



Beijing Tong Ren Tang  
Chinese Medicine Company Limited

北京同仁堂國藥有限公司

(incorporated in Hong Kong with limited liability)

(於香港註冊成立之有限公司)

Stock code 股份代號 : 8138

# Healthy Life Global Choice

創造健康 全球共享



Third Quarterly Report 2016  
第三季度業績報告



## CHARACTERISTICS OF THE GROWTH ENTERPRISE MARKET (“GEM”) OF THE STOCK EXCHANGE OF HONG KONG LIMITED (THE “STOCK EXCHANGE”)

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Given the emerging nature of companies listed on GEM, there is a risk that securities traded on GEM may be more susceptible to high market volatility than securities traded on the Main Board and no assurance is given that there will be a liquid market in the securities traded on GEM.

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*This report, for which the directors (the “Directors”) of Beijing Tong Ren Tang Chinese Medicine Company Limited (the “Company”, and its subsidiaries, the “Group”) collectively and individually accept full responsibility, includes particulars given in compliance with The Rules Governing the Listing of Securities on the GEM (the “GEM Listing Rules”) of the Stock Exchange for the purpose of giving information with regard to the Company. The Directors, having made all reasonable enquiries, confirm that, to the best of their knowledge and belief the information contained in this report is accurate and complete in all material respects and not misleading or deceptive, and there are no other matters the omission of which would make any statement herein or this report misleading.*

# CORPORATE INFORMATION

## DIRECTORS

### Non-executive Director

Mei Qun (*Chairman*)

### Executive Directors

Ding Yong Ling  
Zhang Huan Ping  
Lin Man

### Independent Non-executive Directors

Leung, Oi Sie Elsie  
Zhao Zhong Zhen  
Chan Ngai Chi

## AUDIT COMMITTEE

Chan Ngai Chi (*Chairman*)  
Leung, Oi Sie Elsie  
Zhao Zhong Zhen

## NOMINATION COMMITTEE

Leung, Oi Sie Elsie (*Chairman*)  
Chan Ngai Chi  
Ding Yong Ling

## REMUNERATION COMMITTEE

Zhao Zhong Zhen (*Chairman*)  
Chan Ngai Chi  
Ding Yong Ling

## COMPANY SECRETARY

Lin Man

## COMPLIANCE OFFICER

Ding Yong Ling

## AUTHORISED REPRESENTATIVES

Ding Yong Ling  
Lin Man

## HONG KONG SHARE REGISTRAR

Computershare Hong Kong Investor  
Services Limited  
Shops 1712–1716  
17th Floor, Hopewell Centre  
183 Queen's Road East  
Wanchai, Hong Kong

## COMPANY'S WEBSITE

[www.tongrentangcm.com](http://www.tongrentangcm.com)

## REGISTERED ADDRESS

Room 1405–1409, Office Tower  
Convention Plaza, 1 Harbour Road  
Wanchai  
Hong Kong

## LEGAL ADVISER

DLA Piper Hong Kong  
17th Floor, Edinburgh Tower  
The Landmark, 15 Queen's Road Central  
Hong Kong

## AUDITOR

PricewaterhouseCoopers  
Certified Public Accountants  
22nd Floor, Prince's Building  
Central  
Hong Kong

## STOCK CODE

8138

# FINANCIAL HIGHLIGHTS

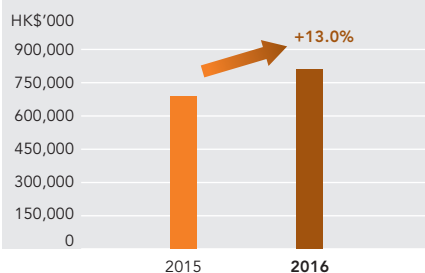


(HK\$'000)	Three months ended 30 September			Nine months ended 30 September		
	2016	2015	Change	2016	2015	Change
Revenue	<b>266,292</b>	231,253	+15.2%	<b>808,242</b>	715,370	+13.0%
Gross profit	<b>195,728</b>	163,923	+19.4%	<b>596,009</b>	493,029	+20.9%
Profit attributable to owners of the Company	<b>105,280</b>	84,098	+25.2%	<b>333,832</b>	257,224	+29.8%
Earnings per share	<b>HK\$0.13</b>	HK\$0.10	+30.0%	<b>HK\$0.40</b>	HK\$0.31	+29.0%

