



吉林省輝南長龍生化藥業股份有限公司
Jilin Province Huinan Changlong Bio-pharmacy Company Limited
(a joint stock limited company incorporated in the People's Republic of China)
(Stock Code: 8049)

Third Quarterly Report 2013

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This report, for which the directors of Jilin Province Huinan Changlong Bio-pharmacy Company Limited (the “Directors”) collectively and individually accept full responsibility, includes particulars given in compliance with the Rules Governing the Listing of Securities on GEM (the “GEM Listing Rules”) for the purpose of giving information with regard to Jilin Province Huinan Changlong Bio-pharmacy Company Limited and its subsidiary (“the Group”). The directors, having made all reasonable enquiries, confirm that, to the best of their knowledge and belief: (1) the information contained in this report is accurate and complete in all material respects and not misleading; (2) there are no other matters the omission of which would make any statement in this report misleading; and (3) all opinions expressed in this report have been arrived at after due and careful consideration and are founded on bases and assumptions that are fair and reasonable.

THIRD QUARTERLY RESULTS (UNAUDITED)

For the nine months ended 30 September 2013

CONSOLIDATED PROFIT AND LOSS ACCOUNT (UNAUDITED)

The Board of Directors (the "Board") of Jilin Province Huinan Changlong Bio-pharmacy Company Limited ("the Company") is pleased to announce the unaudited consolidated results of the Company and its subsidiaries (the "Group") for the nine months and three months ended 30 September 2013 together with the comparative unaudited figures for the corresponding periods in 2012 as follows:

	Notes	For the nine months ended 30 September		For the three months ended 30 September	
		2013 RMB'000	2012 RMB'000	2013 RMB'000	2012 RMB'000
Turnover	3	317,248	238,522	103,982	97,927
Cost of sales		(54,913)	(37,175)	(15,106)	(14,482)
Gross profit		262,335	201,347	88,876	83,445
Other revenue		13,042	8,825	977	1,037
Distribution and selling costs		(187,628)	(143,044)	(61,725)	(65,007)
Administrative expenses		(12,507)	(12,226)	(4,093)	(3,359)
Profit from operations		75,242	54,902	24,035	16,116
Finance costs		(240)	(200)	(43)	(50)
Profit before taxation		75,002	54,702	23,992	16,066
Taxation	5	(11,250)	(8,205)	(3,598)	(2,455)
Profit attributable to equity holders of the Company		63,752	46,497	20,394	13,611
Earnings per share – Basic	6	11.4 cents	8.30 cents	3.64 cents	2.44 cents

NOTES:

1. ORGANISATION AND OPERATIONS

The Company was established as a state-owned enterprise in the People's Republic of China (the "PRC") in 1989. On 29 December 1995, under the relevant provisions of the Company Law of the PRC, the Company was re-organized from a state-owned enterprise to a limited liability company. On 16 August 1996, with the approval of the Economic Restructuring Commission of Jilin Province, the Company was further converted into a joint stock limited company. On 20 April 1999, the Company made a bonus issue from capitalisation of retained profits at the proportion of one bonus share for every two existing shares. The Company's H shares were listed on the Growth Enterprise Market of the Stock Exchange of Hong Kong Limited on 24 May 2001.

The Group is principally engaged in the manufacture and distribution of biochemical medicines in the PRC under the brandnames of Changlong and Shendi.

2. BASIS OF PREPARATION

The unaudited quarterly financial statements of the Group have been prepared in accordance with all applicable Hong Kong Financial Reporting Standards ("HKFRSs"), which collective term includes all applicable individual Hong Kong Financial Reporting Standards, Hong Kong Accounting Standards ("HKASs") and interpretations issued by Hong Kong Institute of Certified Public Accountants ("HKICPA"), accounting principles generally accepted in Hong Kong and the disclosure requirements of the Hong Kong Companies Ordinance.

The accounting policies adopted in preparing the unaudited consolidated results for the nine months and three months ended 30 September 2013 are consistent with those followed in the preparation of the Group's annual financial statements for the year ended 31 December 2012.

The condensed consolidated results for the nine months and three months ended 30 September 2013 are unaudited and have been reviewed by the audit committee of the Company.

