

# 上海復旦張江生物醫藥股份有限公司

# Shanghai Fudan-Zhangjiang Bio-Pharmaceutical Co., Ltd.\*

(a joint stock limited company incorporated in the People's Republic of China)

(Stock code: 8231)

# THIRD QUARTERLY RESULTS ANNOUNCEMENT For the nine months ended 30 September 2009

CHARACTERISTICS OF THE GROWTH ENTERPRISE MARKET ("GEM") OF THE STOCK EXCHANGE OF HONG KONG LIMITED (THE "STOCK EXCHANGE")

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This report, for which the directors (the "Directors") of Shanghai Fudan-Zhangjiang Bio-Pharmaceutical Co., Ltd. (the "Company") collectively and individually accept full responsibility, includes particulars given in compliance with the Rules Governing the Listing of Securities on the Growth Enterprise Market of The Stock Exchange of Hong Kong Limited 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: 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.

The Board hereto presents the unaudited consolidated interim results of the Company together with its subsidiaries (collectively the "Group") for the nine months ended 30 September 2009.

#### **MANAGEMENT DISCUSSION AND ANALYSIS**

#### Financial review for the nine months ended 30 September 2009

For the nine months ended 30 September 2009, the Group recorded a turnover of approximately RMB40,261,000, comparing to a turnover of approximately RMB22,415,000 for the same period in 2008. This represents an increase of 80%.

Of the total turnover of the Group for the nine months ended 30 September 2009, RMB2,000,000 (5% of the total turnover) came from the income of technology transfer, and the rest approximately RMB38,261,000 (95% of the total turnover) was derived from the sale of medical products and the provision of related ancillary services. In comparison, the total turnover of the same period in 2008 came from the sale of medical products and the provision of related ancillary services. The new product, Aminolevulinic Acid Hydrochloride (ALA) (鹽 酸氨酮戊酸), which the Group launched during the second half of 2007, has now entered into a rapidly developed selling cycle, after over one year's market exploration and expansion of distribution channel. In addition, Doxorubicin Liposome Injection(鹽酸多柔比星脂質體注射剂), which was launched for sale in August 2009 has also contributed part of the sales revenue to the Group. These are the two important factors that led to the continuous increase of turnover of the Group.

For the nine months ended 30 September 2009, cost of sales of the Group was approximately RMB11,827,000, comparing to RMB8,379,000 for the same period in 2008. Gross profit was approximately RMB28,434,000, which doubled that of the same period in 2008. Gross profit margin has grown to 71% from 63% for the same period in 2008.

Within the period under review, operating loss of the Group was approximately RMB7,908,000, compared to RMB19,946,000 for the same period in 2008, which represents a decrease of 60%. Of the various expenses presented before operating loss, research and development (R&D) costs and administrative expenses mostly remained the same with those of the same period in 2008, whereas distribution and marketing costs increased by 31%, along with the increase of turnover. Other income increased from the same period in 2008. Attention needs to be raised that, for the three months ended 30 September 2009, the Group realized an operating profit of approximately RMB565,000.

A loss attributable to shareholders of the Company of approximately RMB9,081,000 was recorded in the unaudited consolidated income statements for the nine months ended 30 September 2009, whereas the loss attributable to shareholders of the Company for the same period in 2008 was RMB20,428,000, representing a decrease of 56%.

#### **BUSINESS REVIEW**

Committed to the principle "The more we explore, the healthier human beings will be", the Group aims to become a pioneer in the bio-pharmaceutical industry, by focusing on the R&D of genetic engineering, new drug screening, and commercialization of patent drugs and special drugs that suit the PRC market.

During the period under review, the Group has been making progress in the areas of R&D and commercialization pursuing the projected plans.

In the area of R&D, the Group has proceeded with the clinical studies of several projects that have been approved to enter clinical research. Hemoporfin (海姆泊芬), a photodynamic new drug for the treatment of Port Wine Stain is in the process of Phase III clinical study, which is expected to be completed by the end of the year. Duteroporphyrin (多替泊芬), a photodynamic new drug, and Vincristine Liposome Injection (長春新鹼脂質體注射剂), both for the treatment of tumors, were approved to enter into clinical study in February 2009. A grant of RMB8,200,000 has been offered to the new drug Nifeviroc (尼非韋羅) for the treatment of AIDS for its clinical study by The Ministry of Science and Technology of the PRC.

With regard to patents, the Group has always been endeavoring in protecting the intellectual property rights of its innovative drugs and R&D achievements. Within the period under review, the Group has applied for 6 invention patents, and has been granted 4 invention patent.

In respect of commercialization, since ALA (鹽酸氨酮戊酸), which is used for the treatment of dermal HPV infectious disease and proliferative disease as represented by Condyloma acuminate, has been launched for sale, it has attracted high level of attention from dermatologists all over the country. Sales revenue of the product has been increasingly steadily. The project obtained "Shanghai Innovation Product Certificate" from the municipal government.

