



**華潤醫藥集團有限公司**

**China Resources Pharmaceutical Group Limited**



# **2020 Annual Results**

**March 2021**

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# Revenue Decreased 2.0% YoY, Net Profit Attributable to Shareholders Excluding One-off Items Increased 16.0% YoY

HK\$ mn	2019	2020	YoY(HKD)	YoY(RMB)
<b>Revenue</b>	204,454	200,423	-2.0%	-1.2%
<b>Gross Profit</b>	34,018	32,294	-5.1%	-4.2%
<b>Operating Profit</b>	9,156	9,965	8.8%	10.0%
<b>Net Profit</b>	5,098	5,324	4.4%	7.3%
<b>Net Profit Attributable to Shareholders</b>	3,286	3,297	0.3%	3.8%
<b>EPS(HKD)</b>	0.52	0.52		

# Drive Coordination and Integration of Resources to Achieve Synergy, Fulfill Social Responsibility in Fighting Pandemic

## Achieve Cross-industrial sectors Synergy

- Established **Synergy Committee** to increase the sales revenue of pharmaceutical business through CR Pharm's own pharmaceutical distribution network, especially to promote cooperation in the collective purchase of medicines; internal industrial brands jointly showcased in the "September 15<sup>th</sup>" activity of CR Pharma e-Store, generating transaction amounts represented a YoY growth of more than 20%
- Advanced the implementation of industrial OTC **co-branding empowerment**, Dong-E-E-Jiao and CR Sanjiu jointly launched the dual-branded "E-Jiao Zhu" decoction pieces; CR Sanjiu, CR Jiangzhong, Dong-E-E-Jiao and CR Zizhu organized a **forum on new retail trends** together; Sanjiu and Jiangzhong Pharmaceutical set up a joint venture to promote the development of TCM granule business in Jiangxi

## Overall Plan Optimization and Integration of Internal Resources

- CR Biopharmaceutical increased its shareholding in CR Angde Biotech Pharma from 51% to 80% by way of equity acquisition, capital increase and share expansion
- CR Sanjiu announced its proposed acquisition of 100% shares in CR Care (Shenzhen) Pharmaceutical Chain Company, which would generate synergy in TCM business resources and branding



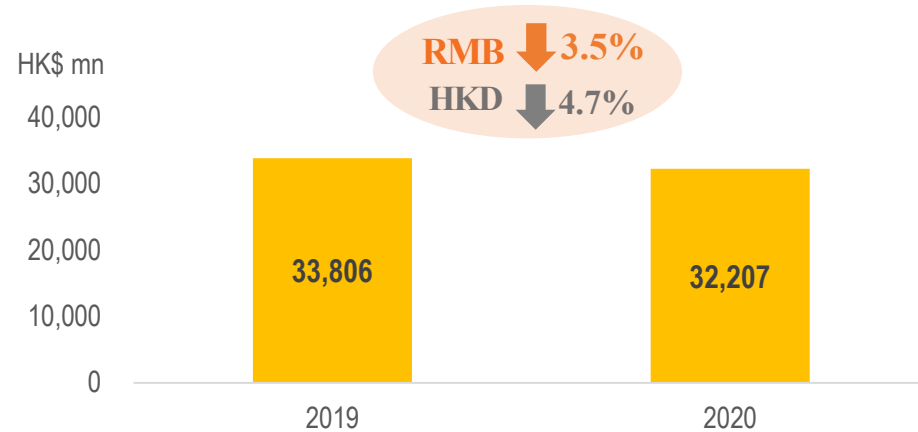
## CR Pharmaceutical Industrial Investment Fund Helps Improve Business Deployment

- CR Pharmaceutical Industrial Investment Fund, with presence in a number of areas, such as IVD and oncology drugs, has a role in strategic incubating new business, and has generated **business synergy** in terms of **R&D, pharmaceutical manufacturing and distribution**
- CR Sanjiu, CR Pharmaceutical Industrial Investment Fund and CR Innovation Fund jointly made an additional capital contribution to a respiratory medicine R&D and manufacturing company, Runsheng Pharmaceutical with jointly 18.09% equity interests in the company.
- CR Pharmaceutical Industrial Investment Fund and CR Double-Crane made acquisition of 31.25% and 38.75% of Dongying Tiandong Pharmaceutical. Products of Tiandong Pharma include heparin sodium and Enoch heparin sodium injection in the cardiovascular and cerebrovascular anticoagulant category.

## Ensure Supply of Anti-epidemic Materials and Fulfill Social Responsibilities

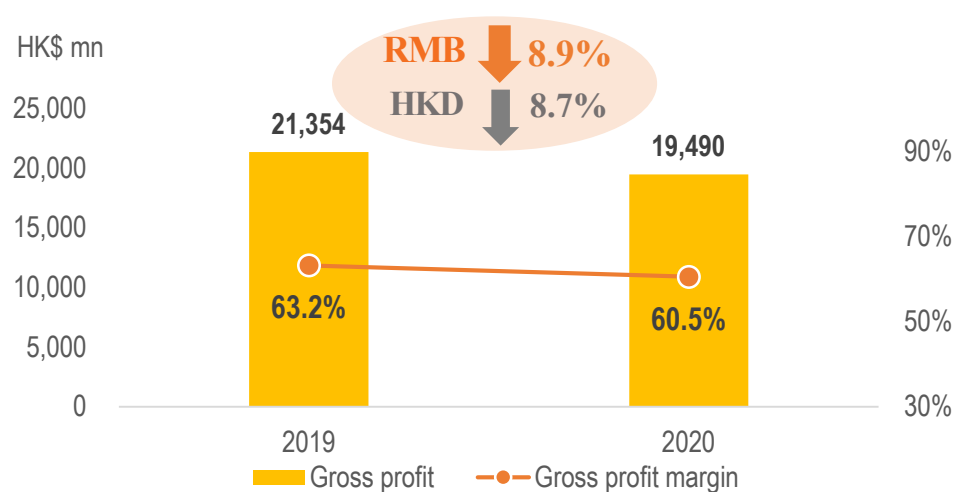
- Actively focused on resuming work and production, undertook challenging task of ensuring supply of pharmaceutical products in fulfilment of the commitment and social responsibility
- Supplied more than RMB12 billion-worth of anti-pandemic drugs and medical devices** to pandemic-stricken areas across the nation
- Big Health sector of CR Group cooperated in fighting the epidemic**, delivered over 140,000 pieces of anti-pandemic drugs and medical devices to the hospitals within CR Group

### Segment Revenue

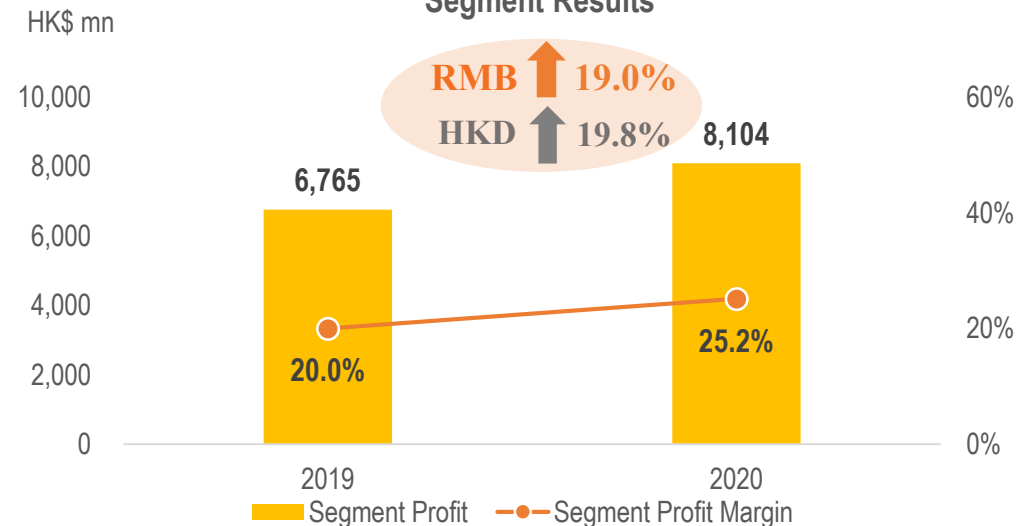


- Segment revenue was HKD32.2 billion, decreasing 3.5% YoY on a RMB basis, mainly due to the decline in revenue from prescription drug due to the impact of the COVID-19 pandemic and centralised procurement
- Segment gross profit margin was 60.5%, decreasing 2.7 ppt YoY; segment profit margin was 25.2%, increasing 5.2ppt YoY
- For 2020, the percentage of pharmaceutical sales revenue contributed by chemical drugs, TCM, biopharmaceutical drugs, and other products were 45.9%, 45.0%, 0.5%, and 8.6%, respectively