3. TURNOVER AND REVENUE

The Group's turnover comprises the invoiced value of merchandise sold net of value added tax and after allowances for returns and discounts.

4. SEGMENTAL INFORMATION

The Group has only one business segment which is in the manufacture and distribution of biochemical medicines in the PRC. For the nine months ended 30 September 2013, turnover of the Group is generated entirely from sales in the PRC and all identifiable assets of the Group are located in PRC. Accordingly, no business or geographical segmental analysis is prepared for the period.

5. TAXATION

	Unaudited For the nine months ended 30 September		Unaudited For the three months ended 30 September	
	2013	2012	2013	2012
	RMB'000	RMB'000	RMB'000	RMB'000
PRC income tax	<u>11,250</u>	<u>8,205</u>	<u>3,598</u>	<u>2,455</u>

The PRC income tax is computed according to the relevant laws and regulations in the PRC. The applicable income tax rate was 15% (2012: 15%).

The Group did not have any significant unprovided deferred taxation for the nine months and three months ended 30 September 2013 (2012: Nil).

6. EARNINGS PER SHARE

The calculation of basic earnings per share for the nine months and three months ended 30 September 2013 is based on the unaudited profit attributable to equity holders of approximately RMB63,752,000 and RMB20,394,000 respectively (2012: RMB46,497,000 and RMB13,611,000) and on the weighted average of 560,250,000 and 560,250,000 (2012: 560,250,000 and 560,250,000) shares in issue during the two period ended 30 September 2013 respectively.

There is no diluted earnings per share because there were no dilutive potential shares in existence during the relevant periods.

7. DIVIDENDS

The Board does not recommend the payment of an interim dividend for the nine months ended 30 September 2013 (2012: Nil).

8. RESERVES

	Share Capital RMB'000	Share premium RMB'000	PRC statutory funds		Retained profits RMB'000	Total RMB'000
			Exchange reserve RMB'000	Statutory surplus reserve RMB'000		
At 1 January 2012 (Audited)	<u>56,025</u>	<u>51,098</u>	<u>0</u>	<u>33,242</u>	<u>202,142</u>	<u>342,507</u>
Net profit for the nine months ended 30 September 2012 (Unaudited)	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>46,497</u>	<u>46,497</u>
At 30 September 2012 (Unaudited)	<u>56,025</u>	<u>51,098</u>	<u>0</u>	<u>33,242</u>	<u>248,639</u>	<u>389,004</u>
Balance as at 31 December 2012 (Audited)	<u>56,025</u>	<u>51,098</u>	<u>0</u>	<u>33,242</u>	<u>253,893</u>	<u>394,258</u>
Net profit for the nine months ended 30 September 2013 (Unaudited)	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>63,752</u>	<u>63,752</u>
At 30 September 2013 (Unaudited)	<u><u>56,025</u></u>	<u><u>51,098</u></u>	<u><u>0</u></u>	<u><u>33,242</u></u>	<u><u>317,645</u></u>	<u><u>458,010</u></u>

BUSINESS REVIEW AND PROSPECTS

OPERATING RESULTS

For the nine months ended 30 September 2013, the Group recorded a turnover of approximately RMB317,248,000, representing an increase by 33% from RMB238,522,000 during the corresponding period in 2012. Profit attributable to shareholders for the nine months ended 30 September 2013 was RMB63,752,000, representing an increase by 37% from RMB46,497,000 during the corresponding period in 2012.

This satisfactory result was mainly due to the increase in the sales of the Company's core products, particularly Hai Kun Shen Xi capsule. The sales of the Hai Kun Shen Xi capsule was approximately RMB221,629,000 for the nine months ended 30 September 2013. This represented a significant increase from approximately RMB164,196,000 for the same period last year.

The gross profit margin for the period ended 30 September 2013 was approximately 1.4%, representing a 82.6% decrease as compared to that of 84% for the same period last year.

The selling expense as a percentage of turnover was 59% in 2013. This represented a decrease from 60% when compared to the same period last year. The increase in selling expenses was due to an increase in the advertising and promotional activities. General and administrative expenses increased from RMB12,226,000 to RMB12,507,000 for the same period in 2013.