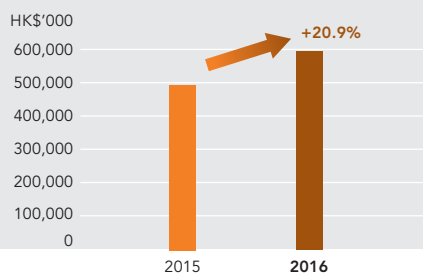
## Financial Analysis

For the nine months ended 30 September 2016

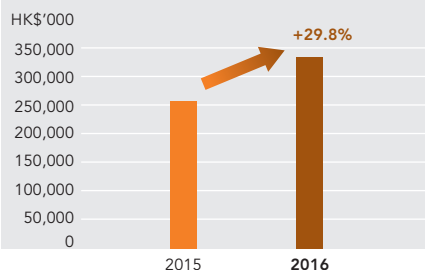
### Revenue



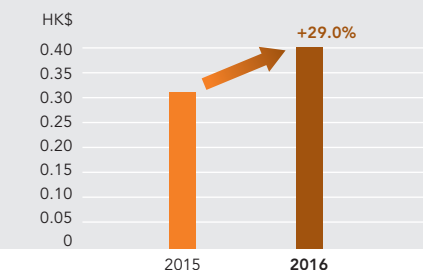
### Gross Profit



### Profit Attributable to Owners of the Company



### Earnings Per Share



# MANAGEMENT DISCUSSION AND ANALYSIS

## BUSINESS REVIEW

During the nine months ended 30 September 2016 (the “Period”), the revenue of the Group was HK\$808.2 million (2015: HK\$715.4 million), representing an increase of 13.0% as compared to the same period last year, and the profit attributable to owners of the Company was HK\$333.8 million (2015: HK\$257.2 million), representing an increase of 29.8% as compared to the same period last year.

As the overseas development platform of Tong Ren Tang brand, the Group targets the overseas market with its foothold in Hong Kong. While solidifying its leading position of Chinese medicine in both Hong Kong and the existing overseas markets, the Group continues to develop the mainstream markets in Europe and the United States (the “US”) to achieve the global strategic layout of “Base in Asia and open up Europe and America”. In September this year, the Group officially entered the US with the opening of Chinese medical clinics and outlets. The general public in the US were provided with premium Chinese medical services by offering free Chinese medical consultation services and organizing health seminars to allow them to experience the curative effect of the traditional Chinese medicine. As at 30 September 2016, the Group has set up its business in 19 countries and regions outside the PRC, with a total of 68 retail outlets across Asia, Europe, Oceania and America.

Hong Kong market is the development cornerstone of the Group. In order to enhance the promotion of Tong Ren Tang brand, the Group transformed a tram stop, which is located outside its flagship store in Central, into a show window of Chinese medicine culture and history under the theme of “profound cultural heritage of Chinese medicine”. Soon after, Beijing Tong Ren Tang special tram was launched which highlighted the integration of Tong Ren Tang culture and the local culture. Meanwhile, Beijing Tong Ren Tang was once again awarded “Brand of the Year” in the United Kingdom and “The Most Influential Brand” in Singapore this year, acknowledging its overseas recognition and leading position.



## FUTURE PROSPECTS

As the Group officially settled in the US, we will continue to actively expand the mainstream market in the US. In addition to the continuous expansion of the retail network in the US, we will collaborate with universities and medical centres within that territory. With the boom of Chinese medicine set off in the West, the Group continues to actively expand its overseas business so as to develop the Chinese medicine and further strengthen the influence of Tong Ren Tang brand overseas. In the future, the Group will be aimed at achieving localization, utilizing the high-quality local resources overseas in local production of “premium and pure” Tong Ren Tang medicines. We will also introduce the business model of the integration of Chinese and Western diagnosis and treatments, which leverage on each of the distinctive advantages, to bring special care for different health needs of the general public in connection with standard received the western mainstream consumers.

