

医渡科技 6 月通讯 | 2023 年

## Yidu Tech Events in June 2023

### 集团亮点

#### Business Update

#### 贵阳市政府领导到访医渡科技

##### Leaders from the Guiyang Government visited Yidu Tech

贵阳市卫生健康局郭局带队到访医渡科技，医渡科技联合创始人、首席执行官徐济铭携公司管理团队热情接待。双方围绕医疗智能、互联网健康服务、传染病防控等话题展开了充分的、建设性的沟通与会谈，增进相互了解，共同推进深化合作。医渡科技与贵阳市有着良好的合作基础，曾携手共建了数据治理系统、公卫平台等，推进健康医疗大数据在临床科研、临床诊疗、传染病防控等方面的应用，实现健康医疗业务与人工智能大数据技术的深度融合。

Mrs Guo, the head of the Guiyang Bureau of Health, led a team to visit Yidu Tech, where they were warmly received by Xu Jiming, the co-founder and CEO of Yidu Tech, along with the company's management team. The two parties engaged in extensive and constructive communication and discussions on topics such as healthcare intelligence, internet health services, and infectious disease prevention and control. This helped enhance mutual understanding and promote further cooperation. Yidu Tech and the Guiyang Government have a solid foundation of cooperation. They have previously collaborated on projects such as data governance systems and public health platforms, advancing the application of healthcare big data in clinical research, clinical diagnosis and treatment, and infectious disease prevention and control. This collaboration has facilitated the deep integration of healthcare services with artificial intelligence and big data technologies.



### 医渡科技发布 2023 财年业绩，多场景战略驱动提质增效

#### **Yidu Tech announces its financial performance for the fiscal year 2023, driven by a multi-scenario strategy to enhance quality and efficiency**

医渡科技发布 2023 财年业绩。尽管外部环境充满挑战和不确定性，公司积极加强以场景驱动的战略聚焦，保持在科技创新和疾病研究领域的专注与投入，在人工智能研究与应用解决方案开发、疾病领域拓展、产品升级迭代及市场拓展等方面均取得相当的成效。公司 2023 财年总收入为人民币 8.05 亿元，整体毛利率同比稳步提升至 34.1%，经调整净亏损收窄至人民币 4.49 亿元，同比收窄 22.2%，用于经营活动的现金净流出同比收窄 41.9%。公司 2023 财年在手订单金额为人民币约 9.16 亿元，同比增长约 45.8%。

Yidu Tech has announced its financial performance for the fiscal year 2023.

Despite a challenging and uncertain external environment, the company actively strengthened its strategy focused on scenario-driven approaches. It maintained its dedication and investment in technological innovation and disease research. Significant progress was made in areas such as artificial intelligence research and application solution development, expansion into disease domains, product upgrades and iterations, as well as market expansion. In the fiscal year 2023, the company's total revenue reached 805 million yuan, with an overall gross profit

margin steadily increasing to 34.1% year-on-year. Adjusted net loss narrowed to 449 million yuan, a 22.2% decrease compared to the previous year. The net cash outflow from operating activities also decreased by 41.9% year-on-year. The company's order backlog for the fiscal year 2023 amounted to approximately 916 million yuan, representing a year-on-year growth of approximately 45.8%.

### 医渡科技出席中金公司 2023 年中期策略会

#### **Yidu Tech attended the CICC Investment Strategy Conference 2H2023**

中金公司举办 2023 年中期策略会，众多上市公司高管、行业专家围绕行业前沿热点、未来趋势展开深入探讨，医渡科技 CTO、首席人工智能科学家闫峻博士受邀参会，并发表了《AI 的技术发展与医疗领域商业应用》主题演讲，分享了 AI 在医疗产业的应用与发展进程，指出由于医疗领域的严肃性、敏感性、专业性等特殊性质，医疗行业需要高质量的专业大模型。

CICC held its Investment Strategy Conference 2H2023, where numerous executives from listed companies and industry experts engaged in in-depth discussions on industry frontiers and future trends. Dr. Yan Jun, the CTO and Chief AI Scientist of Yidu Tech, was invited to attend the conference and delivered a keynote speech titled "Technological Development of AI and Its Business Applications in the Healthcare Field." Dr. Yan shared insights on the application and development of AI in the healthcare industry. He emphasized that due to the seriousness, sensitivity, and specialization of the healthcare industry, high-quality professional large-scale models are required in the healthcare sector.



