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2023 半年度报告

2023 Semi-Annual Report

甘李药业股份有限公司
GAN & LEE PHARMACEUTICALS.
股票代码：603087
STOCK CODE: 603087



科学 极致

SCIENCE
EXCELLENCE

CEO 致辞

—— 梦在前方，行稳致远，进而有为



Message from the CEO

Only by making steady progress can we reach the distance, and only by making continuous progress can we make a difference.

尊敬的各位投资者和朋友们：

2023年是继往开来的一年，经济形势逐步走上正轨。政府继续加大力度推进营商环境改革，释放出积极关键的信号，出台了一系列政策措施，坚定实施扩大内需战略，加快构建以国内大循环为主体、国内国际双循环相互促进的新发展格局，大力提振市场信心，着力扩大国内需求，从政策和舆论上鼓励和支持民营经济和民营企业发展壮大，同时推动优质医疗资源扩容下沉，营商环境呈现持续优化的趋势，为企业的高质量发展提供了有力的支持和保障。

上半年，经济回升呈持续向好态势，我们的经营也顺流而上。同时，在这个美好的夏天，我们共同迎来了甘李成立的二十五周年。甘李乘风破浪的成长，离不开每一位同仁的不懈努力和坚持付出。2023年上半年，公司实现营业收入12.30亿元，同比增长47.31%，实现归属于上市公司股东的净利润1.34亿元，成功扭转了集采后短期内的亏损局面。今年是胰岛素集采的第二年，在业绩扭亏为盈的背后，是患者用药转化逐步显现的积极成果，目前带量采购进入持续惯性，国内销售保持着稳健增长。公司长远的集采战略布局已渐入佳境，甘李国内胰岛素制剂产品销量较上年同期实现翻倍增长，我们对未来充满信心。

Dear investors and friends:

The year 2023 is a year of building on past achievements to forge into the future, with the economic situation gradually getting on the right track. The government continued to promote business environment reform through policies and measures, such as releasing positive signals, and firmly implemented the strategy of expanding domestic demand to accelerate the new development paradigm featuring dual circulation, in which domestic and overseas markets reinforce each other, with the domestic market as the mainstay. It has vigorously boosted market confidence, encouraged private economy and enterprise growth with policies and public opinion support, and promoted the expansion and sinking of quality healthcare resources. The business environment presents a trend of continuous optimization, which has provided strong support and guarantee for the quality development of enterprises.

During the first half of the year, the economy showed a consistent positive trend, and our operations improved. In addition, we celebrated Gan & Lee's 25th anniversary this summer. Gan & Lee's growth and success are the result of the tireless efforts and determination of every colleague. In the first half of 2023, the Company achieved an operating income of RMB RMB1.23 billion. This is a 47.31% increase compared to the previous year. Additionally, the Company's net profit attributable to shareholders of the listed company was RMB RMB0.13 billion, successfully reversing the short-term loss situation after the volume-based procurement (VBP). This year marks the second year of VBP. Behind the profitable numbers, it showed the positive results of this strategy, reflecting the gradual shift towards patient medication conversion. With the sustained momentum of the current VBP, Gan & Lee maintains a solid growth in domestic sales. It's important that company's VBP strategic positioning has been reaping its benefits, resulting in doubling the domestic sales of insulin preparation products as compared to the same period of the previous year, and

心。带量采购带来的价格下降，会增加质优价廉产品可及性，让更多患者，尤其是基层患者用上好的胰岛素，而我们将尽最大努力获得更大的市场份额。与此同时，公司对各项费用实行严格控制，采用了先进的技术管理手段，通过有效的成本控制和精益生产，实现了运营效率的“再提升”和成本的“再降低”。我们相信“不积跬步，无以至千里”，这些点滴的努力将从根本上更好地提高公司的竞争力，为甘李的可持续健康发展打下坚实稳固的基础。

放眼海外市场，全球经济周期逐步回归到既有轨道上，尤其随着中国经济的强劲复苏，带动新兴市场、周边国家的贸易恢复正常。受到跨境贸易全面开放的积极影响，公司今年上半年国际化战略蓬勃发展，新兴国家对贸易的需求见涨，为公司的国际化收入带来有利的正面推动。值得一提的是，公司重要产品在欧美地区的申报迎来了里程碑式进展，取得了阶段性胜利，甘精、赖脯、门冬三款核心胰岛素产品不仅在美国的上市许可申请均获得美国 FDA 受理，同时甘精胰岛素产品的上市申请再获欧洲 EMA 正式受理，进入科学评估阶段，这是公司布局欧美市场的重要一步，同时有利于我们进一步开拓其他国家和地区的市场。此外，今年一季度我们在了解到巴西国内胰岛素供应短缺，巴西患者面临用药风险的紧急情况，积极与相关部门取得联系，进行了多轮深入沟通，了解实际使用需求。经过巴西严格技术招标评审成功中标后，我们在保质保量的前提下，短时间内安排了首批交付，促成药品以最快速度抵达巴西，帮助患者及时获得所需治疗。我们期待通过我们甘李人每一步的努力，都能往前一步推动全球胰岛素药物可及性的提升，切实保障患者的生命健康安全。

作为关乎人民健康和生命安全的特殊领域，创新是我们的生命线，也是甘李药业的核心战略之一。我们不断推进药品的研发和创新，以满足不断变化的医疗需求。一直以来，我们持续在研发团队建设、实验室设施和研发技术方面投入巨大的资源和资金，积极探索新的药物作用机制和开发新的治疗手段，以提供更加安全、有效和高质量的药品。今年上半年，公司研发投入达

we are confident about the future. With falling prices, VBP helps make quality and affordable insulin products more accessible to patients, especially for grassroots patients, while the Company will make its best effort to gain a larger market share. Simultaneously, the Company has implemented strict expense control measures, and adopted advanced technology management tools. With effective cost control and lean production measures, the Company has further improved its operational efficiency and cost reduction. We believe that every little effort counts towards improving the Company's competitiveness, and establishing a solid foundation for the sustainable and healthy development of Gan & Lee.

Looking to the overseas markets, the global economic cycle has smoothly returned to its established track. This recovery has been mainly driven by China's resurgent economy, which has allowed for the resumption of normal trade in emerging markets and neighboring countries. The full liberalization of cross-border trade has made a positive impact on the Company's internationalization strategy, which flourished in the first half of this year. Furthermore, the surging demand for trade in emerging countries has helped to increase the Company's overseas revenue. It is worth noting that the Company's declaration of its vital products in Europe and the United States stands as a milestone achievement. With Gan & Lee's drug marketing authorization application of three vital insulin products, Glargine, Lispro, and Aspart being officially accepted for review by the US FDA, meanwhile, the marketing application of Glargine Insulin was also formally accepted by the European EMA and entered the scientific evaluation stage, which indicates the Company's milestone reaches for the important development of the European and American markets. And it provides the opportunity to expand our presence in other countries and regions. Furthermore, during the first quarter of this year, after learning about the insulin shortage and emergency medical circumstances that Brazilian patients were facing, the Company immediately took action by reaching out to the relevant authorities and conducting several rounds of detailed communication to evaluate the actual demand for insulin usage. Having successfully secured the bid, after a rigorous technical bidding evaluation process in Brazil, we arranged for the first batch of delivery within a short period of time. Under the premise of ensuring quality and quantity, we ensured that the drugs arrived in Brazil as rapidly as possible, thereby helping patients to receive the necessary treatment in a timely manner. We remain optimistic that every action undertaken by Gan & Lee shall make a meaningful contribution towards improving the global insulin accessibility and enhancing the safety of patients' lives.

Innovation is our lifeline at Gan & Lee, as we work in a field concerning people's health and life safety. It is also one of our core strategies. At Gan & Lee, we constantly push forward the research, development, and innovation of medicines to remain aligned with ever-changing medical needs. To provide safer, more effective, and higher quality medicines, Gan & Lee has been investing heavily in R&D team building, laboratory facilities, and technologies to actively explore new drug action mechanisms and develop new therapeutic treatments. During the first half of this year, the Company invested RMB RMB318.18 million in research and development, which represents 25.87% of its

31,818.01 万元，占销售收入的 25.87%。目前，公司自主研发的多款新药已进入海内外临床阶段，尤其是第四代胰岛素 GZR4 新药在美国已获批开展 I 期临床试验，同时在中国进行 I 期临床试验，并完成首例受试者给药；长效 GLP-1RA 周制剂 GZR18 在美国正式开启 I 期临床试验，已完成首例受试者给药，并在国内分别启动了 GZR18 用于成人肥胖 / 超重患者体重管理和成人 2 型糖尿病治疗的 2 项 II 期临床试验，尤其评估 GZR18 对比司美格鲁肽治疗 2 型糖尿病患者的有效性和安全性。此外，公司新型预混双胰岛素复方制剂 GZR101 在国内的 Ib 期临床研究完成了首例受试者给药。而甘李作为一家集科研、开发、生产、销售于一体的高科技生物制药企业，深耕市场多年，具备快速商业化的能力，同时集采加速公司产品 and 品牌获得更多患者的了解和认可，相信这将有助于我们已进入临床阶段的在研项目在获批上市后能够更好、更快地进入市场。

行不止者，虽远必臻。多年来，甘李的发展得到了专业医疗人士和各界朋友们的关心、帮助和支持。对此，我们心怀感恩、长存敬意。我们深知甘李深耕的这个领域充满挑战，不可能一帆风顺，还有很长的崎岖之路需要探索，我们将持续打造技术创新、团队与文化的核心竞争力，更加努力地用行动传递温度和力量，向最新前沿药品发出挑战，用甘李力量创造更多解决健康难题的可能。

甘李药业 CEO
都凯

sales revenue. Currently, the Company has several new drugs that it has independently developed that have entered clinical trials globally. Notably, GZR4, a fourth-generation insulin drug, has completed its phase I clinical trial in China and is in progress in the United States. Furthermore, the long-acting GLP-1RA weekly preparation, GZR18, has formally begun its phase I clinical trials in the United States, completed its first phase I clinical trial case, and two phase II clinical trials of GZR18 for weight management in obese adults and for the treatment of Type 2 diabetes in adults were initiated in China, respectively, to evaluate the efficacy and safety of GZR18 versus Semaglutide in the treatment of Type 2 diabetes patients. Additionally, the Company's new pre-mixed bi-insulin combination preparation, GZR101, has completed the first subject dosing in its domestic phase Ib clinical study. Gan & Lee is a high-tech biopharmaceutical company that integrates scientific research, development, production, and commercialization. The Company has been working diligently to cultivate its market and has established rapid commercialization abilities. Moreover, the VBP has enabled the Company's products and brands to gain better recognition amongst patients, thus helping the Company's projects of clinical process ultimately are facilitated a faster and more efficient entry into the market after approval.

No matter how far it is, the people who keep traveling will reach the destination. Gan & Lee owes its development over the years to the care, help, and support from medical professionals and friends all the time, and we are truly grateful and thankful for all the kind support. We recognize the numerous challenges that lie ahead in the field Gan & Lee is operating in, and we understand that smooth sailing is unlikely. There is still much to explore on a difficult and long path ahead. We will continue to strengthen our core competitiveness through technological innovation, teamwork, and culture. We will strive to deliver warmth and strength through our actions, challenge cutting-edge medicines, and use Gan & Lee's power to create more opportunities to solve health problems.

CEO of Gan & Lee Pharmaceuticals.
Kai Du

重要提示

一、 本公司董事会、监事会及董事、监事、高级管理人员保证半年度报告内容的真实性、准确性、完整性，不存在虚假记载、误导性陈述或重大遗漏，并承担个别和连带的法律责任。

二、 公司全体董事出席董事会会议。

三、 本半年度报告未经审计。

四、 公司负责人甘忠如、主管会计工作负责人孙程及会计机构负责人(会计主管人员)周丽声明：保证半年度报告中财务报告的真实、准确、完整。

五、 董事会决议通过的本报告期利润分配预案或公积金转增股本预案

无

六、 前瞻性陈述的风险声明

报告中所涉及的未来计划、发展战略等前瞻性描述不构成公司对投资者的实质承诺，投资者及相关人士均应当对此保持足够的风险认识，并且应当理解计划、预测与承诺之间的差异，敬请广大投资者注意投资风险。

七、 是否存在被控股股东及其他关联方非经营性占用资金情况

否

八、 是否存在违反规定决策程序对外提供担保的情况

否

IMPORTANT NOTES

I The Board of Directors, the Board of Supervisors, directors, supervisors and senior management of Gan & Lee Pharmaceuticals assure that the content set out in this semi-annual report is true, accurate and complete, and free from any false record, misleading representation or major omission, and are individually and collectively responsible for the content set out therein.

II All directors of the Company have attended the board meetings.

III The semi-annual report is unaudited.

IV Zhongru Gan (Legal Representative), Cheng Sun(Chief Accountant) and Li Zhou(Head of Accounting Department) hereby certify that the financial report set out in the semi-annual report is true, accurate and complete.

V Proposal of profit distribution or proposal of converting capital reserves into share capital examined and reviewed by the Board in the reporting period

None

VI Disclaimer in respect of forward-looking statements

The forward-looking descriptions of plans and development strategies contained in the report do not constitute substantial commitments by the Company to investors. Investors and related parties should be aware of the risks involved and should understand the differences between plans, forecasts and commitments. Please pay attention to investment risks.

VII Whether there is any fund occupation by controlling shareholders and their related parties for non-operational purposes

No

VIII Whether external guarantees have been provided in violation of the prescribed decision-making procedures

No



九、是否存在半数以上董事无法保证公司所披露半年度报告的真实性和准确性、完整性和完整性

否

IX Whether more than half of the directors are unable to guarantee the truthfulness, accuracy and completeness of the semi-annual report disclosed by the Company

No

十、重大风险提示

报告期内，不存在对公司生产经营产生实质性影响的特别重大风险。公司已在本报告中详细阐述在生产经营过程中可能面临的各种风险，详见“第四节 管理层讨论与分析/四、其他披露事项/(一)可能面对的风险”。

X Major risk warnings

During the reporting period, there were no particularly significant risks that had material effect on the production and operation of the Company. The Company has detailed the various risks it may face in the course of production and operation in this report, as described in "Section IV Management Discussion and Analysis/ IV. Other disclosures/(I) Possible risks".

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释义

DEFINITIONS



第一节 释义

SECTION I DEFINITIONS

在本报告中，除非文义另有所指，下列词语具有如下含义：

In this report, unless the context otherwise requires, the following terms have the following meanings:

常用词语释义 Definition of frequently used terms

公司、本公司、甘李药业、甘李 Gan & Lee, the Company	指 Indicates	甘李药业股份有限公司 Gan & Lee Pharmaceuticals
甘李山东 Gan & Lee Shandong	指 Indicates	公司全资子公司，甘李药业山东有限公司 A wholly-owned subsidiary of the Company, Gan & Lee Pharmaceutical Shandong Co., Ltd.
景林投资 Greenwoods Investment	指 Indicates	上海景林景麒投资中心(有限合伙)，公司股东 Shanghai Greenwoods Jingqi Investment Center(L.P.), Company Shareholder
宽街博华 Kuanjie Bohua	指 Indicates	北京宽街博华投资中心(有限合伙)，公司股东 Beijing Kuanjie Bohua Investment Center(L.P.), Company Shareholder
明华创新 MING HUA TECHNOLOGY	指 Indicates	明华创新技术投资(香港)有限公司，公司股东 MING HUA TECHNOLOGY INVESTMENT (HK) LIMITED, Company Shareholder
旭特宏达 Xute Hongda	指 Indicates	北京旭特宏达科技有限公司，公司股东 Beijing Xute Hongda Technology Co.,Ltd, Company Shareholder
铸成顺康 Zhucheng Shunkang	指 Indicates	南京铸成顺康创业投资合伙企业(有限合伙)，曾用名马鞍山铸成长企业管理咨询合伙企业(有限合伙)，公司股东 Nanjing Zhucheng Shunkang Venture Capital Partnership (L.P.), formerly known as Maanshan Casting Growth Enterprise Management Consulting Partnership (L.P.), Company Shareholder
GS Direct	指 Indicates	GS Direct, L.L.C.，公司股东 GS Direct, L.L.C., Company Shareholder
Hillhouse	指 Indicates	HillHouse G&L Holdings(HK) Limited，公司股东 HillHouse G&L Holdings(HK) Limited, Company Shareholder
STRONG LINK	指 Indicates	STRONG LINK INTERNATIONAL LIMITED，公司股东 STRONG LINK INTERNATIONAL LIMITED, Company Shareholder
Wintersweet	指 Indicates	Vast Wintersweet Limited，公司股东 Vast Wintersweet Limited, Company Shareholder
山德士 Sandoz	指 Indicates	山德士公司 Sandoz AG

常用词语释义
Definition of frequently used terms

国家药监局 NMPA	指 Indicates	国家药品监督管理局 National Medical Products Administration
国家医保局 NHSA	指 Indicates	国家医疗保障局 National Healthcare Security Administration
中国证监会 CSRC	指 Indicates	中国证券监督管理委员会 China Securities Regulatory Commission
带量采购、集采 Volume-based procurement, Centralized procurement	指 Indicates	2021年11月，国家组织药品集中采购办公室发布《全国药品集中采购文件(胰岛素专项)(GY-YD2021-3)》，开展第六批国家组织药品集中带量采购(胰岛素专项)工作。国家组织药品集中采购办公室2022年1月通知要求“本次胰岛素专项集采中选结果于2022年5月开始实施，具体执行日期以各地发布通知为准。”本次集采周期为2年，自各地中选结果实际执行日起计算。 In November 2021, the national organization of joint drug procurement office to issue National Centralized Drug Procurement Document (Insulin Specific) (GY-YD2021-3) to carry out the sixth round of national centralized drug procurement (Specialized Insulin). The notice of national organization of joint drug procurement office in January 2022 requires that "the results of the specific volume-based procurement of insulin will be implemented in May 2022, and the specific implementation date shall be subject to the notice issued by various localities." The centralized procurement period is 2 years, calculated from the actual implementation date of the selection results in various localities.
基础胰岛素产品(长效)、餐时(速效)和预混胰岛素产品 Basal insulin products (long-acting), Meal time (fast-acting) and premixed insulin products	指 Indicates	本公司基础(长效)胰岛素产品包括长秀霖®及长秀霖®预填充，本公司餐时(速效)和预混胰岛素产品包括速秀霖®、速秀霖®25、速秀霖®预填充、锐秀霖®、锐秀霖®30和普秀霖®30 Basic insulin products(long-acting), include Basalin® and Basalin®ElasPen. Meal time(rapid-acting)and premixed insulin products include Prandilin®, Prandilin®25, Prandilin®ElasPen, Rapilin®, Rapilin®30 and Similin®30
ADA	指 Indicates	美国糖尿病协会 American Diabetes Association
EMA	指 Indicates	欧洲药品管理局 European Medicines Agency
FDA	指 Indicates	美国食品药品监督管理局 Food and Drug Administration
GMP	指 Indicates	药品生产质量管理规范 Good Manufacturing Practice
GZR101	指 Indicates	公司在研I类创新型治疗用生物制品，是一种新型预混双胰岛素复方制剂，由公司在研的长效基础胰岛素GZR33(50%)与速效门冬胰岛素(50%)混合制成，拟用于治疗糖尿病 The class I innovative therapeutic biological product under research by the Company is a new type of premixed dual insulin compound preparation. It is made by mixing the long-acting basal insulin GZR33 (50%) and fast acting insulin aspart (50%) under development by the Company, which is intended to be used to treat diabetes
GZR33	指 Indicates	公司在研的长效基础胰岛素类似物 The Company's long-acting basic insulin analogs in development

GZR18	指 Indicates	公司在研的I类创新型治疗用生物制品，是一种预期每周注射一次的长效胰高血糖素样肽-1 (GLP-1) 受体激动剂类药物，已获批临床的适应症为2型糖尿病、肥胖/超重体重管理 The Class I innovative therapeutic biological products under research by the Company is a long-acting glucagon like peptide-1 (GLP-1) receptor agonists which is expected to be injected once a week. The approved clinical indications are type 2 diabetes and obesity / overweight management
GZR4	指 Indicates	公司在研的I类创新型治疗用生物制品，预期每周皮下注射给药一次的超长效胰岛素周制剂，拟用于治疗糖尿病 The Class I innovative therapeutic biological products under research by the Company is expected to be injected subcutaneously into the human body once a week to be used to treat diabetes
GLR1023	指 Indicates	公司在研的生物类似药，是一种全人源重组单克隆IgG1k抗体，其Fab段的抗原结合位点可与人白细胞介素IL-17A特异性结合，抑制它与IL-17A受体相互作用，用于治疗符合系统治疗或光疗指征的成年中度至重度斑块状银屑病 The Company's biosimilar under research is a fully human recombinant monoclonal IgG1k antibody, with an antigen-binding site in the Fab segment that binds specifically to human interleukin IL-17A, and inhibits it from interacting with the IL-17A receptor. It is used for the treatment of adults with moderate-to-severe plaque psoriasis that meets the indications for systemic therapy or phototherapy
IDF	指 Indicates	国际糖尿病联盟 International Diabetes Federation
IND	指 Indicates	新药临床试验申请 Investigational New Drug Application
Me Better新药 Me Better new drug	指 Indicates	与原研药相比在药物作用机理、有效性、安全性等方面更有优势的创新药 Compared with the original drug, it is an innovative drug with more advantages in drug acting mechanism, efficacy, and safety
Me Too新药 Me Too new drug	指 Indicates	与原研药相比在药物作用机理、有效性、安全性等方面高度类似的创新药 Compared with the original drug, it is a highly similar innovative drug in terms of drug acting mechanism, efficacy, and safety
HbA1c	指 Indicates	糖化血红蛋白 (HbA1c) 是红细胞中的血红蛋白与血清中的糖类 (主要指葡萄糖) 通过非酶反应相结合的产物。通常认为，糖化血红蛋白浓度可有效地反映过去8~12周平均血糖水平 Glycosylated hemoglobin (HbA1c) is the product of a non-enzymatic reaction between hemoglobin in the red blood cells and sugars in the serum, mainly glucose. Glycated hemoglobin concentration is generally considered to be a valid indicator of the average blood glucose level over the past 8 to 12 weeks
报告期、本期 Reporting period, Current period	指 Indicates	2023年1月1日至2023年6月30日 From January 1, 2023 to June 30, 2023

公司简介

GENERAL INFORMATION OF THE COMPANY



第二节 公司简介

SECTION II GENERAL INFORMATION OF THE COMPANY

一、 公司信息

I Information of the Company

公司的中文名称	Name in Chinese	甘李药业股份有限公司
公司的中文简称	Name abbreviation in Chinese	甘李药业
公司的外文名称	Name in English	Gan & Lee Pharmaceuticals.
公司的外文名称缩写	Name abbreviation in English	Gan & Lee
公司的法定代表人	Legal representative	甘忠如 Gan Zhongru

二、 联系人和联系方式

II Contact person and contact Information

		董事会秘书	Secretary to the Board
姓名	Name	邹蓉	Rong Zou
联系地址	Address	北京市通州区潮县镇南凤西一路8号	No. 8, Nanfeng West 1st Street, Huoxian, Tongzhou District, Beijing
电话	Tel	010-80593699	010-80593699
传真	Fax	010-80593678	010-80593678
电子信箱	Email	IR@ganlee.com	IR@ganlee.com

三、 基本情况变更简介

III Summary of the changes in general information

公司注册地址	Registered address	北京市通州区潮县镇南凤西一路8号 No. 8, Nanfeng West 1st Street, Huoxian, Tongzhou District, Beijing
公司注册地址的历史变更情况	The historical change of the Company's registered address	北京市通州区中关村科技园区通州园金桥科技产业基地景盛北三街8号 No. 8, Jingsheng North Third Street, Jinqiao Science and Technology Industrial Base, Tongzhou Park, Zhongguancun Science Park, Tongzhou District, Beijing
公司办公地址	Business address	北京市通州区潮县镇南凤西一路8号 No. 8, Nanfeng West 1st Street, Huoxian, Tongzhou District, Beijing
公司办公地址的邮政编码	Postal code of the business address	101109
公司网址	Website	https://www.ganlee.com.cn
电子信箱	Email	IR@ganlee.com

四、 信息披露及备置地点变更情况简介

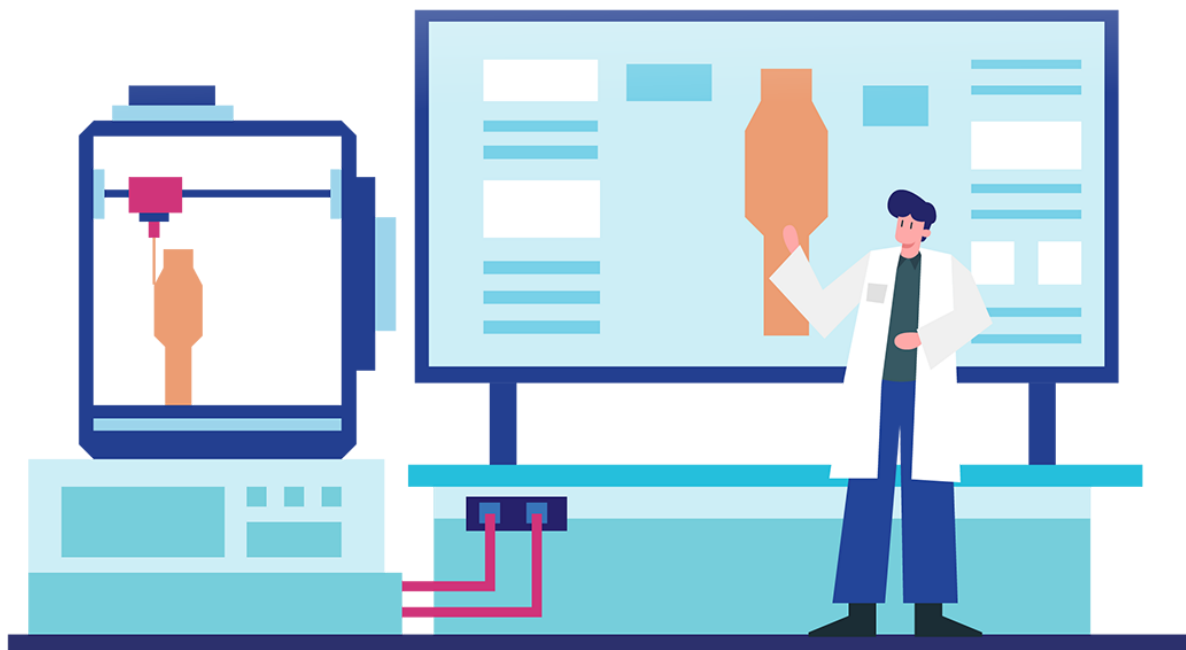
IV Summary of the change in information disclosure and storage location

公司选定的信息披露报纸名称	Name of the newspaper selected by the Company for information disclosure	《上海证券报》《中国证券报》 "Shanghai Securities News", "China Securities Journal"
登载半年度报告的网站地址	The website address of semi-annual report	http://www.sse.com.cn
公司半年度报告备置地点	Storage location of the Company's semi-annual report	甘李药业证券投资部、上海证券交易所 Department of Securities of Gan & Lee, Shanghai Stock Exchange

五、 公司股票简况

V Profile of company share

股票种类	Type of Shares	A股 A share
股票上市交易所	Stock exchange	上海证券交易所 Shanghai Stock Exchange
股票简称	Stock abbreviation	甘李药业 Gan & Lee
股票代码	Stock code	603087
变更前股票简称	Stock abbreviation before variation	无 None



主要财务指标和经营情况

KEY FINANCIAL INDICATORS AND STATE OF OPERATION



第三节 主要财务指标和经营情况

SECTION III KEY FINANCIAL INDICATORS AND STATE OF OPERATION

一、 主要会计数据

I Key accounting data

单位：元 币种：人民币
Unit: RMB

主要会计数据	Key accounting data	本报告期 (1-6月) Current reporting period (January- June)	上年同期 Same period last year	本报告期比上年同期增 减(%) Increase/decrease in the current reporting period over the same period last year (%)
营业收入	Operating revenue	1,229,765,113.65	834,799,215.95	47.31
归属于上市公司股东的净利润	Net profits attributable to shareholders of the listed company	134,155,242.69	-197,607,134.96	不适用 N/A
归属于上市公司股东的扣除非经常 性损益的净利润	Net profits attributable to shareholders of the listed company after deduction of non-recurring profits or losses	102,221,137.11	-208,858,516.23	不适用 N/A
经营活动产生的现金流量净额	Net cash flow from operating activities	-58,165,721.17	281,247,985.16	-120.68
		本报告期末 End of the current reporting period	上年度末 End of the previous year	本报告期末比上年度末 增减(%) Increase/decrease in the current reporting period over the end of the previous year (%)
归属于上市公司股东的净资产	Net assets attributable to shareholders of the listed company	9,744,862,418.58	9,585,802,149.50	1.66
总资产	Total assets	10,729,143,429.99	10,606,912,380.06	1.15

二、 主要财务指标

II Key financial indicators

单位：元 币种：人民币
Unit: RMB

主要财务指标	Key financial indicators	本报告期 (1-6月) Current reporting period (January- June)	上年同期 Same period last year	本报告期比上年同期增 减(%) Increase/decrease in the current reporting period over the same period last year (%)
基本每股收益(元/股)	Basic earnings per share (RMB per share)	0.24	-0.35	不适用 N/A
稀释每股收益(元/股)	Diluted earnings per share (RMB per share)	0.24	-0.35	不适用 N/A
扣除非经常性损益后的基本每 股收益(元/股)	Basic earnings per share after deducting nonrecurring profits or losses (RMB per share)	0.18	-0.37	不适用 N/A
加权平均净资产收益率(%)	Weighted average return on net assets (%)	1.39	-1.97	不适用 N/A
扣除非经常性损益后的加权平 均净资产收益率(%)	Weighted average return on net assets after deducting non- recurring profits or losses (%)	1.06	-2.08	不适用 N/A

公司主要会计数据和财务指标的说明

Description of the Company's main accounting data and financial indicators

1. 营业收入变动原因:

本报告期营业收入为12.30亿元，较上年同期增加47.31%，具体原因如下：

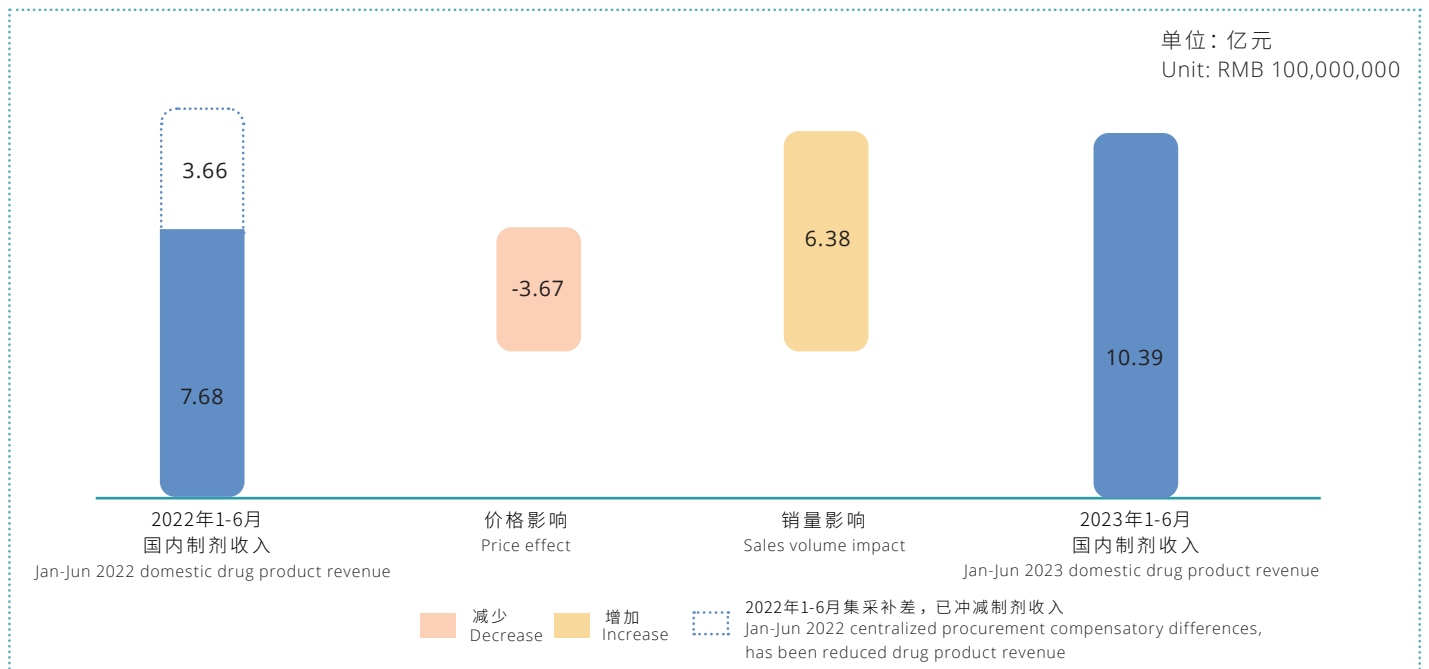
(1) 国内收入为10.74亿元，较上年同期增长2.68亿元。在集采中选结果落地执行的红利下，公司国内胰岛素制剂产品2023年上半年销量同比增长104.74%。其中，公司基础(长效)胰岛素产品销售量同比增长58.10%；公司餐时(速效)和预混胰岛素产品得到迅速放量，销售量同比增长167.97%。本报告期国内胰岛素制剂产品销量的增长对收入的正面影响大于价格下降带来的负面影响，销量影响和价格影响分别为6.38亿元、-3.67亿元，。详见图1。2023年上半年，国内制剂收入为10.39亿元，较上年同期增长35.34%。

1. Reasons for changes in operating income:

The operating income for the reporting period was RMB 1.23 billion, with an increase of 47.31% over the same period of last year. The specific reasons are as follows:

(1) Domestic revenue was RMB 1.074 billion, with an increase of RMB 268 million over the same period last year. With the dividends of the implementation of the results of the centralized procurement, the Company's domestic insulin drug products sales volume increased by 104.74% year-on-year in the first half of 2023. Among them, the sales volume of the Company's basic insulin products (long-acting) increased by 58.10% year-on-year; the Company's meal time (rapid-acting) and premixed insulin products got rapid volume release, with sales volume increasing by 167.97% year-on-year. The positive impact on revenue from the growth in sales volume of domestic insulin drug products in this reporting period was greater than the negative impact from price decline, with volume impact and price impact amounting to RMB 638 million, and RMB -367 million, respectively, as shown in Figure 1. In the first half of 2023, the domestic insulin preparation sales revenue amounted to RMB 1.039 billion, representing an increase of 35.34% over the same period of the last year.

图1：国内制剂收入变动因素分析
Figure 1: Analysis of changing factors of domestic drug product revenue



注释：销量影响=(2023年上半年销售量-2022年上半年销售量)*2022年上半年平均单价；价格影响=(2023年上半年平均价格-2022年上半年平均价格)*2023年上半年销售量。

Note: Sales volume impact = (Sales volume in the first half of 2023 - Sales volume in the first half of 2022) * Average unit price in the first half of 2022; Price impact = (Average price in the first half of 2023 - Average price in the first half of 2022) * Sales volume in the first half of 2023.

(2) 2023年上半年，国际销售订单增加，国际销售收入为1.08亿元，较上年同期增长384.07%。

(2) In the first half of 2023, international sales orders increased, and revenue from international sales was RMB 108 million, with an increase of 384.07% over the same period of the previous year.

2. 归属于上市公司股东的净利润、归属于上市公司股东的扣除非经常性损益的净利润变动原因：

本报告期归属于上市公司股东的净利润、归属于上市公司股东的扣除非经常性损益的净利润分别为1.34亿元和1.02亿元，与上年同期相比，实现扭亏为盈，主要系报告期内营业收入增长、销售费用减少所致。

2. Reasons for changes in net profit attributable to shareholders of listed companies, and net profit attributable to shareholders of listed companies after deducting non-recurring profits and losses:

During the reporting period, the net profit attributable to shareholders of listed companies, and net profit attributable to the shareholders of the listed company net of non-recurring profits and losses during the reporting period were RMB 134 million and RMB 102 million, respectively, which turned losses into profits compared with the same period of the previous year, mainly due to the increase in operating income and the decrease in sales expenses during the reporting period.

3. 经营活动产生的现金流量净额变动原因：

本报告期经营活动产生的现金流量净额较上年同期减少3.39亿元，同比减少120.68%，主要系2022年年初应收余额较高和本报告期的诉前财产保全金额增加所致。

3. Reasons for changes in net cash flows from operating activities:

The net cash flow from operating activities for the reporting period decreased by RMB 339 million, or 120.68% year-on-year, compared with the same period of the previous year, mainly due to the higher receivable balance at the beginning of 2022 and the increase in the amount of pre-litigation property preservation with restricted use in the current reporting period.

