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## SUMMARY

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

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

### OVERVIEW OF OUR BUSINESS

We are one of the leading pharmaceutical retailers and distributors in Northeast China. We have the largest pharmaceutical retail chain and are the largest privately-owned pharmaceutical distributor in Northeast China<sup>(1)</sup>. According to NFS, the pharmaceutical sales of Northeast China accounted for approximately 7.1% of the total sales of China's pharmaceutical market in 2012.

During the Track Record Period, we maintained rapid growth in revenue and gross profit. From 2010 to 2012, our retail and distribution revenues grew at a CAGR of 53.6% and 73.1%, respectively. According to NFS, such growth rates were the highest among all leading pharmaceutical retailers and distributors operating in Northeast China during the same periods. We believe that such high growth rates were attributable to the success of our business model which differentiates us from traditional pharmaceutical retailers and distributors in many aspects.

For our retail business, we have 794 self-operated pharmacies, and we have achieved rapid growth through offering value-added services to our members, providing training through our Jintian Institute and carrying out various promotion events. We also plan to launch an e-commerce pharmaceutical retail business through a third-party internet service provider by the end of 2014.

For our distribution business, our business model consists of both traditional distribution and our Direct-supply Model. We are focusing on expanding our Direct-supply Model, which we believe has great development potential in China's pharmaceutical industry. According to NFS, it also allows us to achieve a profit margin higher than the industry average.

The following aspects of our business model have also contributed to our rapid organic growth:

- our Direct-supply Model, through which we source most of our High-gross-margin Products at highly competitive ex-factory prices directly from manufacturers and sell them directly to consumers, hospitals, clinics and other pharmaceutical retailers. Such model has significantly enhanced our profitability as it allows us to eliminate layers of intermediaries within our supply and nationwide distribution network. The success of such model could be attributed to the following:
  - we have maintained stable relationships with manufacturers, which allow us to directly source many High-gross-margin Products at a competitive price with exclusivity. We have also provided manufacturers with channels to source industrial raw and supplemental materials; and
  - we have maintained good relationships with our customers. We provide customers with training on marketing and knowledge on our products, which enhances our brand exposure and market share;
- our focus on Licensed Products and products which we have exclusive distribution right has allowed us to achieve a high gross margin; and
- our centralised procurement platform could optimise our product mix and enhance our bargaining powers with suppliers.

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(1) According to NFS, we had the largest pharmaceutical retail chain in Northeast China in terms of the number of self-operated retail pharmacies and we were the largest privately-owned pharmaceutical retail chain in Northeast China in terms of revenue in 2012. According to NFS, other than manufacturers engaging in distribution of self-manufactured products, we were the largest privately-owned pharmaceutical distributor in Northeast China in terms of revenue in 2012.

## SUMMARY

The table below sets out the breakdown of our revenues and gross profits of our Direct-supply Model during the Track Record Period.

	Year ended 31 December						For the six months ended 30 June	
	2010	% of total	2011	% of total	2012	% of total	2013	% of total
(RMB'000, except percentages)								
<b>Revenue</b>								
Retail:								
Direct-supply Model . . .	135,487.1	15.8	190,731.9	12.9	252,897.9	10.9	173,006.8	11.9
Distribution:								
Direct-supply Model . . .	83,312.0	9.7	178,404.2	12.1	296,098.5	12.7	207,864.3	14.3
<b>Total for Direct-supply Model . . . . .</b>	<b>218,799.1</b>	<b>25.5</b>	<b>369,136.1</b>	<b>25.0</b>	<b>548,996.4</b>	<b>23.6</b>	<b>380,871.1</b>	<b>26.1</b>
<b>Gross Profit</b>								
Retail:								
Direct-supply Model . . .	64,375.3	26.8	97,081.9	25.6	126,058.1	23.1	102,526.0	26.7
Distribution:								
Direct-supply Model . . .	22,068.9	9.2	46,743.6	12.4	50,593.2	9.3	44,703.0	11.7
<b>Total for Direct-supply Model . . . . .</b>	<b>86,444.2</b>	<b>36.1</b>	<b>143,825.5</b>	<b>38.0</b>	<b>176,651.3</b>	<b>32.4</b>	<b>147,229.0</b>	<b>38.4</b>

In addition to organic growth, during the Track Record Period, we had carried out strategic business acquisitions of pharmacies and pharmaceutical distribution companies, and integrated them into our Group and capitalised on the resulting synergies. We believe that this has partly contributed to the following:

- (i) our total revenue increased from RMB858.6 million in 2010 to RMB2,326.3 million in 2012, and reached RMB1,457.0 million for the six months ended 30 June 2013;
- (ii) the number of our self-operated retail pharmacies grew from 185 at the beginning of the Track Record Period to 794<sup>(1)</sup> as at the Latest Practicable Date; and
- (iii) our distribution network expanded into a nationwide network covering approximately 3,702 customers as at the Latest Practicable Date.