### 医渡科技旗下 HLT 亮相 DIA2023

#### **Yidu Tech's subsidiary, HLT, made an appearance at DIA 2023**

由药物信息协会（DIA）主办、中国食品药品国际交流中心支持的 DIA2023 中国年会在苏州国际博览中心举办，作为医药创新解决方案引领者，医渡科技集团旗下开心生活科技（HLT）深度参与大会，与行业分享 8 份深度行业洞察报告，还有 HLT 多名讲者在分会场围绕药物开发策略、统计设计助力罕见病突围、远程智能临床试验（DCT）应用场景、ChatGPT 提高临床试验执行效率等话题展开深入分享与探讨。

The DIA 2023 China Annual Meeting, organized by the Drug Information Association (DIA) with support from the China Center for Food and Drug International Exchange, took place at the Suzhou International Expo Center. As a leading provider of healthcare innovation solutions, Happy Life Tech (HLT), a subsidiary of Yidu Tech, actively participated in the conference. HLT shared eight in-depth industry insight reports with the attendees and had several speakers engage in profound discussions in various sessions. The topics included drug development strategies, leveraging statistical design for rare disease breakthroughs, application scenarios of decentralized clinical trials

(DCT), and improving clinical trial execution efficiency through ChatGPT technology.



医渡科技出席 2023 中国健康险超级分享会

### Yidu Tech attended the 2023 China Health Insurance Super Sharing Conference

“2023 中国健康险超级分享会”在“科技之都”合肥召开。众多险企、科技公司负责人济济一堂，共话中国健康险的发展之道。在城市定制型商业医疗保险（即“惠民保”）上持续深耕的医渡科技旗下因数云 CEO 刘晟阳受邀出席大会，分享主题演讲“惠民保可持续经营的核心问题”。

The 2023 China Health Insurance Super Sharing Conference took place in Hefei, known as the City of Science and Technology. The event brought together leaders from numerous insurance companies and technology firms to discuss the development of health insurance in China. Liu Shengyang, the CEO of CausaCloud, a subsidiary of Yidu Tech, was invited to attend the conference. He

delivered a keynote speech on the core issues of sustainable operation for city-customized commercial health insurance, also known as "Hui Min Bao."



## 业务进展

### Business Progress

助力“深圳惠民保”参保人数超 600 万

**Yidu Tech has contributed to the success of the "Shenzhen Hui Min Insurance" program, with the number of insured individuals surpassing 6 million**

由医渡科技旗下因数云提供主运营的“深圳惠民保”已于 6 月 30 日截止投保，参保人数超 600 万人，参保率超 35%。该数据创下了今年以来全国“惠民保”项目的参保人数、参保率之最。截至目前，公司已中标参与了江苏、北京、天津、深圳等 4 省 12 市惠民保项目的开发和运营，以智能技术助力构建多层次医疗保障体系。

As of June 30th, the "Shenzhen Hui Min Insurance" program, operated primarily by CausaCloud, a subsidiary of Yidu Tech, has concluded its enrollment period. The program has successfully enrolled over 6 million participants, achieving a participation rate of over 35%. This data sets a record for the highest number of participants and participation rate among the "Hui Min Insurance" programs

nationwide this year. So far, the company has won bids and participated in the development and operation of the "Hui Min Insurance" programs in 12 cities across 4 provinces, including Jiangsu, Beijing, Tianjin, and Shenzhen. Through the application of intelligent technologies, Yidu Tech aims to contribute to the construction of a multi-level healthcare security system.

