



**Leading in Development,
Manufacturing and Marketing of
Single-use Medical Devices in the PRC**

First Quarter Results 2013

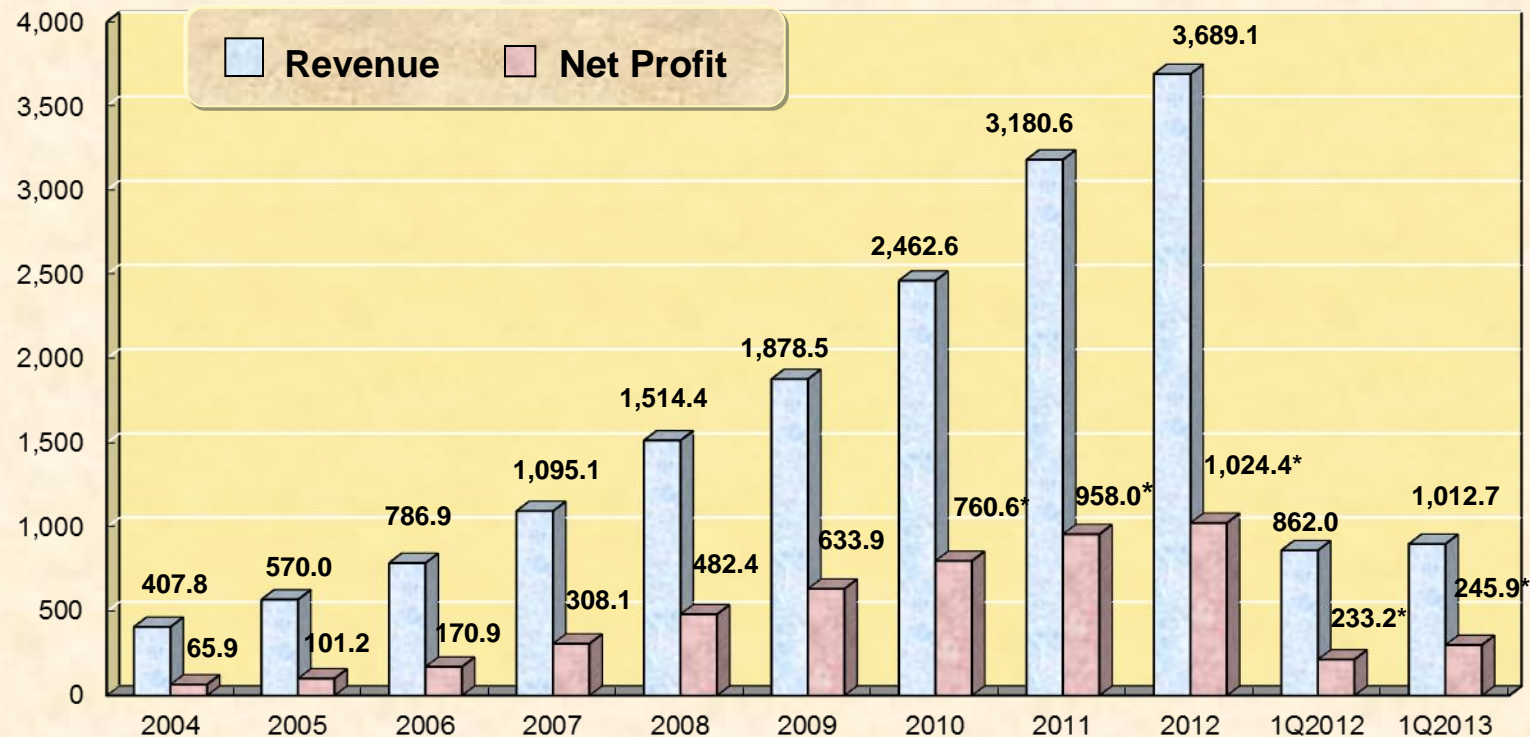
30 May 2013

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Continuous Revenue and Earnings Growth