BUSINESS REVIEW

Sales performance

The sales of the Hai Kun Shen Xi capsule, Compound Huonaoshu capsule, and Yi Da La Feng were the top three best products sold during the first three quarters of 2013. The selling of Hai Kun Shen Xi capsule continued to be the Group's core revenue generator. The revenue of the Hai Kun Shen Xi capsule for the period ended 30 September 2013 was approximately RMB221,629,000, which represents approximately 70% of the Group's total revenue. In addition, the sales of Compound Huonaoshu capsule reached approximately RMB40,783,000 for the nine months ended 30 September 2013.

Production facilities

During the year, the new production line for solid dosage obtained the Good Manufacturing Practice and started production. In the meantime, four new production lines for Small volume Parenteral Solution (小容量注射劑), subpackaging of sterile powder for injection (凍乾粉針分裝), subpackaging of Tou Bao Sterile Bulk (頭孢無菌原料藥) were established in the Huinan economic development zone. This has further expanded our production capacity.

LIQUIDITY AND FINANCIAL RESOURCES

The Group has maintained a sound financial position during this period. For the nine months ended 30 September 2013, the Group's primary source of funds was cash from the operating activities. As at 30 September 2013, the Group had cash and bank balances and consolidated net asset value of approximately RMB72,891,000 and RMB458,010,000 respectively.

For the nine months ended 30 September 2013, the Group mainly generated revenue and incurred costs in Hong Kong dollars and Renminbi. The Directors consider the impact on foreign exchange exposure of the Group is minimal.

GEARING RATIO

As at 30 September 2013, the Group had short-term bank borrowings of RMB5,000,000 and a gearing ratio of approximately 1.1 percent. The calculation of the gearing ratio was based on the short-term bank loans and shareholders' equity as at 30 September 2013.

FUTURE PROSPECTS

Looking ahead, the management believed that Hai Kun Shen Xi capsule has reached maturity in the market and this medicine has taken over the Compound Huonaoshu capsule as our best selling product. For the nine months ended 30 September 2013, the sales of Hai Kun Shen Xi capsule has reached approximately RMB221,629,000 while the sales of Compound Huonaoshu capsule was approximately RMB40,783,000

The Directors also would like to take this opportunity to express their gratitude to the management and staff for their dedication and contribution to the Group, and to thank our fellow business partners and equity holders for their continuing support. The Directors will endeavor to explore every potential opportunity for business growth, creating a promising future and successful results in the years ahead.

DIRECTORS' INTERESTS IN SHARES

At 30 September 2013, the interests and short positions of the Directors, supervisors and chief executives of the Company in the shares, underlying shares and debentures of the Company and its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance (the "SFO")), as recorded in the register required to be kept under Section 352 of the SFO or as otherwise notified to the Company and the Stock Exchange of Hong Kong Limited (the "Stock Exchange") pursuant to the minimum standards of dealing by directors as referred to in Rule 5.46 to 5.67 of the GEM Listing Rules were as follows:

Long positions in shares

Director	Type of Interests	Capacity	Number of Domestic Shares	Percentage of Domestic Shares	Percentage of total registered Share Capital
Mr. Zhang Hong	Personal	Beneficial owner	101,937,000	26.29	18.19
Mr. Zhang Xiao Guang	Personal	Beneficial owner	42,315,000	10.91	7.55
Mr. Wu Guo Wen	Personal	Beneficial owner	900,000	0.232	0.161
Mr. Chen Qi Ming	Personal	Beneficial owner	300,000	0.077	0.054

Save as disclosed above, as at 30 September 2013, none of the Directors, supervisors and chief executives of the Company has any interests and short positions in the shares, underlying shares and debentures of the Company and its associated corporations (within the meaning of Part XV of the SFO) as recorded in the register required to be kept under Section 352 of the SFO or as otherwise notified to the Company and the Stock Exchange pursuant to the minimum standards of dealing by directors as referred to in Rule 5.46 to 5.67 of the GEM Listing Rules.

DIRECTORS' RIGHTS TO ACQUIRE SHARES

Apart from as disclosed under the headings "Directors' interests in shares" above, at no time during the period were rights to acquire benefits by means of the acquisition of shares in or debentures of the Company granted to any director and chief executives or their respective spouses or children under 18 years of age, or were any such rights exercised by them; or was the Company, its holding company, or any of its subsidiaries a party to any arrangement to enable the directors and chief executives to acquire such rights in any other body corporate.

