

GLOSSARY OF TECHNICAL TERMS

This glossary of technical terms contains definitions of certain technical terms used in this document in connection with us and our business. These may not correspond to standard industry definitions, and may not be comparable to similarly terms adopted by other companies.

“CAGR”	Compound Annual Growth Rate
“contributing specialists”	Medical specialists that have at least engaged in the communication with patients once via our platform during the Track Record Period.
“DOT”	Duration of therapy, meaning the length of time a patient undergoes a specific treatment regimen.
“DTP”	Direct to Patient, which describes pharmacies’ capability to directly interact with patients to support treatment.
“dual-channel pharmacies”	“Dual-channel” (大病醫保雙通道) pharmacies refers to pharmacies obtaining, through the review and approval process of local medical insurance authorities, the qualification to sell specialty drugs for major disease and to provide real-time medical insurance reimbursement. Pharmacies that have obtained this qualification enable patients purchasing drugs outside of hospitals to enjoy the same medical insurance reimbursement benefits as they would receive at hospitals.
“HCP”	Healthcare Professional
“innovative drugs”	Active pharmaceutical ingredients and their formulations containing new, structurally defined compounds with pharmacological effects and clinical value, as well as originator drugs marketed overseas (including active pharmaceutical ingredients and their formulations) that are approved for marketing in China, excluding generic drugs and improved new drugs.
“retail sales”	Our retail sales refers to sales under our commercialization fulfillment network excluding sales for our wholesale pharmacy services.
“RWE”	Real World Evidence, clinical evidence regarding a medical product’s safety and effectiveness derived from analyzing real-world data collected outside of traditional clinical trials.
“RWS”	Real World Studies, which refers to studies on how patients react to treatment in terms of tolerance and efficacy etc.