## CONDENSED CONSOLIDATED INCOME STATEMENT

The board of Directors (the "Board") is pleased to announce the unaudited results of the Group for the three months and nine months ended 30 September 2016 together with the comparative unaudited figures for the corresponding periods in 2015 as follows:

	Note	Unaudited		Unaudited	
		Three months ended		Nine months ended	
		30 September	2015	30 September	2015
		2016	2015	2016	2015
		HK\$'000	HK\$'000	HK\$'000	HK\$'000
Revenue	3	266,292	231,253	808,242	715,370
Cost of sales		(70,564)	(67,330)	(212,233)	(222,341)
<b>Gross profit</b>		<b>195,728</b>	163,923	<b>596,009</b>	493,029
Distribution and selling expenses		(38,428)	(36,266)	(110,343)	(103,979)
General and administrative expenses		(25,222)	(18,324)	(69,795)	(61,633)
Other gains		293	527	2,655	1,343
<b>Operating profit</b>		<b>132,371</b>	109,860	<b>418,526</b>	328,760
Finance income		1,956	2,121	6,006	7,381
Finance costs		(12)	(727)	(30)	(862)
Finance income, net		1,944	1,394	5,976	6,519
Share of loss of investments accounted for using the equity method		(689)	(1,035)	(2,180)	(1,253)
<b>Profit before income tax</b>		<b>133,626</b>	110,219	<b>422,322</b>	334,026
Income tax expense	4	(25,583)	(21,976)	(75,228)	(62,976)
<b>Profit for the period</b>		<b>108,043</b>	88,243	<b>347,094</b>	271,050
<b>Profit attributable to:</b>					
Owners of the Company		105,280	84,098	333,832	257,224
Non-controlling interests		2,763	4,145	13,262	13,826
		108,043	88,243	347,094	271,050
<b>Earnings per share attributable to owners of the Company (expressed in HK\$ per share)</b>					
Basic and diluted	5	0.13	0.10	0.40	0.31

# CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME



	Unaudited		Unaudited	
	Three months ended		Nine months ended	
	30 September		30 September	
	2016	2015	2016	2015
	HK\$'000	HK\$'000	HK\$'000	HK\$'000
<b>Profit for the period</b>	<b>108,043</b>	88,243	<b>347,094</b>	271,050
<b>Other comprehensive income:</b>				
<i>Item that may be subsequently reclassified to profit or loss</i>				
Currency translation differences	(708)	(10,881)	3,425	(18,133)
<b>Other comprehensive (loss)/income for the period</b>	<b>(708)</b>	(10,881)	<b>3,425</b>	(18,133)
<b>Total comprehensive income for the period</b>	<b>107,335</b>	77,362	<b>350,519</b>	252,917
<b>Attributable to:</b>				
Owners of the Company	104,722	75,620	335,706	243,459
Non-controlling interests	2,613	1,742	14,813	9,458
<b>Total comprehensive income for the period</b>	<b>107,335</b>	77,362	<b>350,519</b>	252,917



# CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

Unaudited

	Attributable to owners of the Company								
	Share capital HK\$'000	Merger reserve HK\$'000	Other reserve HK\$'000	Statutory reserve HK\$'000	Exchange reserve HK\$'000	Retained earnings HK\$'000	Total HK\$'000	Non-controlling interests HK\$'000	Total equity HK\$'000
<b>At 1 January 2015</b>	867,363	(13,124)	742	2,927	(2,549)	630,390	1,485,749	51,112	1,536,861
<b>Comprehensive income</b>									
Profit for the period	-	-	-	-	-	257,224	257,224	13,826	271,050
<b>Other comprehensive income</b>									
Currency translation differences									
— the Group	-	-	-	-	(11,265)	-	(11,265)	(4,368)	(15,633)
— Joint ventures and an associate	-	-	-	-	(2,500)	-	(2,500)	-	(2,500)
<b>Total comprehensive income</b>	-	-	-	-	(13,765)	257,224	243,459	9,458	252,917
<b>Transactions with owners in their capacity as owners</b>									
Transfer of retained earnings to statutory reserve	-	-	-	1,691	-	(1,691)	-	-	-
Dividends relating to 2014	-	-	-	-	-	(83,710)	(83,710)	-	(83,710)
Issue of ordinary shares relating to business combination	71,426	-	-	-	-	-	71,426	-	71,426
Capital injection to subsidiaries	-	-	-	-	-	-	-	3,817	3,817
Non-controlling interests arising from acquisition of a subsidiary	-	-	-	-	-	-	-	21,144	21,144
Change in ownership interest in a subsidiary without change of control	-	-	88	-	-	-	88	921	1,009
<b>Total transactions with owners in their capacity as owners</b>	71,426	-	88	1,691	-	(85,401)	(12,196)	25,882	13,686
<b>At 30 September 2015</b>	938,789	(13,124)	830	4,618	(16,314)	802,213	1,717,012	86,452	1,803,464
<b>At 1 January 2016</b>	938,789	(13,124)	830	4,130	(14,643)	899,726	1,815,708	93,207	1,908,915
<b>Comprehensive income</b>									
Profit for the period	-	-	-	-	-	333,832	333,832	13,262	347,094
<b>Other comprehensive income</b>									
Currency translation differences									
— the Group	-	-	-	-	1,390	-	1,390	1,551	2,941
— Joint ventures	-	-	-	-	484	-	484	-	484
<b>Total comprehensive income</b>	-	-	-	-	1,874	333,832	335,706	14,813	350,519
<b>Transactions with owners in their capacity as owners</b>									
Transfer of retained earnings to statutory reserve	-	-	-	1,375	-	(1,375)	-	-	-
Dividends relating to 2015	-	-	-	-	-	(108,822)	(108,822)	(10,985)	(119,807)
Capital injection to subsidiaries	-	-	-	-	-	-	-	11,397	11,397
<b>Total transactions with owners in their capacity as owners</b>	-	-	-	1,375	-	(110,197)	(108,822)	412	(108,410)
<b>At 30 September 2016</b>	938,789	(13,124)	830	5,505	(12,769)	1,123,361	2,042,592	108,432	2,151,024



## 1 GENERAL INFORMATION

The Group is engaged in manufacturing, retail and wholesale of Chinese medicine products and healthcare products and provision of Chinese medical consultation and treatments. The immediate holding company of the Company is Tong Ren Tang Technologies Co., Ltd. (“Tong Ren Tang Technologies”) which is a joint stock limited company established in the People’s Republic of China (the “PRC”) and is listed on the Main Board of the Stock Exchange. The intermediate holding company of the Company is Beijing Tong Ren Tang Co., Ltd. (“Tong Ren Tang Ltd.”) which is a joint stock limited company incorporated in the PRC and is listed on the Shanghai Stock Exchange. The ultimate holding company of the Company is China Beijing Tong Ren Tang (Holdings) Corporation (“Tong Ren Tang Holdings”) which is a company incorporated in the PRC.

The Company is a limited liability company incorporated in Hong Kong. The address of its registered office is Room 1405–1409, Office Tower, Convention Plaza, 1 Harbour Road, Wanchai, Hong Kong.

These condensed consolidated results are presented in Hong Kong dollars (“HK\$”), unless otherwise stated. These condensed consolidated results have been approved for issue by the Board on 27 October 2016.

These condensed consolidated results have not been audited.

## 2 BASIS OF PREPARATION

These condensed consolidated results have been prepared in accordance with Hong Kong Financial Reporting Standards issued by the Hong Kong Institute of Certified Public Accountants (the “HKICPA”) and the disclosure requirements of the GEM Listing Rules.

These condensed consolidated results have been prepared under the historical cost convention. The accounting policies used in the preparation of these condensed consolidated results are consistent with those used in the annual consolidated financial statements for the year ended 31 December 2015.

