

## SUMMARY

*This summary aims to give you an overview of the information contained in this prospectus. Since this is a summary, it does not contain all the information that may be important to you. You should read the whole document before you decide to invest in the Offer Shares.*

*There are risks associated with any investment. Some of the particular risks in investing in the Offer Shares are set out in "Risk Factors". You should read that section carefully before you decide to invest in the Offer Shares.*

### OVERVIEW

We are the largest private hospital group in China as measured by the number of beds in operation and patient visits at our in-network hospitals and clinics in 2012, according to the Frost & Sullivan Report. Our in-network hospitals and clinics offer a full spectrum of healthcare services from primary preventive care to acute care and post-operative rehabilitation. All of our in-network hospitals and clinics are strategically located in Beijing, one of the largest healthcare markets in China, according to the Frost & Sullivan Report. We own Jian Gong Hospital and manage the following third-party owned hospitals and clinics under the "invest-operate-transfer", or IOT, model (our "IOT hospitals and clinics"): Yan Hua Hospital Group, Mentougou Hospital, Jing Mei Hospital Group and Mentougou Traditional Chinese Medicine Hospital. As of June 30, 2013, our hospital network consisted of 11 general hospitals, one traditional Chinese medicine hospital and 28 community clinics, with a total of 3,213 beds in operation.

We derive revenue from our in-network hospitals and clinics via three sources: (i) general hospital services provided at Jian Gong Hospital, (ii) hospital management services where we manage and collect management fees from our IOT hospitals and clinics, and (iii) supply chain business where we supply pharmaceuticals, medical devices and medical consumables to our in-network hospitals and clinics.

As an early entrant to China's public hospital reform, we have accumulated extensive and valuable experience in working with hospital owners, regulators and other key stakeholders in China's healthcare services industry. Ms. Xu Jie, our Founder and a Controlling Shareholder, participated in the reform of Jian Gong Hospital to acquire its majority equity interest in 2000, which was the first privatization of an SOE-owned hospital in Beijing. In 2010, we began to manage Mentougou Hospital, which was the first government-owned hospital in Beijing to outsource its management through a public-private partnership ("PPP").

Leveraging our successful track record in public hospital reform, we have used the IOT model to significantly expand our hospital network. During the Track Record Period, we added nine general hospitals, one traditional Chinese medicine hospital and 11 community clinics, with a total of 2,110 beds in operation, to our network through the IOT model. Under the IOT model, we agree to make a fixed investment to improve the medical facilities as well as clinical services of a hospital in exchange for the right to manage and operate that hospital. We receive performance-based management fees and the ability to supply pharmaceuticals, medical devices and medical consumables for a period ranging from 19 to 48 years. If the relevant IOT agreements are not renewed or extended after such period, the management rights will be transferred back to the hospital owner. As compared to acquiring public hospitals, the IOT model generally allows us to manage and operate hospitals with much less investment. Moreover, the IOT model does not change the public, not-for-profit nature of these public hospitals and is therefore preferred by such public hospital owners.

The rapid growth of our hospital network during the Track Record Period has led to the growth of our supply chain business. As a result of our management rights over in-network hospitals and clinics, we are able to control, consolidate and manage the procurement needs

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of these hospitals and clinics. In particular, our supply chain business consolidates the procurement needs of the in-network hospitals and clinics to obtain volume discounts from our suppliers. Therefore, we are able to generate supply chain business revenue by selling pharmaceuticals, medical devices and medical consumables to our in-network hospitals and clinics. We either purchase pharmaceuticals, medical devices and medical consumables from suppliers for resale to our in-network hospitals, or arrange for our in-network hospitals to purchase these items directly from suppliers. Our supply chain business primarily serves our in-network hospitals and generally does not supply other third-party hospitals.

Our model of operating a network of geographically concentrated hospitals rather than a single hospital creates economies of scale and additional synergies, which has led to better healthcare service quality, resource sharing, operating efficiency and profitability. The performance of all of our IOT hospitals and clinics, as measured by total patients visits and ALOS, has generally improved since the first full year of our management. Under our management, Jian Gong Hospital and Yan Hua Hospital received JCI accreditation in 2010. As of June 30, 2013, Jian Gong Hospital and Yan Hua Hospital were two out of the only three hospitals in Beijing that received such accreditation. This further enhances our reputation for clinical excellence and helps us to attract additional patients as well as experienced doctors and other medical professionals.

We grew significantly during the Track Record Period. Our in-network hospitals and clinics increased from two general hospitals and 17 community clinics, with a total of 1,103 beds in operation, as of January 1, 2010 to 11 general hospitals, one traditional Chinese medicine hospital and 28 community clinics, with a total of 3,213 beds in operation, as of June 30, 2013. Our revenue increased from RMB394.1 million in 2010 to RMB509.5 million in 2011 and to RMB758.0 million in 2012, representing a CAGR of 38.7%, and increased by 30.5% from RMB321.5 million in the six months ended June 30, 2012 to RMB419.7 million in the six months ended June 30, 2013. Our net profit also increased from RMB49.0 million in 2010 to RMB58.5 million in 2011 and to RMB110.7 million in 2012, representing a CAGR of 50.3%, and increased by 12.9% from RMB46.4 million in the six months ended June 30, 2012 to RMB52.4 million in the six months ended June 30, 2013.

