

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

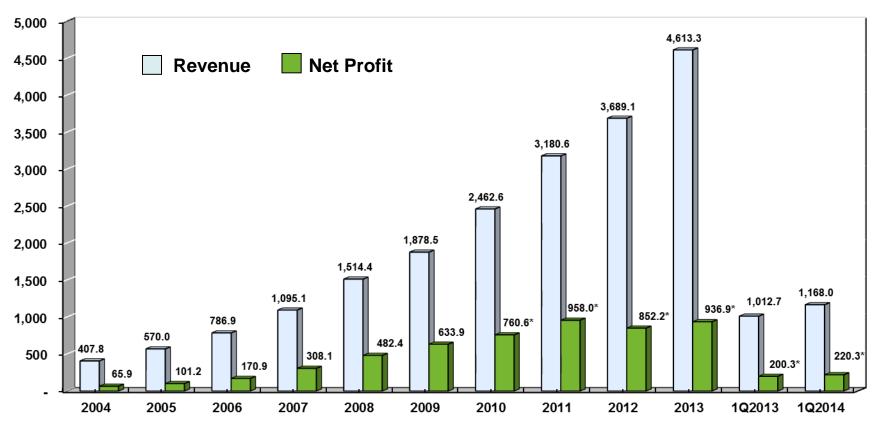
First Quarter Results 2014 14 May 2014

Content

	Financial Highlights	2
0	Operational Review	8
0	Group Structure	11
	Appendix	
	Reconciliation of the Net Profit	12

Continuous Revenue and Earnings Growth

RMB million



For the year ended 31 December

9 Years CAGR

Turnover : 30.9%↑
 Net Profit : 34.3%↑

* net profit excluding extraordinary items

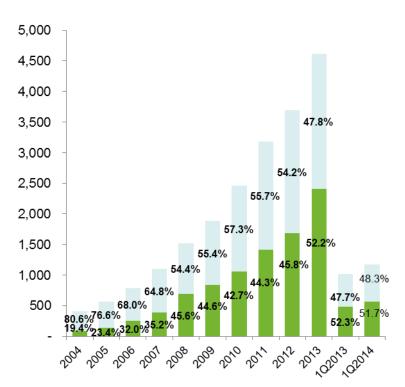
1Q2014 vs 1Q2013

Turnover: 15.3%↑
 Net profit: 10.0%↑

Turnover and GP Analysis

Turnover

RMB million

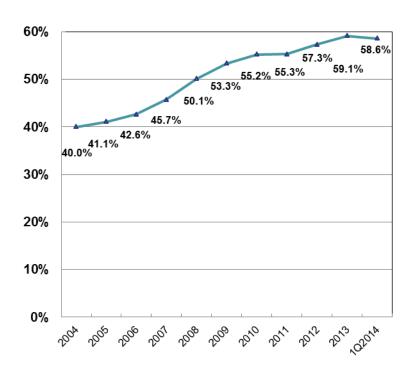


For the year ended 31 December

Conventional products (Gross profit margin < 60%)

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

Gross Profit Margins



For the year ended 31 December

Results Summary

RMB million	For the 3 months ended 31 Mar 2014	For the 3 months ended 31 Mar 2013	Change %
Revenue	1,168.0	1,012.7	+15.3
cogs	(484.1)	(410.8)	+17.8
Gross profit Gross profit margin	683.9 58.6%	601.9 <i>59.4%</i>	(0.8)
Other revenue	13.4	11.3	+18.6
Distribution costs % on revenue	(304.5) 26.1%	(269.6) 26.6%	(0.5)
Administrative expenses % on revenue	(72.9) 6.2%	(61.5) 6.1%	+0.1
Research & development expenses	(53.4)	(47.5)	+12.4
Finance costs	(4.1)	(1.9)	+115.8
Share of results in jointly controlled entities	(4.1)	0.029	-
Share of results in associates	(4.4)	28.0	-
Profit before taxation	253.9	260.7	(2.6)
Taxation	(38.6)	(32.9)	+17.3
Non-controlling interest	0.7	0.5	+40.0
Profit after taxation	216.0	228.3	(5.4)
Profit before Taxation and JVs Net profit margin	262.4 22.5%	232.7 23.0%	(0.5)
Effective tax rate	14.7%	14.1%	+0.6