The HKICPA has issued a number of new and revised standards and amendments to standards. The Group has adopted the new and revised standards and amendments to standards which are relevant to the Group’s operations and are mandatory for the financial year beginning on 1 January 2016. The adoption of these new and revised standards and amendments to standards does not have any significant financial effect on Group’s results and financial position.

The Group has not early adopted the new and revised standards and amendments to standards that have been issued but are not yet effective for the nine months ended 30 September 2016.

# NOTES TO THIRD QUARTERLY FINANCIAL INFORMATION

## 3 REVENUE

	Unaudited Three months ended 30 September		Unaudited Nine months ended 30 September	
	2016 HK\$'000	2015 HK\$'000	2016 HK\$'000	2015 HK\$'000
Sales of products	256,349	222,457	779,715	689,982
Service income	9,707	8,583	27,868	24,825
Royalty fee income	236	213	659	563
	<b>266,292</b>	231,253	<b>808,242</b>	715,370

## 4 INCOME TAX EXPENSE

Hong Kong profits tax has been provided at the rate of 16.5% (2015: 16.5%) on the estimated assessable profits for the period. PRC corporate income tax has been provided at the rate of 25% (2015: 25%) on the estimated assessable profits for the period of the subsidiaries operating in the PRC. Taxation on overseas profits has been calculated on the estimated assessable profit for the period at the rates of taxation prevailing in the countries in which the entities operate.

	Unaudited Three months ended 30 September		Unaudited Nine months ended 30 September	
	2016 HK\$'000	2015 HK\$'000	2016 HK\$'000	2015 HK\$'000
Current income tax				
Hong Kong	22,350	21,091	67,181	54,437
Mainland China	1,152	1,474	4,584	7,144
Overseas	1,695	1,606	4,405	4,594
	<b>25,197</b>	24,171	<b>76,170</b>	66,175
Deferred income tax expense/(credit)	386	(2,195)	(942)	(3,199)
	<b>25,583</b>	21,976	<b>75,228</b>	62,976



## 5 EARNINGS PER SHARE

Basic earnings per share is calculated by dividing the profit attributable to owners of the Company by the weighted average number of ordinary shares in issue during the period.

	Unaudited Three months ended 30 September		Unaudited Nine months ended 30 September	
	2016 HK\$'000	2015 HK\$'000	2016 HK\$'000	2015 HK\$'000
Profit attributable to owners of the Company	105,280	84,098	333,832	257,224
Weighted average number of ordinary shares in issue (thousand shares)	837,100	837,100	837,100	835,618
Earnings per share (HK\$)	0.13	0.10	0.40	0.31

There were no potential dilutive shares for the three months and nine months ended 30 September 2016 (2015: Nil).

## 6 DIVIDEND

The Board did not recommend the payment of any dividend for the nine months ended 30 September 2016 (2015: Nil).

## OTHER INFORMATION

### DIRECTORS' AND CHIEF EXECUTIVES' INTERESTS IN SHARES

As at 30 September 2016, the interest and short positions in the shares and underlying shares of the Company or any of its associated corporations (within the meaning of part XV of the Securities and Futures Ordinance ("SFO")) of Directors and chief executive of the Company which would have to be notified to the Company pursuant to Divisions 7 and 8 of part XV of the SFO (including interests which they are taken or deemed to have under such provisions of the SFO) and required to be entered in the register maintained by the Company pursuant to Section 352 of the SFO or which were required, pursuant to Rules 5.48 to 5.67 of the GEM Listing Rules, to be notified to the Company and the Stock Exchange, were as follows:

#### Long position in shares

	Types of interests	Capacity	Number of shares	Approximate percentage of issued share capital
<b>The Company</b>				
Ding Yong Ling	Personal	Beneficial owner	250,000	0.029%
Lin Man	Personal	Beneficial owner	220,000	0.026%
<b>Tong Ren Tang Technologies</b>				
Mei Qun	Personal	Beneficial owner	3,000,000 <sup>(1)</sup>	0.234%
<b>Tong Ren Tang Ltd.</b>				
Mei Qun	Personal	Beneficial owner	93,242 <sup>(2)</sup>	0.007%

Notes:

- (1) These shares represent 0.46% of domestic shares of Tong Ren Tang Technologies.
- (2) All represent A shares of Tong Ren Tang Ltd.