Our revenue for the six months ended 30 June 2013 was RMB1,457.0 million, representing an increase of 49.5% from the same period in 2012. We believe that our Direct-supply Model and our experience in acquiring and integrating high-growth targets has given us a competitive edge.

Our Directors believe that our Direct-supply Model cannot be readily imitated in practice, mainly because we have the following resources that complement each other as an integrated system, which our competitors may not have:

- direct access to manufacturers, and our own distribution and retail network of end-customers;
- highly marketable products under well-recognised brands, which attract customers and expands our network;
- employees who have grown with us and have the experience to carry out training on our products and optimise our business model. The training programmes of our Jintian Institute attract a continuous inflow of outstanding employees; and
- exclusive distribution rights to Licensed Products and reputable products that generate high revenues.

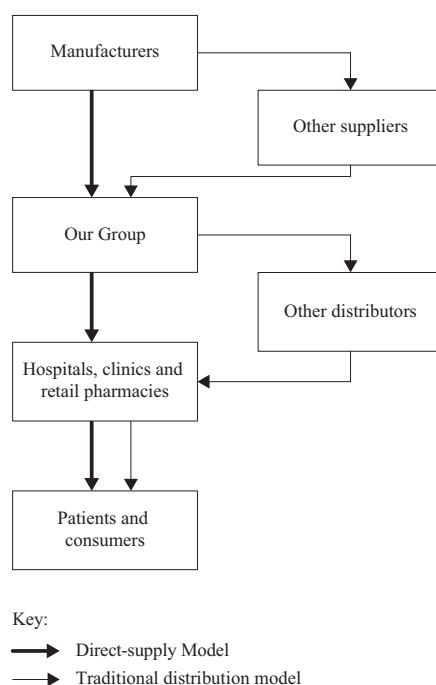
(1) This includes 279 self-operated retail pharmacies which were converted from contracted pharmacies during the Track Record Period but excludes (i) four joint venture retail pharmacies which we do not control and (ii) 15 supermarkets in Shenyang which sell healthcare products in addition to consumer goods. 574 of these pharmacies were acquired by us during the Track Record Period. We also opened 58 new pharmacies and closed 25 pharmacies during the Track Record Period.

## SUMMARY

In order to maintain our competitive edge, we plan to focus on the following:

- enhancing our leading position in Northeast China by continuing to build a strong brand recognition which will attract more manufacturers to participate in our Direct-supply Model;
- maintaining and strengthening our relationships with manufacturers by measures such as conducting training programmes through Jintian Institute and assisting manufacturers with the recruitment of talents;
- increasing brand awareness by maintaining and strengthening our relationships with customers through improvements on our value-added services and promotional and marketing activities, such as free basic health checkups for customers enrolled in our membership programme and free injections for retail customers who purchase immunization products in our pharmacies; and
- continuing to seek acquisition opportunities to further expand our reach and product portfolio which, together with our marketing activities, will also expand our Direct-supply Model and allow us to offer more competitive pricing to customers.

The following diagram illustrates the core operating process of our distribution operations:



### Revenue, Cost of Sales, Gross Profit and Gross Margin

The following table sets forth a breakdown of our revenue, cost of sales, gross profit and gross margin by business segment for the periods indicated.

	Year ended 31 December						Six months ended 30 June			
	2010		2011		2012		2012		2013	
	Amount	% of revenue	Amount	% of revenue	Amount	% of revenue	Amount	% of revenue	Amount	% of revenue
(RMB'000, except percentages)										
(unaudited)										
<b>Pharmaceutical Retail</b>										
Revenue . . . . .	386,419.6	100.0	526,074.8	100.0	912,202.5	100.0	368,519.0	100.0	700,795.4	100.0
Cost of sales . . . . .	238,667.7	61.8	332,153.9	63.1	592,372.3	64.9	238,604.1	64.7	431,700.9	61.6
Gross profit. . . . .	147,751.9	38.2	193,920.9	36.9	319,830.2	35.1	129,914.9	35.3	269,094.5	38.4
<b>Pharmaceutical Distribution</b>										
Revenue . . . . .	472,193.2	100.0	947,826.9	100.0	1,414,089.4	100.0	606,014.4	100.0	756,194.5	100.0
Cost of sales . . . . .	380,203.9	80.5	736,603.7	80.6	1,188,151.0	84.0	507,779.0	83.8	641,573.1	84.8
Gross profit. . . . .	91,989.3	19.5	184,223.2	19.4	225,938.4	16.0	98,235.4	16.2	114,621.4	15.2