### Segment Gross Profit



### Segment Results



# Product Research and Development

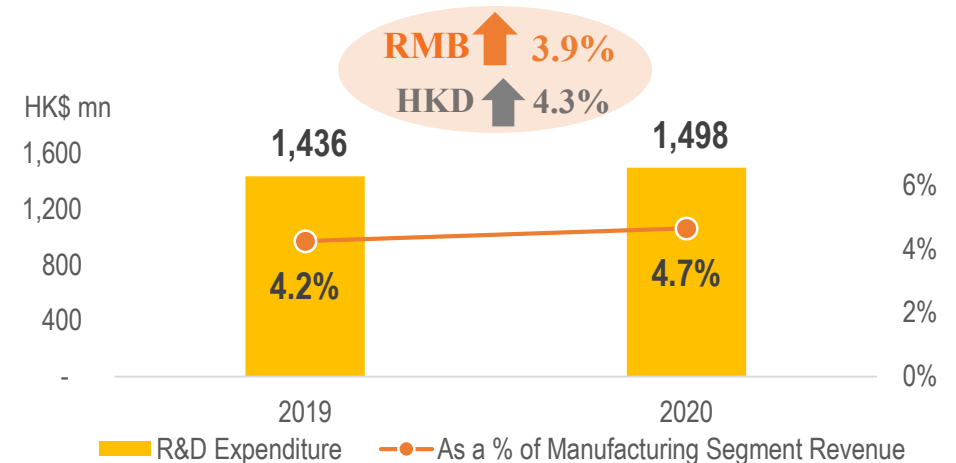
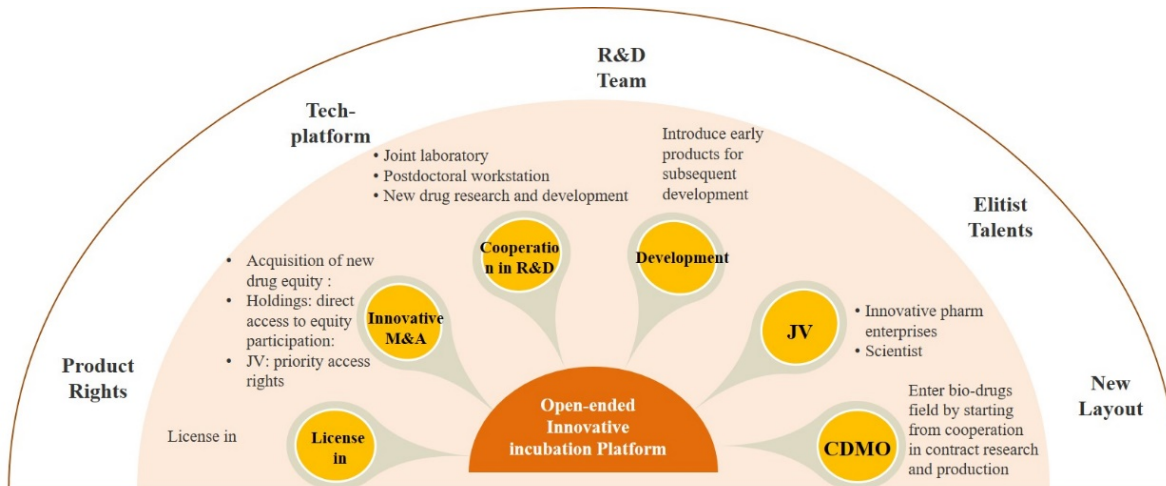
## Optimize R&D Platform, Innovation Incentive Mechanism

- Established joint laboratory with **Research Institute of Tsinghua University in Shenzhen**, benefiting diversifying capital resources , by adopting R&D team stock ownership mechanism to stimulate vitality of team
- Sped up efforts in building of platform of new drugs, constructed and **completed an early-stage R&D platform for small molecule new drugs and antibody drugs**, and acquired a R&D technology platform for peptide drugs and biochemical extract drugs through participation
- Operated 3 State-certified **engineering technology research centers**, 3 State-certified **enterprise technology centers** and post-doctoral research workstations with a R&D team comprising over **1,200 staff members**

## Expedite R&D of New Drugs and Consistency Evaluation, Enrich Product Pipeline

- As of 31 December 2021, **around 200 products in R&D pipeline, including 68 new drugs**
- In 2020, applications for manufacturing and registration for 14 products, among which **6 products were granted for production and 7 products passed Consistency Evaluation**
- NIP292, a Class I innovative drug** was granted orphan drug status for treatment of idiopathic pulmonary fibrosis (IPF) by FDA
- NIP046, a Class I self-innovative drug** was given approval to the commencement of clinical trial of the rheumatoid arthritis indication by NMPA

## Growing Investment in R&D Activities



# Stepped up M&A to Explore New Opportunities for Development

## Planned to Acquire Boya Biological, Set foot in Blood Products Field

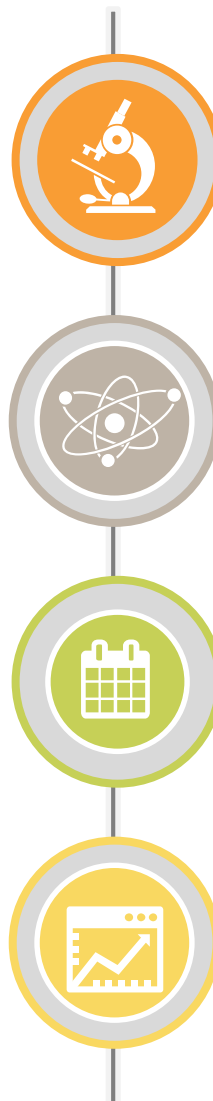
- CR Pharmaceutical planned to acquire 30.00% equity of Boya Biological, in the meantime, were proposed entrusted 10.97% of the equity corresponding to voting rights
- Set foot in blood products field to speed up the development of bio-drug product sector

## Acquire Dongying Tiandong to Diversify Cardiovascular and Cerebrovascular Anticoagulant Products

- CR Pharmaceutical Industrial Investment Fund and CR Double-Crane made acquisition of total 70% of **Dongying Tiandong**
- Further **diversify its portfolio of cardiovascular and cerebrovascular anticoagulant products** and secure a platform for anticoagulant technologies to facilitate business expansion into premium, high-end generic drugs such as bio-pharm

## Acquire Peptides Biotech, Conduct to CR Double Crane Layout in Biopharmaceutical Sector

- CR Double-Crane **acquired 33.33% equity of Peptides Biotech** by way of equity acquisition and capital increase
- Principal product of Peptides Biotech is peptides
- The acquisition is conducive to CR **Double-Crane establishing its presence in the biopharmaceutical sector** to accelerate its transformation and upgrade



## Accomplished Acquisition of Aonuo and Improved Deployment in CHC

- CR Sanjiu **completed the acquisition of the 100% equity interest in Aonuo** (China) in January 2020
- The calcium and zinc gluconates oral solution of Aonuo is a major calcium supplement for children in China with a sizeable market and sound growth potential
- To achieve synergy and build paediatric health leadership brands as well as major product lines

## Add Capital Contribution to Runsheng, Filling the Void of CR Sanjiu in Inhalation Dosage Products

- CR Sanjiu, CR Pharmaceutical Industrial Investment Fund and CR Innovation Fund jointly **made an additional capital contribution to Runsheng** Pharmaceutical
- CR Sanjiu obtained the sales rights in China for Runsheng's product salmeterol fluticasone inhalation powder, effectively filling the void of CR Sanjiu in **inhalation dosage** products

## Continuously Optimize Investment Portfolio for Broader Layout of Industrial Fund

- CR Pharmaceutical Industrial Investment Fund develops, on an ongoing basis, investment portfolios aimed at biopharmaceuticals, innovative drugs and TCM **at various stages** and pharmaceutical distribution
- **Invested in a number of pharmaceutical and health companies** : Runsheng Pharm、Dongying Tiandong、Guangjing Biology、Grand Life Science & Technology, etc.