### OUR CUSTOMERS AND SUPPLIERS

During the Track Record Period, our major customers were our IOT hospitals and clinics, which are Yan Hua Hospital Group, Mentougou Hospital, Jing Mei Hospital Group and Mentougou Traditional Chinese Medicine Hospital. We receive management fees from, and sell pharmaceuticals, medical devices and medical consumables to, these hospitals. Our IOT hospitals and clinics were our top four customers in 2012 and the six months ended June 30, 2013, accounting for 46.8% and 48.8% of our revenue during these periods, respectively. Our remaining customers are individual patients to whom we directly provide healthcare services at Jian Gong Hospital.

Our suppliers during the Track Record Period are primarily China-based distributors that provide pharmaceuticals, medical devices and medical consumables and equipment for use by our in-network hospitals and clinics. In 2010, 2011, 2012 and the six months ended June 30, 2013, our five largest suppliers in aggregate accounted for 43.5%, 38.6%, 56.3% and 58.1% of our total purchases, respectively. Our purchases from the largest supplier accounted for 11.9%, 11.4%, 45.5% and 43.6% of our total purchases in 2010, 2011, 2012 and the six months ended June 30, 2013, respectively. Hong Hui was our largest supplier in 2012 and the six months ended June 30, 2013.

### Supply Agreement with Hong Hui

To further consolidate our procurement needs and to achieve better efficiency and greater economies of scale, we entered into a one-year supply agreement with Hong Hui Pharmaceutical Co., Ltd. (紅惠醫藥有限公司 or "Hong Hui") on January 10, 2012 for the supply

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of pharmaceuticals to Jian Gong Hospital, Yan Hua Hospital Group and Jing Mei Hospital Group. The agreement was renewed for one year on December 27, 2012 and October 22, 2013, respectively, and the terms remained substantially the same. The newly signed supply agreement with Hong Hui on October 22, 2013 will expire on December 31, 2014 and may be renewed upon mutual consent prior to November 30, 2014.

In consideration of granting to Hong Hui the priority to supply pharmaceuticals for these three hospitals, Hong Hui agrees to provide us with minimum annual economic benefit (“Minimum Economic Benefit”) which is based on a percentage of the total pharmaceutical purchases made by Jian Gong Hospital, Yan Hua Hospital Group and Jing Mei Hospital Group except for certain pharmaceuticals such as prepared traditional Chinese medicine (中藥飲片) and pharmaceuticals sold at community clinics (the “Excluded Pharmaceuticals”). Based on the information extracted from the Hospital Information Systems (HIS) of Jian Gong Hospital, Yan Hua Hospital Group and Jing Mei Hospital Group, the three hospitals purchased a total of approximately RMB625.3 million, RMB254.5 million and RMB363.5 million of pharmaceuticals in 2012 and the six months ended June 30, 2012 and June 30, 2013, respectively, excluding the purchases of the Excluded Pharmaceuticals. We were entitled to RMB84.9 million of Minimum Economic Benefit from our agreement with Hong Hui in 2012, of which RMB28.4 million was recorded as fee income from suppliers in other income because the corresponding sales of pharmaceuticals to these three hospitals were conducted between these three hospitals and suppliers (including Hong Hui) directly. The Minimum Economic Benefit in the six months ended June 30, 2012 and June 30, 2013 was RMB34.0 million and RMB50.5 million, respectively, of which RMB12.5 million and RMB23.0 million, respectively, was recorded as fee income from suppliers in other income. The following table sets forth the Minimum Economic Benefit for the periods indicated:

	Year ended December 31, 2012	Six months ended June 30,	
		2012	2013
		(in millions of RMB)	
Minimum Economic Benefit . . . . .	84.9	34.0	50.5
<i>including</i> : fee income from suppliers. . . . .	28.4	12.5	23.0

For more details regarding the financial impact of the supply agreement with Hong Hui, see “Financial Information — Description of Components of Results of Operations — Gross Profit — Supply Chain Business” beginning on page 241.

We are entitled to terminate this agreement under certain circumstances, including Hong Hui’s failure to pay the deposit, medical disputes or damage to our reputation caused by defective or substandard pharmaceuticals supplied by Hong Hui, and Hong Hui’s inability to fulfill its obligations due to government regulatory proceeding. Hong Hui is also required to pay a deposit of RMB24.5 million, RMB8.0 million and RMB8.0 million, respectively, to secure its obligations under the 2012, 2013 and 2014 supply agreements with us. For more details on the terms of the supply agreements with Hong Hui, see “Business — Our Suppliers — Supply agreement with Hong Hui” beginning on page 172. For more details on the risks associated with this arrangement, see “Risk Factors — Risk Factors Related to Our Business and Industry — The profitability of our supply chain business may be materially reduced if the supply agreement between Hong Hui and us is terminated or not renewed, or if Hong Hui fails to honor its obligations” beginning on page 38.

