



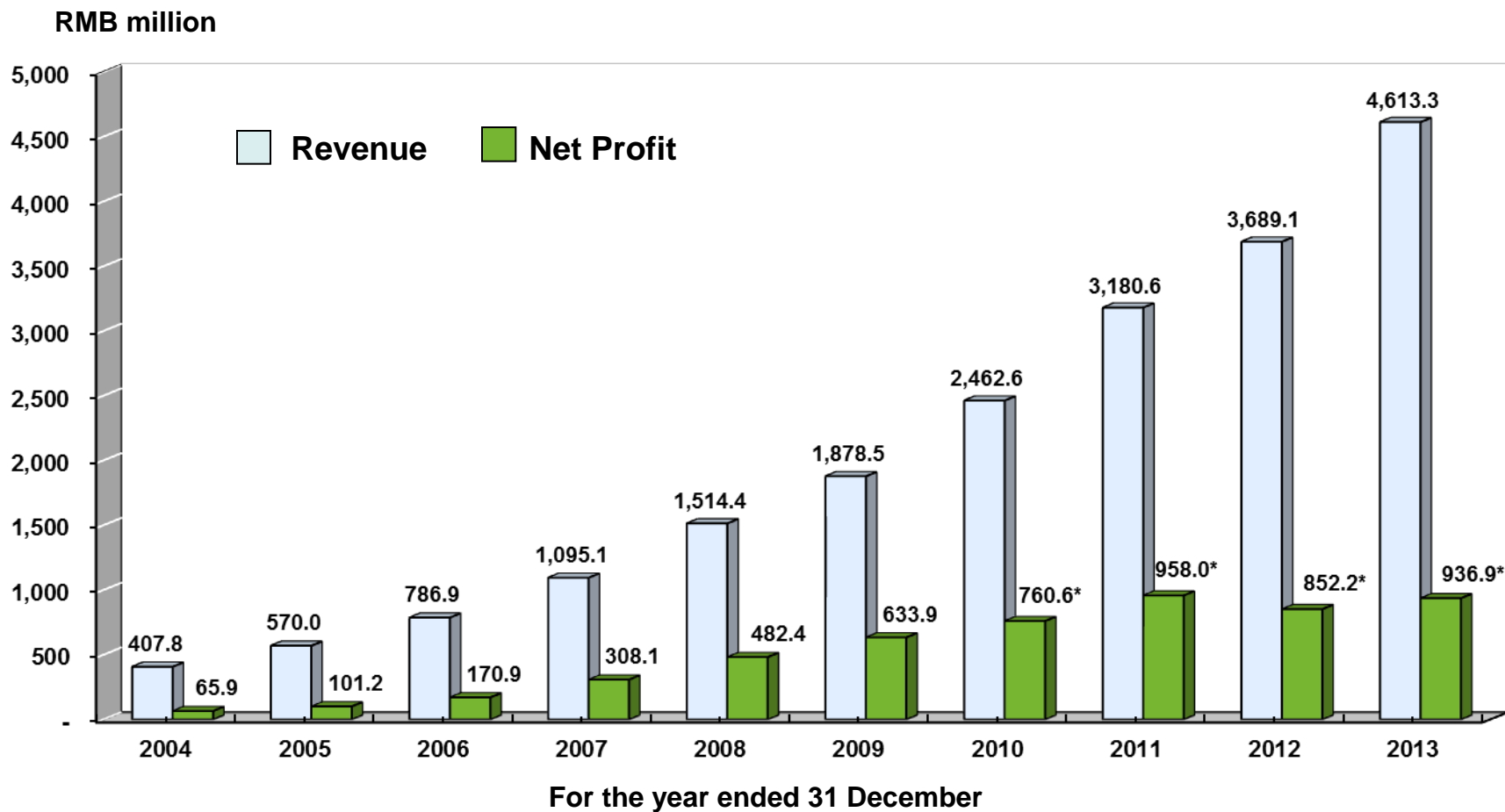
**Leading in Development,  
Manufacturing and Marketing of  
Single-use Medical Devices in the PRC**

**Annual Results 2013  
26 March 2014**

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# Continuous Revenue and Earnings Growth