### 糖尿病数字疗法最新进展公布

#### **The latest developments in digital therapeutics for diabetes have been announced**

医渡科技公告，以本公司自主研发的糖尿病数字疗法为基础的糖尿病数字疗法产品已于近期通过了美国食品和药物管理局(FDA)审批。此外，基于自主研发的糖尿病数字疗法，本公司开发的面向中国的糖尿病数字疗法产品亦已通过中国海南省药品监督管理局审批，并获得其颁发的“中华人民共和国医疗器械注册证”。

Yidu Tech has announced that its diabetes digital therapeutics product, based on the company's independent research and development, has recently obtained approval from the U.S. Food and Drug Administration (FDA). Additionally, the diabetes digital therapeutics product developed by the company specifically for the Chinese market has also received approval from the Hainan Medical Products Administration in China and has been granted the "Medical Device Registration Certificate of the People's Republic of China."

### 中标华中科技大学同济医学院附属协和医院数据治理一体化中台建设项目

#### **Yidu Tech has won the bid for the construction of an integrated data governance platform project at Tongji Medical College of Huazhong University of Science and Technology, affiliated with Union Hospital**

医渡科技公告，本公司的附属公司医渡云（北京）技术有限公司中标华中科技大学同济医学院附属协和医院“数据治理一体化中台”建设项目，项目金额为人民币896.8万元。医渡科技深耕实体肿瘤、血液、眼科、免疫等重点疾病领域，截至



2023年3月31日，公司医院网络已覆盖超过1500家医院，不断以数据智能助力医院高质量发展。

Yidu Tech has announced that its subsidiary, YiduCloud (Beijing) Technology Co., Ltd., has won the bid for the construction of the "Integrated Data Governance Platform" project at Union Hospital, Tongji Medical College of Huazhong University of Science and Technology. The project amount is 8.968 million yuan. Yidu Tech focuses on key disease areas such as solid tumors, hematology, ophthalmology, and immunology. As of March 31, 2023, the company's hospital network has covered over 1,500 hospitals, continuously leveraging data intelligence to support the high-quality development of hospitals.

中标某华东地区三甲医院国家血液系统疾病全国多中心大数据平台项目

**Yidu Tech won the bid for the project of National Blood System Diseases Multi-Center Big Data Platform at a tertiary hospital in the East China region**

医渡云将在原有院内国家血液系统疾病主中心平台建设成果基础之上，助力医院构建相对独立、安全可靠、便于联动的多中心协作云平台，实现在更大范围内组织开展研究成果推广应用等成效，打造可覆盖服务全国血液病临床医学研究中心联盟机构（含13家省级分中心、64家签约医院）的国家血液病临床医学研究多中心协作平台，助力国家血液病临床医学研究中心从建设水平、科研产出、公共服务等方面的总体性提升，形成现代化血液系统疾病注册系统及其队列研究服务网络，提高中心的血液系统疾病临床研究水平。

YiduCloud will leverage the existing National Blood System Diseases Central Platform in the hospital to assist in the development of a relatively independent, secure, and easily collaborative multi-center cloud platform. This platform will facilitate research dissemination and application on a larger scale, covering the nationwide Clinical Medical Research Center Alliance for Hematological Diseases, including 13 provincial sub-centers and 64 contracted hospitals. It aims to enhance the overall level of the National Clinical Medical Research Center for Hematological Diseases in terms of construction, research output, and



public services. The goal is to establish a modernized registration system and cohort research service network for hematological diseases, ultimately elevating the center's clinical research capabilities in the field of hematological diseases.

