



華潤醫藥集團有限公司

China Resources Pharmaceutical Group Limited

2020 Interim Results

August 2020



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Financial Review

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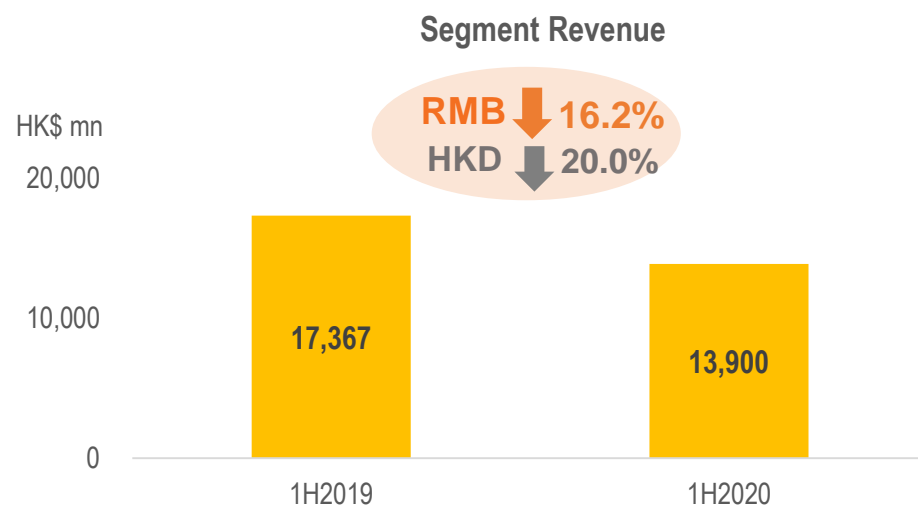
Development Strategy

4

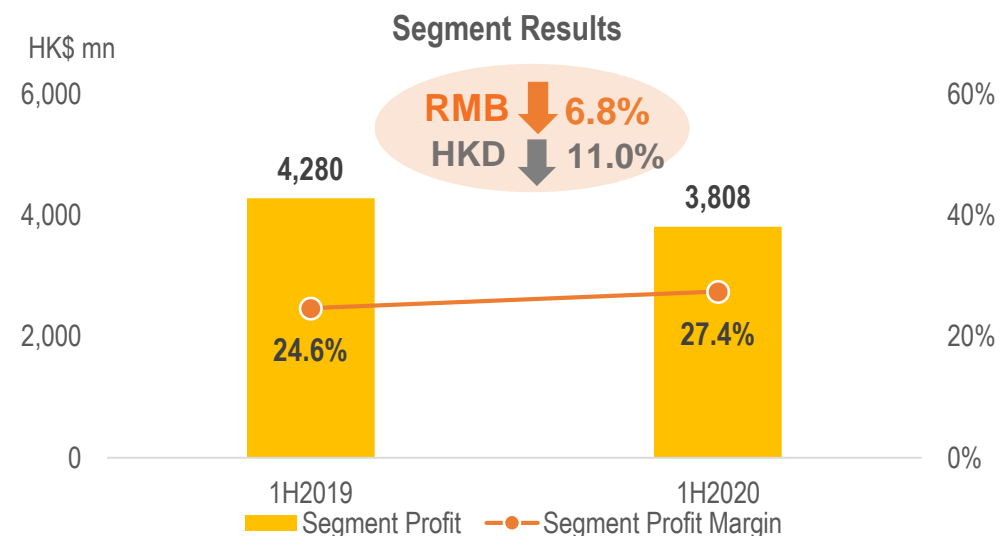
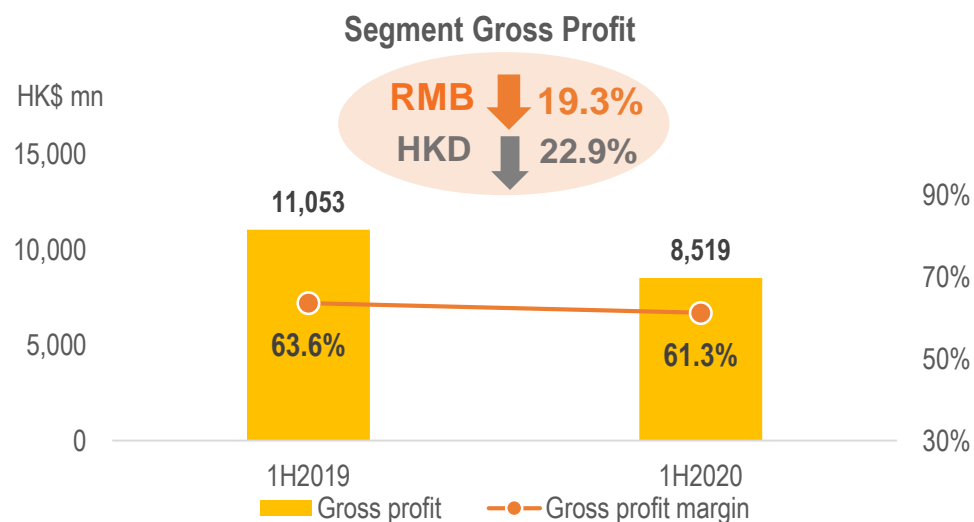
Appendix

Revenue decreased 12.3% YoY, Net profit attributable to shareholders excluding one-off items increased 7.9% YoY

HK\$ mn	1H2019	1H2020	YoY(HKD)	YoY(RMB)
Revenue	101,923	89,387	-12.3%	-8.1%
Gross Profit	17,434	14,867	-14.7%	-10.7%
Operating Profit	5,950	5,622	-5.5%	-1.0%
Net Profit	4,683	3,648	-22.1%	-18.4%
Net Profit Attributable to Shareholders	3,035	2,577	-15.1%	-11.1%
EPS(HKD)	0.48	0.41		



- Segment revenue was HK\$13.9 billion, decreasing 16.2% YoY on a RMB basis, mainly due to the decline in revenue from prescription drug due to the impact of the COVID-19 pandemic, as well as the impact of Dong-E-E-Jiao's destocking
- Segment gross profit margin was 61.3%, decreasing 2.4 ppt YoY; segment profit margin was 27.4%, increasing 2.8 ppt YoY
- In 1H2019, chemical drugs, Chinese medicines, biological drugs and other products contributed 49.6%, 41.0%, 0.6% and 8.8%, respectively, of manufacturing segment revenue



Sped up the development and launch of new products to provide new drivers for long-term development

- **Fetoca®** is a new pediatric product launched by CR Double-Crane on Apr 23. It is the only product that passed the consistency evaluation of caffeine citrate injection in China.
- **Jiangzhong Lihuo Probiotics** is a gastrointestinal medicine newly launched by CR Jiangzhong Group on May 9. This product can improve the stability of intestinal flora, prevent and treat constipation and diarrhea, regulate the balance of intestinal flora, intestinal homeostasis, and effectively care for intestinal health.
- **“Little Gold Bar” Dong-E-E-Jiao Powder** and **“Yan Nu Jiao” Bird's Nest** were rolled out on April 24 and June 14, respectively, by Dong-E-E-Jiao. The Little Gold Bar is a new black technology product which is ready-to-drink at any time. Yan Nu Jiao Bird's Nest is a ready-to-eat bird's nest product to achieve a 1+1>2 nourishing effect with E-Jiao and Bird's Nest

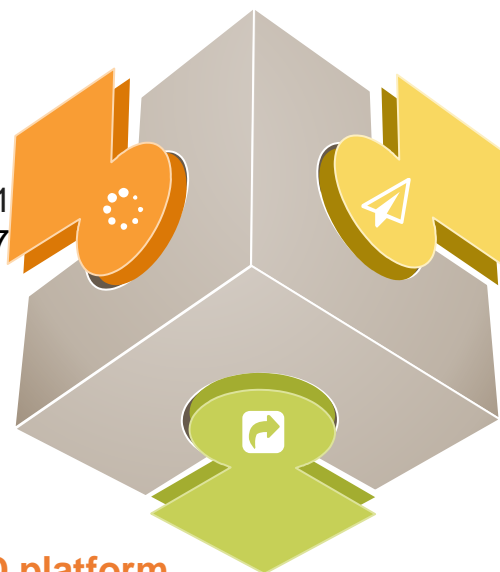


Implement M&A and international cooperation to expand business scope

- **Accelerate product acquisition through M&As:**
- CR Sanjiu completed the acquisition of the 100% equity interest in Aonuo Pharma at a consideration of RMB 1.42 billion. Its core product, calcium zinc gluconate oral solution, is with good market scale and growth potential. The acquisition will help to further improve CHC's category layout
- CR Sanjiu, together with CR Pharmaceutical Industry Fund and CR Innovation Fund, invested in Runsheng Pharmaceutical to obtain the exclusive rights in China to sell its asthma medicine, Salmeterolotecasone Powder Inhaler, with a total shareholding of 18.09%.
- CR Pharmaceutical Industry Investment Fund Increases capital to hold 31.25% stake in Dongying Tiandong Pharmaceutical
- **Strengthening international cooperation:**
- 11 international cooperation projects were signed in the 1H2020, including product introduction, joint venture, and research cooperation
- Since Aug 2020, CR Sanjiu will cooperate with NOVO Nordisk to market the Norditropin® product in China via contract sales model

Accelerate New Drug R&D, Enrich Product Line

- As of 30 June 2020, the Group had over 160 new products under research, including 68 innovative drugs under research; 14 biologics under research, of which 7 are innovative drugs, focusing on a number of different indications, including anti-tumor, immune, endocrine and other therapeutic areas.
- In 1H2020, the Group obtained 35 patent authorizations and newly applied 66 patents; 2 Class 1 new drug Pre-IND meeting requests were submitted; 7 products were submitted to NMPA for production registration and 2 products were approved; NIP292, a Class 1 innovative drug, was granted the orphan drug qualification for the treatment of idiopathic pulmonary fibrosis (IPF) by the FDA.