4. 基本每股收益、稀释每股收益和扣除非经常性损益后的基本每股收益变动原因：

本报告期基本每股收益、稀释每股收益和扣除非经常性损益后的基本每股收益分别为0.24元/股、0.24元/股和0.18元/股，与上年同期相比，由负转正，主要系本报告期归属于上市公司股东的净利润及归属于上市公司股东的扣除非经常性损益的净利润实现扭亏为盈所致。

4. Reasons for changes in basic earnings per share, diluted earnings per share and basic earnings per share after deducting non-recurring profits or losses:

Basic earnings per share, diluted earnings per share and basic earnings per share after deducting non-recurring profits and losses for the reporting period were RMB 0.24 per share, RMB 0.24 per share and RMB 0.18 per share, respectively, representing a turnaround compared with the same period of the previous year, mainly due to the turnaround of net profit attributable to shareholders of the listed company and net profit after extraordinary gains and losses attributable to shareholders of the listed company for the reporting period.

三、 非经常性损益项目和金额

III Non-recurring profit and loss items and amount

单位：元 币种：人民币
Unit: RMB

非经常性损益项目 Non-recurring profit and loss items	金额 Amount	附注(如适用) Notes (if applicable)
非流动资产处置损益 Profit or loss from disposal of non-current assets	-173,292.94	
计入当期损益的政府补助，但与公司正常经营业务密切相关，符合国家政策规定、按照一定标准定额或定量持续享受的政府补助除外 Government grants recognized in profit or loss other than grants which are closely related to the Company's business, and are either in fixed amounts or determined under quantitative methods in accordance with the national standard	10,523,625.03	
除同公司正常经营业务相关的有效套期保值业务外，持有交易性金融资产、衍生金融资产、交易性金融负债、衍生金融负债产生的公允价值变动损益，以及处置交易性金融资产、衍生金融资产、交易性金融负债、衍生金融负债和其他债权投资取得的投资收益 Profits or losses on changes in the fair value of financial assets held for trading, derivative financial assets, financial liabilities held for trading, profits or losses on changes in fair value arising from derivative financial liabilities, and investment income on disposal of financial assets held for trading, derivative financial assets, financial liabilities held for trading, derivative financial liabilities, and other debt investments, other than those used in the effective hedging activities relating to normal operating business	30,936,586.70	
除上述各项之外的其他营业外收入和支出 Other non-operating revenue or expenses than the above items	-4,128,196.91	
其他符合非经常性损益定义的损益项目 Other profit and loss items that meet the definition of non-recurring profit and loss	527,443.17	
减：所得税影响额 Less: Income tax effects	5,752,059.47	
合计 Total	31,934,105.58	

一、 报告期内主要经营情况

(一) 主营业务分析

1 财务报表相关科目变动分析表

I Major operation status during the reporting period

(I) Analysis of main business

1 Analysis of changes in related items in the financial statement

单位：元 币种：人民币
Unit:RMB

科目	Item	本期数 For the current period	上年同期数 Same period of the previous year	变动比例 (%) Percentage change (%)
营业收入	Operating income	1,229,765,113.65	834,799,215.95	47.31
营业收入	Operating income	322,655,986.20	152,985,808.84	110.91
销售费用	Selling expenses	465,243,177.81	564,861,191.77	-17.64
管理费用	General and administrative expenses	100,695,377.33	117,613,719.39	-14.38
财务费用	Financial expenses	-54,143,382.04	-47,472,455.59	不适用 N/A
研发费用	R&D expenses	261,962,985.39	244,429,009.16	7.17
经营活动产生的现金流量净额	Net cash flow from operating activities	-58,165,721.17	281,247,985.16	-120.68
投资活动产生的现金流量净额	Net cash flow from investing activities	11,997,472.18	-422,475,293.43	不适用 N/A
筹资活动产生的现金流量净额	Net cash flow from financing activities	-2,202,856.29	-163,098,645.02	不适用 N/A

营业收入变动原因说明：本年营业收入较上年增加3.95亿元，同比增加47.31%，变动原因详见“第二节 公司简介和主要财务指标/七、公司主要会计数据和财务指标/公司主要会计数据和财务指标的说明”；

Reasons for changes in operating income: Operating income for the year increased by RMB 395 million as compared with that of the previous year, representing a year-on-year increase of 47.31%. For the detail change reasons, please refer to "Section II Company Profile and Major Financial Indicators / VII Major Accounting Data and Financial Indicators / Explanation of Major Accounting Data and Financial Indicators of the Company";

营业成本变动原因说明：本年营业成本较上年增加1.70亿元，同比增加110.91%，主要系国内胰岛素制剂产品销量较上年同期增长104.74%，本期营业成本随之增长。

销售费用变动原因说明：本年销售费用较上年减少1.00亿元，同比减少17.64%，主要系公司深化降本增效管理，市场推广费用同比减少1.69亿元，以及2022年公司为做好集采产品进院及产品销售的保障和服务工作，特别是做好集采中获得的近万家新准入医疗机构的初始覆盖，2022年上半年公司陆续扩增销售人员近千人，扩增后销售团队保持稳定，本报告期销售人员的职工薪酬同比增加0.78亿元所致；

管理费用变动原因说明：本年管理费用较上年减少0.17亿元，同比减少14.38%，主要系公司提升管理效率，本报告期管理人员的职工薪酬较上年同期下降所致；

财务费用变动原因说明：本年财务费用较上年减少0.07亿，主要系汇率变动带来的汇兑收益增加所致；

研发费用变动原因说明：本年研发费用较上年增加0.18亿元，同比增长7.17%，较上年同期基本持平；

经营活动产生的现金流量净额变动原因说明：本年经营活动现金流量净额较上年减少3.39亿元，同比减少120.68%，主要系2022年期初应收余额较高和本报告期的诉前财产保全金额增加所致；

投资活动产生的现金流量净额变动原因说明：本年投资活动现金流量净额较上年增加4.34亿元，主要系本期收回投资收到的现金增加和为购建在建工程支付的现金减少所致；

筹资活动产生的现金流量净额变动原因说明：本年筹资活动现金流量净额较上年增加1.61亿元，主要系上年同期分派现金股利支付现金1.63亿元所致。

Reasons for changes in operating cost: Operating costs for the year increased by RMB 170 million, 110.91% year-on-year increase, mainly due to the increase in sales volume of domestic insulin drug products by 104.74% over the same period of the previous year, which resulted in the increase in operating costs for the current period.

Reasons for changes in selling expenses: selling expenses for the year decreased by RMB 100 million compared with the previous year, a year-on-year decrease of 17.64%, mainly due to the Company's deepening of cost reduction and efficiency management, marketing expenses decreased by RMB 169 million year-on-year, as well as in 2022, the Company in order to do a good job in products in the centralized procurement into hospitals and product sales of the protection and service work, in particular, to do a good job in the centralized procurement of nearly 10,000 new access to the initial coverage of the medical institutions, in the first half of 2022, the Company successively expanded the sales staff of nearly 1,000 people, after the expansion of the sales team to maintain stability, the period of the report employee compensation for sales personnel increased by RMB 78 million year-on-year;

Reasons for the change in administrative expenses: Administrative expenses for the year decreased by RMB 17 million compared with the previous year, a year-on-year decrease of 14.38%, mainly due to the Company's improvement in management efficiency and the decrease in management remuneration during the reporting period compared to the same period of the previous year.

Reasons for changes in financial expenses: Financial expenses decreased by RMB 7 million compared to the previous year mainly due to an increase in foreign exchange gains resulting from changes in exchange rates.

Reasons for changes in R&D expenses: The current year's R&D expenses increased by RMB 18 million, a year-on-year increase of 7.17%, compared with the previous year, and were basically unchanged from the previous year.

Reasons for the change in net cash flows from operating activities: The net cash flow from operating activities for the reporting period decreased by RMB 339 million or 120.68% year-on-year, compared with the same period of the previous year, mainly due to the higher receivable balance at the beginning of 2022, and the increase in the amount of pre-litigation property preservation in the current reporting period.

Reasons for the change in net cash flows from investing activities: Net cash flows from investing activities for the year increased by RMB 434 million as compared with that of the previous year, which was mainly due to the increase in cash received from the disposal of investments and the decrease in cash paid for the acquisition of construction in progress during the period.

Reasons for the change in net cash flows from financing activities: The increase of RMB 161 million in net cash flows from financing activities in the current year compared with the previous year was mainly due to the fact that cash dividends of RMB 163 million were paid in the same period of the previous year.

(二) 资产、负债情况分析

(II) Asset and liability analysis

1 资产及负债状况

1 Assets and liabilities status

单位：元 币种：人民币
Unit:RMB

项目名称 Item	本期末数 Closing amount of the current period	本期末数占 总资产的比例 (%) The ratio of the closing amount of the current period to total assets (%)	上期末数 Closing amount of the previous period	上期末数占总资 产的比例 (%) The ratio of the closing amount of the previous period to total assets (%)	本期末金额较上 年同期变动比例 (%) Proportion of changes in the amount at the end of the current period compared with the end of the previous period (%)	情况说明 Condition statement
应收账款 Accounts receivable	277,004,079.96	2.58	176,251,160.43	1.66	57.16	主要系报告期内营业收入增长所致。 Mainly due to the increase in operating income during the reporting period.
其他应收款 Other accounts receivable	21,065,314.16	0.20	5,888,971.68	0.06	257.71	主要系报告期末已宣告发放且尚未收到的现金股利增加所致。 Mainly due to the increase in cash dividends declared and not yet received at the end of the reporting period.
一年内到期的非流动 资产 Non-current assets due within one year					-100.00	主要系报告期内大额存单到期赎回所致。 Mainly due to the maturity and redemption of large certificates of deposit during the reporting period.
其他流动资产 Other current assets	14,378,543.75	0.13	46,480,151.30	0.44	-69.07	主要系报告期末应付款项增加所致。 Mainly due to the increase in consumables payable at the end of the reporting period.
应付账款 Accounts payable	97,858,933.74	0.91	44,692,994.55	0.42	118.96	主要系报告期末1年内到期的设备质保金增加所致。 Mainly due to the increase in warranty deposits for equipment expiring within one year at the end of the reporting period.
一年内到期的非流动 负债 Non-current liabilities due within one year	12,957,297.19	0.12	7,563,363.97	0.07	71.32	

管理层讨论与分析

MANAGEMENT DISCUSSION AND ANALYSIS



第四节 管理层讨论与分析

SECTION VI MANAGEMENT DISCUSSION AND ANALYSIS

一、报告期内公司所属行业及主营业务情况说明

(一) 公司主营业务

本公司是一家主要从事胰岛素类似物原料药及注射剂研发、生产和销售的高新技术企业，具备完整胰岛素研发管线。本公司作为国内领先掌握产业化生产胰岛素类似物技术的高科技生物制药企业，成功自主研发了多款中国首个三代胰岛素类似物，使我国成为世界上少数能进行胰岛素类似物产业化生产的国家之一。公司主要产品包括甘精胰岛素注射液(长秀霖®)、赖脯胰岛素注射液(速秀霖®)、精蛋白锌重组赖脯胰岛素混合注射液(25R)(速秀霖®25)、门冬胰岛素注射液(锐秀霖®)、门冬胰岛素30注射液(锐秀霖®30)多款胰岛素类似物产品和精蛋白人胰岛素混合注射液(30R)(普秀霖®30)，产品覆盖长效、速效、预混三个胰岛素功能细分市场。同时，公司产品覆盖相关医疗器械领域，包括可重复使用的胰岛素注射笔(秀霖笔®)和一次性使用注射笔用针头(秀霖针®)等，方便患者配套使用。

在未来，公司期望在糖尿病诊断和治疗领域实现产品线的全面覆盖。同时，公司还将积极投入到化学药、真核及原核蛋白质工程、肿瘤和心血管及代谢病等研究领域，力争为患者提供更多优质的药物治疗方案。

I. Description of the Company's industry and main business during the reporting period

(I) Company's main business

The Company is primarily dedicated to the high-tech research, development, production, and sales of insulin analog active pharmaceutical ingredients (APIs) and injectables, possessing a comprehensive insulin R&D pipeline. As a pioneering biopharmaceutical enterprise in China, the Company has achieved mastery over the technology of industrialized production of insulin analogs. The Company has successfully and independently developed several of China's inaugural third-generation insulin analogs, positioning China among the select few nations capable of industrial-scale production of these analogs. The Company's main product portfolio encompasses a wide range of insulin analogs, including Recombinant Insulin Glargine Injection (Basalin®), Recombinant Lispro Insulin Injection (Prandilin®), Mixed Protamine Zinc Recombinant Human Insulin Lispro (25R) (Prandilin®25), Insulin Aspart Injection (Raplin®), Insulin Aspart 30 Injection (Raplin®30), and Mixed Protamine Human Insulin Injection (30R) (Similin®30). These products cater to the three primary insulin functional segments: long-acting, fast-acting, and premixed. Furthermore, the Company's offerings extend into the realm of related medical devices, featuring the reusable insulin injection pen (GanleePen®) and the disposable injection pen needle (GanleeFine®), ensuring convenience for patients with diabetes.

In the future, the Company aims to achieve comprehensive coverage of its product line for diabetes diagnosis and treatment. Additionally, the Company is committed to actively investing in research areas such as chemical drugs, eukaryotic and prokaryotic protein engineering, oncology, cardiovascular, and metabolic diseases. The Company's goal is to provide patients with enhanced and high-quality drug treatment solutions in those domains.

(二) 公司经营模式

1. 采购模式

采购部按照公司采购制度要求，统一负责对外采购工作，组织制定公司的年度采购计划，根据月度需求指导完成采购任务；并对供应商进行准入、评估和维护管理，深挖优质供应商，不断优化供应商体系；同时，为保证生产安全和原辅料的稳定供应，由质量管理部对原辅料供应商进行审核及资质管理，并在原辅料入库时，由质量管理部门进行严格的质量入库检验。对于工程、设备类货物，根据公司采购管理制度及国家规定，采用议价或招标采购方式，确定最终供应商。

2. 生产模式

公司的商业生产计划、工艺管理、生产调度及组织由生产管理部统一管理。生产管理部根据供应链管理部制定的产销计划，结合原辅料采购及产品库存情况，制定生产车间的滚动生产计划，采用按订单生产(Make-to-Order)和按库存生产(Make-to-Stock)相结合的生产模式，满足多方客户的需求，同时对产品的整个生产过程进行严格的管理。在生产过程中，质量管理部对生产全过程进行质量监督，对原辅料、中间产品、待包装产品和产成品的质量进行全程检测和监控。

3. 销售模式

(1) 国内销售模式

公司主要采取商业公司和专业化学术推广相结合的销售模式。公司国内产品销售主要采用经销模式，即通过医药商业公司向医院进行药品的销售配送，商业公司并不承担市场开发及推广职能，仅根据其配送区域内医院或药店的用药需求，向公

(II) Company business model

1. Procurement model

In accordance with the Company's procurement policies, the procurement department centrally oversees all external purchasing activities. They are tasked with formulating the Company's annual procurement strategy and, based on monthly requirements, guiding the completion of procurement objectives. The department also handles the onboarding, assessment, and ongoing management of suppliers, continually seeking out top-tier suppliers and refining the supplier framework. To guarantee the safety of production and the steady provision of raw and auxiliary materials, the quality management department conducts audits and manages the qualification of these materials suppliers. When these materials are received into inventory, the quality management department performs rigorous quality checks. For items related to engineering and equipment, the Company either negotiates or tenders, in line with both the Company's procurement guidelines and national standards, to finalize the choice of supplier.

2. Production model

The Production Management Department is responsible for overseeing the Company's commercial production planning, process management, production scheduling, and organization. The department formulates a rolling production plan for the workshop taking into account the production and sales plans set out by the Supply Chain Management Department. This is done in conjunction with the procurement of raw materials and the current status of product inventory. To cater to the diverse needs of multiple customers, the department employs a hybrid production model that integrates both Make-to-Order and Make-to-Stock strategies. Throughout the entire product production process, rigorous management is enforced to ensure quality and efficiency. Furthermore, the Quality Management Department plays a pivotal role in the production process. They are tasked with providing continuous quality supervision, conducting comprehensive testing, and monitoring of every stage of production. This includes the scrutiny of raw and auxiliary materials, intermediate products, products awaiting packaging, and the finished products.

3. Sales model

(1) Domestic sales model

The Company predominantly adopts a sales approach that integrates both commercial entities and specialized academic marketing. For domestic product sales, the Company primarily utilizes a distributor-based model. This entails selling and delivering medications to hospitals via pharmaceutical distribution firms. These distributors are not responsible for market expansion or promotional activities. Instead, they submit orders to the Company in line with the medication needs of hospitals or pharmacies in their designated distribution zones. In accordance with the annual

司下发需求订单。公司根据年度《经销协议》及具体订单向合作医药商业公司销售药品，由各区域商业公司完成向医院及零售终端的药品销售及物流配送。

根据胰岛素类似物技术壁垒高的特点，国内市场主要由营销系统通过自主专业化学术推广模式对公司及产品进行推广和宣传，其中推广信息包括：产品相关信息(药品适应症、使用方法、安全性以及相关的学术理论和最新临床研究成果)、公司产品品牌信息等。

(2) 海外销售模式

根据海外各国政策和市场特点，公司国际销售产品包括胰岛素原料药、胰岛素制剂、笔组件和其他医疗器械。销售模式分为胰岛素制剂授权分销、与进口国当地企业进行原料药制剂灌装合作。在授权分销模式下，公司的制剂产品由公司授权的国际分销商向海外市场进行销售。在灌装合作销售模式下，公司多采取与当地具有较强灌装能力、完整组装线及生物药品生产资质的企业进行合作，由公司出口原料药和笔组件，进口国合作伙伴在当地进行制剂灌装生产、预填充注射笔组装和销售。

(三) 行业情况说明

1. 行业政策变动

在《“十四五”全民医疗保障规划》的政策背景下，2023年上半年，医药行业各类政策频发，机遇和挑战共存。

(1) 国家集中带量采购

截至2023年7月，国家层面已经组织了八批药品、三批高值耗材的带量采购，其中第六批是胰岛素专项采购。

"Distribution Agreement" and specific order details, the Company supplies medications to its partnering pharmaceutical distributors. It is then the responsibility of these regional distributors to manage the sales and logistical delivery of these medications to both hospitals and retail outlets.

Considering the intricate characteristics of insulin analogs, their marketing in the local market heavily depends on specialized academic promotion within the marketing system. This method of promotion encompasses various aspects, including detailed information about the product such as indications, methods of usage, and safety, as well as the latest academic theories and clinical research findings. Furthermore, it also includes information about the Company's brand.

(2) Overseas sales model

In alignment with overseas policies and market nuances, the Company offers a range of international sales products. This includes insulin Active Pharmaceutical Ingredients (APIs), insulin formulations, pen components, and other medical devices. Our sales approach is bifurcated into two distinct models: Authorized distribution model, under which, the Company entrusts its pharmaceutical products to authorized international distributors, who then market and sell these products in foreign territories. And collaborative API preparation filling with local enterprises in importing nations, in which, the Company predominantly collaborates with local entities in the importing nations. These entities are recognized for their robust drug-filling capabilities, comprehensive assembly infrastructure, and credentials in biopharmaceutical manufacturing. Here, the Company is responsible for exporting the essential raw materials and pen components. Concurrently, our local partners undertake the tasks of drug formulation filling, assembling pre-filled injection pens, and the subsequent sales in their respective regions.

(III) Description of the industry

1. Industry policy changes

Under the framework of the "The 14th Five-Year Plan for Universal Health Care Coverage", numerous policies were rolled out in the pharmaceutical sector during the first half of 2023, presenting both opportunities and challenges.

(1) National centralized volume-based procurement

Up to July 2023, the national level has organized eight rounds of volume-based procurement (VBP) for drugs and three rounds VBP for high-value consumable. The sixth round was specifically for insulin procurement.

在2023年6月，国家医疗保障局出台《关于进一步做好国家组织药品(胰岛素专项)集中采购协议量执行工作的通知》。此通知规定：原则上以本医疗机构上一年的协议采购量续签协议，不减少A类中选产品采购量。据此可以看出，国家将继续支持集采中低价的中选企业，贯彻执行集采契约精神；同时，此通知中还明确提出，医疗机构要严格执行集采协议量，加强对医疗机构执行协议量的考核力度。随后，各省(自治区、直辖市)将以国家政策为依据，结合各区域实际情况，制定各省(自治区、直辖市)具体的续签政策及细则。

公司将会密切关注各省(自治区、直辖市)的政策发布情况以及实际签约情况。公司学术推广团队积极宣导续约政策，协助医疗机构完成续约工作。公司会持续通过开展学术推广活动，向医疗机构、患者进行公司产品知识的宣讲，提升医疗机构的集采协议量执行效率，让更多患者更加受益。同时，公司积极扩建生产能力，做好应对供应链突发情况的风险预案，满足带量采购可能导致的不断上升的市场需求，持续优化研供产销一体化联动体系，从而不断提高公司产品竞争力，提升产品市场占有率。

(2) 门诊统筹

2023年2月，国家医疗保障局发布《关于进一步做好定点零售药店纳入门诊统筹管理的通知》，此次零售药店纳入门诊统筹管理被视作是近些年持续进行的医保个人账户改革工作的延续。其核心关键在于，改革前，在定点药店购买药品时只能使用个人账户，改革后，凭门诊统筹定点医疗机构的外配处方到提供门诊统筹服务的定点药店购药，医保政策范围内的合规费用皆可报销。这有利于提升参保人的就医购药便利性和可及性，同时，此通知指出，支

In June 2023, the National Healthcare Security Bureau released a "Circular on Further Improving the Implementation of the Agreed Volume of Centralized Purchasing of State-Organized Drugs (Insulin Special)". The circular mandates that, in principle, agreement should be renewed based on the previous year's purchasing volume, without reducing the purchasing volume of Class A selected products. This indicates that the state will persistently support selected enterprises offering competitive prices in centralized procurement, upholding the spirit of the centralized procurement agreement. Additionally, the circular underscores the imperative for medical institutions to rigorously adhere to the centralized procurement volume and intensify the evaluation of their adherence to the agreement. Subsequently, provinces (including autonomous regions and municipalities directly under the central government) will establish specific renewal policies and detailed regulations, taking into account the national policy and the unique circumstances of their respective regions.

The Company will pay close attention to the policy release and actual contract signings across all province, autonomous region, and municipality directly under the central government. The Company's academic promotion team is actively advocating for contract renewal policies and assisting medical institutions in the renewal process. By continuously conducting academic promotional activities, the Company aim to educate both medical institutions and patients about our products, enhance the efficiency of medical institutions in executing procurement agreements, and thereby benefit a greater number of patients. Concurrently, the Company is committed to expanding its production capacity, establishing risk management strategies for unforeseen supply chain disruptions, addressing the rising market demand driven by volume-based procurement, and persistently refining our integrated system of research, supply, production, and marketing. This holistic approach ensures the ongoing enhancement of our product competitiveness and an increase in market share.

(2) Outpatient insurance

In February 2023, the National Health Security Bureau issued the "Notice on Further Improving the Integration of Designated Retail Pharmacies into the Management of Outpatient Coordination". This move is perceived as an extension of the continuous reforms in the health insurance individual account system over recent years. Prior to the reform, medicines could only be purchased at designated pharmacies using individual accounts. However, post-reform, when buying medicines from pharmacies designated for outpatient coordination services with prescriptions issued by designated medical institutions, all compliant expenses within the medical insurance policy framework can be reimbursed. This initiative aims to boost the convenience and accessibility of medical consultations and medication purchases for insured

持定点零售药店通过省级医药采购平台采购药品，鼓励定点零售医院自愿参与药品集中带量采购，明确加强处方流转管理，加快医保电子处方中心落地应用，实现定点医疗机构电子处方顺畅流转到定点零售药店，定点医疗机构可为符合条件的患者开具长期处方，最长可开具12周。

随着门诊慢特病、“双通道”和门诊统筹等政策的相继推出，零售药店的市場机遇正在逐步凸显，公司学术推广团队协助零售药店开展政策性的学术推广宣传工作，让患者充分了解零售药店已经可以提供医保统筹服务，深入介绍分析药店在医保结算方面的专业性和优势，以提升顾客对零售药店的信任和认可度，进一步提升公司产品在零售药店市場的占有率。

(3) 医疗卫生服务

近年来，国家采取一系列措施，以持续提升乡村、基层医疗卫生服务能力，弥补区域间的医疗水平短板。然而，我国医疗卫生体系发展不平衡不充分问题依然突出，与农民群众日益增长的健康需求相比还有比较大的差距。2023年3月，党中央、国务院发布《关于进一步完善医疗卫生服务体系的意见》，此文件从均衡资源配置、推动人才建设、加强合作分工、服务质量优化、推进管理精细化、治理科学化等方面对医疗卫生服务体系做出要求。可以推测，到2025年，国家将会着力提升农村、基层社区、边缘地区的扶持力度，促进医疗资源下沉，加强落实医疗卫生的基础设施建设，培养、招募相关人才，以尽快提升农村、社区与城市医疗卫生之间的差距。到2035年，国家将在已缩小城乡卫生配备差距的基础上，进一步提高基层医疗卫生服务水平，扩大其作为慢性病管理与预防的第一防线功能。

individuals. Furthermore, the notice endorses designated retail pharmacies to procure medicines via the provincial pharmaceutical purchasing platform. It encourages designated retail hospitals to voluntarily engage in centralized, volume-based drug procurement. The notice also emphasizes the enhancement of prescription circulation management, accelerating the implementation of the electronic prescription center under the health insurance system. This ensures a seamless transition of electronic prescriptions from designated medical institutions to retail pharmacies. Moreover, these institutions can issue long-term prescriptions for qualifying patients, with a duration extending up to 12 weeks.

With the introduction of policies related to outpatient chronic special diseases, the "dual-channel" system, and outpatient coordination, the market potential for retail pharmacies is becoming increasingly evident. Our company's academic promotion team collaborates with retail pharmacies to conduct policy-driven academic promotional campaigns. This ensures patients are well-informed that these pharmacies now offer health insurance coordination services. Furthermore, we provide a comprehensive analysis of the expertise and advantages pharmacies hold in health insurance settlements. Such efforts aim to bolster customer trust and recognition towards retail pharmacies, subsequently boosting the market presence of our products within the retail pharmacy sector.

(3) Medical and health services

In recent years, China has taken a series of initiatives to enhance the capabilities of rural and grassroots medical and health services, aiming to bridge the regional disparities in healthcare standards. However, the challenges of imbalances and inadequacies in China's healthcare system remain pronounced, especially when juxtaposed with the escalating health demands of the rural populace. In March 2023, the Party Central Committee and the State Council released the "Opinions on Further Refining the Medical and Health Service System". This document outlines directives for the healthcare system, touching upon balanced resource distribution, human capital development, reinforced collaboration and task division, service quality enhancement, meticulous management, and scientific governance. Projections suggest that by 2025, the nation will intensify its support for rural regions, grassroots communities, and peripheral areas. This will involve channeling medical resources downward, bolstering the foundational infrastructure of healthcare, and fostering and recruiting pertinent professionals, all with the aim of swiftly diminishing the healthcare disparity between rural communities and urban locales. By the year 2035, building on the already narrowed gap between urban and rural healthcare provisions, the country aspires to elevate the standard of primary healthcare services, amplifying their pivotal role as the frontline in chronic disease management and prevention.

随着慢性病的管理逐渐下沉到基层医疗机构，公司密切关注基层市场相关政策的发展动向，持续加强对于乡村、基层卫生医疗机构、零售药店等市场的学术推广投入，通过提升学术推广专业化能力、市场的精细化管理能力，不断改善为基层糖尿病患者服务的质量，提升市场对公司产品的认可度。

(4) 国家医保目录调整

2023年1月18日，国家医保局发布《国家基本医疗保险、工伤保险和生育保险药品目录(2022年)》。目录内药品总数达2,967种，其中西药1,586种，中成药1,381种；中药饮片未作调整，仍为892种。相较2021版，此版目录内药品总数共增加107种，其中西药增加100种，中成药增加7种。新版目录已于2023年3月1日落地实施。

此版药品目录调整针对统筹参保人员需求、基金支付能力等方面开展工作，努力使药品目录结构更加合理优化、管理更加科学规范、支付更加管用高效、保障更加公平可及，助力解决人民群众看病就医后顾之忧。

- 一是坚持“保基本”的功能定位；
- 二是全力支持新冠病毒感染治疗；
- 三是继续支持重点领域药品进入目录；
- 四是取消部分药品的支付限定，扩大受益人群；
- 五是持续提升目录调整的科学性、规范性和透明度。

此外，创新药品进入医保目录后，可以按照乙类药品进行一定比例的报销，患者在使用时更倾向于选择医保可报销的药品，因此，创新药品在进入目录后可实现快速放量，占领市场份额。并且在国家对创新药品的政策扶持下(如双通道政策)，进入医保的创新药品可大大加快准入进院的速度，缩短药品进院的周期，降低营销推广的成本。

As the management of chronic diseases increasingly shifts to primary healthcare institutions, the Company remains vigilant in monitoring the evolving trends of related policies in the grassroots market. We consistently amplify our academic promotional efforts targeting rural areas, primary healthcare facilities, and retail pharmacies. By enhancing the specialization of our academic promotions and honing our precision in market management, we are committed to elevating the quality of services provided to grassroots diabetes patients, thereby boosting the market's recognition of our products.

(4) National health insurance catalog adjustment

On January 18, 2023, the National Health Insurance Bureau (NHIB) released the "National Drug Catalogue for Basic Medical Insurance, Work Injury Insurance, and Maternity Insurance (2022 Edition)". The catalogue lists a total of 2,967 medicines, of which 1,586 are Western medicines and 1,381 are proprietary Chinese medicines. The count for traditional Chinese herbal pieces remains unchanged at 892. Compared to the 2021 edition, this catalogue has added 107 new medicines, with 100 being Western medicines and 7 being proprietary Chinese medicines. The updated catalogue was implemented on March 1, 2023.

This revision of the drug catalog is tailored to address the needs of insured individuals and the fund's payment capacity. The initiative aims to enhance the catalog's structure, making it more rational and optimized. Furthermore, it emphasizes scientific and standardized management, efficient payment mechanisms, equitable and accessible coverage, and seeks to alleviate the public's concerns regarding medical care. There are five primary objectives for this adjustment:

- 1) Uphold the principle of "ensuring the basics".
- 2) Fully support treatments for coronavirus infections.
- 3) Persist in endorsing the inclusion of essential drugs in the catalog.
- 4) Remove payment limitations on specific drugs, expanding the beneficiary base.
- 5) Continuously elevate the scientific rigor, standardization, and transparency of catalog modifications.

Furthermore, once included in the medical insurance catalog, innovative drugs can be reimbursed at a certain percentage, similar to Class B drugs. Patients tend to choose drugs that are covered by medical insurance when seeking treatment. As a result, upon inclusion in the catalog, innovative drugs can quickly expand their market presence and secure a significant market share. Moreover, with the national policy support for innovative drugs (e.g., the dual-channel policy), such drugs that are part of the health insurance scheme can accelerate their entry into hospitals, reduce the duration for hospital admissions, and lower the expenses related to marketing and promotion.

目前，公司全线六款产品均已纳入国家医保目录。公司在持续推进创新药品研发进程的同时，也在合理规划、推进公司新产品国家医保目录准入前的各项申报资料及证据的准备工作。

2. 公司所处的行业地位情况

糖尿病(Diabetes Mellitus)是指由遗传因素、内分泌功能紊乱或膳食不平衡等各种致病因子作用，导致胰岛功能减退、胰岛素抵抗等而引发的糖、蛋白质、脂肪、水和电解质等一系列代谢紊乱综合征，临床上以血糖升高为特征的内分泌、代谢性疾病。糖尿病的典型症状是“三多一少”，即多饮、多食、多尿及体重减少。糖尿病患者若长期血糖控制不佳，可导致多个器官组织受损，伴发心脑血管、眼、肾、四肢等器官发生衰竭病变。糖尿病属于慢性疾病，需要长期用药。按照世界卫生组织(WHO)及国际糖尿病联盟(IDF)专家组的建议，糖尿病可分为1型糖尿病、2型糖尿病、妊娠糖尿病和特殊类型糖尿病四类。其中，2型糖尿病是临床上最常见的类型，约占糖尿病患者总数的90%。其致病机理为胰岛素抵抗与胰岛素分泌不足合并存在，部分患者以胰岛素抵抗为主，部分患者以胰岛素分泌不足为主，表现为胰岛素相对缺乏。

临床上常用的降糖药物主要有胰岛素及其类似物、磺酰脲类促泌剂、二甲双胍类、 α -葡萄糖苷酶抑制剂、噻唑烷二酮类衍生物促敏剂、苯茴酸类衍生物促泌剂、GLP-1受体激动剂、DPP-4酶抑制剂和中成药九大类多个品种。根据不同患者的患病情况及严重程度，会使用不同的用药策略进行治疗，详见图2。一般来讲，血糖水平稍高于正常，一般选择口服降糖药控制血糖；当胰岛 β 细胞功能近乎衰竭时，可采用口服药物和胰岛素的联合治疗；当胰岛 β 细胞功能完全衰竭时，则只能采用胰岛素替代治疗。各类降糖药物中，胰岛素降低糖化血红蛋白(HbA1c)的能力最强，适用范围很广泛，像1型

At present, all six products manufactured by the Company are listed in the National Health Insurance Catalog. While the Company remains committed to advancing the research and development of innovative drugs, it is also rationally planning and advancing the meticulous preparation of the necessary documentation as well as evidence for the Company's new products prior to their admission to the NHI catalog. This approach ensures that negotiations for inclusion in the NHI catalog proceed seamlessly and consistently.

2. The Company's industry position

Diabetes Mellitus is a complex metabolic disorder that affects the metabolism of sugar, protein, fat, water, and electrolyte. It arises from a variety of pathogenic factors, including genetic predispositions, endocrine imbalances, and dietary irregularities, leading to diminished pancreatic islet function and insulin resistance. Clinically, DM is characterized by elevated blood glucose levels. The hallmark symptoms of diabetes are often referred to as the "three highs and one low": increased thirst, increased hunger, increased urination, and weight loss. If not managed properly over time, diabetes can result in damage to multiple organs and tissues, potentially leading to complications in the cardiovascular, cerebrovascular, ocular, renal, and extremity systems. Diabetes is a chronic condition that necessitates long-term medication management. As per the guidelines set forth by the World Health Organization (WHO) and the International Diabetes Federation (IDF), diabetes can be categorized into four types: Type 1, Type 2, gestational diabetes, and specific types of diabetes. Of these, Type 2 diabetes is the most commonly diagnosed, representing approximately 90% of all diabetes cases. Its pathogenesis involves a combination of insulin resistance and inadequate insulin secretion. Some patients primarily exhibit insulin resistance, while others predominantly show signs of insufficient insulin secretion, manifesting as a relative insulin deficiency.

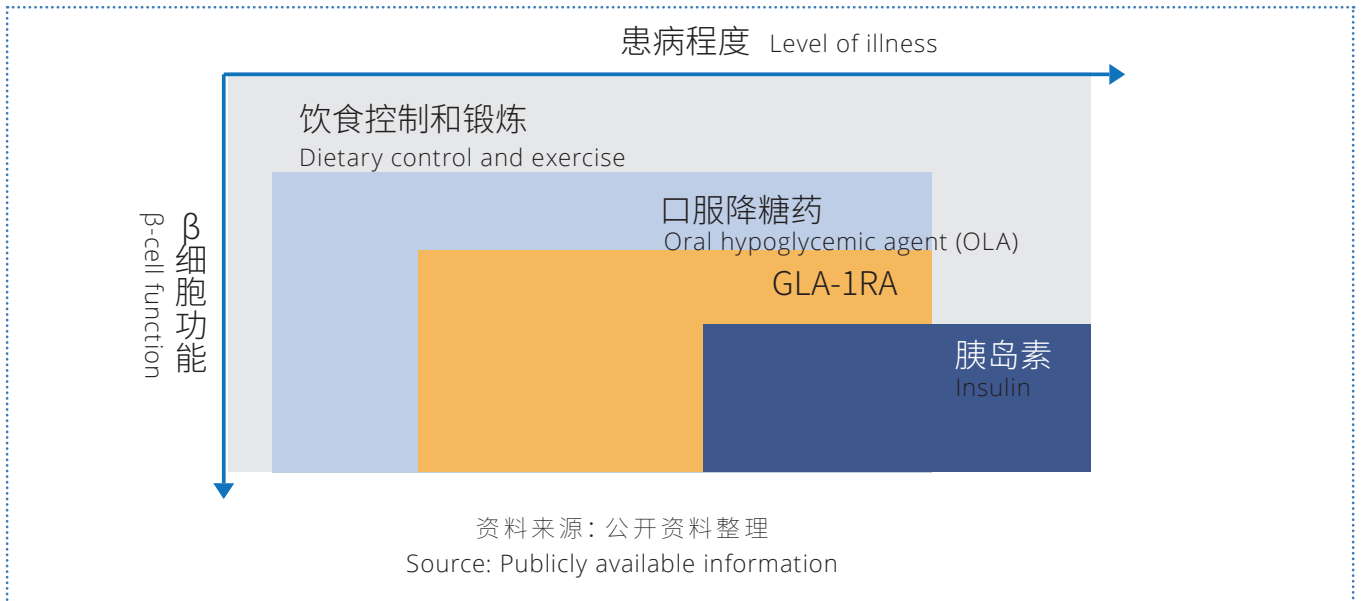
Commonly used hypoglycemic drugs in clinical settings include insulin and its analogs, sulfonylurea secretagogues, metformin, α -glucosidase inhibitors, thiazolidinedione derivative sensitizers, benzanilide derivative secretagogues, GLP-1 receptor agonists, DPP-4 enzyme inhibitors, and traditional Chinese medicines. These span nine major categories with numerous varieties. Treatment strategies vary based on the specific condition and severity of the patient's disease, as illustrated in Figure 2. Generally, when blood glucose levels are slightly elevated, oral hypoglycemic drugs are the preferred choice. As the function of pancreatic β -cells diminishes, a combination of oral medications and insulin might be prescribed. When pancreatic β -cells have completely lost their function, only insulin replacement therapy is viable. Among all hypoglycemic drugs, insulin is the most potent in reducing glycated hemoglobin (HbA1c) levels. It is widely applicable for conditions such as Type 1 diabetes, Type 2 diabetes that remains uncontrolled after oral hypoglycemic

糖尿病、口服降糖药后血糖无法控制的2型糖尿病、妊娠期糖尿病等都需要进行胰岛素注射已达到稳定血糖、控制病情的效果。

medication, gestational diabetes, and others. In these cases, insulin injections are essential to stabilize blood glucose and effectively manage the disease.