中标华北地区某三甲儿童医院罕见病全病种科研一体化建设项目

**Yidu Tech has been awarded the project for the integrated construction of rare disease research across all disease categories at a tertiary children's hospital in the North China region**

此前，医渡云与该院携手启动“儿童罕见病临床研究项目”，此次将在罕见病科研平台的建设效果之上，对《第一批罕见病目录》中其它疾病相关数据进行采集、汇聚、整合和深度数据治理、结构化数据提取、复杂逻辑计算，构建儿童罕见病全病种数据库，开展面向专科临床科研的数据分析、挖掘和利用，强化科室优势，提升学科发展，加快科研成果转化，提升医院罕见病诊治能力和管理水平。

Previously, YiduCloud collaborated with the hospital to initiate the "Pediatric Rare Disease Clinical Research Project." In this new project, building upon the achievements of the rare disease research platform, YiduCloud will collect, aggregate, integrate, and perform in-depth data governance, structured data extraction, and complex logical calculations on other disease-related data from the "First Batch of Rare Disease Catalog." The aim is to establish a comprehensive database of rare diseases in children. This project will focus on specialized clinical research, conducting data analysis, mining, and utilization to enhance departmental strengths, promote discipline development, accelerate the transformation of scientific research achievements, and improve the hospital's rare disease diagnosis, treatment capabilities, and management level.

中标罕见肺部疾病研究 CRO 大包项目

**Yidu Tech has been awarded the contract for the comprehensive research organization (CRO) project on rare lung diseases**

医渡科技旗下开心生活科技（HLT）中标了某创新药企的“特发性肺纤维化（IPF）

疾病研究 CRO 大包”项目。这是一项前沿研究方向的项目，由于老客户满意度高而复购，同时领域专家的合作也拓展了 HLT 在该领域的服务能力，标志着 HLT 在该领域的服务能力得到了认可。IPF 疾病是一种罕见的肺部疾病，目前尚无有效的治疗方法。该项目旨在通过临床试验和药物研发，为 IPF 疾病的治疗提供新的解决方案。HLT 将为该项目提供全方位的服务支持，包括临床运营、数据管理和统计分析以及药物警戒（PV）服务等。

Yidu Tech's subsidiary, Happy Life Tech (HLT), has been awarded the "Idiopathic Pulmonary Fibrosis (IPF) Disease Research CRO Comprehensive Package" project for a certain innovative pharmaceutical company. This project is a cutting-edge research endeavor, and due to high customer satisfaction with HLT, there is a high rate of repeat purchases from existing. Collaborations with domain experts have also expanded HLT's service capabilities in this field, signifying the recognition of HLT's expertise in this area. IPF is a rare lung disease with no effective treatment currently available. The project aims to provide new solutions for the treatment of IPF through clinical trials and drug development. HLT will provide comprehensive support services for the project, including clinical operations, data management and statistical analysis, as well as pharmacovigilance (PV) services.

#### 中标 CAR-T 试验 SMO 大包项目

#### **Yidu Tech has been awarded the comprehensive SMO project for CAR-T trials**

医渡科技成功中标某创新药企的“自体 RAK 细胞治疗 II 期试验 SMO 大包”项目，为项目提供临床试验现场管理组织（SMO）服务，这是公司在细胞治疗领域取得的重要进展，标志着医渡科技在细胞治疗领域的项目经验和实力得到了业界的认可。

Yidu Tech has successfully won the bid for the "Autologous RAK Cell Therapy Phase II Trial SMO Comprehensive Package" project from a certain innovative pharmaceutical company. Yidu Tech will provide Site Management Organization services for the project's clinical trial management. This achievement represents

a significant milestone for Yidu Tech in the field of cell therapy and signifies the recognition of the company's project experience and capabilities in the cell therapy domain.