# Accelerate New Product Launch and Digital Marketing Transformation, Sped up International Cooperation and Comprehensive Bio-Drug Business Development

## Accelerated Development and Launch of New Products to Provide New Growth Driver

- Launched a number of new products in a bid to drive long-term sustainable growth of the manufacturing segment
- CR Double-Crane launched a new product in the field of pediatrics – “**Fetoca®**” in April 2020, used for the treatment of premature newborn primary apnea; CR Jiangzhong launched a new product “**Jiangzhong Lihuo Probiotics**”, effective for procuring intestinal health; Dong-E-E-Jiao launched a new instant and portable technology product “**Little Gold Bar Dong-E-E-Jiao Powder**”; Dong-E-E-Jiao joined forces with CR Sanjiu to launch the dual-branded “**E-Jiao Zhu**” decoction pieces and launched products of new bird’s nest; CR Sanjiu received the first domestic Drug Registration Certificate for the fifth-generation Ceftriaxone Sodium for Injection in China; CR Double-Crane launched **Pregabalin Capsule** mainly used in the treatment of post-herpetic neuralgia

## Step up with International Cooperation to Explore New Opportunities for Development

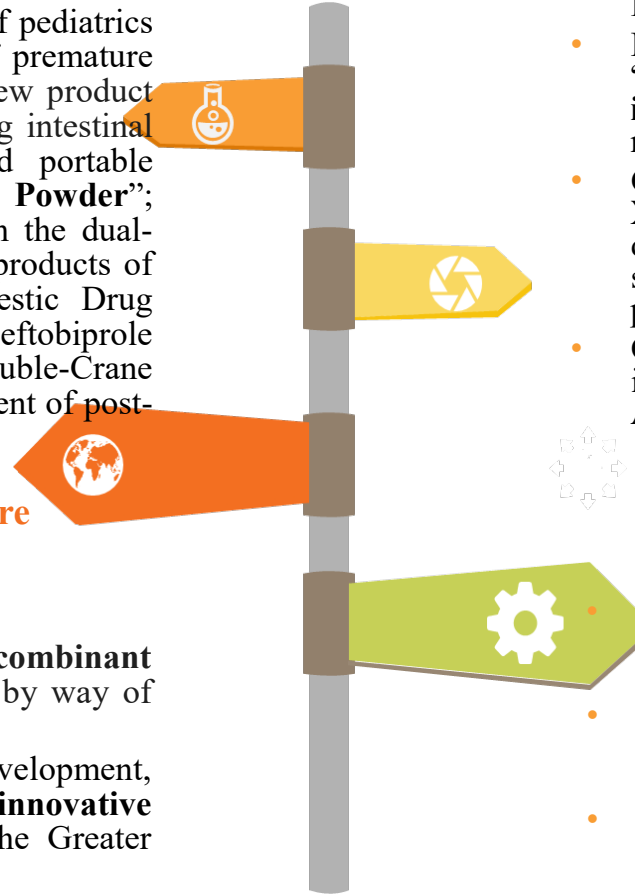
- Signed **35 international cooperation projects** in 2020
- CR Sanjiu and NOVO Nordisk co-promoted the **Recombinant Human Somatropin Injection (RHSI)**, Norditropin® by way of contract sales in Mainland China
- CR Sanjiu obtained the exclusive rights for the development, production and commercialisation of **ONC201, an innovative pharmaceutical product for glioma treatment**, in the Greater China region

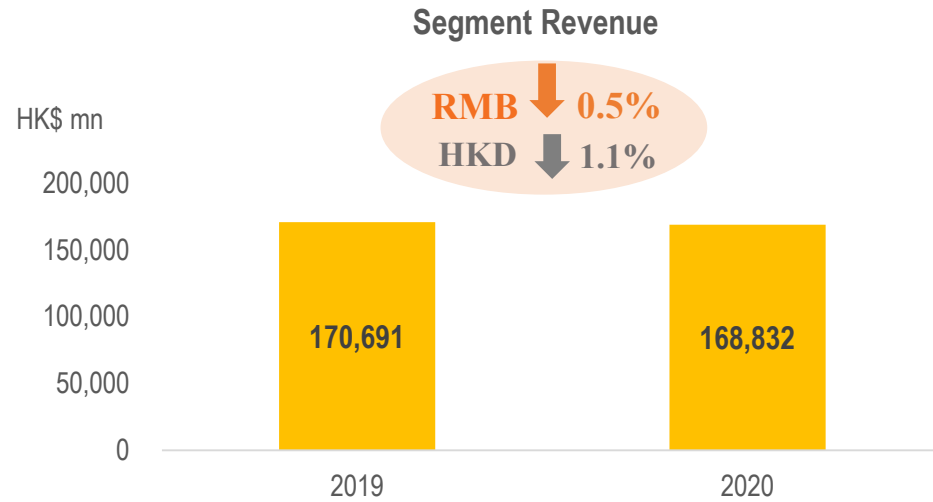
## Transformed to Digital Marketing, Online and Offline Operations Empowered Each Other

- Enlarged brand advantage and coupled online and offline operations, the **online sales of the pharm sector was nearly RMB1.6 billion in 2020**
- Dong-e E-Jiao has built its own digital marketing platform “**Jiao Life**”. Online sales during JD “6.18” shopping festival **increased YoY 284%**. Total online sales reached RMB130 million on “Double 11 Day”
- CR Sanjiu and Xiaoyao Pharmaceutical established **Zhejiang Xiao Jiu Yun Yao Pharm**. Sanjiu has brand effect and high-quality self-diagnosis and treatment products, and the two sides have in-depth cooperation in product selection and new product testing
- Online sales of CR Jiangzhong from JD and PinDuoDuo increased twice YoY. Sales increased almost 80% YoY from Alibaba

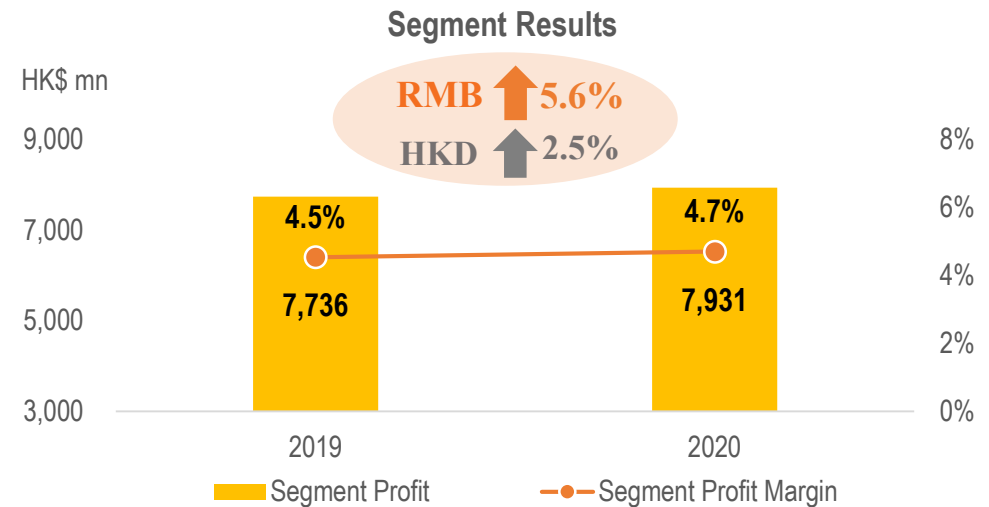
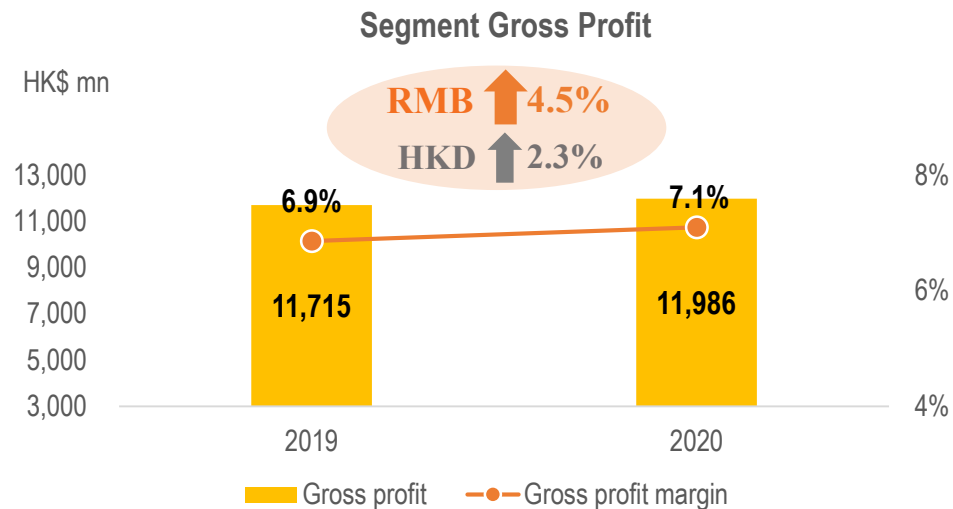
## Accelerated Constructing Platforms for R&D, Production and Marketing of Biological Drugs