图2: 糖尿病患者用药策略

Figure 2: Medication strategies for patients with diabetes



胰岛素的发展经历过动物胰岛素(一代, 已基本被淘汰)、人胰岛素(二代)和胰岛素类似物(三代)。随着胰岛素研发及生产技术的进步, 三代胰岛素类似物对比二代而言能够更好地模拟生理胰岛素分泌, 从而更快地降低血糖水平, 并在短时间内消退, 减少低血糖的风险。帮助糖尿病患者更好地管理血糖水平, 减少波动。胰岛素类似物在发达国家市场已较大程度取代了人胰岛素产品。三代胰岛素类似物按照胰岛素功能又分为长效、速效、预混三个细分市场, 以满足不同患者群体的需求。目前, 市面上的长效基础胰岛素类似物半衰期均约在10~26小时, 作用持续时间仅为一天左右。虽然胰岛素类似物比人胰岛素已有进步, 但是仍不能完全模拟人体胰岛素生理分泌模式。被称为第四代胰岛素的超长效胰岛素周制剂具有半衰期更长、给药频率低、血药浓度与药效更加平稳, 血糖日间变化小, 低血糖风险更小等特点, 成为糖尿病药物研发企业目前新药研发的重要方向之一。

Insulin has evolved from animal insulin (first-generation, which has been largely phased out) to human insulin (second-generation) and now to insulin analogs (third-generation). With advancements in insulin research and production techniques, third-generation insulin analogs can more closely mimic the physiological secretion of insulin compared to their second-generation counterparts. This results in a more rapid reduction in blood glucose levels and a diminished duration of hypoglycemia risk. Insulin analogs aid diabetic patients in more effectively managing their blood glucose levels, thereby reducing fluctuations. In developed countries, insulin analogs have predominantly replaced human insulin products. Based on their functions, insulin analogs are categorized into three market segments: long-acting, rapid-acting, and premixed, designed to meet the needs of various patient groups. At present, the half-life of long-acting basal insulin analogs on the market ranges from 10 to 26 hours, with an effective duration of approximately one day. Although insulin analogs represent an advancement over human insulin, they still cannot fully emulate the physiological secretion pattern of human insulin. The ultra-long-acting weekly insulin preparation, termed as fourth-generation insulin, boasts features such as an extended half-life, reduced dosing frequency, steadier blood concentration and efficacy, minimal daily variations in blood glucose, and a decreased risk of hypoglycemia. This has emerged as a primary focus for pharmaceutical companies specializing in diabetes drug research and development.

公司作为国产胰岛素产品的领先企业，在糖尿病领域的产品研发进程也在不断加速。由于国内GLP-1受体激动剂进入市场时间较晚，占国内糖尿病药物市场比例较低，但市场潜力大。公司自主研发的长效GLP-1RA周制剂GZR18在国内的IIb期临床试验进展顺利；在美国正式开启I期临床试验，已完成首例受试者给药。在胰岛素领域，公司第四代胰岛素GZR4新药在美国已获批开展I期临床试验；在中国进行I期临床试验，并完成首例受试者给药。公司新型预混双胰岛素复方制剂GZR101的Ib期临床研究完成了首例受试者给药。上述产品如果成功上市，将为公司贡献可观的新的收入增长点。在口服降糖药领域，磷酸西格列汀片(甘唐维®)是本公司自主研发的首个口服DPP-4酶抑制剂，已于2022年6月在国内获批上市。磷酸西格列汀片自2012年起全球年销售额稳定在35-40亿美元左右；2021年，全国二级及以上医院的磷酸西格列汀片销售额达15.12亿元，市场前景广阔(数据来源公开资料)。

随着糖尿病领域产品的不断丰富和完善，国家在2022年5月，组织了第六批胰岛素专项集中带量采购。这给我国胰岛素企业带来了重大发展机遇和挑战，是我国胰岛素行业发展的重要转折点。一方面，本次集采后的三代胰岛素产品的价格接近、甚至低于二代胰岛素产品，进一步推动了中国三代胰岛素替代二代胰岛素的进程。甘李作为在三代胰岛素深耕多年的国产领先企业，产品知名度及学术推广能力较高，有利于公司借助集采获得的优势，加快推进公司三代产品的市场普及，让三代胰岛素产品快速惠及更多患者。另一方面，国家对胰岛素集采的执行也充分表明了国产胰岛素产品与其原研品没有根本性差异，可进行相互替换，这有利于国产胰岛素产品借助成本、价格优势进一步进行市场渗透。在中国集采执行后，国产企业借助成本、价格优势，以及集采协议医院的快速准入，实现了销量的快速增长。

As a leading domestic manufacturer of insulin products, the Company is continually accelerating its R&D efforts in the field of diabetes. While domestic GLP-1 receptor agonists were introduced to the market relatively late and are still in their nascent stages, they represent a small fraction of the domestic diabetes medication market, yet the potential for growth is significant. The phase IIb clinical trials for the Company's self-developed long-acting GLP-1RA weekly preparation, GZR18, are progressing smoothly in China. In the United States, the Company has officially initiated the phase I clinical trials and has completed the first subject administration. The Company's fourth-generation insulin drug, GZR4, has received approval for phase I clinical trials in the US. In China, the phase I clinical trials are ongoing, with the first participant already dosed. The first subject in the phase Ib clinical study for our innovative pre-mixed dual-insulin formulation, GZR101, has also been dosed. Should these products successfully launch in the market, they are poised to become significant new sources of revenue growth for the Company. In the field of oral hypoglycemics, the Company has independently developed its first oral DPP-4 enzyme inhibitor, selegiline phosphate tablets (甘唐维®), which received market approval in China in June 2022. Since 2012, the global annual sales of selegiline phosphate tablets have consistently ranged between \$3.5 to \$4 billion. In 2021, sales of these tablets in tier-2 hospitals and above across China reached RMB 1.512 billion, showcasing a broad market potential (data sourced from public records).

In May 2022, the government organized the sixth round of centralized volume-based procurement specifically for insulin products, in response to the continuous enhancement and refinement of products in the diabetes sector. This initiative marks a pivotal turning point for China's insulin industry, presenting both significant opportunities and challenges for domestic insulin companies. A notable result of this procurement is that the prices of third-generation insulin products have become comparable to, or even lower than, those of second-generation insulin products. This shift further propels the transition from second to third-generation insulin within China. Gan & Lee, a leading domestic enterprise with years of dedication to third-generation insulin, boasts high product recognition and robust academic promotional capabilities. The Company is poised to harness the benefits of the centralized procurement, accelerating the market adoption of its third-generation products, thereby extending its benefits to a broader patient base. Additionally, the execution of this procurement underscores that there's no fundamental difference between domestic insulin products and their original research counterparts, affirming their interchangeability. This recognition paves the way for domestic insulin products to further penetrate the market, leveraging their cost and pricing advantages. After the rollout of China's centralized procurement, domestic companies, capitalizing on their cost and pricing benefits and rapid hospital admissions through the procurement agreement, have witnessed a surge in sales.

公司积极响应国家号召，全线六款产品在胰岛素集采中高顺位中标，获得首年协议采购量3,533.77万支，共计覆盖医疗机构数量21,000多家。在2023年6月，国家出台胰岛素集采的续约政策，规定了原则上以本医疗机构上一年的协议采购量续签协议，不减少A类中选产品采购量。此政策保障了公司续约年度集采协议量的稳定，为公司在保持现有二三级医院市场稳定增长的同时，继续推行三代胰岛素产品基层化，学术推广基层化的销售策略提供了有力保障。公司在拥有专业且广覆盖的学术团队的基础上，继续提升团队学术推广水平，加大市场推广力度，持续进行市场深耕细作，促使公司销量得到快速增长，特别是公司近两年上市的三款主流胰岛素新产品(锐秀霖®、锐秀霖®30及普秀霖®30)已快速覆盖市场，销量增长显著。本报告期，公司国内制剂产品销量同比增长超104.74%，其中基础(长效)胰岛素产品销量同比增长58.10%，餐时(速效)和预混胰岛素产品销量同比增长167.97%。

随着我国经济发展和人民生活水平的提高，医改政策的逐步推进，各医药企业将更加重视研发创新，研发投入将不断增加。公司作为行业领先、掌握产业化生产重组胰岛素技术的中国企业，具备完整胰岛素研发管线，拥有五款胰岛素类似物产品以及一款人胰岛素产品，产品覆盖长效、速效、预混三个胰岛素功能细分市场，为全球糖尿病患者提供更全面优质的胰岛素产品选择。公司主营降糖产品线全面稳健发力，除已上市、市场成熟的第二、三代胰岛素，正在积极地布局和推进第四代胰岛素以及更前沿的糖尿病治疗相关的药物和疗法。目前，已进入临床阶段的研发项目包括新型预混双胰岛素复方制剂GZR101、第四代胰岛素类似物GZR4和长效胰高血糖素样肽-1 (GLP-1) 受体激动剂类药物GZR18。

随着我国医药产业的不断发展，国际化战略已成为我国药企重要发展

The Company proactively heeded the national call, securing high-ranking bids for all six products in the national insulin centralized procurement program. This resulted in an agreed first-year procurement volume of 35,337,700 units, spanning over 21,000 medical institutions. In June 2023, the State introduced a renewal policy for the insulin centralized procurement. This policy mandates that medical institutions renew their agreements based on the previous year's procurement volume, ensuring no reduction in the purchase of Class A selected products. Such a directive stabilizes the Company's annual procurement volume in subsequent years. It also fortifies our strategy of promoting third-generation insulin products at grassroots levels and bolstering academic outreach, all while sustaining stable growth in second and third-tier hospital markets. With the foundation of a knowledgeable and expansive academic team, the Company has amplified its academic promotional efforts, intensified market outreach, and consistently deepened its market penetration. This approach has catalyzed a swift surge in the Company's sales. Notably, our three newly launched mainstream insulin products in recent years—Raplin®, Raplin®30, and Similin®30—have swiftly captured market share, witnessing a remarkable sales growth trajectory. For this reporting period, the Company's domestic formulation product sales soared by an impressive 104.74% year-on-year. Within this, our basal (long-acting) insulin product sales grew by 58.10% year-on-year, while our mealtime (rapid-acting) and premixed insulin products experienced a 167.97% surge year-on-year.

With the continuous growth of China's economy and the improvement of living standards, combined with the progressive implementation of healthcare reform policies, pharmaceutical companies will increasingly prioritize R&D innovation, leading to consistent growth in R&D investments. Our Company, a frontrunner in the industry and a pioneer in mastering the technology for industrialized production of recombinant insulin in China, boasts a comprehensive insulin R&D pipeline. The Company offers a range of products, including five insulin analogs and one human insulin product, catering to the three functional insulin market segments: long-acting, rapid-acting, and pre-mixed. This diverse portfolio provides diabetic patients worldwide with a broader and superior choice of insulin products. The Company's primary glucose-lowering product line has been advancing robustly. Beyond the mature second and third-generation insulin products available in the market, The Company is actively strategizing and advancing the development of fourth-generation insulin and other cutting-edge diabetes treatments and therapies. The Company's current R&D projects in the clinical phase include GZR101, a novel pre-mixed dual insulin formulation, GZR4, a fourth-generation insulin analog, and GZR18, a long-acting glucagon-like peptide-1 (GLP-1) receptor agonist.

With the continuous development of China's pharmaceutical industry, the internationalization strategy has become one of

战略之一。上半年，公司甘精、赖脯和门冬胰岛素注射液三款生物类似药的上市申请已获得美国FDA正式受理，进入实质审查阶段。这三款胰岛素注射液均是首个在美申报的中国产胰岛素，也是甘李国际化的重要里程碑节点。此外，2023年8月，公司甘精胰岛素注射液生物类似药的上市申请已获得欧洲EMA正式受理，进入科学评估阶段；截至报告披露日，公司赖脯和门冬胰岛素注射液也进入即将向欧洲EMA提交上市许可申请前的最后关键节点，相关资料正按计划积极准备中。除布局欧美市场外，公司在新兴市场布局广泛，且销售增长显著。公司也将继续秉承国际化发展战略，加速推进各产品的欧美研发及注册进程，深化与新兴市场新老客户的销售合作。

the primary development strategies for Chinese pharmaceutical companies. In the first half of the year, the US FDA officially accepted the biologic licencing applications (BLA) for the Company's three biosimilar insulin products: Insulin Glargine Injection, Insulin Lispro Injection, and Insulin Aspart Injection. These are the first Chinese-manufactured insulin products to be submitted for approval in the US and have now entered the substantive review phase. The submission of these three insulin injections in the US represents a significant milestone in Gan & Lee's internationalization journey and for the Chinese pharmaceutical industry at large. Moreover, in August 2023, the Company's application to market a biosimilar version of Glargine Insulin Injection was accepted by the European EMA, and it is now in the scientific evaluation phase. As of the report disclosure date, the Company's insulin products, including Lispro Injection and Aspart Injection, are at the final pivotal stage before submitting their marketing authorization applications to the European EMA. All relevant documentation is being actively prepared as planned. In addition to establishing a presence in the European and US markets, the Company has also expanded extensively into emerging markets, achieving notable sales growth. The Company remains committed to its internationalization strategy, aiming to expedite the R&D and registration processes for its products in Europe and the US, while deepening sales collaborations with both new and existing clients in emerging markets.

(四) 主要业绩驱动因素

公司在研发驱动、成本领先、国际化和人才高地战略的指导下，研发创新成果显著，新产品陆续获批上市，助力公司不断巩固国内行业领先地位。本报告期，公司为降低患者用药负担，持续沿用胰岛素集采的低价策略，在获得良好的市场口碑、巩固了国产胰岛素企业的龙头地位的同时，也极大满足了基层市场的临床胰岛素需求。并在此前良好的市场基础上，以优秀的配套服务和强大的供应保障，持续深挖基层增量市场，加大市场费用投入，不断推进基层市场的三代胰岛素产品对二代胰岛素产品的升级替换。公司借带量采购之势，准入了近万家的医疗机构，并与多方医院成功建立合作关系，市场和医疗机构的多维度覆盖，国内胰岛素制剂产品销量较上年同期实现翻倍增长，特别

(IV) Main performance drivers

Guided by strategies emphasizing R&D innovation, cost leadership, globalization, and talent cultivation, the Company has made significant strides in R&D achievements. New products have been consistently approved for market release, further solidifying our dominant position in the domestic sector. Throughout this reporting period, in an effort to alleviate the medication costs for patients, the Company has steadfastly adhered to a competitive pricing strategy for insulin. This approach not only bolstered our reputation in the market but also reinforced our status as the foremost domestic insulin manufacturer, all while addressing the insulin needs of the grassroots market. Building on this strong market foundation, and backed by exceptional support services and robust supply chain assurances, the Company has delved deeper into the grassroots market, amplifying our marketing investments. The Company has been relentless in its push for the grassroots market to transition from second-generation to third-generation insulin products. Capitalizing on bulk purchasing opportunities, we've gained entry into nearly 10,000 medical institutions and forged successful partnerships with numerous hospitals. This has resulted in a comprehensive coverage across various market dimensions and

是餐时(速效)和预混胰岛素产品的销量增长尤为显著。2023年上半年,公司国内销售收入也较上年同期有大幅增长。

公司在深耕国内市场、不断扩宽销售渠道的同时,持续扩张海外市场,提升公司海外品牌影响力。公司国际团队深入挖掘市场需求和行业动态,与新老客户建立更加紧密的合作关系。本报告期,公司产品在海外新兴市场的订单量增加,国际销售收入较上年同期大幅增长。

以上是公司报告期内业绩的主要驱动因素。未来,公司将继续践行发展战略,借助带量采购的资源优势,推动中国市场第三代胰岛素类似物替换第二代人胰岛素的进程,进一步加快提高公司各产品下沉基层市场的渗透率,以获得更多的市场份额。同时公司将继续坚持研发创新战略,加速推进研发项目工作,不断丰富研发管线,优化产品结构,推动公司可持续的高质量发展。

medical institutions. Consequently, the Company's domestic sales of insulin formulations have witnessed a twofold increase compared to the same period last year, with a notable surge in the sales of mealtime (rapid-acting) and premixed insulin products. In the first half of 2023, the Company's domestic sales revenue saw a significant uptick compared to the corresponding period in the previous year.

While deepening its foothold in the domestic market and continuously broadening its sales channels, the Company is also actively expanding into overseas markets to enhance its international brand influence. The Company's international team has diligently analyzed market demands and industry dynamics, establishing even closer collaborations with both new and longstanding clients. During the reporting period, the Company witnessed a significant uptick in product orders from emerging international markets, resulting in a substantial increase in international sales revenue compared to the same period last year.

The aforementioned factors were the primary drivers behind the Company's performance during the reporting period. In the future, the Company will persist in executing its development strategy. By capitalizing on the resource advantages of bulk procurement, the Company aims to expedite the transition from second-generation human insulin to third-generation insulin analogs in the Chinese market. Moreover, efforts will be intensified to boost the penetration rate of each product into grassroots markets, aiming to secure a larger market share. Concurrently, the Company remains steadfast in its dedication to research and development innovation. There will be an acceleration in R&D initiatives, a continuous enrichment of the R&D pipeline, an optimization of product portfolios, all in pursuit of the Company's sustainable and high-quality growth.

二、报告期内核心竞争力分析

适用 不适用

(一) 技术创新及研发优势

甘李药业作为中国第一家掌握产业化生产重组胰岛素类似物技术的公司,自成立以来,一直秉承“质量第一 永远创新”的企业宗旨,先后研发出多款第三代胰岛素类似物产品,覆盖长效、速效、预混三个胰岛素功能细分市场。在不断突破糖尿病治疗天花板的同时,公司朝着“为人类提供更高质量的药品和服务”的使命砥砺前行,积极投入到肥胖/超重体重管理、降脂等糖尿病相关适应症的药物研发工作中,希望能够为糖尿病患者带来更好的治疗选择。本公

II. Analysis of core competitiveness during the reporting period

Applicable Not Applicable

(I) Technological innovation and R&D advantages

Gan & Lee stands as the pioneer in China to grasp the technology for the industrialized production of recombinant insulin analogs. Since its inception, the company has consistently upheld the corporate principle of "Quality First, Innovation Forever", successfully developing an array of third-generation insulin analogs spanning long-acting, rapid-acting, and premixed insulin functional markets. As the Company persistently pushes the boundaries in diabetes treatment, it remains steadfast in its mission to deliver superior quality medicines and services to humanity. Beyond its commitment to diabetes, Gan & Lee Pharmaceuticals. actively engages in drug research for related conditions such as obesity management and lipid reduction, aiming to present enhanced therapeutic options for those with

司坚持仿创结合，在不断深耕糖尿病以及相关适应症的新药研发领域的同时，其他适应症的药物研发也在进行中。同时，加快推动创新药和仿制药的研发进程，不断丰富化学药、真核及原核蛋白质工程、肿瘤和心血管及代谢病等研发管线，为公司的持续长远发展增加动力。公司通过整合多样的资源，开展密切的国内外交流与合作，进一步提高公司研发实力，为公司长远的持续发展助力赋能。

公司视研发为“可持续发展生命线”，持续加强对药物研究与开发团队的研发投入和能力建设，通过设置博士后科研工作站，与北京大学、清华大学等国家级重点高校博士后流动站联合培养博士后研究人员，提升公司在药物研究领域的学术水平。同时，建立起极具创造力的研发孵化平台，如胰岛素平台、抗体平台、药理毒理平台、分析平台等。经过多年发展，公司已经建立了完善的研发管理体系，涵盖从靶点研究、临床前研究、转化医学研究、临床试验等药物开发全过程，以保障项目实现预期目标。

公司临床团队从临床研究、运营、注册、药物警戒等多个维度主导和支持了多项研发项目，并在国内外将多个项目顺利推进至临床阶段。以肥胖/超重体重管理和2型糖尿病领域的研究药物GZR18为例，该项目于2021年10月获得批准在国内开展临床试验，仅用8个月时间顺利进入了Ib/IIa期临床试验阶段。公司以高效的工作效率，推动项目显著进展。截至报告披露日，GZR101、GZR4、GZR18和GLR1023项目均处于临床试验阶段，并在正常有序的推进中。

2023年上半年，公司自主研发的甘精胰岛素注射液、赖脯胰岛素注射液和门冬胰岛素注射液三款生物类似药上市申请陆续获美国FDA正式受理，进入实质审查阶段。此前，公司在欧美完成的临床比对研究结果表明，这三款生物类似药分别与其

diabetes. Adhering to the mergence of generic with innovative drug development, the Company not only delves deeper into the realm of diabetes and its associated indications but also progresses in the research of medications for other medical conditions. Concurrently, Gan & Lee Pharmaceuticals. expedites the research and development of both innovative and generic drugs, amplifying its R&D portfolio across chemical medicines, eukaryotic and prokaryotic protein engineering, oncology, cardiovascular, and metabolic diseases, thereby fueling its enduring and progressive growth. Through the amalgamation of diverse resources and fostering close collaborations both domestically and internationally, Gan & Lee Pharmaceuticals. is poised to bolster its R&D capabilities, fortifying its trajectory towards sustained long-term growth.

The Company views research and development as the "lifeline for sustainable growth" and continuously strengthens its investment and capability enhancement in the realm of drug research and development. By establishing post-doctoral research stations and collaborating with prestigious national institutions such as Peking University and Tsinghua University for joint postdoctoral training, the Company elevates its scholarly standards in pharmaceutical research. In addition, the Company has set up highly creative R&D incubation platforms, including those for insulin, antibodies, pharmacology-toxicology, and analysis. Through years of progression, the Company has put in place a robust R&D management system that encompasses the entire drug development process, from target identification, preclinical studies, translational medicine research to clinical trials, ensuring the realization of anticipated project outcomes.

The clinical team of the Company has spearheaded and backed multiple R&D initiatives from various facets, including clinical research, operations, regulatory, and pharmacovigilance. Numerous projects have been successfully advanced to the clinical phase both within the country and abroad. A notable example is GZR18, an investigational drug targeting obesity/overweight management and Type 2 diabetes. This project received clearance for clinical trials in China in October 2021 and swiftly transitioned to the phase Ib/IIa clinical trial stage within a mere 8 months. With its efficient work, the Company has achieved remarkable advancements in its projects. As of the report disclosure date, the GZR101, GZR4, GZR18, and GLR1023 projects are all undergoing clinical trials and progressing in a structured and steady fashion.

In the first half of 2023, the US FDA formally accepted the marketing applications for three proposed insulin biosimilars independently developed by the Company: Insulin Glargine, Lispro, and Aspart Insulin Injections. These applications have sequentially entered the substantive review phase. Prior to this, clinical comparison studies conducted in Europe and the United States indicated that these three proposed biosimilars exhibited comparable PK/PD (pharmacokinetics and pharmacodynamics)

原研参照药显示出可比的PK/PD (药代动力学和药效动力学) 特征, 且安全性具有可比性。通过此次在美申报, 公司将进一步为全球更多糖尿病患者带来福音, 提高药品可及性。此外, 2023年8月, 公司甘精胰岛素注射液生物类似药的上市申请已获得欧洲EMA正式受理, 进入科学评估阶段; 截至报告披露日, 公司赖脯和门冬胰岛素注射液生物类似药向欧洲EMA的上市许可申请提交也已进入申请前的最后关键节点。

本公司自主研发的小分子化学仿制药, 磷酸西格列汀片(甘唐维®) 于2022年6月收到国家药监局下发的磷酸西格列汀片《药品注册批件》, 该药物适应症为2型糖尿病。磷酸西格列汀片的获批上市拓展了公司主营降糖产品线, 有利于提升公司在糖尿病用药领域的市场综合竞争力, 巩固公司在国内糖尿病治疗领域的市场领先地位, 为患者提供更多的治疗选择。

凭借专业的研发团队和强大的自主创新研发能力, 自2011年起, 本公司连续获得《高新技术企业证书》。自公司成立以来, 持续提升创新能力并得到多个权威机构和专家的广泛认可, 其中报告期内取得的多项荣誉认证:

- 2023年1月, 公司以在垂直赛道上的市场占有率、研发投入比等多方面的杰出表现, 荣获中国医药生物产业赛道优胜奖;
- 2023年2月, 获得“国家知识产权示范企业”荣誉;
- 2023年3月, 获得“北京医药行业协会第六届理事单位”称号;
- 2023年4月, 获得“通州区医产协同创新基地”称号;
- 2023年4月, 公司荣登“2022中关村上市公司科创100”排行榜。

characteristics and safety profiles to their original reference drugs. By seeking marketing authorization in the US, the Company strives to extend the benefits to a broader population of diabetic patients worldwide, enhancing the accessibility of these medications. Moreover, in August 2023, the Company's application to market a biosimilar version of Glargine Insulin Injection was accepted by the European EMA, and it is now in the scientific evaluation phase. As of the report disclosure date, the Company's insulin products, including Lispro Injection and Aspart Injection, are at the final pivotal stage before submitting their marketing authorization applications to the European EMA.

In June 2022, the National Medical Products Administration (NMPA) granted approval for sitagliptin phosphate tablets (甘唐维®), a self-developed small molecule chemical generic drug by the Company, indicated for the treatment of Type 2 diabetes mellitus. The approval of sitagliptin phosphate tablets broadens the Company's primary product line dedicated to glucose-lowering medications. This advancement strengthens the Company's overall market competitiveness in the diabetes medication sector, solidifies its leading position in the diabetes treatment field within China, and offers patients an expanded range of therapeutic choices.

The Company boasts a dedicated R&D team coupled with robust independent innovation and R&D capabilities. Since 2011, it has consistently been honored with the "Certificate of High and New Technology Enterprise". From its inception, the Company has persistently elevated its innovative prowess, earning extensive recognition from numerous authoritative bodies and specialists. Noteworthy accolades and certifications garnered during the reporting period include:

- In January 2023, the Company clinched the China Pharmaceutical and Biotechnology Industry Circuit Winner Award, attributed to its outstanding achievements in market share and R&D investment ratio within the vertical sector.
- In February 2023, the Company was distinguished with the "National Intellectual Property Demonstration Enterprise" honorary.
- In March 2023, the Company was designated as "The Sixth Governing Unit of the Beijing Pharmaceutical Industry Association".
- In April 2023, the Company was conferred the title of "Tongzhou District Medical-Industrial Collaborative Innovation Base".
- Later in April 2023, the Company proudly secured a position on the "2022 Zhongguancun Listed Companies Science and Innovation 100" ranking.

(二) 全产品线布局优势

胰岛素的发展经历过动物胰岛素(一代,已基本被淘汰)、人胰岛素(二代)和胰岛素类似物(三代)。自上世纪90年代末期胰岛素类似物上市以来,其在全球范围内的销售规模迅速增长。相比于人胰岛素,胰岛素类似物可更好地模拟生理胰岛素分泌,具有显著降低低血糖风险等优势;胰岛素类似物在发达国家市场已较大程度取代了人胰岛素产品。作为行业领先掌握重组胰岛素技术的中国企业,本公司具备完整胰岛素研发管线,拥有五款胰岛素类似物产品以及一款人胰岛素产品,产品覆盖长效、速效、预混三个胰岛素功能细分市场,积极为全球糖尿病患者提供更全面优质的胰岛素产品选择。

公司主营降糖产品线全面稳健发力,除已上市、市场成熟的第二、三代胰岛素,正在积极地布局和推进第四代胰岛素以及更前沿的糖尿病治疗相关的药物和疗法。目前,已进入临床阶段的研发项目包括新型预混双胰岛素复方制剂GZR101、第四代胰岛素类似物GZR4和长效胰高血糖素样肽-1(GLP-1)受体激动剂类药物GZR18。

除上述产品外,磷酸西格列汀片是本公司自主研发的首个口服降糖药。2022年6月,磷酸西格列汀片在国内获批上市,拓展了公司降糖产品线,有利于提升公司在糖尿病用药领域的市场综合竞争力,巩固公司在国内糖尿病治疗领域的市场领先地位。

公司在丰富产品线的同时积极推进产能建设。公司产能扩增项目正在同步有序推进,投产后将为公司产品商业化生产提供强劲保障,助力公司在糖尿病治疗领域的全产品线布局。

(II) Advantages of full product line layout

Insulin development has transitioned from animal insulin (first generation, now largely obsolete), to human insulin (second generation), and then to insulin analogs (third generation). Since the introduction of insulin analogs in the late 1990s, their global sales have witnessed rapid growth. Insulin analogs, in comparison to human insulin, are better equipped to simulate physiological insulin secretion and offer a significant reduction in the risk of hypoglycemia. Consequently, in developed markets, insulin analogs have predominantly supplanted human insulin products. As a frontrunner in China with expertise in recombinant insulin technology, the Company boasts a comprehensive insulin R&D pipeline, inclusive of five insulin analog products and one human insulin product. These products span across three functional insulin segments: long-acting, rapid-acting, and premixed. The Company remains committed to offering a diverse and superior selection of insulin products to diabetic patients globally.

The Company's core glucose-lowering product line has been consistently and robustly expanding. In addition to the already marketed and mature second- and third-generation insulins, efforts are actively underway to advance the fourth-generation insulin and other cutting-edge diabetes-related medications and therapies. Presently, R&D projects that have entered the clinical phase encompass GZR101, a novel premixed dual-insulin formulation, GZR4, a fourth-generation insulin analog, and GZR18, a long-acting glucagon-like peptide-1 (GLP-1) receptor agonist.

In addition to the products mentioned above, the Company has independently developed its first oral hypoglycemic drug, selegiline phosphate tablets. Approved for market release in China in June 2022, this product has broadened the Company's range of hypoglycemic products. Such an advancement is anticipated to boost the Company's comprehensive market competitiveness in the diabetes medication sector and further solidify its leading position in the domain of diabetes treatment within China.

The Company is diligently expanding its product line while advancing capacity development. The capacity expansion project is progressing in a synchronized and orderly fashion. Once operational, it will provide robust support for the commercial production of the Company's diabetes treatment products, bolstering the Company's comprehensive product line positioning in this domain.

(三) 成本领先优势

公司拥有经验丰富的研发和产业化团队，有利于实验室成果快速实现产业化。公司凭借多年的研发及生产经验，打造了技术先进、工艺科学的生产工厂，并持续进行工艺优化，保证公司产品质量安全以及产品成本控制，不断践行公司成本领先战略。公司在为全球糖尿病患者提供更多可及可负担的药品的时候，不断推进国内产业和技术替代进程，以提高国内产品的质量和竞争力，替代进口产品，实现国产化发展的目标，以合理价格保证国内糖尿病患者用药需求、减轻用药负担。

本公司采用全过程控制的策略，将成本控制融入到公司经营活动的各个环节中，从产品研发、材料采购、产品制造到产品销售及售后服务整个链条均进行了全面有效的成本控制。同时，不断完善全链条精益化管控体系，增强了各链条间的黏性，有助于实现公司降本增效的目的。

在带量采购执行后，公司凭借此次带量采购的优势不断提高产品销量，进而提升产能利用率，发挥规模效应，摊薄生产成本，进一步保持并提升成本领先优势。同时，公司通过扩大生产规模、加强生产管理和优化资源配置等有效措施，进一步保证药品质量，提高生产效率，多项并举确保集采量的供应。此外，随着产量的增加，公司单位产品所分摊的固定成本下降，规模效应将会进一步凸显。本公司将凭借成本优势以及规模优势支持公司在市场以及研发方面的持续投入，以更好保障公司的可持续发展。

(四) 国际化战略优势

(III) Cost Leadership

The Company boasts a seasoned R&D and industrialization team, enabling the rapid transition of laboratory findings into industrial applications. Drawing upon years of R&D and production expertise, the Company has established a manufacturing facility equipped with advanced technology and a scientifically grounded process. Continuous process optimization is undertaken to ensure both product quality and cost control, consistently upholding the Company's cost leadership strategy. While providing more accessible and affordable medications to diabetic patients worldwide, the Company remains steadfast in advancing the domestic industry and technology substitution. This initiative aims to elevate the quality and competitiveness of domestic products, supplant imported items, and realize the objectives of domestic development. The overarching goal is to meet the medicinal requirements of domestic diabetic patients while reducing their medication-related financial strain.

The Company adopts a whole-process control strategy, seamlessly integrating cost control into every facet of its operations. Comprehensive and effective cost control measures are applied across the entire spectrum, from product research and development, material procurement, and product manufacturing, to product sales and post-sales services. Moreover, the ongoing refinement of the entire chain's lean control system enhances the cohesion between various operational stages, thereby promoting cost reduction and elevating overall efficiency.

Following the implementation of volume-based procurement, the Company will leverage this strategy to increase product sales volumes. As a result, capacity utilization rates will increase, scale effects will be realized, and production costs will be reduced, thereby maintaining and improving our cost leadership advantages. Furthermore, the Company will take effective measures to ensure drug quality and improve production efficiency by expanding production scale, enhancing production management, and optimizing resource allocation to ensure sufficient supply for volume-based procurement. Moreover, as production volumes increase, the fixed cost per unit will decrease, and the resulting scale effect will be further emphasized. The Company will rely on its cost and scale advantages to drive continuous investments in marketing and research and development, thereby ensuring sustainable growth.

(IV) International strategic advantages

公司与众多国际制药公司在市场投资、本土分销和市场开拓等多个领域携手共进，共同开拓多元化市场。目前，公司海外获批产品的类别包括各类胰岛素原料药、胰岛素制剂、胰岛素注射笔和针头等。未来，公司将持续在全球范围内布局糖尿病治疗全系列产品，有望通过多样化合作，带给全球患者更多高质量的产品和服务。

国际化战略是公司实现“布局全球市场”愿景的重要着力点。本公司自2005年开始推进国际化战略布局，现阶段公司国际化战略为：

1. 占领注册标准高地

本公司立足于生物制剂的研发优势，加速推进研发项目进展。截至报告期末，公司已向美国FDA递交了甘精、赖脯和门冬胰岛素注射液三款生物类似药作为治疗糖尿病的可互换生物类似物的上市申请，并均已获得美国FDA正式受理，进入实质审查阶段。截至报告期末，仅有两款具有可互换性的甘精胰岛素生物类似物在美国获批上市，且尚未有任何一款具有可互换性的赖脯或门冬胰岛素生物类似药在美国获批上市。三款生物类似药的上市申请获得FDA受理是公司的重要里程碑，证明了公司产品质量的硬实力，标志着公司海外研发和申报团队的逐步成熟。

公司将继续加速推进欧美市场的产品战略布局。2023年8月，公司甘精胰岛素注射液生物类似药的上市申请已获得欧洲EMA正式受理，进入科学评估阶段；截至报告披露日，公司赖脯和门冬胰岛素注射液均已分别进入即将向欧洲EMA提交上市许可申请前的最后关键节点，相关资料正按计划积极准备中。公司自主研发的多款新药已进入海内外临床阶段，尤其是第四代胰岛素GZR4新药在美国已获批开展I期临床试验；此外，在中国进行I期临床试验，并完成首例受试者给药。长效GLP-1RA周制剂GZR18在美国正式开启I期临床试验，已完成首例受试者给药，并在国内启动IIb期临床试验。

The Company partners with numerous international pharmaceutical firms in areas such as market investment, local distribution, and market exploration, jointly venturing into diversified markets. Currently, the Company's approved product categories for overseas markets encompass various insulin active pharmaceutical ingredients (APIs), insulin formulations, insulin injection pens, needles, and related products. Moving forward, the Company aims to broaden its range of diabetes treatment products globally, aspiring to provide patients worldwide with an expanded array of high-quality products and services through multifaceted collaborations.

The internationalization strategy is pivotal for the Company to realize its vision of "global business development". The Company initiated its internationalization strategy in 2005, and its present strategy is detailed below:

1. Maintaining high registration standards

Building on its strengths in the research and development of biological preparations, the Company has accelerated the advancement of its R&D projects. By the close of the reporting period, the Company had submitted BLA applications to the US FDA for Glargine, Lispro, and Aspart Insulin Injections as interchangeable biosimilars for the treatment of diabetes mellitus. These applications have been formally accepted by the US FDA and have entered the substantive review phase. As of the end of the reporting period, only two interchangeable Insulin Glargine biosimilars had been approved for marketing in the United States, with no interchangeable biosimilars for Insulin Lispro or Aspart receiving such approval. The acceptance by the FDA of the marketing applications for these three biosimilars marks a significant milestone for the Company, underscoring its robust product quality and signifying the increasing maturity of its overseas R&D and application teams.