INTERESTS DISCLOSEABLE UNDER THE SFO AND SUBSTANTIAL SHAREHOLDERS

As at 30 September 2013, the following persons (other than the Directors, supervisors and chief executives of the Company) had interests and short positions in the shares and underlying shares of the Company as recorded in the register required to be kept under Section 336 of the SFO.

Long positions in shares

Name of shareholder	Capacity/ Nature of Interest	Number of Domestic Shares	Percentage of Domestic Shares	Percentage of total registered share capital
Huinan County SAB (<i>Note</i>)	Beneficial owner	81,975,000	21.14	14.63

Note: Apart from the equity interest in the Company, Huinan County SAB does not have any direct or indirect interest in the Company, including representation in the Board of Directors.

Save as disclosed above, as at 30 September 2013, the Directors were not aware of any other person (other than the Directors, supervisors and chief executives of the Company) who had interests and short positions in the shares and underlying shares of the Company as recorded in the register required to be kept under Section 336 of the SFO.

COMPETING INTEREST

During the period under review, none of the Directors, the management shareholders, the significant shareholders or the substantial shareholders (as defined in the GEM Listing Rules) of the Company had any interest in a business which competes or may compete with the business of the Group.

CODE OF CONDUCT REGARDING SECURITIES TRANSACTIONS BY DIRECTORS

During the nine months ended 30 September 2013, the Company has adopted a code of conduct regarding securities transactions by directors on terms no less than the required standard of dealings as set out in rules 5.48 to 5.67 of the GEM Listing Rules. The Company has also made specific enquiry of all Directors and the Company was not aware of any non-compliance with the required standard of dealings and its code of conduct regarding securities transactions by Directors.

BOARD PRACTICES AND PROCEDURES

During the period under review, the Company had not fully complied with the board practices and procedures as set out in Rules 5.34 of the GEM Listing Rules in respect of the Code on Corporate Governance Practices (the "CCGP"). The main deviations from the code provision set out in the CCGP were as follows:

Under the code provision A.2.1, the roles of chairman and chief executive officer should be separate and should not be performed by the same individual. Mr. Zhang Hong assumes the role of both the chairman and the chief executive officer of the Company. The Board is of the view that this has not compromised accountability and independent decision making for the following reasons:

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- the Audit Committee composes exclusively of independent non-executive directors;
 - the independent directors have free and direct access to the Company's external auditors and independent professional advice when considered necessary.

Mr. Zhang Hong, the chairman, is a substantial shareholder of the Company and has considerable industry experience. He is motivated to contribute to the growth and profitability of the Group. The Board is of the view that it is in the best interests of the Group to have an executive chairman so that the Board can have the benefit of a chairman who is knowledgeable about the business of the Group and is most capable to guide discussions and brief the Board in a timely manner on pertinent issues and developments to facilitate open dialogue between the Board and the management.

AUDIT COMMITTEE

The Company set up an audit committee (the "Committee") on 24 May 2001 with written terms of reference in compliance with the requirements as set out in Rules 5.28 and 5.29 of the GEM Listing Rules. The primary duties of the Committee are to review and provide supervision over the financial reporting procedures and internal control system of the Group.

The committee has reviewed with the management the accounting principles and practices adopted by the Group and discussed internal controls and financial reporting matters, including a review of the unaudited results of the Group for the period ended 30 September 2013.

PURCHASE, REDEMPTION OR SALE OF LISTED SECURITIES

During the nine months ended 30 September 2013, neither the Company nor its subsidiaries purchased, sold or redeemed any of the Company's listed shares.

By order of the Board
Zhang Hong
Chairman

Jilin, the PRC
14 November 2013

As at the date of this report, the Board comprises six executive directors, being Zhang Hong, Zhang Xiao Guang, Tian Xin Guo, Chen Qi Ming, Wu Guo Wen and Zhao Bao Gang and three independent non-executive directors, being Shen Yu Xiang, Yue Chung Qing and Yan Li Jin.

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