RMB million



For the year ended 31 December

8 Years CAGR

- Turnover : 31.7%↑
- Net Profit : 40.9%↑

1Q2013 vs 1Q2012

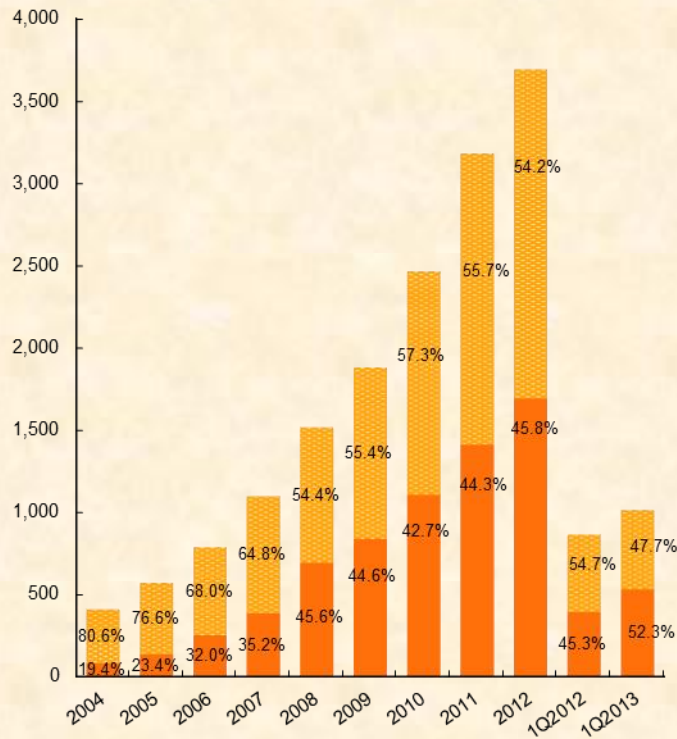
- Turnover : 17.5%↑
- Net profit : 5.5%↑

* net profit excluding extraordinary items

Turnover and GP Analysis

Turnover

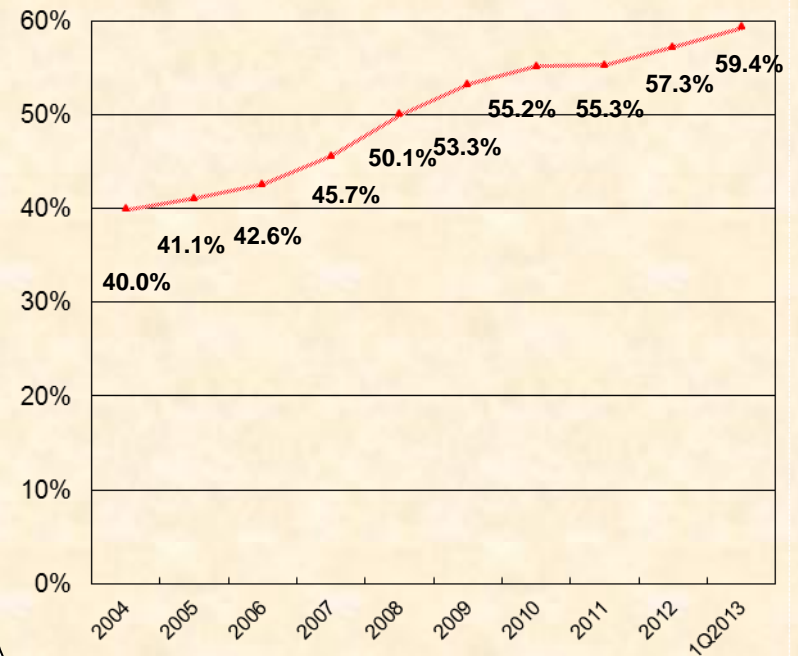
RMB million



For the year ended 31 December

- High value-added products (Gross profit margin > 60%)
- Conventional products (Gross profit margin < 60%)

