



華潤醫藥集團有限公司

China Resources Pharmaceutical Group Limited

(Stock Code 股份代號：3320)

# CR Pharmaceutical

## 2024 Interim Results

August 2024

[Pursuing Steady and Sustained Progress  
/Steady to Long-term Drive]



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**01** General  
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## Overall Situation (Core Financial Indicators)

(RMB million excluding earnings per share and dividends per share)

	1H2024	1H2023	Change
Revenue	128,598	122,818	↑ 4.7%
Gross profit	20,933	19,761	↑ 5.9%
Net profit	5,541	5,029	↑ 10.2%
Net profit attributable to the owners of the parent company	2,605	2,682	↓ -2.9%
Operating cash flow	-1,020	-3,770	↑ 72.9%
Earnings per share (RMB Yuan)	0.41	0.43	↓ -0.02ppt
Dividends per share (RMB Yuan)	0.083	-	First time

Interim dividend  
First time

Operating cash flow  
Improved significantly

Operating revenue  
Grew steadily

Net profit growth  
higher than  
revenue growth

**Focusing on new quality of productive forces, promote the integrated business layout**



**Optimized various factors to enhance the potential of internal and external resources**



**Improved resilience of industry chain and tackled strategic emerging sectors**



**Implemented complete digital transformation and created broad prospects for development**



**Accelerated green transformation and laid foundation for high-quality development**

# External M&As Drove Growth Expectations, Internal Coordination Enhanced Synergies



Externally, seized industry development and M&A opportunities and conducted M&As in multiple therapeutic areas, as well as enriched product portfolio  
Optimized internal resources and elements, stepped up professional integration, and led the close cooperation of various sectors to enhance brand value and overall synergies.



## Increased shareholding in the joint-stock company Respirent Pharmaceuticals

Increased capital in Respirent Pharmaceuticals through CR Sanjiu to reinforce its professional capabilities in the respiratory field, support subsequent new product development, and continuously enrich the respiratory medicine portfolio.

## Proposed acquisition of 100% interest in Green Cross HK

The Group, through CR Boya Biopharmaceutical, conditionally agreed to acquire 100% interest in Green Cross HK. The acquisition will increase the scale of upstream plasma collection and the number of plasma stations, as well as enhance the Group's influence in the blood product sector.

**+4** Plasma stations

**+1** Production licence

## Joined forces with Tasly Pharmaceuticals

The Group, through CR Sanjiu, acquired 28% interest in Tasly Pharmaceuticals, and also entered into a strategic cooperation agreement with the company, pursuant to which the parties will carry out comprehensive strategic cooperation in the PRC's digital TCM industry in respect of R&D work in innovation models, intelligent manufacturing, prescription drug pipeline expansion, and industrial innovation. The cooperation will also help realize the synergies in the TCM industry chain, strengthen the core competitiveness of the entire industry chain, rapidly replenish the pipeline of innovative Chinese medicines, enhance innovation capabilities, establish a leading edge in the TCM market and consolidate its leading position in the industry, hence promoting the inheritance and high-quality development of TCM.



## Internal reorganization to improve quality and facilitate integration

The Group's subsidiary CR Double-Crane has completed the acquisition of 100% interest in CR Zizhu, strengthening economies of scale and synergies in channel marketing, product layout, international business, and retail business, as well as enhancing the overall competitiveness of the pharmaceutical manufacturing business.

## Subsidiaries entered into product sales cooperations

CR Sanjiu, the Group's subsidiary, is the exclusive marketer for CR Biopharma's products such as Ruitongli, Baijiexi and Jialinhao, which is conducive to improving overall marketing efficiency, raising the commercialization capabilities and market competitiveness of related products, and expanding market share.



**01** General  
Introduction

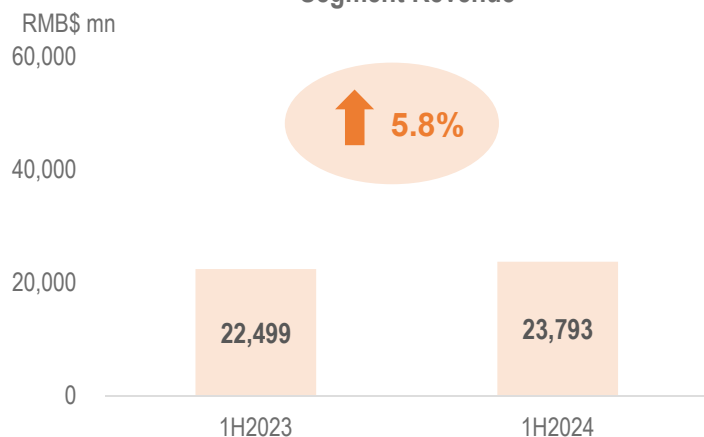
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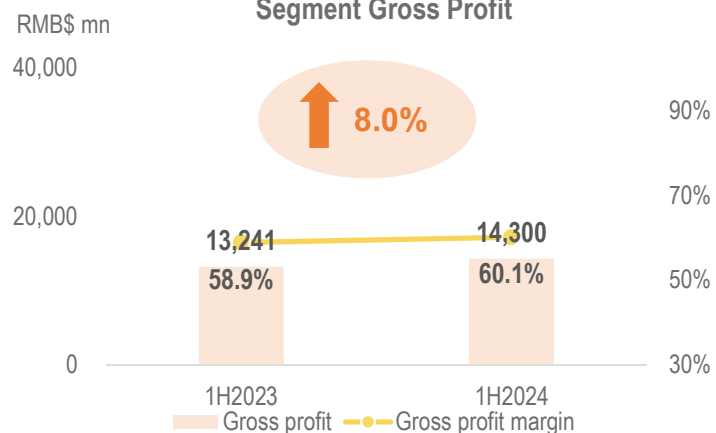
# Manufacturing Business

### Segment Revenue

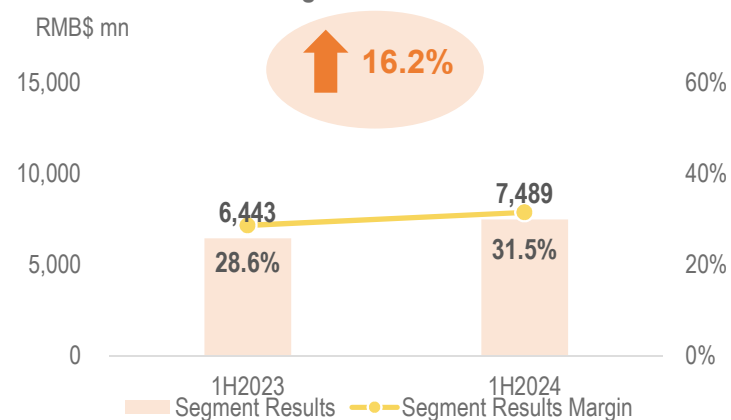


- In the first half of 2024, the Group's pharmaceutical manufacturing business recorded revenue of RMB23.79 billion, representing an increase of 5.8% year-on-year. The TCM, chemical drugs and biological drugs business segments showed healthy growth.
- Gross profit and results of the pharmaceutical manufacturing segment increased by 8.0% and 16.2%, respectively. Gross profit margin of the segment reached 60.1%, a year-on-year increase of 1.2 ppt.
- The Group has 792 products, of which 430 were included in the National Reimbursement Drug List and 203 were included in the National Essential Drug List.

### Segment Gross Profit



### Segment Results





# Constructed Industry Chain and Value Chain, Consolidated Industrial Advantages and Resilience

## Strengthened the ability to build the entire TCM industrial chain, Led in total cost of industrial chain integration

### Upstream: Lowered procurement costs

Expanded the variety and area of cultivation, built dual-channel, dual-circulation medicinal material resource system, realized localization of medicinal materials to ensure the quality of medicinal materials from the source, and reduced procurement costs.