### INDUSTRY TRENDS AND COMPETITION

Our historical and future performance has been, and is expected to be, affected by the general trends of China’s healthcare services industry, and in particular the healthcare services industry in Beijing. The Frost & Sullivan Report indicates that China’s healthcare expenditure grew at a CAGR of 29.6% from 2008 to 2011 while its healthcare expenditure as

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a percentage of GDP and on a per capita basis is still low compared to many developed countries, which evidences potential growth in China's healthcare services market. According to the Frost & Sullivan Report, total patient visits in China increased from 5.02 billion in 2008 to 7.07 billion in 2012, representing a CAGR of 8.9%, and is expected to reach 12.83 billion in 2017, representing a CAGR of 12.7% from 2012.

Beijing is one of the largest healthcare markets in China, according to the Frost & Sullivan Report. It is supported by a large number of middle-class residents, patients from other regions, a well-established medical insurance scheme, and the largest hospital infrastructure in China. According to the Frost & Sullivan Report, the total revenue of healthcare services market in Beijing grew from RMB59.4 billion in 2008 to RMB114.4 billion in 2012, representing a CAGR of 17.8%, and is expected to further grow to RMB222.3 billion in 2017 at a CAGR of 14.2%. For more details on the drivers of these industry trends, see "Industry Overview" beginning on page 70.

The hospital and healthcare service industry in China is highly fragmented with numerous market participants. For example, we were the largest private hospital group in China in terms of the number of beds in operation, according to the Frost & Sullivan Report, with 3,194 beds in 2012. However, this represents less than 0.1% of the 4.2 million total beds in operation and approximately 0.55% of the 582,000 private hospital beds in China in 2012, according to the Frost & Sullivan Report. Hospitals compete primarily with other hospitals in their areas of operation. Other key competitive factors among hospitals include healthcare service quality, price, reputation and convenience. Public hospitals in China play a dominant role in healthcare services, but private hospitals represent a fast growing segment in the industry. According to the Frost & Sullivan Report, future trends for private hospitals in China will include the establishment of new hospitals and the privatization of existing public hospitals through equity investments or PPP. At present, competition for management rights over public hospitals among general hospital operators is not intense primarily because this industry is still in its early stages of development in China, according to the Frost & Sullivan Report.

### PRICE CONTROLS

The price of most pharmaceuticals, medical devices and medical consumables in China is subject to government price and profit margin controls. When sold to medical institutions in China, the wholesale price of pharmaceuticals, medical devices and medical consumables on the price control list may not exceed the "bidding price" or other price ceiling set by the local government authority. The retail price of most pharmaceuticals sold by medical institutions to patients must adhere to a fixed 15% profit margin ceiling set by the PRC government. As a result, the retail price cannot exceed 115% of the "bidding price" for most pharmaceuticals. The retail prices of medical devices and medical consumables are subject to similar restrictions. For more details, see "Business — Price Control and Pricing" beginning on page 146, "PRC Laws, Rules and Regulations — Laws and Regulations on Pharmaceutical Distribution — Regulations on Centralized Pharmaceutical Procurement by Medical Institutions" beginning on page 101 and "PRC Laws, Rules and Regulations — Regulations on the Supervision Over the Procurement of Medical Consumables" beginning on page 103. Hospitals in China generally purchase pharmaceuticals, medical devices and medical consumables at the "bidding price" to maximize their gross profit from sales to patients. Most of pharmaceuticals, medical devices and medical consumables procured and resold by our supply chain business are subject to "bidding price" controls. Accordingly, our supply chain business purchases pharmaceuticals, medical devices and medical consumables at the prices negotiated with our suppliers and then resell them to our in-network hospitals and clinics at the "bidding price" set by the government authorities. Through this model, our supply chain business makes a profit from the difference between the negotiated prices and the "bidding price", and our in-network hospitals and clinics make the up-to 15% profit in compliance with the profit margin ceiling for sales of pharmaceuticals and other maximum profit permitted by the relevant regulations from sales of medical devices and medical consumables to patients.

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The PRC government also regulates healthcare services fees charged to patients who are covered by the three major public medical insurance programs. For more details, see “PRC Laws, Rules and Regulations — Legal Supervision over the Healthcare Sector in China — Categories of Medical Institutions in China” beginning on page 92. We derive a significant portion of our revenue from the provision of healthcare services at Jian Gong Hospital to individual patients with public medical insurance coverage. The management fees we can collect depend on the performance of our IOT hospitals and clinics, which also derive a substantial majority of their revenue from patients with public insurance coverage.