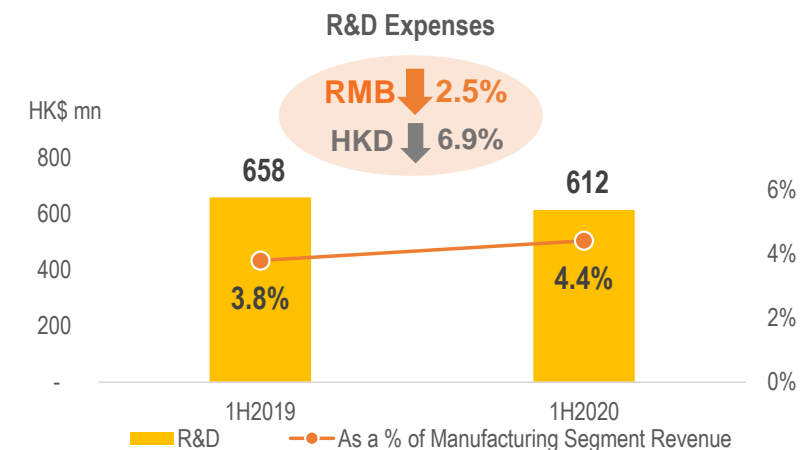


Increase R&D investment, Optimize R&D platform

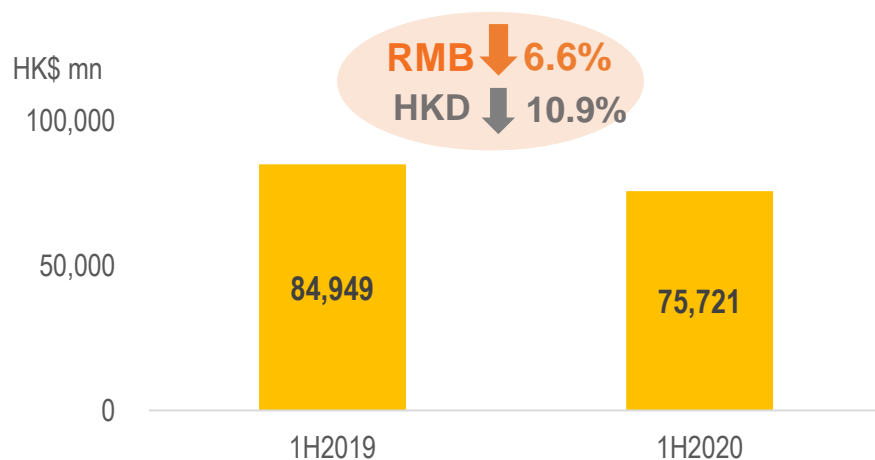
- Continuously increase investment in R&D, R&D expenditure was about HK\$612 million in 1H2020
- Have 3 engineering technology research centers certified by the state, 3 enterprise technology centers certified by the state, a postdoctoral research workstations, and over 940 research and development staff
- Integrating R&D resource, accelerate the construction of biopharmaceutical R&D platforms

Promote generic drug consistency evaluation and technical review of APIs

- In 1H2020, 3 products passed the consistency evaluation, including: montmorillonite powder, valsartan capsules and mifepristone tablets (200mg)
- By the end of 1H2020: 64 projects had been carried out for consistency evaluation; more than 10 projects had undergone bioequivalence clinical trials, of which sodium valproate tablets, irbesartan dispersible tablets, fluconazole sodium chloride injection, mannitol sodium chloride injection, completed for the application
- In 1H2020, the metoclopramide API passed the technical review by the NMPA evaluation center.

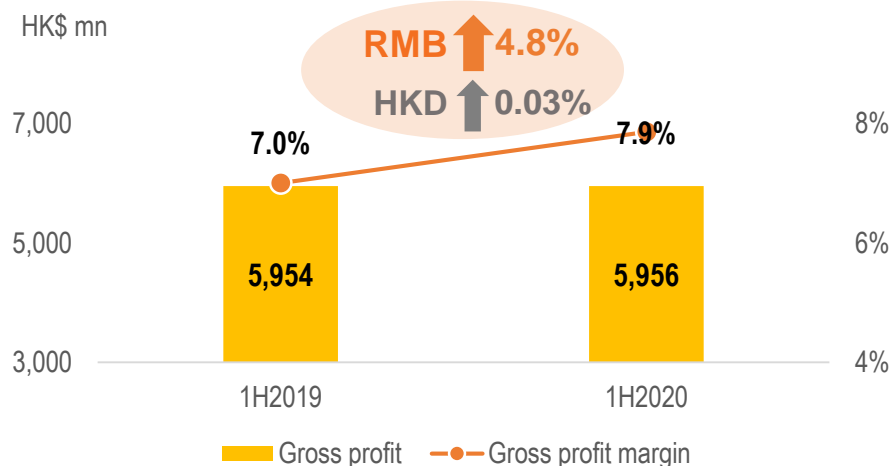


Segment Revenue

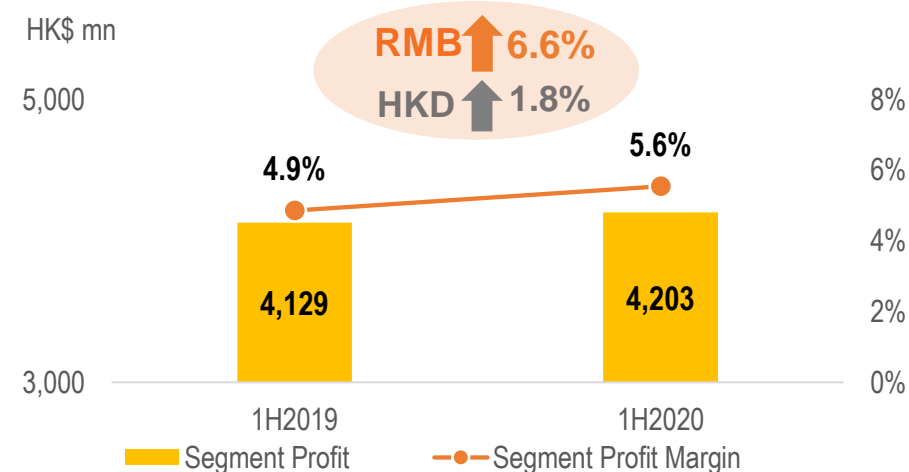


- Segment revenue in 1H2020 was HK\$75.7 billion, down 6.6% year-on-year in RMB terms; segment gross profit was HK\$6.0 billion, with a gross profit margin of 7.9%, up 0.9ppt year-on-year
- Continued to improve network coverage, covering 28 provinces with around 100,000 downstream customers, including 7,362 Class II and Class III hospitals (an increase of 363 compared to the end of the previous year)
- Strengthen the construction of modern logistics system of integration, specialization, scale and standardization, with 178 logistics centers. In 1H2020, third-party logistics revenue increased by over 50% year-on-year.
- Accelerate the business layout of the B2B online platform "CR Pharma e-store", which went live in 20 provinces, with online transactions volume of 11 billion yuan in 1H2020, increasing 24% year-on-year.

Segment Gross Profit



Segment Results



Increase Product Introduction, Leverage on Import Platform, Grow Rapidly in Medical Device Distribution

Introduce in high-quality products Involve in distribution of drugs under centralised procurement

- Set up product strategy committee at the Group level to strengthen product leadership and planning
- Strengthened and solidify strategic partnerships with upstream enterprises. Actively participated in the distribution of drugs under centralized procurement, obtained exclusive distribution rights in 19 provinces of cephalosporin. Obtained more than 20 distribution rights among 32 drugs in 13 provinces under the second batch of centralized procurement
- Accelerated the introduction of high-quality oncology drugs and innovative drugs, and added exclusive distribution rights of several products from Gilead, Abbott Laboratories, etc.

Take advantages of the import platform Extend international supply chain services

- As an import platform at the Greater Bay Area, subsidiary CR Guangdong Pharmaceuticals continued to leverage on its advantages to extend international supply chain services, cooperated with world-renowned pharmaceutical enterprises and medical diagnostic equipment companies
- Several of Gilead's innovative medicines in the fields of hepatitis B, hepatitis C and HIV/AIDS, including the new hepatitis C drug, Vosvir, are imported and distributed by CR Guangdong Pharmaceuticals.
- Cooperated with internationally renowned pharmaceutical companies, provided a total solution of high-precision virus testing in China

Promote professional development of medical device distribution business and gain rapid growth

- Set up headquarter of medical device business, set up independent medical device companies in 15 provinces
- In 1H2020, the medical device distribution business achieved revenue of nearly 10 billion yuan, an increase of 65% YoY, and has covered 28 provinces
- Extended to the production end, negotiated cooperation with 30 manufacturers
- Built a professional service model for SPD project on hospital drug supply chain management, rapidly promote joint venture, built professional service company for product introduction.

