

The Q&A Summary of United Imaging Healthcare FY2025 Q3 Earning Call

Question 1

How would the management team evaluate United Imaging Healthcare's revenue performance for the first three quarters of 2025? What were the major internal and external factors affecting revenue? What is the company's outlook for full-year revenue performance?

Answer:

In the first three quarters of 2025, United Imaging Healthcare maintained a solid operational performance, achieving steady revenue growth and structural optimization. During the reporting period, the company recorded operating revenue of RMB 8.859 billion, representing a year-on-year increase of 27.39%. Revenue for the third quarter alone rose by 75.41% year-on-year, demonstrating remarkable growth resilience and strong market competitiveness.

The company's revenue growth was driven by multiple dimensions, primarily resulting from the combined effects of favorable macroeconomic policies, industrial upgrading trends, and the company's own innovation momentum. Together, these factors supported the steady improvement of overall performance. On one hand, macroeconomic policies continued to strengthen support for public welfare and technological innovation, and the implementation of medical equipment renewal policies further released procurement demand from domestic healthcare institutions. Leveraging its technological strengths and comprehensive product portfolio in high-end medical imaging, the company actively captured these opportunities, contributing to steady growth in the China market. On the other hand, facing uncertainties in the global trade environment, the company took a forward-looking approach by optimizing its global supply chain layout and diversified sourcing system, effectively mitigating external risks and ensuring stable progress in its overseas operations. Business in Europe and the United States continued to grow at a robust pace, serving as a key driver of the company's global expansion.

Meanwhile, the company continued to advance its innovation-centered product strategy, continuously launching differentiated mid- to high-end products. Significant shipment growth was achieved across key modalities including MR, CT, MI, XR, and radiotherapy, covering mid-range, high-end, and ultra-high-end systems. The collaborative growth of multiple product lines further optimized the company's overall business structure and strengthened the quality and sustainability of its revenue growth.

From a regional perspective, the China market exhibited a stable upward trend supported by policy implementation and recovery in healthcare demand. With its comprehensive product portfolio, continuous technological innovation, and premium customer service, the company achieved domestic revenue of RMB 6.866 billion in the first three quarters of 2025, up 23.70% year-on-year, fully reflecting the recovery and structural upgrading trend in the domestic medical equipment industry.

The overseas market continued its strong growth momentum, serving as a major incremental

contributor to the company's revenue. The company further deepened its global layout, leveraging leading product performance, a well-developed supply chain system, and localized service capabilities to continuously expand its market share in key regions. In the first three quarters of 2025, overseas revenue reached RMB 1.993 billion, a year-on-year increase of 41.97%, with the proportion of overseas revenue rising to 22.50%, becoming a core engine of the company's global growth.

From a business structure perspective, the service business maintained robust growth. Supported by an installed base of over 37,300 systems worldwide, a mature supply chain, and an integrated "R&D-manufacturing-sales-operations" digital management system, the company's overall operational efficiency continued to improve. In the first three quarters of 2025, revenue from after-sales services increased by 28.44% year-on-year to RMB 1.243 billion, accounting for 14.03% of total revenue, becoming a key driver for stable growth and improved profitability.

Looking ahead to the full year, the company is expected to continue benefiting from the global medical equipment replacement cycle and sustained demand for high-end imaging systems. Driven by technological innovation, the deepening of international operations, and enhanced monetization of service capabilities, United Imaging Healthcare is well positioned to achieve simultaneous growth in both revenue and profit in 2025, laying a solid foundation for sustainable, high-quality growth in 2026.

Question 2

How about the performance of United Imaging Healthcare's overseas markets in the first three quarters of 2025? Has the pace of overseas project conversion and revenue recognition accelerated in the second half compared with the first half? Considering the significant changes in the international trade environment in 2025, what is the outlook for overseas growth for the full year and next year?