### Midstream: Advanced technologies and reduced production loss

Accelerated the deployment of fresh-processing bases to realize pricing based on quality; continued to conduct national standard research to promote the inheritance and innovation of TCM, as well as set yield indicators for core varieties to reduce production losses.

### Downstream: Improved efficiency and lowered marketing costs

Manage product classification, and actively responded to centralized procurement to ensure stable supply, and also improved marketing efficiency and reduced sales costs.

### Built an industry chain ecosystem featuring co-construction, sharing, and mutual benefits

- Undertakings: Joint Chain Action for the TCM Industry Chain and High-Quality Development Salon of the TCM Industry, Annual Meeting of the Industrialization Cooperation Center of the Hunan-Jiangxi-Guangdong-Hong Kong-Macao TCM Entire Industry Chain Collaborative Development Alliance, and Traditional Medicine Sub-forum of Shanghai Cooperation Organization
- Platforms: High-Quality Development Alliance of the TCM Industry, Expert Committee

## Strengthened the comprehensive advantages of the chemical drug business and promoted cost reduction and efficiency enhancement of the entire value chain

### Optimized layout, expanded production capacity and improved efficiency

New solid preparation workshop in Shandong



Completed, equipment installation in progress

New peritoneal dialysis production line in Huaian



Completed, production line certification in progress

### Adopted multiple measures to reduce costs

Centralized procurement to lower prices  
Transformed equipment to improve efficiency  
Optimized raw material process  
Implemented lean management in operations  
.....

### Deepened the transformation of marketing model and actively expanded omni-channel marketing

Consolidated professional promotion  
Expanded into new sectors and new products

Realized channel functions  
Fully reaped benefits of centralized procurement

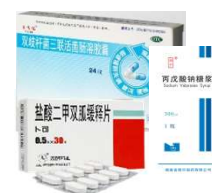
Integrated retail resources  
Actively expanded retail e-commerce

Features Focus on bolstering product power

Utilize sales network to refine channel management

Consumer-oriented

Applicable products



## Expanded and strengthened the blood product business

Expansion of Plasma stations

- In July, Taihe Plasma Station and Leping Plasma Station obtained Plasma Collection Permit
- M&As

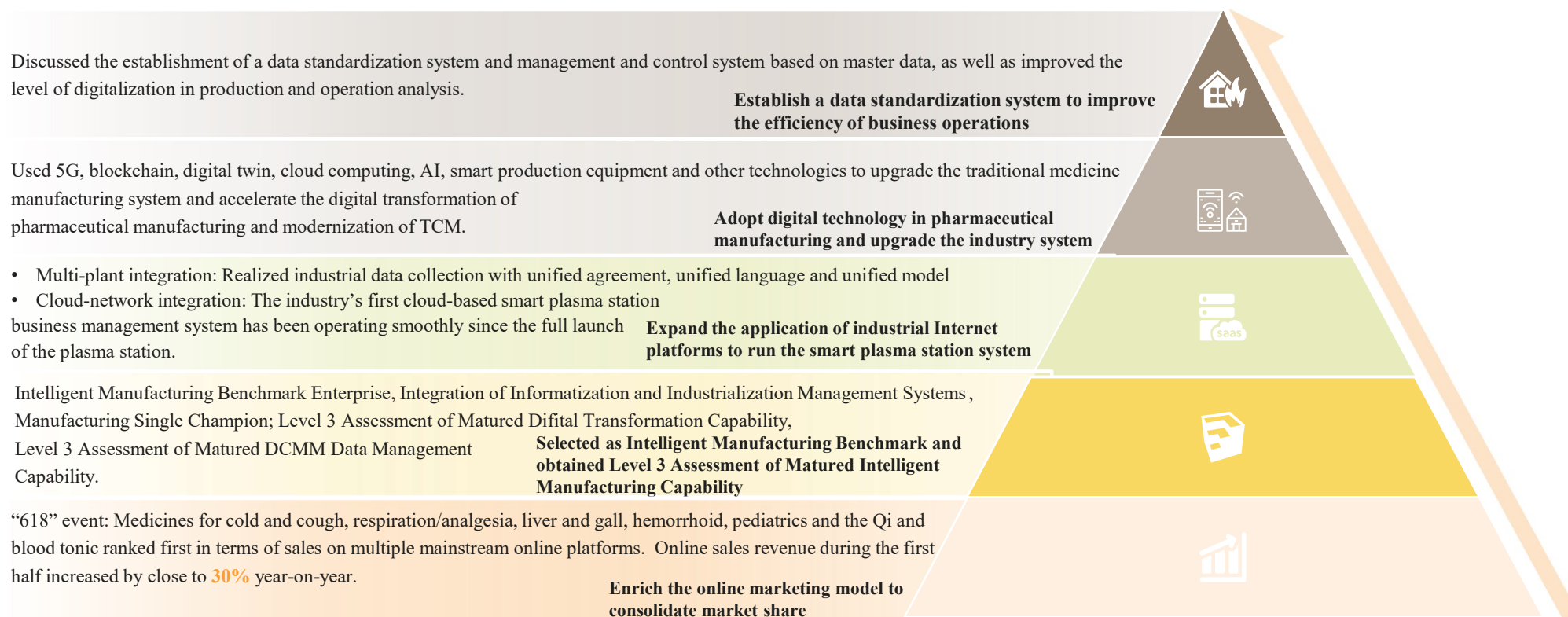


Explored potential and prepared for new developments

- Renovation and expansion to optimize the plasma donation environment
- Increased frequency and prevented loss
- Built a standardized management system
- Reserved and trained talent for key positions

# Broadened and Deepened Digital Scenarios and Cemented the Foundation for Developing New Quality Productive Forces

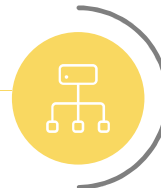
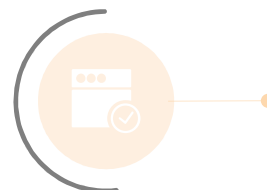
**Improved all aspects of digitalization in the manufacturing process and accelerated the digital transformation of the industry**



# Multi-level and Diversified Layout, Development in Short, Medium and Long Term

- ❑ **Innovative TCM** : One new Class 1 TCM, for the treatment of ischemic stroke, is in Phase II clinical trial.
- ❑ **Chemical innovative drugs** : NIP046, designed for autoimmune diseases, have been approved for Phase II clinical trial. NIP142, used to treat mutant non-small cell lung cancer, is undergoing Phase I clinical trial. Phase I clinical studies of a Class 1 innovative drug targeting the isocitrate dehydrogenase-1(IDH1) gene mutation are underway.
- ❑ **Biological drugs** : Phase III clinical trial of C1 Esterase Inhibitors has completed first case enrollment; Phase II clinical report of a new Class 1 biological drug for the treatment of anemia has been completed, Biologic drugs for the treatment of pulmonary embolism are in phase II clinical studies.

## Project efficiency improved



- ✓ **Marketing applications of two biological drugs have been accepted:** Marketing applications for intravenous immunoglobulin (10%) and Ruitongli new indications have been accepted by the National Medical Products Administration.
- ✓ **Two chemical innovative drugs were approved for clinical trial:** Semaglutide injection for adult type 2 diabetes was approved for clinical trial, and KPC-149 for familial Mediterranean fever was approved for clinical trial.
- ✓ **Three provincial science and technology platforms:** Shandong Provincial Key Laboratory of Glue Medicine Research and Development, Shandong Provincial Key Laboratory of Protein and Peptide Drug Application Technology and Shandong Provincial Engineering Research Center for Glue TCM Technology Innovation and Application were approved for establishment.