- **Bio-drugs realized HKD160 million in 2020**. Three products in market, among which Rui Tong Li has been included in the National Reimbursement Drug
- **11 biological drugs under research in 2020**, of which 7 were new bio-drugs focusing on areas such as anti-tumor, immunity and endocrine treatments
- CR Biopharmaceutical was selected as a “**Demonstration Enterprise of Science and Technology Reform**” to promote mechanism innovation and stimulate the momentum of science and technology innovation





- Segment revenue in 2020 was HKD168.8 billion, down 0.5% YoY in RMB terms; segment gross profit was HKD12.0 billion, with a gross profit margin of 7.1%, up 0.2ppt YoY
- Stepped up with efforts to expand medical terminals, distribution network covered 28 provinces, municipalities and autonomous regions across the country with over 110,000 clients, including 8,003 second- and third-class hospitals, 1004 more than last year
- Sales to other distributors increased 10% YoY by speeding up building outside-hospital market and optimize business structure
- Have 176 logistics centers while strengthened the construction of an integrated, specialised, large-scale and standardised modern logistics system. Third-party logistics revenue increased close to 40% YoY

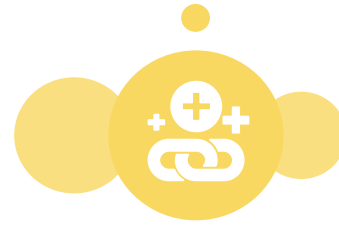


# Built A Whole Value Chain in Medical Device Business, Acquired Upstream Resources, Expanded Emerging Business



## Built A Whole Value Chain in Medical Device Business

- Set up specialised medical device headquarters , focusing on the development of specialised product lines and service models with a special emphasis on interventional supplies, IVD, orthopedics, equipment and general supplies medical device
- **Medical devices distribution business reported of approximately RMB20 billion in 2020, representing a increase of more than 40% YoY**
- Extended to the production side and sought cooperation with medical device manufacturers for setting up joint ventures while providing specialized value-added service for downstream enterprises; developed SPD services for hospital; set up IVD diagnostic center



## Acquired Upstream Resources of Supply Chain

- Continued to enhance the introduction of quality products, established a **supply-chain management centre** to conduct centralised strategic procurement
- Actively participated in **drug distribution under centralised procurement** and obtained the right to distribute more than 70 products of the first 3 batches
- Actively expanded upstream resources and **developed strategic distributorship** for a range of heavyweight products from Gilead Sciences, Roche and Hengrui Pharmaceutical



## Expanded Valuable Emerging Business

- Vigorous **development of the innovative import business**, as it successfully developed self-circulatory end-to-end supply chain services covering import, storage, logistics, distribution, pharmacy management and distribution to endpoints
- Introduced import franchise of 14 new products and **annual import business income scale surpass RMB10 billion**
- Set up TCM/healthcare business division as an engine to promote the **development of TCM and healthcare**

# Sped up Developing Internet Medical and E-commerce, Proactive Layout of Greater Bay Area to Enhance Business Synergy

## Proactive Layout of Internet Medical

- The “Internet hospital + prescription circulation platform” project has been implemented in a number of provinces, “CR Micro Medicine” Internet platform for specialist medical treatment went online
- CR Pharmaceutical Commercial signed a strategic cooperation agreement with Internet Medical Insurance Health Group in Shandong and an Internet medical enterprise WeDoctor. **Set up “Internet Medical Pharmaceutical Union” with WeDoctor**, and the internet supply chain project has been in service

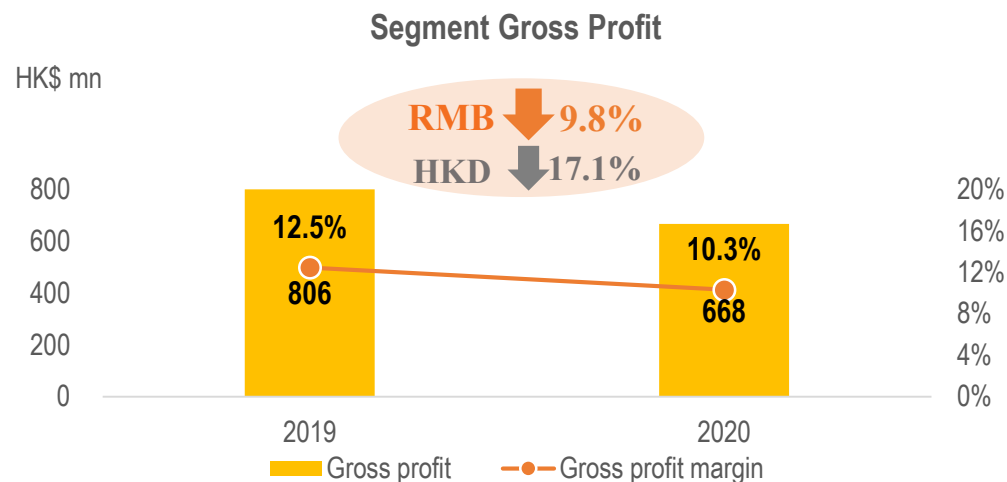
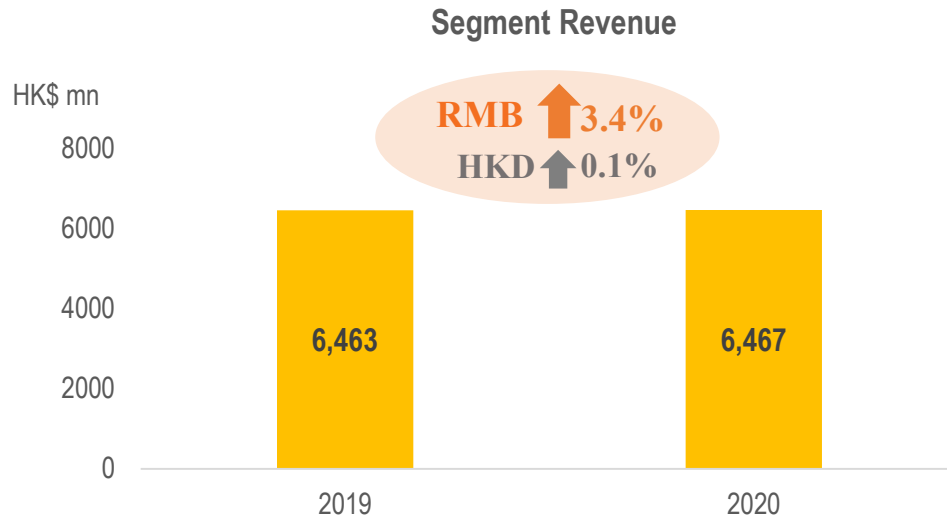
## Booming E-commerce

- **B2B online platform “CR Pharma e-store”** is now operating in 24 provinces, with an online with over 420,000 active online users, 10,000 more than last year
- The **online transaction amounted to near RMB25 billion in 2020**, up 12% YoY



## Proactive Layout of Greater Bay Area to Enhance Business Synergy in Dominance Area

- **Officially signed an agreement with Tycoon Group to set up a joint venture** and cooperate in distribution business, thus to import anti-pandemic materials health care products from overseas for Chinese consumers;
- CR Guangdong Pharma continued to leverage its advantage as a pharmaceutical import platform for the Great Bay Area to extend its international supply chain services, explored innovative supply chain service models with a host of world-renowned pharmaceutical enterprises and medical diagnostic device companies