Answer:

In the first three quarters of 2025, as the company continued to deepen its global expansion, the growth potential of overseas markets was increasingly realized. During the reporting period, overseas revenue reached RMB 1.993 billion, a year-on-year increase of 41.97%, with the proportion of overseas revenue rising to 22.50%, up 2.31 percentage points from the same period last year. Overseas business has become a key strategic engine for the company's overall growth.

By region, North America maintained strong growth momentum. Despite external factors such as U.S.-China tariff policies, the company achieved year-on-year revenue growth of over 50% in the region, demonstrating robust resilience. As a core market for global medical technology innovation, the company has been expanding in the U.S. since 2018, deepening collaboration with top academic institutions and industry key opinion leaders (KOLs) to establish a global high-end brand demonstration system centered on "integrated innovative equipment and research services." By the end of the reporting period, the company's high-end imaging equipment covered approximately 90% of U.S. states, with nearly 500 systems installed, including over 200 PET/CT units widely recognized by leading clinical and research institutions.

Service business in North America also performed exceptionally well. With the expansion of the installed base, increasing customer stickiness, and maturing maintenance consumption habits, service revenue in the U.S. grew over 80% year-on-year, becoming an important pillar of sustained growth in the region. During the reporting period, McGill University's The Neuro institute in Canada introduced the country's first ultra-high-sensitivity whole-body PET/CT—uMI Panorama GS—further demonstrating the company's technological leadership in molecular imaging. In early December, the company is scheduled to launch several innovative imaging devices and a full line of ultrasound products at the RSNA conference, supporting continued high growth in the U.S. market for the full year.

The European market delivered particularly outstanding performance, with revenue more than doubling year-on-year, becoming a key growth engine in the company's globalization strategy. In core markets such as the U.K., France, Germany, and Northern Europe, multiple high-end systems were installed, including new-generation flagship products such as uMI Panorama GS and uMI Panvivo, demonstrating effective new product rollout. France successfully expanded new channels, while orders in Central and Eastern Europe were active, with single-quarter orders including uCT 868, uCT 960+, uMI Panvivo, and uMR Omega, reflecting sustained demand for high-end imaging equipment in the region.

At the same time, the establishment of demonstration centers (showsites) in core European markets further enhanced brand influence. France's leading nuclear medicine group, Centres de Médecine Nucléaire du Morbihan (CMNM), formally introduced uMI Panvivo at its Amiens European clinic and praised the system as "revolutionizing clinical practice"; Germany's top medical centers officially launched uMI Panorama GS, reflecting the company's growing brand recognition in Europe's high-end PET/CT segment. Meanwhile, the company continued strengthening its localized teams and channel management in Europe, including the introduction of key positions and a Key Account Management (KAM) system, to deepen client relationships, enhance business efficiency, and solidify long-term market foundations.

The Asia-Pacific market rebounded steadily after adjustments in the first half of the year, achieving double-digit growth in the first three quarters of 2025. In Singapore, the company successfully secured a PET/CT procurement project with the IHH group and completed installation at Singapore General Hospital (SGH), establishing deep cooperation with leading regional medical institutions and consolidating its position as a benchmark in the high-end market. With the continued improvement of the regional supply chain and enhanced coordination efficiency, the Asia-Pacific market maintains substantial long-term growth potential, and full-year growth is expected to remain stable.

In emerging markets, the company maintained strong development momentum, continuously expanding market presence and achieving significant breakthroughs. During the reporting period, adhering to its "high focus, high impact, one core with multiple wings" globalization strategy, the company successfully replicated its advanced product portfolio, end-to-end service system, and localized operational experience from mature markets to emerging countries, accelerating multi-region synergistic growth. In the first three quarters of 2025, revenue from emerging markets

increased nearly 30% year-on-year. In Turkey, the company secured its first 5T Jupiter MRI order, formally introducing its ultra-high-end product line to the Middle East; in Kuwait, the first uMI Panorama 35 was signed and delivered, marking substantial progress in the Gulf region; in Morocco, uMI Panvivo 30 and PET/MR systems were delivered for the first time, enabling nuclear medicine solutions in North Africa and supporting regional healthcare advancement.