Gross Profit Margins



For the year ended 31 December

Results Summary

RMB million	For the 3 months ended March 2013	For the 3 months ended March 2012	Change %
Revenue	1,012.7	862.0	+17.5
COGS	(410.8)	(384.6)	+6.8
Gross profit	601.8	477.4	+4.0
- Gross profit margin	59.4%	55.4%	
Other revenue	11.3	16.2	(30.2)
Distribution costs	(269.7)	(197.0)	+3.7
(% on revenue)	26.6%	22.9%	
Administrative expenses	(61.5)	(50.5)	+0.2
(% on revenue)	6.1%	5.9%	
Research & development expenses	(47.5)	(39.8)	+0.1
(% on revenue)	4.7%	4.6%	
Finance costs	(1.9)	(1.4)	+35.7
Share of results in jointly controlled entities	0.029	(0.9)	-
Share of results in associates	28.0	38.7	(27.6)
Profit before taxation	260.7	242.6	+7.4
Taxation	(32.9)	(28.3)	+16.0
Non-controlling Interest	0.5	(0.6)	-
Profit after taxation	228.3	213.7	+6.8
Profit before Taxation, JVs	232.6	204.8	+13.6
Effective tax rate	14.1	13.8	+0.3

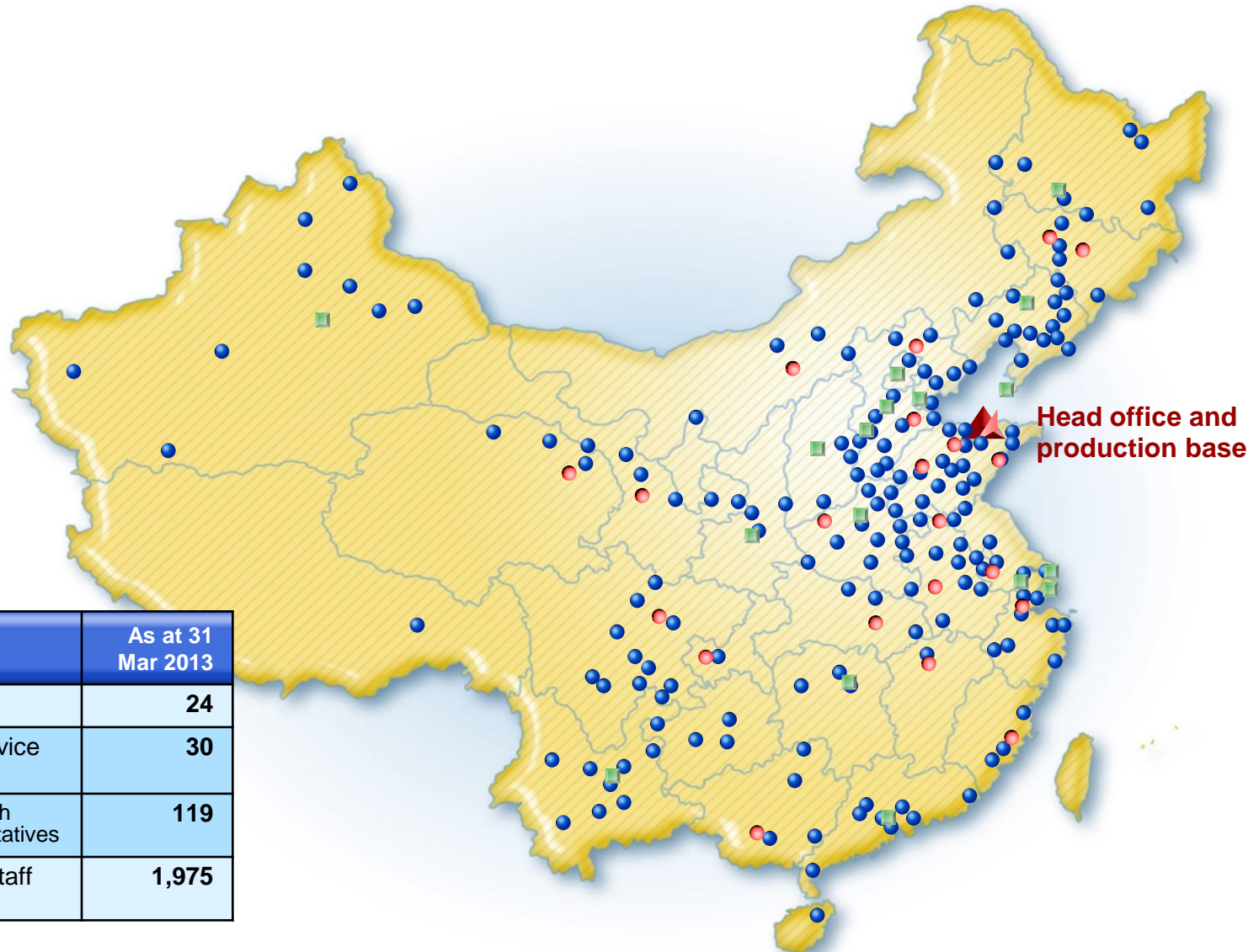
Results Summary

RMB million	For 3 months ended 31 March 2013	For 3 months ended 31 March 2012	Change %
Share of results in jointly controlled entities			
- Nikkiso	0.029	(0.9)	-
- Terumo	-	-	-
	0.029	(0.9)	-
Share of results in associates			
- MDT JV	-	13.8	-
- 21.5% in BIG	28.0	24.9	12.6
	28.0	38.7	(27.6)

Turnover Breakdown by Products