During the Track Record Period, the NDRC and the Beijing government did not make significant adjustments to the “bidding prices” or the healthcare service fees. Both the NDRC and the Beijing government made a significant downward adjustment to the “bidding prices” of a large number of pharmaceuticals in 2009. Subsequently, they conducted *ad hoc* public auctions relating to certain pharmaceuticals from time to time and adjusted the “bidding prices” of such pharmaceuticals from 2009 to 2011. Such price controls did not have a significant impact on our results of operations during the Track Record Period, as demonstrated by the average spending on pharmaceuticals per patient visit of our in-network hospitals and clinics during this period. For more details on the impact of price controls on our results of operations, see “Financial Information — Factors Affecting Our Financial Condition and Results of Operations — Healthcare Reform, Price Control and Other Healthcare Policies in China” beginning on page 221.

### OUR COMPETITIVE STRENGTHS

We believe the following competitive strengths contribute to our success and distinguish us from our competitors:

- largest private hospital group in China;
- first-mover advantage positioning us to capture growth opportunities in China’s public hospital reform;
- innovative business model capturing multiple parts of the value chain and realizing synergies;
- strategic focus on Beijing, the largest healthcare market in China; and
- experienced management team and professional experts.

### OUR STRATEGIES

Our goal is to become the leading hospital group in Asia, offering patients high quality and cost-effective healthcare services and facilitating the development of China’s healthcare service industry. To accomplish this goal, we plan to implement the following strategies:

- strengthen market leadership by continuing to expand our network of hospitals and clinics;
- further centralize key functionalities and standardize the operations of in-network hospitals and provide such services to other hospitals;
- further improve the quality of healthcare services provided by our in-network hospitals and clinics; and
- expand premium healthcare services for high-end patients.

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### RISK FACTORS

There are certain risks involved in our operations set forth in “Risk Factors” in this prospectus beginning on page 36. **You should read the “Risk Factors” section in its entirety before you decide to invest in the Offer Shares.** Some of the major risk factors we face include:

- Changes in China’s regulatory regime for the healthcare service industry, particularly changes in public medical insurance programs or healthcare reform policies, could have a material adverse effect on our business.
- If we fail to successfully manage our in-network hospitals and clinics, our revenue and profitability may suffer.
- We may be unable to identify and capture expansion opportunities for new hospitals, which may place us at a competitive disadvantage and limit our growth.
- If we are unable to recruit, train and retain an appropriate number of doctors, other medical professionals and staff, hospital administrators and managers for our in-network hospitals, our business may suffer.
- The profitability of our supply chain business may be materially reduced if the supply agreement between Hong Hui and us is terminated or not renewed, or if Hong Hui fails to honor its obligations.

### SUMMARY OF HISTORICAL COMBINED FINANCIAL INFORMATION

The following tables set forth, for the periods indicated, selected financial and operating data from our combined financial information. For more details on the financial information, see the Accountants’ Report in Appendix I to this prospectus.

#### Summary Combined Statements of Profit or Loss and Other Comprehensive Income

	Year ended December 31,						Six months ended June 30,			
	2010		2011		2012		2012		2013	
	Amount	% of revenue	Amount	% of revenue	Amount	% of revenue	Amount	% of revenue	Amount	% of revenue
	(unaudited)									
	(in thousands of RMB, except percentage data)									
Revenue. . . . .	394,085	100.0%	509,478	100.0%	758,032	100.0%	321,545	100.0%	419,692	100.0%
Cost of sales and services . . . . .	301,164	76.4	386,729	75.9	573,228	75.6	246,474	76.7	332,268	79.2
Gross profit. . . . .	92,921	23.6	122,749	24.1	184,804	24.4	75,071	23.3	87,424	20.8
Profit before tax. . . .	65,032	16.5	78,718	15.5	147,278	19.4	61,579	19.2	70,161	16.7
Profit and total comprehensive income for the year/period. . . . .	49,009	12.4%	58,501	11.5%	110,734	14.6%	46,364	14.4%	52,416	12.5%

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### Summary Combined Statements of Cash Flows

	Year ended December 31,			Six months ended June 30,	
	2010	2011	2012	2012 (unaudited)	2013
	(in thousands of RMB)				
Net cash generated from operating activities . . . . .	70,057	62,352	166,419	76,522	72,065
Net cash used in investing activities . . . . .	(328,099)	(36,120)	(102,200)	(94,476)	(58,076)
Net cash generated from (used in) financing activities . . . . .	298,011	230,081	(282,083)	(251,719)	1,598
Net increase (decrease) in cash and cash equivalents . . . . .	39,969	256,313	(217,864)	(269,673)	15,587
Cash and cash equivalents at beginning of the year/period . . . . .	34,706	74,675	330,988	330,988	113,124
Effect of foreign exchange rate charges . . . . .	-	-	-	-	(465)
Net cash and cash equivalents at end of the year/period . . . . .	<u>74,675</u>	<u>330,988</u>	<u>113,124</u>	<u>61,315</u>	<u>128,246</u>

