



華潤醫藥集團有限公司

China Resources Pharmaceutical Group Limited

2021 Annual Results

March 2022



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Performance and Business Highlights

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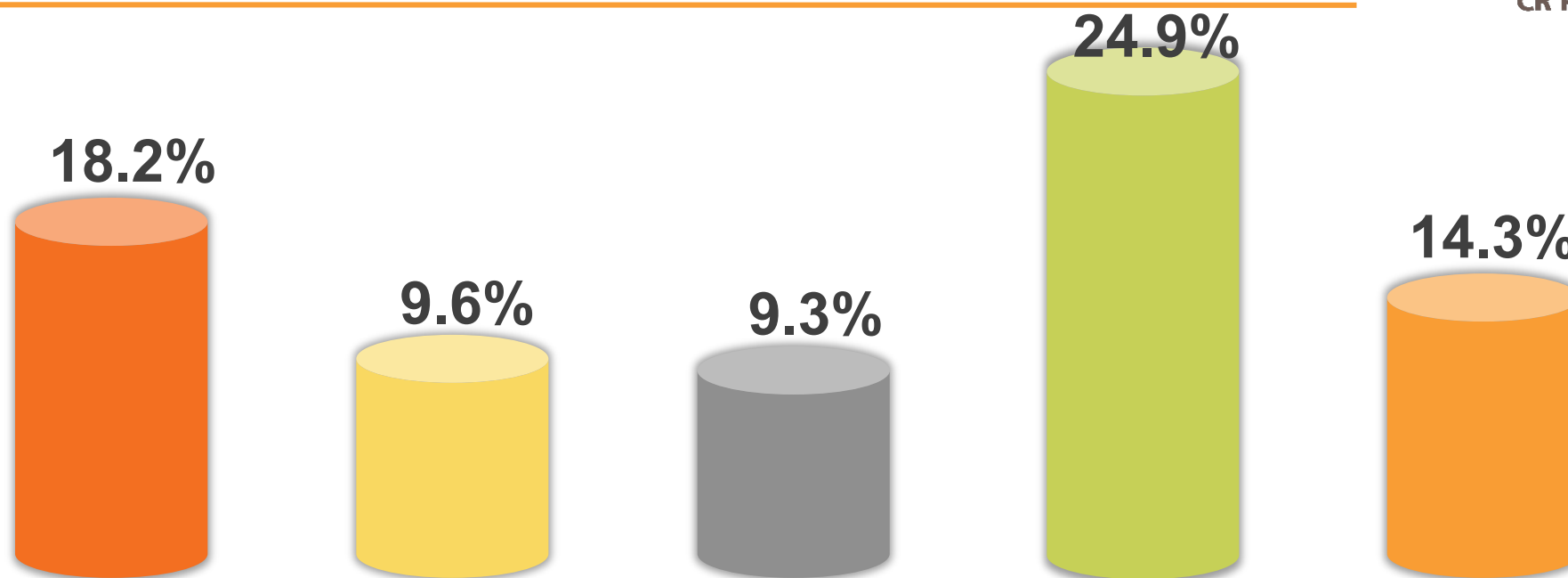
Development Strategy

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Appendix

Financial Indicators

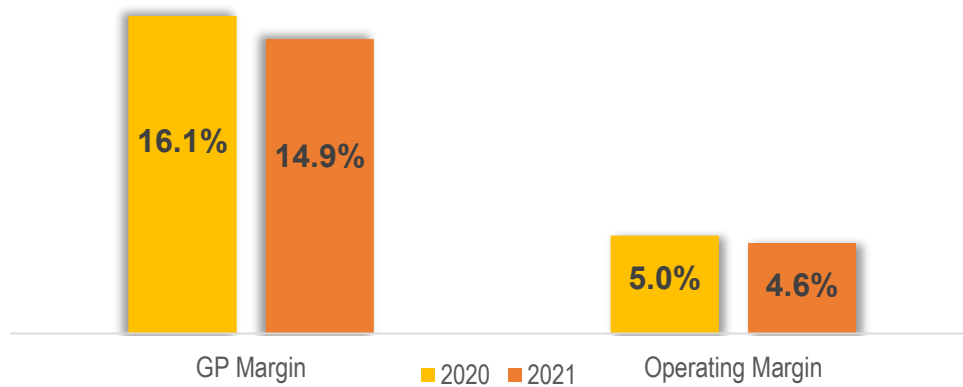
YoY
Growth Rate



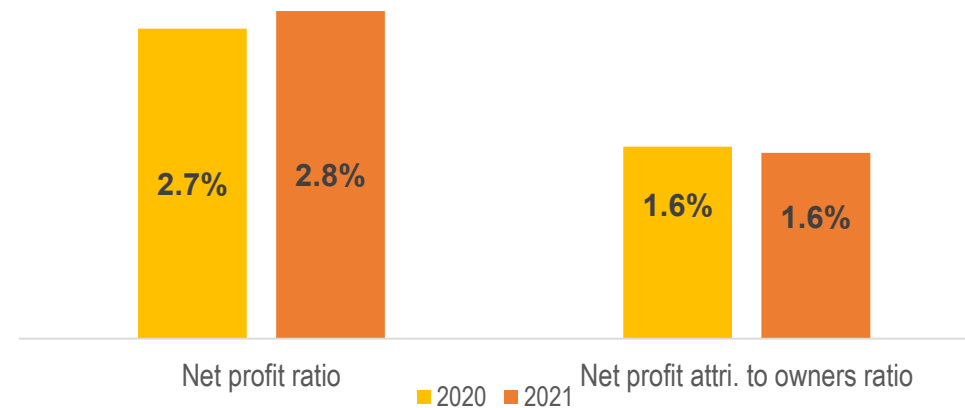
HK\$m	Revenue	Gross Profit	Operating Profit	Net Profit	Net Profit Attributable to Parent Company
2021	236,806	35,380	10,896	6,647	3,769
2020	200,423	32,294	9,965	5,324	3,297