Results Summary

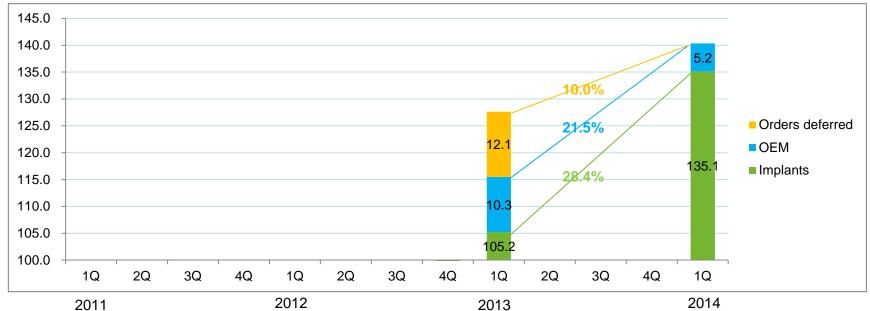
B million	For 3 months ended 31 Mar 2014	For 3 months ended 31 Mar 2013	Change %
Share of results in jointly controlled entities			
- Nikkiso	1.3	0.029	-
- Terumo	(5.4)	-	-
- Terumo	(4.1)	0.029	-
Share of results in associates			
- MDT JV	(4.4)	-	-
- 21.7% in BIG		28.0	-
	(4.4)	28.0	-

Turnover Breakdown by Products

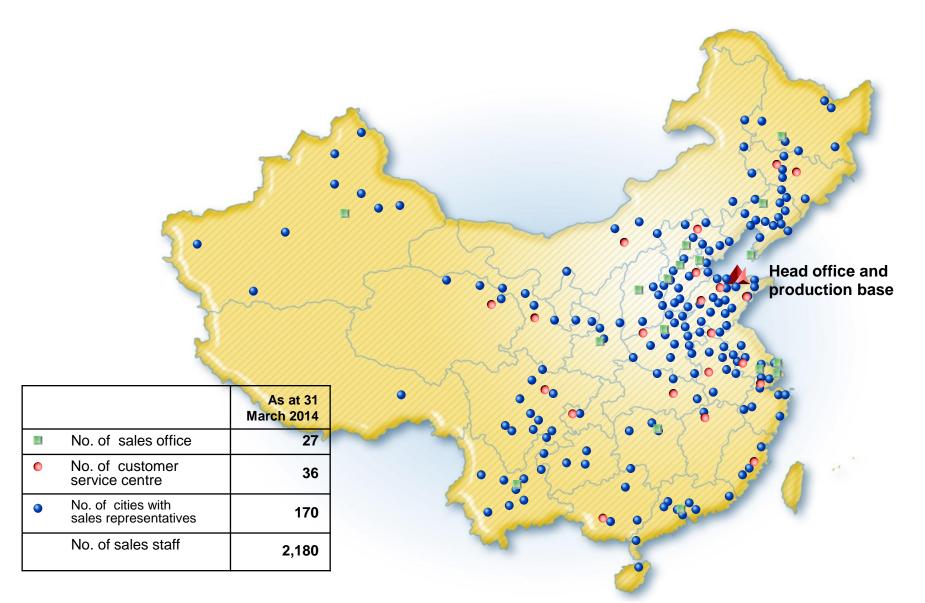
	For the 3 months ended 31 Mar			% to turnover		
	2014	2013	Change	1Q2014	1Q2013	
Products	RMB m	RMB m	%	%	%	
Consumables						
- Infusion sets	313.5	286.7	9.4	26.8	28.3	
- Needles	179.6	168.4	6.6	15.4	16.6	
- Syringes	154.2	133.2	15.8	13.2	13.2	
- Pre-filled syringes	76.9	44.3	73.2	6.6	4.4	
- Blood bags	54.5	49.0	11.3	4.7	4.8	
- Wound Management	20.0	14.4	39.0	1.7	1.4	
- Blood sampling	16.3	15.1	7.9	1.4	1.5	
- PVC granules	10.0	15.2	(33.8)	0.9	1.5	
- Other consumables	68.3	56.3	21.3	5.7	5.5	
Subtotal for consumables	893.3	782.6	14.1	76.4	77.2	
Orthopaedic products	140.3	127.6	10.0	12.0	12.6	
Blood purification consumables	117.4	85.7	37.1	10.1	8.5	
Blood purification equipment	17.0	16.8	1.2	1.5	1.7	
Total`	1,168.0	1,012.7	15.3	100.0	100.0	