Doxorubicin Liposome Injection(鹽酸多柔比星脂質體注射剂), for the treatment of tumors, has been launched for sale in August 2009. The Company has signed a distribution agreement with Nanjing Medical Co., Ltd ("Nanjing Medical") in April 2009, to offer the distribution rights of the product to Nanjing Medical for the coming five years. Nanjin Medical has made a payment of RMB20,000,000 to the Company in July 2009 as the consideration of the distribution rights. A grant of RMB2,000,000 for commercialization has been given to this project by the Science and Technology Commission of Shanghai Municipality.

#### **FUTURE PROSPECTS**

The Group has accumulated extensive experiences in R&D, and has taken a leading position in the pharmaceutical industry in the PRC. In the future, the Group will continue devoting efforts to R&D on projects with proprietary intellectual property rights. In particular, drugs for the treatment of dermal diseases and tumors will be of the most importance.

In the area of commercialization, the Group has realized production and sales on diagnostic reagents, Down's Syndrome antenatal screening system, ALA (鹽酸氨酮戊酸), and Doxorubicin Liposome Injection(鹽酸多柔比星脂質體注射剂). The Group has successfully accomplished the transformation from pure R&D to a combination of R&D and commercialization, which combines the various parts of the Group containing R&D, production, selling and marketing into an integrated system. The Group will be able to progress to a better development stage.

# DIRECTORS', CHIEF EXECUTIVE'S AND SUPERVISORS' INTERESTS IN SHARES OF THE COMPANY

As at 30 September 2009, the interests (including interests in shares and / or short positions) of the Directors, the Chief Executive and the Supervisors and their respective associates in the shares or debentures of the Company and its associated corporations, if any, (a) as notified to the Company and the Stock Exchange pursuant to: Divisions 7 and 8 of Part XV of the Securities and Futures Ordinance ("SFO"); (b) as recorded in the register maintained by the Company under Section 352 of the SFO; or (c) as required pursuant to Rules 5.46 to 5.67 of the GEM Listing Rules relating to securities transactions by Directors, were as follows:

		Number of			Percentage	Percentage of holding
		Domestic			holding in	in total
Name of	Class of	shares		Type of	Domestic	share
Directors	shares	held	Capacity	interest	shares	capital
Wang Hai Bo	Domestic	51,886,430 (L)	Beneficial	Personal	10.13%	7.31%
	Shares		owner			
Su Yong	Domestic	18,312,860 (L)	Beneficial	Personal	3.58%	2.58%
	Shares		owner			
Zhao Da Jun	Domestic	15,260,710 (L)	Beneficial	Personal	2.98%	2.15%
	Shares		owner			
Fang Jing	Domestic	5,654,600 (L)	Beneficial	Personal	1.10%	0.80%
	Shares		owner			

Note: The letter "L" stands for long position.

#### SUBSTANTIAL SHAREHOLDERS

So far as the Directors are aware, as at 30 September 2009, the persons other than a director, chief executive or supervisor of the Company who have interests and / or short positions in the shares or underlying shares of the Company subject to disclosure under Divisions 2 and 3 of Part XV of the SFO are listed as follows (the interests in shares and short positions, if any, disclosed herein are in addition to those disclosed in respect of the Directors, Chief Executive and Supervisors):

Name of substantial shareholders	Class of shares	Number of shares held	Capacity	Type of interest	Percentage in the respective class of share capital	Percentage in total share capital
Shanghai Industrial	Domestic Shares	139,578,560 (L)	Interest of		27.26%	
Investment (Holdings Co., Ltd.	H Shares	70 564 000	controlled corporation	Corporate	35.64%	29.60%
Shanghai Pharmaceutical Co., Ltd.	Domestic Shares	139,578,560 (L)	Beneficial Owner	Corporate	27.26%	19.66%
S.I. Pharmaceutical Holdings Ltd.	H Shares	65,856,000 (L)	Beneficial Owner	Corporate	33.26%	9.28%
SIIC Medical Science and Technology (Group) Limited	H Shares	4,708,000 (L)	Beneficial Owner	Corporate	2.38%	0.66%
China General Technology (Group) Holding, Limited	Domestic Shares	130,977,816 (L)	Beneficial Owner	Corporate	25.58%	18.45%
Shanghai Zhangjian (Group) Co. Ltd.	g Domestic Shares	105,915,096 (L)	Interest of controlled corporation	Corporate	20.69%	14.92%
Shanghai Zhangjiang Hi-Tech Park Development Corp.	Domestic Shares	105,915,096 (L)	Beneficial Owner	Corporate	20.69%	14.92%
Fudan University	Domestic Shares	30,636,286 (L)	Beneficial Owner	Corporate	5.98%	4.31%

# **COMPETING INTERESTS**

Save as disclosed in the following table, none of the Directors, or the management shareholders of the Company, nor their respective associates had any interest in a business which competes or may compete with the business of the Group.