Profit Margin and Operating Cash Flow

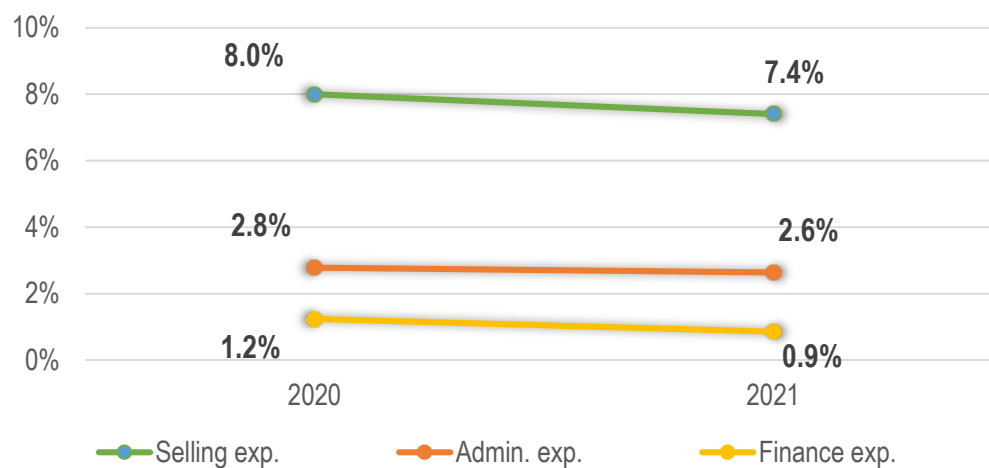
GP Margin & Operating Margin



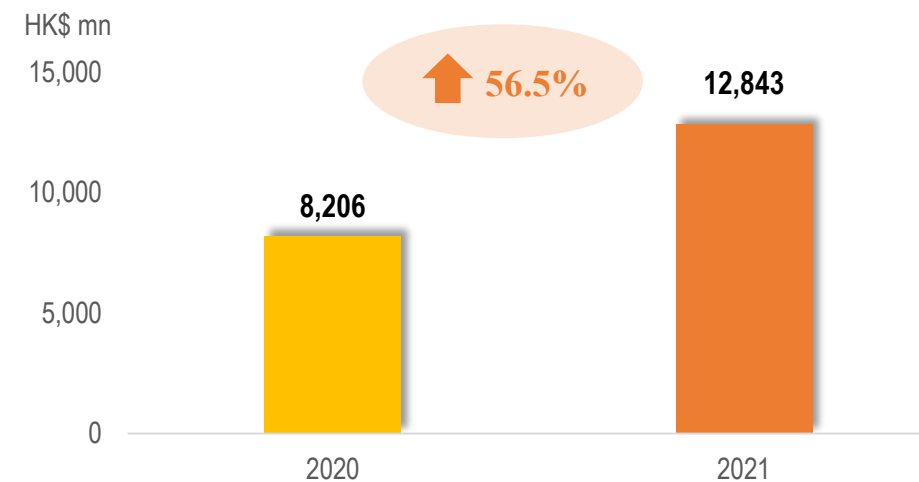
Net Profit Ratio



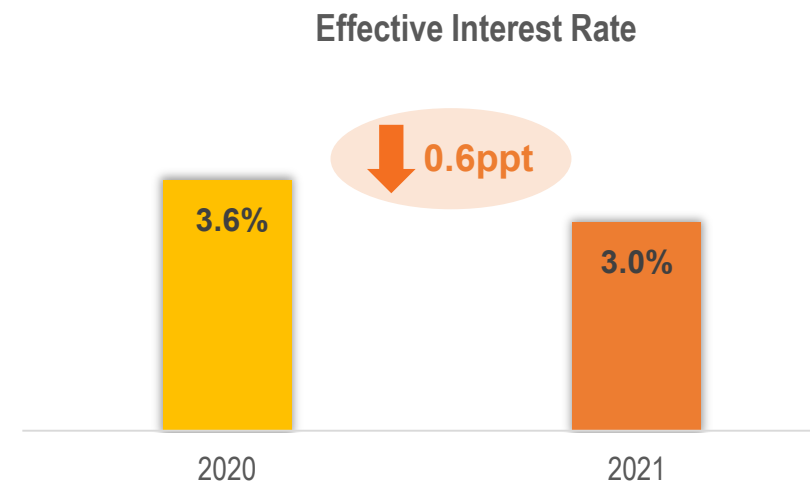
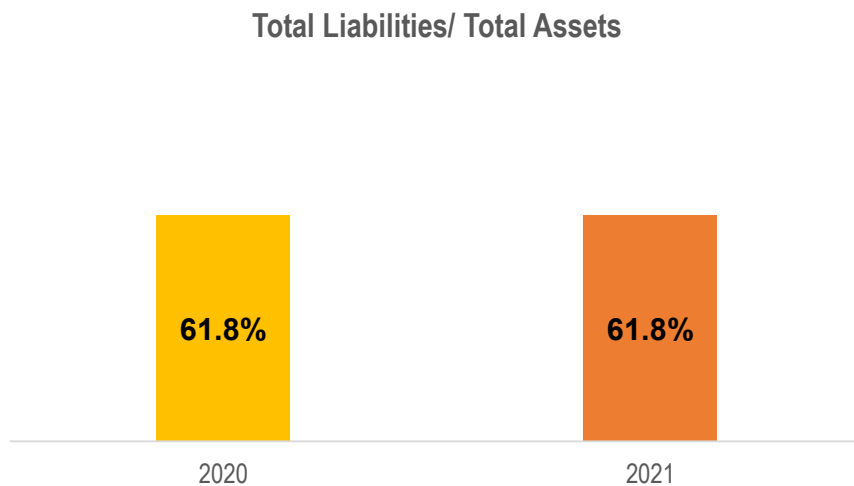
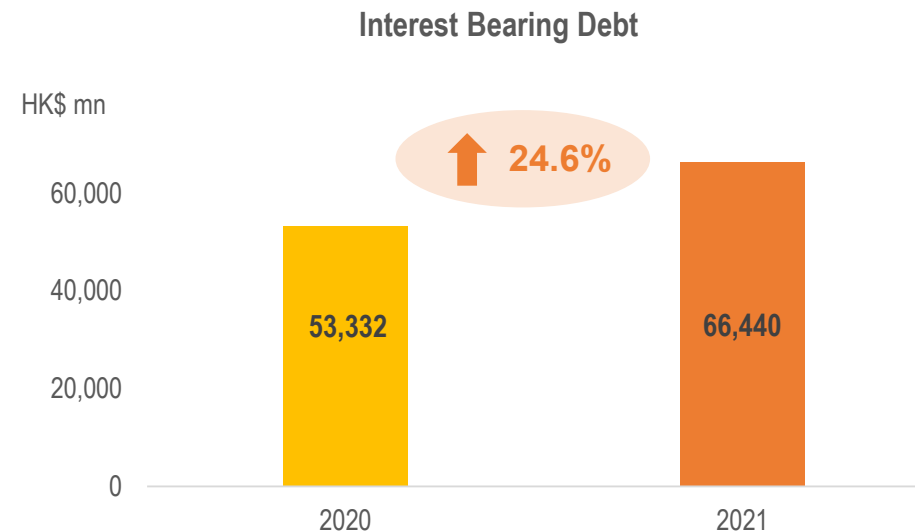
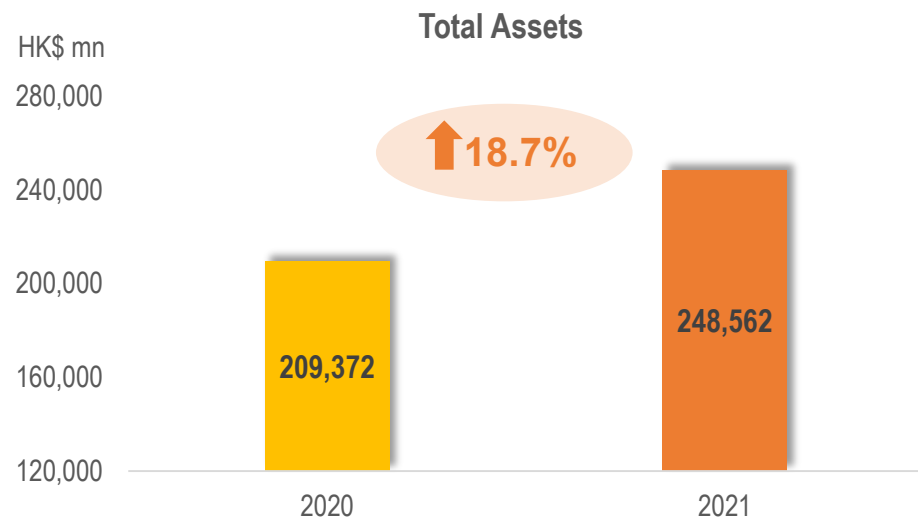
Operating Expense Ratios