### Summary Combined Statements of Financial Position

	As of December 31,			As of June 30, 2013
	2010	2011	2012	
	(in thousands of RMB)			
Non-current assets . . . . .	254,489	644,880	655,649	648,851
<i>including: intangible assets</i> . . . . .	108,162	155,456	323,173	316,228
Current assets . . . . .	409,821	489,798	365,211	535,549
Current liabilities . . . . .	144,835	328,286	202,369	565,681
<b>Net current assets/(liabilities)</b> . . . . .	<b>264,986</b>	<b>161,512</b>	<b>162,842</b>	<b>(30,132)</b>
Total assets less current liabilities . . . . .	519,475	806,392	818,491	618,719
Non-current liabilities . . . . .	212,589	10,453	240,733	239,029
<b>Net assets</b> . . . . .	<b>306,886</b>	<b>795,939</b>	<b>577,758</b>	<b>379,690</b>
Equity attributable to equity holders of the Company . . . . .	283,261	591,779	485,256	285,126
Non-controlling interests . . . . .	23,625	204,160	92,502	94,564
<b>Total equity</b> . . . . .	<b>306,886</b>	<b>795,939</b>	<b>577,758</b>	<b>379,690</b>

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### Accounting treatment for capital investments made in IOT hospitals and clinics

During the Track Record Period, the capital investments we made in our IOT hospitals and clinics are categorized into (a) investment amounts that will not be returned to us and (b) investment amount that will be repaid to us pursuant to the terms of the relevant IOT agreements. We account for our capital investments made pursuant to the relevant IOT agreements as follows:

#### ***Investment amounts that will not be returned to us***

Investment amounts that will not be returned to us by IOT hospitals and clinics are accounted for as intangible assets, which represent the management rights acquired pursuant to the IOT agreements and are subject to amortization charges to the cost of sales and services in the combined statements of profit or loss and other comprehensive income over the tenure of the respective IOT agreements. These investments include our initial investment under the Yan Hua IOT Agreement in 2008 and investments under the Jing Mei IOT Agreement.

#### ***Investment amount that will be repaid to us pursuant to the terms of the relevant IOT agreements***

Our capital investments under the Mentougou IOT Agreement and the Mentougou TCM Hospital IOT Agreement and certain investments under the Yan Hua IOT Agreement are treated as repayable investment amounts to these IOT hospitals and clinics because they will be repaid to us pursuant to the terms of the respective IOT agreements. Such investment amounts are accounted for as:

- (a) *receivables from IOT hospitals*, being the fair value of the repayable investment amounts made to the IOT hospitals determined upon initial recognition. Such receivables from IOT hospitals are measured at amortized cost using the effective interest method in subsequent periods; and
- (b) *intangible assets*, being the difference between (i) the repayable investment amounts made to the IOT hospitals and clinics and (ii) fair value of the repayable investment amounts determined upon initial recognition. Such intangible assets are subject to amortization charges to the cost of sales and services in the combined statements of profit or loss and other comprehensive income over the tenure of the respective IOT agreements.

In subsequent periods, interest income on receivables from IOT hospitals are recognized using the effective interest method and accreted to the carrying amount of the receivables from IOT hospitals. The repayment of investment amount is accounted for as reduction in the carrying amount of the receivables from IOT hospitals.

For more details, see “Financial Information — Accounting Treatment for Capital Investments Made in IOT Hospitals and Clinics” beginning on page 232.



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### Summary Segment Data

		Year Ended December 31,			Six months ended June 30,	
		2010	2011	2012	2012	2013
(unaudited)						
(in thousands of RMB, except for percentage data)						
General hospital services . . . . .	Segment revenue	288,412	323,987	403,109	188,566	214,692
	Gross margin	20.9%	20.0%	18.4%	19.4%	17.2%
	Segment results <sup>1</sup>	38,628	41,164	40,759	23,025	16,334
Hospital management services . . . . .	Segment revenue	16,348	19,412	40,277	12,647	9,861
	Gross margin	90.7%	83.7%	69.3%	52.1%	29.6%
	Segment results <sup>1</sup>	13,869	19,264	26,588	7,805	2,503
Supply chain business . . . . .	Segment revenue	151,121	264,414	431,020	175,182	248,304
	Gross margin	11.8%	15.8%	19.2%	18.2%	19.2%
	Segment results <sup>1</sup>	15,532	37,148	102,999	41,880	64,165

<sup>1</sup> Segment results represent the profit before income tax generated by each segment, without allocation of finance cost relating to borrowings, except for the general hospital services segment. We use this measure to assess our segment performance. For more details, see Note 7 to the Accountants' Report in Appendix I to this prospectus beginning on page I-24.

### Segment Revenue by Hospital

The following table sets forth the segment revenue derived from our in-network hospitals during the Track Record Period.