Secure Domestic Supply, Expand Overseas Export Business

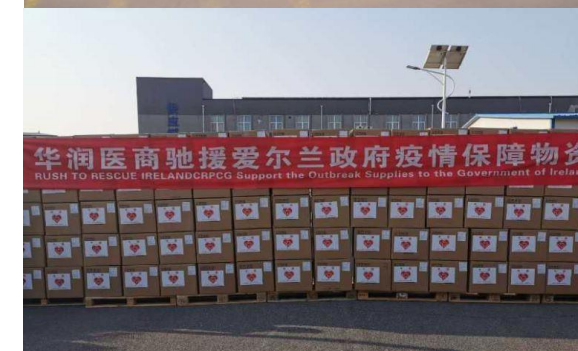
As control measures taken by the government achieve results in stages, domestic hospitals gradually resume routine medical services, the Group also gradually achieved a full resumption of work and production, and increased production and sales according to market supply and demand, actively adjusted marketing strategies, optimized product portfolios, accelerated business and marketing innovation, and actively captured short- and medium-term market opportunities. The Group will take various countermeasures and strive to achieve all business targets for the year.

Domestic – Assure Supply for Anti-Pandemic Medical Products

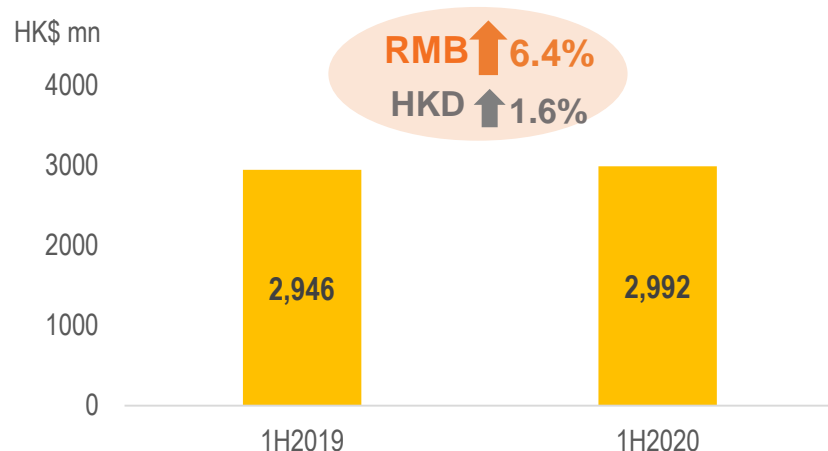
- Was designated as **the government's reserve and distribution unit** in many provinces and cities for anti-pandemic pharmaceutical supplies, shouldering the responsibility of ensuring supply and demonstrating the social responsibility of a state-owned enterprise
- 71 units of CR Pharmaceutical Commercial were included in the **provincial and municipal emergency drug shortage reserve units** to undertake requirements from the government
- In 1H2020, the Group **supplied anti-pandemic drugs and medical equipment that valued about 9.7 billion yuan** to provinces and cities across the country

Overseas - Expand Medical Device Supply Channels

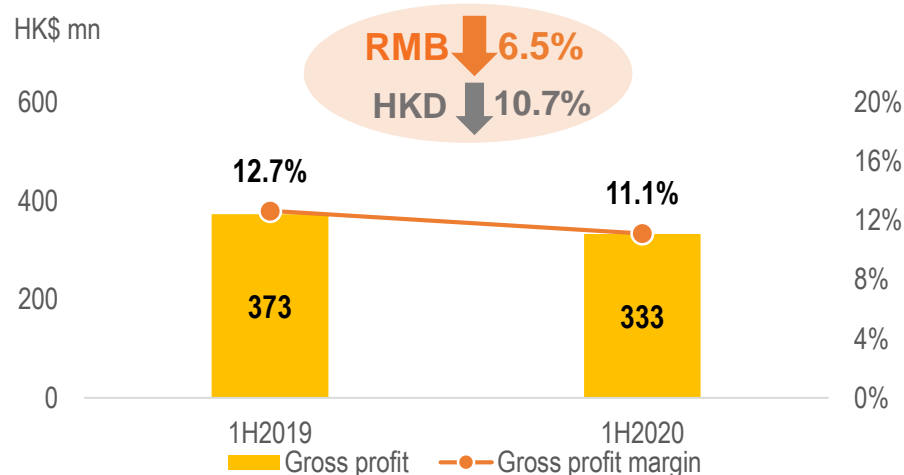
- Actively carried out international cooperation in combating pandemic, established a **command centre for the export of anti-pandemic supplies**, efficiently and extensively expanded international distribution channels, and carried out medical export business.
- Was in contacted with **17 countries**, including Italy, South Korea, Belgium, Ireland, the United Kingdom, and signed contracts for the export of anti-pandemic supplies valued over 2.4 billion yuan, **finished export of relevant anti-pandemic supplies valued over 2.1 billion yuan in 1H2020**
- Will continue to complete the export of the remaining materials, and to negotiate projects to undertake reserve supplies



Segment Revenue



Segment Gross Profit



- In 1H2020:
 - Retail segment achieved revenue of HK\$3.0 billion, an increase of 6.4% YoY in RMB terms, mainly due to the accelerated prescription outflow and the growth in retail pharmacy development
 - Segment gross profit was HK\$0.3 billion, segment gross margin was 11.1%, down 1.5ppt YoY, as price of several drugs involved in national negotiation in DTP business decreased
- By the end of 1H2020, the Group had 854 retail pharmacies, of which 178 are DTP pharmacies, covering 86 cities in China
- Systematically sorted out the retail resources in each region and carried out asset integration. Continuously improved hardware and software and standardized operations, completed the full coverage of the retail ERP system, and built platform for centralized procurement
- Actively expanded DTP specialty pharmacy, which achieved revenue of about 2.0 billion yuan in 1H2020, increasing 4% YoY

Develop Internet Medical Projects, Create New Retail System

Internet medical services grew rapidly during the pandemic period, speed of prescription outflow and the development process of “Internet+” in the pharmaceutical industry accelerated. In 1H2020, the Group set up new retail division and the internet medical division to integrate internal resources, accelerate external cooperation, and to create a new out-of-hospital retail system via promoting innovation business such as the “combination of medical and health care”, “pharmacy + diagnosis and treatment” and “Internet + pharmacy”

Started new retail business

- **Established new retail division**

Set up new retail division to undertake the planning and implementation of B2B, B2C, O2O, and other out-of-hospital Internet retail business systems

Accelerate business layout and expansion, online transactions of B2C and O2O business in 1H2020 reached nearly one million yuan

- **Accelerated external cooperation and resources integration**

Signed strategic cooperation with Guangdong KAD Digital Health Technology and Chengdu Quanyuantang Pharmacy, respectively, to implement new retail strategy of “internet + pharmaceutical”

Accelerated to integrate internal resources of Teck Soon Hong, OTC supply chain and online business



Set up internet medical business

- **Established internet medical business division**

Applied Internet technology to break through the traditional model, upgraded to a platform-based development strategy, and promote the self-innovation of the "Internet + medical / pharmaceutical / insurance" market service model.

- **“Internet hospital + prescription circulation platform” project was launched in various cities**