Net Cash from Operating Activities

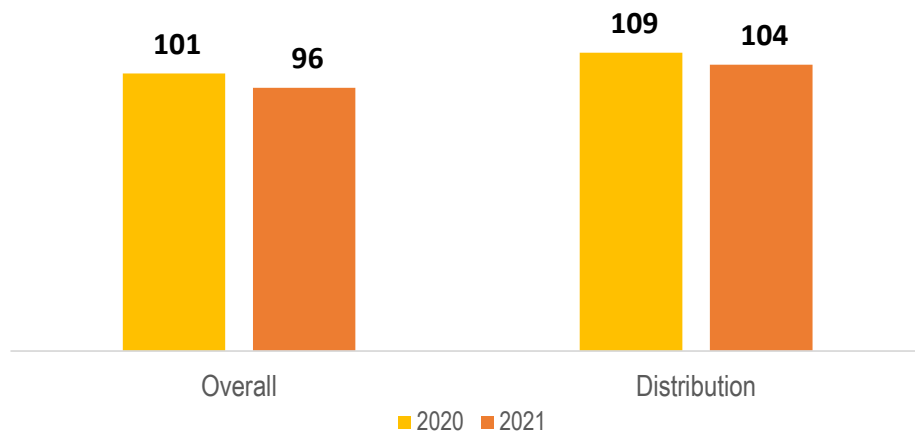


Debt Ratio and Average Financing Cost

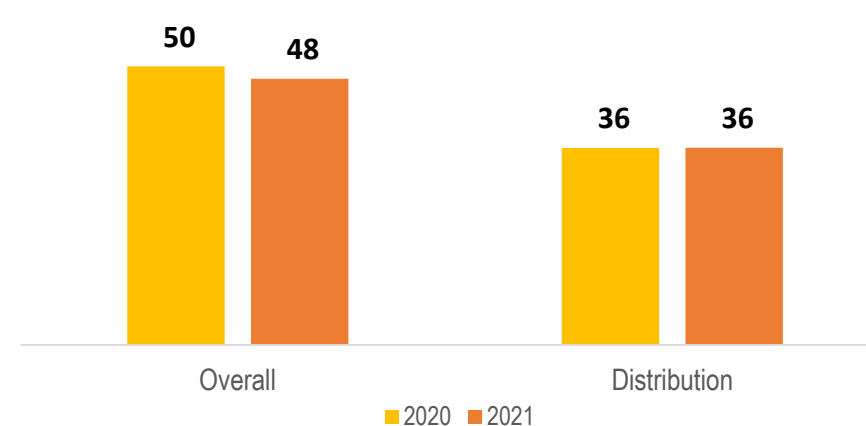


Working Capital Turnover

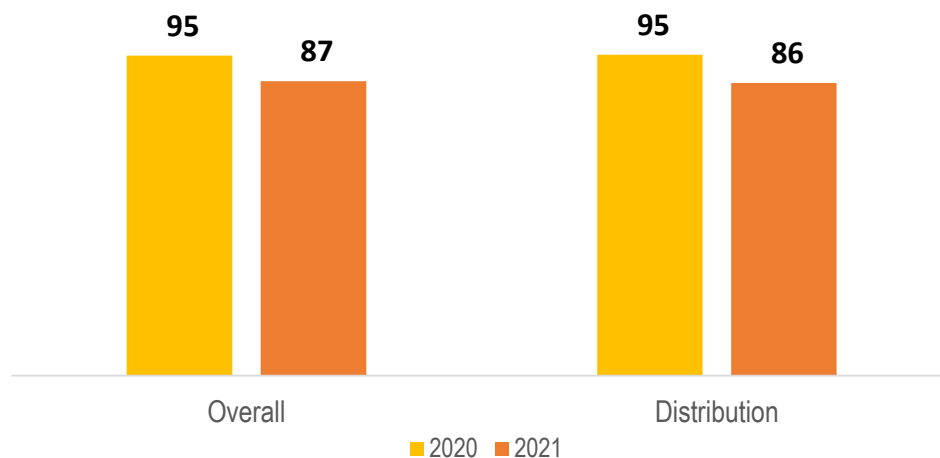
Trade Receivable Turnover Days



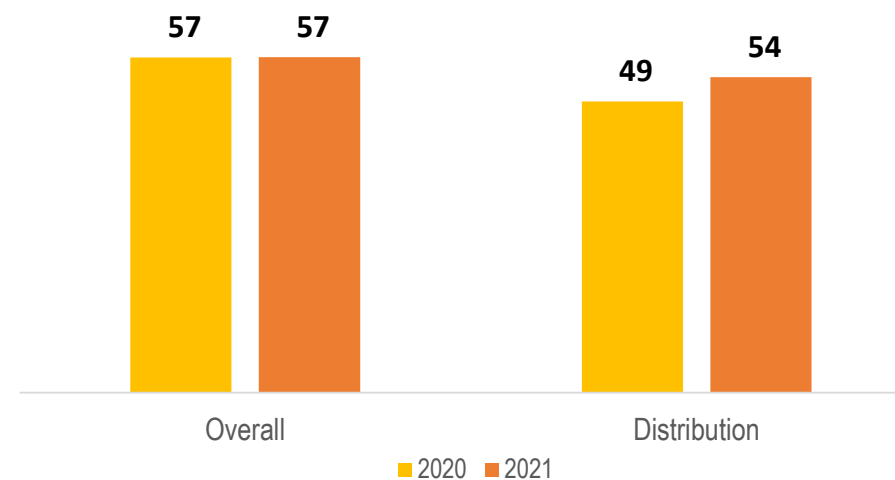
Inventory Turnover Days



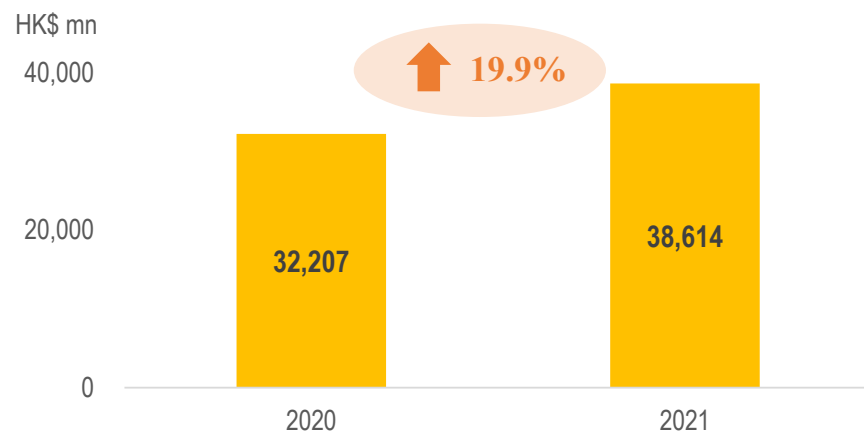
Trade Payable Turnover Days



Cash Conversion Cycle

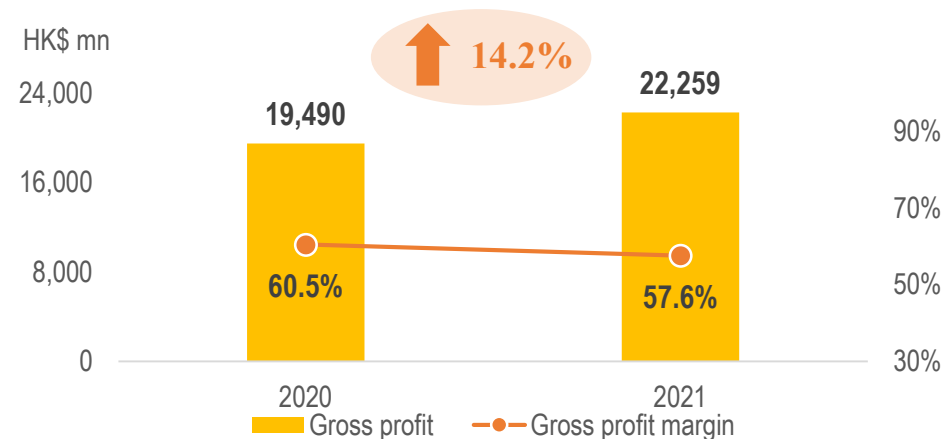


Segment Revenue

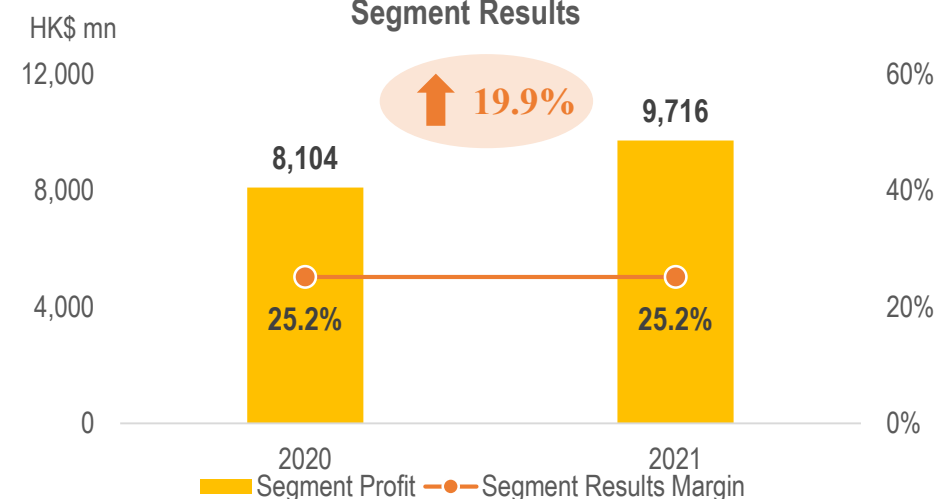


- Segment revenue of HK\$38.6 bn was recorded in 2021, with a YoY growth of 19.9%. Driven by the impact of pandemic mitigation and M&A, the revenue of CHC products, Rx drugs and biological medicine increased
- The gross profit margin of the Pharmaceutical segment was 57.6%, decreased 2.9 ppt from the same period last year; the segment profit margin was 25.2%, unchanged YoY
- For 2021, the percentage of Pharmaceutical sales revenue contributed by chemical drugs, TCM, biological medicine, and other products were 41.6%、49.4%、1.1% and 7.9%, respectively

Segment Gross Profit



Segment Results



M&A was performed actively to expand new biz and fill blank areas

The acquisition of Boya Biopharma was completed, entering into blood products business