Orthopaedic Products





Nationwide Sales Network



Expanding Customer Base

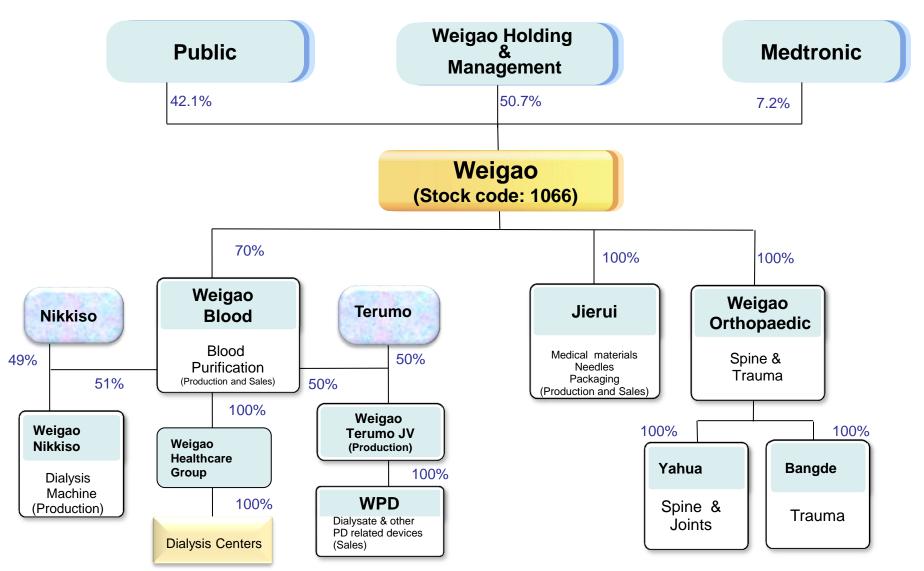
	Total in China In 2012	No. of customers	Coverage
Hospitals			
Top tier	1,624	1,017	62.6%
Medium	6,566	1,729	26.3%
• Small	5,962	327	5.5%
Other - Not rated	9,018	24	0.3%
Subtotal	23,170	3,097	13.4%
Blood centres	525	414	78.9%
Other medical units	926,602	614	0.07%
Distribution companies		1,052	
Total		5,177	

Source: Ministry of Health and the Company

New Product Development

Category	No. of products as at 31 March 2014
With product registration certificates	317
Under application for product registration certificates	36
Patented products	309
Under patent application	51

Weigao Group Structure



Appendix - Reconciliation of Net Profit

	3 months ended 31 Mar 2014	3 months ended 31 Mar 2013	Change
	RMB'000	RMB'000	%
Profit for the Period	215,275	227,774	(5.5)
Non-controlling interest	679	548	23.9
Share of loss from an associate	4,360	-	-
Share of profit from an associate	-	(28,007)	-
Net profit excluding extraordinary items	220,314	200,315	10.0

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