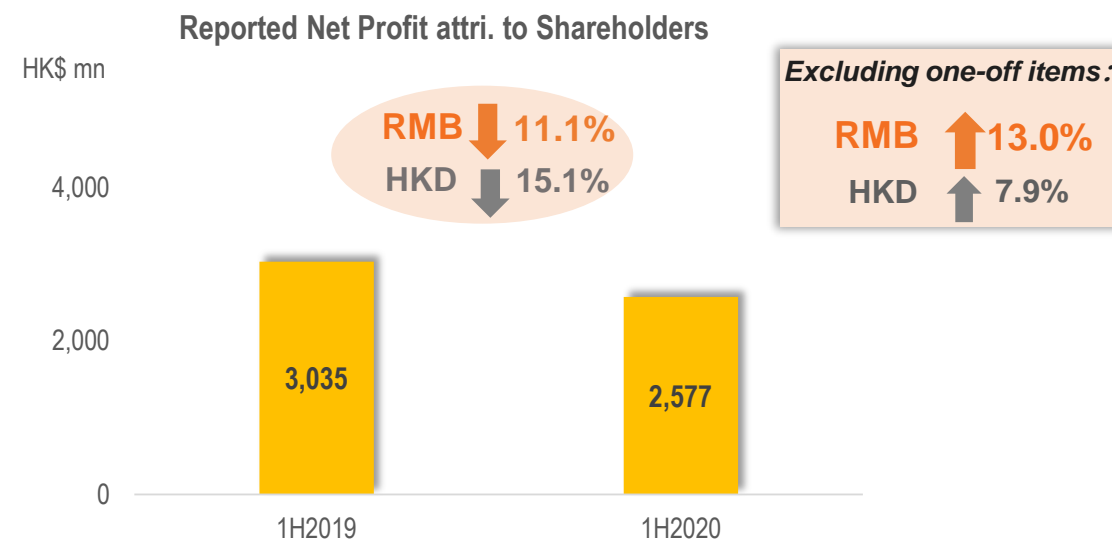
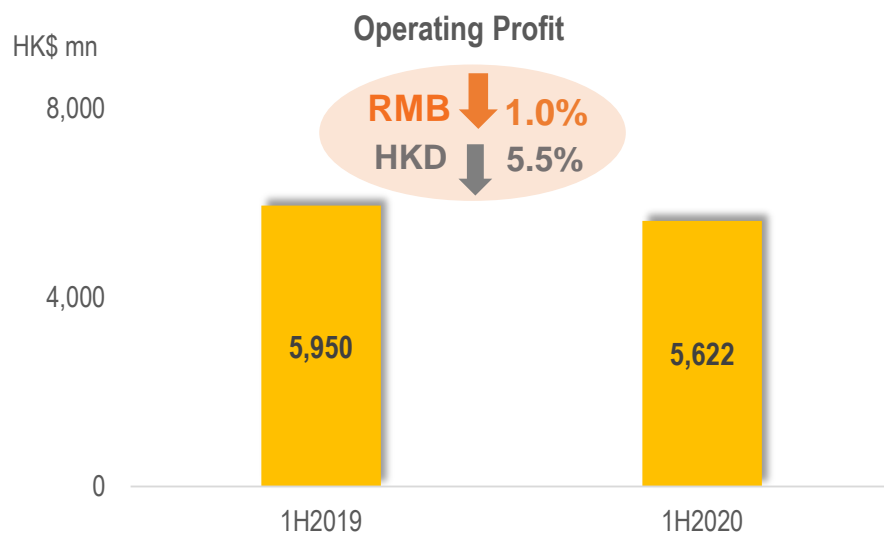
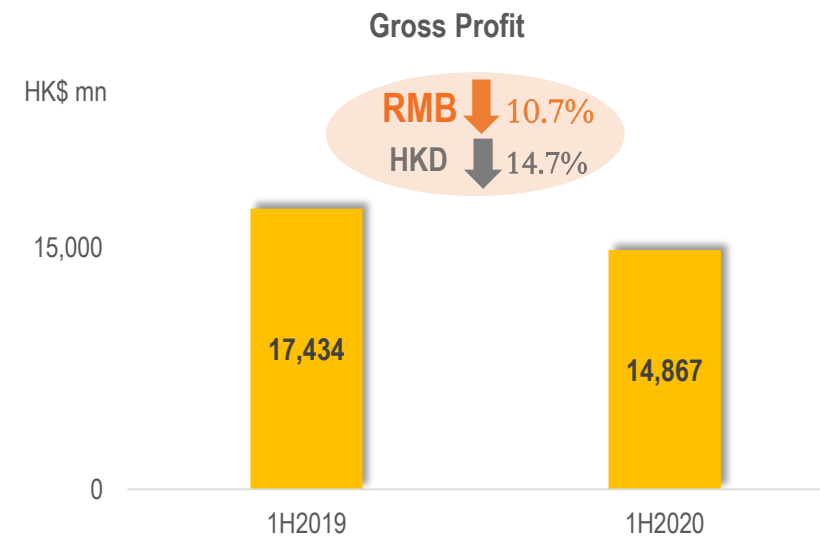
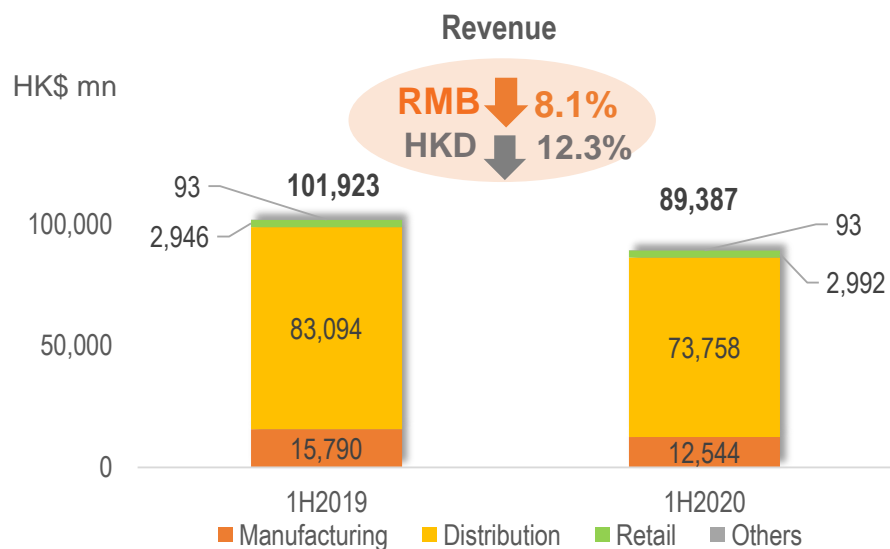
Lunched the first Internet hospital in Guangdong province that was collaborate with a local hospital; The number of outflowing prescriptions by the children’s hospital in Beijing, where the online platform is set, have increased significantly

- **Cooperated with leading internet hospital platform**

Signed a strategic cooperation agreement with the Shandong Province Internet Medical Insurance Health Group and WeDoctor to carry out Internet medicine supply chain cooperation. CR Tianjin Pharmaceuticals became one of the two distribution providers in Tianjin province that provide distribution business to WeDoctor’s internet hospital

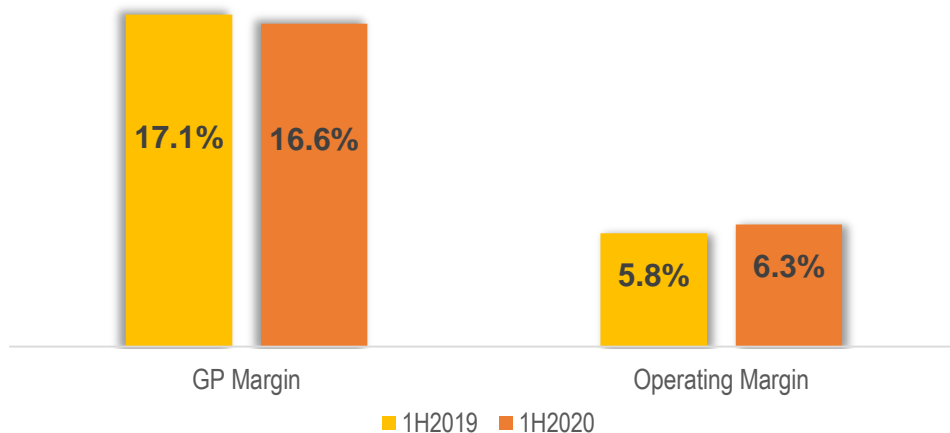
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Key Financials