## R&D accelerated

## Overview and approval progress

- ❑ Total R&D expenditure totalled RMB 1.09 billion, a year-on-year increase of 4.9%.
- ❑ The number of ongoing projects exceeded 350, with nearly 100 being new drug projects.
- ❑ 17 chemical drug products obtained drug registration approvals, five products passed consistency evaluation, two classic prescriptions gained approvals, and several projects applied for IND or NDA.

## Constructed a three-tier industrial system for synthetic biology

### R&D Platform



Synthetic biology research institute

### Pilot Platform



Shenzhou Biotechnology multifunctional pilot fermentation workshop

### Industrialization base



Shenzhou Biotechnology large-scale fermentation production base

# Promoted Research-Industry Collaboration and External Cooperation, Several Research Results Gained International Recognition

## Two State Science and Technology Advancement Awards

“Construction and Demonstration Application of Ecological Planting Theory and Technology System of Traditional Chinese Medicinal Herbs” project and “The Innovation and Application of Key Technology for Resources Exploring and Industrializing Excellent Lactic Acid Bacteria Germplasm” project won second prize of the State Science and Technology Advancement Award.

## Two research results gained international recognition

- ❑ The results of the Phase III clinical trial of Ruitongli were published in a **top international medical journal**, *The New England Journal of Medicine*.
- ❑ Expert Consensus on Clinical Application of Fufang-Ejiao-Syrup in Treating Cancer related Fatigue received "**Special Merit Award**" from the Society of Oncology (ASCO)



## Win-win cooperation for research-industry collaboration

- ❑ Signed a strategic agreement with Jiangxi University Of Chinese Medicine to jointly establish a **national key laboratory** for innovation and production of modern TCM from classic prescriptions.
- ❑ Signed a joint declaration agreement with the University of Macau, and the quality standards of cyperus rotundus and pseudostellaria heterophylla have been accepted by the **German Pharmacopoeia Commission**.
- ❑ Established the “**Joint Laboratory for New Drug Research and Development**” with Shenyang Pharmaceutical University.
- ❑ Signed a strategic cooperation agreement with Jiangnan University, Dalian Institute of Chemical Physics, Chinese Academy of Sciences, and Ocean University of China to establish a joint innovation center/institute jointly.
- ❑ Jointly established Shandong Provincial Key Laboratory of Protein and Peptide Drug Application Technology with Liaocheng University and Wenzhou Medical University.



# Continuously Unleashed the Brand Potential and Consolidated the Leading Position in the Industry

## The brand value of CR Pharmaceutical further enhanced



Included in the “2024 Brand Value List of Chinese Listed Companies” with a brand value of RMB97.006 billion, ranking TOP 50 in the overall list and TOP 55 in the vitality list.

## Officially launched the brand of "777"



Starting with Xuesaitong oral products, it will gradually expand to a full range of product lines including health management, disease prevention, serious treatment, and post-illness rehabilitation, driving Yunnan's authentic medicinal Sanqi to go abroad and promoting the international dissemination of TCM culture.



## Three of the Group's brands made the “2024 China's 500 Most Valuable Brands” list

The Group's three brands, namely Dong-E E-Jiao, Jiangzhong, and Yuting made the list, ranking 5th, 6th and 11th in the pharmaceutical industry, respectively. Brand value has risen to approximately RMB10.8 billion in total.



## Multiple products on the list of Top 10 Best-Selling Brands

Four products belongs to the Group's pharmaceutical business, were included in the 2023 Top 10 Best-Selling Brands in the field of Chinese patent, namely “E-Jiao”, "Ganmaoling Granules", "Jianwei Xiaoshi Tablets", and "Compound E-Jiao Syrup".

# Built a Solid Foundation for High-quality Growth Through Green Development and In-depth Reform

## Increased the proportion of green and low-carbon energy

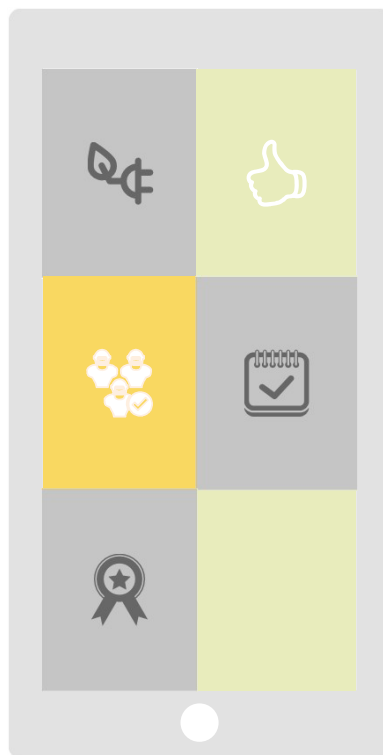
Four subsidiaries completed rooftop-distributed photovoltaic power generation projects with a total installed capacity of 4.3 MW and connected with the grid. These four projects can provide more than 4.63 million kwh of clean electricity and reduce carbon emissions by approximately 4,560 tons per year .

## Sustainable development

- ❑ The 2023 Sustainability Report received Excellent (A+) rating from GoldenBee think tank;
- ❑ CR Pharmaceutical's MSCI ESG maintained A rating.

## Implemented lean management, rated “benchmark” and “outstanding”

Three subsidiaries have been included in the 2024 list for “Exemplary Scientific Reform Actions” for state-owned enterprises.



Created green production and operation systems through green and low-carbon circular development and other initiatives

Deepened SOE reform, stimulated motivation and vitality of companies, and released performance potential

## Green development, authoritative certification

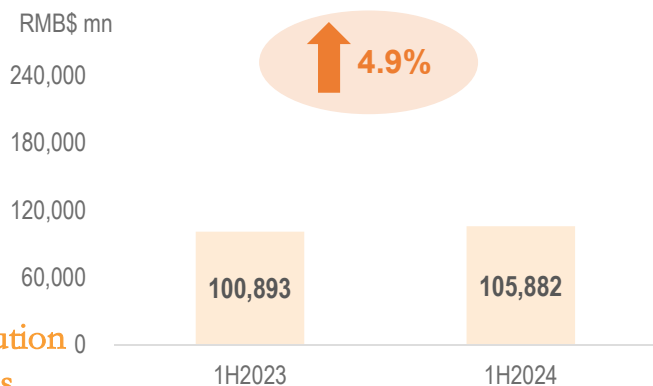
- ❑ Two zero-carbon plant projects have been selected as the first batch of zero-carbon, low-carbon, and negative-carbon demonstration projects in Jiangxi Province in 2024.
- ❑ Four logistics warehouses were granted Level I Green Warehouse status (Three-Star).

## Implemented an incentive mechanism to stimulate corporate motivation

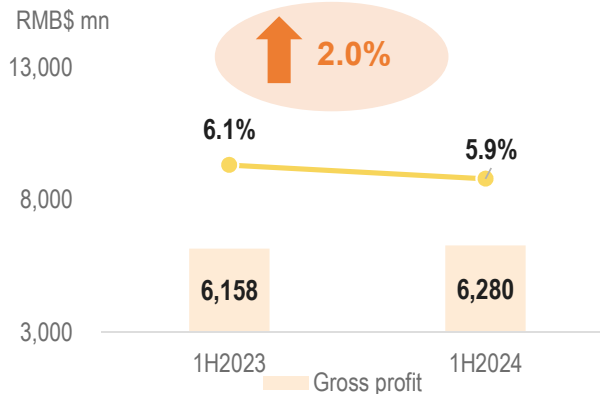
- ❑ Jiangzhong Pharmaceutical released Phase 2 of the restricted stock incentive plan (draft).
- ❑ Dong-E-E-Jiao released Phase 1 of the restricted stock incentive plan (draft).
- ❑ CR Sanjiu and CR Double Crane’s restricted stock incentive plan has continued steadily.

