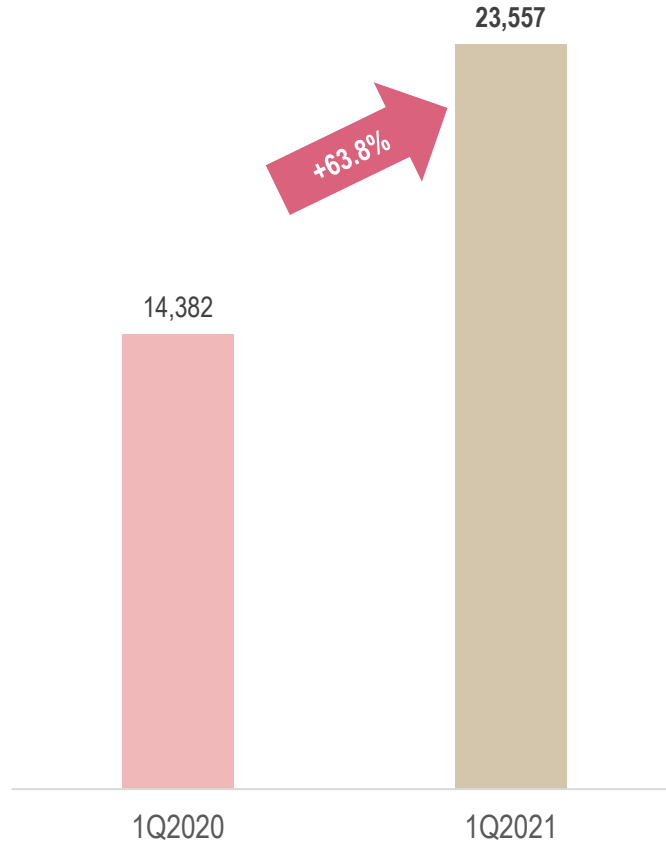


# Operation Performance Overview

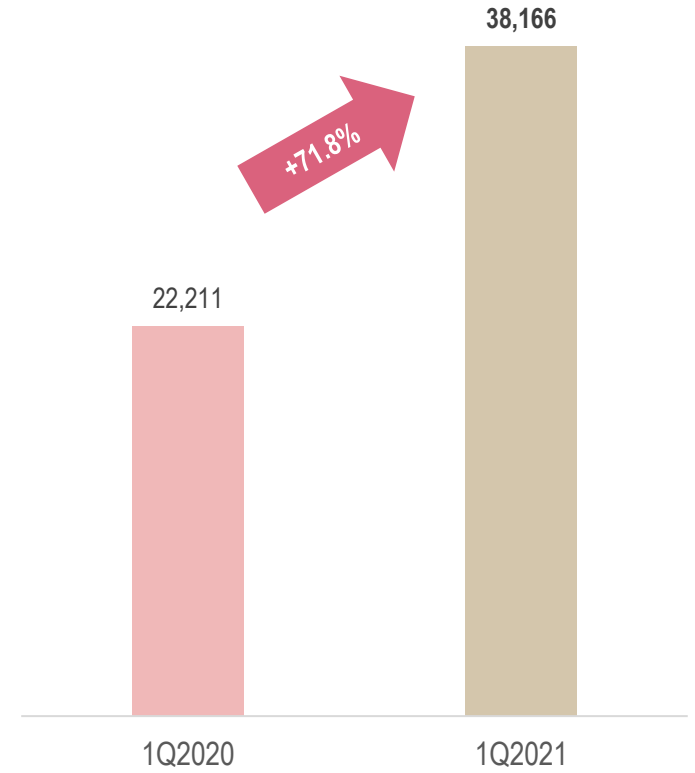
## Active Customer



## New Client



## Repeat Client

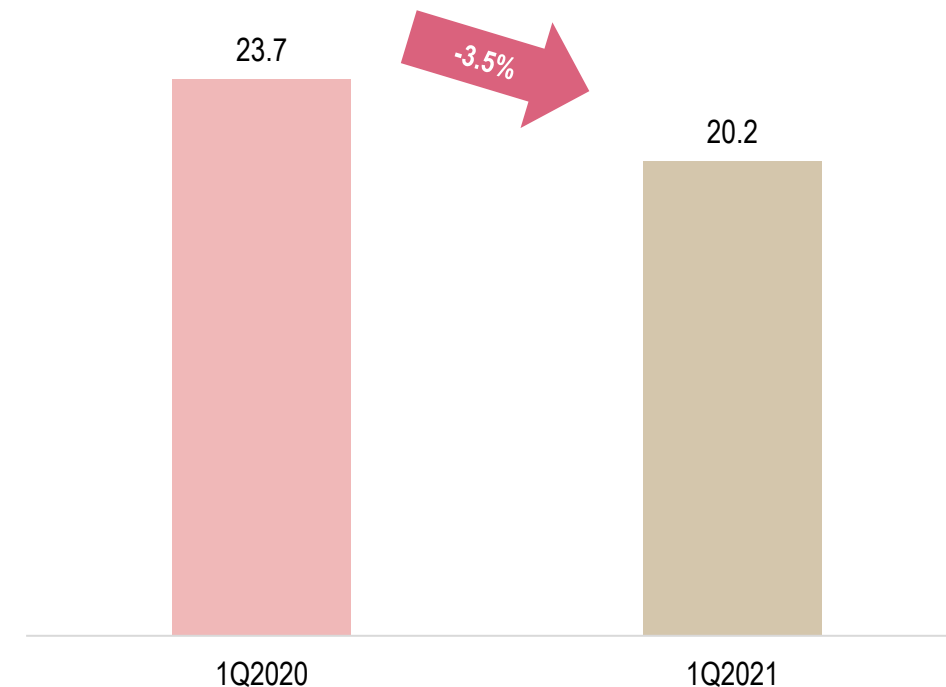


# Other Key Unaudited Financial and Operating Data

## Selected Balance Sheet Items

RMB mn	Dec. 31, 2020	Mar. 31, 2021
Total assets	1,038.1	<b>986.2</b>
Total liabilities	612.4	<b>569.4</b>
Non-current borrowings	75.9	<b>54.7</b>
Current borrowings	135.8	<b>109.1</b>
Non-current and current lease liabilities	214.9	<b>208.9</b>
Convertible redeemable preferred shares	0	<b>0</b>
Convertible note	34.2	<b>35.5</b>