- The acquisition of 28.86% shares of Boya Biopharma was completed, holding 40.01% of its voting rights, became the controlling shareholder of Boya Biology and entered into blood products business
- The post-investment management was actively promoted with a smooth transition
- The competitive strength of CR Boya for establishing more Plasma Station was further improved with strong resource integration ability

Achieve presence in cellular immunotherapy sector via acquiring 10% shares of Immunotech Biopharm

- 10% shares of Immunotech Biopharm was acquired, became one of the main shareholders of Immunotech Biopharm, and the strategic layout in cellular immunotherapy was completed
- Deeply cooperated with Immunotech Biopharm, both sides have signed a strategic cooperation framework agreement to jointly develop China cellular immunotherapy market through cooperation in sales agency and product distribution

Incubated new opportunities with industrial funds

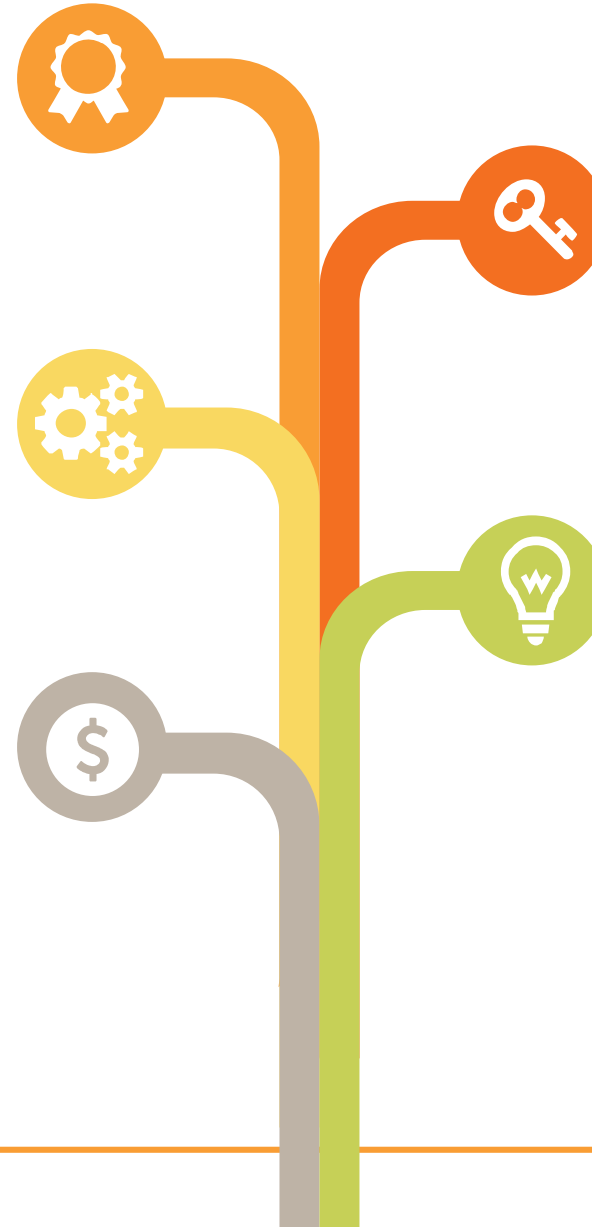
- The industrial fund focuses on the pinning up and strengthening business chain, incubated new industrial opportunities, focused on innovative drugs, cell therapy, IVD, and vaccines, etc., and realized business synergy

Haisi Pharmaceutical was acquired to strengthen the gastrointestinal field

- Jiangzhong Pharma acquired 51% equity of Haisi Pharmaceutical. The core product "Bifid Triple Viable Capsules" of Haisi Pharmaceutical is included in the National Essential Drug List and the National Reimbursement Drug List, which is mainly used for treating acute and chronic diarrhea and constipation caused by intestinal flora imbalance
- The acquisition will assist Jiangzhong Pharma to further consolidate the core competitiveness of gastrointestinal area

Acquired Peptide Biology and obtained the R&D platform

- CR Double-Crane acquired 33.3% equity of Peptide Biology by way of capital injection, which main product polypeptide drugs have high bioactivity, good therapeutic effect and low toxicity
- The acquisition was conducive to the layout of CR Double-Crane in the field of biological medicine, the acquisition of biochemical R&D technology platform and the acceleration of transformation and upgrading



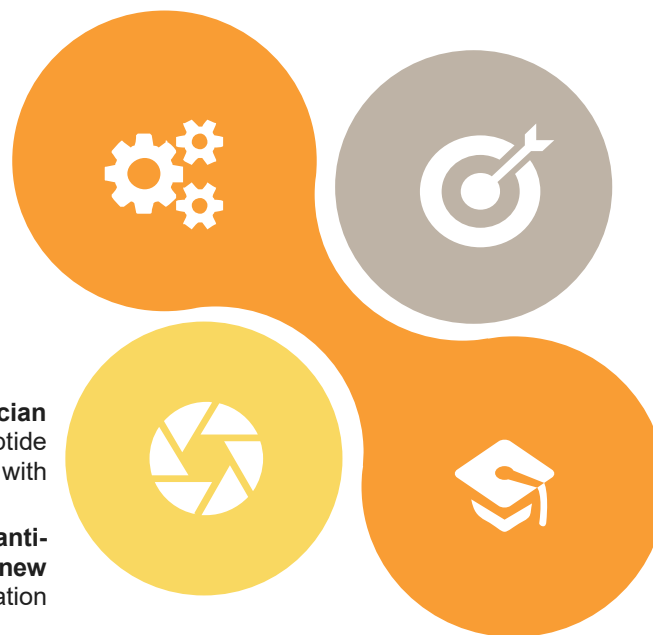
Constantly increase investment in R&D Activities and promoting R&D innovation

Increased R&D investment and improved R&D platform

- In 2021, **R&D expenditure was HK\$2.1 bn, up 38.3% YoY**, accounting for 5.4% of total revenue in manufacturing segment (up 0.7 ppt YoY)
- The early R&D platform for **small molecule new drugs and antibody drugs was completed**, and the R&D technology platform for polypeptide drugs and biochemical extraction drugs was obtained through M&A, and the **Shenzhen R&D Center** was officially put into operation
- CR Double-Crane established **Innovation Business Department, Academician Studio** and Small Molecule New Drugs R&D Platform
- CR Jiangzhong's National Engineering Research Center for TCM Solid Preparations incorporated into management of NDRC

Expanded external cooperation and accelerated product introduction

- Strategic cooperation with **Fuwai Hospital**, MingMed Biotech, etc.
- **CR Double-Crane** and Ningbo University established **Academician Zhao Yufen's Studio** to focus on the joint R&D of innovative polypeptide drugs, and built a **joint laboratory for innovative crystalline drugs** with Institute of Materia Medica Chinese Academy of Medical Science
- CR Sanjiu: **QBH-196, a new class I small-molecule targeted anti-tumor drug introduced, has started Phase I clinical trials. The new drug against glioma- ONC201**, currently promoting the registration application in China
- CR Double-Crane obtained the exclusive license of **Fascin Protein Inhibitor** for Greater China from Novita (the IND application accepted), and jointly developed oral **small molecule new drugs project for treating COVID-19 with Ligand**
- CR Biopharmaceutical and ABS, an American company, reached an exclusive cooperation regarding **the neutralizing antibody project ABS-VIR-001 against the COVID-19**



Milestone progress has been made in key R&D areas

- **Class 1 small molecule chemical drugs: NIP142** for non-small cell lung cancer approved clinically, leading the R&D progress of similar targets in China. **NIP292** for treating IPF is the 2nd oral ROCK inhibitor globally entered clinical trials, **and the single-dose climbing test of Phase I clinical trials completed. NIP046** designed for a variety of autoimmune diseases; **the single-dose climbing test of Phase I clinical trials nearly completed**, which is in the first echelon of similar target R&D in China. **The new generation of anticoagulant NIP003 has been approved clinically**; it is a new FXIa inhibitor with global intellectual property rights, and no drugs with the same target have been approved for marketing. **Class 1 new drug in blood area NIP001 was approved for clinical trials**
- **14 bio drugs projects** in R&D pipeline, 11 of which are new drugs, focusing on anti-tumor, immunity, and endocrine, etc. The research on the new indications of **Ruitongli in the treatment of acute stroke has entered Phase III clinical trial. Phase I clinical trial of Class 1 new bio drugs in blood area completed**
- **8 products** passed the consistency evaluation in 2021