# Commercial Business

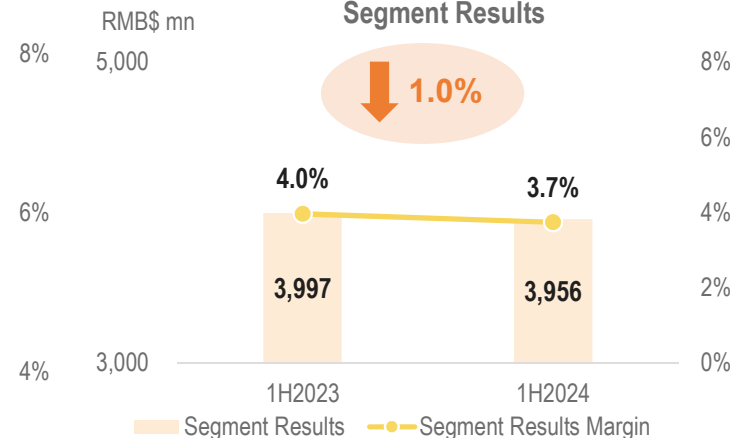
### Segment Revenue



### Segment Gross Profit

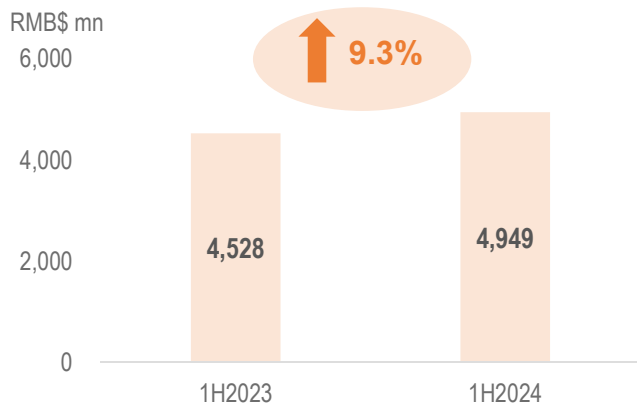


### Segment Results

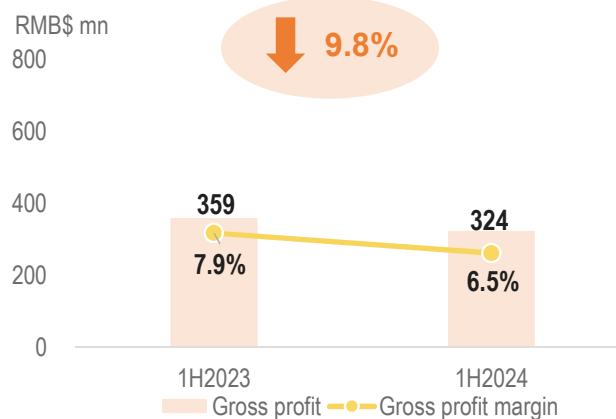


## Distribution Business

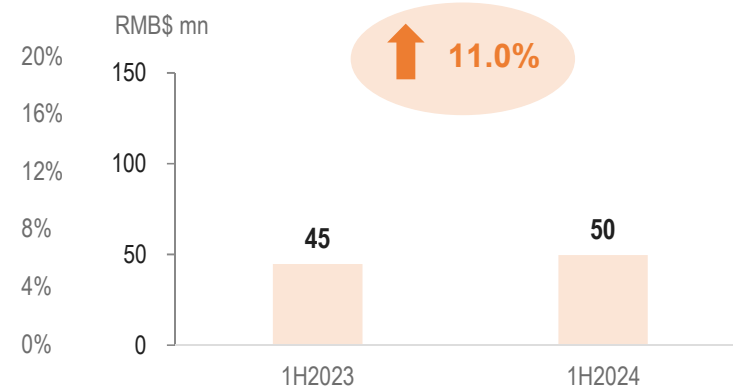
### Segment Revenue



### Segment Gross Profit



### Segment Results



## Retail Business

# Enhanced Professional Service Capabilities and Increased Customer Stickiness through Multiple Channels



Professional empowerment, integrated operation, enhanced customer experience by adding value throughout the life cycle

- ◆ Fully promoted innovative value-added services
- ◆ Provided overall supply chain solutions and reshaped traditional medical channels

- ❑ Declared intention to cooperate with more than 70 medical institutions nationwide on over 120 centers of excellence (COEs), accurately reaching medical and patient resources, forming data assets, and extending the service model to the C-end, as well as commencing operation of three lung cancer COEs.
- ❑ Established a penetrating digital customer relationship management (CRM) platform to optimize service capabilities.

## ◆ Explored a complete closed-loop methodology, from fundraising, payment to service

Worked with Yibao Technology to launch inclusive outpatient insurance in many provinces, providing medication services for the insured and product access services for manufacturers.

## ◆ Enhanced professional logistics services

- ❑ Achieved breakthroughs in the construction of key logistics hubs in Beijing, Guangzhou and Changsha.
- ❑ Had 224 logistics centers that can store and distribute temperature-controlled medicines across the country, realizing full-process management of vaccines, blood products and temperature-controlled products with special requirements.

## ◆ Promoted professionalization of medical devices and fully deployed entire value chain business

Established 43 independent medical device companies, covering approx. 30,000 hospitals along the downstream chain and generated revenue of approx. RMB16.66 billion, a year-on-year increase of 3%.

- ❑ Introduced devices and products: Introduced seven general distributor/distributor products through unified negotiations;
- ❑ Established specializations: Strengthened specialized orthopedics capability, interventions, IVD diagnostic reagents, etc., and accelerated extension development;
- ❑ National integrated supply chain and service platform: More than 100 orthopedic specialized warehouses; built a smart orthopedic operation platform for CR's medical devices;
- ❑ Extended the IVD field layout: Built a production base for IVD and basic consumables;
- ❑ Improved R&D capabilities: Established a joint in vitro diagnostic laboratory and a synthetic biomaterials laboratory to focus on the development of key raw materials;
- ❑ Enhanced lean management of in-hospital logistics: Based on traditional logistics and distribution business, extended to in-depth marketing lean management, and added nine new terminal innovative service projects.

## ◆ Own centralized internet medical platform - "Run Xiaoyi" officially launched

Obtained the first Category-3 license for an integrated internet hospital for traditional Chinese and Western medicines in Beijing

Service Model	Content/Progress
Online consultation/ follow-up visit	Several doctors in Sichuan received approval from Beijing Municipal Health Commission for practicing at multiple sites across the provinces
Prescription outflow	Provided consultation and prescription services for pharmacies; cooperated with hospitals to review prescriptions and conduct due diligence, and implemented prescription circulation platform projects
Clinical services	Started operation of a new brain cognition project, and realized billing and charging
Pharmaceutical companies services	Assisted pharmaceutical companies to launch sales on internet channels and introduce patient management services, and have achieved product launch



# Strengthened Acquisition of Products from Different Dimensions and Established In-depth Marketing System

Multi-dimensional coordination  
Enhanced ability to acquire upstream resources

## Acquisition rate of innovative drug products reached 95%; product acquisition rate from centralized procurement at 62%



- ✓ Obtained 35 innovative products from Roche-VABYSMO®, Pfizer-Nurtec®, Chiatai Tianqing-Andewei, etc.
- ✓ At the ninth batch of centralized procurement, the average product acquisition rate reached 62%.

## Strengthened international cooperation and expanded commercialization rights



- ✓ Contracted with Swedish Orphan Biovitrum AB (SOBI) for the right to commercialize two rare disease products in Mainland China, including the import general distribution right.
- ✓ Provided full-cycle services such as pre-market cooperation, import and export services, national distribution, innovation and value-added services, etc. and provided diversified solutions to more than 60 upstream pharmaceutical companies, such as AstraZeneca, Bristol-Myers Squibb, and Viatrix.