## 9 Years CAGR

- Turnover : 30.9%↑
- Net Profit : 34.3%↑

\* net profit excluding extraordinary items

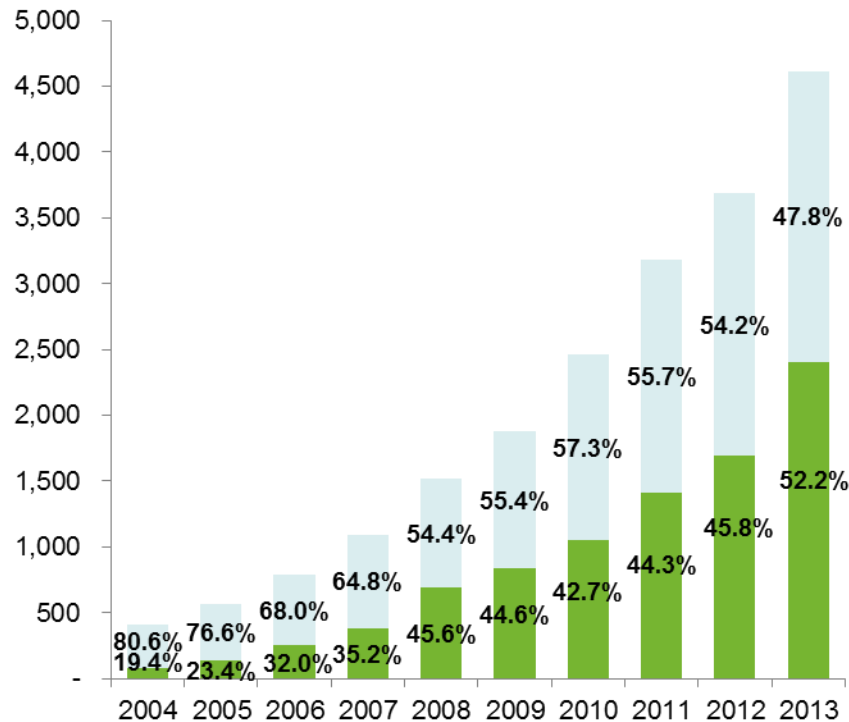
## 2013 vs 2012

- Turnover : 25.1%↑
- Net profit : 9.9%↑

# Turnover and GP Analysis

## Turnover

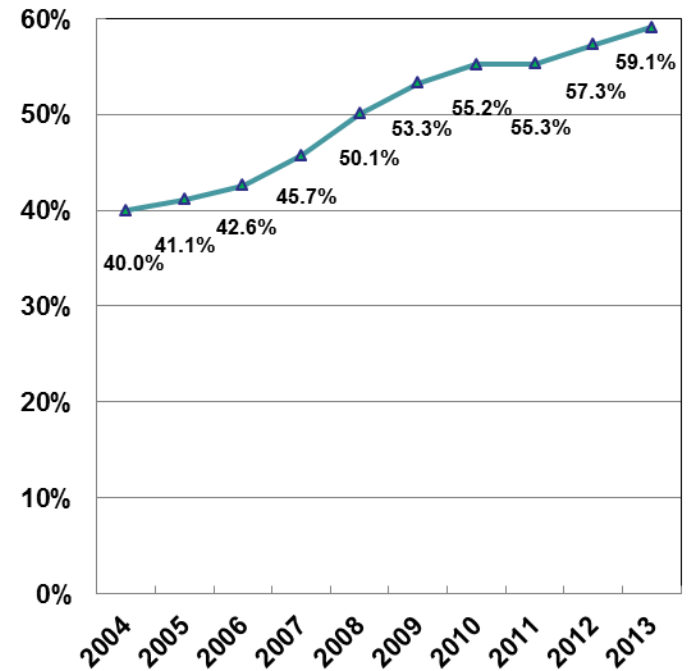
RMB million



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 12 months ended 31 Dec 2013	For the 12 months ended 31 Dec 2012	Change %
Revenue	4,613.3	3,689.1	+25.1
COGS	(1,886.4)	(1,576.7)	+19.6
Gross profit	2,726.9	2,112.4	+29.1
Other revenue	10.5	107.7	(90.3)
Distribution costs	(1,161.2)	(874.3)	+32.8
Administrative expenses	(314.0)	(212.8)	+47.6
Research & development expenses	(208.9)	(170.6)	+22.5
Finance costs	(9.0)	(4.7)	+91.5
Share of results in jointly controlled entities	2.8	(4.4)	-
Share of results in associates	62.3	172.9	(64.0)
Loss on disposal of an associate	(565.2)	-	-
Profit before taxation	544.2	1,126.2	(51.7)
Taxation	(156.5)	(129.8)	+20.6
Non-controlling interest	0.3	0.1	+162.9
Profit after taxation	388.0	996.5	(61.1)
Profit before Taxation and JVs	1,044.3	957.7	+9.0
Effective tax rate	15.0%	13.6%	+1.4

# Results Summary

RMB million	For the 3 months ended 31 Dec 2013	For the 3 months ended 31 Dec 2012	Change %
Revenue	1,213.1	829.3	+46.3
COGS	(502.1)	(339.6)	+47.9
Gross profit	711.0	489.7	+45.2
Other revenue	(1.3)	52.3	-
Distribution costs	(310.4)	(227.6)	+36.4
Administrative expenses	(103.3)	(43.6)	+137.1
Research & development expenses	(60.4)	(50.0)	+20.6
Finance costs	(1.7)	(3.3)	(48.5)
Share of results in jointly controlled entities	3.8	(1.5)	-
Share of results in associates	(28.1)	42.8	-
Loss on disposal of an associate	(565.2)	-	-