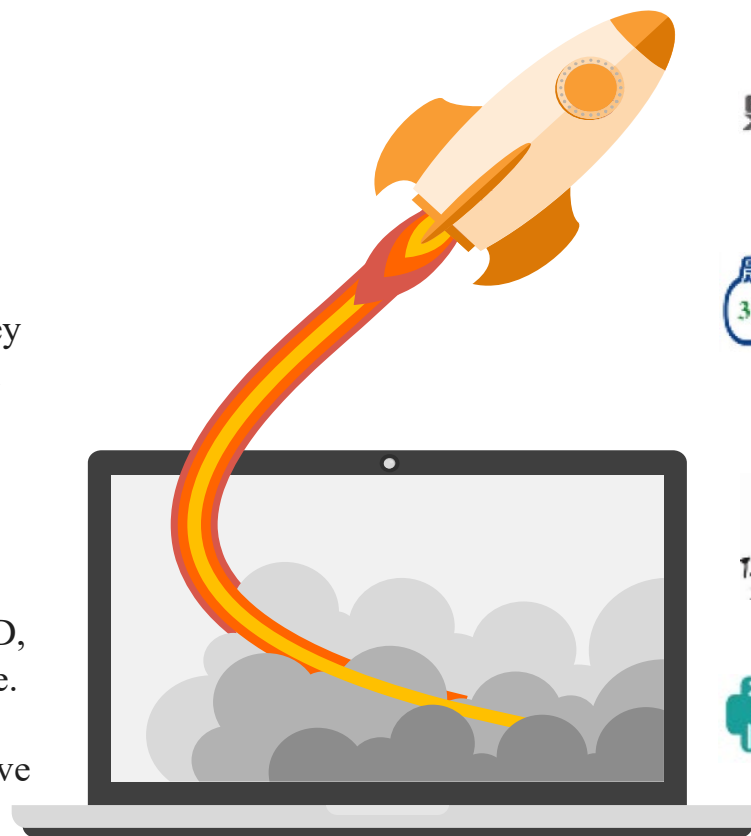
- In 2020:
  - Retail segment achieved revenue of HKD6.5 billion, an increase of 3.4% YoY in RMB terms, attributable mainly to faster growth in revenue from the DTP business
  - Segment gross profit was HKD0.7 billion, segment gross margin was 10.3%, down 2.2 ppt YoY, attributable mainly to the added share of revenue from DTP business with a lower gross profit margin, as a percentage of overall revenue
- As of 31 December 2020, there are total 862 self-operated retail pharmacies, including 194 DTP specialty pharmacies covering 93 cities
- Stepped up with the integration of resources and enhanced the construction of an integrated retail operation regime as well as the development of business; continued to enhance operational planning and standardisation management for retail pharmacies by improving the coverage of the retail ERP system
- Actively expanded DTP specialty pharmacy, which achieved revenue of about RMB 3.8 billion in 2020, increasing 9.4% YoY

# Expanded New Retail Business, Explored Outside-Hospital Market

## Rebuilt Outside-Hospital Business Organization System

### Effectively Explored both Online and Offline Markets

- Set up **new Retail Business Division** as a platform to manage entity operation and investment, as well as plan and implement **internet system outside-hospital retail business**, such as B2B, B2C and O2O, etc.
- Despite the adverse impact of pandemic, **outside-hospital end market recorded an increase of 15% YoY** by overall planning key vendors, shouldering significant projects and gathering channels
- **Overall developed B2C/O2O business** with online transaction volume, from C terminal, increased more than 35 times YoY. 10 online stores, spread all over online platforms like JD, TianMao and PinDuoDuo, has been in service. Over 700 offline stores joined MeiTuan and Eleme. Launched marketing events such as live broadcast etc.



## Enhanced External Cooperation

### Strategically Introduced Resources and Talents



Strategically cooperated with **Quan Yuan Tang** to **empower offline drugstores**; carried out operation service for over 1,000 stores. Carried out supply chain services for stores to enforce product portfolio and bargaining power with manufacturers



Focused on cooperation on B2C/O2O and online operation, strategically cooperated with **Kang Ai Duo**



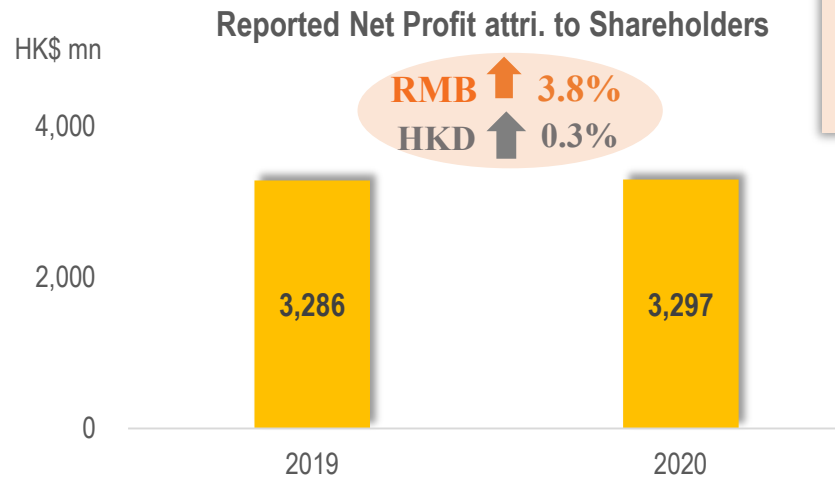
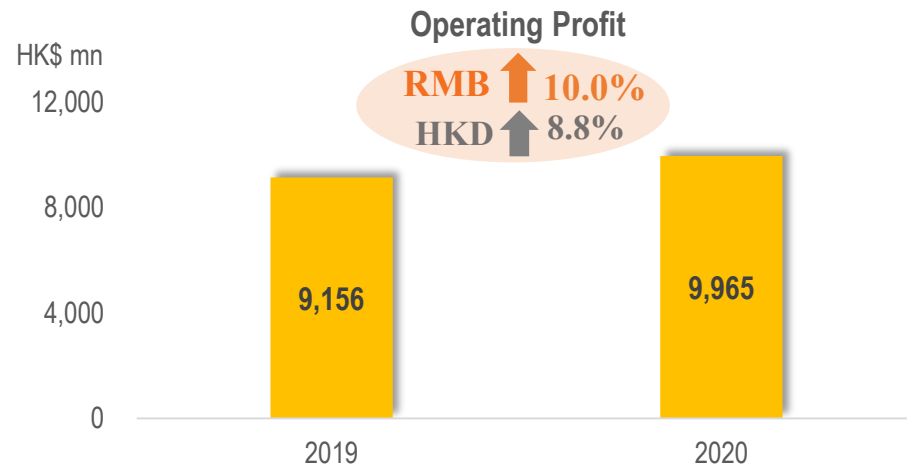
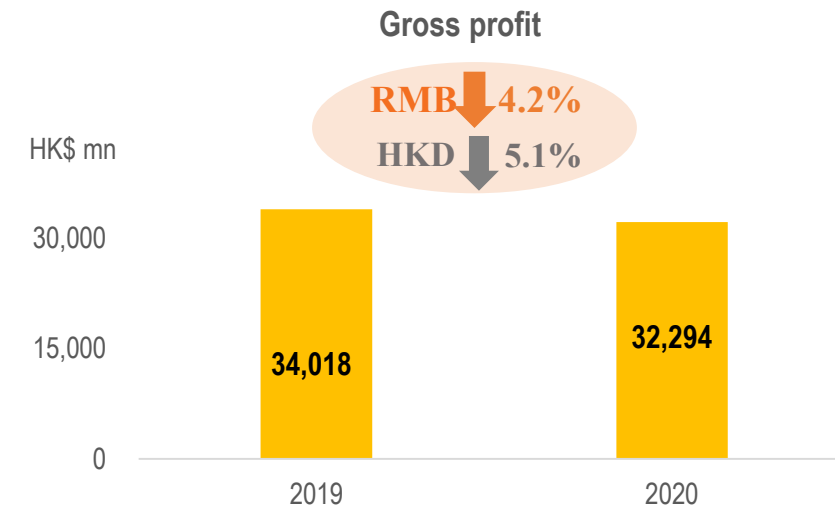
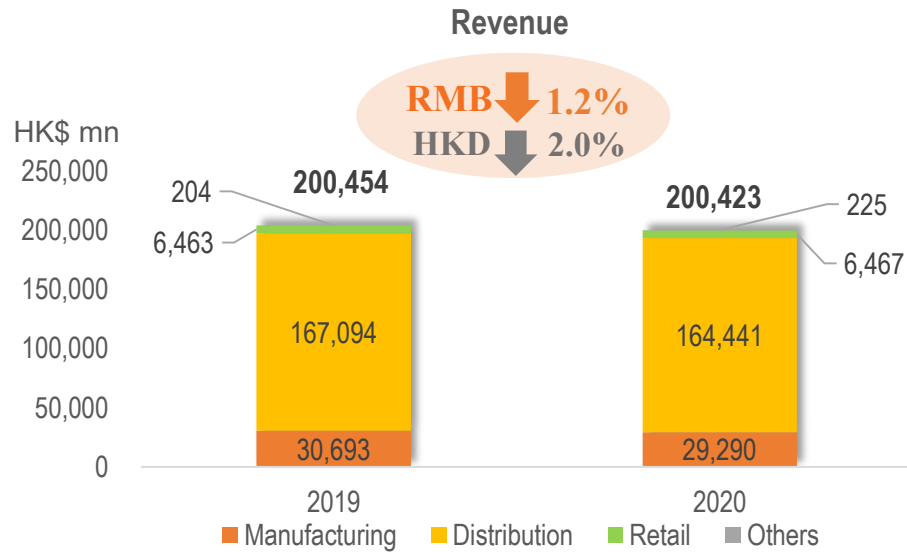
Allied Inter Group to obtain EBAO Life **commercial insurance centralized bulk procurement project**