## Provided full-cycle services to enhance international business capabilities



- ✓ Capitalizing on its “multi-port, one-stop” international supply chain service system in Guangzhou, Beijing, Shanghai, and Chengdu, and other cities, implemented innovative initiatives including “Hong Kong and Macao Medicine and Equipment Connect” and pilot demonstration zones such as Boao Lecheng.
- ✓ Imported four new products and introduced innovative drugs and medical devices for use in Ruijin Hainan Hospital;
- ✓ Guangdong port completed customs clearance for the first batch of pacemakers imported through the “Hong Kong and Macao Medicine and Equipment Connect” into Mainland China.



## Built an in-depth marketing vertical control and management system to consolidate the medical business

- ✓ Established a vertical management and control mechanism, and realized regional penetration management through CRM system and on-site supervision;
- ✓ Empowered different areas through training and joint bidding.



## Coordinated regional joint bidding to increase product acquisition rate

- ✓ Obtained the right to market the mature products of Organon in Shandong.
- ✓ Reached intention for cooperation with CR Boya Biopharmaceutical in relation to posterior pituitary products.

# Promoted Stable High-quality Development and Consolidated Core Advantages through Digitalization

Digital coverage of key aspects reached **65%**, integrated business development, and improved the efficiency of lean management and operation

## Supports the development of new business

Established online business matrix system for CR Pharma e-Store, RunEcai, Runyaotong, and Runguan'ai to reach channels, terminals, and patients conveniently and efficiently.



**RunEcai** Supports convenient order placement in multiple scenarios

**Runguan'ai** patient service platform, for patients with specific diseases including tumors and rare illnesses.

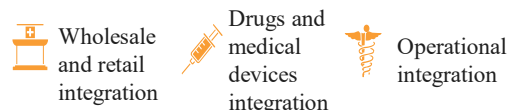
## AI applications

The "one product, one strategy" inventory dynamic forecasting model, an **intelligent procurement forecasting optimization model**, was launched in Hunan and Shandong on a pilot basis. As of the end of June, a total of approx. 400 products have been launched online, **with out-of-stock rate down by approximately 5%, and inventory turnover up over 20%.**

Built a self-service OCR platform, to identify certificate and license information, compare and identify delivery receipts with AI, with an **overall accuracy of over 90%, reducing over 10,000 working hours per month on average.**

## Lean management improves efficiency

Started the merger and integration of core systems in three provinces in Northeast China, with plans to complete pilot deployment in the second half of the year



Based on the digital marketing operation platform, established systematic market and business strategies, constructed sales system, and built channel and terminal expansion models to continuously improve the coverage of retail terminals

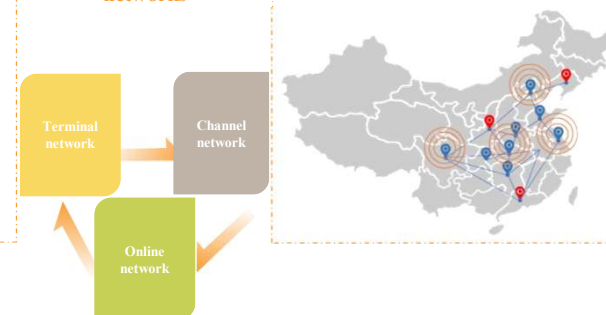
### Medical terminals:

- Provide diversified solutions for upstream pharmaceutical companies.
- Cooperate with national medical institutions on COEs.
- Cover more than 10,000 secondary and tertiary hospitals, and approximately 90,000 primary medical institutions.

### Out-of-hospital terminals:

- Revenue of DTP business in professional pharmacies increased by 19.2% YoY, accounting for 67% of the retail segment's revenue.
- 275 professional pharmacies in total, including 162 dual-channel pharmacies.

### Construction of three networks



By the end of the 14th Five-Year Plan period, five pioneering areas will be enlarged and strengthened, and practice areas across seven provinces will be built, to drive scale expansion with products and introduce projects to out-of-hospital terminals.

- Digital distribution:** Established online business platforms to build diverse online transaction scenarios including B2B, B2C, medical insurance/commercial insurance payment, Internet hospitals, and prescription workflows.
- Digital retail:** Sales reached approximately RMB150 million in the first half of the year.

# Optimized Resource Allocation and Released Performance Potential



**Introduced strategic investments**  
**Optimized capital structure**

CR Pharmaceutical Commercial introduced strategic investors with a total consideration of RMB6.26 billion, which is conducive to improving resource allocation and operational efficiency of the commercial sector.



**Strengthened post-investment management**  
**Enhanced market position**

Continued to promote establishment of an integrated organizational control system in the Southwest region, and achieved good progress at the integration stage, which will further consolidate and enhance our market position in the Sichuan-Chongqing region.



**Built cooperation platform**  
**Deepened upstream cooperation**

Signed strategic cooperation agreements with ChiaTai TianQing, Yichang Humanwell, Haisco, and Shenyang Xingqi Pharmaceutical.



**Lean management**  
**Steady development**

The accounts receivable structure has been improved and qualitative growth has been achieved.

Expanded external cooperation at a variety of levels and increased scale of resource endowment

Implemented internal multi-tier restructuring and improved resource utilization efficiency