## SUMMARY

The following tables set forth a breakdown of revenue and gross profit for our retail product mix during the Track Record Period.

	Year ended 31 December						Six months ended 30 June					
	2010		2011		2012		2012		2013			
	(RMB'000)	% of our retail business	(RMB'000)	% of our retail business	(RMB'000)	% of our retail business	(RMB'000)	% of our retail business	(RMB'000)	% of our retail business	(RMB'000)	% of our retail business
<b>Revenue</b>												
Licensed Products . . .	43,080.8	11.2	45,113.5	8.6	66,008.3	7.2	23,936.0	6.5	47,710.2	6.8		
Products with exclusive distribution rights . . .	65,102.1	16.8	113,044.8	21.5	200,355.4	22.0	84,747.7	23.0	108,037.8	15.4		
Other products . . . . .	278,236.7	72.0	367,916.5	69.9	645,838.8	70.8	259,835.3	70.5	545,047.4	77.8		
<b>TOTAL RETAIL REVENUE . . . . .</b>	<b>386,419.6</b>	<b>100.0</b>	<b>526,074.8</b>	<b>100.0</b>	<b>912,202.5</b>	<b>100.0</b>	<b>368,519.0</b>	<b>100.0</b>	<b>700,795.4</b>	<b>100.0</b>		
	Year ended 31 December						Six months ended 30 June					
	2010		2011		2012		2012		2013			
	(RMB'000)	% of our retail business	(RMB'000)	% of our retail business	(RMB'000)	% of our retail business	(RMB'000)	% of our retail business	(RMB'000)	% of our retail business	(RMB'000)	% of our retail business
<b>Gross Profit</b>												
Licensed Products . . .	24,286.1	16.4	26,873.4	13.9	37,827.1	11.8	16,226.4	12.5	26,603.6	9.9		
Products with exclusive distribution rights . . . . .	40,371.7	27.3	76,248.7	39.3	120,452.7	37.7	50,441.5	38.8	67,920.7	25.2		
Other products . . . . .	83,094.1	56.3	90,798.8	46.8	161,550.4	50.5	63,247.0	48.7	174,570.2	64.9		
<b>TOTAL RETAIL GROSS PROFIT . . . . .</b>	<b>147,751.9</b>	<b>100.0</b>	<b>193,920.9</b>	<b>100.0</b>	<b>319,830.2</b>	<b>100.0</b>	<b>129,914.9</b>	<b>100.0</b>	<b>269,094.5</b>	<b>100.0</b>		

The following tables set forth a breakdown of revenue and gross profit for our distribution product mix during the Track Record Period.

	Year ended 31 December						Six months ended 30 June					
	2010		2011		2012		2012		2013			
	(RMB'000)	% of our distribution business	(RMB'000)	% of our distribution business	(RMB'000)	% of our distribution business	(RMB'000)	% of our distribution business	(RMB'000)	% of our distribution business	(RMB'000)	% of our distribution business
<b>Revenue</b>												
Licensed Products . . .	43,407.5	9.2	80,756.4	8.5	110,098.2	7.8	39,890.3	6.6	107,009.8	14.2		
Products with exclusive distribution rights . . . . .	142,941.4	30.3	268,895.0	28.4	274,167.0	19.4	114,537.0	18.9	104,226.3	13.8		
Other products . . . . .	285,844.3	60.5	598,175.5	63.1	1,029,824.2	72.8	451,587.1	74.5	544,958.4	72.0		
<b>TOTAL DISTRIBUTION REVENUE . . . . .</b>	<b>472,193.2</b>	<b>100.0</b>	<b>947,826.9</b>	<b>100.0</b>	<b>1,414,089.4</b>	<b>100.0</b>	<b>606,014.4</b>	<b>100.0</b>	<b>756,194.5</b>	<b>100.0</b>		