Save as disclosed above, none of the Directors and chief executives of the Company had 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 standards of dealing by Directors as referred to in Rule 5.48 to 5.67 of the GEM Listing Rules.

## OTHER INFORMATION



### SUBSTANTIAL SHAREHOLDERS

As at 30 September 2016, the interest of the persons, other than Directors or chief executive of the Company, in the shares and underlying shares of the Company which were notified to the Company and the Stock Exchange pursuant to Divisions 2 and 3 of Part XV of the SFO and entered in the register maintained by the Company pursuant to Section 336 of the SFO, or otherwise notified to the Company were as follows:

#### Long position in shares

Name of shareholder	Capacity	Number of shares	Approximate percentage of issued share capital
Tong Ren Tang Technologies	Beneficial owner	318,540,000	38.05%
Tong Ren Tang Ltd. <sup>(1)</sup>	Beneficial owner	281,460,000	33.62%
	Interest of a controlled corporation	318,540,000	38.05%
Tong Ren Tang Holdings <sup>(2)</sup>	Interest of a controlled corporation	600,000,000	71.67%
Greenwoods Asset Management Holdings Limited <sup>(3)</sup>	Interest of controlled corporation	50,919,000	6.08%
Greenwoods Asset Management Limited <sup>(3)</sup>	Interest of controlled corporation	50,919,000	6.08%
Jiang Jinzhi <sup>(3)</sup>	Interest of controlled corporation	50,919,000	6.08%
Unique Element Corp. <sup>(3)</sup>	Interest of controlled corporation	50,919,000	6.08%

Notes:

- (1) Tong Ren Tang Ltd. directly holds 46.85% of the issued share capital of Tong Ren Tang Technologies. Accordingly, Tong Ren Tang Ltd. is deemed to be interested in 318,540,000 shares of the Company held by Tong Ren Tang Technologies.

## OTHER INFORMATION

- (2) Tong Ren Tang Holdings directly holds 52.45% of the issued share capital of Tong Ren Tang Ltd. which in turn directly holds 46.85% of the issued share capital of Tong Ren Tang Technologies. Tong Ren Tang Holdings also directly holds 0.74% of the issued share capital of Tong Ren Tang Technologies. Accordingly, Tong Ren Tang Holdings is deemed to be interested in 318,540,000 shares of the Company and 281,460,000 shares of the Company held by Tong Ren Tang Technologies and Tong Ren Tang Ltd., respectively.
- (3) According to the disclosure forms filed by Greenwoods Asset Management Holdings Limited, Greenwoods Asset Management Limited, Jiang Jinzhi and Unique Element Corp. on 15 July 2015, the following interests in shares of the Company were held by Greenwoods Asset Management Holdings Limited, Greenwoods Asset Management Limited, Jiang Jinzhi and Unique Element Corp. as follows:

Name of controlled corporation	Name of controlling shareholder	% control	Direct interest (Y/N)		Number of shares
Unique Element Corp.	Jiang Jinzhi	100.00	N	Long position	50,919,000
Greenwoods Asset Management Holdings Limited	Unique Element Corp.	81.00	N	Long position	50,919,000
Greenwoods Asset Management Limited	Greenwoods Asset Management Holdings Limited	100.00	N	Long position	50,919,000
Golden China Master Fund	Jiang Jinzhi	100.00	Y	Long position	7,685,000
Greenwoods Asset Management Limited	Greenwoods Asset Management Holdings Limited	100.00	N	Long position	21,920,000
Greenwoods China Alpha Master Fund	Greenwoods Asset Management Limited	100.00	Y	Long position	15,771,000
Golden China Plus Master Fund	Jiang Jinzhi	100.00	Y	Long position	3,343,000
Greenwoods China Healthcare Master Fund	Greenwoods Asset Management Limited	100.00	Y	Long position	2,200,000

Save as disclosed above, the Company had not been notified by any persons (other than Directors or chief executive of the Company) who had interests or short positions in the shares or underlying shares of the Company which would fall under the provisions of Divisions 2 and 3 of Part XV of the SFO to be disclosed to the Company, or which were recorded in the register required to be kept by the Company under Section 336 of the SFO.