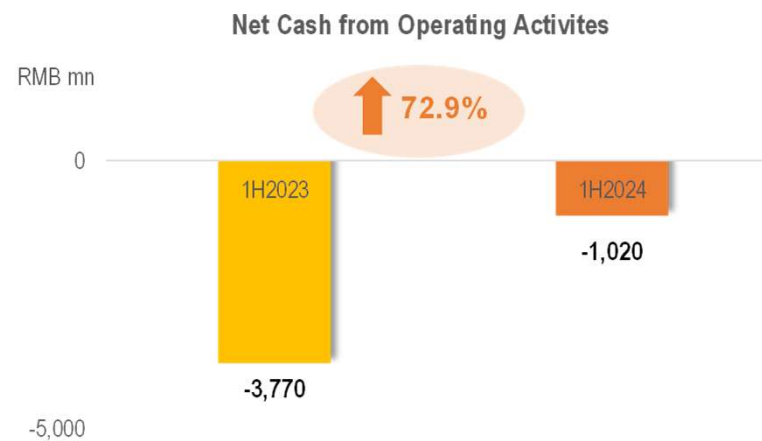
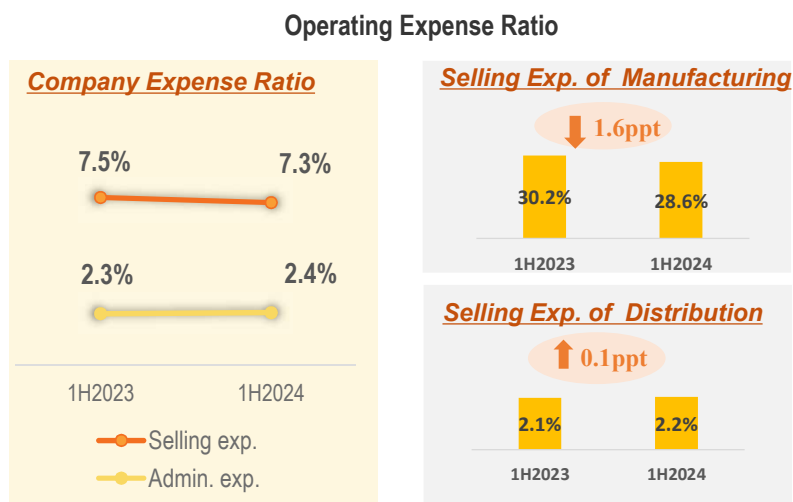
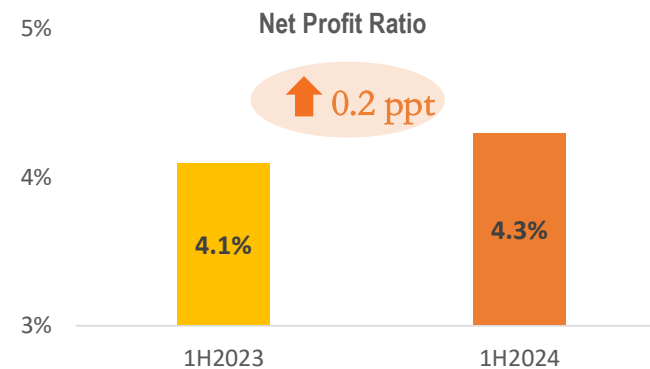
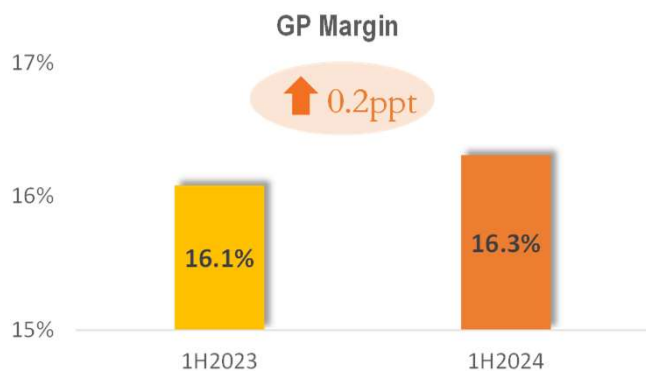
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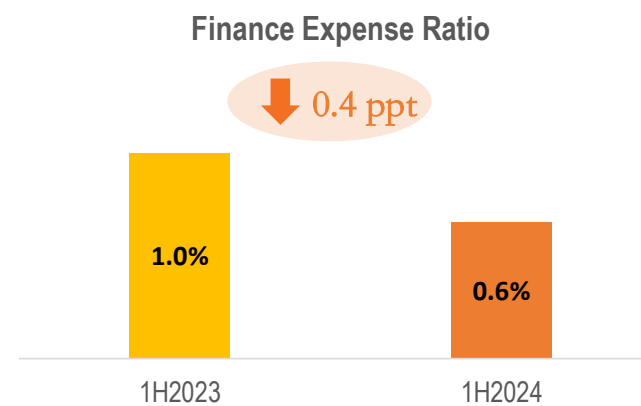
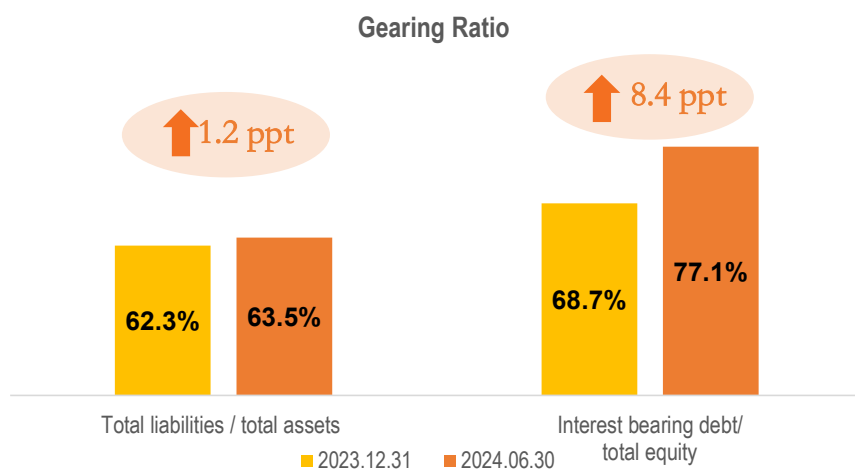
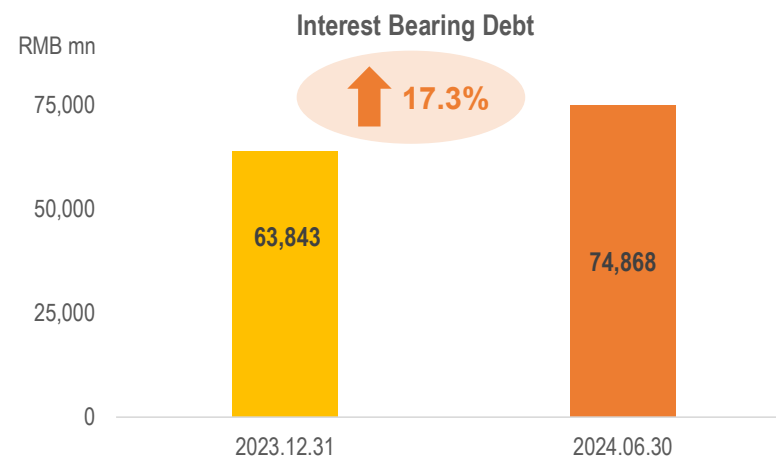
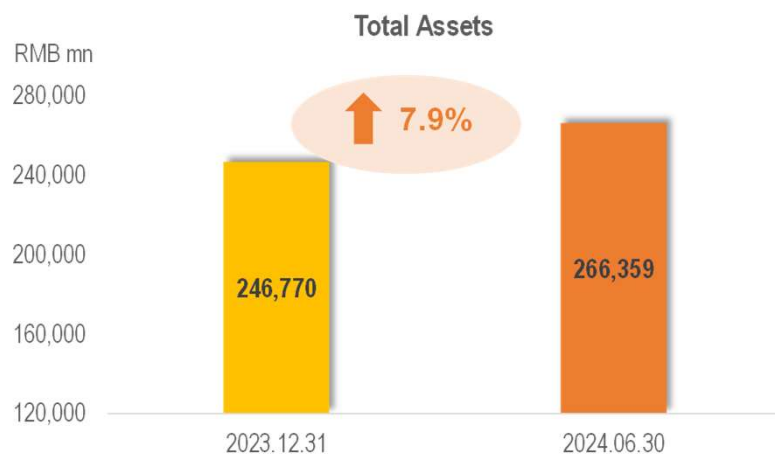
**03** Financial  
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**04** Appendixes

# Profit margin and operating cash flow



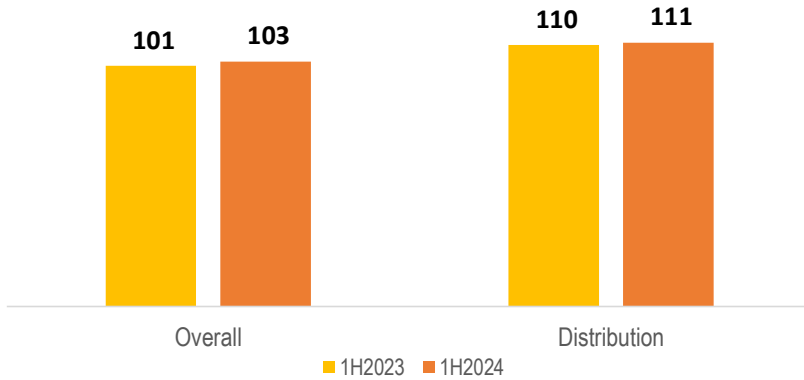
## Debt ratio and finance expense



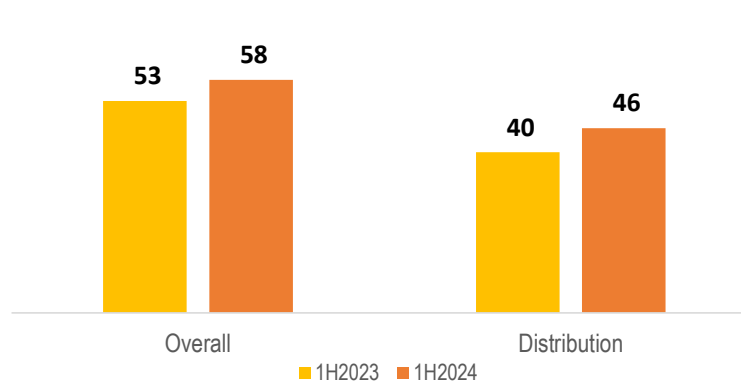
Interest bearing debt includes bank borrowings, bonds payable, short-term debentures and interest bearing shareholder's loan