		Year ended December 31,			Six months ended June 30,	
		2010	2011	2012	2012	2013
(unaudited)						
(in millions of RMB)						
<b>Jian Gong Hospital</b>						
	General hospital services <sup>1</sup> . . .	288.4	324.0	403.1	188.6	214.7
	Supply chain business <sup>2</sup> . . . . .	61.8	98.3	116.4	54.9	53.2
<b>Yan Hua Hospital Group</b>						
	Hospital management services . . . . .	16.3	18.0	22.6	6.4	1.9
	Supply chain business . . . . .	88.9	158.2	170.6	70.6	81.6
<b>Mentougou Hospital</b>						
	Hospital management services <sup>3</sup> . . . . .	N/A	1.4	5.4	1.0	2.4
	Supply chain business . . . . .	N/A	7.8	31.8	13.7	29.7
<b>Jing Mei Hospital Group</b>						
	Hospital management services <sup>4</sup> . . . . .	N/A	N/A	12.2	5.3	5.6
	Supply chain business . . . . .	N/A	0.1	110.0	36.0	77.0
<b>Mentougou Traditional Chinese Medicine Hospital</b>						
	Hospital management services <sup>5</sup> . . . . .	N/A	N/A	N/A	N/A	—
	Supply chain business . . . . .	N/A	N/A	2.2	N/A	6.6

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- <sup>1</sup> General hospital services segment revenue also includes revenue generated by our Phoenix VIP services, carried out through Beijing Easylife, of RMB9.0 million, RMB5.2 million, RMB3.5 million, RMB1.9 million and RMB1.2 million in 2010, 2011, 2012 and the six months ended June 30, 2012 and June 30, 2013, respectively.
- <sup>2</sup> Segment revenue from sales to Jian Gong Hospital is recorded as inter-segment revenue and eliminated from our total revenue.
- <sup>3</sup> We began managing Mentougou Hospital in August 2010 and started to collect management fees in 2011.
- <sup>4</sup> We began managing Jing Mei Hospital Group in May 2011 and started to collect management fees in 2012.
- <sup>5</sup> We began managing Mentougou Traditional Chinese Medicine Hospital in June 2012 and became entitled to collect management fees in 2013, but did not recognize any during the Track Record Period.

### Summary Operating Data

The following tables set forth certain operating data of our Group and our in-network hospitals and clinics during the Track Record Period:

	Year Ended December 31,			Six months ended June 30,	
	2010	2011	2012	2012	2013
Number of owned and IOT hospitals <sup>1</sup> . . . . .	3	11	12	12	12
Number of IOT clinics <sup>1</sup> . . . . .	17	28	28	28	28
Number of beds in operation <sup>1</sup> . . . . .	1,345	2,797	3,194	3,177	3,213
Patient visits (thousands) . . . . .	1,366	2,256	3,050	1,397	1,509
Inpatient visits (thousands) . . . . .	25	42	51	25	27
Outpatient visits (thousands) . . . . .	1,341	2,214	2,999	1,372	1,482

<sup>1</sup> The numbers presented are as of the end of the relevant period.

	Year ended December 31,			Six months ended June 30,	
	2010	2011	2012	2012	2013
<b>Jian Gong Hospital</b>					
Inpatient (thousands) . . . . .	8.4	9.6	11.5	5.6	5.5
Outpatient (thousands) . . . . .	384.6	462.6	597.9	265.7	308.2
Average spending per inpatient visit (RMB) . . . . .	12,961	12,382	13,127	13,645	14,788
Average spending per outpatient visit (RMB) . . . . .	432	415	417	403	431
<b>Yan Hua Hospital Group</b>					
Inpatient (thousands) . . . . .	12.4	12.5	13.5	6.4	6.8
Outpatient (thousands) . . . . .	614.8	701.5	778.1	350.9	388.0
Average spending per inpatient visit (RMB) . . . . .	12,448	12,925	14,230	14,249	14,996
Average spending per outpatient visit (RMB) . . . . .	386	398	423	404	456

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	Year ended December 31,			Six months ended June 30,	
	2010	2011	2012	2012	2013
<b>Mentougou Hospital</b>					
Inpatient (thousands) . . . . .	4.6	5.5	8.8	4.0	4.6
Outpatient (thousands) . . . . .	341.6	374.8	482.1	218.0	249.3
Average spending per inpatient visit (RMB) . . . . .	13,079	12,109	13,110	12,189	14,160
Average spending per outpatient visit (RMB) . . . . .	245	276	312	284	342
<b>Jing Mei Hospital Group</b>					
Inpatient (thousands) . . . . .	12.2	14.8	16.3	7.8	9.1
Outpatient (thousands) . . . . .	518.7	675.0	791.3	366.4	371.6
Average spending per inpatient visit (RMB) . . . . .	18,998	17,396	17,823	18,205	17,856
Average spending per outpatient visit (RMB) . . . . .	312	313	332	340	420
<b>Mentougou Traditional Chinese Medicine Hospital</b>					
Inpatient (thousands) . . . . .	1.8	1.7	1.2	0.9	0.5
Outpatient (thousands) . . . . .	271.5	320.0	349.0	170.9	165.0
Average spending per inpatient visit (RMB) . . . . .	9,934	9,715	8,843	8,307	8,818
Average spending per outpatient visit (RMB) . . . . .	260	258	259	251	295

### OFFER STATISTICS<sup>1</sup>

We expect to issue 200,907,000 Shares under the Global Offering.