Products	For the 3 months ended 31 Mar			% to turnover	
	2013	2012	Change	2013	2012
	RMB m	RMB m	%		
Consumables					
- <i>Infusion sets</i>	286.7	260.9	9.9	28.3	30.3
- <i>Needles</i>	168.4	159.7	5.4	16.6	18.5
- <i>Syringes</i>	133.2	122.1	9.1	13.2	14.2
- <i>Blood bags</i>	49.0	46.0	6.5	4.8	5.3
- <i>Pre-filled syringes</i>	44.3	37.6	18.1	4.4	4.4
- <i>Blood sampling</i>	15.1	14.9	1.6	1.5	1.7
- <i>Wound management</i>	14.4	12.7	13.9	1.4	1.5
- <i>PVC granules</i>	15.2	14.8	2.5	1.5	1.7
- <i>Other consumables</i>	56.3	52.7	6.5	5.6	6.1
Subtotal for consumables	782.6	721.4	8.5	77.2	83.7
Orthopaedic	127.6	67.2	89.9	12.6	7.8
Blood purification consumables	85.7	54.2	57.9	8.5	6.3
Blood purification equipment	16.8	19.1	(12.3)	1.7	2.2
Total	1,012.7	862.0	17.5	100.0	100.0

Nationwide Sales Network



	As at 31 Mar 2013
■ Sales office	24
● Customer service centre	30
● No. of cities with sales representatives	119
No. of sales staff	1,975

Expanding Customer Base

	Total in China In 2012	No. of customers	Coverage
Hospitals			
• Top tier	1,471	982	66.8%
• Medium	6,550	1,678	25.6%
• Small	5,882	318	5.4%
• Other - Not rated	8,759	21	0.2%
Subtotal	22,662	2,999	13.2%
Blood centres	525	414	78.9%
Other medical units	938,169	598	0.06%
Distribution companies		1,007	
Total		5,018	