# Shanghai Pharmaceutical Co., Ltd.

Investee company	Nature of business	Shareholding interests
Shanghai Huashi Pharmaceutical Hi-Tech Industrial Development Co., Ltd. (上海華氏醫藥高科技實業發展有限公司)	R&D of drugs	100%
China General Technology (Group) Holding, Ltd.		
Investee company	Nature of business	Shareholding interests
Hainan Sanyang Pharmaceutical Co., Ltd. (海南三洋藥業有限公司)	Drug manufacturing	80.55%

Shanghai Zhangjiang Hi-Tech Park Development Co., Ltd.

Investee company Nature of business interests

Meilian Biotechnology Company (美聯生物技術公司)

R&D of genetic pattern

49.47%

# PURCHASE, REDEMPTION OR SALE OF LISTED SECURITIES

Neither the Company nor its subsidiaries purchased, redeemed or sold any of the Company's listed securities during the nine months ended 30 September 2009.

#### **AUDIT COMMITTEE**

The audit committee comprises three independent non-executive Directors of the Company, namely Mr. Pan Fei, who is the chairman, Mr. Weng De Zhang, who is the vice chairman, and Mr. Cheng Lin. Mr. Pan Fei holds a recognized professional qualification as prescribed by the GEM Listing Rules.

The Audit Committee has reviewed the accounting principles and practices adopted by the Group and discussed internal controls and financial reporting matters with the management team of the Company. The audit committee reviewed the third quarterly report for the nine months ended 30 September 2009 before proposing to the Board for approval.

The Directors hereto present the unaudited consolidated third quarterly results of the Company together with its subsidiaries (collectively the "Group") for the nine months ended 30 September 2009.

# UNAUDITED CONSOLIDATED INCOME STATEMENT

		Unaudited Three months ended 30 September		Unaudited Nine months ended 30 September	
		2009	2008	2009	2008
	Note	RMB'000	RMB'000	RMB'000	RMB'000
Turnover	2	19,357	7,735	40,261	22,415
Cost of sales		(5,292)	(2,848)	(11,827)	(8,379)
Gross profit		14,065	4,887	28,434	14,036
Other income		3,557	1,370	7,215	4,033
Research and development costs		(5,370)	(5,288)	(15,813)	(14,739)
Distribution and marketing costs		(9,110)	(5,110)	(19,515)	(14,945)
Administrative expenses		(2,367)	(3,006)	(8,001)	(8,231)
Other operating expenses		(210)	(15)	(228)	(100)
Operating profit / (loss)		565	(7,162)	(7,908)	(19,946)
Finance costs		(493)	(378)	(1,852)	(1,063)
Profit / (loss) before income tax Income tax expense	3	72 	(7,540)	(9,760)	(21,009)
Profit / (loss) for the period		72	(7,540)	(9,760)	(21,009)
Attributable to:					
Shareholders of the Company		274	(7,250)	(9,081)	(20,428)
Minority interests		(202)	(290)	(679)	(581)
		72	(7,540)	(9,760)	(21,009)
Basic and diluted profit / (loss) per share for profit / (loss) attributable to the shareholders			(0.0405)	(0.0405)	(0.0005)
of the Company (RMB)	4	0.0004	(0.0102)	(0.0128)	(0.0288)

#### **NOTES**

### 1. Accounting policies and basis of preparation

The consolidated unaudited third quarterly financial information of the Group has been prepared in accordance with IAS 34. The accounting policies adopted in preparing the unaudited consolidated financial information for the nine months ended 30 September 2009 are consistent with those followed in the preparation of the Group's annual financial statements for the year ended 31 December 2008.

The unaudited consolidated financial information includes the financial information of the Company and its subsidiaries made up to 30 September. Subsidiaries are all entities over which the Group has the power to govern the financial and operating policies generally accompanying a shareholding of more than one half of the voting rights. Subsidiaries are consolidated from the date on which control is transferred to the Group and are no longer consolidated from the date that control ceases. All intercompany transactions, balances and unrealized gains on transactions between group companies are eliminated; unrealized losses are also eliminated but considered an impairment indicator of the asset transferred. Where necessary, accounting policies of subsidiaries have been changed to ensure consistency with the policies adopted by the Group.