## SUMMARY

	Year ended 31 December									Six months ended 30 June					
	2010			2011			2012			2012			2013		
	% of our	Gross		% of our	Gross		% of our	Gross		% of our	Gross		% of our	Gross	
	distribution	margin		distribution	margin		distribution	margin		distribution	margin		distribution	margin	
	(RMB'000)	business	(%)	(RMB'000)	business	(%)	(RMB'000)	business	(%)	(RMB'000)	business	(%)	(RMB'000)	business	(%)
<b>Gross Profit</b>															
Licensed Products . . . . .	14,168.3	15.4	32.6	25,227.1	13.7	31.2	35,083.3	15.5	31.9	13,375.7	13.6	33.5	21,288.6	18.6	19.9
Products with exclusive distribution rights . . . . .	48,183.4	52.4	33.7	98,252.2	53.3	36.5	92,703.5	41.0	33.8	34,192.8	34.8	29.9	25,247.1	22.0	24.2
Other products . . . . .	29,637.6	32.2	10.4	60,743.9	33.0	10.2	98,151.6	43.5	9.5	50,666.9	51.6	11.2	68,085.7	59.4	12.5
<b>TOTAL DISTRIBUTION GROSS PROFIT . . . . .</b>	<b>91,989.3</b>	<b>100.0</b>	<b>19.5</b>	<b>184,223.2</b>	<b>100.0</b>	<b>19.4</b>	<b>225,938.4</b>	<b>100.0</b>	<b>16.0</b>	<b>98,235.4</b>	<b>100.0</b>	<b>16.2</b>	<b>114,621.4</b>	<b>100.0</b>	<b>15.2</b>

### Distribution customers

The table below sets out a breakdown of our revenue generated from various categories of distribution customers.

	Year ended 31 December						For the six months ended 30 June	
	2010		2011		2012		2013	
	% of our		% of our		% of our		% of our	
	distribution		distribution		distribution		distribution	
	(RMB'000)	business	(RMB'000)	business	(RMB'000)	business	(RMB'000)	business
Distributors . . . . .	294,918.2	62.5	468,652.0	49.4	708,537.5	50.1	321,420.2	42.5
Pharmaceutical retailers . . . . .	136,479.1	28.9	283,766.3	30.0	417,703.2	29.5	342,207.7	45.3
Hospitals and clinics . . . . .	40,795.9	8.6	195,408.6	20.6	287,848.7	20.4	92,566.6	12.2
<b>TOTAL DISTRIBUTION REVENUE . . . . .</b>	<b>472,193.2</b>	<b>100.0</b>	<b>947,826.9</b>	<b>100.0</b>	<b>1,414,089.4</b>	<b>100.0</b>	<b>756,194.5</b>	<b>100.0</b>

### Our retail network

The table below sets out the number of our pharmacies in different tiers of cities in Northeast China as at the dates indicated.

	Number of pharmacies as at the Latest Practicable Date	Number of pharmacies as at 31 December			Number of pharmacies as at 30 June 2013
		2010	2011	2012	
Second-tier cities <sup>(i)</sup> . . . . .	339	13	74	210	339
Third-tier and fourth-tier cities and towns <sup>(ii)</sup> . . . . .	452	172	357	390	452
<b>Total . . . . .</b>	<b>791<sup>(iii)</sup></b>	<b>185</b>	<b>431</b>	<b>600</b>	<b>791<sup>(iii)</sup></b>

Notes:

(i) Second-tier cities: Shenyang (瀋陽), Harbin (哈爾濱), Changchun (長春) and Dalian (大連)

(ii) Third-tier and fourth-tier cities and towns: Daqing (大慶), Mudanjiang (牡丹江), Qiqihaer (齊齊哈爾), Jiamusi (佳木斯), Suihua (綏化), Boli (勃利), Hegang (鶴崗), Shuangcheng (雙城), Suibin (綏濱), Yichun (伊春), Anda (安達), Mingshui (明水), Hailun (海倫), Beian (北安), Heihe (黑河), Fuyuan (撫遠), Shuangyashan (雙鴨山) and Qitaihe (七台河)

(iii) This excludes four joint venture retail pharmacies which we do not control and the 15 supermarkets in Shenyang which sell healthcare products in addition to consumer goods.