Source: Ministry of Health and the Company

New Product Development

Category**No. of products as at
31 March 2013**

With product registration certificates

262

Under application for product registration certificates

41

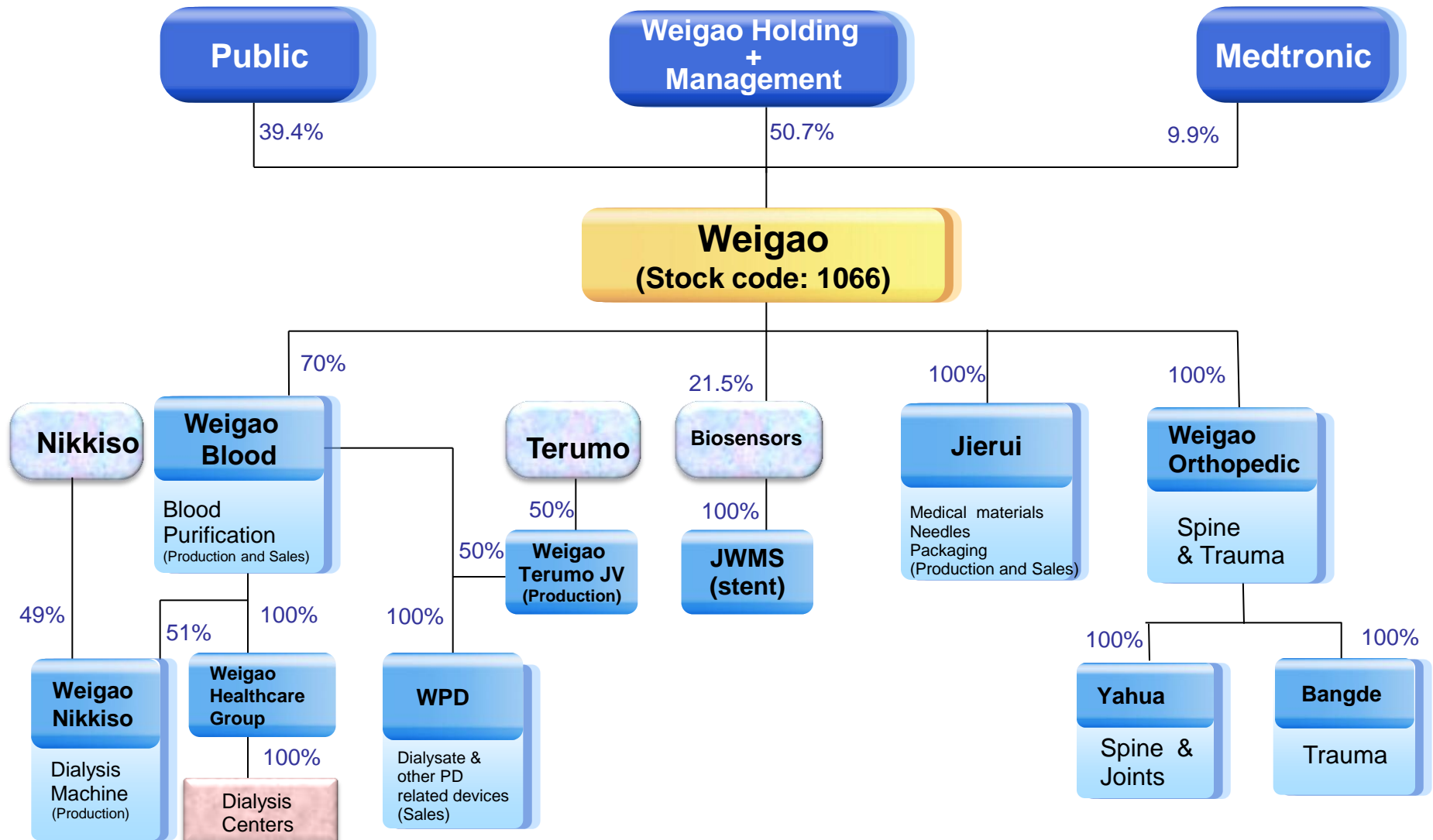
Patented products

217

Under patent application

50

Weigao Group Structure



Appendix I - Reconciliation of Net Profit

Reconciliation of Weigao's Net Profit

3 months ended 31 March

	2013	2012
	RMB'000	RMB'000
Profit for the 3 months ended 31 March	<u>228,322</u>	<u>213,722</u>
Biosensors' Extraordinary items:-	USD'000	USD'000
- Amortization of intangible assets	<u>8,866</u>	<u>8,866</u>
- Amortization of customer lists and patents	4,083	4,118
- Other exception items	<u>121</u>	<u>1,378</u>
	13,070 [^]	14,362 [*]
	<u>17,617</u>	<u>19,464</u>
	<u>245,939</u>	<u>233,186</u>

[^] @6.2772 x 21.4733%

^{*} @6.2976 x 21.52%

Appendix II - Reconciliation of Biosensors Profit

	Quarter ended 31 March 2013 US\$ ('000)		Remarks
Reporting earnings for the period ended 31 March 2013 of Biosensors reported earnings	USD	29,644	
Less : Additional amortization of intangible assets of Biosensors	USD	(8,866)	Intangible assets such as licensing agreements, patents and customer relationships are re-measured at the acquisition date. Additional fair value is recognized and subject to amortization on a straight-line basis over 10 years.
Adjusted net profit for the period	USD	20,778	
Profit recognised as income for the period	RMB	28,007	At exchange rate of USD into RMB @6.2772 x 21.4733%

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