Overall, with continued global market demand and the implementation of the company's strategic initiatives, the structure of overseas revenue has become more balanced, supported by a strong backlog of orders. Since the second half of the year, the pace of key project deliveries and revenue recognition has clearly accelerated, with North America, Europe, and core Asia-Pacific projects entering concentrated implementation, improving order-to-revenue conversion efficiency. On this basis, overseas business is expected to maintain high-speed growth for the full year of 2025, providing a solid foundation for the further deepening of globalization and performance growth in 2026.

Question 3

With the upcoming launch of ultrasound products, what preparations and promotion strategies has the company implemented for sales and channels? How does the company view the synergy between ultrasound and its existing product lines in sales channels? What is the expected revenue contribution from ultrasound next year?

Answer:

For the upcoming launch of ultrasound products, the company has developed a systematic market strategy and promotional plan, with clear arrangements for sales channels and product-line synergy. Strategically, the ultrasound business is centered on “full coverage, high performance, and digital intelligence,” aiming to provide globally controllable clinical ultrasound products and comprehensive solutions to healthcare institutions. The company continues to invest in technology development and product deployment, focusing on building industry-leading high-performance imaging platforms, breakthroughs in key sensor technologies, development of next-generation intelligent imaging algorithms, and optimization of clinical diagnostic workflows, striving to achieve efficient and precise imaging diagnosis across diverse clinical applications.

Through years of technological accumulation and product development, the company has established a scalable ultra-high-channel hardware platform and intelligent software platform capable of supporting a full range of needs from basic functions to advanced research applications. The company has also completed a full product line covering ultra-high-end, mid-range, portable, and handheld wireless ultrasound systems, enabling comprehensive coverage of major clinical scenarios. Moving forward, the company will continue to invest in core components, high-performance algorithms, and intelligent capabilities to drive the performance of next-generation products.

In terms of market promotion and channel development, the company plans to simultaneously launch the full line of ultrasound products in key domestic and international markets, with a global rollout expected from the end of this year into early next year. Promotional strategies include collaborations with top-tier medical institutions for demonstration and research projects to create

benchmark cases, leveraging these exemplars to drive market expansion. The company is coordinating sales and service resources, first establishing a domestic benchmark network, and then steadily expanding internationally to ensure coverage of key regions.

On November 12, the company will hold a major domestic launch of its full-line ultrasound products. In early December, at the RSNA conference, the company will further launch multiple innovative imaging devices and the full ultrasound lineup, enhancing the U.S. product portfolio. Leveraging the high-end brand demonstration system already established in the U.S., which integrates “innovative equipment with research services,” the company aims to amplify brand influence and continue its high-impact international strategy, enhancing the global presence of its ultrasound business.

Regarding channel synergy, the ultrasound products will fully leverage existing channel resources from the company’s imaging, radiotherapy, and molecular imaging product lines, achieving efficient coordination and cross-promotion within the sales system. This approach will not only enhance end-user recognition of the company’s comprehensive solutions but also create differentiated competitive advantages in centralized and regional procurement.

Overall, with the staggered launch of ultrasound products and accelerated global market deployment, the company expects the ultrasound business to begin contributing to revenue from next year onward, further strengthening its competitive position in the global high-end imaging equipment market.

Question 4

How would you evaluate United Imaging Healthcare’s net margin performance for the first three quarters of 2025 and for Q3 specifically? How has the company managed expenses, and what is the full-year outlook?

Answer:

In the first three quarters of 2025, United Imaging Healthcare maintained strong profitability, operational efficiency, and expense control while achieving continuous revenue growth. Net margin performance showed a steady improvement, and overall operating quality was significantly enhanced.