Strengthened the introduction of talents and optimized the incentive mechanism

- There were 1,280 R&D personnel. Actively introduced high-end R&D talents, such as overseas industry experts. In 2021, **CR Biopharm introduced two overseas leading talents** to improve the level of R&D and foreign cooperation, and employed **six renowned external experts**
- **Implemented diversified R&D incentives**, and CR Biopharm and CR R&D center have established hierarchical and classified incentive mechanisms for R&D personnel

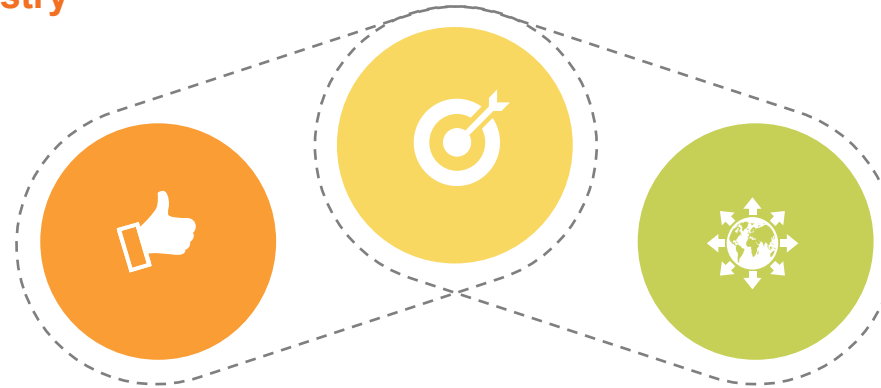
Accelerated the launch of new products, consolidated the CHC biz leading position , and explored international market

Accelerated new product launch and product upgrading

- Medium / Long Chain Fat Emulsion Injection (C8 ~ 24), Linezolid Tablets, Amlodipine Atorvastatin Calcium Tablets and Sildenafil Citrate Tablets of **CR Double-Crane** were **approved for listing**
- **Mitoxantrone Hydrochloride Injection** was used as a tracer for the newly listed Class II new drugs of CR Sanjiu, which released 999 Pudilan Anti-inflammatory Tablets, etc., and **signed a strategic cooperation agreement with Japan RYUKAKUSAN** for the promotion and sales of Japan RYUKAKUSAN water free granules in China market
- **The first imitation** of moxifloxacin hydrochloride eye drops of **CR Zizhu** was approved; Lidocaine Hydrochloride Gel, a national exclusive product, has **resumed its Listing**. Dienogest Tablets independently developed were approved
- **CR Jiangzhong** released a new brand strategy of "Taking foods as Drugs"
- **DEEJ** launched **new products**, such as E-Jiao Red Jujube Juice Soft Candy, E-Jiao Jujube Jelly, etc.

Consolidated leading position of CHC industry

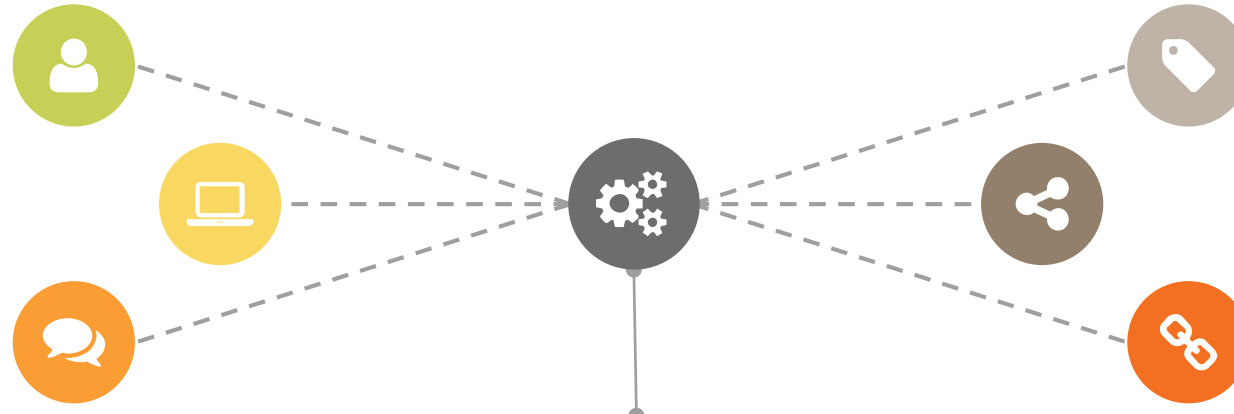
- CHC biz has **the industrial leading** and competitive advantages in brand, product and pipeline, etc.
- In 2021, **CHC sector achieved a revenue of HK\$16.7 bn, with a YoY growth of 31.5%**. Among them, the revenue of E-Jiao series increased by 26%, the revenue of cold medicine increased by 24%, the revenue of pediatrics increased by 36%, and the revenue of dermatology increased by 16%
- In October 2021, **China OTC Brand Cluster was established**. **CR Sanjiu, CR Jiangzhong and DEEJ** were among the first batch of 18 selected enterprises. CR Sanjiu once again ranked **the top among OTC drugs manufacturers in China**. Mainstream products in many treatment fields of the Pharmaceutical sector have been selected into the **"List of 2021 Gold Single Products of OTC Drugs in China"**



Explored international biz collaboratively

- Coordinated internal international market/channel resources, and cooperated to expand international biz. In 2021, **the export volume** of pharmaceutical manufacturing segment **exceeded RMB830 mn**
- **Boya Biology**: In 2021, **the export sales of IVIG** to Brazil and Indonesia reached nearly **RMB100 mn**. In 2022 will promote China's first overseas IVIG clinical project and increase the scale of export business
- **CR Double Crane**: In 2021, the subsidiary **Tiangong Pharma exported over RMB500 mn of ingredients**, accounting for 65% of its revenue. In future, will increase the export of ingredients and explore the preparation export
- **CR Zizhu**: the export volume of steroid sex hormone ingredients and preparations is **RMB150 mn**, accounting for 13% of its revenue

Digitalization promoted business development, and the ability of sustainable development was recognized



Accelerated the transformation of digital marketing

- Actively explored new Internet marketing models, and online sales revenue in **2021 increased by around 17% YoY**
- **CR Sanjiu** independently operated the mainstream e-commerce platforms to improve its digital operation ability; **DEEJ** built a comprehensive digital marketing platform and performed live broadcast marketing; During the "November 11" period, **CR Jiangzhong** products were Listed in the Most Popular List of Ali Healthy Gastrointestinal Drugs and JD Digestive System Drugs Brands; the sales volume of **CR Zizhu** online platforms Levonorgestrel Tablets increased by 115% YoY, and actively built a private domain traffic platform

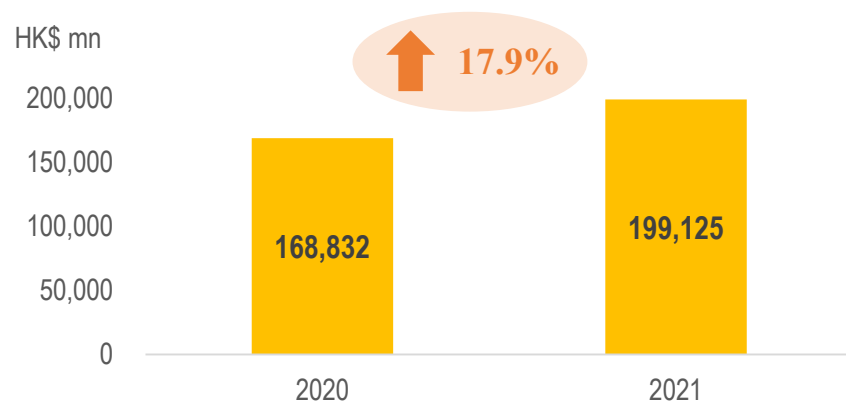
Intelligent manufacturing improved quality and efficiency

- **CR Sanjiu and DEEJ** were selected as the "Intelligent Manufacturing Pilot Demonstration Factory" of MIIT in 2021
- Three intelligent manufacturing projects of **CR Sanjiu** was accepted by MIIT, and 1 project was accepted by MOST. **CR Double-Crane** realized the linkage upgrading of production, marketing and logistics. **CR Jiangzhong** completed the implementation of equipment management system and developed quantitative assessment APP with business characteristics. **DEEJ** realized the digital quality inspection upgrade of the production line with AI technology, and the labor efficiency increased by over 30%
- Intelligent factories under construction, including CR Sanjiu Chenzhou TCM Intelligent Factory, CR Jiangzhong Ganjiang New Area TCM Science and Innovation City, etc