### RIGHTS TO ACQUIRE SHARES OR DEBENTURES

Other than as disclosed under the section “Directors’ and chief executives’ interests in the shares” above, at no time during the Period was the Company or any of its subsidiaries, or any of its fellow subsidiaries, a party to any arrangement to enable the Directors or chief executives of the Company or their respective associates (as defined in the GEM Listing Rules) to have any right to subscribe for securities of the Company or any of its associated corporations as defined in the SFO or to acquire benefits by means of acquisition of shares in, or debentures of, the Company or any other body corporate.

### INTERESTS IN COMPETING BUSINESSES

To ensure that the business classification between the Company, Tong Ren Tang Ltd., Tong Ren Tang Technologies and Tong Ren Tang Holdings (collectively the “Controlling Shareholders”) are properly documented and established, each of the Controlling Shareholders entered into a deed of non-competition in favour of the Company on 18 April 2013 (the “Deed of Non-competition”), details of which are set out in the prospectus of the Company dated 25 April 2013 (the “Prospectus”), mainly to the effect that at any time until their collective beneficial interest in the equity interest in the Company is less than 30%, each of them shall not, and shall procure their respective subsidiaries (except through its interests in the Group) not to, without prior written consent of the Company, directly or indirectly:

- (i) engage in the research, development, manufacture and sales of any products containing ganoderma lucidum or ganoderma lucidum spores as raw materials in Hong Kong, Macao and markets outside of the PRC (the “Non-PRC Markets”);
- (ii) engage in the research, development, manufacture and sales of any products with “Tong Ren Tang” brands in Non-PRC Markets, except for the manufacture of the Chinese medicine products for the two independent third parties in Japan; for the avoidance of doubt and without prejudice to the generality of the Deed of Non-competition, except for the current excluded business in Japan, engage in arrangement with any other parties in the Non-PRC Markets similar to the excluded business in Japan;
- (iii) carry out any sales or registration (new or renewal) for Angong Niu Huang Pills in the Non-PRC Markets;
- (iv) engage in the distribution of any Chinese medicine products in Non-PRC Markets, except for certain existing arrangements as disclosed in the Prospectus; and
- (v) carry out any new overseas registration of “Tong Ren Tang” branded products ((i) to (v) are collectively known as “Restricted Business”).



## OTHER INFORMATION

In addition, under the Deed of Non-competition, each of the Controlling Shareholders has also undertaken that if each of them and/or any of its associates is offered or becomes aware of any project or new business opportunity (the “New Business Opportunity”) that relates to the Restricted Business, whether directly or indirectly, it shall (i) promptly and in any event not later than seven days notify the Company in writing of such opportunity and provide such information as is reasonably required by the Company in order to enable the Company to come to an informed assessment of such opportunity; and (ii) use its best endeavours to procure that such opportunity is offered to the Company on terms no less favourable than the terms on which such opportunity is offered to it and/or its associates. The Directors (including the independent non-executive Directors) will review the New Business Opportunity and decide whether to invest in the New Business Opportunity within 30 business days of receipt of notice from Controlling Shareholders.

Tong Ren Tang Holdings has also granted the Company rights of first refusal to acquire its interest in Beijing Tong Ren Tang Hong Kong Medicine Management Limited, Beijing Tong Ren Tang (UK) Limited and Beijing Tong Ren Tang Tai Fong Co., Ltd. on terms which are not less favorable than the terms it wishes to sell to other parties.