	Based on an Offer Price per Share of HK\$5.88	Based on an Offer Price per Share of HK\$7.38
Market capitalization <sup>2</sup> . . . . .	HK\$4,725 million	HK\$5,931 million
Unaudited pro forma adjusted consolidated net tangible asset value per Share <sup>3</sup> . . . . .	RMB1.03 (HK\$1.30)	RMB1.31 (HK\$1.66)

1 All statistics in this table assume that the Over-allotment Option is not exercised.

2 The calculation of market capitalization is based on 803,627,000 Shares expected to be in issue following completion of the Global Offering.

3 The unaudited pro forma adjusted net tangible asset value per Share is calculated after making the adjustments referred to "Unaudited Pro Forma Financial Information" in Appendix II to this prospectus and on the basis of a total of 803,627,000 Shares expected to be in issue upon completion of the Global Offering, and taking into account the indicative Offer Prices of HK\$5.88 and HK\$7.38 per Offer Share.

## SUMMARY

### LISTING EXPENSES

We have incurred legal, professional and other fees with respect to the Listing. In accordance with the relevant accounting standards, listing related fees that are directly attributable to issuance of new Shares are recorded as prepaid expenses, which will be deducted from equity upon Listing. The remaining listing related fees are charged to statements of profit or loss and other comprehensive income. It is expected that approximately RMB36.0 million of listing related expenses will be charged to our combined statements of profit or loss and other comprehensive income for the year ending December 31, 2013. Listing expenses that have been incurred as of the Latest Practicable Date but not reflected in the Company's audited combined statements of profit and loss as of June 30, 2013 totaled approximately RMB34.2 million.

### USE OF PROCEEDS

We estimate that we will receive net proceeds from the Global Offering of approximately HK\$1,228 million (after deducting the underwriting fees and expenses payable by us in the Global Offering), assuming the Over-allotment Option is not exercised and an Offer Price of HK\$6.63 per Share, being the mid-point of the offer price range stated in this prospectus. We intend to use these net proceeds for the following purposes:

Item	Use of proceeds	% of the net proceeds	in millions of HK\$
1	Finance the expansion of our hospital network with a strategic focus in Beijing, through both PPP and acquisition . . . . .	36%	444
2	Repay the entire outstanding loan from our major shareholder, Speed Key Limited, at an interest rate of 12% per annum, in connection with the exchangeable notes issued by Speed Key Limited to Noteholders . . . .	28%	340
3	Capital expenditure to reconstruct certain facilities of, and to purchase medical equipment for, Jian Gong Hospital by 2015 . . . . .	11%	140
4	Establish an advanced clinical testing and laboratory center at Group level by 2015 . . . . .	8%	101
5	Payment of capital commitment to Yan Hua Hospital Group by 2015 . . . . .	7%	80
6	Working capital and other general corporate purposes . . . . .	10%	123

Should the Offer Price be determined at HK\$5.88 per Share (being the low-end of the indicative Offer Price range), or at HK\$7.38 per Share (being the high-end of the indicative Offer Price range), the net proceeds that we will receive will be approximately HK\$1,083 million and approximately HK\$1,372 million, respectively. If the Over-allotment Option is exercised in full, we will receive additional net proceeds of approximately HK\$192 million, assuming an offer price of HK\$6.63 per Share, being the mid-point of the indicative Offer Price range. In any of these events, we intend to allocate 10% of the net proceeds received by us for our working capital and other general corporate purposes. The net proceeds we intend to allocate for items 2, 3, 4 and 5 as disclosed in the table above will remain the same and the remaining net proceeds will be used to finance the expansion of our hospital

## SUMMARY

network. Although we have no plans as of the Latest Practicable Date to execute any equity investment or property acquisition or enter into a PPP, we engage in discussions with public hospitals regarding any form of cooperation from time to time.

To the extent that the net proceeds from the Global Offering are not immediately used for the above purposes, the Directors may allocate part or all of the proceeds to short-term interest-bearing deposits and/or money-market instruments with authorized financial institutions and/or licensed banks in Hong Kong and/or the PRC.

We will issue an appropriate announcement if there is any material change in the abovementioned use of proceeds.

### **DIVIDENDS AND DIVIDEND POLICY**

The amount of dividends we paid or declared during the Track Record Period was nil. After completion of the Global Offering, our Shareholders will be entitled to receive dividends that we declare. The payment and the amount of any dividends will be at the discretion of our Directors and will depend upon our future operations and earnings, capital requirements and surplus, general financial condition, contractual restrictions and other factors that our Directors deem relevant. For more details, see “Financial Information — Dividends and Dividend Policy” beginning on page 277.

### **SHAREHOLDER INFORMATION AND CONNECTED TRANSACTIONS**

Ms. Xu Jie (徐捷) and Ms. Xu Xiaojie (徐小捷) are our Controlling Shareholders. Ms. Xu Xiaojie is the daughter of Ms. Xu Jie. Immediately following the completion of the Global Offering, Ms. Xu Xiaojie will own 34.51% of our Shares through Speed Key Limited.