Profit before taxation	(355.7)	258.8	-
Taxation	(38.5)	(28.7)	+34.1
Non-controlling interest	5.2	0.009	-
Profit after taxation	(389.0)	230.1	-
Profit before Taxation and JVs	233.8	217.5	+7.5
Effective tax rate	16.5%	13.2%	+3.3

# Results Summary

RMB million	For 12 months ended 31 Dec 2013	For 12 months ended 31 Dec 2012	Change %	For 3 months ended 31 Dec 2013	For 3 months ended 31 Dec 2012	Change %
<b>Share of results in jointly controlled entities</b>						
- Nikkiso	6.8	(4.4)	-	3.1	(1.5)	-
- Terumo	(4.0)	-	-	0.7	-	-
	<b>2.8</b>	<b>(4.4)</b>	-	<b>3.8</b>	<b>(1.5)</b>	-
<b>Share of results in associates</b>						
- MDT JV	(5.5)	42.1	-	(5.5)	(4.6)	+19.6
- 21.7% in BIG	67.8	130.8	(48.2)	(22.6)	47.4	-
	<b>62.3</b>	<b>172.9</b>	<b>(64.0)</b>	<b>(28.1)</b>	<b>42.8</b>	-

# Turnover Breakdown by Products

Products	For the 12 months ended 31 Dec			% to turnover	
	2013 RMB m	2012 RMB m	Change %	2013 %	2012 %
Consumables					
- <i>Infusion sets</i>	1,254.2	1,129.0	11.1	27.2	30.6
- <i>Needles</i>	722.3	612.1	18.0	15.7	16.6
- <i>Syringes</i>	595.0	530.8	12.1	12.9	14.4
- <i>Blood bags</i>	233.8	201.7	15.9	5.1	5.5
- <i>Pre-filled syringes</i>	209.6	158.6	32.2	4.5	4.3
- <i>Blood sampling</i>	84.5	71.3	18.6	1.8	1.9
- <i>Wound Management</i>	77.5	64.5	20.2	1.7	1.7
- <i>PVC granules</i>	74.4	67.5	10.3	1.6	1.8
- <i>Other consumables</i>	294.8	228.1	29.2	6.4	6.2
Subtotal for consumables	3,546.1	3,063.6	15.7	76.9	83.0
Orthopaedic products	505.9	223.0	126.9	11.0	6.0
Blood purification consumables	450.4	288.6	56.1	9.7	7.8
Blood purification equipment	110.9	113.9	(2.6)	2.4	3.2
<b>Total</b>	<b>4,613.3</b>	<b>3,689.1</b>	<b>25.1</b>	<b>100.0</b>	<b>100.0</b>