In this connection, the Group adopted the following corporate governance measures to manage any potential conflicts of interest arising from any future potential competing business and to safeguard the interests of the shareholders of the Company:

- (i) the independent non-executive Directors shall review, at least on an annual basis, the compliance with and enforcement of the terms of the Deed of Non-competition by the Controlling Shareholders; and
- (ii) the Company will disclose the review by the independent non-executive Director with basis on the compliance with and enforcement of the terms of the Deed of Non-competition in its annual report.

## OTHER INFORMATION



In monitoring the competing business of the Parent Group (refer to Tong Ren Tang Holdings, Tong Ren Tang Ltd., Tong Ren Tang Technologies and their respective subsidiaries, other than the Group and their respective predecessors), an executive committee (the “Competition Executive Committee”) comprising two disinterested Directors, namely Mr. Zhang Huan Ping and Ms. Lin Man, has been established with the following major responsibilities:

- (a) conduct quarterly inspection of the distribution channels of the Parent Group, including retail stores and wholesale customers, to check whether any products containing ganoderma lucidum or ganoderma lucidum spores as raw materials (other than ganoderma lucidum spores powder capsule manufactured by the Group) is sold in Non-PRC Markets; and
- (b) conduct quarterly communications with representatives of the Parent Group to confirm whether their research and development portfolio has any products which contain ganoderma lucidum or ganoderma lucidum spores as raw materials.

A supervisory committee (the “Competition Supervisory Committee”), comprising three independent non-executive Directors, namely, Ms. Leung, Oi Sie Elsie, Mr. Zhao Zhong Zhen and Mr. Chan Ngai Chi, has been established with the following major responsibilities:

- (a) meet quarterly and review the quarterly inspection record and daily communication records by the Competition Executive Committee (if applicable); and
- (b) report findings during its review of the records provided by the Competition Executive Committee to the Board which will be published in the Company’s annual report.

## PURCHASE, SALE OR REDEMPTION OF SECURITIES

During the Period, neither the Company nor any of its subsidiaries had purchased, sold or redeemed any of the Company’s listed shares.

## OTHER INFORMATION

### INTEREST OF COMPLIANCE ADVISOR

The Company's compliance advisor, Kim Eng Securities (Hong Kong) Limited (the "Compliance Advisor") entered into the Compliance Advisor agreement (the "Compliance Advisor Agreement") with the Company dated 6 May 2013, the date of the listing (the "Listing Date") of the Company's shares on the Stock Exchange. As at 31 December 2015, the engagement of the Compliance Advisor has covered the second full financial year commencing after the Listing Date, which has been satisfied with the Rule 6A.19 of the GEM Listing Rules. As at 30 March 2016, the engagement of the Compliance Advisor has expired.

As at 30 March 2016, as notified by the Compliance Advisor, except for the Compliance Advisor Agreement, neither the Compliance Advisor nor its directors, employees or close associates had any interests in relation to the Company which is required to be notified to the Company pursuant to Rule 6A.32 of the GEM Listing Rules.

### COMPLIANCE WITH THE REQUIRED STANDARD OF DEALINGS IN SECURITIES TRANSACTIONS BY DIRECTORS OF LISTED ISSUERS

The Company has adopted a code of conduct regarding securities transactions by directors on terms no less exacting than the required standard of dealings set out in Rules 5.48 to 5.67 of the GEM Listing Rules. Having made specific enquires to all the Directors, all the Directors have confirmed that they have complied with the required standard of dealings and the code of conduct regarding securities transactions by directors adopted by the Company during the Period.

### CORPORATE GOVERNANCE CODE

The Company has complied with the provisions set out in Appendix 15 of the Corporate Governance Code of the GEM Listing Rules for the Period.

### AUDIT COMMITTEE

The audit committee of the Company has reviewed the 2016 third quarterly report.

On behalf of the Board  
**Beijing Tong Ren Tang**  
**Chinese Medicine Company Limited**  
**Mei Qun**  
*Chairman*

Hong Kong, 27 October 2016



Beijing Tong Ren Tang  
Chinese Medicine Company Limited  
北京同仁堂國藥有限公司

[www.tongrentangcm.com](http://www.tongrentangcm.com)