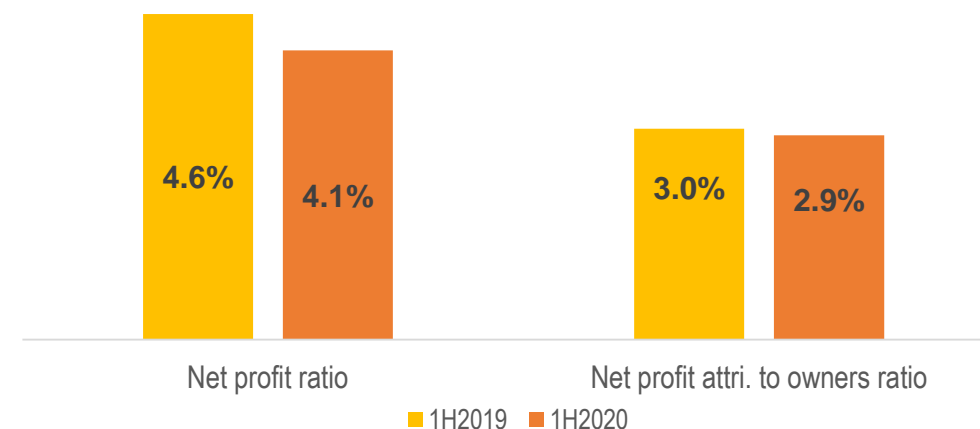


Profit Margin and Operating Cash Flow

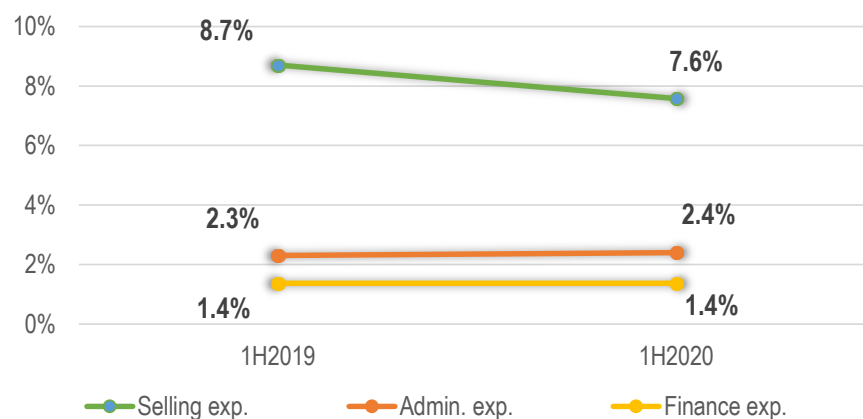
GP Margin & Operating Margin



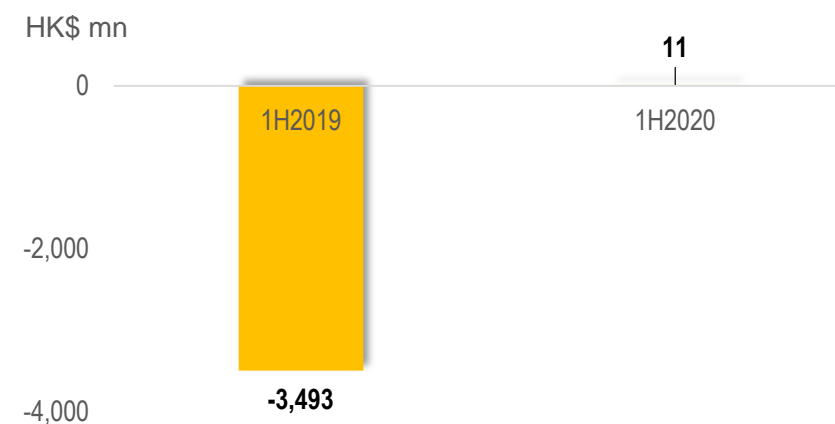
Net Profit Ratio



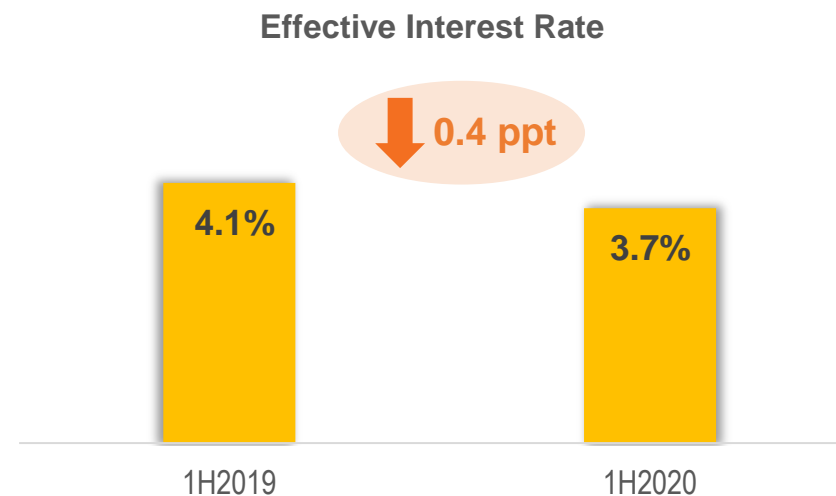
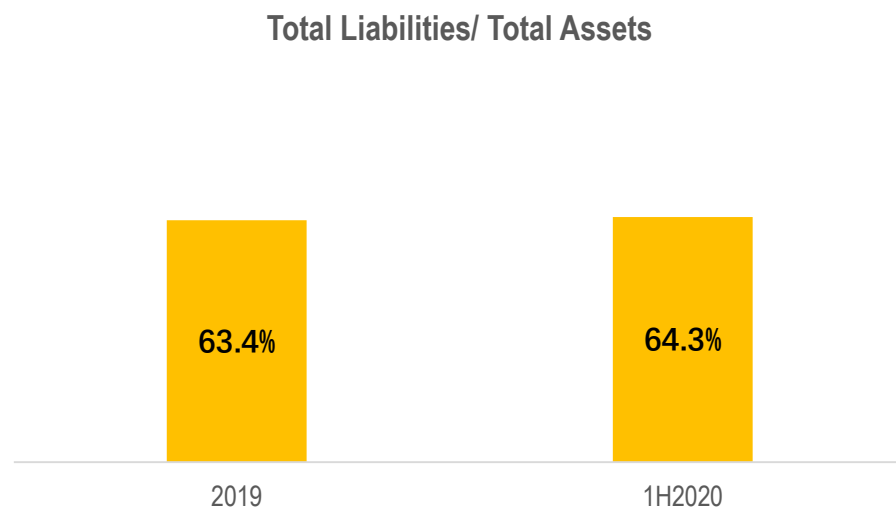
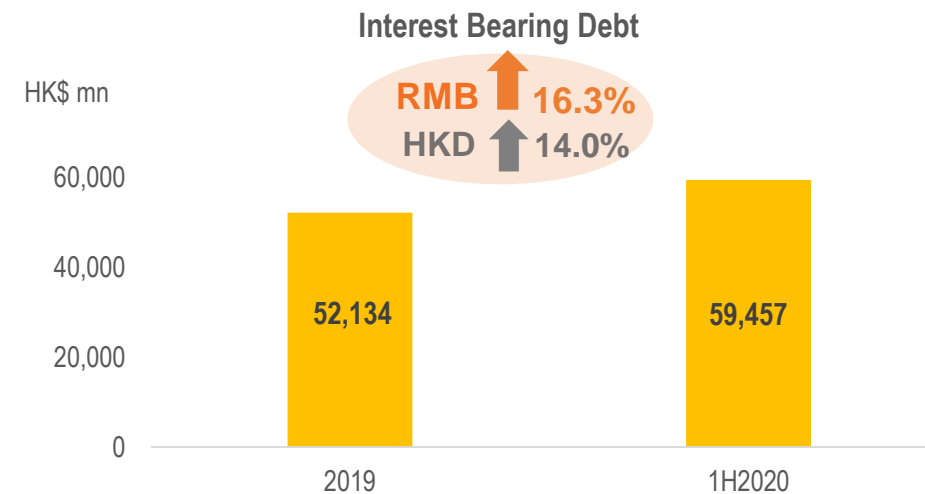
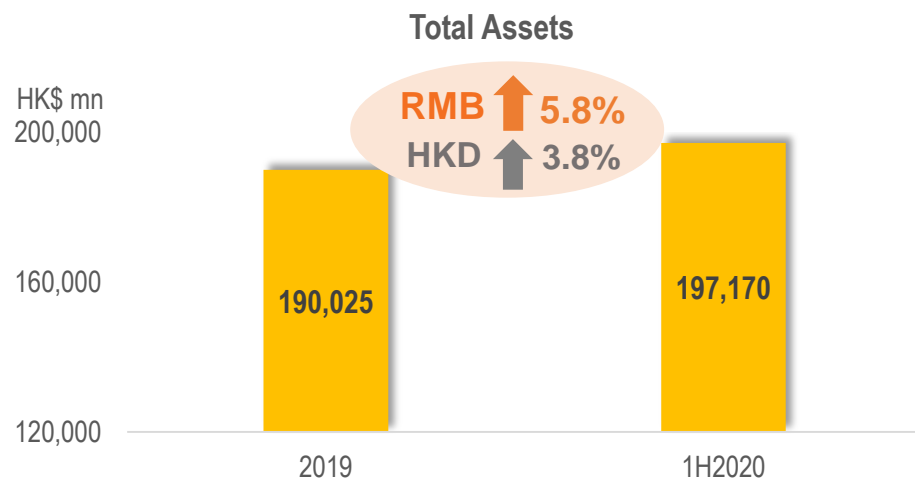
Operating Expense Ratios