Firstly, benefiting from a recovering domestic market, rapid overseas expansion, an increasingly diversified product portfolio, and the accelerated launch of innovative products, the company recorded a net profit attributable to shareholders of RMB 1.120 billion, a year-on-year increase of 66.91%. Net margin attributable to shareholders reached 12.65%, up 2.99 percentage points year-on-year. Excluding non-recurring gains and losses, net profit attributable to shareholders amounted to RMB 1.053 billion, up 126.94% year-on-year, reflecting a marked improvement in the profitability of the company’s core operations. The primary drivers of profit growth were revenue expansion, optimized product mix, higher proportion of overseas high-margin business, and continued operational efficiency improvements.

Regarding expense management, the company’s overall expense structure remained stable, with all

major expense ratios showing varying degrees of year-on-year decline, indicating simultaneous enhancement of operating quality and cost efficiency.

- 1) R&D expenses: For the first three quarters of 2025, R&D expenses totaled RMB 1.250 billion, down 5.11% year-on-year, with an R&D expense ratio of 14.11%, decreasing 4.83 percentage points. The company maintains a rational R&D investment structure with effective cost control. It is expected that the full-year R&D expense ratio will remain at a reasonable level. During the reporting period, the company maintained R&D efficiency while accelerating the commercialization of technological innovations, laying a solid foundation for next-generation product development and sustainable competitiveness.
- 2) Selling expenses: Selling expenses reached RMB 1.523 billion, with a ratio of 17.19%, down 0.84 percentage points year-on-year. During the reporting period, the company continued to expand its global sales, operations, and service teams, with new personnel focused on overseas markets to support rapid international business growth, promote brand globalization, and deepen market penetration. By the end of the reporting period, the sales network covered major developed and emerging markets, reaching over 15,700 medical and research institutions in more than 90 countries and regions. The company also established over 40 regional headquarters, sales platforms, and subsidiaries worldwide, with a service network covering more than 200 cities. In addition, investments in major international professional exhibitions and academic conferences were increased to strengthen customer experience and service capabilities. Moving forward, the company will continue to attract high-quality talent and build international teams to maintain a leading edge in technological innovation, market development, and customer service.
- 3) Administrative expenses: Administrative expenses showed moderate year-on-year growth, with a slightly lower expense ratio. The increase primarily reflected investments in information systems, digital management upgrades, and global administrative and compliance management. Overall expense control remained sound, and the full-year administrative expense ratio is expected to remain stable, demonstrating the company's balance and efficiency in refined management and global operations support.

In summary, in the first three quarters of 2025, United Imaging Healthcare achieved strong synergy among revenue, profit, and operational efficiency, with continued optimization of its expense structure and steady improvement in net margin, highlighting its operational resilience and core competitiveness. With the deepening of the globalization strategy and the rapid commercialization of innovations, the company expects profitability and operational capabilities to maintain robust growth throughout the full year and beyond, laying a solid foundation for sustainable long-term development.

Looking ahead to 2026, as business scale continues to expand and international operations accelerate, the company plans to maintain strategic investments in sales and R&D to support key product line expansion, market penetration, and technological innovation. By continuing refined expense management and resource optimization, R&D and selling expense ratios are expected to

remain stable, achieving a balanced combination of growth and efficiency, further consolidating the company's leading position in the global high-end medical imaging market.

Question 5

What are the core advantages of United Imaging Healthcare's photon-counting CT (PCCT) technology? What are the unique differentiated values of the dual wide-bore dual-source CT uCT SiruX and the photon-counting CT uCT Ultima? How do the two systems create synergy within the product portfolio?

Answer:

From both industry and clinical perspectives, photon-counting CT (PCCT) technology remains in a relatively early stage, just entering the market and clinical application. United Imaging Healthcare has consistently invested heavily in R&D in this field. After overseas competitors launched PCCT products, domestic companies quickly followed, and United Imaging leveraged its independent technology to introduce a highly competitive product—China's first photon-counting spectral CT, uCT Ultima—becoming the first Chinese company to achieve commercial deployment of photon-counting spectral CT globally. In terms of imaging performance, uCT Ultima is the first domestic PCCT system to achieve ultra-high-resolution imaging and precise spectral imaging across multiple body regions.