# Working capital turnover

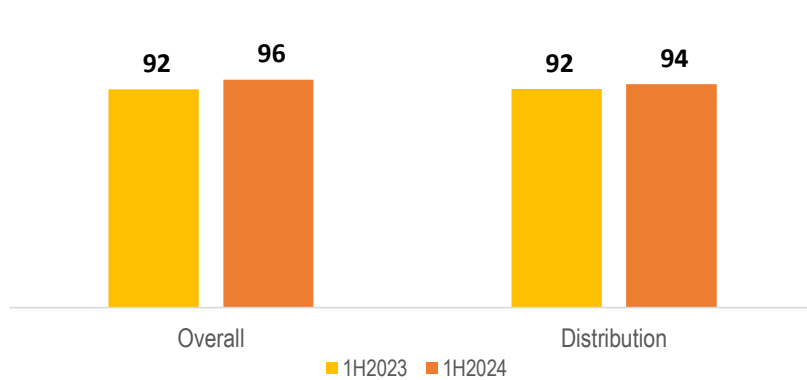
### Trade Receivable Turnover Days



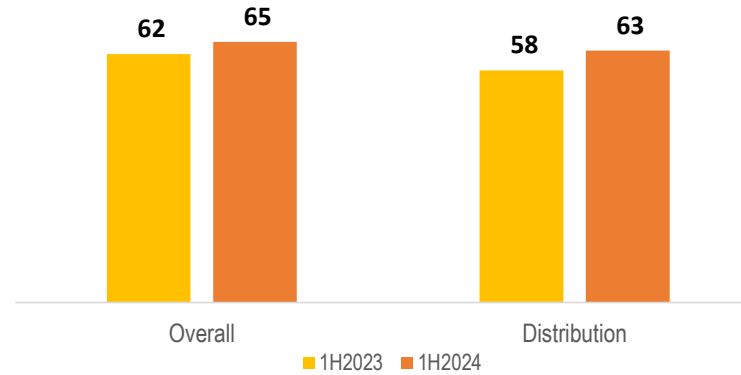
### Inventory Turnover Days



### Trade Payable Turnover Days



### Cash Conversion Cycle





**華潤醫藥集團有限公司**

**China Resources Pharmaceutical Group Limited**

(Stock Code 股份代號：3320)

# Q&A





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## Appendix I: Statement of Profit or Loss

RMB million	1H 2024	1H 2023	YoY
Revenue	128,598	122,818	4.7%
Gross profit	20,933	19,761	5.9%
<i>Gross profit margin</i>	<i>16.3%</i>	<i>16.1%</i>	
Net profit of the Company	5,541	5,029	10.2%
<i>Net profit margin of the Company</i>	<i>4.3%</i>	<i>4.1%</i>	
Net profit attributable to owners of the parent company	2,605	2,682	-2.9%
<i>Net profit margin attributable to the parent company</i>	<i>2.0%</i>	<i>2.2%</i>	
Earnings per share (RMB)	0.41	0.43	

## Appendix II: Balance Sheet



RMB million	30 June 2024	31 December 2023
<b>Total assets</b>	<b>266,359</b>	<b>246,770</b>
Property, plant and equipment	19,945	20,118
Goodwill	21,454	21,454
Trade and other receivables	91,980	79,188
Inventories	36,996	31,875
Cash and deposits	22,292	24,651
<b>Total liabilities</b>	<b>169,241</b>	<b>153,795</b>
Trade and other payables	83,038	79,075
Bank borrowings	67,817	54,213
Bonds payable	7,051	6,639
<b>Total equity</b>	<b>97,118</b>	<b>92,975</b>
Equity attributable to the parent company	48,365	45,960
Current ratio	1.4	1.3
Interest-bearing liabilities	74,868	63,843
Net interest-bearing liabilities	52,576	39,192
Net interest-bearing liabilities to total equity	54.1%	42.2%

## Appendix III: Segment Results for 1H2024



RMB million	Manufacturing	Distribution	Retail	Others	Total
External sales	21,171	102,419	4,949	59	128,598
Segment results	7,489	3,956	50	28	11,523
Other income					811
Other gains and losses					-657
Administrative expenses					-3,044
Other expenses					-1,012
Share of profits of associates and joint ventures					199
Finance costs (other than interest on lease liabilities)					-1,146
Finance income					372
Profit before taxation					7,046

# Appendix IV: Company Profile

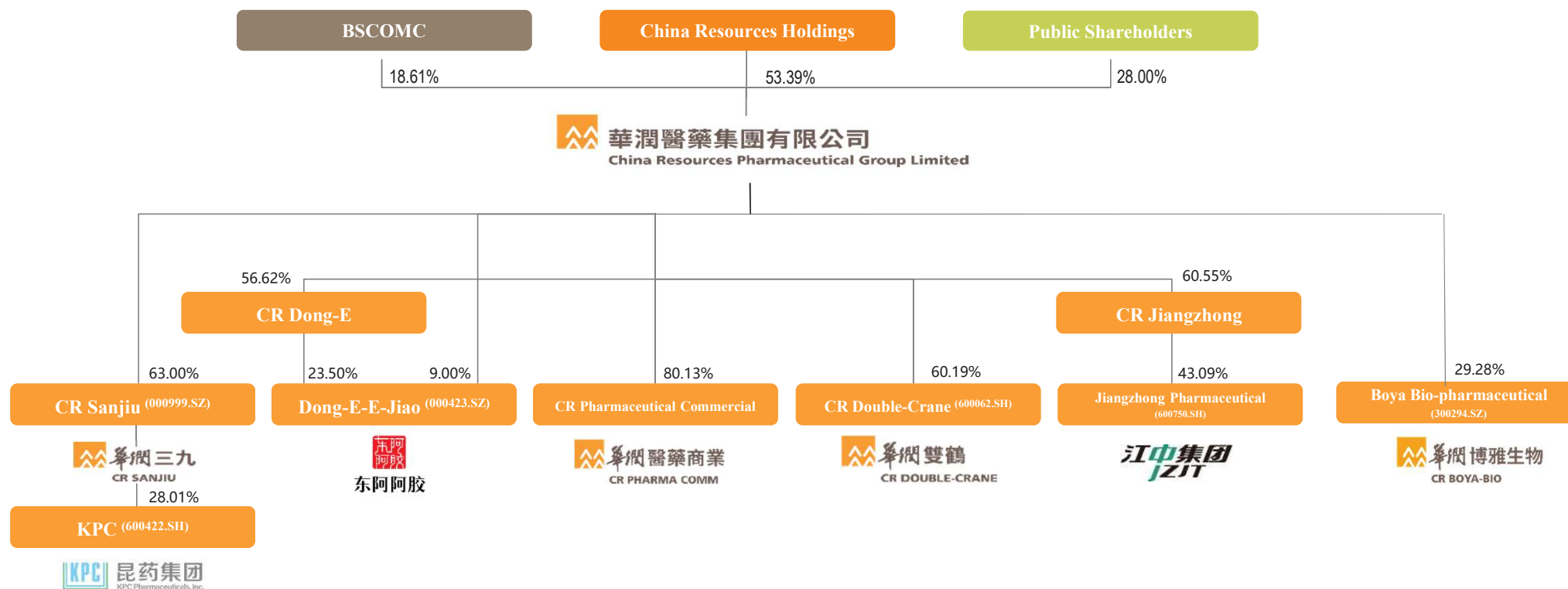


## Principal Activities

- A leading integrated pharmaceutical company in China that has built an integrated business model
- Principally engaged in manufacturing, distribution and retailing of our pharmaceutical and healthcare products

## Stock Information

- Listed on the Hong Kong Stock Exchange since 28 October 2016 (3320.HK)
- Total share capital: 6.283 billion shares<sup>1</sup>
- Market capitalisation: HK\$36,376 billion<sup>1</sup>



1. Closing as of 28 June 2024

# Appendix V: Business Overview



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

### Pharmaceutical Manufacturing Business

Segment Revenue: RMB23.79billion  
Segment Gross Profit: RMB14.30billion

- One of the largest pharmaceutical manufacturers in China
- The largest OTC manufacturer in China
- Owns a range of brands with strong name recognition: 999, Dong-E-E-Jiao, Double Crane, Jiangzhong, Zizhu, Boya Bio-pharmaceutical, KPC and etc.