## SUMMARY

### REGULATORY COMPLIANCE

Our material non-compliance incidents in the PRC during the Track Record Period included the failure to obtain or renew the medical device operation permits, GSP certificates and health food hygiene permits for some of our subsidiaries and pharmacies as well as the failure to make housing fund contributions and partial social insurance contributions for our employees. For further information on each of these incidents and the rectification actions and preventive measures we have taken in respect of such incidents, see “*Business – Legal and Compliance matters*” beginning on page 145 of this prospectus.

### SUMMARY CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME AND CONSOLIDATED BALANCE SHEET INFORMATION

The following tables present our summary consolidated statements of comprehensive income and consolidated balance sheet information.

#### Summary Consolidated Statements of Comprehensive Income

	Year ended 31 December			Six months ended 30 June	
	2010	2011	2012	2012	2013
			(RMB'000)	(unaudited)	
Revenue . . . . .	858,613	1,473,902	2,326,292	974,533	1,456,990
Cost of sales . . . . .	(618,872)	(1,095,758)	(1,780,523)	(746,383)	(1,073,274)
<b>Gross profit . . . . .</b>	<b>239,741</b>	<b>378,144</b>	<b>545,769</b>	<b>228,150</b>	<b>383,716</b>
<b>Operating profit . . . . .</b>	<b>160,916</b>	<b>244,848</b>	<b>301,755</b>	<b>105,743</b>	<b>214,497</b>
<b>Profit before income tax . . . . .</b>	<b>163,605</b>	<b>251,223</b>	<b>305,880</b>	<b>109,053</b>	<b>217,573</b>
Income tax expense . . . . .	(41,095)	(62,377)	(78,517)	(33,791)	(53,527)
<b>Profit and total comprehensive income for the period . . . . .</b>	<b>122,510</b>	<b>188,846</b>	<b>227,363</b>	<b>75,262</b>	<b>164,046</b>
<b>Profit and total comprehensive income attributable to:</b>					
– Owners of the Company . . . . .	122,510	180,117	213,760	69,307	150,780
– Non-controlling interests . . . . .	–	8,729	13,603	5,955	13,266
	<b>122,510</b>	<b>188,846</b>	<b>227,363</b>	<b>75,262</b>	<b>164,046</b>
Earnings per share attributable to owners of the Company					
– basic and diluted earnings per share <sup>(1)</sup> .	123	180	214	69	151

Note:

- (1) The earnings per share as presented above is calculated using the weighted average number of ordinary shares of 1,000 shares for each of the years ended 31 December 2010, 2011 and 2012 and for the six months ended 30 June 2012 and 2013. It has not taken into account the proposed capitalisation issue of 1,599,998,999 shares pursuant to the shareholder resolutions in November 2013 because the proposed capitalisation issue has not become effective as at the date of the Accountant's Report set out in Appendix I to this prospectus. The earnings per share for each of the years ended 31 December 2010, 2011 and 2012 and for the six months ended 30 June 2012 and 2013 after taking into account the proposed capitalisation issue of 1,599,998,999 shares pursuant to the shareholder resolutions in November 2013 amounted to RMB0.0766, RMB0.1126, RMB0.1336, RMB0.0433 and RMB0.0942, respectively.

#### Summary Consolidated Balance Sheet Information

	As at 31 December			As at 30 June
	2010	2011	2012	2013
			(RMB'000)	
Current assets . . . . .	262,899	1,100,765	1,098,520	1,109,125
Current liabilities . . . . .	81,718	826,960	862,119	860,975
Net current assets . . . . .	181,181	273,805	236,401	248,150
Total assets less current liabilities . . . . .	187,112	405,809	653,027	796,446

## SUMMARY

### SUMMARY CONSOLIDATED CASH FLOW STATEMENTS INFORMATION

The following table sets forth a summary of our consolidated cash flows for the periods indicated.

	Year ended 31 December			Six months ended 30 June	
	2010	2011	2012	2012	2013
			(RMB'000)	(unaudited)	
Net cash from operating activities . . . . .	107,378	121,795	161,628	38,475	170,225
Net cash generated from/(used in) investing activities . . . . .	35,534	(179,022)	(323,421)	(192,904)	(34,222)
Net cash (used in)/generated from financing activities . . . . .	(105,834)	663,799	(95,531)	(10,754)	2,061
Net increase/(decrease) in cash . . . . .	37,078	606,572	(257,324)	(165,183)	138,064
Cash at the beginning of the period . . . . .	69,948	107,025	713,257	713,257	455,916
Exchange gains/(losses) on cash . . . . .	(1)	(340)	(17)	316	(1,112)
<b>Cash at the end of the period . . . . .</b>	<b>107,025</b>	<b>713,257</b>	<b>455,916</b>	<b>548,390</b>	<b>592,868</b>