The Company remains committed to accelerating its product development and distribution strategy in the European and US markets. In August 2023, the Company's application to market a biosimilar version of Glargine Insulin Injection was accepted by the European EMA, and it is now in the scientific evaluation phase. As of the report disclosure date, the Company's insulin products, including Lispro Injection and Aspart Injection, are at the final pivotal stage before submitting their marketing authorization applications to the European EMA. All requisite materials are being readied in line with the planned schedule. Several of the Company's independently developed drugs have advanced to the clinical stage both domestically and internationally. Of particular note, the fourth-generation insulin, GZR4, has received clearance for phase I clinical trials in the United States. Additionally, phase I clinical trials for this drug have been initiated in China, with the administration successfully completed for the first subject. The long-acting GLP-1RA weekly formulation, GZR18, has commenced its phase I clinical trials in the United States, with the first participant successfully administered. Concurrently, phase IIb clinical trials for this drug have been launched in China.

凭借新兴市场本土企业拥有的优势资源，公司持续推进药品和医疗器械在新兴市场的注册工作，新兴市场也逐渐成为公司布局全球化的重要舞台。截至报告期末，公司胰岛素产品已在19个海外国家累计取得51份药品注册批件，在18个海外国家形成正式商业销售。

2. 全球市场同步开拓

(1) 欧美等发达国家市场：公司与山德士于2018年签订商业和供货协议。协议约定，在三款生物类似药获得批准后，山德士将进行药品在美国、欧洲及其他特定区域的商业运作，由公司负责药物开发(包括临床研究)及供货等事宜。公司甘精、赖脯、门冬三款胰岛素注射液可互换生物类似药上市申请进入FDA实质审查阶段是公司国际化进程的重要一步，同时也是中国胰岛素进军欧美市场过程中又一里程碑式的进步。未来，公司有望凭借在国内糖尿病药物领域多年来的研发、生产、销售经验，通过过硬的产品质量和成本优势抢滩欧美市场。

(2) 新兴市场：公司通过制剂生产本土化和经营本土化这两大战略，积极将优势资源导入新兴国家市场，推动国际业务的快速发展，实现国际化商业版图的扩张。一方面，公司利用各国对药品本土化生产的优惠政策，与当地大型医药企业合作，签订原料药供货协议，通过技术转移实现制剂生产本土化，进一步降低成本，提高产品竞争力。另一方面，公司通过授权当地企业，搭建当地商业分销渠道网络，实现经营本土化，深入挖掘当地市场潜力，提升产品销量，抢占更多的全球市场份额。

Leveraging the advantageous resources possessed by local enterprises in emerging markets, the Company persistently advances the registration of drugs and medical devices in these markets. Emerging markets are progressively becoming a crucial stage for the Company's global expansion. As of the end of the reporting period, the Company's insulin products have obtained 51 drug registration approvals in 19 overseas countries and have established official commercial sales in 18 countries.

2. Synchronous expansion of the global market

(1) Developed markets, such as Europe and the United States: In 2018, Gan & Lee entered into a commercial and supply agreement with Sandoz AG concerning their biosimilars. As stipulated in the agreement, once approved in specific regions including the United States, Europe, and other designated territories, Sandoz will handle the commercial operations of the three Gan & Lee biosimilars. Meanwhile, Gan & Lee remains responsible for their development (encompassing clinical research) and supply. The advancement of Glargine, Lispro, and Aspart Insulin Injections into the FDA's substantive review phase signifies a pivotal step in the Company's journey towards internationalization. It also marks another significant milestone for China's foray into the European and US insulin markets. With its longstanding expertise in the R&D, production, and sales of diabetes medications within China, the Company is poised to make inroads into the European and US markets, backed by its exceptional product quality and cost advantages.

(2) Emerging Markets: Emerging Markets: Gan & Lee strategically focuses on the needs of emerging countries by implementing localized production and operation. This approach accelerates the expansion of their international business and broadens their global market footprint. On one hand, the Company capitalizes on preferential policies for localized drug production in various countries. By partnering with prominent local pharmaceutical entities and entering into API supply agreements, Gan & Lee achieves localized preparation production through technology transfer. This not only reduces costs but also enhances product competitiveness. On the other hand, by granting authorization to local enterprises, the Company establishes local distribution networks and achieves operational localization, delving deep into the potential of local markets. Such initiatives bolster product sales and enable Gan & Lee to secure a larger slice of the global market share.

三、经营情况的讨论与分析

III Discussion and analysis of business conditions

(一) 经营概览

截至2023年6月，国家第六批胰岛素带量采购落地执行已迈入第二年，公司借带量采购之势，快速扩增学术推广团队，在做好二三级医院市场稳定增长的同时，持续不断深耕基层增量市场，加速推进基层市场的三代胰岛素产品对二代胰岛素产品的升级替换。公司的集采战略工作在本报告期内显现出了积极成果，公司国内胰岛素制剂产品销量较上年同期实现翻倍增长，特别是餐时(速效)和预混胰岛素产品的销量增长尤为显著。在国际发展方面，公司紧抓国际化战略不动摇，加大新品海外宣传力度，巩固原有客户合作关系，踏实推进潜在客户的开发和新客户的合作，稳步开拓国际市场。本报告期，公司产品在海外新兴市场的订单量增加，国际销售收入较上年同期大幅增长。2023年上半年，公司实现营业收入122,976.51万元，较上年同期增长47.31%；其中，国内销售收入107,350.25万元，较上年同期增长33.24%；国际销售收入10,799.81万元，较上年同期增长384.07%；国际特许经营权服务收入4,826.46万元，较上年同期增长608.47%。

此外，公司继续加强费用管理，推进降本增效改革。2023年上半年，公司实现归属于上市公司股东的净利润13,415.52万元，与上年同期相比实现扭亏为盈。

(二) 报告期内，公司主要完成和重点开展了以下工作

1. 全力推进药物临床研究，开创疾病治疗新途径

(I) Business overview:

As of June 2023, the Company marked its second year of implementing China's sixth round of volume-based procurement for insulin. Capitalizing on this momentum, the Company swiftly expanded its academic promotion team, deepening its penetration into the grassroots incremental market while ensuring stable growth in the secondary and tertiary hospital sectors. Concurrently, there has been an accelerated shift from second-generation to third-generation insulin products within the grassroots market. The Company's centralized procurement strategy demonstrated positive outcomes during this reporting period. Domestic sales of insulin preparations witnessed a twofold increase compared to the previous year, with a particularly significant surge in the sales of mealtime (rapid-acting) and premixed insulin products. In terms of international expansion, the Company remains steadfast in its commitment to its internationalization strategy. This encompasses bolstering overseas promotions for new products, fortifying relationships with existing clientele, and methodically advancing potential customer outreach alongside fostering new collaborations, all while steadily carving a niche in the global market. During this reporting period, there was a rise in the order volume of the Company's products in overseas emerging markets, resulting in a substantial uptick in international sales revenue compared to the previous year. For the first half of 2023, the Company posted an operating income of RMB 1,229,765,100, marking a 47.31% ascent from the previous year's corresponding period. Of this, domestic sales revenue stood at RMB 1,073,502,500, reflecting a 33.24% growth from the same timeframe last year. International sales revenue amounted to RMB 107,998,100, showcasing a 384.07% spike compared to the prior year. Revenue from international franchise rights services reached RMB 48,264,600, a staggering 608.47% increase from the same period in the preceding year.

Furthermore, the Company has persistently strengthened its expense management and advanced reforms for cost reduction and efficiency enhancement. In the first half of 2023, the Company reported a net profit of RMB 134,155,200 attributable to the shareholders of the listed company, marking a significant turnaround from a loss in the same period of the previous year.

(II) During the reporting period, the company primarily focused on and completed the following tasks:

1. Encourage drug clinical research and develop innovative methods of disease treatment

2023年上半年，公司研发项目累计投入31,818.01万元，占销售收入比重为25.87%。其中，费用化研发投入26,196.30万元，较上年同期增加7.17%，占销售收入比重为21.30%；资本化研发投入5,621.71万元，占研发总投入的17.67%。

研发与创新始终是甘李药业的立身之本，公司在产品开发、技术创新的道路上从未停止前进与探索的步伐。公司坚持自主创新研发，以内生性发展为主要驱动力，在糖尿病治疗领域取得突破性进展的同时，积极投入到其他领域的药物研发，在自身免疫类药物研发领域也布局了研发管线。截至报告披露日，处于临床阶段的研发项目包括长效胰高血糖素样肽-1受体激动剂 (GLP-1RA) 类药物GZR18、第四代胰岛素类似物GZR4、新型预混双胰岛素复方制剂GZR101和单抗生物类似药GLR1023。

(1) GLP-1受体激动剂：

本公司在研I类新药GZR18注射液是一种长效胰高血糖素样肽-1 (GLP-1) 受体激动剂周制剂药物，与人体内源性GLP-1同源性高达94%。GLP-1是一种肠促胰岛素，在血糖升高时，其能够促进胰岛素分泌，并同时抑制胰高血糖素（胰高血糖素促进肝糖原分解和糖异生，促使血糖升高）分泌，从而发挥降血糖作用。

2022年3月，GZR18美国I期临床试验完成首例受试者入组，目前试验主体部分已完成。2022年6月，GZR18临床前相关研究成果已在国际权威学术期刊《欧洲药理学杂志》(European Journal of Pharmacology) 上发表。从研究数据可以明确地看到GZR18在糖尿病动物模型上具有良好的降糖和减重作用，显示出了较好的糖尿病和肥胖症治疗前景。

全球来看，GLP-1产品市场份额增长迅速，截至2022年，其市场份额已

The Company invested RMB 318,180,100 in R&D projects in the first half of 2023, representing 25.87% of the sales revenue. Of this investment, RMB 261,963,000 was allocated to expensed R&D, marking a 7.17% increase compared to the same period the previous year and constituting 21.30% of the sales revenue. Meanwhile, RMB 56,217,100 was capitalized for R&D purposes, making up 17.67% of the total R&D expenditure.

Gan & Lee has consistently anchored its foundation in innovation and research and development (R&D). The Company remains unwavering in its pursuit of product development and technological innovation. Prioritizing independent innovation and R&D, with endogenous growth as its primary driving force, Gan & Lee has achieved significant advancements in the field of diabetes treatment. Concurrently, the Company actively diversifies its drug R&D efforts into other therapeutic areas, establishing a robust R&D pipeline in the autoimmune sector. As of the report disclosure date, the clinical-stage R&D projects encompass GZR18, a long-acting glucagon-like peptide-1 receptor agonist; GZR4, a fourth-generation insulin analog; GZR101, a novel premixed dual insulin formulation; and GLR1023, a proposed monoclonal antibody biosimilar.

(1) GLP-1 receptor agonist: GZR-18:

The GZR18 Injection, a weekly long-acting glucagon-like peptide-1 (GLP-1) receptor agonist, shares 94% homology with human endogenous GLP-1. GLP-1, an incretin, promotes insulin secretion while inhibiting glucagon secretion. Since glucagon facilitates hepatic glycogenolysis and gluconeogenesis, leading to increased blood glucose, GLP-1 consequently has a hypoglycemic effect.

In March 2022, the first subject was dosed in the US GZR18 phase I clinical trial. By June 2022, the pre-clinical research results for GZR18 were published in the esteemed international academic journal, "European Journal of Pharmacology". The data from this research distinctly illustrates GZR18's positive hypoglycemic and weight-reducing effects in diabetic animal models, indicating its promising therapeutic potential for diabetes and obesity.

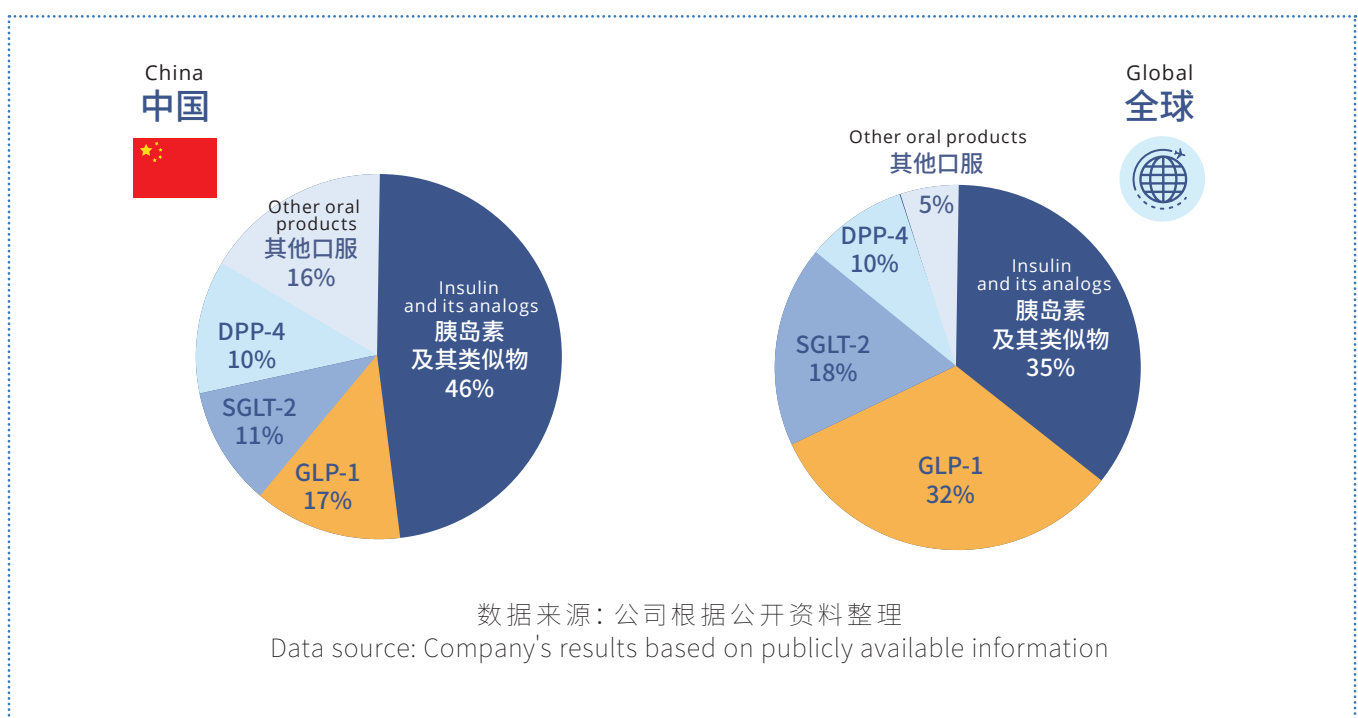
The market share of GLP-1 products is growing rapidly worldwide, as indicated in Figure 3, and is expected to reach 32% by 2022. Furthermore, Frost & Sullivan analysis predicts that the market size

达到32%，详见图3，其市场规模在2030年预计将达到407亿美元(数据来源于弗若斯特沙利文分析)。由于国内GLP-1受体激动剂进入市场时间较晚，仍处于萌芽阶段，占国内糖尿病药物市场比例参照全球市场来看仍然较低，说明中国GLP-1产品的市场发展潜力大。据弗若斯特沙利文分析数据 displays，国内GLP-1受体激动剂市场规模在2030年预计将超过人民币500亿元。

of these products is expected to reach \$40.7 billion by 2030. Given the late entry of domestic GLP-1 receptor agonists into the market, these products are still in their early stages, and their proportion in the domestic diabetes drug market is relatively low compared to the global market. This highlights the significant market potential for GLP-1 products in China. Frost & Sullivan's analysis data suggest that the domestic market for GLP-1 receptor agonists is expected to reach over RMB 500 billion by 2030.

图3: 糖尿病药物市场结构(金额)

Figure 3: Diabetes drugs market structure (Amount)



在国内，2022年6月，公司在国内顺利召开了GZR18的Ib/IIa期临床试验项目研究启动会，适应症为2型糖尿病和肥胖/超重体重管理，并于同年7月完成上述两项Ib/IIa期临床试验的首例受试者给药。2023年5月，公司在肥胖/超重体重管理患者中开展了一项GZR18的Ic期临床研究，进一步探索该药物在减重适应症方向的应

In June 2022, the Company successfully initiated the phase Ib/IIa clinical trial project of GZR18 in China, targeting both Type 2 diabetes and obesity/overweight management. The first subject of these Phase Ib/IIa clinical trials was dosed in July of the same year. In May 2023, the Company launched a phase Ic clinical study of GZR18 among obese/overweight weight management patients, delving into the potential applications of the drug for weight reduction indications. In June of the same year, the Company administered the first dose for the phase IIb clinical trial of GZR18, focusing on

用。同年6月，公司完成了GZR18适应症为肥胖/超重体重管理的IIb期临床试验首例受试者给药。同年8月，公司相继完成了GZR18适应症为2型糖尿病的IIb期临床试验首例受试者给药；这是中国首款与司美格鲁肽注射液（诺和诺德已上市的GLP-1受体激动剂产品，商品名为诺和泰®）头对头评估药物有效性的GLP-1受体激动剂。

应用于超重或肥胖领域的GLP-1RA周制剂，尚处于市场初期阶段。目前，在全球范围内，仅有一款GLP-1RA周制剂在美国、日本和欧洲被批准应用于肥胖或超重成人体重管理，而在中国，还未有相关周制剂产品获批上市。GZR18应用于肥胖/超重体重管理适应症在中国的临床试验获批，标志着公司在肥胖和超重治疗领域临床转化和产业化发展道路上又迈出了关键一步。

(2) 第四代胰岛素类似物：GZR4

GZR4是公司在研的I类创新型治疗用生物制品，属于第四代胰岛素类似物，预期在人体每周皮下注射给药一次，实现平稳控制基础血糖。GZR4有望大幅减少患者的胰岛素注射频率，降低注射恐惧，减轻患者身心负担；在提高用药依从性的同时，提升患者的治疗效果，从整体上改善糖尿病患者的生活质量。

在国内，2022年7月，GZR4临床试验在中国获得批准，获批适应症为糖尿病；2023年4月，公司在2型糖尿病患者中GZR4多次给药的Ib期临床试验已完成首例受试者给药。

在美国，2022年8月，GZR4获得美国FDA的IND批文，正式获批用于开展I期临床试验。

截至报告期末，全球范围内尚未有胰岛素周制剂产品获批上市，公司的GZR4有望为患者提供一种新的治疗选择。

obesity/overweight management. August of the same year, the Company finished administering the first subject in the phase IIb clinical trial of GZR18 for Type 2 diabetes. This marked the inaugural evaluation in China of a GLP-1 receptor agonist's effectiveness, directly compared with the semaglutide injection (a GLP-1 receptor agonist product commercialized by Novo Nordisk as Wegovy®).

GLP-1RA preparations with weekly dosing for overweight or obesity indications remain in their infancy. As of now, only a single weekly GLP-1RA preparation has received approval for weight management in overweight or obese adults across the United States, Japan, and Europe. However, China has yet to approve any such product for the market.

(2) Fourth generation insulin analog: GZR4

GZR4 is a Class 1 innovative therapeutic biological product under development by the Company, belonging to the fourth-generation insulin analogues. It aims to achieve stable control of basal blood glucose levels with a once-weekly subcutaneous administration in humans. GZR4 has the potential to significantly reduce the frequency of insulin injections, diminish injection apprehension, and alleviate the physical and emotional burdens on patients. Furthermore, it seeks to enhance medication adherence, boost treatment outcomes, and overall improve the quality of life for diabetes patients.

In China, the clinical trial for GZR4 was cleared in July 2022, with diabetes as the approved indication. By April 2023, the Company completed the first subject administration in the phase Ib clinical trial of GZR4, involving multiple doses for patients with Type 2 diabetes.

In the United States, GZR4 secured IND clearance from the US FDA in August 2022, granting it official authorization for phase I clinical trials.

As of the end of the reporting period, no insulin weekly preparations have received global approval. The Company's GZR4 stands as a promising new treatment option for patients.

(3) 新型预混双胰岛素复方制剂： GZR101

GZR101注射液是本公司自主研发的新型预混双胰岛素复方制剂，由本公司在研的长效基础胰岛素GZR33 (50%)与速效门冬胰岛素(50%)混合制成，拟用于治疗糖尿病。预期GZR101注射液在每日一次给药的情况下能模拟生理性胰岛素分泌的双相模式，兼顾空腹和餐后血糖控制，平稳降糖，提高血糖控制达标率，同时简化治疗，提高患者依从性和降低治疗负担，优化糖尿病长期管理，有利于降低或延缓并发症的发生。

2022年5月，GZR101临床试验在中国获得批准，获批适应症为糖尿病。2022年7月，公司在国内启动了GZR101的I期临床试验；同年12月，开展Ib期临床试验并完成首例受试者给药。GZR101药物临床试验批准是公司在胰岛素复方制剂的一个重要的突破，将进一步丰富本公司的产品管线。

(4) 单抗生物类似药：GLR1023

公司基于长期战略发展，借助公司在胰岛素的大规模发酵工艺放大、重组蛋白层析纯化、制剂处方工艺开发等方面积累的丰富的研发和GMP生产经验，布局进入单抗药物领域，重点进行大规模动物细胞培养技术的开发。抗药物的生产工序与胰岛素生产工序类似，同样需要经过细胞扩培、发酵培养、多步纯化、制剂灌装等步骤，如抗体药上市生产，将有助于提升公司未来生产线的利用效率。

GLR1023注射液作为公司自主研发的司库奇尤单抗(Secukinumab)生物类似药，是一种全人源重组单克隆IgG1 κ 抗体，其Fab段的抗原结合位点可与人白细胞介素IL-17A特异性结合，抑制它与IL-17A受体相互作用，用于治疗符合系统治疗或光疗指征的成年中度至重度斑块状银屑病。

(3) Novel premixed dual insulin compound formulation: GZR101

The Company has independently developed a novel premixed dual insulin compound preparation, GZR101 Injection. This formulation is produced by combining 50% of the Company's under-research long-acting basal insulin GZR33 with 50% rapid-acting insulin Aspart. The injection is designed for the treatment of diabetes. With once-daily administration, GZR101 Injection is anticipated to simulate the bi-phasic pattern of physiological insulin secretion, addressing both fasting and postprandial glucose control. It aims to smoothly lower glucose levels, enhance the rate of achieving glycemic control, and optimize the long-term management of diabetes, potentially reducing or delaying the onset of complications. Furthermore, GZR101 Injection simplifies the treatment process, heightens patient compliance, and lessens the burden of treatment.

In May 2022, the clinical trial for GZR101 received clearance in China, with diabetes specified as the approved indication. The Company launched the phase I clinical trial for GZR101 domestically in July 2022. By December of the same year, the phase Ib clinical trial was initiated, and the first dose was administered to a participant. The green light for GZR101's clinical trials marks a significant breakthrough for the Company in the realm of insulin compound formulations, further bolstering the Company's product pipeline.

(4) Monoclonal Antibody Biomsimilar: GLR1023

Based on its long-term strategic development, the Company has amassed extensive experience in R&D and GMP production, especially in the areas of large-scale fermentation process amplification for insulin, chromatography purification of recombinant proteins, and formulation process development. The Company has strategically entered the monoclonal antibody domain, placing emphasis on the development of large-scale animal cell culture technology. The production process for antibody drugs mirrors that of insulin, encompassing stages such as cell expansion, fermentation cultivation, multi-step purification, and formulation filling. Launching antibody drug production will enhance the utilization efficiency of the Company's future production lines.

The GLR1023 Injection is a fully human recombinant monoclonal IgG1 κ antibody independently developed by the Company, and is similar in nature to Secukinumab. The Fab segment of the antibody can specifically bind to human interleukin-17A, inhibiting its interaction with IL-17A receptors. It is indicated for the treatment of moderate to severe plaque psoriasis in adults who qualify for systemic therapy or phototherapy.

2023年7月，公司收到国家药监局下发的关于GLR1023注射液的《药物临床试验批准通知书》，获批适应症为治疗符合系统治疗或光疗指征的成年中度至重度斑块状银屑病。GLR1023注射液是公司首个获临床批准的单抗生物类似药。公司将加快对司库奇尤单抗生物类似药(GLR1023注射液)的产品开发，争取早日为广大银屑病患者提供普惠、充足、安全、等效的药物治疗方案，让更多患者受益。

截至报告期末，国内仅有原研厂家诺华生产的司库奇尤单抗注射液获批上市。据美国国家银屑病基金会(National Psoriasis Foundation)数据显示，全球银屑病患者约1.25亿人，全球患病率可达2-3%，男女且全年龄段皆存在患病可能。2022年度，司库奇尤单抗注射液全球销售额为47.88亿美元(数据来源诺华2022年财报)。2019年4月，国家药监局批准司库奇尤单抗用于治疗银屑病。该药物市场增长迅速，2020年和2021年分别在中国境内市场实现了约5亿元和15亿元的销售额；但是，以司库奇尤单抗4.04万元的年治疗费用计算，2021年仅有约3万多名患者足疗程接受司库奇尤单抗治疗；司库奇尤单抗的市场渗透率仍不足1%(数据来源公开资料)。目前，在国内尚未有任何一款司库奇尤单抗注射液的仿制药获批上市。GLR1023注射液具备良好的市场前景和广阔的市场空间，如果获批上市，将丰富公司产品管线，有望提升公司核心竞争力。

2. 强化市场推广精细化管理

公司学术推广团队的壮大，提升了终端市场的覆盖率。尤其在基层市场，公司贯彻落实以价换量的核心思想，利用产品价格优势，做好二代胰岛素的升级工作。在具体执行过程中，以提升基层医生学术水平、解决患者售后问题为目的，以增加患者胰岛素产品的可及性为最终结果，通过开展针对性高、内容

In July 2023, the Company was granted the "Drug Clinical Trial Approval Notice" from the National Food and Drug Administration for GLR1023 Injection. This approval permits its use in the treatment of moderate to severe plaque psoriasis in adults who qualify for systemic therapy or phototherapy. The GLR1023 Injection represents the Company's inaugural approval for a biologic that is analogous to a monoclonal antibody. The Company is committed to expediting the development of products akin to the GLR1023 Injection, specifically those similar to scorgizumab, with the aim of promptly offering psoriasis patients a comprehensive, abundant, safe, and equivalent therapeutic option, thereby extending its benefits to a broader patient population.

By the end of the reporting period, the Scorgizumab Injection, produced exclusively by Novartis, was the only medication of its kind approved for marketing in China. Data from the National Psoriasis Foundation in the United States indicates that approximately 125 million people worldwide suffer from psoriasis, with a global prevalence rate of 2% to 3%. This condition can affect individuals of all genders and age groups. As per Novartis' 2022 financial report, the global sales for the Scorgizumab injection amounted to \$4.788 billion in 2022. In April 2019, China's National Medical Products Administration granted approval for Scorgizumab as a treatment for psoriasis (referred to here as "silver eyebrow disease"). The drug has seen rapid market growth, with sales in China's domestic market reaching approximately RMB 500 million in 2020 and RMB 1.5 billion in 2021. However, given the annual treatment cost of RMB 40,400 for Scorgizumab, only about 30,000 patients received a full course of treatment in 2021. The market penetration rate for Scorgizumab remains under 1% (source: publicly available data). At present, there is no generic version of Scorgizumab Injection that has received marketing approval in China. The GLR1023 Injection presents promising market potential and vast opportunities. If approved for marketing, it will enrich the Company's product portfolio and is anticipated to bolster the Company's core competitiveness.

2. Enhance the delicacy management of market promotion

The expansion of the Company's academic promotion team has bolstered market coverage. In the grassroots market, the Company employs the core strategy of trading quantity for price, capitalizing on product price advantages and effectively promoting the upgrade to second-generation insulin. The execution process focuses on elevating the academic proficiency of grassroots doctors and addressing patient after-sales concerns. This is achieved through targeted and in-depth academic exchanges, product after-sales guidance, and inclusive activities. The ultimate objective is to enhance

深度可达实际应用的学术交流、产品售后指导等普惠活动，提升医生对胰岛素产品的理解与认知，提高医生的诊疗水平，帮助患者普及疾病和治疗知识，做好慢性病管理。在2023年上半年，首先，公司强化推行市场精细化管理，因地制宜的设计基层活动，帮助提高基层医生的学术诊疗水平，提高基层糖尿病患者的疾病知晓率、诊断率、控制率，帮助基层患者在有限的支付能力下享受胰岛素类似物的治疗，改善患者的生活质量。其次，根据各级学术代表的的能力，制定了相应的培训和指导课程，组织各级人员进行产品知识、演讲能力和专业化推广能力的课程培训，提升了公司学术推广团队的专业水平。

公司通过对基层市场的精细化管理，定制不同区域的特色销售策略，以及加强团队的学术推广能力，不断提升市场对公司品牌的认可度，公司产品销量大幅提升。截至本报告期末，公司国内制剂产品销量同比增长104.74%，餐时（速效）和预混胰岛素产品得到迅速放量，销售量同比增长167.97%。随着国内制剂销量的不断增长，收入不断增加，销售费用率进一步降低。

3. 稳步推进国际市场开拓工作

公司的胰岛素生物类似药与进口原研药相比，在保证其安全性和有效性的基础上，具有平价的特性，因此可以在保证药物质量的同时，为患者带来更多选择。在国际合作中，公司以满足患者治疗需求、提升患者药物可及性为宗旨，将本公司胰岛素产品和生产技术导入新兴市场，应用到海外本土化生产，打破了原研药独占市场、患者选择受限的局面。纵然目前国际政局变动，公司依然稳步推进国际市场开拓工作，与海外客户保持紧密沟通洽谈。本报告期内，公司产品在海外新兴市场的订单量增加，国际销售收入较上年同期增长384.07%。

the accessibility of insulin products for patients, deepen doctors' comprehension of insulin products, and elevate their diagnostic and therapeutic capabilities. Furthermore, there is an emphasis on disseminating knowledge about diseases and treatments to manage chronic conditions effectively. In the first half of 2023, the Company prioritized refining market management by tailoring grassroots activities to local needs, thereby enhancing the academic diagnostic and therapeutic proficiency of grassroots doctors. This initiative also aims to boost disease awareness, diagnosis rates, and control rates among grassroots diabetes patients, ensuring they benefit from insulin analogue treatments within their financial means and subsequently elevating their quality of life. Additionally, based on the competencies of academic representatives, training and guidance courses have been curated. These courses encompass product knowledge, oratory skills, and specialized promotional techniques, all aimed at augmenting the expertise of the academic promotion team.

Through meticulous management of grassroots markets, tailoring sales strategies to distinct regions, and bolstering the academic promotional prowess of the team, the Company has continually elevated its brand's market recognition, leading to a substantial surge in product sales. By the conclusion of this reporting period, sales of the Company's domestic preparation products witnessed a year-on-year growth of 104.74%. Furthermore, the sales volume of meal-time (rapid-acting) and premixed insulin products experienced a remarkable year-on-year increase of 167.97%. With the persistent rise in domestic pharmaceutical sales, there is a consistent uptick in revenue, accompanied by a notable decline in the sales expense rate.

3. Advancing international market development work steadily

Compared to imported original drugs, the Company's insulin biomimetic drugs offer affordability without compromising safety and effectiveness. This ensures that patients have more choices while maintaining drug quality. In international collaborations, the Company is dedicated to meeting patients' treatment needs and improving drug accessibility. By introducing insulin products and production technology to emerging markets for localized production, the Company has disrupted the dominance of original drugs, broadening patient options. Despite current international political fluctuations, the Company consistently progresses in its international market endeavors, keeping close ties with overseas clients. During this reporting period, there was an increase in product orders from emerging overseas markets, with international sales revenue witnessing a surge of 384.07% compared to the same period last year. In emerging markets, the Company's insulin products have secured 51 drug registration approvals across 19 countries, leading to commercial

在新兴市场上，公司胰岛素产品已在19个海外国家累计取得51份药品注册批件，在18个海外国家形成正式商业销售。此外，公司甘精、赖脯和门冬三款胰岛素注射液的BLA申请在本报告期陆续获得美国FDA受理，进入实质审查阶段，如获批上市，将为企业在欧美市场的开拓添砖加瓦。此次上市申请的受理增强了公司进军欧美市场的信心，未来也将与合作伙伴山德士持续合作，借助与FDA沟通交流的机会，尽最大努力将甘李胰岛素产品推向世界，惠及更多的糖尿病患者。

长期以来，公司与国际糖尿病联盟(IDF)共同开展了多个海外项目的合作，涵盖患者关怀、药物科普、国际学术交流会议等方面，今年将继续双方的战略合作伙伴关系，支持IDF开展一系列糖尿病相关宣传活动，这将进一步提升公司品牌全球知名度和影响力。2023年6月，本公司参加了美国糖尿病协会(ADA)第83届科学年会，公司在世界最大的国际学术舞台之一以展台的形式亮相，在世界糖尿病治疗领域提升了企业品牌知名度，为公司糖尿病相关产品在欧美市场上市销售做了良好的铺垫。

公司将持续发力海外品牌建设，拓宽海外市场销售渠道，推进公司产品的海外销售覆盖，以期让全球更多的糖尿病患者可以享受到疗效更佳、可负担的胰岛素产品。

4. 在建项目加速推进

为满足公司未来发展战略，提升公司产品技术的竞争能力以及综合研发生产能力，报告期内，公司加速推进各在建项目建设，以增强企业发展后劲满足市场增长需求。

sales in 18 of these nations. Moreover, the BLA applications for the Company's insulin injections - Glargine, Lispro, and Aspart - have been acknowledged by the US FDA in this reporting period and are now under intensive review. If approved, this will significantly contribute to the Company's footprint in the European and US markets. The acceptance of this listing application reinforces the Company's ambition to penetrate the European and US markets. In the future, the Company will continue its collaboration with partner Sandoz, leveraging opportunities to communicate with the FDA, aiming to present Gan & Lee's insulin products globally, benefiting a broader spectrum of diabetes patients.

For a long time, the Company has engaged in multiple overseas projects in collaboration with the International Diabetes Federation (IDF), encompassing areas such as patient care, drug education, and international academic exchanges. This year, the strategic partnership with IDF will persist, supporting a series of diabetes-related promotional activities, further elevating the Company's global brand recognition and influence. In June 2023, the Company marked its presence at the 83rd Annual Scientific Conference of the American Diabetes Association (ADA). By establishing a booth at one of the world's premier academic stages, the Company enhanced its brand visibility in the global diabetes treatment domain, laying a solid foundation for the launch and sale of its diabetes-related products in the European and US markets.

The Company remains committing to fortifying its brand presence overseas, diversifying sales channels in foreign markets, and broadening the overseas distribution of its products. The ultimate goal is to make superior and affordable insulin products accessible to diabetes patients globally.

4. Rapid advancement of current projects

To align with the Company's future development strategy and enhance its product technology competitiveness as well as comprehensive R&D production capability, the Company accelerated the progress of its ongoing projects during the reporting period. This initiative is designed to bolster the Company's developmental momentum and cater to the growing market demands.

随着国内外产品市场的不断扩大，为满足公司日益增长的订单需求，同时也助力公司拓展海外市场，北京总部扩增的制剂车间已于2023年1月通过GMP符合性检查，达到可投产状态。

公司投资建设山东临沂生产基地一期项目作为甘李第二大药品生产基地，是公司部署全球商业化网络的重要一步，依照健全的产品标准、工艺标准、质量标准打造最值得信赖的产品。山东临沂生产基地一期项目包括生物药厂房、化学药品厂房、医疗器械厂房及其他配套设施等。项目建成并投入运营后，计划主要开展糖尿病领域的相关药品、医疗器械等领域的新产品的产业化生产。本报告期内，完成了相关配套设施建设的收尾工作，按照计划积极推进各产线的设备安装、调试及验证工作。

5. 保障供应链平稳运行

随着国家胰岛素集采的落地实施，公司胰岛素产品的市场需求呈迅猛增长态势，对公司供应链的韧性提出了更高的要求。为合理应对市场需求变化，保障产品品质和及时供应，公司积极采取应对措施，通过开展常态化统筹管理和动态监控，科学研判公司产销情况，建立原材料和产成品的安全储备，不断地优化质量管理体系与生产监管模式，并持续完善研供产销一体联动体系，提升供应链上下游的协同效率，以保障供应链的平稳运行。此外，公司制定和修订各类供应链突发情况风险预案，不断提高供应链敏捷性，以对不可预知的需求或供应变化作出迅速反应，并且在反应过程中及时变换行动方向或调整行动策略。对内通过开展精益生产和物料国产化等项目，实施降本增效措施；对外持续加强供应商管理，与优选供应商伙伴开展战略合作，以提升物资的供应保障和成本竞争力。

As the product markets both domestically and internationally continue to expand, the Company sought to address its escalating order demands and further its reach into overseas markets. Consequently, the expanded preparation workshop at the Beijing headquarters successfully passed the GMP compliance inspection in January 2023 and stands poised for production.

The Company's investment in the Phase I project of the Linyi Production Base in Shandong, positioned as the second-largest pharmaceutical production base for Gan & Lee, signifies a pivotal move in the establishment of a global commercial network. This endeavor emphasizes producing products that are highly reliable, adhering to stringent product, process, and quality standards. The Linyi Production Base Phase I project encompasses a biopharmaceutical factory, a chemical drug factory, a medical equipment factory, and other ancillary facilities. Once finalized and operational, the primary objective of this project will be the industrial production of new products in the diabetes-related drug and medical device sectors. During this reporting period, final touches were added to the construction of the associated support facilities, and there was a proactive push for equipment installation, debugging, and verification across all production lines in alignment with the plan.