Sustainability was recognized

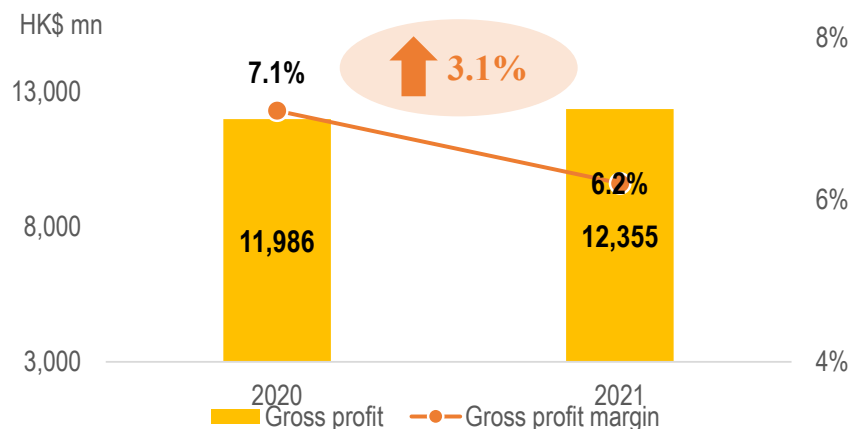
- The Ministry of Industry and Information Technology announced the **List of Green Factory in 2021**. CR Zizhu Beijing Preparation Factory was selected as a national green factory, and China Resources Double-Crane Beijing Industrial Park and Anhui CR Golden Toad Pharmaceutical Co., Ltd., a subsidiary of CR Sanjiu, were selected as green supply chain management enterprises
- China Resources drugs won the 53rd place of "China ESG Top 500 Excellent Enterprises", and both CR Sanjiu and Dong'e E-Jiao were among the List
- In 2021, the **MSCI-ESG** rating of China Resources Pharmaceutical was **upgraded from BB to BBB** for the first time

Segment Revenue

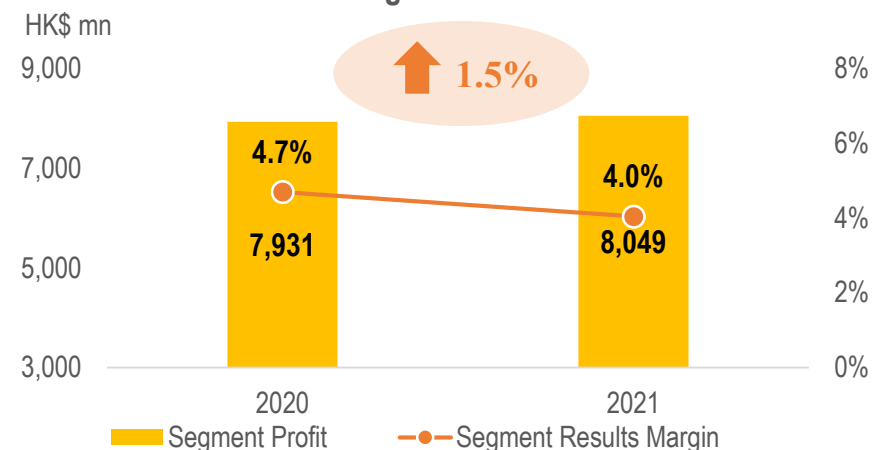


- Segment revenue reached HK\$199.1bn, up 17.9% YoY; the segment gross profit was HK\$12.4 bn, with a gross profit margin of 6.2%, down 0.9 ppt YoY
- The coverage of medical terminals has been continuously improved. The pharmaceutical distribution network has covered 28 provinces, with more than 130,000 customers, including 9,421 Class II and Class III hospitals and nearly 70,000 customers of grass-root medical institutions
- A comprehensive pharmaceutical logistics network was established with perfect functions, covering all over China and taking into account efficiency and safety, and continuously enhanced the core competitive advantage, with 208 logistics centers. Third-party logistics revenue increased by nearly 23% YoY

Segment Gross Profit



Segment Results



Improved supply chain management and obtained high-quality upstream resources

Established supply chain management Center

- Improved supply chain capacity-building, **established a supply chain management Center**, and strengthened the supply chain integration ability of the whole chain from import to terminal
- Strengthened the integration of national drugs procurement and marketing, and the scale of unified procurement was increased by nearly **15% YoY in 2021**

Built a large-scale medical management and control system

- Built a **large-scale medical business management and control system**, planned for the grass-roots chronic disease market, and established the academic promotion ability in counties fields, such as chronic diseases centered on county patients
- Implemented special projects of manufacturers, and the related sales increased by more than **40% YoY**

Obtained high-quality product resources

- Enriched the product portfolio in the fields of anti-tumor, blood, detection and analyzer, met the needs of strategic transformation of upstream manufacturers, **and introduced more than 30 listed innovative drugs**
- Actively participated in the distribution of drugs purchased with quantity, **and the acquisition rate of varieties purchased with quantity exceeded 60%**

Improved import service capacity

- Actively built the port import service and registration inspection capacity, established **the business capacity of Hainan port** during the year, strengthened the introduction of imported varieties, and introduced 17 new products
- The annual sales volume of **imported products was about RMB12.7bn**

Accelerated the capacity building of professional lines of equipment business and optimized the business structure

Steady development of device distribution business

- Vigorously promoted the professional **development of medical device distribution business continuously**, built a professional device headquarters and optimized the business structure of distribution sector
- In 2021, the cumulative revenue of device distribution business was around **RMB21.7 bn**, with a YoY growth of nearly 10% (excluding the impact of anti-pandemic supply exports, increased 25% YoY)



Strengthened professional marketing ability

- Built **national professional platforms, professional lines and professional service companies**, established independent medical device companies in 17 provinces, and deepened the development of orthopedics, intervention, IVD diagnostic reagents, comprehensive consumables, etc.
- **Improved the professional marketing ability of product line**, 14 orthopaedic sub-warehouses have been established, and professional line marketing organizations established in 14 regions

Actively extended to the upstream production end

- CR (Beijing) Medical Device Supply Chain Management Co., Ltd. was jointly established as a **professional orthopedic platform company to provide integrated whole value chain services**
- Set up a **technology company** in Shanghai to focus on holding the listing license of device products or obtaining the import agency right, repositioning from a distributor to a manufacturer, and a bridge for technology exchange at home and abroad

Improved innovation service capability

- Further enhanced its innovative service capability for device business, and provided supply chain management (SPD) services for device to hospitals. **42 intensive hospital service projects were added in 2021**
- **There are 12 new regional inspection centers and inspection departments**

Promote digital transformation, and provide innovative value-added services

Innovate service models

Established a vertical operation service system “**CR Micro Medicine**” (润小医) service platform for specialized/rare disease precision drugs. **Commercial insurance projects** “**Meirun Care**” (美润关怀) and “**Purun Care**”(普润关怀) made a breakthrough in transforming the profit model into service fee charges, serving 12,000 patients and generating over RMB75 mn in service fees

Established a joint venture with CR Medical to establish digital medical technology company

Jointly built a digital medical technology company with CR Medical, obtained its own Internet hospital license, cooperated to carry out multi-point practice Internet hospital project, and undertook the online consultation business of China Resources Medical

Established the strategic cooperation with multiple platforms

- Conducted in-depth strategic cooperation with innovative enterprises, such as **Immunotech Biopharm**, **Linkdoc Technology**, etc., to promote strategic cooperation such as scientific and technological innovation platform, internet medical treatment and special disease digital COE innovation Center
- Jointly established a **national sales platform for cancer and innovative drugs** with Dongyao Pharmaceutical and vivo capital

Repeated the innovative cooperation mode between with head hospitals

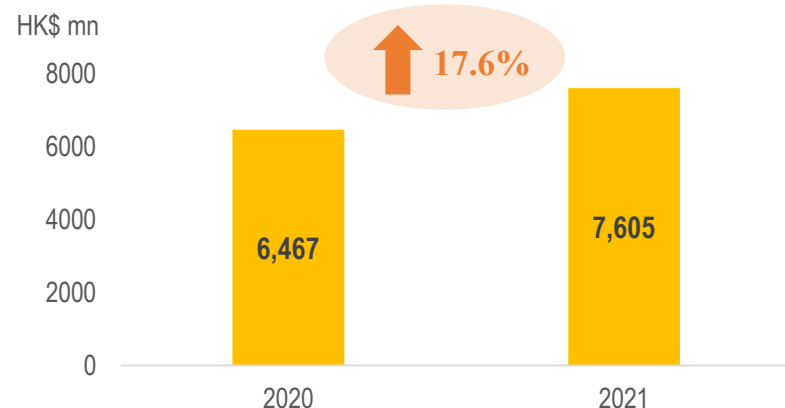
The first Scientific and Technological Innovation Center in China was signed and implemented in Shandong Provincial Hospital, and the rapid application of new medical technology was realized through the **medical enterprise cooperation** mode of "production, learning, research, financing and use"