### PRC GOVERNMENT POLICIES AND REGULATIONS REGARDING THE PHARMACEUTICAL INDUSTRY

We are subject to regulation and oversight by different levels of the food and drug administration in the PRC, in particular, the China Food and Drug Administration. Some of the pharmaceutical products sold and distributed by us are included in the National or Provincial Medical Insurance Drugs Catalogues, and are subject to government price controls. In 2010, 2011 and 2012 and the six months ended 30 June 2013, our sales of products subject to such price controls contributed to 5.4%, 3.6%, 4.6% and 6.9% of our total revenue, and 7.4%, 5.8%, 8.3% and 14.4% of our gross profit, respectively. We believe that at the current stage, price controls do not significantly affect our gross margin, because the prices of our products subject to price controls are generally lower than the ceilings set by price controls. We actively monitor the prices of our products, our competitors' products and those of the products subject to price controls (where applicable). We further mitigate any adverse impact of price controls by focusing on promoting the sales of the products which are not subject to price controls. However, should such fixed or guided prices be substantially lowered, we may be forced to reduce our prices and our profit margin could be adversely impacted.

### THE PRC PHARMACEUTICAL INDUSTRY

According to NFS, China's pharmaceutical industry has grown from RMB510 billion in 2008 to RMB1,072 billion in 2012, representing a CAGR of 20.4%. This growth was mainly driven by a combination of favourable socioeconomic factors, including (i) increasing disposable income and healthcare spending in China, (ii) support from the PRC government regarding healthcare spending and policy reform, (iii) the increasing ageing population and (iv) urbanisation progress in China. Supported by these factors, the PRC pharmaceutical market is expected to continue to grow at a CAGR of 20.2% from 2012 to 2016, reaching RMB2,335.8 billion in 2016. Please see "Industry Overview" beginning on page 73 of this prospectus for further details.

### RECENT DEVELOPMENTS

We continued to experience stable growth during the nine months ended 30 September 2013. Our revenue increased by 47.0% to RMB2,341.3 million for the nine months ended 30 September 2013 compared to RMB1,592.5 million for the nine months ended 30 September 2012. Our gross profit increased by 71.6% to RMB629.8 million from RMB367.1 million during the same periods, respectively. Revenue and gross profit for our pharmaceutical retail segment increased by 83.1% and 101.0%, respectively, for the nine months ended 30 September 2013 compared with the nine months ended 30 September 2012. Revenue and gross profit for our pharmaceutical distribution segment increased by 25.0% and 31.4%, respectively, for the same periods. Our Directors confirm that there has been no material adverse change in the financial or trading position, indebtedness or prospects of our Group since 30 June 2013, the date of our latest audited consolidated financial statements. Please see note 31 to the Accountant's Report set out in Appendix I to this prospectus for further details of certain subsequent events following the Track Record Period.

### Assignment and Transfer of Non-trade Balances

In November 2013, Asia Health, through entering into seven assignment and transfer agreements, transferred non-trade balances in an aggregate amount of approximately RMB10,936,000 to us.



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## SUMMARY

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### Settlement of Shareholder's Loan

In 2011, we received an interest-free and unsecured shareholder's loan from Asia Health, our parent company, as a result of the Pre-Listing Investments, primarily in order to finance our business expansion through acquisitions of suitable target entities and organic growth. The balance of the shareholder's loan was fully settled in November 2013 through conversion into equity. Going forward, if we raise funding through external sources, such as bank borrowings or debt securities, we may incur substantially higher finance costs than those incurred during the Track Record Period.

### Recent Dividends

In November 2013, our Group declared dividends to be distributed prior to Listing. Such dividends amounted to RMB85.8 million, representing 70% of the net profit from 1 January 2010 to 31 December 2010 of the entities under Jintian Management, for which the recipients are the ultimate shareholders of Jintian Management during the year 2010. The dividends were paid in full on 26 November 2013.