Building a photon-counting CT system involves not only detector innovation but also upgrades across the imaging chain, system architecture, and technology platform. Compared with conventional CT, it places higher demands on data acquisition, transmission, processing, and image reconstruction. If these aspects do not fully overcome technical bottlenecks, the system's and detector's potential may not be fully realized, forcing compromises between low-noise, high-resolution scanning, spectral imaging, and scan coverage, thereby limiting clinical applicability and research capability.

The core advantages of uCT Ultima are its industry-first high-definition and spectral photon-counting imaging across the full detector collimation field:

- 1) Outstanding detection capability: uCT Ultima is equipped with the latest 0.2 mm pixel photon-counting detector, enabling ultra-high-definition full-body imaging across the entire collimated field, providing leading spatial resolution and fine-detail visualization.
- 2) High-speed intelligent processing: The system supports rapid and intelligent data transmission and processing, maintaining both ultra-high-definition imaging and spectral imaging at maximum system rotation speed without compromising spatial resolution or spectral performance.
- 3) Low-dose, high signal-to-noise ratio: Accurate electronic noise control combined with AI-based deep learning reconstruction algorithms allows significant radiation dose reduction while maintaining high image quality.
- 4) Full-chain system innovation: Innovations across detectors, system calibration, and

reconstruction algorithms enable precise photon energy recovery, effectively addressing systemic challenges in spectral imaging and improving material decomposition quantification, providing richer and more accurate diagnostic information.

Overall, leveraging independently developed high-performance detectors and system platform innovations, uCT Ultima achieves leading capabilities in spatial resolution, spectral accuracy, low-dose imaging, and full-body coverage, delivering integrated high-definition spectral imaging. It demonstrates distinct advantages in cardiovascular, neurological, oncology, and research applications, establishing differentiated market competitiveness.

Meanwhile, the dual wide-bore dual-source CT uCT SiruX and photon-counting CT uCT Ultima create complementary advantages in technology platform, product positioning, and market orientation, forming a high-end CT portfolio that covers all clinical scenarios and balances diagnostic and research applications.

Regarding value differentiation, CT system value is determined by multiple factors, including image quality and diagnostic information such as spatial resolution, temporal resolution, coverage, spectral capability, and functional imaging. Photon-counting CT excels in spatial resolution and spectral imaging but does not inherently enhance temporal resolution, coverage, or perfusion imaging. In contrast, dual wide-bore dual-source CT achieves high temporal resolution and wide coverage, supporting full-body high-definition dynamic imaging, while also offering spectral and perfusion imaging. It demonstrates excellent clinical efficiency, applicability, and cost-effectiveness, with broad general utility.

In terms of portfolio synergy, uCT SiruX focuses on efficient clinical and dynamic functional imaging for high-frequency applications, including cardiovascular and standard spectral imaging, while expanding new research dimensions in dynamic functional imaging. uCT Ultima focuses on ultra-high-definition full-body and spectral imaging for research applications. Together, the two systems provide complementary imaging capabilities and application depth, covering the full spectrum from routine diagnostics to research breakthroughs. Comprehensive hospitals benefit from deploying both systems to enhance diagnostic efficiency and research capacity, while specialized hospitals can select a single system or combination based on core business needs, optimizing diagnostic capability and effectiveness.

Overall, the “dual wide-bore dual-source CT + photon-counting CT” combination represents not just a product portfolio but a strategic integration of two technology platform architectures. With supply chain optimization and ongoing reduction in photon-counting detector costs, the two platforms are expected to further converge, driving high-end CT toward full functional and quantitative imaging, strengthening precision imaging capability, and consolidating United Imaging’s technological leadership and market competitiveness in the high-end CT sector.