5. Ensure the seamless operation of the supply chain

The implementation of the national volume-based procurement for insulin has spurred a significant surge in demand for the Company's insulin products, setting higher standards for the resilience of its supply chain. In order to adeptly address market demand fluctuations, guarantee product quality, and ensure timely supply, the Company has actively implemented measures. These encompass a systematic approach to regular management and dynamic monitoring, scientific assessment of production and sales trends, establishment of safety stock for raw materials and finished goods, continuous refinement of the quality management system and production oversight mechanisms, and ongoing enhancement of the integrated system linking research, supply, production, and sales. This holistic approach aims to boost the collaborative efficiency throughout the supply chain, ensuring its stable operation. Additionally, the Company has devised and updated contingency plans for potential supply chain disruptions, consistently elevating its supply chain agility to swiftly react to unforeseen demand or supply shifts, and to pivot or modify strategies as situations evolve. Internally, initiatives such as lean production and material localization are being employed to achieve cost reductions and efficiency gains. Externally, the Company is intensifying its supplier management efforts and forging strategic alliances with select supplier partners to bolster the reliability and cost competitiveness of material procurement.

6. 坚定践行安全发展理念，推动安全生产形势稳定向好

安全是职工生命的保障，是企业发展的前提。甘李药业遵照“安全第一、预防为主、综合治理”的总体方针，坚持以人为本、安全发展理念，强化落实安全生产主体责任，持续推进安全管理体系建设，切实做好安全生产工作，为公司的有序运营提供安全保证。

本报告期，为贯彻落实安全工作，公司结合安全生产标准化和ISO45001职业健康安全管理体系要求，认真落实安全生产法律法规的有关规定，强化落实安全主体责任，严格遵守《中华人民共和国安全生产法》《中华人民共和国职业病防治法》《北京市安全生产条例》等法律法规，完善安全管理体系，制定、修订并落实了10余项安全管理制度，形成平稳的安全生产运行机制。公司以实验室专项整治、双重预防机制建设与隐患排查治理、环保设施安全整治等重点工作为抓手，不断投入、持续优化安全管理措施，为提升本质安全夯实基础。全方位、全过程辨识生产工艺、设备设施、作业环境、人员行为和管理体系等方面存在的安全风险，采用相应的风险评估方法确定安全风险等级，从组织、制度、技术、应急等方面对安全风险进行有效管控，并实施安全风险公告警示。开展安全隐患大排查大整治活动，共进行日常巡查数百余次，专项检查数十次，综合检查数次，对检查发现的隐患实行闭环整改及验收，对于不能立即整改的隐患，要求责任部门采取防范措施后制定整改方案；积极引导并鼓励员工参与排查安全隐患工作，通过开设安全隐患反馈功能等途径，对员工反馈的安全隐患及时处理，为公司员工营造一个安全稳定的工作环境。

6. Firmly implement the concept of safe development and promote the stability and improvement of the safety production situation

Safety is paramount to the well-being of employees and serves as the cornerstone for enterprise development. Gan & Lee adheres to a guiding principle of "Safety First, Prevention as Priority, and Comprehensive Management". The Company upholds a people-centric and safety-driven philosophy, reinforces the implementation of safety production responsibilities, persistently advances the construction of the safety management system, and diligently ensures the safe and orderly operation of its business.

During the reporting period, the Company diligently pursued safety initiatives by aligning its safety production standards with the requirements of the ISO45001 occupational health and safety management system. Adhering to the relevant provisions of safety production laws and regulations, the Company emphasized the importance of safety responsibilities and strictly adhered to the "Safety Production Law of the People's Republic of China", "Occupational Disease Prevention and Control Law", "Beijing Safety Production Regulations", among other legal mandates. More than 10 safety management systems were formulated, revised, and implemented, culminating in a stable safety production operation mechanism. Key areas of focus included laboratory special rectification, the establishment of a dual prevention mechanism, hidden danger investigation and management, and the rectification of environmental protection facilities. Continuous investments were made to optimize safety management measures, laying a robust foundation for enhancing intrinsic safety. Safety risks associated with production processes, equipment, operational environments, personnel behaviors, and management systems were comprehensively identified throughout the entire process. Using appropriate risk assessment methods, safety risk levels were determined and managed from organizational, systemic, technological, and emergency response perspectives. Safety risk announcements and warnings were also implemented. A thorough investigation and remediation of potential safety hazards were conducted, encompassing numerous daily inspections, several specialized checks, and multiple comprehensive evaluations. Identified safety issues underwent a closed-loop rectification and verification process. For hazards that could not be immediately rectified, the responsible departments were tasked with devising a rectification plan after implementing preventive measures. The Company actively guided and encouraged employees to participate in the identification of safety hazards. Through mechanisms like a safety hazard feedback system, reported safety concerns from employees were addressed promptly, aiming to create a secure and stable work environment for all staff members.

为切实有效地开展安全生产工作，增强员工的安全防范意识，提高员工的安全操作技能，报告期内开展了安全用电、应急知识、特殊作业等十余项安全培训，开展有限空间、火灾疏散等多次应急演练，除定期的安全培训外，公司注重日常宣传，通过设置安全宣传投屏、安全文化宣传栏将安全宣传融入员工日常工作，聚焦事故案例、安全知识、消防技能等主题，形成“时时处处见安全”的安全氛围。开展“人人讲安全、个个会应急”主题安全生产月活动，在公共场所等醒目位置，广泛张贴安全横幅、海报等，普及安全知识，创造浓厚的安全文化氛围，同时结合知识竞赛、灭火技能竞赛等形式，增强员工的安全素质与应急处置能力。

7. 人才培养驱动企业发展

应对国内集采政策带来的竞争格局与国外广阔的市场成长空间，我们坚信人才吸引、培养与激励将是甘李转型升级、提质增效、创新驱动的核心抓手之一。

公司秉承“以结果为导向”的人才管理理念，面向不同业务体系员工设计人才培养、绩效激励、晋升激励、奖惩措施等机制。优化绩效管理、晋升与奖惩体系，将绩效与奖惩深度融合，通过对各业务领域业绩突出的员工进行年度表彰、提供晋升机会、设置奖金激励，引导更多员工与公司共同成长，并成为业绩贡献者，为公司的发展创造价值。

公司不断加强文化建设，举办系列文化活动，倡导员工从日常行为表现和工作中做起，成为公司文化的践行者，同时关注员工身心健康，全面开展员工帮扶计划，通过提供心理咨询、健康培训、休闲活动等方式，帮助员工缓解工作压力、提高身体素质，以推进员工拥有良好人际及工作和谐关系，提升工作获得感以及工作效率和生产力。

To ensure effective and practical safe production measures, and to bolster employee safety awareness and operational skills, several safety training sessions were conducted during the reporting period. These sessions spanned topics like safe electricity usage, emergency preparedness, and special operations, among more than ten other safety-related subjects. In addition to these, multiple emergency drills, including those for limited-space and fire evacuation, were carried out. Beyond periodic safety training, the company places significant emphasis on daily safety promotions. This is achieved by integrating safety messages into daily operations through the use of safety projection screens and safety culture display columns. By focusing on themes such as accident case studies, safety knowledge, and fire-fighting skills, an environment where "safety is visible at all times and everywhere" is cultivated. In a bid to further instill safety consciousness, the Safety Month activities were organized under the theme "Everyone emphasizes safety; everyone is prepared for emergencies". Prominent public spaces were adorned with safety banners, posters, and other materials, fostering a pervasive safety culture atmosphere. Coupled with this, activities like knowledge contests and fire-fighting skills competitions were held, aiming to elevate the safety proficiency and emergency handling capabilities of the staff.

7. Talent training drives enterprise development

In response to the competitive landscape shaped by the domestic centralized procurement policy and the vast growth opportunities in overseas markets, it is believed that talent attraction, training, and incentives will be pivotal to Gan & Lee's transformation, enhancement of quality and efficiency, and innovation-driven growth.

Adhering to a "result-oriented" talent management philosophy, the Company has established mechanisms for employee training, performance incentives, promotion motivations, and reward and penalty measures tailored to staff across various business systems. By optimizing the performance management, promotion, and reward and penalty systems, and integrating them closely with performance, outstanding employees in different business domains are recognized annually, given promotion opportunities, and offered bonus incentives. This strategy aims to guide employees to grow in tandem with the Company, become contributors to its performance, and generate value for its development.

The Company consistently strengthens its cultural foundation by organizing a series of cultural activities. Employees are urged to embody the Company's culture through their daily behaviors and work practices. In addition, the Company places a strong emphasis on the mental and physical well-being of its staff, launching comprehensive support programs. These include psychological counseling, health training, and leisure activities, all designed to help employees mitigate work-related stress and enhance physical well-being. Such initiatives aim to cultivate positive interpersonal relationships and harmonious work environments, ultimately boosting job satisfaction, work efficiency, and overall productivity.

公司不断探索组织人才发展的创新实践方式，聚焦面向未来的管理人才发展战略，深度解析公司战略并匹配相应人才项目，培养和吸引具备创新思维、战略规划和业务理解能力的复合型人才。

深度优化“继任者项目”，加大公司中高层管理人员培养力度，提升其战略思维、全球视野、公司治理和影响力，建立起一支能够推动公司发展和组织目标达成，助力公司全球化发展的中高层人才队伍。在继任者项目中设置定制化课程，培养中高层管理人员在应对复杂业务时能够给出实际解决方案的能力。此外，通过增设公司级直播分享会，邀请各部门管理者交流分享其管理实践心得、行业类资讯信息以及战略目标推动进展等等，进一步帮助“继任者们”知晓本公司运营现状和战略方向，提升战略思维及全局观念。

公司依照人才战略规划，构建清晰精准的人才画像，实施符合当代大学生视角的定制化校园招聘，通过课程互动、Open day、项目合作、导师联合等多方位互动，充分实现校企融合，使公司业务端、高校学生端能够互相深刻了解，最终实现高质量、高潜力人才吸引。公司通过未来领袖计划项目 (Future Leaders Program) 培养具有潜力的领导者，在优秀应届博士和硕士中选拔具有发展潜力、商业意识和领导力的高潜人才，培养其成为能引领公司发展、拥有国际视野的菁英人才。公司持续推进菁英人才项目，深度贴合业务需要及培养路径，辅助校招生快速适应工作环境，了解公司文化，知晓未来发展路径，树立明确的发展目标，同步推进“高级研修班”授课，帮助研发及各类人才有针对性提升业务知识，借助数字化学习方式让员工拥有多元化学习发展平台，实现复合型能力和个人价值的提升。

The Company consistently delves into innovative approaches for organizational talent development. Concentrating on a forward-looking management talent development strategy, it deeply interprets the Company's strategy, aligns it with relevant talent initiatives, and nurtures and attracts multifaceted talents endowed with innovative thinking, strategic planning, and profound business comprehension.

To promote the Company's development and organizational goals and support its global expansion, it is imperative to enhance the strategic thinking, global vision, corporate governance, and influence of middle and high-level managers. By deeply optimizing the "Successor Project", a team of mid-to-high-level talent capable of driving the Company's success will be established. Customized courses within the "Successor Project" are designed to equip middle and senior managers with the ability to provide practical solutions when navigating complex business challenges. Additionally, company-level live broadcast sharing sessions will be introduced, allowing managers from various departments to exchange and share insights on management practices, industry news, and progress in strategic goal implementation. Such initiatives ensure that "successors" are well-informed about the Company's current operations and strategic direction, further enhancing their strategic thinking and holistic perspective.

In line with the Company's talent strategic planning, a clear and precise talent profile has been established, tailoring campus recruitment to the perspective of contemporary college students. Through various interactions, including course interaction, Open Day, project collaboration, and mentor partnerships, a comprehensive integration between academia and enterprise is achieved. This approach ensures that both the Company's business side and the student side gain a profound understanding of each other, ultimately attracting high-quality, high-potential talents. Through the "Future Leaders Program", potential leaders are cultivated by selecting high-potential individuals with development prospects, business acumen, and leadership capabilities from among the outstanding recent PhD and Master's graduates. The Company remains committed to advancing its elite talent program, which is closely aligned with business needs and training trajectories. This program aids new campus hires in swiftly adapting to the workplace, familiarizing themselves with the company culture, recognizing future development avenues, and establishing clear developmental objectives. Concurrently, "advanced research classes" are offered to specifically enhance the business knowledge of R&D and various other talents. Leveraging digital learning tools, employees are presented with a multifaceted learning and development platform, fostering the enhancement of their composite skills and personal value.

四、可能面对的风险

1. 行业政策风险

医药产业是我国重点发展的行业之一，同时也是受到国家强监管的行业。随着国家医药卫生体制改革的不断深入和社会医疗保障体制的逐步完善，我国相继发布了多个医药行业重磅政策，例如：仿制药一致性评价、药品和医用耗材的集中带量采购、医保药品目录动态调整等政策。

公司积极响应国家为民降费的号召，在集采中全线六款产品高顺位中标，公司最终获得首年协议采购量3,533.77万支（首次报量1,664.18万支、获得分量1,869.59万支）。截至2023年5月份，国家组织的胰岛素专项带量采购已在各省（自治区、直辖市）落地执行一年左右，目前各区域正在根据国家的指导意见，陆续制定并发布本省（自治区、直辖市）政策，鉴于首年因胰岛素代际升级导致二代胰岛素产品执行进度缓慢的问题，在续签第二年度时考虑到此情况仍有可能造成医疗机构不能如期完成协议采购量，造成公司销量增长不达预期。

应对措施：密切关注医药行业的政策发展趋势，及时调整企业经营策略，积极应对行业政策变化。具体措施如下：(1) 除自主研发新药外，积极寻找外部优质标的进行引进，扩充产品线。(2) 对成本和质量进行精细化管理，通过降本增效应对胰岛素专项集采带来的产品价格下行趋势。(3) 加速对胰岛素带量采购中新准入的医疗机构的覆盖，加强对国家胰岛素集采执行的相关政策要求的宣讲，积极促进医疗机构及医生对公司产品知识的了解，协助医疗机构如期完成集采的协议采购量。(4) 加快产品通过欧美国家认证，开拓公司新的利润增长点。

IV Possible risks

1. Industry policy risk

The pharmaceutical industry is one of the key development industries in China, and is also subject to strong national regulation. With the continuous reform of the national medical and health system and the gradual improvement of the social medical security system, China has issued a number of major policies in the pharmaceutical industry, such as: the consistency evaluation of generic drugs, volume-based centralized procurement of drugs and medical supplies, dynamic adjustment of the medical insurance drug catalog, and other policies.

The Company actively responded to the call of the state to reduce the cost for the people and won the tender with high ranking for the whole line of six products in the centralized procurement, and the Company finally obtained the first year agreed procurement volume of 35,337,700 units (the first quoted volume of 16,641,800 units and obtained the sub-volume of 18,695,900 units). Up to May 2023, the national insulin-specific volume-based centralized procurement has been implemented in each province (autonomous region and municipality directly under the central government) about one year. The regions are now formulating and publishing their own provincial (autonomous regions and municipalities directly under the central government) policies in accordance with national guidance. Due to the slow implementation of second-generation insulin products in the first year as a result of insulin generation upgrading, the renewal of the contract for the second year took into account the fact that this situation may still result in the medical institutions not being able to complete the agreed procurement volume on schedule, which resulted in the Company's sales volume growth falling short of expectations.

Measures: Pay close attention to the policy trends of the pharmaceutical industry, adjust the business strategy in a timely manner, and actively respond to changes in industry policies. Specific measures are as follows: (1) In addition to independent R&D of new drugs, the Company will actively seek external high-quality bids for introduction to expand its product line. (2) Refine the management of cost and quality, and respond to the downward trend of product price brought by the special collection of insulin by reducing cost and increasing efficiency. (3) Accelerate the coverage of newly admitted medical institutions in insulin volume-based centralized procurement, strengthen the promotion of the policy requirements related to the implementation of insulin centralized procurement, actively promote the knowledge from medical institutions and doctors about the Company's product knowledge, and assist medical institutions to complete the agreed procurement volume of the centralized procurement as scheduled. (4) Accelerate the speed of getting certification of products in European Union and the United States to develop new profit growth points for the Company.

2. 集采中选产品供应风险

按照《全国药品集中采购文件(胰岛素专项)》要求,如产品中选企业不履行供货承诺,影响到临床使用或中选产品发生严重质量问题等情况,相关企业将被列入“违规名单”,可能会取消该企业的申报资格或取消该企业的中选资格,同时视情节轻重取消企业或所涉胰岛素产品在列入“违规名单”之日起2年内参与各地药品集中采购活动的资格。

公司在胰岛素带量采购中,获得较高的协议采购量,如果公司受国际政局变动、汇率波动较大等影响,产品的原料耗材供应出现问题、产能安排不足或供应的产品出现重大质量问题,都可能造成集采中选产品的供应风险。如公司出现上述问题,将可能面临进入违规名单的风险,导致公司损失相关的市场份额,经营业绩产生大幅波动。

应对措施:(1)公司进一步推进原料耗材的国产化进程,以应对国际供应的不稳定。(2)公司不断强化推进产能升级及供应保障工作,合理进行存货储备。(3)开展精益生产活动,提升供应链韧性,以集采中标产品供应为第一要务,确保高效生产、质量第一、供应稳定。(4)同时加速推进产能增量项目建设,提升公司产能规模。

3. 收入结构单一、技术迭代风险

公司依靠自有核心技术和研发力量,专注于糖尿病治疗领域,公司营业收入主要来自胰岛素制剂及胰岛素干粉的销售收入。专注于糖尿病治疗领域使得公司具有显著的产品技术优势,但也使得公司面临收入结构单一的风险。

若在基础研究和应用转化领域出现颠覆性创新技术,有可能促使安全性、有效性更高的创新药研发上市,

2. Supply risk of products selected in centralized procurement

In accordance with the requirements of the *National Centralized Drug Procurement Document (Insulin Specific)*, if the selected enterprises do not fulfill their supply commitments, which affects clinical use or serious quality problems occur in the selected products, the relevant enterprises will be included in the "Violation List" and may be disqualified from application or selection. Depending on the severity of the case, the enterprise or the insulin products involved will be disqualified from participating in the centralized procurement activities of the local drug market within two years from the date of inclusion in the "Violation List".

The Company has achieved a higher agreed procurement volume in insulin volume-based centralized procurement. If the Company is affected by turbulent international political circumstances, high fluctuations in exchange rates, etc., problems in the supply of raw materials and consumables for its products, insufficient capacity arrangements or major quality problems with the products supplied, all of which may result in supply risks for the products selected in the centralized procurement. If the Company has the above problems, it may face the risk of entering the violation list, resulting in the loss of relevant market shares and significant fluctuations in operating results.

Measures: (1) The Company further promotes the localization process of raw materials and consumables to cope with the instability of international supply. (2) The Company continues to strengthen its efforts to promote capacity upgrade and supply assurance, and to reasonably carry out inventory reserves. (3) Carry out lean production activities, improve the resilience of the supply chain, and take the supply of the products won in the centralized procurement as the first priority to ensure efficient production, quality first, and stable supply. (4) At the same time, accelerate the construction of capacity increment projects to enhance the scale of the production capacity.

3. Single revenue structure and technology iteration risk

The Company relies on its own core technology and R&D strength, focusing on the field of diabetes treatment. The Company's operating revenue mainly comes from the sales of insulin drug products and active pharmaceutical ingredients. Focusing on diabetes therapy gives the Company a significant product technology advantage, but also exposes the Company to the risk of a single revenue structure.

If there is a disruptive innovation technology in the field of basic research and application transformation, it may promote the development and marketing of innovative drugs with higher safety and efficacy, which will have a potential impact on the

将对现有上市产品造成潜在冲击，使胰岛素制剂的需求大幅减少，进而对公司经营业绩产生较为不利的影响。此外，糖尿病海外市场规模不容小觑，而公司目前营业收入主要来源于国内销售收入，国际销售收入占营业收入比重较小，不利于企业做大做强。

应对措施：(1) 公司加强研发创新能力，在研究糖尿病的形成机理和药物作用机理、探索全新靶点、在药物设计、临床试验等多方面持续发力，促进新型降糖药物的快速转化落地。(2) 公司积极拓展海外业务，加强与海外客户的合作，提高国际业务收入占营业收入的比重。(3) 公司加强与高校、研究所的产学研合作，布局肿瘤、自身免疫疾病等多个领域的治疗药物，丰富公司产品管线，优化公司的收入结构，保障公司盈利能力的持续性和稳定性。

4. 创新药研发面临不确定性的风险

新药研发具有研发周期长、研发投入高、成功机率低等特点。从创新药物的前期研发、临床试验到投产上市，每一环节都有可能面临失败风险。此外，考虑到新药研发周期过长，未来产品上市可能面临市场竞争的不确定性，若公司开发的新药不能适应不断变化的市场需求或者新药上市后面临更加激烈的市场竞争环境，将对公司经营业绩的成长性和盈利能力的持续性产生不利影响。

应对措施：(1) 公司一方面结合当前的国内临床需求，在国际新药产品的基础上，开发药效和安全性相似的Me Too新药或更好的Me Better新药；一方面利用公司的研发平台优势，逐步尝试I类新药的研发。(2) 建立科学的决策体系。公司充分发挥在新药研发的经验，及时掌握科技前沿技术，保证项目决策过程的科学化，以便做出正确的决策。(3) 公

currently marketed products, greatly reduce the demand for insulin drug products, and then have an adverse impact on the business performance of the Company. In addition, the scale of overseas market of diabetes should not be underestimated, while the Company's current operating income is mainly from domestic sales, and the proportion of international sales revenue in operating income is small, which is not conducive to the expansion and strength of the Company.

Measures: (1) The Company strengthens the ability of research and innovation, makes continuous efforts in the study of the formation mechanism of diabetes and drug action mechanism, exploring new targets, drug design and clinical trials, and promotes the rapid transformation and landing of new hypoglycemic drugs. (2) The Company actively expands overseas business, strengthens cooperation with overseas customers, and increases the proportion of international business revenue in operating income. (3) The Company strengthens industry-university-research cooperation with universities and research institutes, lays out therapeutic drugs in multiple fields such as tumor and autoimmune diseases, enriches the Company's product pipeline, optimizes the Company's income structure, and ensures the sustainability and stability of the Company's profitability.

4. The risk of uncertainty in the development of innovative drugs

New drug R&D has characteristics of long R&D cycle, high R&D investment and low chance of success. From the pre-development of innovative drugs, clinical trials to the production and market launch, each step of the process may face the risk of failure. In addition, considering the long R&D cycle of new drugs, future product launches may face the uncertainty of market competition. If the new drugs developed by the Company cannot adapt to the changing market demand or face a more competitive market environment after the launch of new drugs, the growth of the Company's operating results and the sustainability of its profitability will be adversely affected.

Measures: (1) The Company on the one hand is developing new drugs, Me Too with similar efficacy and safety or Me Better new drugs, considering current domestic clinical needs and based on international new drug products; on the other hand, it tries to develop a new class of drugs by taking advantage of the Company's R&D platform. (2) The Company establishes a scientific decision-making system. The Company gives full play to its experience in new drug R&D and keeps abreast of the frontier technology to ensure the scientific decision-making process of the project in order to make the right decision. (3)

司对研发项目前期(例如赛道选择、研发周期、费用等投入和经济效益产出评估、行业政策趋势对新药收益的影响、新药使用技术的迭代情况等)和关键节点进行技术评估和 risk 管控,在研发项目进行过程中及时跟踪,把握研发过程中的重大节点,降低研发风险。(4)公司积极寻找契合未来发展战略的优质资源,与具有互补性的、具有一定盈利能力的、具有前沿技术优势的生物药研发创新企业进行合作,进而增强企业研发能力,扩充产品管线,持续提高企业核心竞争力。(5)公司评估研发各环节的投入产出比,将低附加值的研发环节进行外包,并做相应的组织架构调整,以加快新药上市进程。

The Company conducts technical assessment and risk control at the preliminary stage of R&D projects (e.g. track selection, R&D cycle, cost and other input and economic benefit output assessment, impact of industry policy trends on new drug revenue, iterations of new drug use technologies, etc.) and at key nodes, and follow up in a timely manner during the course of R&D projects to grasp major nodes in the R&D process and reduce R&D risks. (4) The Company actively seeks high-quality resources that fit its future development strategy and cooperates with innovative biopharmaceutical R&D companies with complementary and profitable capabilities and cutting-edge technological advantages, thereby enhancing its R&D capabilities, expanding its product pipeline and continuously improving its core competitiveness. (5) The Company evaluates the input-output ratios of various R&D segments, outsources low value-added R&D segments, and makes corresponding organizational restructuring to accelerate the process of bringing new drugs to market.

环境与社会责任

ENVIRONMENTAL AND SOCIAL RESPONSIBILITY



第五节 环境与社会责任

SECTION V ENVIRONMENTAL AND SOCIAL RESPONSIBILITY

一、环境信息情况

(一) 属于环境保护部门公布的重点排污单位的公司及其主要子公司的环保情况说明

报告期内，公司持续贯彻落实绿色发展理念，大力推进生态文明建设，强化综合治理措施，落实目标责任，推进清洁生产，扩大绿色植被，努力打造绿色药企，提升企业可持续发展竞争力。报告期内，甘李药业股份有限公司、甘李药业山东有限公司均属于环境保护部门公布的重点排污单位。

1. 排污信息

(1) 甘李药业股份有限公司：

a 主要污染物及特征污染物：化学需氧量、氨氮、氮氧化物、挥发性有机物。

b 排放方式：废水经北京总部厂区污水处理站处理至接管标准后，进入潮县镇污水处理厂集中处理。

废气经废气污染防治设施处理后，通过10米及以上高度排气筒排放（除食堂废气排放口高度为10米外，其他均15米以上）。

c 排放口数量和分布情况：全厂设废水排放口1个，位于北京总部厂区西厂界；生活污水排放口1个，位于北京总部厂区南厂界；雨水排放口4个，位于北京总部厂区内。

全厂设废气排放口13个，位于北京总部厂区内。

I Environmental Information

(I) Explanation of the environmental protection status of companies and their important subsidiaries that are key emission units announced by the environmental protection department

During the reporting period, the Company continued to implement the concept of green development, vigorously promote the construction of ecological civilization, strengthen comprehensive treatment measures, implement target responsibilities, promote cleaner production, expand green vegetation, strive to build a green pharmaceutical enterprise, and improve the competitiveness of sustainable development of enterprises. Gan & Lee Pharmaceuticals. and Gan & Lee Pharmaceutical Shandong Co., Ltd. are both critical pollutant discharge units announced by the environmental protection department during the reporting period.

1. Information on pollutant discharge

(1) Gan & Lee Pharmaceuticals.:

a Major and characteristic pollutants: Chemical Oxygen Demand (COD), Ammonia Nitrogen (AN), Nitrogen Oxides (NOx), Volatile Organic Compounds (VOC).

b Discharge methods: Wastewater is treated to the take-over standard by the wastewater treatment station of Beijing headquarters plant, and then enters Huoxian Town Wastewater Treatment Plant for centralized treatment.

After being treated by the exhaust gas pollution prevention and control facilities, the exhaust gas will be discharged through the exhaust pipe with a height of 10 meters and above (except for the height of the canteen exhaust vent, which is 10 meters, the others are 15 meters and above).

c Number and distribution of discharge ports: The site has one wastewater port, located at the west boundary of the Beijing headquarters plant; one domestic sewage port, located at the south boundary of the Beijing headquarters plant; and four rainwater ports, located within the Beijing headquarters plant.

The whole factory sets up 13 waste gas pipes, which are located in the Beijing headquarters plant.

- d 主要污染物及特征污染物排放浓度和总量：化学需氧量平均排放浓度27.1592mg/L，2023年上半年排放总量10.22吨；氨氮平均排放浓度2.9863mg/L，2023年上半年排放总量1.13吨；氮氧化物平均排放浓度28.8810mg/m³，2023年上半年排放总量1.50吨；挥发性有机物(以非甲烷总烃计)平均排放浓度3.1300mg/m³，2023年上半年排放总量0.0144吨。
- e 执行的污染物排放标准：废水污染物排放主要执行《水污染物综合排放标准》(DB11/307-2013)排入公共污水处理系统的水污染物排放限值，化学需氧量≤500mg/L、氨氮≤45mg/L。
- 锅炉废气污染物排放执行《锅炉大气污染物排放标准》(DB11/139-2015)，氮氧化物≤80mg/m³ (2017年3月31日前的新建锅炉)，氮氧化物≤30mg/m³ (2017年4月1日起的新建锅炉)；挥发性有机物，以非甲烷总烃、总挥发性有机物进行表征，作为污染控制项目。其中非甲烷总烃排放执行《大气污染物综合排放标准》(DB11/501-2017)，非甲烷总烃≤20mg/m³；总挥发性有机物排放执行《制药工业大气污染物排放标准》(GB37823-2019)，总挥发性有机物≤100mg/m³。
- f 核定的排放总量：化学需氧量5,940吨/年、氨氮534.6吨/年、氮氧化物4.941505吨/年、挥发性有机物0.027吨/年。
- (2) 甘李药业山东有限公司：
- a 主要污染物及特征污染物：化学需氧量、氨氮、氮氧化物、挥发性有机物、总氮、总磷。
- d Emission concentrations and totals of major pollutants and characteristic pollutants: The average Chemical Oxygen Demand (COD) emission concentration is 27.1592mg/L, and the total emissions in the first half of 2023 are 10.22 tonnes; the average emission concentration of Ammonia Nitrogen (AN) is 2.9863mg/L, and the total emissions in the first half of 2023 are 1.13 tonnes; the average emission concentration of Nitrogen Oxides (NOx) is 28.8810mg/m³, and the total emissions in the first half of 2023 are 1.50 tonnes; average emission concentration of Volatile Organic Compounds (VOC, in terms of total non-methane hydrocarbons) is 3.1300mg/m³, and the total emissions in the first half of 2023 are 0.0144 tonnes.
- e Pollutant discharge standards implemented: The discharge of wastewater pollutants mainly implements the "Integrated Discharge Standard for Water Pollutants" (DB11/307-2013) discharge limits for water pollutants discharged into the public sewage treatment system, with COD ≤ 500mg/L and AN ≤ 45mg/L.
- The emission of boiler emissions of pollutants is implemented in the "Emission Standards for Boiler Air Pollutants" (DB11/139-2015), with NOx ≤ 80mg/m³ (new boilers before 31 March 2017) and NOx ≤ 30mg/m³ (new boilers from 1 April 2017); VOCs, characterized by total non-methane hydrocarbons and total VOCs, are used as pollution control items. Among them, the emission of non-methane total hydrocarbons is implemented in the "Comprehensive Emission Standards for Air Pollutants" (DB11/501-2017), with non-methane total hydrocarbons ≤ 20mg/m³; the emission of total VOCs is implemented in the "Emission Standards for Air Pollutants in Pharmaceutical Industry" (GB37823-2019), with total VOCs ≤ 100mg/m³.
- f Total authorized emissions: Chemical Oxygen Demand (COD): 5,940 tonnes/year, Ammonia Nitrogen (AN): 534.6 tonnes/year, Nitrogen Oxides (NOx): 4.941505 tonnes/year, Volatile Organic Compounds (VOC): 0.027 tonnes/year.
- (2) Gan & Lee Pharmaceutical Shandong Co., Ltd.:
- a Major and characteristic pollutants: Chemical Oxygen Demand (COD), Ammonia Nitrogen (AN), Nitrogen Oxides (NOx), Volatile Organic Compounds (VOC), Total Nitrogen (TN), and Total Phosphorus (TP).

b 排放方式：废水经厂区污水处理站处理至接管标准后，排放至城市污水管网，再由经济技术开发区污水处理厂集中处理。

废气经废气污染防治设施处理后，通过15米及以上高度排气筒排放。

c 排放口数量和分布情况：全厂设废水排放口1个，位于山东厂区西南厂界；全厂设雨水排放口1个，位于山东厂区南侧。

全厂设废气排放口14个，全部位于山东厂区内。

d 主要污染物及特征污染物排放浓度和总量：化学需氧量平均排放浓度12.0000mg/L，2023年上半年排放总量2.68吨；氨氮平均排放浓度0.2420mg/L，2023年上半年排放总量0.05吨；总磷平均排放浓度0.2000mg/L，2023年上半年排放总量0.04吨；总氮平均排放浓度5.4500mg/L，2023年上半年排放总量1.22吨；氮氧化物平均排放浓度33.8333mg/m³，2023年上半年排放总量0.88吨；挥发性有机物(以非甲烷总烃计)平均排放浓度2.1806mg/m³，2023年上半年排放总量0.0994吨。

e 执行的污染物排放标准：废水污染物排放主要执行《污水排入城镇下水道水质标准》(GB/T31962-2015)排入公共污水处理系统的水污染物排放限值，化学需氧量≤420mg/L、氨氮≤40mg/L、总氮≤50mg/L、总磷≤6mg/L。

b Discharge methods: After being treated by the sewage treatment station in the factory area to the standard of takeover, the wastewater is discharged into the urban sewage pipeline network and then centrally treated by the sewage treatment plant in the Economic and Technological Development Zone.

After being treated by exhaust gas pollution prevention and control facilities, the exhaust gas is discharged through an exhaust funnel with a height of 15 meters or more.

c Number and distribution of discharge ports: The site has one wastewater port, located at the southwest boundary of the Shandong plant; and one rainwater ports, located within the Shandong plant.

The whole factory sets up 14 waste gas pipes, which are located in the Shandong plant.

d Emission concentrations and totals of major pollutants and characteristic pollutants: The average Chemical Oxygen Demand (COD) emission concentration was 12.0000mg/L, and the total emissions in the first half of 2023 were 2.68 tonnes; the average emission concentration of Ammonia Nitrogen (AN) was 0.2420mg/L, and the total emissions in the first half of 2023 were 0.05 tonnes; the average emission concentration of Total Phosphorus (TP) was 0.2000mg/L, and the total emissions in the first half of 2023 were 0.04 tonnes; the average emission concentration of Total Nitrogen (TN) was 5.4500mg/L, and the total emissions in the first half of 2023 were 1.22 tonnes; the average emission concentration of Nitrogen Oxides (NOx) was 33.8333mg/m³, and the total emissions in the first half of 2023 were 0.88 tonnes; average emission concentration of Volatile Organic Compounds (VOC, in terms of total non-methane hydrocarbons) was 2.1806mg/m³, and the total emissions in the first half of 2023 were 0.0994 tonnes.

e Pollutant discharge standards implemented: Wastewater pollutant discharge mainly implemented the water pollutant discharge limits for discharge into the public sewage treatment system under the Waterwaste Quality Standards for Discharge to Municipal Sewers (GB/T31962-2015), with COD≤420mg/L, AN≤40mg/L, TN≤50mg/L, and TP≤6mg/L.

锅炉废气污染物排放执行《锅炉大气污染物排放标准》(DB37/2374-2018), 氮氧化物 $\leq 100\text{mg}/\text{m}^3$; 挥发性有机物执行《挥发性有机物排放标准第6部分: 有机化工行业》(DB37/2801.6-2018), 挥发性有机物 $\leq 60\text{mg}/\text{m}^3$ 。

f 核定的排放总量: 化学需氧量: 180.56吨/年、氨氮8.55吨/年、总氮21.49吨/年、总磷2.58吨/年、氮氧化物6.656吨/年、挥发性有机物14.45吨/年。

2. 防治污染设施的建设和运行情况

(1) 甘李药业股份有限公司:

污水处理站位于北京总部厂区西侧, 分为清/重污处理系统, ①设备冷却水、水机浓水等清污单独收集调节pH检测合格后进行排放, 设计处理能力 $1,800\text{m}^3/\text{d}$, 处理工艺为: 收集系统-pH调节-终端排放; ②发酵废水、溶剂废水等各类重污单独收集, 先经过不同的预处理工序, 再调节水质进入生化系统处理, 处理完毕检测合格后进行排放, 设计处理能力 $800\text{m}^3/\text{d}$, 处理工艺为: 收集系统-预处理-两级AO生化处理-终端排放。

公司采用除菌过滤-碱液吸收装置, 对发酵生产尾气进行处理; QC实验室与灭菌废气采用活性炭吸附装置进行处理; 食堂废气采用油烟净化器进行处理; 盐酸配置废气采用碱液吸收装置进行处理; 尿素打包车间废气采用水吸收方法进行处理; 原料罐区物料储存、装卸废气采用活性炭吸附装置进行处理; 发酵液接收池废气采用碱液吸收-活性炭吸附装置进行处理。

Boiler exhaust pollutant emissions implemented under the Emission Standard of Air Pollutants for Boiler (DB37/2374-2018), with $\text{NO}_x \leq 100\text{mg}/\text{m}^3$; Volatile organic compounds implemented under the Emission Standard of Volatile Organic Compounds Part 6: Organic Chemical Industry (DB37/2801.6-2018), with $\text{VOC} \leq 60\text{mg}/\text{m}^3$.

f Total authorized emissions: 180.56 tonnes/year, Ammonia Nitrogen (AN): 8.55 tonnes/year, Total Nitrogen (TN): 21.49 tonnes/year, Total Phosphorus (TP): 2.58 tonnes/year, Nitrogen Oxides (NOx): 6.656 tonnes/year, Volatile Organic Compounds (VOC): 14.45 tonnes/year.