The transaction volume of "CR Pharma e-Store" (潤藥商城) increased steadily

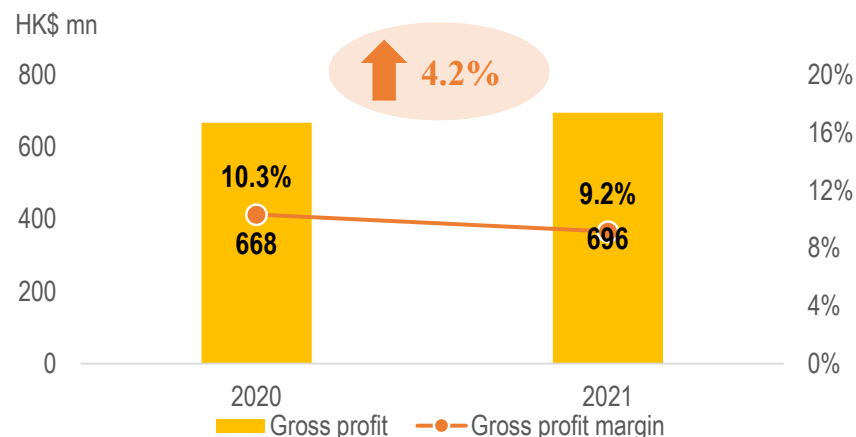
Its B2B online platform "**CR Pharma e-Store**" has covered **28 provinces**, with a transaction volume of **RMB28.5 bn in 2021**, up 14% YoY, and 48,000 active users



Segment Revenue



Segment Gross Profit



- 2021:
 - Retail segment revenue reached HK\$7.6 bn, up 17.6% YoY, mainly due to the rapid growth of DTP business revenue
 - Segment gross profit of HK\$0.7 bn was recorded, realizing segment gross profit margin of 9.2%, down 1.1 ppt YoY, mainly due to the increase in the proportion of DTP business revenue with low gross profit margin
- By the end of 2021, there were 801 retail pharmacies, including 211 DTP pharmacies, covering 89 cities
- Improved the supply chain system, enriched and optimized business categories, promoted digital transformation, actively expanded online business, strengthened the construction of integrated operation system and the development of new retail business, and created standardized, differentiated and professional competitive advantages
- The revenue of DTP business in 2021 was RMB4.3 bn, with a YoY growth of 12.7%, accounting for 68.4% of the revenue of retail sector (up 3.2ppt YoY)

Improved professional service capability

- Actively arranged DTP and other professional pharmacies, strived for "Dual Channel" qualification, and be ready to undertake the outflow of prescriptions. By the end of 2021, **there were 87 "Dual Channel" pharmacies. More than 20 new DTP varieties were introduced** during the year
- Establish **infusion Centers** in 9 cities in Jiangsu, Guangdong, Jilin and other provinces
- Nine pharmacies of **Medicine-Diagnosis and Healthcare Complexes** were established to provide customers with comprehensive services, such as intelligent detection, online consultation and chronic disease management

Created high-quality operation Standard

- The **integrated** Back Office Operation of Retail Pharmacy has taken shape, including member management system, online mall, DTP system, and ERP system upgrade, etc.
- **34 drugstores** were listed in the "2020-2021 Top 100 Single Drugstores in China", and the number of drugstores on the List has increased nearly twice; **the top three of the daily average effect** are all China Resources pharmacies; **3 of the top ten human efficiency pharmacies** were China Resources pharmacies

Built online-offline-integrated 2C platform

- **Upgraded digital retail pharmacies**, and carried out B2C, O2O, private sphere operation and other businesses, achieving the annual revenue of more than RMB70 mn
- Launched the exclusive patient welfare project "**Run Yao Bao**" (潤藥寶)

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 - 3 Appendix

Strengthened the construction of innovation and R&D capacity and created a new engine for development

Continuously increased R & D investment, built multi type R & D platforms, optimized the layout of R & D pipelines, focused on strengthening the R & D capacity of innovative drugs, enriched innovation models and quickly improved innovation R & D capacity

Strengthened outreach and promoted leapfrog development

Increased investment and M&A in innovative drugs, biological medicine, vaccines, medical devices and other fields, took the advantages of industrial funds and the role of Pathfinder, strengthened the construction of investment system and strengthened post investment management

Improved the quality of connotation development and improved management

Constantly optimized the business structure continuously, promoted transformation and upgrading, and realized the normalization of cost reduction and efficiency increase. Targeted world-class enterprises, optimized enterprise management system and improved management ability



Seized the opportunity of state-owned enterprise reform and released the vitality of state-owned enterprises

promoted the reform of mixed ownership by layers and classification, promoted the transformation of business mechanism, and improved capital allocation and operation efficiency. Improved the corporate governance structure. Achieved a breakthrough in the incentive mechanism and implemented medium and long-term incentives for employees

Improved the level of intellectualization and enabled the transformation and development of business

Grasped the development trend of digitization and intellectualization, promoted the intellectualization of all links of enterprise operation in R & D, production, supplied chain, sales and service, and management improvement, and helped to build core competitiveness

Coordinated development and resource integration to improve operation efficiency

Established a cross regional, multi-level and multi-mode coordination mechanism, promoted the overall coordination and optimal allocation of resources, and tilted resources to innovation and high potential businesses



華潤醫藥集團有限公司

China Resources Pharmaceutical Group Limited

Thanks for Listening!



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Performance and Business Highlights

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Appendix

Annex 1: Income Statement

HK\$mn	2020	2021	YoY
Revenue	200,423	236,806	18.2%
Gross Profit	32,294	35,380	9.6%
Gross Profit Rate	16.1%	14.9%	
Operating Profit	9,965	10,896	9.3%
Operating Profit Margin	5.0%	4.6%	
Net Profit for the Company	5,324	6,647	24.9%
Net Profit Attributable to Shareholders	3,297	3,769	14.3%
Net Profit Margin Attributable to Shareholders	1.6%	1.6%	
EPS (HK\$)	0.52	0.60	

Appendix 2: Balance Sheet

HK\$m	31 December 2020	31 December 2021
Total Assets	209,372	248,562
PPE	17,324	19,677
Goodwill	21,072	24,902
Trade and receivables	67,703	77,613
Inventories	24,585	29,688
Bank and cash	11,231	17,513
Total liabilities	129,342	153,578
Trade and other payables	66,396	75,551
Bank borrowings	36,249	50,668
Bonds payable	6,040	4,364
Total equity	80,029	94,984
Shareholders' equity	46,470	50,981
Current ratio	1.2	1.2
Total debt	53,332	66,440
Net debt	42,100	48,927
Net debt / total equity	0.53	0.51

Annex 3: Segment Performance in 2021

HK\$m	Manufacturing	Distribution	Retail	Others	Total
External Revenue	35,179	193,858	7,605	164	236,806
Segment results	9,716	8,049	-52	69	17,781
Other income					1,517
Other gains & losses					-1,275
Admin expenses					-6,236
Other expenses					-1,745
Share of profits of associates and joint ventures					314
Finance costs					-2,676
Finance income					729
Profit before tax					8,408

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)
- Total capital stock: 6.283 bn shares ¹
- Market cap: HK\$ 22.305 ¹

Shareholding Structure



Appendix 5: Business Overview



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

Pharmaceutical Manufacturing

Revenue: HK\$38.6 bn
Gross Profit: HK\$22.3 bn

- One of the largest pharmaceutical manufacturers in China
- The largest OTC drug manufacturer in China
- Own many pharmaceutical brands with many powerful brand identification brand: 999, Dong-E-E-Jiao, CR Double-Crane, CR Jiangzhong, CR Zizhu, and Boya Biology, etc.