- Production and manufacturing of 796 products
- Over 350 new drug development programs: including nearly 100 new drug programs and 27 new biopharmaceutical drug research programs (16 of which are new biopharmaceutical drugs)

### Pharmaceutical Distribution

Segment Revenue: RMB105.88billion  
Segment Gross Profit: RMB6.28billion

- The third largest pharmaceutical distributor in China
- Over 220 logistics centers in 28 provinces in China
- Distribute about various types of products, including about 50,000 types of prescription medicines and about 20,000 types of OTC medicines
- Maintain long-term and stable relationships with over 100,000 domestic and international upstream suppliers
- The total downstream customers is over 210,000, including hospitals by class, primary medical institutions, retail pharmacies and other customers

### Pharmaceutical Retail

Segment Revenue: RMB4.95billion  
Segment Gross Profit: RMB0.32billion





- Operates 760 retail pharmacies under high-quality brands such as Teck Soon Hong (德信行) and CR Care (华润堂)
- Enhancing the construction of professional pharmacies such as DTP, bolstering pharmaceutical service capabilities, and establishing differentiated competitive advantages. 275 DTP pharmacies (including 162 “dual-channel” pharmacies)
- Built a new retail system outside hospitals, promoting the digital transformation of retail business, establishing an integrated online and offline business model, and actively undertaking prescription outflow





# Appendix VI: Product Portfolio

## – Chinese Medicine and Healthcare Products



Major Products	Therapeutic Areas	Major Products	Therapeutic Areas
 <p>E-Jiao block 阿胶块, Compound E-Jiao slurry 复方阿胶浆, E-Jiao powder 阿胶粉</p>	<p>Nourishing Yin for moistening dryness, replenishing Qi and boosting blood production to relieve anemia</p>	 <p>Gutong patch 骨通贴膏, Tianhe Zhuifeng ointment 天和追风膏, Zhuanggu product series 壮骨系列</p>	<p>Orthopedics</p>
 <p>Ganmaoling 感冒灵, Compound Ganmaoling 复方感冒灵, Qiangli Pipalu 强力枇杷露</p>	<p>Cold and cough</p>	 <p>Shenfu injection 参附注射液, Shenmai injection 参麦注射液, Shengmai injection 生脉注射液</p>	<p>Cardiovascular system</p>
 <p>Zhengtian(正天) product series</p>	<p>Headache</p>	 <p>Huachansu 华蟾素, Javanica oil soft capsule 鸦胆子油软胶囊</p>	<p>Tumor treatment</p>
 <p>Sanjiu Weitai 三九胃泰, Qizhi Weitong 气滞胃痛, Yinzhihuang 茵栀黄 and Shenling Jianpiwei granules 参苓健脾胃颗粒</p>	<p>Alimentary tract and metabolism</p>	 <p>Portfolio of over 600 Chinese medicine formula granule products</p>	<p>Chinese medicine formula granules</p>
 <p>Xiao'er Ganmao granules 小儿感冒颗粒, Xiao'er Zhike syrup 小儿止咳糖浆</p>	<p>Pediatrics</p>	 <p>Xuesaitong soft capsules 血塞通软胶囊, Xuesaitong injection 血塞通注射液</p>	<p>Cardiovascular system</p>
 <p>Jianwei Xiaoshitab 健胃消食片, Lactobacillus tablet 乳酸菌素片, Lihuo Probiotics 利活益生菌</p>	<p>Alimentary tract and metabolism</p>	 <p>Taohuaji 桃花姬 and Zhenyan E-Jiao jelly 真颜阿胶糕 derived from the E-Jiao Chinese medicine product series</p>	<p>Healthcare products</p>
 <p>Compound Caoshanhu buccal tablet 复方草珊瑚含片</p>	<p>Oropharynx</p>	 <p>Nutritional supplements, health food derived from core areas of Chinese medicine treatment</p>	<p>Healthcare products</p>





# Appendix VII: Product Portfolio – Chemical Drugs





Major Products	Therapeutic Areas
 <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>Amlodipine Besylate tablets (Yashida) 苯磺酸氨氯地平片(压氏达)</p>	Cardiovascular system
 <p>Valsartan capsules (Suiyue) 缬沙坦胶囊(穗悦) Valsartan-Hydrochlorothiazide tablets (Fu Suiyue) 缬沙坦氢氯噻嗪片(复穗悦)</p>	Cardiovascular system
 <p>Pitavastatin Calcium tablets (Guanshuang) 匹伐他汀钙片(冠爽)</p>	Cardiovascular system
 <p>Gliquidone tablets (Tangshipping) 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 (diabetes therapy)

Major Products	Therapeutic Areas
 <p>Cefazolin Sodium Pentahydrate for injection (Xintailin) 注射用五水头孢唑林钠(新泰林)</p>	Anti-infective
 <p>Peritoneal dialysis solution (Peritoneal dialysate) 腹膜透析液</p>	Nephrology
 <p>Calf Pulmonary Surfactant for injection (Kelisu) 注射用牛肺表面活性剂(珂立苏)</p>	Pediatrics
 <p>Pediatric Compound Amino Acid injection 小儿复方氨基酸注射液; Caffeine Citrate Injection (Fetoca) 枸橼酸咖啡因注射液(斐童); Pediatric Paracetamol Artificial Cow-bezoar and Chlorphenamine Maleate granules 小儿氨酚黄那敏颗粒</p>	Pediatrics
 <p>Levonorgestrel tablets (Yuting and Golden Yuting) 左炔诺孕酮片(毓婷和金毓婷)</p>	Reproductive health



# Appendix VIII: Product Portfolio – Biopharmaceutical Drugs

Major Products	Therapeutic Areas
 <p>Human fibrinogen</p>	Blood products
 <p>Human albumin</p>	Blood products
 <p>Bifid Triple Viable Capsules Dissolving at Intestines (BIFIDO) 双歧杆菌三联活菌肠溶胶囊(贝飞达)</p>	Gastroenterology
 <p>Prothrombin Concentration Complex</p>	Blood products

Major Products	Therapeutic Areas
 <p>Recombinant Human Erythropoietin Injection (CHO Cell) (Jialinhao) 重组人促红素注射液(CHO细胞)(佳林豪)</p>	Blood and blood forming organs
 <p>Recombinant Human Interleukin-11 (I) for injection (Baijieyi) 注射用重组人白介素-11 (I) (百杰依)</p>	Tumor treatment
 <p>Recombinant Human Tissue Plasminogen Activator Derivatives (r-PA) for injection (Ruitongli) 注射用重组人组织型纤溶酶原激酶衍生物(瑞通立)</p>	Cardiovascular
 <p>Intravenous immunoglobulin</p>	Blood products