### Recent Industry Incidents

In July 2013, the PRC Ministry of Public Security announced that GlaxoSmithKline had allegedly funnelled a substantial amount of money to individual government officials, doctors, hospitals and others in connection with the promotion and sales of its drugs. The ongoing investigation has resulted in multiple arrests, including some of GlaxoSmithKline's executives in China. Although none of the findings or allegations involved us or, to our knowledge, our suppliers or distribution customers, the incident has received widespread negative media coverage and may lead to public distrust of the pharmaceutical industry as a whole in the near future. We largely focus on pharmaceutical retail business and pharmaceutical distribution to customers. For our distribution business, most of our hospital and clinic customers are medical institutions at or below county level, and the products we provided are mainly OTC products. Revenue derived directly from our hospital and clinic customers only contributed to 4.8%, 13.3%, 12.4% and 6.4% of our total revenue in 2010, 2011, 2012 and the six months ended 30 June 2013, respectively. In addition, we have implemented internal controls and procedures to monitor our internal compliance with anti-bribery laws and regulations. We are committed to continuing to enhance our existing measures to discourage these practices in our Company in light of these incidents.

## SHAREHOLDER INFORMATION

### Controlling Shareholders

Our Controlling Shareholders include Mr. Jin, Ms. Chen (Mr. Jin's spouse), Mr. Jin Dongkun (Mr. Jin's brother), Ms. Hao Ruihua (Mr. Jin's mother) and Mr. Jin Guisheng (Mr. Jin's father) and holding entities owned and controlled by them, including Asia Health, Global Health Century, Pacific Health Century and Atlantic Health Century. Upon the completion of the Reorganisation of Offshore Holding Structure and immediately following the completion of the Global Offering, the Controlling Shareholders will together own 995,040,000 Shares, representing 49.75% of the issued and outstanding share capital of our Company. Please see "*Relationship with our Controlling Shareholders*" beginning on page 158 of this prospectus for details.

### Major Suppliers

Two of our five largest suppliers during the Track Record Period, Heilongjiang Baitai and Chengde Yushi, are owned by associates of Mr. Jin, our Controlling Shareholder, Chairman and executive Director. Purchases from Heilongjiang Baitai accounted for 5.7%, 3.3%, 2.9% and 2.4% of our total purchases in 2010, 2011, 2012 and the six months ended 30 June 2013, respectively, making Heilongjiang Baitai our largest supplier in 2010 and 2011 and second largest supplier in 2012 and the six months ended 30 June 2013. During the same periods, purchases from Chengde Yushi accounted for 3.4%, 2.2%, 2.5% and 4.5% of our total purchases, respectively, making Chengde Yushi our fourth largest supplier in 2010 and third largest supplier in 2011, 2012 and the six months ended 30 June 2013. Please see "*Connected Transactions*" beginning on page 164 of this prospectus for further details.



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## SUMMARY

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### Pre-listing Investments

In 2011, we received Pre-listing Investments from AMG, DBS Nominees and SEAVI, totalling US\$110 million and representing 37.17% of our share capital upon completion of the Reorganisation. The proceeds received were used to finance the establishment and acquisition of pharmaceutical retail and distribution businesses, to upgrade our software systems and for general working capital purposes. Please see “*History and Reorganisation – The Pre-listing Investments*” beginning on page 88 of this prospectus for further details.

### CONTRACTUAL ARRANGEMENTS

We have recently adopted the Contractual Arrangements which enable us to enjoy service fees equal to all economic benefits flowing from the 4.99% equity interest held by Jintian Century in Jintian Aixin Co. following the Merger by Absorption. The Contractual Arrangements include (i) Exclusive Consultancy Services Agreement, (ii) Share Pledge, (iii) Power of Attorney, and (iv) Exclusive Option Agreement. Please see “*History and Reorganisation – Reorganisation – Contractual Arrangements*” beginning on page 94 of this prospectus for a diagram illustration and further details of the Contractual Arrangements.

### OFFERING STATISTICS

Market capitalisation at Listing	:	HK\$5,820,000,000 to HK\$8,460,000,000
Offer size	:	Initially 25% of the enlarged issued share capital of the Company
Over-allotment Option	:	Up to 15% (assuming the exercise of the Over-allotment Option in full) of the enlarged issued share capital of the Company
Offer Price per Share	:	HK\$2.91 to HK\$4.23 per Share
Board lot	:	1,000 Shares
Offering structure	:	90% International Offering and 10% Hong Kong Public Offering (subject to reallocation and the Over-allotment Option)

### USE OF PROCEEDS

We estimate that we will receive net proceeds from the Global Offering of approximately HK\$1,361 million (assuming an Offer Price of HK\$3.57 per Share, being the mid-point of the indicative Offer Price range), after deducting the underwriting fees and commissions and estimated expenses payable by the Company.