2. Construction and operation of pollution prevention and control facilities

(1) Gan & Lee Pharmaceuticals.:

The wastewater treatment station is located in the west side of Beijing headquarters, divided into clean/heavy sewage treatment system, ① equipment cooling water, water machine thick water, and other clean sewage is collected separately to be pH adjusted, and only after passing the pH test will it be discharged, the designed treatment capacity is $1,800\text{m}^3/\text{d}$, and the treatment process is as follows: collection system - pH adjustment - terminal discharge; ② fermentation wastewater, solvent wastewater, and other types of heavy sewage is collected separately, first through different pre-treatment processes, then water quality adjustment into the biochemical system for treatment, and discharge after completing the treatment and passing the testing. The designed treatment capacity is $800\text{m}^3/\text{d}$, and the treatment process is as follows: the collection system - pre-treatment - two-stage AO biochemical treatment - terminal discharge.

The Company adopts sterilization filtration-alkali absorption device to treat the fermentation production exhaust gas; QC laboratory and sterilization exhaust gas is treated by activated carbon adsorption device; canteen exhaust gas is treated by oil fume purifier; hydrochloric acid preparation exhaust gas is treated by alkali absorption device; urea baling workshop exhaust gas is treated by water absorption method; material storage of raw material tank area, loading and unloading exhaust gas is treated by activated carbon adsorption device; and the waste gas from the receiving pool of fermentation broth is treated by alkali absorption-activated carbon adsorption device.

公司于2017年对公司两台老锅炉进行低氮改造，2017年4月份之后新建锅炉，采用低氮燃烧器，保障氮氧化物合格达标。

(2) 甘李药业山东有限公司：

污水处理站位于山东厂区西南侧，分为清/重污处理系统，①设备冷却水、水机浓水、工艺设备最后一遍清洗水等清污单独收集调节pH检测合格后进行排放，设计处理能力2,000m³/d，处理工艺为：收集系统-pH调节-终端排放；②发酵废水、溶剂废水等各类重污单独收集，先经过不同的预处理工序，再调节水质进入生化系统处理，处理完毕检测合格后进行排放，设计处理能力1,200m³/d，处理工艺为：收集系统-预处理-UC水解-UASB厌氧-HBF系统(改进型A/O-絮凝沉淀)-混凝沉淀深度处理-终端排放。

甘李山东采用水洗-活性炭吸附装置，对生物药工艺有机废气进行处理；盐酸、三氟乙酸配置废气采用碱液喷淋吸收装置处理；化药工艺有机废气采用冷凝-碱洗-碱洗-水洗-除湿干燥(2级串联活性炭吸附/蒸汽脱附)-冷凝装置进行处理；化药工艺有机废气采用表冷器降温-碱液吸收-活性炭吸附装置进行处理；中试实验室废气采用碱洗-活性炭吸附装置进行处理；QC实验室采用碱洗-活性炭吸附装置进行处理；原料罐区、废液罐区、精馏处理车间、危废库房废气采用碱洗-活性炭吸附装置进行处理；尿素回收、尿素冷凝液脱氨废气采用水洗塔装置进行处理；污水处理系统、发酵废气、发酵灭菌废气采用碱洗-碱洗-生物滤池-活性炭吸附装置进行处理；食堂废气采用油烟净化器进行处理；其中器械楼、灭菌站区域废气排放口实施简化管理，器械楼废气采用G4过滤-光氧催化-活性炭吸附装置进行处理；

The Company upgraded a low-NO_x retrofit of the Company's two old boilers in 2017, and new boilers were built after April 2017 with low-NO_x burners to guarantee qualified NO_x compliance.

(2) Gan & Lee Pharmaceutical Shandong Co., Ltd:

Wastewater treatment station is located in the southwest of Shandong plant, divided into clear/heavy sewage treatment system, ① equipment cooling water, water machine thick water, the last cleaning water of the process equipment and other clear sewage is collected separately to adjust the pH test until qualified for discharge, the designed treatment capacity is 2,000m³/d, and the treatment process is as follows: collection system - pH adjustment - terminal discharge; ② fermentation wastewater, solvent wastewater and other types of heavy sewage is collected separately, first through different pre-treatment processes, then water quality adjustment into the biochemical system for treatment, and discharge after completing the treatment and passing the testing. The designed treatment capacity is 1,200m³/d, and the treatment process is as follows: collection system - pre-treatment - UC hydrolysis - UASB anaerobic - HBF system (Improved A/O-flocculation and sedimentation) - coagulation and sedimentation depth treatment - terminal discharge.

Gan & Lee Shandong adopts water washing-activated carbon adsorption device to treat the organic waste gas of biopharmaceutical process; hydrochloric acid and trifluoroacetic acid preparation waste gas is treated by lye spray absorption device; organic waste gas of chemical process is treated by condensation - alkali washing - alkali washing - water washing - dehumidification and drying (2-stage tandem activated carbon adsorption / vapour desorption) - condensation device; organic waste gas of chemical process is treated by surface cooler cooling - alkali liquid absorption - activated carbon adsorption device; Pilot laboratory exhaust gas is treated by alkali washing - activated carbon adsorption device; QC laboratory is treated by alkali washing - activated carbon adsorption device; Raw material tank area, waste liquid tank area, distillation treatment workshop, hazardous waste warehouse exhaust gas is treated by alkali washing - activated carbon adsorption device; Urea recovery, urea condensate deamination of the exhaust gas is treated by water washing tower device; Waste water treatment system, the fermentation exhaust gas, and fermentation and sterilization exhaust gas are treated by alkali washing - alkali washing - bio filter - activated carbon adsorption device; the canteen exhaust gas is treated by oil fume purifier; among them, simplified management is implemented for the exhaust gas discharge

灭菌站废气采用环氧乙烷灭菌器EO后处理装置进行处理；锅炉废气采用低氮燃烧器，保证氮氧化物的合格达标。

port of device building and sterilization station area. The device building exhaust gas is treated by G4 filtration - photo-oxidative catalysis -activated carbon adsorption device; and the sterilization station exhaust gas is treated by EO post-processing device of ethylene oxide sterilizer; the boiler exhaust gas adopts low-NOx burner to ensure that the NOx is qualified and meets the standard.

3. 建设项目环境影响评价及其他环境保护行政许可情况

(1) 甘李药业股份有限公司：

甘李药业胰岛素产业化项目于2017年7月3日通过竣工环境保护验收，验收文号：通环保验字[2017]0030号；

甘李药业2020年12月29日完成主行业排污许可证的补充更新，证书编号91110000102382249M001U；

甘李药业三期新建生产车间项目(危险品库)于2021年9月6日取得环评批复，批复文号：通环审[2021]0027号；

甘李药业生物中试研究项目(锅炉房)于2022年1月28日完成竣工环境保护验收；

甘李药业于2022年6月7日完成蒸发结晶回收尿素、发酵废水除磷预处理污泥的危险特性鉴别工作；

甘李药业于2022年10月20日通过排污许可证重新申请，证书编号：91110000102382249M001U。

3. Environmental impact assessment of construction projects and other administrative licences for environmental protection

(1) Gan & Lee Pharmaceuticals.:

The insulin industrialization project of Gan & Lee passed the completion environmental protection acceptance on July 3, 2017, acceptance document number: Environmental Protection Verification of Tongzhou District [2017] No.0030.

Gan & Lee updated the pollutant discharge permit on December 29, 2020. The main code of the pollutant discharge permit is 91110000102382249M001U.

Gan & Lee obtained the EIA approval for the third-phase new production workshop project (dangerous goods warehouse) on September 6, 2021, with the approval document number: Tong Huan Shen [2021] No. 0027.

Completion of environmental protection acceptance of the biological pilot research project (Boiler House) of Gan & Lee on January 28, 2022.

Completion of the identification of hazardous characteristics of evaporative crystallization for the recovery of urea and pretreatment sludge for phosphorus removal from fermentation wastewater by Gan & Lee on June 7, 2022.

Gan & Lee passed a re-application for an emission permit on October 20, 2022, certificate number: 91110000102382249M001U.

(2) 甘李药业山东有限公司:

甘李山东临沂生产基地一期项目于2022年4月2日取得环评批复, 批复文号: 临经开行审环字[2022]19号;

甘李山东于2022年11月14日取得排污许可证, 证书编号: 91371300MA3QTLTC4A001Q;

甘李山东于2023年1月18日通过排污许可证重新申请, 证书编号: 91371300MA3QTLTC4A001Q。

4. 突发环境事件应急预案

(1) 甘李药业股份有限公司:

甘李药业于2021年3月签署发布突发环境事件综合应急预案, 已报送北京市通州区生态环境局备案, 备案编号: 110112-2021-008-L。

(2) 甘李药业山东有限公司:

甘李山东于2023年6月签署发布突发环境事件综合应急预案, 已报送临沂市生态环境局沂河新区分局备案, 备案编号: 371361-2023-024-M。

5. 环境自行监测方案

(1) 甘李药业股份有限公司:

甘李药业已完成2023年环境自行监测方案的编制, 按照自行监测要求, 委托第三方检测机构定期对废水、废气和厂界噪声进行监测, 各项污染物监测指标均达标排放, 并在全中国排污许可证管理信息平台进行公示, 且按照监管要求对废水总排放口配备了在线自动监测装备。

(2)Gan & Lee Pharmaceutical Shandong Co., Ltd.:

The Phase I Project of Gan & Lee Shandong Linyi Production Base, obtained the EIA approval on April 2, 2022, with the approval document number: Lin Jing Kai Hang Shen Huan Zi [2022] No.19;

Gan & Lee Shandong obtained a discharge permit on November 14, 2022, certificate number: 91371300MA3QTLTC4A001Q;

Gan & Lee Shandong passed the re-application of the emission permit on January 18, 2023, certificate number: 91371300MA3QTLTC4A001Q.

4. Contingency plans for environmental emergencies

(1)Gan & Lee Pharmaceuticals.:

Gan & Lee signed and issued the comprehensive contingency plan for environmental emergencies on March, 2021, which has been reported to Tongzhou District Ecological Environment Bureau for the record, with the record number of 110112-2021-008-L.

(2)Gan & Lee Pharmaceutical Shandong Co., Ltd.:

Gan & Lee Shandong signed and issued the comprehensive contingency plan for environmental emergencies on June, 2023, which has been reported to the Yihe New District Branch of Linyi Ecological and Environmental Bureau for the record, with the record number of 371361-2023-024-M.

5. Environmental self-monitoring programme

(1) Gan & Lee Pharmaceuticals.:

Gan & Lee has completed the preparation of the environmental self-monitoring programme for 2023, and in accordance with the self-monitoring requirements, has commissioned a third-party testing agency to regularly monitor the wastewater, waste gas and noise at the plant boundary, and all the pollutant monitoring indexes are in compliance with the emission standards, and have been made public on the National Emission Permit Management Information Platform, in accordance with regulatory requirements, the total wastewater discharge outlet is equipped with online automatic monitoring equipment.

(2) 甘李药业山东有限公司:

甘李山东已完成2023年环境自行监测方案的编制，按照自行监测要求，委托第三方检测机构定期对废水、废气和厂界噪声进行监测，各项污染物监测指标均达标排放，并在全中国排污许可证管理信息平台进行公示，且按照监管要求对废水总排放口配备了在线自动监测装备。

(二) 有利于保护生态、防治污染、履行环境责任的相关信息

公司严格恪守国家与运营地各项法律法规规定要求，以法出发构建管理体系基础，以法自省优化体系运行细节，通过管理措施的优化、硬件设施的提升、人员技能水平的精进，不断完善提升环境管理体系，秉承长期可持续发展理念，努力构建资源节约型、环境友好型企业。公司制定“落实污染防治、打造绿色生产”环境管理方针，切实落实三废合规处理、达标排放工作：废水排放达标率100%，废气排放达标率100%，固体废物合规处置达标率100%，厂界噪声检测合格率100%。

(三) 在报告期内为减少其碳排放所采取的措施及效果

为从根源上减少二氧化碳排放，公司开展了厂区光伏发电再生能源改造项目，从而使分布式光伏发电代替了化石能源发电，为公司实现经济效益的同时也兼顾环境效益。2023年上半年，公司通过光伏发电技术共发电431,390.39度，折合成二氧化碳排放量为260.56吨。

(2) Gan & Lee Pharmaceutical Shandong Co., Ltd.:

Gan & Lee Shandong has completed the preparation of the 2023 environmental self-monitoring programme, in accordance with the requirements of self-monitoring, commissioned a third-party testing agency to regularly monitor the wastewater, waste gas and plant noise, all the pollutant monitoring indexes are in compliance with the emission standards, and have been made public on the National Emission Permit Management Information Platform. Besides, in accordance with the regulatory requirements of the total wastewater discharge outlets are equipped with online automatic monitoring equipment.

(II) Information that helps protect ecology, prevent pollution and fulfill environmental responsibilities

The Company strictly abides by the requirements of national and local laws and regulations, builds a management system based on the law, optimizes the details of the system operation by self-examination of the law, continuously improves and enhances the environmental management system by optimizing the management measures, upgrading the hardware facilities and refining the skills of the personnel. Adheres to the concept of long-term sustainable development, the Company endeavors to build a resource-conserving and environmentally friendly enterprise. The Company has formulated the environmental management policy of "Implementing pollution prevention and control, creating green production", and has effectively implemented the work of complying with the three wastes and meeting the emission standards: 100% of wastewater emissions meet the standard, 100% of exhaust gas emissions meet the standard, 100% of solid wastes meet the standard of complying with the disposal standard, and 100% of factory noise testing pass rate.

(III) Measures and effects taken to reduce carbon emissions during the reporting period

In order to reduce carbon dioxide emissions from the root cause, the Company carried out a renewable energy renovation project for photovoltaic power generation in the plant, thus enabling distributed photovoltaic power generation instead of fossil energy power generation, and realizing economic benefits for the Company while taking into account the environmental benefits. In the first half of 2023, a total of 431,390.39 kWh of electricity was generated by photovoltaic power generation, which is equivalent to a total of 260.56 tonnes of carbon dioxide emissions.

2023年6月，公司推出“粽将闪耀”端午福利活动，甘李药业坚持可持续发展理念，使用可循环利用帆布包代替一次性纸质礼品盒的发放。并在福利中设置充气沙发等绿色环保物品，号召大家多参加户外活动，倡导绿色健康生活。

In June 2023, the Company launched the "Dumplings will shine" Dragon Boat Festival welfare activity. The Company adhered to the concept of sustainable development and used recyclable canvas bags instead of disposable paper gift boxes. The Company also set up inflatable sofas and other green items in the welfare, calling on people to participate in more outdoor activities and advocating a green and healthy life.

二、巩固拓展脱贫攻坚成果、乡村振兴等工作具体情况

II Consolidating and expanding the achievements of poverty eradication and rural revitalization

2023年3月，公司举办“6S整理整顿-衣物捐赠”春季公益活动，组织员工回收并捐赠给支付宝旗下的公益回收平台123千克旧衣物。回收的衣物消毒后主要用于公益捐赠，助力脱贫攻坚、乡村振兴。本次旧衣回收利用相当于减少658千克二氧化碳的排放，节约近738立方米工业用水资源，极大程度地避免了资源浪费和环境污染。本次活动甘李药业每位同事都积极参与，与公益慈善为伴，携手践行可持续发展理念。

In March 2023, the Company held the spring public welfare activity of "6S Tidying Up - Clothes Donation", and organized the staff to recycle and donate 123kg of old clothes to Alipay's public welfare recycling platform. After disinfection, the recycled clothes are mainly used for public welfare donations to help poverty alleviation and rural revitalization. The recycling of old clothes is equivalent to reducing 658kg of carbon dioxide emissions and saving nearly 738 cubic meters of industrial water resources, and avoiding the waste of resources and environmental pollution to a great extent. Every colleague of Gan & Lee Pharmaceuticals. took an active part in this activity, and to be accompanied by public welfare and charity, and to practice sustainable development hand in hand.

重要事项

IMPORTANT INFORMATION



第六节 重要事项

SECTION VI IMPORTANT INFORMATION

报告期内，根据公司战略发展规划，公司拟向特定对象公司控股股东、实际控制人甘忠如先生发行不超过2,850.8550万股(含本数)股票，募集资金总额预计不超过77,315.19万元(含77,315.19万元)，扣除发行费用后拟全部用于补充流动资金。双方于2022年10月24日签署了《附条件生效的股份认购协议》，并于2023年5月8日签署了《附条件生效的股份认购协议之补充协议》，该事项将构成关联交易。以上事项已经第四届董事会第五次会议、第四届监事会第五次会议、2022年第一次临时股东大会、第四届董事会第十二次会议、第四届监事会第十一次会议审议通过。详情请查阅公司于2022年10月25日刊登在上海证券交易所网站(www.sse.com.cn)披露的公告(公告编号：2022-056)以及2023年5月9日刊登在上海证券交易所网站(www.sse.com.cn)披露的公告(公告编号：2023-043)。截至报告期末，本次拟向特定对象发行股票事项已获得中国证监会同意注册的批复，公司董事会将按照上述批复文件和相关法律法规的要求以及公司股东大会的授权，在规定期限内办理本次向特定对象发行股票的相关事项，并及时履行信息披露义务。

During the reporting period, in accordance with the Company's strategic development plan, the Company intended to issue not more than 28,508,550 shares (inclusive) to a specific target, Mr Gan Zhongru, the controlling shareholder and de facto controller of the Company, to raise a total amount of proceeds estimated to be not more than RMB 773,151,900 (inclusive), which is proposed to be used entirely for the purpose of supplementing the liquidity after deduction of issuance expenses. The parties signed the Conditionally Effective Share Subscription Agreement on October 24, 2022 and the Supplemental Agreement to the Conditionally Effective Share Subscription Agreement on May 8, 2023, which will constitute connected transactions. The above matters have been considered and approved at the Fifth Meeting of the Fourth Session of the Board of Directors, the Fifth Meeting of the Fourth Session of the Supervisory Committee, the First Extraordinary General Meeting of 2022, the Twelfth Meeting of the Fourth Session of the Board of Directors, and the Eleventh Meeting of the Fourth Session of the Supervisory Committee. For details, please refer to the announcement of the Company disclosed on the website of the Shanghai Stock Exchange (www.sse.com.cn) on October 25, 2022 (Announcement No. 2022-056) and the announcement of the Company disclosed on the website of the Shanghai Stock Exchange (www.sse.com.cn) on May 9, 2023 (Announcement No. 2023-043) respectively. As at the end of the reporting period, the proposed issue of shares to specific parties has been approved by the CSRC for registration. The Board of Directors of the Company will, in accordance with the aforesaid approval documents and requirements of relevant laws and regulations as well as the authorization of the general meeting of shareholders of the Company, deal with the relevant matters in relation to the issue of shares to specific parties within the prescribed time limit, and will perform the information disclosure obligations in a timely manner.

股份变动及股东情况

CHANGES IN SHARES AND SHAREHOLDERS



第七节 股份变动及股东情况

SECTION VII CHANGES IN SHARES AND SHAREHOLDERS

一、股本变动情况

I Changes in share capital

(一) 股份变动情况表

(I) Statement of changes in shares

1. 股份变动情况表

1. Statement of changes in shares

单位：股
Unit:Share

		本次变动前		本次变动增减(+,-)		本次变动后	
		数量	比例(%)	其他	小计	数量	比例(%)
		Quantity	Proportion	Other	Subtotal	Quantity	Proportion(%)
一、有限售条件股份	I. Shares with trading limited conditions	269,880,357	47.71	-235,302,052	-235,302,052	34,578,305	6.11
1.国家持股	1. Shares held by state						
2.国有法人持股	2. Shares held by domestic state-owned legal entity	4,256,033	0.75			4,256,033	0.75
3.其他内资持股	3. Shares held by domestic capital	237,705,757	42.02	-233,333,230	-233,333,230	4,372,527	0.77
其中：境内非国有法人持股	Of which: Shares held by domestic non-state-owned legal entity	50,234,074	8.88	-49,974,747	-49,974,747	259,327	0.05
境内自然人持股	Shares held by domestic natural person	187,471,683	33.14	-183,358,483	-183,358,483	4,113,200	0.73
4.外资持股	4. Shares held by foreign capital	27,918,567	4.94	-1,968,822	-1,968,822	25,949,745	4.59
其中：境外法人持股	Of which: Shares held by foreign legal entity	27,918,567	4.94	-1,968,822	-1,968,822	25,949,745	4.59
境外自然人持股	Shares held by foreign natural person						
二、无限售条件流通股份	II. Floating shares on unlimited trading condition	295,772,843	52.29	235,302,052	235,302,052	531,074,895	93.89
1.人民币普通股	1. RMB ordinary shares	295,772,843	52.29	235,302,052	235,302,052	531,074,895	93.89
2、境内上市的外资股	2. Domestically listed foreign shares						
3、境外上市的外资股	3. Foreign shares listed overseas						
4、其他	4. Others						
三、股份总数	III. Total number of shares	565,653,200	100.00			565,653,200	100.00

2. 股份变动情况说明

2023年1月31日，公司首次公开发行前限售股1,089,349股上市流通，详情请查阅公司于2023年1月19日刊登在上海证券交易所网站(www.sse.com.cn)的《首次公开发行部分限售股上市流通公告》(公告编号：2023-004)。

2023年5月22日，公司首次公开发行前限售股3,359,783股上市流通，详情请查阅公司于2022年5月17日刊登在上海证券交易所网站(www.sse.com.cn)的《首次公开发行部分限售股上市流通公告》(公告编号：2023-047)。

2023年6月29日，公司首次公开发行前限售股230,852,920股上市流通，详情请查阅公司于2022年6月22日刊登在上海证券交易所网站(www.sse.com.cn)的《首次公开发行部分限售股上市流通公告》(公告编号：2023-054)。

(二) 限售股份变动情况

2. Statement on the changes in shares

On January 31, 2023, 1,089,349 shares of the Company's pre-IPO restricted shares were listed and circulated. For details, please refer to the Announcement on the Listing and Circulation of Partially Restricted Shares of the Initial Public Offering (Announcement No. 2023-004) published on the website of the Shanghai Stock Exchange (www.sse.com.cn) on January 19, 2023 by the Company.

On May 22, 2023, 3,359,783 shares of the Company's pre-IPO restricted shares were listed and circulated. For details, please refer to the Announcement on the Listing and Circulation of Partially Restricted Shares of the Initial Public Offering (Announcement No. 2023-047) published on the website of the Shanghai Stock Exchange (www.sse.com.cn) on May 17, 2022 by the Company.

On June 29, 2023, 230,852,920 shares of the Company's pre-IPO restricted shares were listed and circulated. For details, please refer to the Announcement on the Listing and Circulation of Partially Restricted Shares of the Initial Public Offering (Announcement No. 2023-054) published on the website of the Shanghai Stock Exchange (www.sse.com.cn) on June 22, 2022 by the Company.

(II) Changes in shares with trading limited conditions

单位：股
Unit: Share

股东名称 Shareholder Name	期初限售股数 Number of shares with trading limited condition at the beginning of the period	报告期解除限售股数 Number of shares released from restricted sale during the period	报告期增加限售股数 Increase in the number of restricted shares during the year	报告期末限售股数 Number of shares with trading limited condition at the end of the period	限售原因 Reasons for restricted sales	解除限售日期 Release date
景林投资 Shanghai Greenwoods Jingqi Investment Center(L.P.)	1,089,349	1,089,349			首发上市 Initial listing	2023/1/31
GS Direct	1,968,822	1,968,822			首发上市 Initial listing	2023/5/22
宽街博华 Beijing Kuanjie Bohua Investment Center(L.P.)	1,390,961	1,390,961			首发上市 Initial listing	2023/5/22
甘忠如 Zhongru Gan	177,135,207	177,135,207			首发上市 Initial listing	2023/6/29
旭特宏达 Beijing Xute Hongda Technology Co.,Ltd	47,494,437	47,494,437			首发上市 Initial listing	2023/6/29
甘喜茹 Xiru Gan	6,223,276	6,223,276			首发上市 Initial listing	2023/6/29
合计 Total	235,302,052	235,302,052			/	/

二、股东情况

II Shareholders

(一) 股东总数:

(I) Total number of shareholders:

截至报告期末普通股股东总数(户) Total number of ordinary shareholders by the end of the reporting period	78,206
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截至报告期末表决权恢复的优先股股东总数(户) The total number of preferred shareholders whose voting rights have been restored by the end of the reporting period	0
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(二) 截至报告期末前十名股东、前十名流通股股东(或无限售条件股东)持股情况表

(II) Shareholdings of the top ten shareholders and the top ten circulating shareholders (or shareholders with unlimited rights to sell) as at the end of the reporting period

单位：股
Unit: Share

前十名股东持股情况 Shareholdings of the top ten shareholders									
股东名称(全称)	Name of Shareholder (full name)	报告期内增减 Increase/decrease during the reporting period	期末 持股数量 Number of shares held at the end of the period	比例(%) Proportion (%)	持有有限售条件股份数量 Number of shares held under limited sale condition	质押、标记或冻结情况 Status of shares pledged, tagged or frozen	股份状态 Share status	数量 Number	股东性质 Nature of shareholders
甘忠如	Zhongru Gan		177,135,207	31.32		无 None	无 None		境内自然人 Domestic Natural Persons
明华创新技术投资(香港)有限公司	MING HUA TECHNOLOGY INVESTMENT (HK) LIMITED	-16,269,364	48,445,829	8.56	15,875,800	无 None	无 None		境外法人 Overseas legal entity
北京旭特宏达科技有限公司	Beijing Xute Hongda Technology Co.,Ltd		47,494,437	8.40		无 None	无 None		境内非国有法人 Domestic non-state-owned legal entity
Vast Wintersweet Limited	Vast Wintersweet Limited	-1,726,958	32,127,838	5.68	5,777,913	无 None	无 None		境外法人 Overseas legal entity
甘喜茹	Xiru Gan		6,223,276	1.10		无 None	无 None		境内自然人 Domestic natural person
中国银行股份有限公司—招商国证生物医药指数分级证券投资基金	Bank of China Limited - China Merchants Guozheng Biomedical Index Graded Securities Investment Fund	405,979	4,391,300	0.78		无 None	无 None		其他 Others
Hillhouse G&L Holdings (HK) Limited	Hillhouse G&L Holdings (HK) Limited		4,357,832	0.77	4,296,032	无 None	无 None		境外法人 Overseas Legal Person
STRONG LINK INTERNATIONAL LIMITED	STRONG LINK INTERNATIONAL LIMITED	-9,480,800	4,256,033	0.75	4,256,033	无 None	无 None		国有法人 State-owned legal entity
招商银行股份有限公司—南方阿尔法混合型证券投资基金	China Merchants Bank Corporation - Southern Alpha Mixed Securities Investment Fund	2,686,983	2,686,983	0.48		无 None	无 None		其他 Others
中国农业银行股份有限公司—大成新锐产业混合型证券投资基金	Agricultural Bank of China Limited - Dacheng Sunrise Industry Mixed Securities Investment Fund	2,388,700	2,388,700	0.42		无 None	无 None		其他 Others

单位：股
In Share

股东名称	Name of Shareholder	前十名无限售条件流通股的数量 Numbers of shares held without trading limited conditions	种类 Category	股份种类及数量 Category and Number of shares 数量 Number
甘忠如	Zhongru Gan	177,135,207	人民币普通股 RMB ordinary shares	177,135,207
北京旭特宏达科技有限公司	Beijing Xute Hongda Technology Co.,Ltd	47,494,437	人民币普通股 RMB ordinary shares	47,494,437
明华创新技术投资(香港)有限公司	MING HUA TECHNOLOGY INVESTMENT (HK) LIMITED	32,570,029	人民币普通股 RMB ordinary shares	32,570,029
Vast Wintersweet Limited	Vast Wintersweet Limited	26,349,925	人民币普通股 RMB ordinary shares	26,349,925
甘喜茹	Xiru Gan	6,223,276	人民币普通股 RMB ordinary shares	6,223,276
中国银行股份有限公司－招商国证生物医药指数分级证券投资基金	Bank of China Limited - China Merchants CSI Biomedical Index Split-level Securities Investment Fund	4,391,300	人民币普通股 RMB ordinary shares	4,391,300
招商银行股份有限公司－南方阿尔法混合证券投资基金	China Merchants Bank Corporation - Southern Alpha Mixed Securities Investment Fund	2,686,983	人民币普通股 RMB ordinary shares	2,686,983
中国农业银行股份有限公司－大成新锐产业混合型证券投资基金	Agricultural Bank of China Limited - Dacheng Sunrise Industry Mixed Securities Investment Fund	2,388,700	人民币普通股 RMB ordinary shares	2,388,700
甘一如	Yiru Gan	2,215,637	人民币普通股 RMB ordinary shares	2,215,637
GS Direct,L.L.C.	GS Direct,L.L.C.	1,968,822	人民币普通股 RMB ordinary shares	1,968,822
前十名股东中回购专户情况说明	Description of the special account for repurchase among the top ten shareholders		不适用 N/A	
上述股东委托表决权、受托表决权、放弃表决权的说明	Explanation on the above-mentioned shareholders' entrusting voting rights, entrusted voting rights and abstention from voting rights		不适用 N/A	
上述股东关联关系或一致行动的说明	Explanation of the related relationship or concerted action of the above shareholders		公司控股股东、实际控制人甘忠如持有旭特宏达65.02%的股权；甘喜茹为甘忠如胞妹。除以上情况外，其他股东之间不存在关联关系或一致行动。 Zhongru Gan, the controlling shareholder and de facto controller of the Company, holds 65.02% of the shares of Xutehongda; Xiru Gan is sister of Zhongru Gan; There is no associated relationship or concerted action among other shareholders.	
表决权恢复的优先股股东及持股数量的说明	Description of preferred shareholders with restored voting rights and the number of shares they hold		无 None	

前十名有限售条件股东持股数量及限售条件

The number of shares held by the top ten shareholders with limited trading conditions and limited trading conditions

单位：股
Unit: Share

序号 Serial number	有限售条件股东名称 Name of shareholders with limited trading conditions	持有的有限售条件股份数量 Number of shares held under limited trading conditions	有限售条件股份可上市交易情况 Status of listing and trading of shares with limited trading conditions	有限售条件 Limited trading conditions
1	明华创新技术投资(香港)有限公司 MING HUA TECHNOLOGY INVESTMENT (HK) LIMITED	15,875,800	可上市交易时新增可上市交易股份数量 Available trading time of newly listed shares	目前持有的有限售条件股份属于特定条件下延长股份锁定的情况 The shares with limited trading conditions currently held belong to the situation of extended share locking under specific conditions
2	Vast Wintersweet Limited	5,777,913		目前持有的有限售条件股份属于特定条件下延长股份锁定的情况 The shares with limited trading conditions currently held belong to the situation of extended share locking under specific conditions
3	Hillhouse G&L Holdings (HK) Limited	4,296,032		目前持有的有限售条件股份属于特定条件下延长股份锁定的情况 The shares with limited trading conditions currently held belong to the situation of extended share locking under specific conditions
4	S T R O N G L I N K INTERNATIONAL LIMITED	4,256,033		目前持有的有限售条件股份属于特定条件下延长股份锁定的情况 The shares with limited trading conditions currently held belong to the situation of extended share locking under specific conditions
5	2022年度限制性股票激励对象	4,113,200		根据2022年限制性股票激励计划(草案)相关规定解除限售或由公司回购注销 Unlocking of restrictions or repurchase and cancellation by the Company in accordance with the relevant provisions of the 2022 Restricted Stock Incentive Plan (Draft)
6	南京铸成顺康创业投资合伙企业(有限合伙)	259,327		目前持有的有限售条件股份属于特定条件下延长股份锁定的情况 The shares with limited trading conditions currently held belong to the situation of extended share locking under specific conditions
上述股东关联关系或一致行动的说 明	Explanation of the related relationship or concerted action of the above shareholders			无 None

注释1：根据公司股东明华创新、Wintersweet、Hillhouse、STRONG LINK、铸成顺康与公司控股股东、实际控制人甘忠如分别签署的《关于延长股份锁定期的协议》的约定：(1) 在甘忠如直接及间接持有发行人股份不低于其当前持股总额的 55% 的前提下，各延长锁定股东愿意分别将其各自当前所持发行人股份的 16.91% (以下简称“标的股份”) 在法定锁定期届满后继续延长锁定，直至甘忠如书面通知解除延长锁定或出现锁定协议约定的其他终止锁定的情形。延长锁定解除后，上述股东减持发行人股份仍需遵守法律、法规、规范性文件及证券交易所业务规则的要求。(2) 作为延长锁定的执行保证，如延长锁定股东在法定锁定期届满后选择减持届时仍受限于延长锁定的标的股份，则减持股东将其每一笔减持届时仍受限于延长锁定的标的股份所得收益的 50% 支付予甘忠如(其中，STRONG LINK 的该等减持收益由明华创新向甘忠如支付)，在这种情况下的减持不应构成对锁定协议的违反。(3) 延长锁定股东就标的股份所享有的股东权利不受影响，标的股份所对应的知情权、表决权、分红权等股东权利，由各延长锁定股东独立拥有并自行行使。

注释2：2022年度限制性股票激励计划授予的限制性股票需按有关规定进行分批解锁，限售期分别为自授予登记完成之日起12个月、24个月、36个月。

Note 1: According to the Agreement on Extension of Share Lock-up Period signed by the Company's shareholders MING HUA TECHNOLOGY, Wintersweet, Hillhouse, STRONG LINK, Zhucheng Shunkang, and the Company's controlling shareholder as well as de facto controller Zhongru Gan: (1) Under the premise that Zhongru Gan directly and indirectly holds no less than 55% of the issuer's total current holdings, each extended lock-up shareholder is willing to extend the lock-up of 16.91% of the issuer's shares (hereinafter referred to as the "underlying shares") held by him after the expiration of the statutory lock-up period. Until Zhongru Gan's written notice releases the extended lock or other circumstances of locking termination agreed upon in the locking agreement. After the extension lock is lifted, the above-mentioned shareholders shall still comply with the requirements of laws, regulations, normative documents, and business rules of the stock exchange when they reduce their holdings of the issuer's shares. (2) As a guarantee for the execution of the extended lock-up, if the extended lock-up shareholder elects to reduce his holdings of the underlying shares that are still subject to the extended lock-up at that time after the expiration of the statutory lock-up period, the reducing shareholder shall pay 50% of the proceeds from each reduction of his holdings of the underlying shares that are still subject to the extended lock-up at that time to Zhongru Gan (among which, the proceeds of such divestment of STRONG LINK shall be paid by MING HUA TECHNOLOGY to Zhongru Gan), and the divestment in such circumstances shall not constitute a breach of the lock-up agreement. (3) The shareholders' rights enjoyed by the extended locked-in shareholders in respect of the underlying shares shall not be affected, and the shareholders' rights such as the right to know, the right to vote, and the right to dividend corresponding to the underlying shares shall be independently owned and exercised by each extended locked-in shareholder.

Note 2: Restricted shares granted under the FY2022 Restricted Stock Incentive Plan are subject to unlocking in batches in accordance with the relevant provisions of the Incentive Plan, and the restriction periods are 12, 24 and 36 months, respectively, from the date of completion of registration of the grants.

财务报告

FINANCIAL REPORT



第八节 财务报告

SECTION VIII FINANCIAL REPORT

合并资产负债表 Consolidated Balance Sheet

2023年6月30日
June 30, 2023

编制单位：甘李药业股份有限公司
Prepared by: Gan & Lee Pharmaceuticals.

单位：元 币种：人民币
Unit: RMB

项目 Item	附注 Notes	2023年6月30日 June 30, 2023	2022年12月31日 December 31, 2022
流动资产： Current Assets:			
货币资金 Cash and cash equivalents	1	3,062,691,296.04	2,890,266,792.18
交易性金融资产 Financial assets held for trading	2	1,533,987,305.54	1,635,949,901.34
应收账款 Accounts receivable	5	277,004,079.96	176,251,160.43
应收款项融资 Financing receivables	6	11,423,343.37	13,316,425.56
预付款项 Prepayments	7	42,575,151.02	45,978,647.53
其他应收款 Other receivables	8	21,065,314.16	5,888,971.68
其中：应收股利 Including: Dividends receivable		17,361,100.00	
存货 Inventories	9	749,457,462.42	648,645,609.14
一年内到期的非流动资产 Current portion of non-current assets	12		201,358,630.13
其他流动资产 Other current assets	13	14,378,543.75	46,480,151.30
流动资产合计 Total current assets		5,712,582,496.26	5,664,136,289.29
非流动资产： Non-current Assets:			
债权投资 Debt investment	14		
其他非流动金融资产 Other non-current financial assets	19	30,000,000.00	30,000,000.00
固定资产 Fixed assets	21	1,804,938,547.92	1,646,528,285.07
在建工程 Construction in progress	22	1,894,471,040.63	2,002,728,242.12
使用权资产 Right-of-use assets	25	9,953,333.19	12,080,372.03
无形资产 Intangible assets	26	283,351,735.65	293,480,707.13

合并资产负债表
Consolidated Balance Sheet

2023年6月30日
June 30, 2023

编制单位：甘李药业股份有限公司
Prepared by: Gan & Lee Pharmaceuticals.