Exchangeable note liabilities	0	<b>0</b>
<b>Total (deficit)/ equity</b>	<b>425.7</b>	<b>416.8</b>

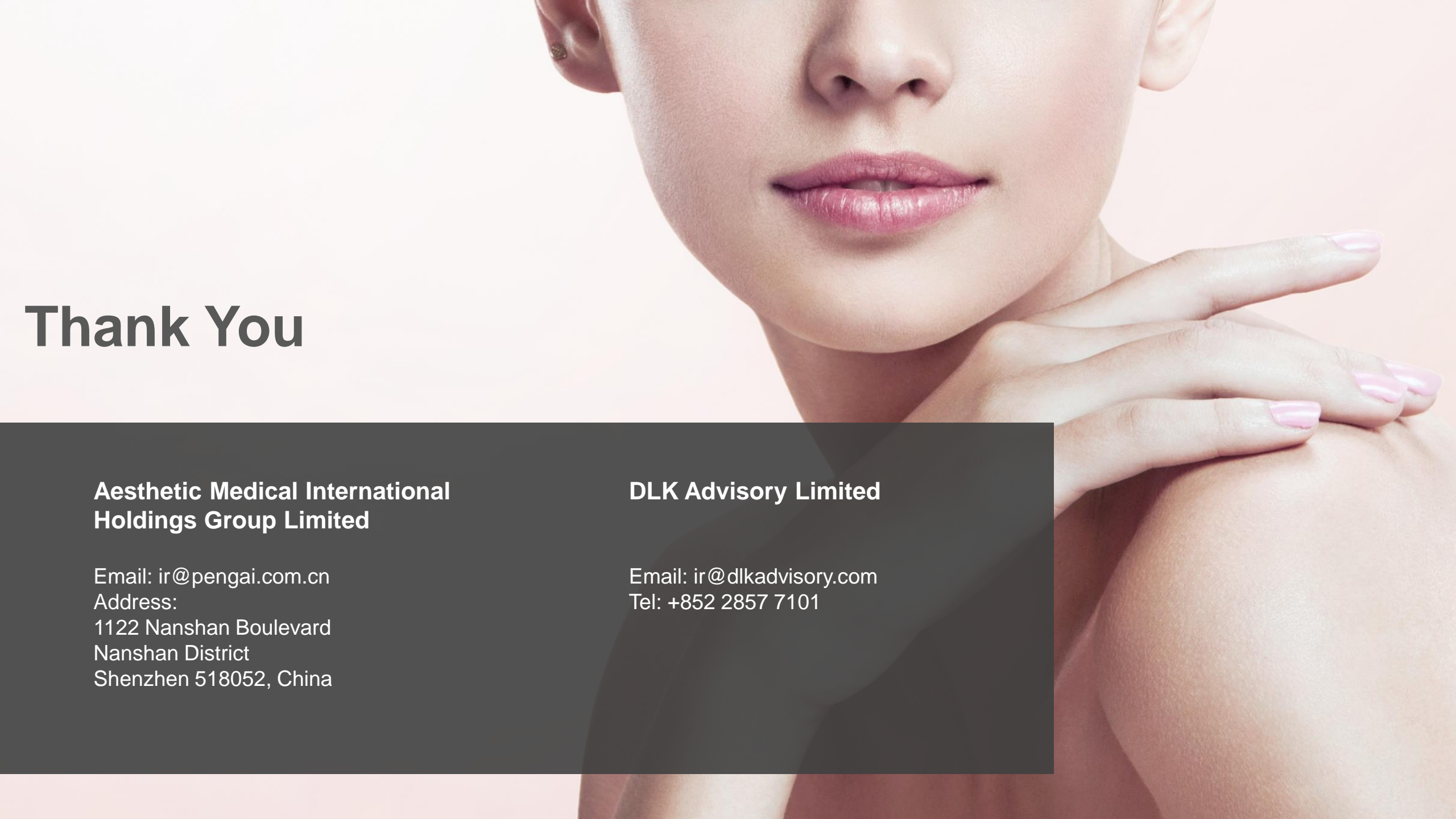
## Leveraged Ratio<sup>(1)</sup>



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 March 31, 2021 on an actual basis and pro forma basis, respectively.





# Thank You

**Aesthetic Medical International  
Holdings Group Limited**

Email: [ir@pengai.com.cn](mailto:ir@pengai.com.cn)  
Address:  
1122 Nanshan Boulevard  
Nanshan District  
Shenzhen 518052, China

**DLK Advisory Limited**

Email: [ir@dlkadvisory.com](mailto:ir@dlkadvisory.com)  
Tel: +852 2857 7101