# Turnover Breakdown by Products

Products	For the 3 months ended 31 Dec			% to turnover	
	2013 RMB m	2012 RMB m	Change %	4Q2013 %	4Q2012 %
Consumables					
- Infusion sets	317.5	256.9	23.6	26.2	31.0
- Needles	180.3	123.5	46.0	14.9	14.9
- Syringes	149.7	122.0	22.8	12.3	14.7
- Blood bags	66.1	55.2	19.7	5.4	6.7
- Pre-filled syringes	50.9	26.6	91.5	4.2	3.2
- Blood sampling	22.8	17.1	33.7	1.9	2.1
- Wound Management	20.2	16.8	20.1	1.7	2.0
- PVC granules	19.4	18.6	4.4	1.6	2.2
- Other consumables	95.1	53.7	77.2	7.8	6.5
Subtotal for consumables	922.0	690.4	33.6	76.0	83.3
Orthopaedic products	120.1	9.6	1,149.8	9.9	1.2
Blood purification consumables	131.7	91.2	44.4	10.9	11.0
Blood purification equipment	39.2	38.1	2.9	3.2	4.5
<b>Total</b>	<b>1,213.0</b>	<b>829.3</b>	<b>46.3</b>	<b>100.0</b>	<b>100.0</b>

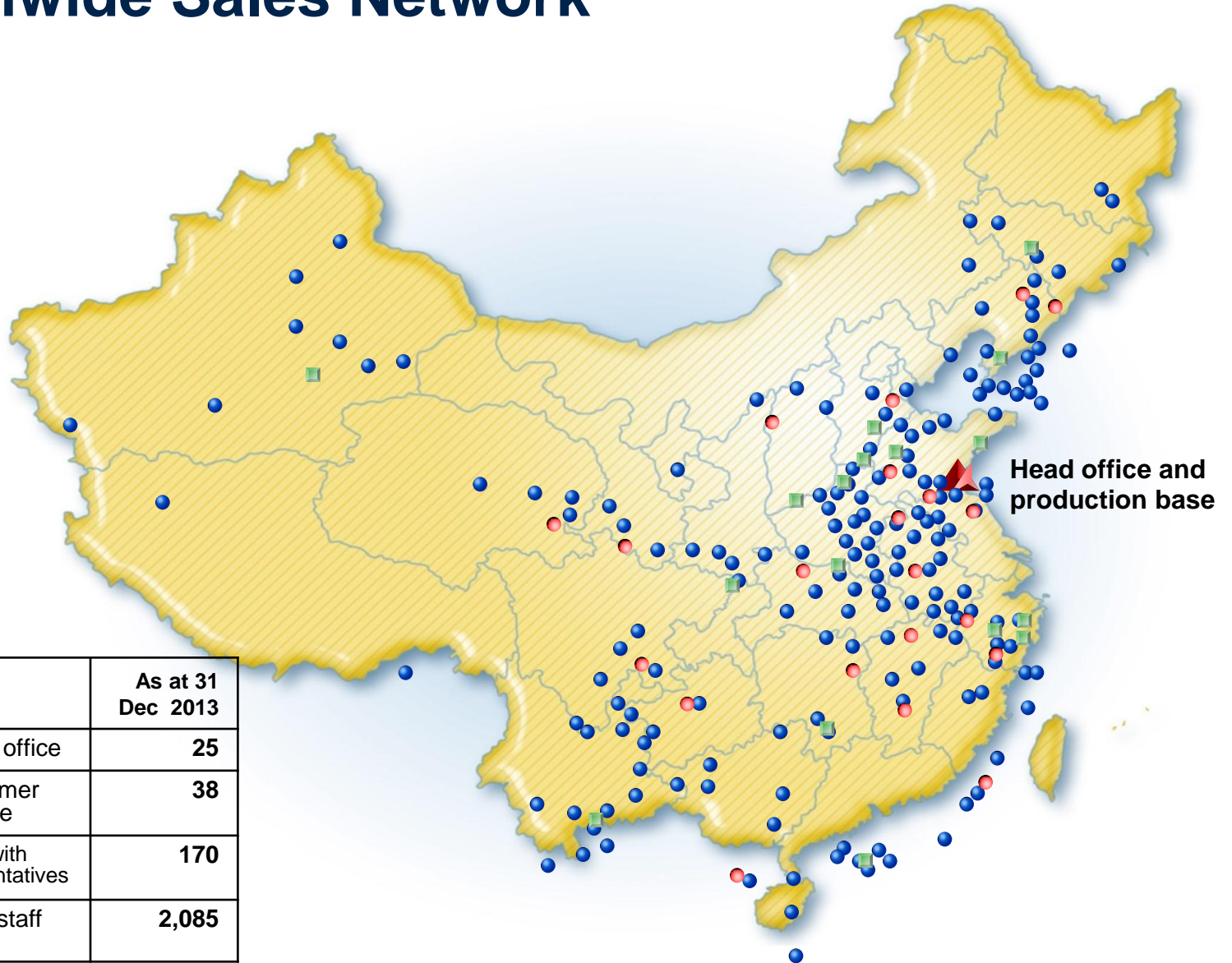
# Balance Sheet

	As at 31 Dec 2013	As at 31 Dec 2012	Change
	RMB m	RMB m	(%)
Non-current assets	<b>4,878.0</b>	6,608.1	(26.2)
Current assets	<b>6,410.1</b>	3,870.7	+65.6
Cash and bank balances	<b>2,975.6</b>	1,297.9	+129.3
Capital and reserves	<b>9,040.3</b>	8,911.0	+1.5
Bank and other borrowing	<b>399.9</b>	-	-

# Other Financial Figures

	As at 31 Dec 2013	As at 31 Dec 2012
Current ratio	3.1	2.5
Acid ratio	2.7	2.0
Net debts to equity ratio	<b>Net cash position</b>	Net cash position
Return on equity	11.4%	12.0%
Return on assets	9.4%	10.3%
	<b>31 Dec 2013</b>	<b>31 Dec 2012</b>
Inventory turnover (days)	162	148
Account receivable (days)	118	118
Final dividend (RMB/share)	3.1 cents	3.3 cents
Interim dividend (RMB/share)	2.9 cents	3.3 cents
Total dividend (RMB/share)	5.0 cents	6.6 cents

# Nationwide Sales Network



	As at 31 Dec 2013
■ No. of sales office	25
● No. of customer service centre	38
● No. of cities with sales representatives	170
No. of sales staff	2,085