单位：元 币种：人民币
Unit: RMB

项目 Item	附注 Notes	2023年6月30日 June 30, 2023	2022年12月31日 December 31, 2022
流动资产： Current Assets:			
开发支出 Development expenditures	27	788,779,209.56	732,562,121.88
长期待摊费用 Long-term prepaid expenses	29	9,755,476.18	10,632,701.96
递延所得税资产 Deferred tax assets	30	114,193,038.65	138,250,375.69
其他非流动资产 Other non-current assets	31	81,118,551.95	76,513,284.89
非流动资产合计 Total non-current assets		5,016,560,933.73	4,942,776,090.77
资产总计 Total assets		10,729,143,429.99	10,606,912,380.06
流动负债： Current Liabilities:			
应付账款 Accounts payable	36	97,858,933.74	44,692,994.55
预收款项 Accounts received in advance	37		603,555.70
合同负债 Contract liabilities	38	58,273,953.62	68,125,067.69
应付职工薪酬 Payroll and employee benefits payable	39	155,099,300.15	142,022,574.85
应交税费 Taxes payable	40	15,525,909.43	14,413,032.33
其他应付款 Other payables	41	439,667,831.37	534,680,233.19
一年内到期的非流动负债 Current portion of non-current liabilities	43	12,957,297.19	7,563,363.97
其他流动负债 Other current liabilities	44	231,412.51	936,179.18
流动负债合计 Total current Liabilities		779,614,638.01	813,037,001.46

合并资产负债表
Consolidated Balance Sheet

2023年6月30日
June 30, 2023

编制单位：甘李药业股份有限公司

Prepared by: Gan & Lee Pharmaceuticals.

单位：元 币种：人民币

Unit: RMB

项目 Item	附注 Notes	2023年6月30日 June 30, 2023	2022年12月31日 December 31, 2022
非流动负债： Non-current Liabilities:			
租赁负债 Lease liabilities	47	8,525,593.89	8,327,140.36
长期应付款 Long-term payables	48	11,266,595.95	12,274,100.29
递延收益 Deferred income	51	185,036,736.97	187,634,504.08
递延所得税负债 Deferred tax liabilities	30		
非流动负债合计 Total non-current liabilities		204,828,926.81	208,235,744.73
负债合计 Total liabilities		984,443,564.82	1,021,272,746.19
所有者权益(或股东权益)： Owners (or Shareholders') Equity:			
实收资本(或股本) Paid-in capital (or share capital)	53	565,653,200.00	565,653,200.00
资本公积 Capital reserve	55	2,586,117,853.99	2,563,002,386.27
减：库存股 Less: Treasury share	56	71,364,020.00	71,364,020.00
其他综合收益 Other comprehensive income	57	5,231,687.54	3,442,128.87
盈余公积 Surplus reserve	59	291,531,843.96	291,531,843.96
未分配利润 Retained earnings	60	6,367,691,853.09	6,233,536,610.40
归属于母公司所有者权益(或股东权益)合计 Equity attributable to owners of the parent		9,744,862,418.58	9,585,802,149.50
少数股东权益 Non-controlling interests		-162,553.41	-162,515.63
所有者权益(或股东权益)合计 Total owners' (or shareholders') equity		9,744,699,865.17	9,585,639,633.87
负债和所有者权益(或股东权益)总计 Total Liabilities and Shareholders' equity		10,729,143,429.99	10,606,912,380.06

公司负责人：
Person in charge of the
Company:

甘忠如
Gan Zhongru

主管会计工作负责人：
Chief accountant:

孙程
Sun Cheng

会计机构负责人：
Head of accounting
department:

周丽
Zhou Li

母公司资产负债表
Balance sheet of the parent company
2023年6月30日
June 30, 2023

编制单位：甘李药业股份有限公司
Prepared by: Gan & Lee Pharmaceuticals.

单位：元 币种：人民币
Unit: RMB

项目 Item	附注 Notes	2023年6月30日 June 30, 2023	2022年12月31日 December 31, 2022
流动资产： Current Assets:			
货币资金 Cash and cash equivalents		3,028,825,891.42	2,799,824,725.51
交易性金融资产 Financial assets held for trading		1,533,987,305.54	1,635,949,901.34
应收账款 Accounts receivable	十七、1 XVII.1	300,187,296.77	177,294,215.46
应收款项融资 Financing receivables		11,287,343.37	13,316,425.56
预付款项 Prepayments		36,062,128.84	32,559,614.28
其他应收款 Other receivables	十七、2 XVII.2	2,190,912,010.50	1,940,495,809.17
其中：应收股利 Including: Dividends receivable		17,361,100.00	
存货 Inventories		602,337,958.54	593,262,944.51
一年内到期的非流动资产 Current portion of non-current assets			201,358,630.13
其他流动资产 Other current assets		13,470,569.06	45,443,330.46
流动资产合计 Total current assets		7,717,070,504.04	7,439,505,596.42
非流动资产： Non-Current Assets:			
债权投资 Debt investments			
长期股权投资 Long-term equity investments	十七、3 XVII.3	638,928,943.43	641,874,046.83
其他非流动金融资产 Other non-current financial assets		30,000,000.00	30,000,000.00
固定资产 Fixed assets		1,598,497,860.77	1,449,632,008.01
在建工程 Construction in progress		136,774,030.89	315,540,173.66
使用权资产 Right-of-use assets			154,121.03
无形资产 Intangible assets		157,432,738.56	165,333,219.53
开发支出 Development expenditures		776,867,971.20	722,571,603.15

母公司资产负债表
Balance sheet of the parent company

2023年6月30日
June 30, 2023

编制单位：甘李药业股份有限公司

Prepared by: Gan & Lee Pharmaceuticals.

单位：元 币种：人民币

Unit: RMB

项目 Item	附注 Notes	2023年6月30日 June 30, 2023	2022年12月31日 December 31, 2022
递延所得税资产 Deferred tax assets		15,413,322.74	58,470,017.32
其他非流动资产 Other non-current assets		26,208,716.60	31,949,815.10
非流动资产合计 Total non-current assets		3,380,123,584.19	3,415,525,004.63
资产总计 Total assets		11,097,194,088.23	10,855,030,601.05
流动负债：			
Current Liabilities:			
应付账款 Accounts payable		38,030,697.08	24,973,731.12
合同负债 Contract liabilities		55,233,158.39	67,557,641.69
应付职工薪酬 Payroll and employee benefits payable		145,523,924.76	129,061,774.73
应交税费 Taxes payable		11,522,977.99	7,558,432.89
其他应付款 Other payables		282,735,665.49	315,703,332.67
一年内到期的非流动负债 Current portion of non-current liabilities		1,208,643.88	1,298,278.32
其他流动负债 Other current liabilities		169,246.87	916,461.40
流动负债合计 Total Current Liabilities		534,424,314.46	547,069,652.82
非流动负债：			
Non-current Liabilities:			
租赁负债 Lease liability			
长期应付款 Long-term payables		7,747,400.45	7,904,292.95
递延收益 Deferred income		49,590,843.94	53,687,371.51
递延所得税负债 Deferred tax liabilities			
非流动负债合计 Total non-current liabilities		57,338,244.39	61,591,664.46
负债合计 Total liabilities		591,762,558.85	608,661,317.28

母公司资产负债表
Balance sheet of the parent company

2023年6月30日
June 30, 2023

编制单位：甘李药业股份有限公司
Prepared by: Gan & Lee Pharmaceuticals.

单位：元 币种：人民币
Unit: RMB

项目 Item	附注 Notes	2023年6月30日 June 30, 2023	2022年12月31日 December 31, 2022
所有者权益(或股东权益)： Owners (or Shareholders') equity:			
实收资本(或股本) Paid-in capital (or share capital)		565,653,200.00	565,653,200.00
资本公积 Capital reserve		2,586,117,093.82	2,563,001,626.10
减：库存股 Less: Treasury shares		71,364,020.00	71,364,020.00
盈余公积 Surplus reserve		291,531,843.96	291,531,843.96
未分配利润 Retained earnings		7,133,493,411.60	6,897,546,633.71
所有者权益(或股东权益)合计 Total owners' (or shareholders') equity		10,505,431,529.38	10,246,369,283.77
负债和所有者权益(或股东权益)总计 Total Liabilities and Shareholders' equity		11,097,194,088.23	10,855,030,601.05

公司负责人： Person in charge of the Company:	甘忠如 Gan Zhongru	主管会计工作负责人： Chief accountant:	孙程 Sun Cheng	会计机构负责人： Head of accounting department:	周丽 Zhou Li
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合并利润表
Consolidated Income Statement

2023年1—6月
January to June 2023

编制单位：甘李药业股份有限公司

单位：元 币种：人民币

Prepared by: Gan & Lee Pharmaceuticals.

Unit: RMB

项目 Item	附注 Notes	2023年半年度 2023 H1	2022年半年度 2022 H1
一、营业总收入 I.Total operating revenue		1,229,765,113.65	834,799,215.95
其中：营业收入 Including: Operating revenue	61	1,229,765,113.65	834,799,215.95
二、营业总成本 II.Total operating costs		1,108,907,254.24	1,043,926,486.79
其中：营业成本 Including: Operating costs	61	322,655,986.20	152,985,808.84
税金及附加 Taxes and surcharges	62	12,493,109.55	11,509,213.22
销售费用 Sales expenses	63	465,243,177.81	564,861,191.77
管理费用 Administrative expenses	64	100,695,377.33	117,613,719.39
研发费用 R&D expenses	65	261,962,985.39	244,429,009.16
财务费用 Financial expenses	66	-54,143,382.04	-47,472,455.59
加：其他收益 Add: Other income	67	11,053,501.82	11,146,654.64
投资收益(损失以“-”号填列) Income from investments (losses expressed with "-")	68	21,034,510.73	71,679,397.70
公允价值变动收益(损失以“-”号填列) Income from changes in fair value (losses expressed with "-")	70	9,902,075.97	-67,177,603.73
信用减值损失(损失以“-”号填列) Credit impairment losses (losses expressed with "-")	71	5,476,246.03	-8,117,245.74
资产减值损失(损失以“-”号填列) Asset impairment losses (losses expressed with "-")	72	-4,326,667.96	
资产处置收益(损失以“-”号填列) Income from disposal of assets (losses expressed with "-")	73	45,822.47	-1,521.66
三、营业利润(亏损以“-”号填列) III. Operating profits (losses expressed with "-")		164,043,348.47	-201,597,589.63
加：营业外收入 Add: Non-operating revenue	74	2,185,720.84	906,498.09
减：营业外支出 Less: Non-operating expenses	75	6,535,466.78	3,174,373.31
四、利润总额(亏损总额以“-”号填列) IV. Total profits (total losses expressed with "-")		159,693,602.53	-203,865,464.85
减：所得税费用 Less: Income tax expenses	76	25,538,397.62	-6,258,294.52
五、净利润(净亏损以“-”号填列) V. Net profits (net losses expressed with "-")		134,155,204.91	-197,607,170.33
(一) 按经营持续性分类 (I) Classification by business continuity			
1.持续经营净利润(净亏损以“-”号填列) 1. Net profits from continuing operations (net losses expressed with "-")		134,155,204.91	-197,607,170.33

合并利润表
Consolidated Income Statement
2023年1—6月
January to June 2023

编制单位：甘李药业股份有限公司
Prepared by: Gan & Lee Pharmaceuticals.

单位：元 币种：人民币
Unit: RMB

项目 Item	附注 Notes	2023年半年度 2023 H1	2022年半年度 2022 H1
(二) 按所有权归属分类			
(II) Classification by ownership			
1. 归属于母公司股东的净利润(净亏损以“-”号填列) 1. Net profits attributable to shareholders of the parent(net losses expressed with "-")		134,155,242.69	-197,607,134.96
2. 少数股东损益(净亏损以“-”号填列) 2. Minority profits and losses (net losses expressed with "-")		-37.78	-35.37
六、其他综合收益的税后净额 VI. Other comprehensive income net of tax		1,789,558.67	4,006,813.13
(一) 归属母公司所有者的其他综合收益的税后净额 (I) Net amount after tax of other comprehensive income attributable to owners of the parent company		1,789,558.67	4,006,813.13
1. 不能重分类进损益的其他综合收益 1. Other comprehensive income that cannot be reclassified into profits/losses			
2. 将重分类进损益的其他综合收益 2. Other comprehensive income to be reclassified into gains/losses		1,789,558.67	4,006,813.13
(1) 外币财务报表折算差额 (1) Exchange differences from translation of foreign currency financial statements	57	1,789,558.67	4,006,813.13
(二) 归属于少数股东的其他综合收益的税后净额 (II) Net amount after tax of other comprehensive income attributable to minority shareholders			
七、综合收益总额 VII. Total comprehensive income		135,944,763.58	-193,600,357.20
(一) 归属于母公司所有者的综合收益总额 (I) Total comprehensive income attributable to owners of the parent company		135,944,801.36	-193,600,321.83
(二) 归属于少数股东的综合收益总额 (II) Total comprehensive income attributable to minority shareholders		-37.78	-35.37
八、每股收益：			
VIII. Earnings per share			
(一) 基本每股收益(元/股) (I) Basic earnings per share(RMB per share)		0.24	-0.35
(二) 稀释每股收益(元/股) (II) Diluted earnings per share (RMB per share)		0.24	-0.35

本期发生同一控制下企业合并的，被合并方在合并前实现的净利润为：0元，上期被合并方实现的净利润为：0元。

As for business merger under the same control in the current period, the net profit generated by the merged party before the merge was RMB 0, and that generated during the previous period was RMB 0.

公司负责人：甘忠如
主管会计工作负责人：孙程
会计机构负责人：周丽

Legal Representative: Zhongru Gan
Chief Accountant: Cheng Sun
Head of Accounting Department: Li Zhou

母公司利润表
Income statement of the parent company
2023年1—6月
January to June 2023

编制单位：甘李药业股份有限公司

单位：元 币种：人民币

Prepared by: Gan & Lee Pharmaceuticals.

Unit: RMB

项目 Item	附注 Notes	2023年半年度 2023 H1	2022年半年度 2022 H1
一、营业收入 I. Operating revenue	十七、4 XVII.4	1,196,874,650.97	786,339,301.13
减：营业成本 Less: Operating cost	十七、4 XVII.4	311,782,190.62	127,774,425.01
税金及附加 Taxes and surcharges		9,532,806.25	9,491,785.85
销售费用 Sales expenses		422,849,623.10	559,069,913.76
管理费用 Administrative expenses		71,562,749.51	69,223,577.64
研发费用 R&D expenses	十七、2 XVII.2	231,960,395.14	196,935,328.97
财务费用 Financial expenses		-90,793,296.25	-66,521,168.48
加：其他收益 Add: Other income		10,089,887.40	8,681,763.48
投资收益(损失以“-”号填列) Income from investments (losses expressed with "-")	十七、5 XVII.5	21,034,510.73	71,679,397.70
公允价值变动收益(损失以“-”号填列) Income from changes in fair value (losses expressed with "-")		9,902,075.97	-67,177,603.73
信用减值损失(损失以“-”号填列) Credit impairment losses (losses expressed with "-")		7,654,059.10	640,756.48
资产减值损失(损失以“-”号填列) Impairment gains (losses) of assets (losses expressed with "-")		-3,843,398.71	
资产处置收益(损失以“-”号填列) Asset disposal income (losses expressed with "-")		-234.00	
二、营业利润(亏损以“-”号填列) II. Operating profit (Losses expressed with "-")		284,817,083.09	-95,810,247.69
加：营业外收入 Add: Non-operating revenue		2,004,342.23	645,034.62
减：营业外支出 Less: Non-operating expenses		6,339,008.05	3,134,371.15
三、利润总额(亏损总额以“-”号填列) III. Total profit (Total losses expressed with "-")		280,482,417.27	-98,299,584.22
减：所得税费用 Less: Income tax expenses		44,535,639.38	4,110,569.99
四、净利润(净亏损以“-”号填列) IV. Net profit (Net losses expressed with "-")		235,946,777.89	-102,410,154.21
(一)持续经营净利润(净亏损以“-”号填列) I) Net profit from continuous operations (Net losses expressed with "-")		235,946,777.89	-102,410,154.21
五、其他综合收益的税后净额 V. Net amount after tax of other comprehensive income			
六、综合收益总额 VI. Total comprehensive income		235,946,777.89	-102,410,154.21

公司负责人：	甘忠如	主管会计工作负责人：	孙程	会计机构负责人：	周丽
Person in charge of the Company:	Gan Zhongru	Chief accountant:	Sun Cheng	Head of accounting department:	Zhou Li

合并现金流量表
Consolidated cash flow statement

2023年1—6月
January to June 2023

编制单位：甘李药业股份有限公司
Prepared by: Gan & Lee Pharmaceuticals.

单位：元 币种：人民币
Unit: RMB

项目 Item	附注 Notes	2023年半年度 2023 H1	2022年半年度 2022 H1
一、经营活动产生的现金流量：			
I. Cash flows from operating activities:			
销售商品、提供劳务收到的现金 Cash received from the sale of goods and the rendering of services		1,157,280,652.42	1,497,577,712.07
收到的税费返还 Receipts of tax refund		31,079,292.02	58,309,647.06
收到其他与经营活动有关的现金 Other cash receipts in relation to operating activities	78	13,995,993.30	39,499,830.12
经营活动现金流入小计 Subtotal of cash inflows from operating activities		1,202,355,937.74	1,595,387,189.25
购买商品、接受劳务支付的现金 Cash payments for goods purchased and services received		375,439,095.39	269,892,716.67
支付给职工及为职工支付的现金 Cash paid to and for employees		386,260,587.44	329,947,728.83
支付的各项税费 Payments of various types of taxes		17,747,324.19	189,590,640.43
支付其他与经营活动有关的现金 Other cash payments in relation to operating activities	78	481,074,651.89	524,708,118.16
经营活动现金流出小计 Subtotal of cash outflows from operating activities		1,260,521,658.91	1,314,139,204.09
经营活动产生的现金流量净额 Net cash flow from operating activities		-58,165,721.17	281,247,985.16
二、投资活动产生的现金流量：			
II. Cash flows from investing activities:			
收回投资收到的现金 Cash received from disposal of investments		2,752,063,500.44	2,283,000,000.00
取得投资收益收到的现金 Cash received from investment income		28,500,704.86	56,261,936.30
处置固定资产、 无形资产和其他长期资产收回的现金净额 Net proceeds from disposal of fixed assets, intangible assets, and other long-term assets		190,000.00	
收到其他与投资活动有关的现金 Cash received relating to other investing activities	78	13,846,993.67	
投资活动现金流入小计 Subtotal of cash inflows from investment activities		2,794,601,198.97	2,339,261,936.30

合并现金流量表
Consolidated cash flow statement
2023年1—6月
January to June 2023

编制单位：甘李药业股份有限公司

Prepared by: Gan & Lee Pharmaceuticals.

单位：元 币种：人民币

Unit: RMB

项目 Item	附注 Notes	2023年半年度 2023 H1	2022年半年度 2022 H1
购建固定资产、无形资产和其他长期资产支付的现金 Cash payments for purchase and construction of fixed assets, intangible assets, and other long-term assets		216,193,860.03	447,541,478.08
投资支付的现金 Cash payments for investment		2,525,166,333.92	2,286,000,000.00
支付其他与投资活动有关的现金 Other cash payments in relation to investing activities	78	41,243,532.84	28,195,751.65
投资活动现金流出小计 Subtotal of cash outflows from investment activities		2,782,603,726.79	2,761,737,229.73
投资活动产生的现金流量净额 Net cash flow from investing activities		11,997,472.18	-422,475,293.43
三、筹资活动产生的现金流量： III. Cash Flows from financing activities:			
吸收投资收到的现金 Cash received from absorbing investment			
筹资活动现金流入小计 Subtotal of cash inflows from financing activities			
分配股利、利润或偿付利息支付的现金 Cash paid for dividend and profit distribution or interest payment			162,599,206.44
支付其他与筹资活动有关的现金 Other cash paid related to financing activities	78	2,202,856.29	499,438.58
筹资活动现金流出小计 Subtotal of cash outflows from financing activities		2,202,856.29	163,098,645.02
筹资活动产生的现金流量净额 Net cash flows from financing activities		-2,202,856.29	-163,098,645.02
四、汇率变动对现金及现金等价物的影响 IV. Effect of foreign exchange rate changes on cash and cash equivalents		4,549,384.22	3,776,092.87
五、现金及现金等价物净增加额 V. Net increase in cash and cash equivalents		-43,821,721.06	-300,549,860.42
加：期初现金及现金等价物余额 Add: Opening balance of cash and cash equivalents		397,328,882.98	639,768,344.07
六、期末现金及现金等价物余额 VI. Closing balance of cash and cash equivalents		353,507,161.92	339,218,483.65

公司负责人：甘忠如

Person in charge of the Company:

Gan Zhongru

主管会计工作负责人：孙程

Chief accountant:

Sun Cheng

会计机构负责人：周丽

Head of accounting department:

Zhou Li

母公司现金流量表
Cash flow statement of the parent company
2023年1—6月
January to June 2023

编制单位：甘李药业股份有限公司
Prepared by: Gan & Lee Pharmaceuticals.

单位：元 币种：人民币
Unit: RMB

项目 Item	附注 Notes	2023年半年度 2023 H1	2022年半年度 2022 H1
一、经营活动产生的现金流量：			
I. Cash flows from operating activities:			
销售商品、提供劳务收到的现金 Cash received from the sale of goods and the rendering of services		1,090,122,370.64	1,454,128,828.26
收到其他与经营活动有关的现金 Other cash receipts in relation to operating activities		144,943,479.75	556,323,958.05
经营活动现金流入小计 Subtotal of cash inflows from operating activities		1,235,065,850.39	2,010,452,786.31
购买商品、接受劳务支付的现金 Cash payments for goods purchased and services received		268,282,956.29	231,533,937.29
支付给职工及为职工支付的现金 Cash paid to and for employees		339,970,519.50	281,665,383.51
支付的各项税费 Payments of various types of taxes		7,792,832.66	187,324,242.17
支付其他与经营活动有关的现金 Other cash payments in relation to operating activities		572,839,873.38	1,037,311,219.10
经营活动现金流出小计 Subtotal of cash outflows from operating activities		1,188,886,181.83	1,737,834,782.07
经营活动产生的现金流量净额 Net cash flow from operating activities		46,179,668.56	272,618,004.24
二、投资活动产生的现金流量：			
II. Cash flows from investing activities:			
收回投资收到的现金 Cash received from disposal of investments		2,781,943,959.65	2,283,000,000.00
取得投资收益收到的现金 Cash received from investment income		28,500,704.86	56,261,936.30
处置固定资产、 无形资产和其他长期资产收回的现金净额 Net proceeds from disposal of fixed assets, intangible assets, and other long-term assets		10,000.00	
收到其他与投资活动有关的现金 Cash received relating to other investing activities		46,364,956.16	71,376,733.82
投资活动现金流入小计 Subtotal of cash inflows from investment activities		2,856,819,620.67	2,410,638,670.12

合并现金流量表
Consolidated cash flow statement
2023年1—6月
January to June 2023

编制单位：甘李药业股份有限公司
Prepared by: Gan & Lee Pharmaceuticals.

单位：元 币种：人民币
Unit: RMB

项目 Item	附注 Notes	2023年半年度 2023 H1	2022年半年度 2022 H1
购建固定资产、无形资产和其他长期资产支付的现金 Cash payments for purchase and construction of fixed assets, intangible assets, and other long-term assets		70,803,754.16	65,224,924.66
投资支付的现金 Cash payments for investment		2,551,422,240.70	2,339,301,127.56
支付其他与投资活动有关的现金 Other cash payments in relation to investing activities		271,976,132.84	422,635,575.47
投资活动现金流出小计 Subtotal of cash outflows from investment activities		2,894,202,127.70	2,827,161,627.69
投资活动产生的现金流量净额 Net cash flow from investing activities		-37,382,507.03	-416,522,957.57
三、筹资活动产生的现金流量： III. Cash Flows from financing activities:			
吸收投资收到的现金 Cash received from absorbing investment			
筹资活动现金流入小计 Subtotal of cash inflows from financing activities			
分配股利、利润或偿付利息支付的现金 Cash paid for dividend and profit distribution or interest payment			162,599,206.44
支付其他与筹资活动有关的现金 Other cash paid related to financing activities		660,151.00	61,669.49
筹资活动现金流出小计 Subtotal of cash outflows from financing activities		660,151.00	162,660,875.93
筹资活动产生的现金流量净额 Net cash flows from financing activities		-660,151.00	-162,660,875.93
四、汇率变动对现金及现金等价物的影响 IV. Effect of foreign exchange rate changes on cash and cash equivalents		2,499,252.17	-112,844.33
五、现金及现金等价物净增加额 V. Net increase in cash and cash equivalents		10,636,262.70	-306,678,673.59
加：期初现金及现金等价物余额 Add: Opening balance of cash and cash equivalents		317,342,048.15	587,007,535.57
六、期末现金及现金等价物余额 VI. Closing balance of cash and cash equivalents		327,978,310.85	280,328,861.98

公司负责人：	甘忠如	主管会计工作负责人：	孙程	会计机构负责人：	周丽
Person in charge of the Company:	Gan Zhongru	Chief accountant:	Sun Cheng	Head of accounting department:	Zhou Li

合并所有者权益变动表
Consolidated statement of changes in shareholders' equity

2023年1—6月
January to June 2023

单位：元 币种：人民币
Unit: RMB

编制单位：甘李药业股份有限公司
Prepared by: Gan & Lee Pharmaceuticals.

项目 Item	2023年半年度 2023 H1							少数股东权益 Minority equity	所有者权益合计 Total owners' equity
	归属于母公司所有者权益 Equity attributable to shareholders of the parent company								
	实收资本(或股本) Paid-in capital(Share capital)	资本公积 Capital reserves	减：库存股 Less: Treasury share	其他综合收益 Other comprehensive income	盈余公积 Surplus reserve	未分配利润 Undistributed profits	小计 Subtotal		
一、上年期末余额 I. Closing balance of the previous year	565,653,200.00	2,563,002,386.27	71,364,020.00	3,442,128.87	291,531,843.96	6,233,536,610.40	9,585,802,149.50	-162,515.63	9,585,639,633.87
二、本年期初余额 II. Opening balance of the current year	565,653,200.00	2,563,002,386.27	71,364,020.00	3,442,128.87	291,531,843.96	6,233,536,610.40	9,585,802,149.50	-162,515.63	9,585,639,633.87
三、本期增减变动金额(减少以“-”号填列) III. Increase or decrease in the current period (decrease expressed with "-")		23,115,467.72		1,789,558.67		134,155,242.69	159,060,269.08	-37.78	159,060,231.30
(一) 综合收益总额 (I) Total comprehensive income				1,789,558.67		134,155,242.69	135,944,801.36	-37.78	135,944,763.58
(二) 所有者投入和减少资本 (II) Capital contributed by owners and capital decreases							23,115,467.72		23,115,467.72

合并所有者权益变动表
Consolidated statement of changes in shareholders' equity
2023年1—6月
January to June 2023

单位：元 币种：人民币
Unit: RMB

编制单位：甘李药业股份有限公司
Prepared by: Gan & Lee Pharmaceuticals.

项目 Item	2023年半年度 2023 H1							少数股东权益 Minority equity	所有者权益合计 Total owners' equity
	归属于母公司所有者权益 Equity attributable to shareholders of the parent company								
	实收资本(或股本) Paid-in capital/(Share capital)	资本公积 Capital reserves	减：库存股 Less: Treasury share	其他综合 收益 Other comprehensive income	盈余公积 reserve	未分配利润 Undistributed profits	小计 Subtotal		
1. 所有者投入的普通股 1. Ordinary shares invested by owners									
2. 股份支付计入所有者权益的金额 2. Share-based payments included in owners' equity									
3. 其他 3. Others									
(三) 利润分配 (III) Profit distribution									
1. 对所有者(或股东)的分配 1. Distribution to owners (or shareholders)									
四、本期末余额 IV. Closing balance of the current period	565,653,200.00	2,586,117,853.99	71,364,020.00	5,231,687.54	291,531,843.96	6,367,691,853.09	9,744,862,418.58	-162,553.41	9,744,699,865.17
		23,115,467.72					23,115,467.72		23,115,467.72

项目 Item	2022年半年度 2022 H1							少数股东权益 Minority equity	所有者权益合计 Total owners' equity
	归属于母公司所有者的权益 Equity attributable to shareholders of the parent company								
	实收资本(或股本) Paid-in capital(Share capital)	资本公积 Capital surplus	其他综合收益 Other compr ehensive income	盈余公积 Surplus reserve	未分配利润 Undistributed profits	小计 Subtotal			
一、上年期末余额 I. Closing balance of the previowus year	561,540,000.00	2,476,158,119.34	-3,440,036.19	291,531,843.96	6,841,514,967.88	10,167,304,894.99	-162,492.75	10,167,142,402.24	
二、本年期初余额 II. Opening balance of the current year	561,540,000.00	2,476,158,119.34	-3,440,036.19	291,531,843.96	6,841,514,967.88	10,167,304,894.99	-162,492.75	10,167,142,402.24	
三、本期增减变动金额 (减少以“-”号填列) III. Increase or decrease in the current period (decrease expressed with "-")		10,569,556.81	4,006,813.13		-366,069,134.96	-351,492,765.02	-35.37	-351,492,800.39	
(一) 综合收益总额 (I) Total comprehensive income			4,006,813.13		-197,607,134.96	-193,600,321.83	-35.37	-193,600,357.20	
(二) 所有者投入和减少 资本 (II) Capital contributed by owners and capital decreases		10,569,556.81				10,569,556.81		10,569,556.81	

项目 Item	2022年半年度 2022 H1							少数股东权益 Minority equity	所有者权益合计 Total owners' equity
	归属于母公司所有者权益 Equity attributable to shareholders of the parent company								
	实收资本(或股本) Paid-in capital(Share capital)	资本公积 Capital surplus	其他综合收益 Other compr ehensive income	盈余公积 Surplus reserve	未分配利润 Undistributed profits	小计 Subtotal			
1. 股份支付计入所有者权益 的金额 1. Share-based payments included in owners' equity		10,569,556.81					10,569,556.81	10,569,556.81	
(三)利润分配 (III) Profit distribution					-168,462,000.00		-168,462,000.00	-168,462,000.00	
1. 对所有者(或股东)的 分配 1. Distribution to owners (or shareholders)					-168,462,000.00		-168,462,000.00	-168,462,000.00	
四、本期末余额 IV. Closing balance of the current period	561,540,000.00	2,486,727,676.15	566,776.94	291,531,843.96	6,475,445,832.92	9,815,812,129.97	-162,528.12	9,815,649,601.85	

公司负责人：甘忠如
Person in charge of the Company: Gan Zhongru

主管会计工作负责人：孙程
Chief accountant: Sun Cheng

会计机构负责人：周丽
Head of accounting department: Zhou Li

母公司所有者权益变动表
Statement of changes in equity of the parent company

2023年1—6月
January to June 2023

单位：元 币种：人民币
Unit: RMB

编制单位：甘李药业股份有限公司
Prepared by: Gan & Lee Pharmaceuticals.

项目 Item	2023年半年度 2023 H1				未分配利润 Undistributed profits	所有者权益合计 Total owners' equity
	实收资本(或股本) Paid-in capital (or share)	资本公积 Capital reserves	减：库存股 Less: Treasury share	盈余公积 Surplus reserve		
一、上年期末余额 I. Closing balance of the previous year	565,653,200.00	2,563,001,626.10	71,364,020.00	291,531,843.96	6,897,546,633.71	10,246,369,283.77
二、本年期初余额 II. Opening balance of the current year	565,653,200.00	2,563,001,626.10	71,364,020.00	291,531,843.96	6,897,546,633.71	10,246,369,283.77
三、本期增减变动金额(减少以“-”号填列) III. Increase or decrease in the current period (decrease expressed with "-")		23,115,467.72			235,946,777.89	259,062,245.61
(一) 综合收益总额 (I) Total comprehensive income					235,946,777.89	235,946,777.89
(二) 所有者投入和减少资本 (II) Capital contributed by owners and capital decreases		23,115,467.72				23,115,467.72
1. 所有者投入的普通股 1. Ordinary shares invested by owners						
2. 其他权益工具持有者投入资本 2. Capital invested by holders of other equity instruments						
3. 股份支付计入所有者权益的金额 3. Amount of share-based payment included in owner's equity		23,115,467.72				23,115,467.72
(三) 利润分配 (III) Profit distribution						
1. 对所有者(或股东)的分配 1. Distribution to owners (or shareholders)						
四、本期末余额 IV. Closing balance of the current period	565,653,200.00	2,586,117,093.82	71,364,020.00	291,531,843.96	7,133,493,411.60	10,505,431,529.38

公司负责人：甘忠如
Person in charge of the Company: Gan Zhongru

主管会计工作负责人：孙程
Chief accountant: Sun Cheng

会计机构负责人：周丽
Head of accounting department: Zhou Li

项目 Item	2022年半年度 2022 H1			所有者权益合计 Total owners' equity	
	实收资本(或股本) Paid-in capital (or share)	资本公积 Capital reserves	盈余公积 Surplus reserve		未分配利润 Undistributed profits
一、上年期末余额 I. Closing balance of the previous year	561,540,000.00	2,476,157,359.17	291,531,843.96	7,268,034,659.52	10,597,263,862.65
二、本年期初余额 II. Opening balance of the current year	561,540,000.00	2,476,157,359.17	291,531,843.96	7,268,034,659.52	10,597,263,862.65
三、本期增减变动金额(减少以“-”号填列) III. Increase or decrease in the current period (decrease expressed with "-")		10,569,556.81		-270,872,154.21	-260,302,597.40
(一) 综合收益总额 (I) Total comprehensive income				-102,410,154.21	-102,410,154.21
(二) 所有者投入和减少资本 (II) Capital contributed by owners and capital decreases		10,569,556.81			10,569,556.81
1. 股份支付计入所有者权益的金额 1. Amount of share-based payment included in owner's equity		10,569,556.81			10,569,556.81
(三) 利润分配 (III) Profit distribution				-168,462,000.00	-168,462,000.00
1. 对所有者(或股东)的分配 1. Distribution to owners (or shareholders)				-168,462,000.00	-168,462,000.00
四、本期末余额 IV. Closing balance of the current period	561,540,000.00	2,486,726,915.98	291,531,843.96	6,997,162,505.31	10,336,961,265.25
公司负责人: Person in charge of the Company:	甘忠如 Gan Zhongru	主管会计工作负责人: Chief accountant:	孙程 Sun Cheng	会计机构负责人: Head of accounting department:	周丽 Zhou Li

二、公司基本情况

1. 公司概况

(一) 公司注册地、组织形式和总部地址

甘李药业股份有限公司前身为北京甘李生物技术有限公司,成立于1998年6月17日,是一家在中华人民共和国北京市注册的有限责任公司,由甘忠如、甘一如和甘喜茹共同出资设立,于2012年9月13日整体改制为股份有限公司。公司于2020年6月29日在上海证券交易所上市,现持有统一社会信用代码为91110000102382249M的营业执照。

截至2023年6月30日,本公司累计发行股本总数56,565.32万股,注册资本为56,565.32万元。注册地址:北京市通州区潮县镇南凤西一路8号,总部地址:北京市通州区潮县镇南凤西一路8号,实际控制人为甘忠如。

(二) 公司业务性质和主要经营活动

本公司属医药制造行业,主营业务为胰岛素类似物原料药及注射剂的研发、生产和销售。本公司主要产品包括甘精胰岛素注射液(长秀霖®)、赖脯胰岛素注射液(速秀霖®)、精蛋白锌重组赖脯胰岛素混合注射液(25R)(速秀霖®25)、门冬胰岛素注射液(锐秀霖®)、门冬胰岛素30注射液(锐秀霖®30)多款胰岛素类似物和精蛋白人胰岛素混合注射液(30R)(普秀霖®30)。

(三) 财务报表的批准报出

本财务报表业经公司董事会于2023年8月23日批准报出。

II. Basic information of the Company

1. Company overview

(I) *Company registration address, organizational form, and headquarters address*

Gan & Lee Pharmaceuticals, formerly known as Beijing Gan & Lee Biotechnology Co., Ltd., was established on June 17, 1998. It is a limited liability company registered in Beijing, China. It was jointly funded by Zhongru Gan, Yiru Gan, and Xiru Gan, and was restructured as a joint stock company on September 13, 2012. The Company was listed in Shanghai Stock Exchange on June 29, 2020, and now holds a business license with Unified Social Credit Identifier of 91110000102382249M.

Up to June 30, 2023, the Company has issued a total number of 565,653,200 shares of capital stock, with a registered capital of RMB 565,653,200. Registered address: No. 8 Nanfeng West 1st Street, Huoxian, Tongzhou District, Beijing. Headquarters address: No. 8 Nanfeng West 1st Street, Huoxian, Tongzhou District, Beijing. The de facto controller is Zhongru Gan.

(II) *The nature of the Company's business and main business activities*

The Company belongs to the pharmaceutical manufacturing industry, principally engages in R&D, production and sales of Insulin analog APIs and injections. The Company's main products include multiple insulin analoges, Recombinant Insulin Glargine Injection (Basalin®), Recombinant Lispro Insulin Injection (Prandilin®), Mixed Protamine Zinc Recombinant Insulin Lispro (25R) (Prandilin®25), Insulin Aspart Injection (Raplin®), Insulin Aspart 30 Injection (Raplin®30), and Mixed Protamine Human Insulin Injection (30R) (Similin®30).

(III) *Approval and submission of financial statements*

This financial statement has been approved and submitted by the Company's Board of Directors on August 23, 2023.

2. 合并财务报表范围

本公司本期纳入合并范围的子公司共12户。本期纳入合并财务报表范围的主体与上期相比未发生变化。

2. Scope of consolidated financial statements

There are 12 subsidiaries included in the scope of consolidation of the Company during the current period. The subjects included in the scope of the consolidated financial statements for the current period remained unchanged from the previous period.