Net Cash from Operating Activities

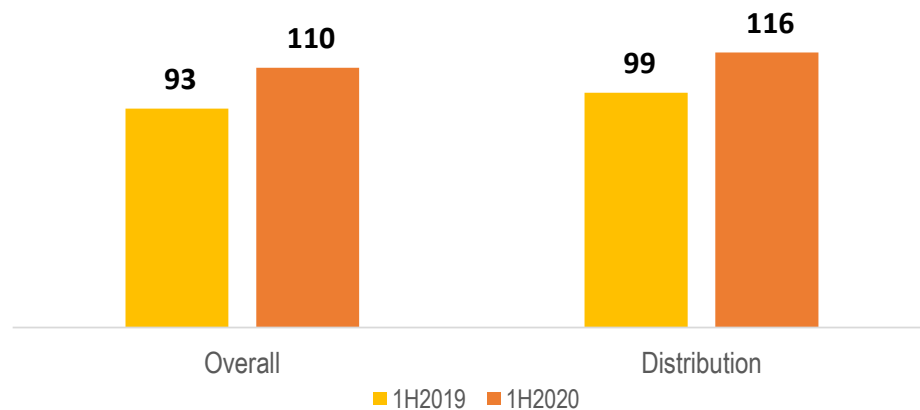


Debt Ratio and Average Financing Cost

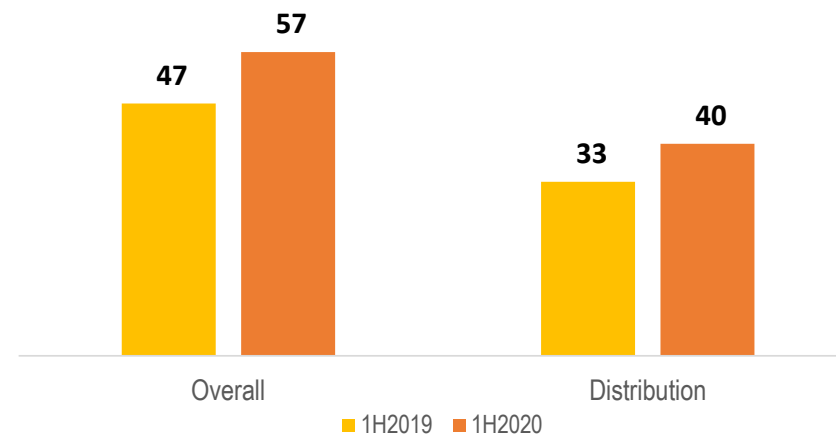


Working Capital Turnover

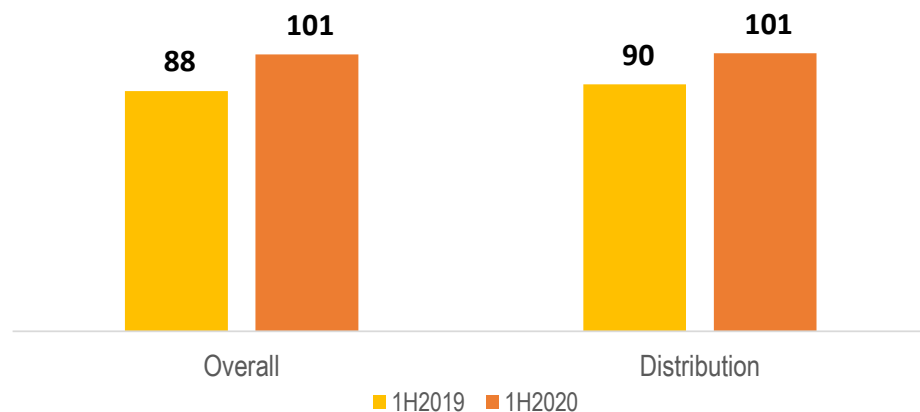
Trade Receivable Turnover Days



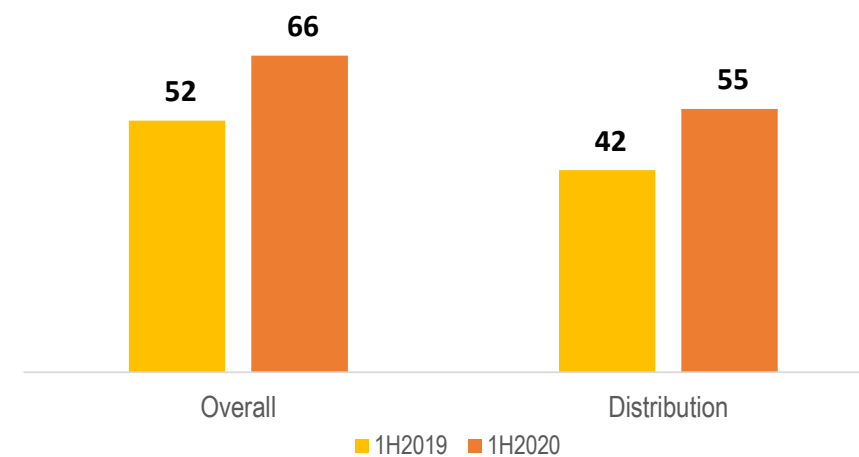
Inventory Turnover Days



Trade Payable Turnover Days



Cash Conversion Cycle



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Launch the '14th Five-Year Plan'

- In view of the current competitive environment, market challenges and development objectives, the Group conducted all-round studies on strategic direction, business selection, competitive strategies and development initiatives to gain an in-depth understanding of the development strategies; and systematically reviewed the Group's core capabilities, interpreted industry policies, and intended to accurately judge trends and explore development opportunities in new business areas, so as to comprehensively promoting the formulation of the "14th Five-Year Plan" strategy.
- Seize the development opportunities in the Greater Bay Area and actively integrate from aspects of the health industry, technological innovation and international cooperation.

Manufacturing

Focusing on core areas, strengthening brand advantages, enriching product portfolios, and promoting the transformation and upgrading of the pharmaceutical manufacturing business

Distribution

Sharpening the competitive edge, optimising the business structure, forging a smart pharmaceutical supply chain service provider, and realising the transition from traditional distribution business to an intelligent and professional integrated service provider

R&D

Strengthening R&D Innovation, optimising the innovative R&D system, building an innovative and technological platform for biopharmaceutical drugs, and accelerating the acquisition of high-quality products

M&A

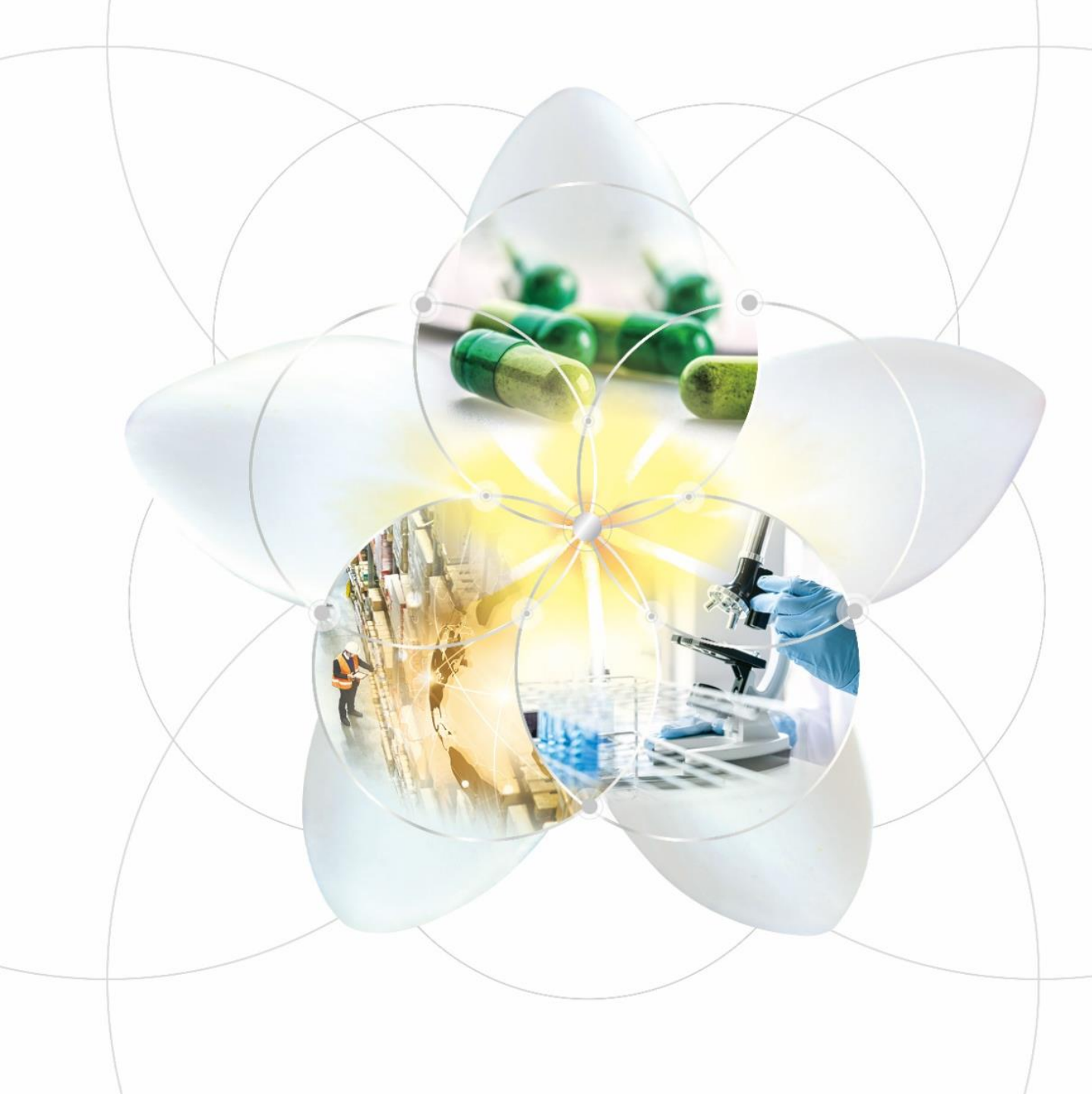
Expediting mergers and acquisitions, consolidating competitive advantages and business growth

International Cooperation

Expand and diversify international cooperation, accelerate acquisitions of high-quality resources and cutting-edge technologies to comprehensively enhance competitiveness

Integrated Operation

Promoting business synergies and resource integration, optimising resource allocations and operational efficiency



Thank you
Q&A

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Appendix 1: Income Statement

HK\$ mn	1H2019	1H2020	YoY
Revenue	101,923	89,387	-12.3%
Gross Profit	17,434	14,867	-14.7%
Gross Profit Margin	17.1%	16.6%	
Operating Profit	5,950	5,622	-5.5%
Operating Profit Margin	5.8%	6.3%	
Net Profit for the Company	4,683	3,648	-22.1%
Net Profit Attributable to Shareholders	3,035	2,577	-15.1%
Net Profit Margin Attributable to Shareholders	3.0%	2.9%	
EPS (HK\$)	0.48	0.41	