Cooperated with **Ming Yi Zhong He** exclusively and inset “CR Pharm e-store” into YiDe APP, which effectively drainage accurate customers

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# Key Financials



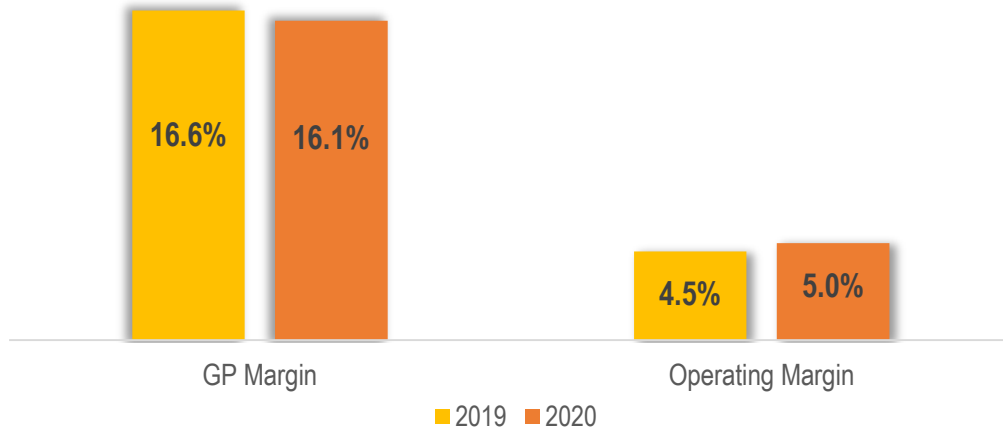
*Excluding one-off items :*

RMB ↑ 18.9%  
HKD ↑ 16.0%

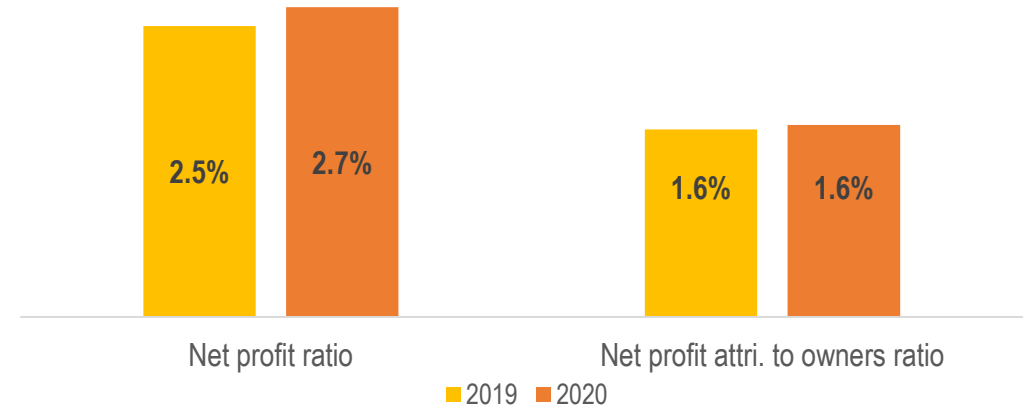


# Profit Margin and Operating Cash Flow

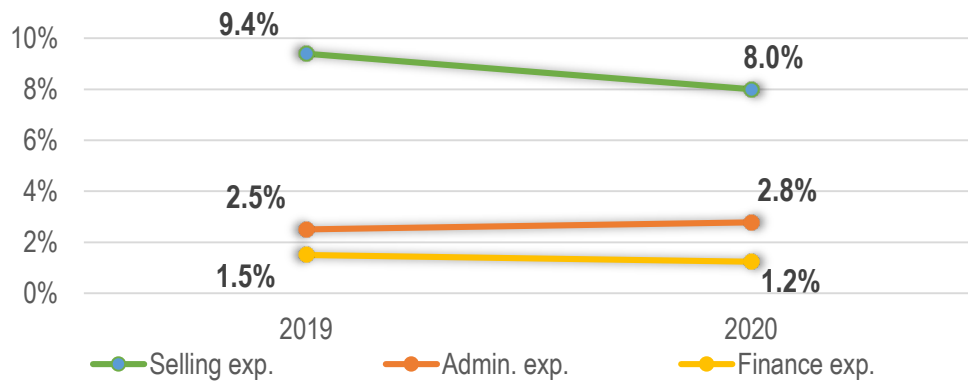
### GP Margin & Operating Margin



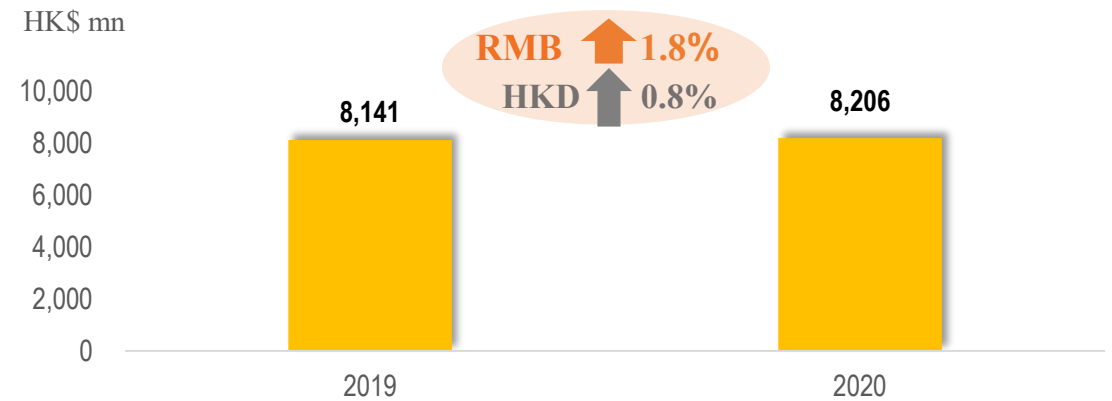
### Net Profit Ratio



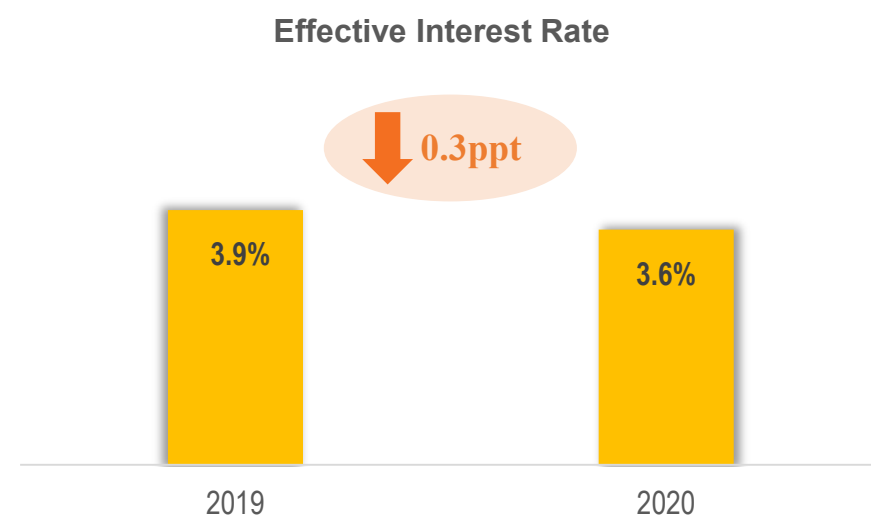
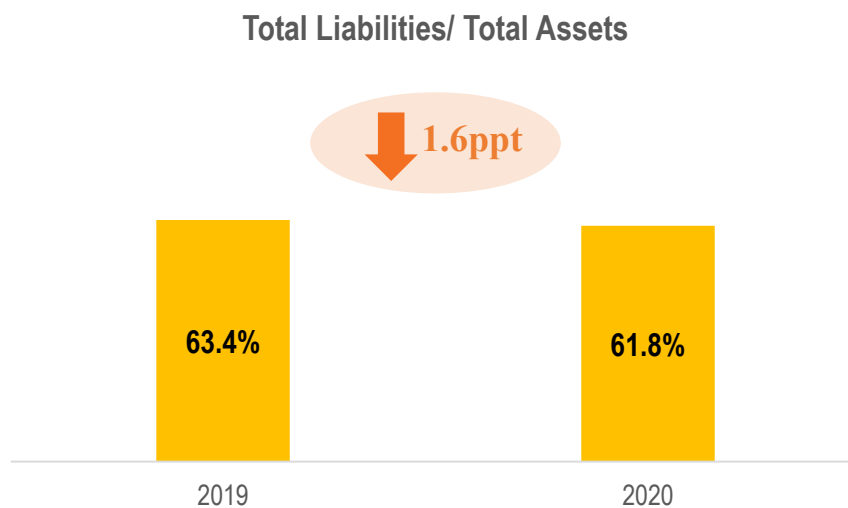