We intend to use the net proceeds for the following purposes:

- (1) approximately 40% of the net proceeds will be used to fund our acquisitive expansion in the PRC, especially in Northeast China. We had not identified any acquisition targets as at the Latest Practicable Date;
- (2) approximately 30% of the net proceeds will be used to fund our organic growth, including establishing new pharmacies and upgrading our existing and establishing additional logistics centres;
- (3) approximately 20% of the net proceeds will be used to promote Jintian Aixin, Licensed Brands and Licensed Products; and
- (4) approximately 10% of the net proceeds will be used for working capital purposes.

To the extent our net proceeds are either more or less than expected, we will adjust our allocation of the net proceeds for the above purposes on a pro rata basis.

We estimate the net proceeds to AMG, DBS Nominees and SEAVI from the sale of Shares pursuant to the Global Offering, assuming the Over-allotment Option is not exercised, to be approximately HK\$226.3 million, HK\$67.1 million and HK\$53.6 million, respectively (assuming an Offer Price of HK\$3.57 per Share, being the mid-point of the indicative Offer Price range), after deducting the underwriting fees and commissions and estimated expenses payable by the Investors. We also estimate the

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## SUMMARY

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net proceeds to AMG, DBS Nominees and SEAVI from the sale of Shares pursuant to the Global Offering, assuming the Over-allotment Option is exercised in full, to be approximately HK\$396.0 million, HK\$117.5 million and HK\$93.8 million, respectively (assuming an Offer Price of HK\$3.57 per Share, being the mid-point of the indicative Offer Price range), after deducting the underwriting fees and commissions and estimated expenses payable by the Investors. As the relevant Shares will be sold and the Over-allotment Option will be granted by the Investors, and not the Company, the Company will not receive any proceeds from any exercise of the Over-allotment Option.

### PROFIT FORECAST FOR THE YEAR ENDING 31 DECEMBER 2013

On the bases and assumptions set out in “*Appendix III – Profit Forecast*” and, in the absence of unforeseen circumstances, certain profit forecast data of the Group for the year ending 31 December 2013 are set out below:

Forecast consolidated profit attributable to equity holders of the

Company for the year ending 31 December 2013<sup>(1)</sup> . . . . . not less than  
RMB325 million (equivalent to  
approximately HK\$411 million)

Unaudited forecast earnings per Share on a pro forma basis for

the year ending 31 December 2013<sup>(2)(3)(4)</sup> . . . . . not less than  
RMB0.163 (equivalent to  
approximately HK\$0.206)

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#### Notes:

- (1) The forecast consolidated profit attributable to equity holders of the Company for the year ending 31 December 2013 is extracted from the section headed “*Financial Information – Profit Forecast for the Year Ending 31 December 2013*” in this prospectus. The bases on which the above profit forecast has been prepared are set out in Appendix III to this prospectus. The Directors have prepared the forecast consolidated profit attributable to equity holders of the Company for the year ending 31 December 2013 based on the audited results of the Group for the six months ended 30 June 2013, the management accounts for the three months ended 30 September 2013 and a forecast of the consolidated results of the Group for the remaining three months ending 31 December 2013 on the basis that the current Group structure had been in existence throughout the whole twelve months ending 31 December 2013. The forecast has been prepared on the basis of accounting policies consistent in all material respects with those presently adopted by the Group as set out in Note 2 of section II of the Accountant’s Report, the text of which is set out in Appendix I to this prospectus.
- (2) The calculation of unaudited pro forma forecast earnings per Share is based on the forecast consolidated profit attributable to equity holders of the Company for the year ending 31 December 2013 and on the basis that 1,999,999,999 Shares were in issue during the entire period and assuming that the Global Offering and the Reorganisation of Offshore Holding Structure had been completed on 1 January 2013.
- (3) The earnings per share information as disclosed in the financial information section of the Accountant’s Report set out in Appendix I to this prospectus only represented the historical earnings per share based on the historical number of shares of the Company before the Global Offering. Investors are cautioned that the historical earnings per share is not comparable to the pro forma forecast earnings per share as presented above and elsewhere in this prospectus.
- (4) For the purpose of this unaudited pro forma forecast earnings per Share, the amounts stated in Renminbi are converted into Hong Kong dollars at the rate of HK\$1.00 to RMB0.7908.