Appendix 2: Balance Sheet

HK\$ mn	2019 Dec 31	2020 June 30
Total assets	190,025	197,170
PPE	16,322	15,909
Goodwill	19,306	19,953
Trade and receivables	63,772	64,093
Inventories	22,332	24,654
Bank and cash	12,524	13,384
Total liabilities	120,443	126,724
Trade and other payables	60,077	58,269
Bank borrowings	31,066	41,595
Bonds payable	7,952	7,915
Total equity	69,582	70,446
Shareholders' equity	40,711	41,790
Current ratio	1.25	1.20
Total debt	52,134	59,457
Net debt	39,610	46,073
Net debt / total equity	0.57	0.65

Appendix 3: 1H2020 Performance by Segment

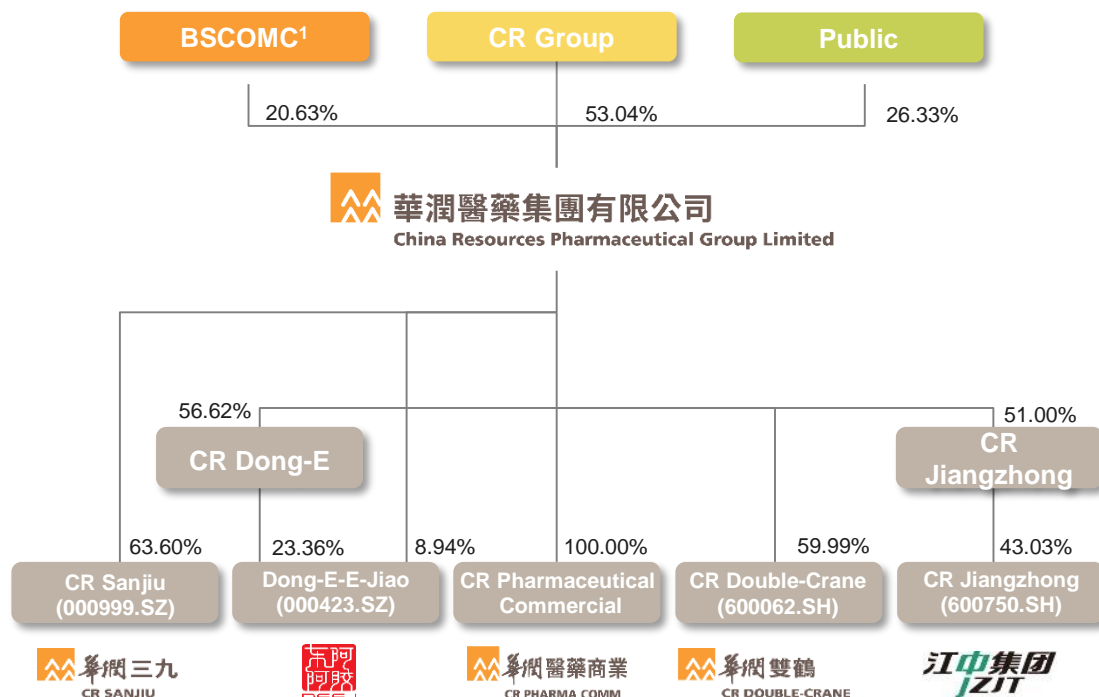
HK\$ mn	Manufacturing	Distribution	Retail	Others	Total
External Revenue	12,544	73,758	2,992	93	89,387
Segment results	3,808	4,203	-20	59	8,050
Other income					655
Other gains & losses					(471)
Admin expenses					(2,148)
Other expenses					(498)
Share of profits of associates and joint ventures					75
Finance costs					(1,508)
Finance income					334
Profit before tax					4,490

Appendix 4: Corporate Profile

Principal Business

- A leading integrated pharmaceutical company in China
- Principally engaged in the manufacture, distribution and retail of pharmaceutical and healthcare products

Shareholding Structure



Share Information

- Listed on the SEHK on 28 Oct 2016 (stock code: 3320.HK)
- Issued shares: 6,283mn¹
- Market cap: HK\$28.1bn²
- Inclusion in key capital market indices:
 - **FTSE Index Series**
 - Global Equity Index (Large Cap)
 - FTSE All-World Index
 - FTSE All Cap (LMS) Index
 - **Hang Seng Index Series**
 - Composite Large Cap Index
 - Mainland Healthcare Index
 - Healthcare Index
 - Large-Mid Cap Value 50 Index
 - **CR Pharm and two of its A-share listed subsidiaries (CR Sanjiu/ Dong-E-E-Jiao) have been included in MSCI China Index**
 - **Hang Seng Stock Connect Hong Kong Index Series**
 - **Hang Seng Corporate Sustainability Benchmark Index**
 - **3 A-share listed subsidiaries (CR Sanjiu/CR Double-Crane/Dong-E-E-Jiao) have been included in FTSE Russell Global Index**

1. Beijing State-Owned Capital Operations and Management Centre (BSCOMC) is owned by Beijing SASAC

2. By the close of market on 30 Jun 2020

Appendix 5: Business Overview



華潤醫藥集團有限公司
China Resources Pharmaceutical Group Limited

Manufacturing

Revenue: HK\$13.9bn
Gross Profit: HK\$8.5bn

- One of the largest pharmaceutical manufacturers in China
- The largest OTC drug manufacturer in China
- Own well-known brand names in China – CR Sanjiu, Dong-E-E-Jiao, CR Double-Crane, CR Zizhu, CR Jiangzhong, etc.



- Manufacture over 540 pharmaceutical products
- Have more than 160 R&D projects in the pipeline, including 68 on innovative drugs, 14 biological R&D stage products, and set up new drug development platform NIP¹

Distribution

Revenue : HK\$75.7bn
Gross Profit : HK\$6.0bn

- The 3rd largest pharmaceutical distributor in China
- Owns about 200 subsidiaries and 178 logistics centers in 28 provinces
- Distribute over 160,000 types of products, comprising ~40,000 types of prescription drugs and ~20,000 OTC products
- Maintain long-term stable cooperation with over 10,000 international and domestic manufactures
- Serve around 100,000 downstream clients, including Class II and III hospitals, primary medical institutions, and retail pharmacies
- Run medical device distribution companies, with revenue contribution continues to grow

Retail

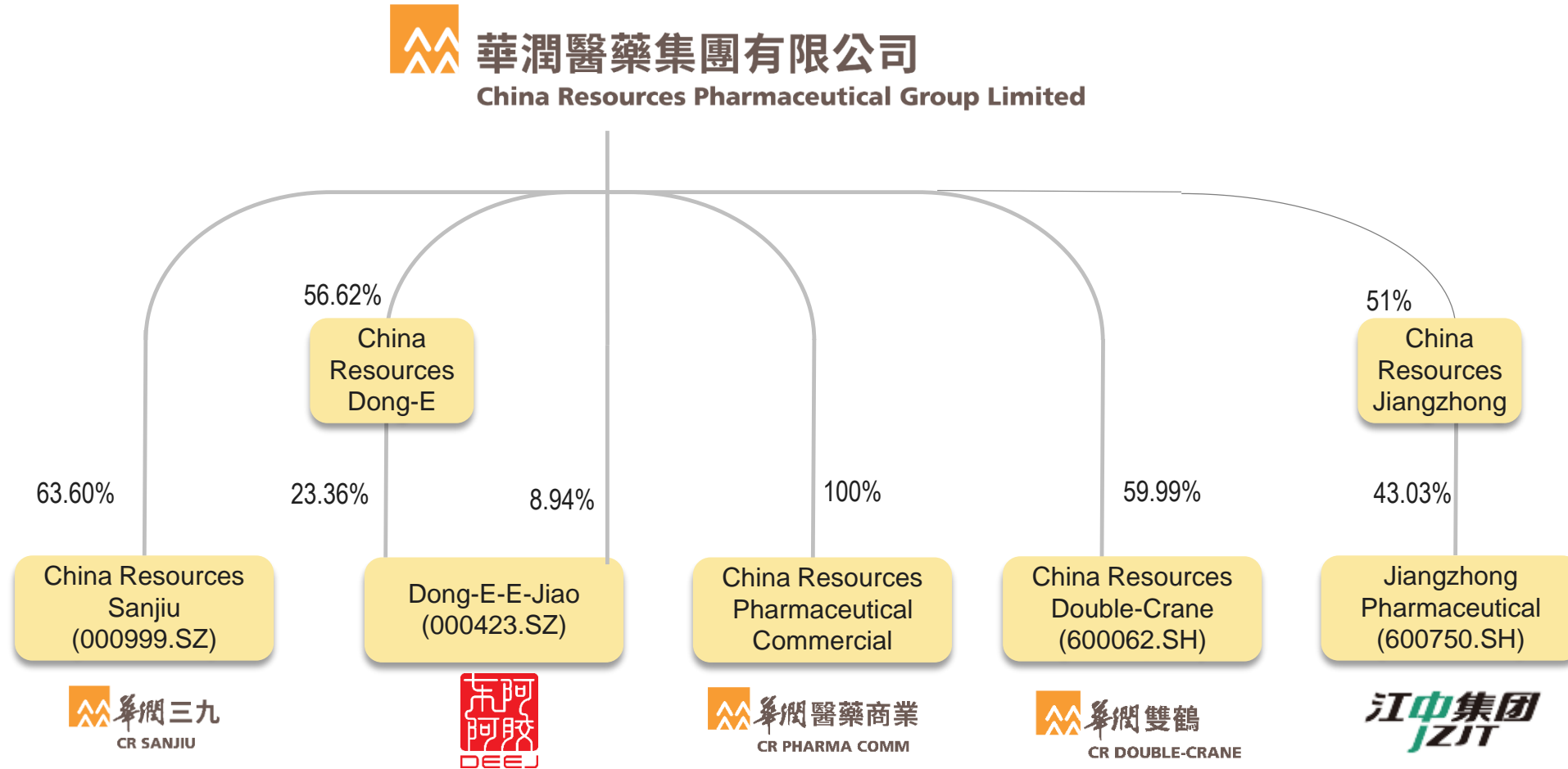
Revenue : HK\$3.0bn
Gross Profit : HK\$0.3bn