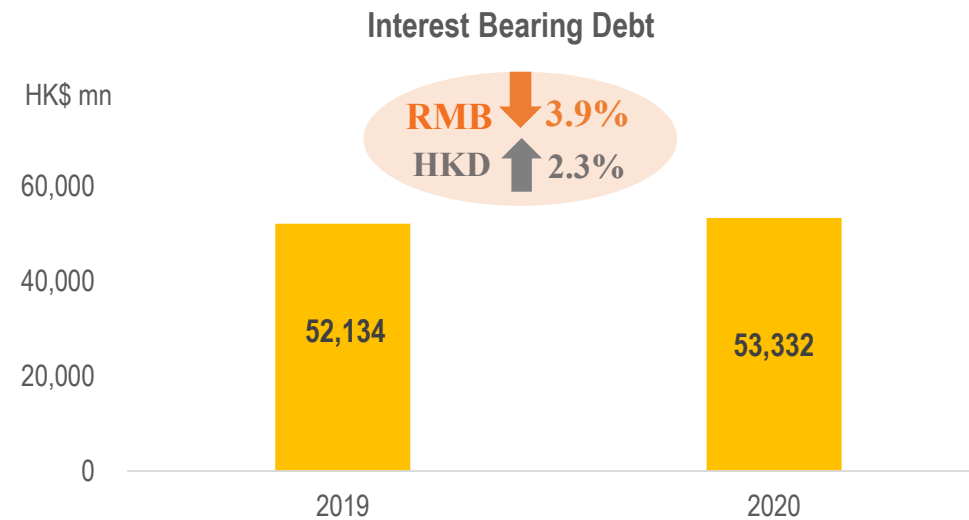
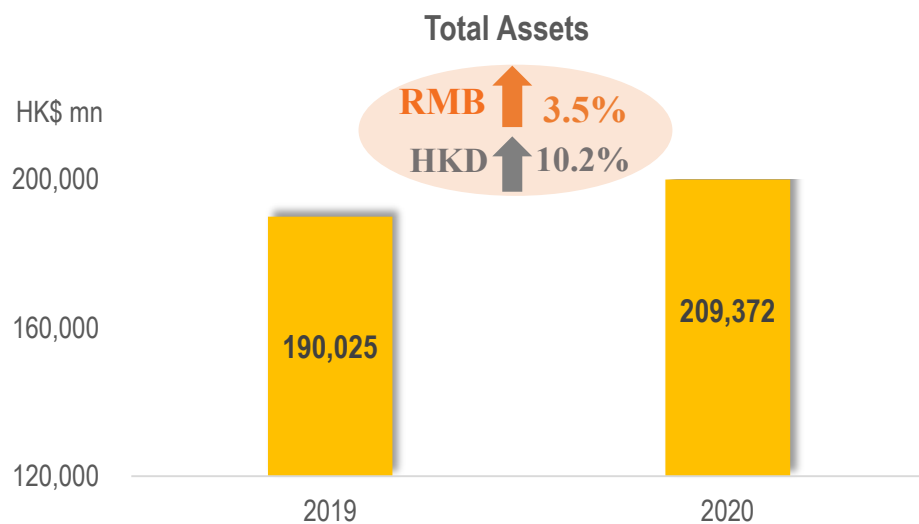
### Operating Expense Ratios



### Net Cash from Operating Activities

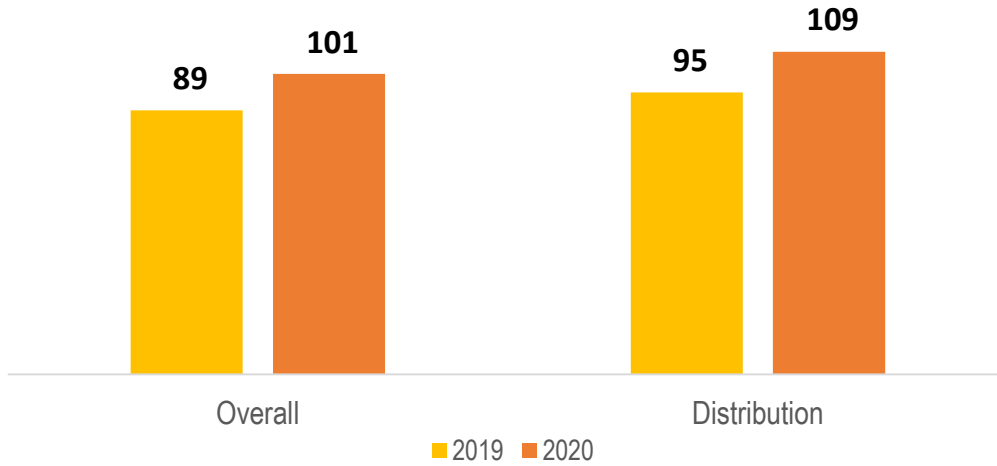


# Debt Ratio and Average Financing Cost

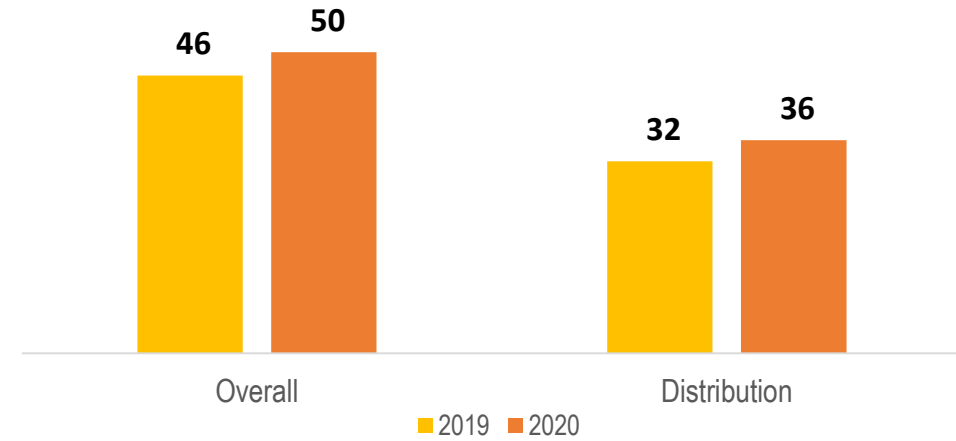


# Working Capital Turnover

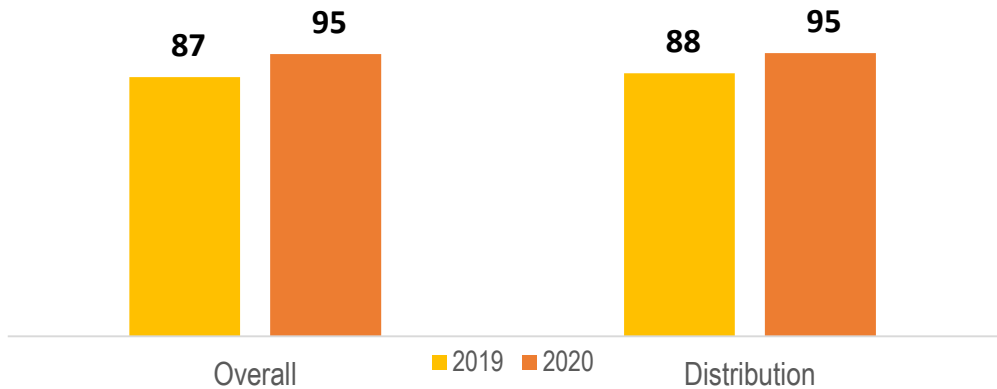
### Trade Receivable Turnover Days



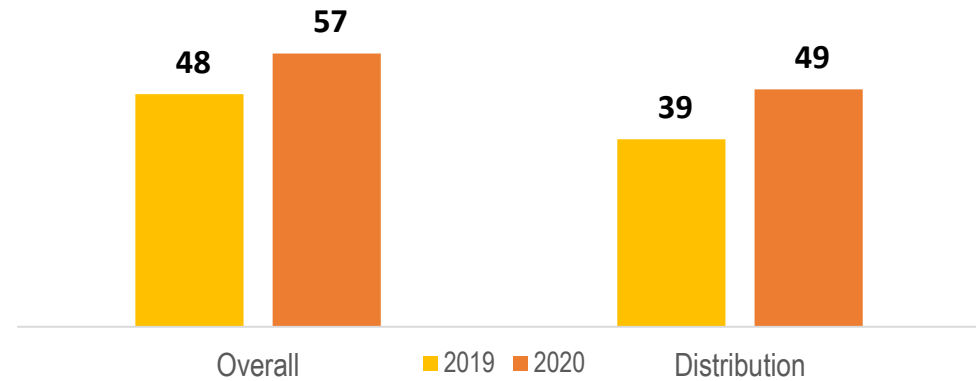
### Inventory Turnover Days



### Trade Payable Turnover Days



### Cash Conversion Cycle



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## To Increase Effort in R&D Innovation