## 集团荣誉

### Group Honors

医渡科技位居“智慧医疗企业排行榜”前列

### **Yidu Tech ranks at the forefront of the "Intelligent Healthcare Enterprise Ranking"**

中国科学院《互联网周刊》、德本咨询、eNet 研究院联合发布“2023 人工智能分类排行榜”，医渡科技凭借前瞻的医疗智能领域布局、创新的人工智能技术研发、成熟的场景应用以及亮眼的对医疗智能行业发展的贡献度和影响力，成功登上“2023 智慧医疗企业排行榜”，并位居榜单三甲，获得行业认可。

Yidu Tech has achieved recognition by securing a place in the top three of the "2023 Intelligent Healthcare Enterprise Ranking," jointly released by the Chinese Academy of Sciences' "Internet Weekly," Deben Consulting, and eNet Research Institute. This achievement is attributed to Yidu Tech's forward-looking layout in the field of healthcare intelligence, innovative AI technology research and development, mature application scenarios, and notable contributions and influence on the development of the healthcare intelligence industry. The company's inclusion in the ranking signifies industry recognition of its achievements in the smart healthcare sector.

## 2023智慧医疗企业排行

RK	企业
1	阿里健康
2	平安健康
3	医渡科技
4	百度灵医智惠
5	BOE移动健康
6	东软医疗
7	神州医疗
8	联影智能
9	京东健康
10	圆心科技

2023.06德本咨询/eNet研究院/互联网周刊联调

投资者交流

Investor Communication

华西证券首次覆盖医渡科技并给予“增持”评级

**Huaxi Securities has initiated coverage on Yidu Tech and assigned it a "Buy" rating**

华西证券发布首次覆盖医渡科技的研报，给予其“增持”评级。华西证券认为，在政策推动和 AIGC 的高速发展下，医渡科技凭借行业稀缺的医学知识和洞见积累，有望尽快落地医疗领域的大模型应用。华西证券看好公司在 AIGC 时代充分发挥医

疗 AI 价值，认为随着公司规模优势的不断显现以及公司业务成熟，有望尽快实现盈利。

Huaxi Securities has released its first coverage report on Yidu Tech, assigning it a "Buy" rating. According to the report, driven by policy support and the rapid development of Artificial Intelligence Generated Content (AIGC), Yidu Tech, with its accumulated rare medical knowledge and insights, is expected to quickly implement large-scale model applications in the healthcare field. Huaxi Securities is optimistic about Yidu Tech's ability to fully leverage the value of healthcare AI in the AIGC era. They believe that with the continuous manifestation of the company's scale advantages and the maturation of its business, Yidu Tech is expected to achieve profitability in the near future.

#### 医渡科技入选西京投资第四批“新港股”

#### **Yidu Tech has been selected as part of the fourth batch of companies included in the "New Hong Kong Stocks" program by Beijing West Fund**

“新港股”发起人，被香港媒体称为“巴菲特女士”的西京投资管理有限公司主席兼投资总监刘央女士发布第四批“新港股”标的名单，医渡科技被作为新选优股纳入其中，用其替换第三批“新港股”的相关标的公司。西京投资认为，与传统医疗 IT 信息化领域的 SaaS 公司相比，医渡科技凭借 YiduCore 的数据处理和算法能力，以及建立在其上的专病库、医学知识图谱和专家网络形成的医学知识，具备一定的先发优势、高行业壁垒和稀缺性，是极具爆发力的新生代医疗代表。

Beijing West Fund, led by its Chairwoman and Director of Investment, Ms. Liu Yang, who is referred to as the "Mrs. Buffett" by Hong Kong media, has announced the fourth batch of companies included in the "New Hong Kong Stocks" program. Yidu Tech has been selected as one of the newly preferred stocks and has replaced relevant companies from the third batch of "New Hong Kong Stocks." Beijing West Fund believes that compared to traditional SaaS companies in the field of healthcare IT digitization, Yidu Tech has a significant advantage due to its data processing and algorithm capabilities provided by



YiduCore. The company has also established medical knowledge through its specialty database, knowledge graph, and expert network. This unique combination grants Yidu Tech a first-mover advantage, high industry barriers, and scarcity, making it a highly promising representative of the new generation in the healthcare field.