Ms. Xu Xiaojie and Ms. Xu Jie, our Controlling Shareholders, collectively own the entire equity interest in Beijing Wantong. Beijing Wantong indirectly owns the entire equity interest in Yan Hua Phoenix, which in turn is the sole owner (舉辦人) of Yan Hua Hospital Group. As such, Yan Hua Phoenix and Yan Hua Hospital Group are “connected persons” under the Listing Rules. We have two continuing connected transactions with Yan Hua Hospital Group: (i) the Yan Hua IOT Agreement and (ii) the Pharmaceutical, Medical Device and Consumables Sales Framework Agreement. Beijing Phoenix, Yan Hua Hospital Group, and Yan Hua Phoenix entered into the Yan Hua IOT Agreement pursuant to which we manage Yan Hua Hospital Group. In addition, Beijing Wanrong and Beijing Jiayi, our wholly-owned indirect subsidiaries, and Yan Hua Hospital Group also entered into a Pharmaceutical, Medical Devices and Medical Consumables Sales Framework Agreement whereby Beijing Wanrong and Beijing Jiayi supply pharmaceuticals, medical devices and medical consumables to Yan Hua Hospital Group on a recurring basis. The Joint Sponsors have made a waiver application on behalf of the Company under Rule 14A.42(3) of the Listing Rules, and the Stock Exchange has granted a waiver from strict compliance with the requirements as may otherwise be required of the Company under Chapter 14A of the Listing Rules in connection with the Yan Hua IOT Agreement and the Pharmaceutical, Medical Device and Consumables Sales Framework. For more details, see “Connected Transactions — Non-exempt Continuing Connected Transactions with Yan Hua Hospital Group” beginning on page 197.

### **POTENTIAL COMPETITION WITH YAN HUA HOSPITAL GROUP**

Our Controlling Shareholders controls Yan Hua Hospital Group. Yan Hua Hospital is a not-for-profit, Grade III hospital. We have decided not to include Yan Hua Hospital Group in our Group. Our Group may face potential competition from Yan Hua Hospital on various aspects. For more details, see “Relationship with Our Controlling Shareholders — Potential Competition” beginning on page 190.

## SUMMARY

### RECENT DEVELOPMENTS

There has been no material change to our business model, revenue mix, industry, or regulatory environment since June 30, 2013 and up to the date of this prospectus.

Our net current liabilities were RMB56.9 million as of September 30, 2013 compared to RMB30.1 million as of June 30, 2013. For more details, see “Financial Information — Discussion of Certain Items from the Statement of Financial Position — Net Current Assets/Liabilities” beginning on page 266. We expect to record net current assets upon the repayment of the entire outstanding loan from Speed Key Limited with the proceeds from the Global Offering. For more details, see “Future Plans and Use of Proceeds” beginning on page 282.

The following also sets forth certain data of our unaudited consolidated statements of profit or loss and other comprehensive income in the nine months ended September 30, 2013:

- our revenue increased by 17.1% from RMB520.1 million in the nine months ended September 30, 2012 to RMB609.0 million in the nine months ended September 30, 2013, reflecting primarily increases in revenue generated by our supply chain and general hospital services businesses; and
- our gross profit increased by 5.8% from RMB125.0 million in the nine months ended September 30, 2012 to RMB132.2 million in the nine months ended September 30, 2013.

On July 3, 2013, we borrowed from Speed Key Limited, our Controlling Shareholder, in the amount of US\$40.5 million (approximately RMB250 million) at an interest rate of 12.0% per annum, which will be repaid using a portion of the net proceeds from the Global Offering. For more details, see “History and Reorganization — The Reorganization — Exchangeable Notes Issued to Silvapower Investments, Vertex Fund and Green Talent” beginning on page 121. We have incurred interest expenses of RMB7.5 million in the three months ended September 30, 2013 on this loan, and will continue to incur interest expenses in the amount of approximately US\$0.4 million (equivalent to RMB2.5 million) per month on this loan until it is repaid.

We continue to be affected by the trends and key factors that affected our results of operations in the six months ended June 30, 2013 including, in particular, our higher cost and expenses relating to employees. For more details, see “Financial Information — Recent Developments” beginning on page 280.

We have extracted these data from our unaudited consolidated statements of profit or loss and other comprehensive income, which were prepared on the same basis as our audited combined financial statements. These unaudited consolidated statements of profit or loss and other comprehensive income reflect all adjustments, consisting only of normal and recurring adjustments, which we consider necessary for a fair statement of our results of operations for the period presented. We cannot assure you that our financial results in the nine months ended September 30, 2013 will be indicative of our financial results in the full year ending December 31, 2013 or for future periods.

### NO MATERIAL ADVERSE CHANGE

Our Directors confirm that, up to the date of this prospectus, there has been no material adverse change in our financial or trading position since June 30, 2013 and there is no event since June 30, 2013 which would materially affect the information shown in the Accountants’ Report set out in Appendix I to this prospectus.