- Manufacture 615 pharmaceutical products
- Have more than 200 R&D projects under R&D, including over 70 innovative drugs and 11 new bio-drugs. The early-stage R&D platform for small molecule new drugs has a certain scale with fully independent R&D capability

Distribution

Revenue: HK\$199.1 bn
Gross Profit: HK\$12.4 bn

- The 3rd largest pharmaceutical distributor in China
- Owns about 200 subsidiaries and 208 logistics centers in 28 provinces
- Distribute ~ 210,000 types of products, comprising ~40,000 types of Rx drugs and ~20,000 OTC products
- Maintain long-term stable cooperation with over 100,000 international and domestic upstream manufactures
- Serve over 130,000 downstream clients, including hospitals, primary medical institutions, and retail pharmacies

Retailing of drugs

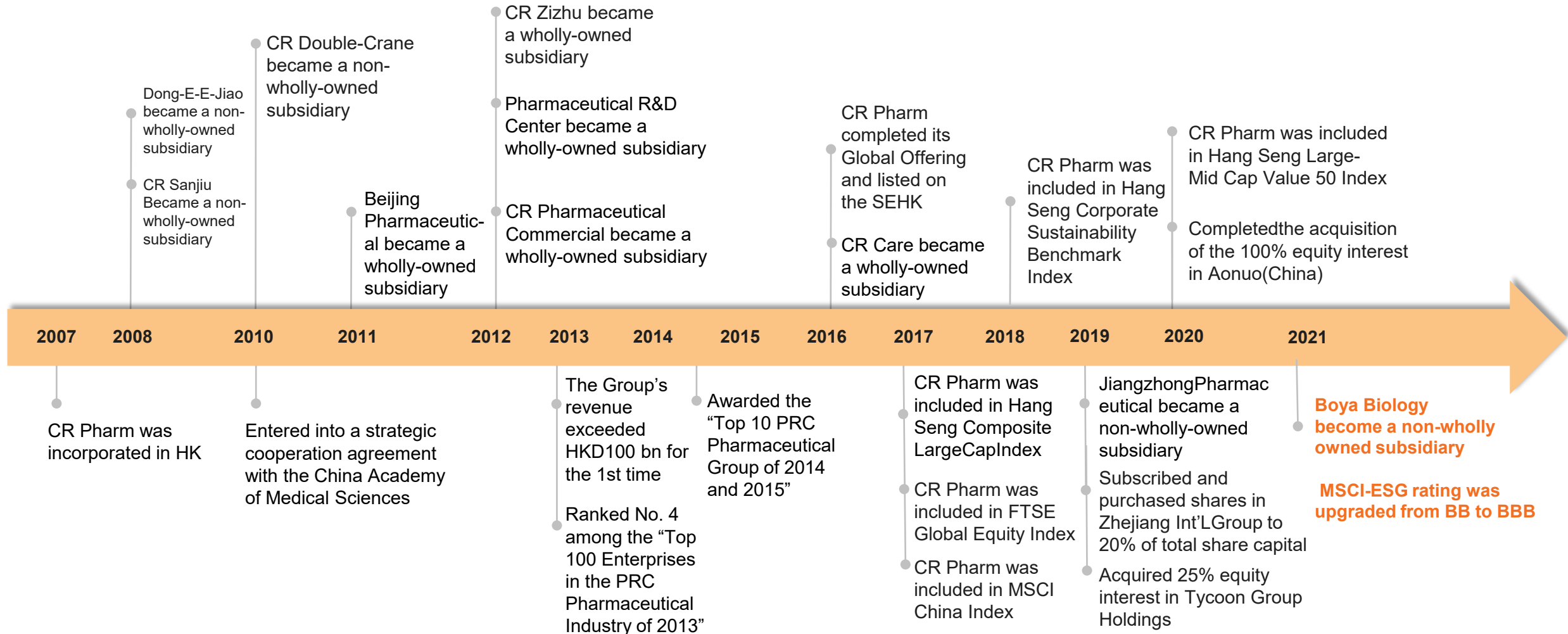
Revenue: HK\$7.6 bn
Gross Profit: HK\$0.7 bn

- Operate 801 retail pharmacies, 211 DTP pharmacies, covering 89 cities in China
- Own premium brand names, including CR Care Shenzhen (華潤堂), New Medical Insurance (醫保全新), Li'an Chain (禮安連鎖), Tung Tak Tong (同德堂), Teck Soon Hong (德信行)



- 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




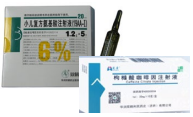



Appendix 7: Chinese Medicine & Nutritional Products











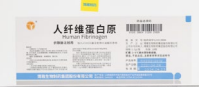

Major Product	Therapeutic Area	Major Product	Therapeutic Area
 <p>E-Jiao Block, Compound E-Jiao Slurry E-Jiao Powder</p>	<p>Nourishing yin and moistening dryness, supplementing qi and nourishing blood Anti-anemia</p>	 <p>Gutong Plaster, Tianhe Zhufeng Plaster Bone Strengthening Series</p>	<p>Orthopaedics</p>
 <p>Ganmaoling, Compound Ganmaoling Strong Loquat Dew</p>	<p>Cold Treatment and Cough Relief</p>	 <p>Shenfu Injection, Shenmai Injection, Shengmai Injection</p>	<p>Cardiovascular System</p>
 <p>Zhengtian Product Series</p>	<p>Headache</p>	 <p>Cinobufagin Brucea Javanica Oil Soft Capsule</p>	<p>Antitumor</p>
 <p>Sanjiu Weitai, Qizhi Weitogn Keli and Yinzhihuang</p>	<p>Digestive Tract and Metabolism</p>	 <p>TCM Formula Granule Combination Including More Than 600 Products</p>	<p>Traditional Chinese Drugs Formula Granules</p>
 <p>Pediatric Paracetamol Xiaoer Ganmao Granules Pediatric Cough Syrup</p>	<p>Pediatrics</p>	 <p>Xuesaitong Soft Capsule (Licawang)</p>	<p>Cardiovascular System</p>
 <p>Jianweixiaoshi Tablets, Lactobacilli Tablets Active Probiotics</p>	<p>Digestive Tract And Metabolism</p>	 <p>Taohuaji and Zhenyan E-Jiao Paste are derived from E-Jiao TCM Product Series</p>	<p>Health Products</p>
 <p>Compound Caoshanhu Buccal Tablets</p>	<p>Oropharynx</p>	 <p>Nutritional Supplements, Health Food Derived from the Treatment Field of Core Traditional Chinese Medicine</p>	<p>Health Products</p>

Appendix 8: Chemical Drugs

Major Product	Therapeutic Area
 <p>Compound Hypotensive Tablets (Hypertensive No. Zero)</p>	Cardiovascular System
 <p>Amlodipine Besylate Tablets (Yashida)</p>	Cardiovascular System
 <p>Valsartan Capsule (Suiyue) Valsartan Hydrochlorothiazide Tablets (Fushuiyue)</p>	Cardiovascular System
 <p>Pivastatin Calcium Tablets (Guanshuang)</p>	Cardiovascular System
 <p>Gliqidone Tablets (Tangshiping) Mefformin hydrochloride sustained-release tablets (Buke)</p>	Digestive Tract and Metabolism (For treating diabetes)

Major Product	Therapeutic Area
 <p>Cefazolin Sodium Pentahydrate for Injection (Xintailin)</p>	Anti-infection
 <p>Peritoneal Dialysate</p>	Nephrology
 <p>Bovine Lung Surfactant for Injection (Kelisu)</p>	Pediatrics
 <p>Compound Amino Acid Injection for Children Caffeine Citrate Injection (Feitong)</p>	Pediatrics
 <p>Levonorgestrel Tablets (Levonorgestrel Tablets and Fat Emulsion Injection)</p>	Reproductive Health

Annex 9: Product Mix- Chemicals and Biological Agents

Major Product		Therapeutic Area	Major Product		Therapeutic Area
	Wangbi Capsule	Musculoskeletal System		Recombinant Human Erythropoietin Injection (CHO Cells) (Jialinhao)	Blood and Hematopoietic Organs
	Bingwusuanmei Huanshi Pian (Shentai)	Mental Nervous System		Recombinant Human Interleukin-11 (I) for Injection (Baijieyi)	Blood And Hematopoietic Organs
	Citicoline Sodium Tablets (Nobuyi)	Mental Nervous System		Recombinant Human Tissue Plasminogen Kinase Derivative for Injection (Ruitongli)	Blood And Hematopoietic Organs
	Five Basic Intravenous Solutions Container System	High-capacity Intravenous Infusion		Compound Dexamethasone Acetate Cream (Mometasone Furoate Gel)	Dermatology
	Mometasone Furoate Gel (Mometasone Furoate Gel)				
	Human Serum Albumin	Blood Products		Intravenous Injection of Human Immunoglobulin	Blood Products
	Human Fibrinogen	Blood Products		Human Prothrombin Complex	Blood Products