- Operate 854 retail pharmacies, 178 DTP pharmacies, covering 86 cities in China
- Own premium brand names, including CR Care, Yibaoquanxin, Li'an chain, Tung Tak Tong, Teck Soon Hong

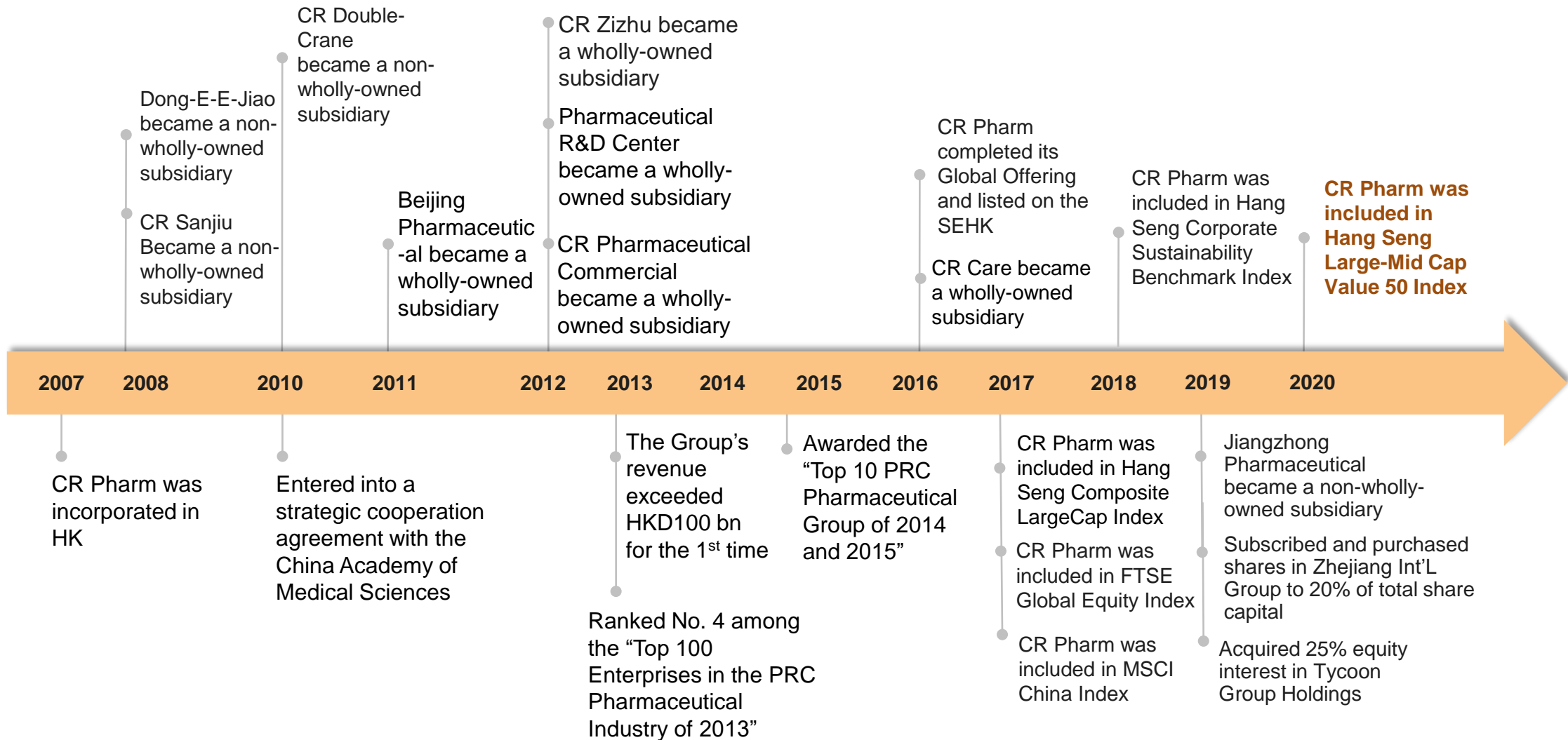


- Set new retail division and internet medical division to promote “combination of medical and health care”, “pharmacy + diagnosis and treatment” models, and to start out-of-hospital Internet retail business systems

Appendix 6: Corporate Structure










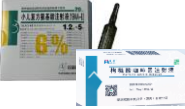




Appendix 7: Development Milestones



Appendix 8: Chinese Medicine & Nutritional Products

Major Product	Therapeutic Area	Major Product	Therapeutic Area
 <p>E-Jiao block (阿胶块) and compound E-Jiao syrup</p>	Blood tonic	 <p>Tianhe-branded Gutong patch (骨通贴膏), Tianhe Zhuifeng ointment (天和追风膏), and the Zhuanggu product series (壮骨系列)</p>	Orthopedics
 <p>Ganmaoling (感冒灵) and Compound Ganmaoling (复方感冒灵), Qiangli Pipalu (强力枇杷露)</p>	Cold and cough remedies	 <p>Shenfu injection (参附注射液), Shenmai injection (参麦注射液) and Shengmai injection (生脉注射液)</p>	Cardiovascular system
 <p>The Zhengtian (正天) product series</p>	Headache	 <p>Huachansu (华蟾素) and Javanica oil soft capsule (鸦胆子油软胶囊)</p>	Oncology
 <p>Sanjiu Weitai (三九胃泰), Qizhi Weitong (气滞胃痛), and Yinzhihuang (茵栀黄)</p>	Alimentary tract and metabolism	 <p>A portfolio of Chinese medicine formula granules comprised of over 600 products</p>	Chinese medicine formula granules (中药配方颗粒)
 <p>Xiao'er Ganmao granules (小儿感冒颗粒) and Xiao'er Zhike syrup (小儿止咳糖浆)</p>	Pediatrics	 <p>Xuesaitong soft capsules (血塞通软胶囊)</p>	Cardiovascular system
 <p>Jianweixiaoshi tablets (健胃消食片), Lacidophilin tablets (乳酸菌素片) and Lihuo Probiotics (利活益生菌)</p>	Alimentary tract and metabolism	 <p>Taohuaji (桃花姬) and Zhen Yan E-Jiao Cake (真颜阿胶糕) derived from our E-Jiao Chinese medicine product series</p>	Nutritional product series
 <p>Compound Caoshanhu tablets (复方草珊瑚含片)</p>	Oropharynx	 <p>Nutritional supplement and dietary supplement derived from core TCM</p>	Nutritional product

Appendix 9: Chemical Drugs

Major Product	Therapeutic Area	Major Product	Therapeutic Area
 <p>Compound Reserpine and Triamterene tablets (Hypertensive No. 0) (复方利血平氨苯蝶啶片(降压0号))</p>	Cardiovascular system	 <p>Cefazolin Sodium Pentahydrate for injection (Xintailin) (注射用五水头孢唑林钠 (新泰林))</p>	Anti-infectives
 <p>Amlodipine Besylate tablets (Yashida) (苯磺酸氨氯地平片(压氏达))</p>	Cardiovascular system	 <p>The peritoneal dialysis solution, or peritoneal dialysate</p>	Nephrology
 <p>Valsartan capsules (Suiyue) (缬沙坦胶囊(穗悦)) and Valsartan-Hydrochlorothiazide tablets (Fu Suiyue) (缬沙坦氢氯噻嗪片(复穗悦))</p>	Cardiovascular system	 <p>Calf Pulmonary Surfactant for injection (Kelisu) (注射用牛肺表面活性剂(珂立苏))</p>	Pediatrics
 <p>Pitavastatin Calcium tablets (Guanshuang) (匹伐他汀钙片(冠爽))</p>	Cardiovascular system	 <p>Pediatric Compound Amino Acid injection (小儿复方氨基酸注射液)</p>	Pediatrics
 <p>Gliquidone tablets (Tangshiping) (格列喹酮片(糖适平)) Metformin Sustained-release tablets (Buke) (二甲双胍缓释片(卜可))</p>	Alimentary tract and metabolism (Anti-diabetes)	 <p>Levonorgestrel tablets (左炔诺孕酮片), branded as Yuting and Golden Yuting</p>	Reproductive Health
 <p>Five basic types of IV solution container systems, namely glass bottle, plastic bottle, flexible bag, standing bag and BFS</p>	Large-volume IV infusion	 <p>Compound Dexamethasone Acetate cream (Piyanning) (复方醋酸地塞米松乳膏(皮炎平)) product series</p>	Dermatological Products