Expedite development of key regional innovation R&D platform, enhance capability in innovative R&D, strengthen external cooperation, and step up with the acquisition of premium products

## To Expedite Investment in Mergers and Acquisitions

To deepen industry reform opportunities and enhance our presence in innovation and high growth areas; exploit industry fund advantage and its function as a pathfinder with a special emphasis on establishing presence in unclaimed areas with sound potential

## Expand International Cooperation

To focus on the global acquisition of product /technology resources and supplier resources in a bid to enhance our general competitiveness



## To Enhance Internal Development Quality

Consistently optimise our business structure, reinforcing fundamental management and facilitating quality and efficiency enhancement, with a view to sustainable healthy development

## To Focus on Business Synergies and Resource Integration

Develop a cross-regional, multi-dimensional and multi-model synergy mechanism and drive the implementation of synergy projects to optimise resource allocation and enhance operational efficiency to optimise resource allocation and enhance operational efficiency

## Drive System Mechanisms Innovation

To deepen the implementation of state-owned enterprise (SOE) reform plans, drive system mechanisms innovation; to target the world-class enterprises, seeking management leap



華潤醫藥集團有限公司

China Resources Pharmaceutical Group Limited



感谢聆听

Q&A

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**Appendix**

# Appendix 1: Income Statement

HK\$ mn	2019	2020	YoY
Revenue	204,454	200,423	-2.0%
Gross Profit	34,018	32,294	-5.1%
Gross Profit Margin	16.6%	16.1%	
Operating Profit	9,156	9,965	8.8%
Operating Profit Margin	4.5%	5.0%	
Net Profit for the Company	5,098	5,324	4.4%
Net Profit Attributable to Shareholders	3,286	3,297	0.3%
Net Profit Margin Attributable to Shareholders	1.6%	1.6%	
EPS (HK\$)	0.52	0.52	



## Appendix 2: Balance Sheet

HK\$ mn	2019 Dec 31	2020 Dec 31
<b>Total assets</b>	<b>190,025</b>	<b>209,372</b>
PPE	16,322	17,324
Goodwill	19,306	21,072
Trade and receivables	63,772	67,703
Inventories	22,332	24,585
Bank and cash	12,524	11,231
<b>Total liabilities</b>	<b>120,443</b>	<b>129,342</b>
Trade and other payables	60,040	66,396
Bank borrowings	31,066	36,249
Bonds payable	7,952	6,040
<b>Total equity</b>	<b>69,582</b>	<b>80,029</b>
Shareholders' equity	40,711	46,470
Current ratio	1.25	1.20
Total debt	52,134	53,332
Net debt	39,610	42,100
Net debt / total equity	0.57	0.53

## Appendix 3: 2020 Performance by Segment

HK\$ mn	Manufacturing	Distribution	Retail	Others	Total
External Revenue	29,290	164,441	6,467	225	200,423
Segment results	8,104	7,931	-14	150	16,170
Other income					1,504
Other gains & losses					-1,511
Admin expenses					-5,564
Other expenses					-1,347
Share of profits of associates and joint ventures					207
Finance costs					-3,059
Finance income					676
Profit before tax					7,076

# 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

## Share Information

- Listed on the SEHK on 28 Oct 2016 (stock code: 3320.HK)
- Issued shares: 6.3bn<sup>1</sup>
- Market cap: HK\$25.0bn<sup>1</sup>

## Shareholding Structure



1. By the close of market on 31 Dec 2020

# Appendix 5: Business Overview



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

## Manufacturing

Revenue: HK\$32.2bn  
Gross Profit: HK\$19.5bn

- 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 560 pharmaceutical products
- Have more than 200 R&D projects in the pipeline, including 68 innovative drugs, 7 were new bio-drugs. The early-stage R&D platform for small molecule new drugs about to take shape with fully independent R&D capability

## Distribution

Revenue : HK\$168.8bn  
Gross Profit : HK\$12.0bn

- The 3rd largest pharmaceutical distributor in China
- Owns about 200 subsidiaries and 176 logistics centers in 28 provinces
- Distribute over 220,000 types of products, comprising ~40,000 types of prescription drugs and ~20,000 OTC products
- Maintain long-term stable cooperation with over 100,000 international and domestic manufactures
- Serve over 110,000 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

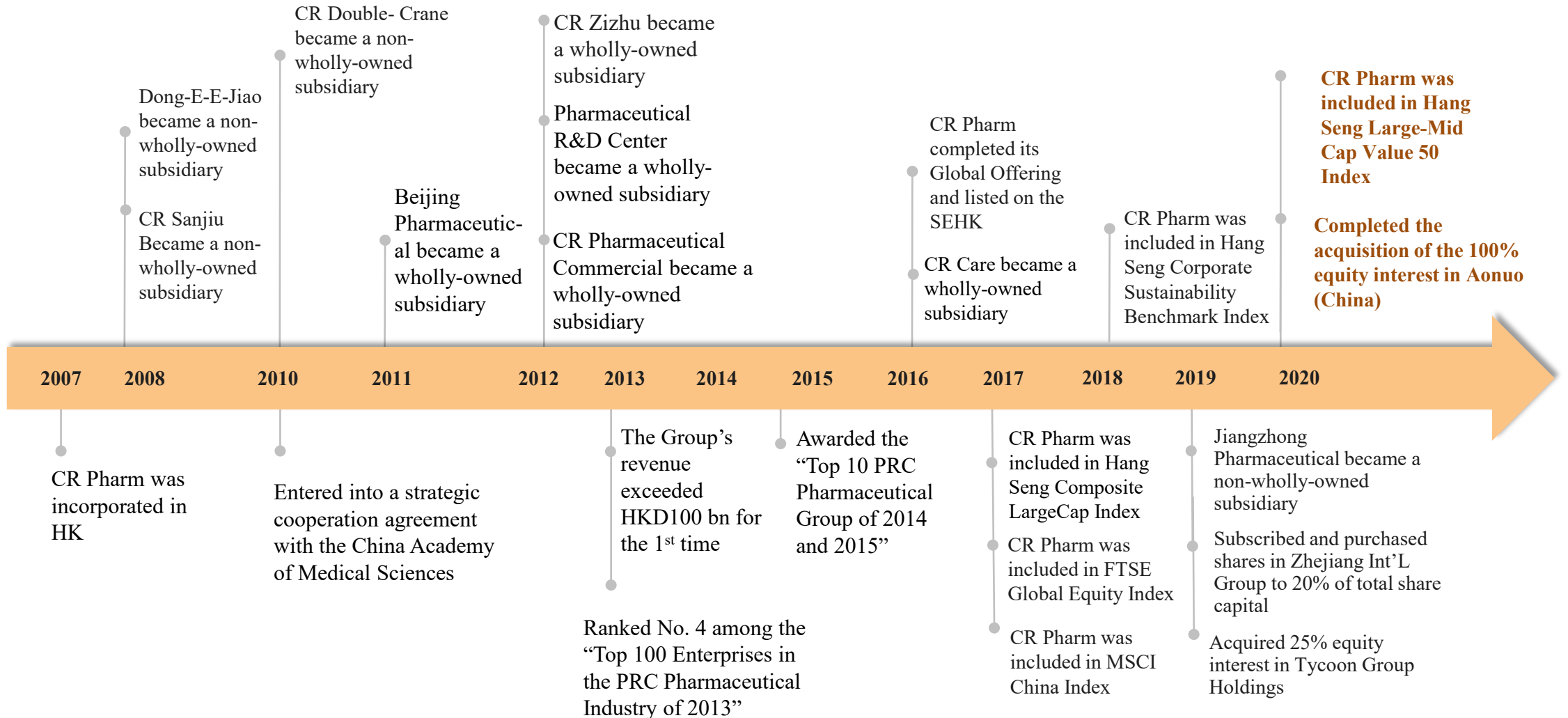
Revenue : HK\$6.5bn  
Gross Profit : HK\$0.7bn

- Operate 862 retail pharmacies, 194 DTP pharmacies, covering 93 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: Development Milestones



# Appendix 7: 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 (中药配方颗粒)</p>	Chinese medicine formula granules
 <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
 <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 8: 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