#### 2. Turnover

The Group is principally engaged in research, development and selling of self-developed bio-pharmaceutical know-how, carrying out contracted research for customers, manufacturing and selling of medical products and the provision of related ancillary services in the PRC. Turnover recognized during the reporting period is as follows:

Three mon	ths ended	Unaudited Nine months ended 30 September		
2009	2008	2009	2008	
RMB'000	RMB'000	RMB'000	RMB'000	
19,357	7,735	38,261	22,415	
		2,000		
19,357	7,735	40,261	22,415	
	Three mon 30 Sep 2009 <i>RMB'000</i> 19,357	RMB'000       RMB'000         19,357       7,735         -       -	Three months ended 30 September         Nine mon 30 September           2009         2008         2009           RMB'000         RMB'000         RMB'000           19,357         7,735         38,261           -         -         2,000	

#### 3. Income tax

	Unau Three mon 30 Sept	ths ended	Unaudited Nine months ended 30 September	
	2009	2008	2009	2008
	RMB'000	RMB'000	RMB'000	RMB'000
Income tax				

Under the Corporate Income Tax Law of the People's Republic of China, as the Company was certified as a New and High Technology Enterprise, it is entitled to a reduced income tax rate of 15%. The corporate income tax rate applicable to the subsidiaries are 25%.

#### 4. Profit/(loss) per share

The calculation of the basic profit per share for the three months ended 30 September 2009 was based on the unaudited profit attributable to shareholders of the Company of approximately RMB274,000 (2008: loss attributable to shareholders of the Company of approximately RMB7,250,000) and the weighted average number of 710,000,000 shares during the three months ended 30 September 2009 (2008: 710,000,000 shares).

The calculation of the basic loss per share for the nine months ended 30 September 2009 was based on the unaudited loss attributable to shareholders of the Company of approximately RMB9,081,000 (2008: loss attributable to shareholders of the Company of approximately RMB20,428,000) and the weighted average number of 710,000,000 shares during the nine months ended 30 September 2009 (2008: 710,000,000 shares).

Diluted profit/(loss) per share has not been calculated for the three months or nine months ended 30 September 2009 and 30 September 2008 as there were no dilutive potential ordinary shares during the periods then ended.

# 5. Dividend

The Board of Directors does not recommend the payment of an interim dividend for the nine months ended 30 September 2009 (2008: Nil).

#### 6. Consolidated statement of changes in equity

#### Unaudited

	Attri	butable to shareho	Minority interests	Total		
	Share capital RMB'000	Capital accumulation reserve RMB'000	Statutory common reserve fund RMB'000	Accumulated losses RMB'000	 RMB'000	RMB'000
Balance at 1 January 2008	71,000	115,014	2,829	(118,785)	983	71,041
Capital contribution to a subsidiary by minority interests (a)	-	27,813	-	-	2,187	30,000
Unrealised loss on available-for-sales investments	_	(1,234)	_	-	(81)	(1,315)
Loss for the period	-	<u>-</u>	-	(20,428)	(581)	(21,009)
Balance at 30 September 2008	71,000	141,593	2,829	(139,213)	2,508	78,717
Balance at 1 January 2009 Unrealised profit on available-for-sales	71,000	141,945	2,829	(142,187)	2,296	75,883
investments Loss for the period	- -	882	- -	(9,081)	77 (679)	959 (9,760)
Balance at 30 September 2009	71,000	142,827	2,829	(151,268)	1,694	67,082

<sup>(</sup>a) Pursuant to a capital increase agreement, Taizhou Fudan-Zhangjiang Pharmaceutical Co., Ltd. ("Taizhou Pharmaceutical"), a 100% subsidiary of the Company as of 31 December 2007, received RMB25,000,000 and RMB5,000,000 in March 2008 from two third party companies, Taizhou Huasheng Investment Development Company Limited and Taizhou Pharmaceutical Science Park Huayuan Investment Development Company Limited respectively as capital injection. Following these capital injections, the registered capital of Taizhou Pharmaceutical was increased from RMB60,000,000 to RMB66,000,000, and the Company's interest in Taizhou Pharmaceutical was reduced from 100% to 90.9%. After the completion of the registered capital increase, the Group recognized RMB 27,813,000 in the capital accumulation reserve.

By Order of the Board
Wang Hai Bo
Chairman

As at the date thereof, the Board comprises:

Mr. Wang Hai Bo (Executive Director)

Mr. Su Yong (Executive Director)

Mr. Zhao Da Jun (Executive Director)

Ms. Fang Jing (Non-executive Director)

Mr. Zhou Jie (Non-executive Director)

Mr. Guo Jun Yu (Non-executive Director)

Mr. Hao Hong Quan (Non-executive Director)

Mr. Zhu Ke Qin (Non-executive Director)

Mr. Pan Fei (Independent non-executive Director)

Mr. Cheng Lin (Independent non-executive Director)

Mr. Weng De Zhang (Independent non-executive Director)

Shanghai, the PRC

10 November 2009

This announcement will remain on the GEM website on the "Latest Company Announcements" page for at least 7 days from the date of its posting.

<sup>\*</sup> For identification purpose only