# Expanding Customer Base

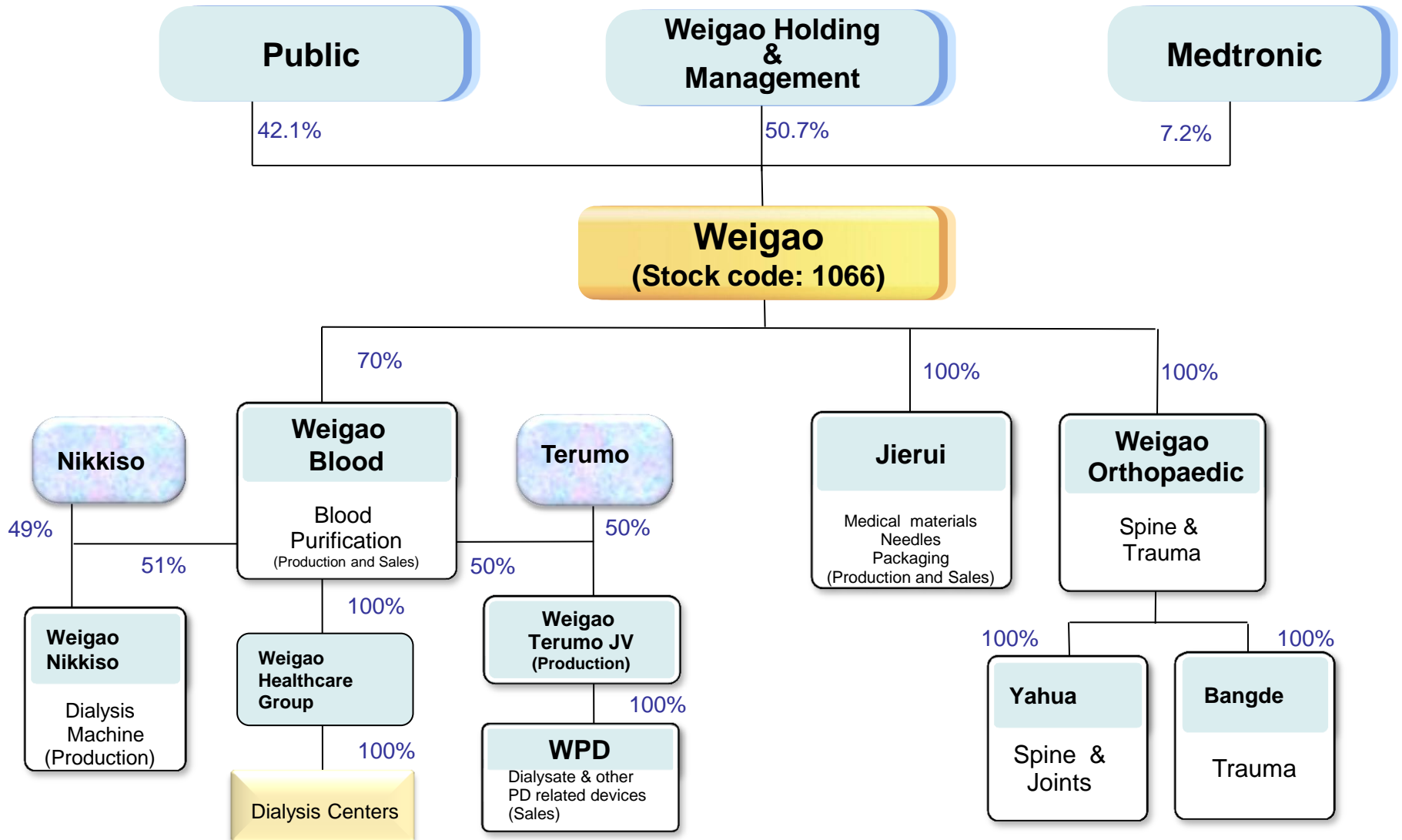
	Total in China In 2012	No. of customers	Coverage
<b>Hospitals</b>			
• Top tier	1,624	1,017	62.6%
• Medium	6,566	1,727	26.3%
• Small	5,962	322	5.4%
• Other - Not rated	9,018	24	0.03%
<b>Subtotal</b>	<b>23,170</b>	<b>3,090</b>	<b>13.3%</b>
<b>Blood centres</b>	<b>525</b>	<b>414</b>	<b>78.9%</b>
<b>Other medical units</b>	<b>926,602</b>	<b>611</b>	<b>0.07%</b>
<b>Distribution companies</b>		<b>1,044</b>	
<b>Total</b>		<b>5,159</b>	

Source: Ministry of Health and the Company

# New Product Development

<b>Category</b>	<b>No. of products as at 31 Dec 2013</b>
With product registration certificates	302
Under application for product registration certificates	36
Patented products	302
Under patent application	53

# Weigao Group Structure



# Appendix I - Reconciliation of Net Profit

	2013	2012	Change
	RMB'000	RMB'000	%
	<u>                    </u>	<u>                    </u>	
<b>Profit for the year</b>	<b>387,679</b>	996,370	(61.1)
<b>Net exchange (gain)/ loss</b>	<b>46,050</b>	(29,719)	-
<b>Non-controlling interest</b>	<b>305</b>	116	162.9
<b>Share of profit of an associate</b>	<b>5,485</b>	16,180	(66.1)
<b>Loss on disposal of an associate</b>	<b>497,422</b>	(130,775)	-
	<u>                    </u>	<u>                    </u>	
<b>Net profit excluding extraordinary items</b>	<b>936,941</b>	852,172	9.9
	<u>                    </u>	<u>                    </u>	



# Appendix II - Reconciliation of Biosensors Profit

RMB '000	12 months ended
	31 Dec 2013
Net Profit for the 12 months ended 31 December 2013 of BIG's reported earnings	67,811
One-off loss on disposal of BIG	(497,400)
Reversal of foreign currency translation reserve	(67,832)
Net impact of disposal of BIG	(497,421)

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