子公司名称 Subsidiaries name	主要经营地 Main business location	注册地 Registered place	业务性质 Business Nature	持股比例(%) Proportion of Shareholdings (%)		取得方式 Acquisition Method
				直接 Direct	间接 Indirect	
甘李药业江苏有限公司 Gan & Lee Pharmaceutical Jiangsu Co., Ltd.	中国大陆 Mainland China	江苏泰州 Taizhou, Jiangsu	工业制造 Industrial Manufacturing	100		设立 Established
甘李药业山东有限公司 Gan&Lee Pharmaceutical Shandong Co.,Ltd.	中国大陆 Mainland China	山东临沂 Linyi, Shandong	工业制造 Industrial Manufacturing	100		设立 Established
甘李生物科技(上海)有限公司 Gan&Lee Biotechnology (Shanghai) Co.,Ltd.	中国大陆 Mainland China	上海 shangha	服务业 Service Industry	100		设立 Established
北京甘甘科技有限公司 Beijing Gangan Technology Co., Ltd.	中国大陆 Mainland China	北京 Beijing	工业制造 Industrial Manufacturing	100		非同一控制下企业合并 Business combinations not under common control
北京鼎业浩达科技有限公司 Beijing Dingye Haoda Technology Co.,Ltd.	中国大陆 Mainland China	北京 Beijing	服务业 Service Industry	100		非同一控制下企业合并 Business combinations not under common control
甘甘医疗科技江苏有限公司 GanGan Medical Technology Jiangsu Co.,Ltd.	中国大陆 Mainland China	江苏泰州 Taizhou, Jiangsu	工业制造 Industrial Manufacturing		100	设立 Established
北京源荷根泽科技有限公司 Beijing Yuanhe Genze Technology Co., Ltd.	中国大陆 Mainland China	北京 Beijing	服务业 Service Industry	51		非同一控制下企业合并 Business combinations not under common control
甘李控股有限公司 Gan&Lee Holdings Limited	中国香港 Hong Kong China	中国香港 Hong Kong China	国际贸易 International Trade	100		设立 Established
Gan&Lee Pharmaceuticals USA Corporation	美国 USA	新泽西州 New Jersey	药品进出口 Pharmaceutical import and export		100	设立 Established
G&L MANUFACTURING NEW JERSEY INC	美国 USA	新泽西州 New Jersey	工业制造 Industrial Manufacturing		100	设立 Established
G&L HOLDINGS NEW JERSEY INC.	美国 USA	新泽西州 New Jersey	工业制造 Industrial Manufacturing	100		设立 Established
Gan&Lee Pharmaceuticals Europe GmbH	德国 Germany	北莱茵-威斯特法伦州 North Rhine-Westphalia	研究和试验发展 Research and Experimental Development	100		设立 Established

三、财务报表的编制基础

1. 编制基础

本公司根据实际发生的交易和事项，按照财政部颁布的《企业会计准则——基本准则》和具体企业会计准则、企业会计准则应用指南、企业会计准则解释及其他相关规定(以下合称“企业会计准则”)进行确认和计量，在此基础上，结合中国证券监督管理委员会《公开发行证券的公司信息披露编报规则第15号——财务报告的一般规定》(2014年修订)的规定，编制财务报表。

2. 持续经营

本公司对报告期末起12个月的持续经营能力进行了评价，未发现对持续经营能力产生重大怀疑的事项或情况。因此，本财务报表系在持续经营假设的基础上编制。

四、税项

1. 主要税种及税率

税种	Taxes	计税依据	Taxable basis	税率 Tax rate
增值税	VAT	按税法规定计算的销售货物和应税劳务收入为基础计算销项税额，在扣除当期允许抵扣的进项税额后，差额部分为应交增值税	Calculate output tax on the basis of income from the sale of goods and taxable services in accordance with the provisions of the tax law, and after deducting the input tax allowable for deduction in the current period, the difference will be the VAT payable	3%、5%、6%、9%、13%
城市维护建设税	Urban maintenance and construction tax	实缴流转税税额	Turnover tax paid	5%、7%
企业所得税	Corporate income tax	应纳税所得额	Taxable income	15%、15.825%、16.5%、21%、25%
教育费附加	Education surcharges	实缴流转税税额	Turnover tax paid	3%
地方教育费附加	Local education surcharges	实缴流转税税额	Turnover tax paid	2%

III. Reference for preparation of the financial statements

1. Reference for preparation

Based on actual transactions and events, our company recognized and measured them in accordance with the *Enterprise Accounting Standards - Basic Standards* issued by the Ministry of Finance, specific enterprise accounting standards, application guidelines for enterprise accounting standards, interpretation of enterprise accounting standards, and other relevant regulations (hereinafter collectively referred to as "Enterprise Accounting Standards"). On this basis, the financial statements were prepared in accordance with the provisions of the China Securities Regulatory Commission's *Compilation Rules for Information Disclosure of Companies that Offer Securities to the Public No. 15- General Provisions on Financial Reports (revised in 2014)*.

2 Going concern

The Company has evaluated its ability to continue as a going concern for the 12 months from the end of the reporting period and has not identified any matters or circumstances that cast significant doubt on its ability to continue as a going concern. Therefore, the financial statements have been prepared on the basis of the going concern assumption.

IV. Taxes

1. Main taxes and tax rates

纳税主体名称	Name of taxable entity	所得税税率(%) Income tax rate
甘李药业股份有限公司	Gan & Lee Pharmaceuticals.	15
北京甘甘科技有限公司	Beijing Gangan Technology Co., Ltd.	25
北京鼎业浩达科技有限公司	Beijing Dingye Haoda Technology Co., Ltd.	25
甘李药业江苏有限公司	Gan & Lee Pharmaceutical Jiangsu Co., Ltd.	25
甘李药业山东有限公司	Gan & Lee Pharmaceutical Shandong Co., Ltd.	25
Gan&Lee Pharmaceuticals USA Corporation	Gan & Lee Pharmaceuticals USA Corporation	21
北京源荷根泽科技有限公司	Beijing Yuanhe Genze Technology Co., Ltd.	25
甘甘医疗科技江苏有限公司	Gan Gan Medical Technology Jiangsu Co., Ltd.	25
甘李控股有限公司	Gan&Lee Holdings Limited	16.5
G&L HOLDINGS NEW JERSEY INC	G&L HOLDINGS NEW JERSEY INC	21
G&L MANUFACTURING NEW JERSEY INC	G&L MANUFACTURING NEW JERSEY INC	21
甘李生物科技(上海)有限公司	Gan & Lee Biotechnology (Shanghai) Co., Ltd.	25
Gan&Lee Pharmaceuticals Europe GmbH	Gan&Lee Pharmaceuticals Europe GmbH	15.825

说明：Gan&Lee Pharmaceuticals Europe GmbH 企业所得税税率为 15%，在所得税税率基础上加成 5.5% 的团结附加税之后的法定税率为 15.825%。

Note: The corporate income tax rate of Gan&Lee Pharmaceuticals Europe GmbH is 15%, and the statutory tax rate after adding a solidarity surcharge of 5.5% to the income tax rate is 15.825%.

2. 税收优惠

- 自2008年1月1日起，根据《中华人民共和国企业所得税法》，国家需要重点扶持的高新技术企业，减按15%的税率征收企业所得税。本公司于2011年获得高新技术企业证书，并自2011年起每三年重新申请且符合高新技术企业的认定，因此自2011年起至2023年10月可享受高新技术企业税收优惠。本公司《高新技术企业证书》的证书编号为GR202011001724，发证时间为2020年10月21日，有效期为三年。本期公司已重新申请认定高新技术企业，截至报告披露日仍在审核认定中，本报告期按15%的税率计提企业所得税。
- 于2009年1月19日，财政部和国家税务总局印发了《关于部分货物适用增值税低税率和简易办法征收增值税政策的通知》(财税[2009]9号)，于2014年6月13日，财政部和国家税务总局印发了《关

2. Tax benefits

- Since January 1, 2008, according to the Enterprise Income Tax Law of the People's Republic of China, high-tech enterprises which need to be supported by the state are subject to a reduced enterprise income tax rate of 15%. The Company obtained the "High and New Technology Enterprise Certificate" in 2011 and reapplied and qualified for the identification of High-tech Enterprise every three years from 2011 onwards. Therefore, it is entitled to the tax incentives for high-tech enterprises from 2011 onwards to October 2023, i.e. The certificate number of the Company's "High and New Technology Enterprise Certificate" is GR202011001724, the issuance date is October 21, 2020, and the validity period is three years. During the current period, the Company has reapplied for recognition as a high-tech enterprise, which is still under review as of the report disclosure date, and corporate income tax has been provided at a rate of 15% for the current period.
- On January 19, 2009, the Ministry of Finance and the State Taxation Administration issued the *Circular on the Policy of Applying the Low VAT Rate and the Simplified Method of Collecting VAT on Some Goods* (Cai Shui [2009] No. 9). On June 13, 2014, the Ministry of Finance and the State Taxation Administration issued the *Circular on the Policy of Simplifying the Collection Rate of*

于简并增值税征收率政策的通知》(财税[2014]57号), 销售自产的用微生物、微生物代谢产物、动物毒素、人或动物的血液或组织制成的生物制品, 可选择按照简易办法依照3%征收率计算缴纳增值税。本公司自2015年12月1日申请并获得简易征收的批准, 销售生物制品收入按3%的征收率缴纳增值税, 不再抵扣进项税。

Value-Added Tax (Cai Shui [2014] No. 57). The policy regulates the sales of self-produced biological products made from microorganisms, microbial metabolites, animal toxins, human or animal blood or tissues may choose to calculate and pay VAT in accordance with the simplified method pursuant to a 3% levy rate. The Company applied for and received approval for the simplified levy since December 1, 2015, and income from the sale of biological products is subject to VAT at a 3% levy rate, with no further input tax deduction.

(3) 于2019年1月17日, 财政部和税务总局印发了《关于实施小微企业普惠性税收减免政策的通知》(财税[2019]13号), 对小型微利企业年应纳税所得额超过100万元但不超过300万元的部分, 减按50%计入应纳税所得额, 按20%的税率缴纳企业所得税; 年应纳税所得额不超过100万元的部分, 减按25%计入应纳税所得额, 按20%的税率缴纳企业所得税。于2023年3月26日, 国家税务总局印发了《关于小微企业和个体工商户所得税优惠政策的公告》(国家税务总局公告2023年第6号), 对小型微利企业年应纳税所得额不超过100万元的部分, 减按25%计入应纳税所得额, 按20%的税率缴纳企业所得税。本报告期内, 本公司之子公司甘李生物科技(上海)有限公司和北京鼎业浩达科技有限公司适用小微企业税收减免政策。

(3) On January 17, 2019, the Ministry of Finance and the State Taxation Administration issued the *Circular on the Implementation of Universal Tax Reduction and Exemption Policies for Small and Micro Enterprises* (Cai Shui [2019] No. 13). The policy regulated the Company with the portion of small and micro-profit enterprises' annual taxable income exceeding RMB 1 million but not exceeding RMB 3 million by 50% of the taxable income could pay the enterprise income tax at a rate of 20%. The portion of annual taxable income not exceeding RMB 1 million is reduced by 25% of the taxable income and subject to enterprise income tax at a rate of 20%. On March 26, 2023, the State Taxation Administration issued the *Announcement on Preferential Policies on Income Tax for Small and Micro Enterprises and Individual Industrial and Commercial Households* (Announcement No. 6, 2023 of the State Taxation Administration). The policy regulated the small and micro enterprises are required to pay enterprise income tax at a rate of 20%, reduced by 25% of their annual taxable income not exceeding RMB 1 million, and pay enterprise income tax at a tax rate of 20%. During the reporting period, Gan & Lee Biotechnology (Shanghai) Co., Ltd. and Beijing Dingye Haoda Technology Co., Ltd. which are subsidiaries of the Company, were subject to the small and micro-enterprise tax exemption policy.

五、合并财务报表项目注释

V Notes to items in consolidated financial statements

1. 货币资金

1. Monetary funds

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
库存现金	Cash on hand		
银行存款	Bank account	2,823,016,949.46	2,696,620,882.98
其他货币资金	Other monetary funds	25,970,085.30	11,434,939.08
未到期应收利息	Unexpired interest receivable	213,704,261.28	182,210,970.12
合计	Total	3,062,691,296.04	2,890,266,792.18
其中：存放在境外的款项总额	Of which: Total proceeds deposits abroad	23,715,364.65	53,706,167.49

其中受限制的货币资金明细如下：

The details of restricted monetary funds are as follows:

项目	Item	期末余额 Closing balance	期初余额 Opening balance
定期存款及应收利息	Time deposits and interest receivable	2,346,839,157.18	2,320,195,792.04
七天通知存款及应收利息	Seven day notice deposit and interest receivable	242,284,304.10	161,307,178.08
诉前财产保全	Pre-litigation preservation of property	94,090,587.54	
信用证保证金	Letter of credit deposit	19,659,205.75	6,710,555.18
建筑劳务工资保证金	Construction labor wage deposits	4,380,409.06	4,344,801.66
存出投资款	Deposits of investments	1,930,470.49	379,582.24
合计	Total	2,709,184,134.12	2,492,937,909.20

说明：本公司在编制现金流量表时，受限制的货币资金不作为现金及现金等价物。因公司之子公司甘李山东与供应商存在工程合同纠纷，本报告期，公司的银行存款94,090,587.54元作为诉前财产保全，使用受限。经诉前调解后，该案件于2023年8月立案。因该案主要争议为工程款争议，目前处于鉴定阶段，尚未形成正式鉴定结论。

Note: Restricted monetary funds shall not be treated as cash and cash equivalents when the Company prepares the cash flow statement. Due to the existence of engineering contract disputes between Gan & Lee Shandong, a subsidiary of the Company, and its suppliers. The Company's bank deposits amounting to RMB 94,090,587.54 were preserved as pre-litigation preservation of property with restricted use during the reporting period. The case was filed in August of 2023 following pre-litigation mediation. Since the primary dispute in the case involves payment for services rendered, it is currently in the appraisal stage and has not yet resulted in a formal appraisal conclusion.

2. 交易性金融资产

2. Financial assets held for trading

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
以公允价值计量且其变动计入当期损益的金融资产	Financial assets at fair value and whose changes are included in the current profits and losses	1,533,987,305.54	1,635,949,901.34
其中：	Of which:		
权益工具投资	Investments in equity instruments	802,799,942.52	803,316,383.08
其他	Others	731,187,363.02	832,633,518.26
合计	Total	1,533,987,305.54	1,635,949,901.34

其他说明：

Other notes:

- (1) 权益工具投资为本公司持有的上市公司股票投资； (1) *Investments in equity instruments are investments in shares of listed companies held by the company;*
- (2) 其他为本公司持有的结构性存款。 (2) *Others are structured deposits held by the company.*

3. 应收账款

3. Accounts receivable

(1) 按账龄披露

(1) *Disclosed by aging*单位：元 币种：人民币
Unit: RMB

账龄	Aging	期末账面余额 Ending book balance
1年以内	Within 1 year	277,616,791.71
其中：6个月以内	Of which: Within 6 months	264,002,002.32
7-12个月	7-12 months	13,614,789.39
1至2年	1 to 2 years	21,723,756.33
2至3年	2 to 3 years	18,476,462.60
合计	Total	317,817,010.64

(2) 按坏账计提方法分类披露 (2) Disclosed by bad debt provision method

单位：元 币种：人民币
Unit: RMB

类别 Category	期末余额 Closing balance			期初余额 Opening balance		
	账面余额 Carrying amount 金额 Amount	坏账准备 Provision for bad debts 计提比例 (%) Proportion (%)	账面价值 Book value	账面余额 Carrying amount 金额 Amount	坏账准备 Provision for bad debts 计提比例 (%) Proportion (%)	账面价值 Book value
按组合计提 坏账准备 其中： 非单项计提 预期信用损 失的外部应 收账款	317,817,010.64	100.00	277,004,079.96	222,540,337.14	100.00	176,251,160.43
	317,817,010.64	100.00	277,004,079.96	222,540,337.14	100.00	176,251,160.43
合计 Total	317,817,010.64	/	277,004,079.96	222,540,337.14	/	176,251,160.43

组合计提项目：

Provision for bad debts by portfolio:

非单项计提预期信用损失的外部应收账款

External Accounts receivable subject to expected credit losses provided on non-separate provision

单位：元 币种：人民币
Unit: RMB

名称	Item	期末余额		计提比例 (%)
		应收账款	坏账准备	
		Accounts receivable	Provision for bad debts	Provision ratio (%)
6个月以内	Within 6 months	264,002,002.32		
7-12个月	7-12 months	13,614,789.39	612,711.75	4.50
1年至2年	1 to 2 years	21,723,756.33	21,723,756.33	100.00
2年至3年	2 to 3 years	18,476,462.60	18,476,462.60	100.00
合计	Total	317,817,010.64	40,812,930.68	12.84

(3) 坏账准备的情况

(3) Provision for bad debts

单位：元 币种：人民币
Unit: RMB

类别	Category	期初余额	本期变动金额		期末余额
			计提	收回或转回	
		Opening balance	Accrual	Recovery or reversal	Closing balance
应收账款坏账准备	Provision for bad debts on accounts receivable	46,289,176.71	2,177,813.07	7,654,059.10	40,812,930.68
合计	Total	46,289,176.71	2,177,813.07	7,654,059.10	40,812,930.68

(4) 按欠款方归集的期末余额前五名的应收账款情况

(4) Top five accounts receivable with closing balance based on debtors

本报告期按欠款方归集的期末余额前五名应收账款汇总金额68,332,829.84元，占应收账款期末余额合计数的比例21.50%，坏账准备35,515,316.51元。

The aggregate amount of the top five accounts receivable summarized by the party owed at the end of the reporting period was RMB 68,332,829.84, accounting for 21.50% of the total accounts receivable at the end of the reporting period, with an allowance for bad debts of RMB 35,515,316.51.

4. 应收款项融资

4. Financing receivables

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额	期初余额
		Closing balance	Opening balance
应收票据	Notes receivable	11,423,343.37	13,316,425.56
合计	Total	11,423,343.37	13,316,425.56

其他说明：

于2023年6月30日，本公司所持有的应收票据均为银行承兑汇票，本公司认为不存在重大的信用风险，不会因违约而产生重大损失，故未计提预期信用损失。

Other notes:

At June 30, 2023, all of the notes receivable held by the Company were bankers' acceptances, and the Company has not provided for expected credit losses because it believes that there is no significant credit risk and that no significant losses will be incurred as a result of default.

5. 预付款项

(1) 预付款项按账龄列示

单位：元 币种：人民币
Unit: RMB

账龄	Aging	期末余额		期初余额	
		金额	比例 (%)	金额	比例 (%)
		Amount	Proportion (%)	Amount	Proportion (%)
1年以内	Within 1 year	41,711,944.76	97.97	43,814,102.59	95.29
1至2年	1 to 2 years	811,027.58	1.91	2,163,716.18	4.71
2至3年	2 to 3 years	52,178.68	0.12	828.76	
合计	Total	42,575,151.02	100.00	45,978,647.53	100.00

(2) 按预付对象归集的期末余额前五名的预付款情况

报告期内，按预付对象归集的期末余额前五名的预付款项汇总金额为26,280,243.82元，占预付款项总额的比例为61.73%。

(2) Top five closing balances of prepayment, grouped by prepayment recipients

During the reporting period, the aggregate amount of prepayments summarized by the top five prepayment recipients in terms of ending balance was RMB 26,280,243.82, accounting for 61.73% of the total prepayments.

6. 其他应收款

项目列示

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额	期初余额
		Closing balance	Opening balance
应收利息	Interest receivable		
应收股利	Dividends receivable	17,361,100.00	
其他应收款	Other receivables	3,704,214.16	5,888,971.68
合计	Total	21,065,314.16	5,888,971.68

Item presentation

(1) 应收股利

(1) Dividends receivable

单位：元 币种：人民币
Unit: RMB

项目(或被投资单位)	Item (or investee)	期末余额 Closing balance	期初余额 Opening balance
证券1	Securities 1	11,406,200.00	
证券2	Securities 2	5,954,900.00	
合计	Total	17,361,100.00	

(2) 其他应收款

(2) Other receivables

(1) 按账龄披露

(1) Disclosure by aging

单位：元 币种：人民币
Unit: RMB

账龄	Age of accounts	期末账面余额 Closing balance
1年以内	Within 1 year	829,354.31
其中：1年以内	Of which: Within 1 year	829,354.31
1至2年	1 to 2 years	1,951,338.56
2至3年	2 to 3 years	666,520.84
3至4年	3 to 4 years	10,453.56
4至5年	4 to 5 years	243,546.89
5年以上	More than 5 years	3,000.00
合计	Total	3,704,214.16

(2) 按款项性质分类情况

(2) Details of classification by nature

单位：元 币种：人民币
Unit: RMB

款项性质	Nature	期末账面余额 Closing balance	期初账面余额 Opening balance
押金保证金	Deposit guarantee	2,427,456.01	2,433,634.34
代垫款	Advance of funds	756,411.31	2,018,866.71
费用借款	Expense borrowing		1,360.00
代扣代缴社保及公积金	Withholding and payment of social security and provident fund	450,346.84	449,528.98
应收出口退税款	Export tax rebate receivable		985,581.65
备用金	Petty Cash	70,000.00	
合计	Total	3,704,214.16	5,888,971.68

(3) 按欠款方归集的期末余额前五名的其他应收款情况 (3) Top five other receivables with closing balance based on debtors

单位：元 币种：人民币
Unit: RMB

单位名称 Name of unit	款项的性质 Nature	期末余额 Closing balance	账龄 Aging	占其他应收款期末余额合计数的比例(%) Percentage of total closing balance of other receivables (%)	坏账准备 期末余额 Closing balance of bad debt provision
第一名 NO 1	押金保证金 Deposit Guarantee	1,578,000.00	1-2年 1-2 years	42.60	
第二名 NO 2	代垫款 Advance payment	685,458.23	1年以内26,170.68元; 1-2年219,266.71元; 2-3年440,020.84元 Within 1 year: RMB 26,170.68; 1-2 years: RMB 219,266.71; 2-3 years: RMB 440,020.84	18.50	
第三名 NO 3	押金保证金 Deposit Guarantee	200,000.00	2-3年 2-3 years	5.40	
第四名 NO 4	押金保证金 Deposit Guarantee	161,606.32	4-5年 4-5 years	4.36	
第五名 NO 5	押金保证金 Deposit Guarantee	156,896.00	1年以内100,000元; 1-2年56,896元 Within 1 year: RMB 100,000; 1-2 years: RMB 56,896	4.24	
合计 Total	/	2,781,960.55	/	75.10	

7. 存货

7. Inventory

(1) 存货分类

(1) Classification of inventories

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额			期初余额		
		账面余额	存货跌价准备/ 合同履约成本减值准备	账面价值	账面余额	存货跌价准备/ 合同履约成本减值准备	账面价值
		Carrying amount	Provision for decline in value of inventories/ impairment of contractual performance costs	Book value	Carrying amount	Provision for decline in value of inventories/ impairment of contractual performance costs	Book value
原材料	Raw materials	177,160,313.38	1,033,517.51	176,126,795.87	104,177,895.38	949,268.80	103,228,626.58
包材	Packing materials	126,984,373.49	4,947,441.92	122,036,931.57	127,658,502.53	4,902,982.28	122,755,520.25
自制半成品及在产品	Self-manufactured semi-finished products and in-process products	341,817,111.69	20,572,290.92	321,244,820.77	316,932,190.56	29,639,415.08	287,292,775.48
库存商品	Merchandise in stock	122,716,181.49	4,373,797.91	118,342,383.58	128,320,080.39	4,329,871.70	123,990,208.69
周转材料	Revolving materials	11,706,530.63		11,706,530.63	11,378,478.14		11,378,478.14
合计	Total	780,384,510.68	30,927,048.26	749,457,462.42	688,467,147.00	39,821,537.86	648,645,609.14

(2) 存货跌价准备及合同履约成本减值准备

(2) Provision for decline in value of inventories and impairment of contractual performance costs

单位：元 币种：人民币
Unit: RMB

项目	Item	期初余额	本期增加金额		本期减少金额		期末余额
			计提	其他	转回或转销	其他	
		Opening balance	Accrual	Others	reversal or write-off	Others	Closing balance
原材料	Raw Materials	949,268.80	85,720.45		1,471.74		1,033,517.51
包材	Packing materials	4,902,982.28	44,459.64				4,947,441.92
自制半成品及在产品	Self-manufactured semi-finished products and in-process products	29,639,415.08	3,763.61		9,070,887.77		20,572,290.92
库存商品	Merchandise in stock	4,329,871.70	4,192,724.26		4,148,798.05		4,373,797.91
合计	Total	39,821,537.86	4,326,667.96		13,221,157.56		30,927,048.26

8. 一年内到期的非流动资产

8. Non-current assets due within one year

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
债权投资-大额存单	Debt investments - large certificates of deposit		201,358,630.13
合计	Total		201,358,630.13

期末重要的债权投资和其他债权投资：

Significant debt investments and other debt investments at the end of the period:

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance				期初余额 Opening balance			
		面值 Par value	票面利率 Coupon rate	实际利率 Effective interest rate	到期日 Maturity date	面值 Par value	票面利率 Coupon rate	实际利率 Effective interest rate	到期日 Maturity date
三年期大额存单	3-year large certificate of deposit					50,000,000.00	3.80%		2023/4/10
三年期大额存单	3-year large certificate of deposit					50,000,000.00	3.80%		2023/4/23
三年期大额存单	3-year large certificate of deposit					100,000,000.00	3.80%		2023/5/8
合计	Total					200,000,000.00	/		/

9. 其他流动资产

9. Other current assets

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
增值税留抵扣额	VAT credit	7,548,383.79	7,532,583.62
预缴企业所得税	Prepayment of enterprise income tax	6,301,462.34	38,947,567.68
预付非公开发行费	Prepayment of non-public offering fees	528,697.62	
合计	Total	14,378,543.75	46,480,151.30

10. 其他非流动金融资产

10. Other non-current financial assets

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
分类以公允价值计量且其变动计入本期损益的金融资产	Classification of financial assets at fair value through profits or losses	30,000,000.00	30,000,000.00
其中：权益工具投资	Of which: Investments in equity instrumentsx	30,000,000.00	30,000,000.00
合计	Total	30,000,000.00	30,000,000.00

其他说明：

截至2023年6月30日，本公司持有苏州赛分科技股份有限公司2,711,378股股份，持股比例0.7398%，将其列示于其他非流动金融资产，按公允价值计量。

Other Notes:

As at June 30, 2023, the Company held 2,711,378 shares of Suzhou Sepax Technologies, Inc., with a shareholding of 0.7398%, which is listed as other non-current financial assets and measured at fair value.

11. 固定资产

11. Fixed assets

单位：元 币种：人民币
Unit: RMB

项目	Item	房屋及建筑物 Houses and buildings	机器设备 Machinery and equipmnt	运输工具 Carriers	其他设备 Other equipment	合计 Total
一、账面原值：	I. Original book value:					
1. 期初余额	1. Opening balance	1,165,191,279.97	1,054,468,161.48	11,207,191.46	171,167,773.73	2,402,034,406.64
2. 本期增加金额	2. Increase during the period	93,162,813.64	156,349,955.99	496,307.16	7,480,312.54	257,489,389.33
(1) 购置	Acquisition			4,500.00	1,478,622.01	1,483,122.01
(2) 在建工程转入	Transfer from construction in progress	93,162,813.64	156,349,955.99	491,807.16	5,965,956.59	255,970,533.38
(3) 外币报表折算差额	Translation differences on foreign currency statements				35,733.94	35,733.94
3. 本期减少金额	3. Decrease during the period		685,379.96	371,519.62	484,996.33	1,541,895.91
(1) 处置或报废	Disposal or scrapping		685,379.96	371,519.62	484,996.33	1,541,895.91
4. 期末余额	4. Closing balance	1,258,354,093.61	1,210,132,737.51	11,331,979.00	178,163,089.94	2,657,981,900.06
二、累计折旧	II. Accumulated depreciation					
1. 期初余额	1. Opening balance	217,420,434.02	413,652,152.70	4,927,652.57	78,590,174.46	714,590,413.75
2. 本期增加金额	2. Increase during the period	28,541,268.35	56,013,567.14	886,956.12	13,294,749.86	98,736,541.47
(1) 计提	Accrual	28,541,268.35	56,013,567.14	886,956.12	13,271,752.93	98,713,544.54
(2) 外币报表折算差额	Translation differences on foreign currency statements				22,996.93	22,996.93
3. 本期减少金额	3. Decrease during the period		358,155.41	352,943.64	444,971.87	1,156,070.92
(1) 处置或报废	Disposal or scrapping		358,155.41	352,943.64	444,971.87	1,156,070.92
4. 期末余额	4. Closing balance	245,961,702.37	469,307,564.43	5,461,665.05	91,439,952.45	812,170,884.30
三、减值准备	III. Provision for impairment					
1. 期初余额	1. Opening balance	22,779,306.91	17,482,514.53		653,886.38	40,915,707.82
2. 本期增加金额	2. Increase during the period					
(1) 计提	Accrual					
3. 本期减少金额	3. Decrease during the period		43,239.98			43,239.98
(1) 处置或报废	Disposal or scrapping		43,239.98			43,239.98
4. 期末余额	4. Closing balance	22,779,306.91	17,439,274.55		653,886.38	40,872,467.84
四、账面价值	IV. Book value					
1. 期末账面价值	1. Closing book value	989,613,084.33	723,385,898.53	5,870,313.95	86,069,251.11	1,804,938,547.92
2. 期初账面价值	2. Opening book value	924,991,539.04	623,333,494.25	6,279,538.89	91,923,712.89	1,646,528,285.07

12. 在建工程

12. Construction in progress

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
在建工程	Construction in progress	1,892,152,622.67	2,000,401,864.84
工程物资	Engineering materials	2,318,417.96	2,326,377.28
合计	Total	1,894,471,040.63	2,002,728,242.12

(1) 在建工程情况

(1) Status of construction in progress

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance			期初余额 Opening balance		
		账面余额 Carrying amount	减值准备 Provision for impairment	账面价值 Book value	账面余额 Carrying amount	减值准备 Provision for impairment	账面价值 Book value
甘李药业山东有限公司临沂生产基地一期项目	Gan & Lee Pharmaceutical Shandong Co., Ltd. Linyi production base phase I project	1,756,109,551.84		1,756,109,551.84	1,685,069,911.85		1,685,069,911.85
A2楼改造项目	A2 building alteration project	23,915,024.70		23,915,024.70	112,714,864.67		112,714,864.67
糖尿病治疗配套医疗器械生产项目	Diabetes treatment supporting medical equipment production project	1,587,457.90		1,587,457.90	2,118,156.61		2,118,156.61
待安装设备	Equipment to be installed	48,534,002.81		48,534,002.81	141,652,847.64		141,652,847.64
附属设施	Subsidiary facilities	62,006,585.42		62,006,585.42	58,846,084.07		58,846,084.07
合计	Total	1,892,152,622.67		1,892,152,622.67	2,000,401,864.84		2,000,401,864.84

(2) 重要在建工程项目本期变动情况 (2) Changes in significant construction in progress projects during the period

单位: 元 币种: 人民币
Unit: RMB

项目名称	Project name	预算数	期初余额	本期增加金额	本期转入固定资产金额	本期其他减少金额	期末余额	工程累计投入占预算比例 (%)	工程进度	资金来源
		Budget	Opening balance	Increase for the period	Amounts transferred to fixed assets during the period	Other decreases for the period	Closing balance	Accumulated engineering inputs as a percentage of budget (%)	Engineering progress	Source of funds
甘李药业山东有限公司临沂生产基地一期项目	Gan & Lee Pharmaceutical Shandong Co., Ltd. Linyi production base phase I project	2,217,972,000.00	1,685,069,911.85	93,179,528.79	22,139,888.80		1,756,109,551.84	79.18	79.18%	自有资金 Private capital
A2楼改造项目	A2 building Alteration projects	190,000,000.00	112,714,864.67	1,637,859.87	90,437,699.84		23,915,024.70	60.19	60.19%	自有资金 Private capital
糖尿病治疗配套医疗器械生产项目	Diabetes treatment supporting medical equipment production project	161,204,900.00	2,118,156.61	1,436,130.47	129,661.05	1,837,168.13	1,587,457.90	80.38	80.38%	自有资金 Private capital
待安装设备	Equipment to be installed		141,652,847.64	49,904,438.86	143,023,283.69		48,534,002.81			自有资金 Private capital
附属设施	Subsidiary facilities		58,846,084.07	3,400,501.35	240,000.00		62,006,585.42			自有资金 Private capital
合计	Total	2,569,176,900.00	2,000,401,864.84	149,558,459.34	255,970,533.38	1,837,168.13	1,892,152,622.67	/	/	/

13. 使用权资产

13. Right-of-use assets

单位：元 币种：人民币
Unit: RMB

项目	Item	房屋租赁 Houses and buildings	合计 Total
一、账面原值：	I. Original book value:		
1. 期初余额	1. Opening balance	20,935,946.56	20,935,946.56
2. 本期增加金额	2. Increase for the period	239,278.04	239,278.04
(1) 外币报表折算差额	(1) Translation differences on foreign currency statements	239,278.04	239,278.04
3. 本期减少金额	3. Decrease for the period		
(1) 外币报表折算差额	(1) Translation differences on foreign currency statements		
4. 期末余额	4. Closing balance	21,175,224.60	21,175,224.60
二、累计折旧	II. Accumulated depreciation		
1. 期初余额	1. Opening balance	8,855,574.53	8,855,574.53
2. 本期增加金额	2. Increase for the period	2,366,316.88	2,366,316.88
(1) 计提	(1) Accrual	2,297,543.63	2,297,543.63
(2) 外币报表折算差额	(2) Translation differences on foreign currency statements	68,773.25	68,773.25
3. 本期减少金额	3. Decrease for the period		
(1) 处置	(1) Disposal		
(2) 外币报表折算差额	(2) Translation differences on foreign currency statements		
4. 期末余额	4. Closing balance	11,221,891.41	11,221,891.41
三、减值准备	III. Provision for impairment		
1. 期初余额	1. Opening balance		
2. 本期增加金额	2. Increase for the period		
3. 本期减少金额	3. Decrease for the period		
4. 期末余额	4. Closing balance		
四、账面价值	IV. Book value		
1. 期末账面价值	1. Closing book value	9,953,333.19	9,953,333.19
2. 期初账面价值	2. Opening book value	12,080,372.03	12,080,372.03

14. 无形资产

14. Intangible assets

(1) 无形资产情况

(1) Status of intangible assets

项目	Item	土地使用权 Lands use right	非专利技术 Non-patented technology	特许使用权 Exclusive license	软件使用权 Software license	合计 Total
一、账面原值：	I. Original book value:					
1. 期初余额	1. Opening balance	278,776,544.00	46,315,420.07	7,600,000.00	32,758,974.29	365,450,938.36
2. 本期增加金额	2. Increase for the period				345,365.36	345,365.36
(1) 购置	(1) Acquisition				148,999.45	148,999.45
(2) 内部研发	(2) Internal development					
(3) 外币报表折算差额	(3) Translation differences on foreign currency statements				196,365.91	196,365.91
3. 本期减少金额	3. Decrease for the period					
(1) 处置	(1) Disposals					
4. 期末余额	4. Closing balance	278,776,544.00	46,315,420.07	7,600,000.00	33,104,339.65	365,796,303.72
二、累计摊销	II. Accumulated amortization					
1. 期初余额	1. Opening balance	37,732,884.80	12,335,852.63	7,600,000.00	14,301,493.80	71,970,231.23
2. 本期增加金额	2. Increase for the period	2,787,765.42	4,364,684.34		3,321,887.08	10,474,336.84
(1) 计提	(1) Accrual	2,787,765.42	4,364,684.34		3,191,201.29	10,343,651.05
(1) 外币报表折算差额	(2) Translation differences on foreign currency statements				130,685.79	130,685.79
3. 本期减少金额	3. Decrease for the period					
(1) 处置	(1) Disposal					
4. 期末余额	4. Closing balance	40,520,650.22	16,700,536.97	7,600,000.00	17,623,380.88	82,444,568.07
三、减值准备	III. Provision for impairment					
1. 期初余额	1. Opening balance					
2. 本期增加金额	2. Increase for the period					
3. 本期减少金额	3. Decrease for the period					
4. 期末余额	4. Closing balance					
四、账面价值	IV. Book value					
1. 期末账面价值	1. Closing book value	238,255,893.78	29,614,883.10		15,480,958.77	283,351,735.65
2. 期初账面价值	2. Opening book value	241,043,659.20	33,979,567.44		18,457,480.49	293,480,707.13

其他说明：

Other notes:

本期末通过公司内部研发形成的无形资产占无形资产余额的比例10.45%。

Intangible assets formed through in-house research and development accounted for 10.45% of the balance of intangible assets at the end of the period.

15. 开发支出

15. Development expenditure

单位：元 币种：人民币
Unit: RMB

项目	Item	期初余额 Opening balance	本期增加金额 Increase during the period	本期减少金额 Decrease during the period	期末余额 Closing balance
			内部开发支出 Internal development expenditure	确认为无形资产 Recognized as intangible asset	
重大生物药品甘精胰岛素欧美注册临床研究	Clinical research of major biological drug Insulin Glargine registered in EU and the US	544,955,161.22	24,655,146.92		569,610,308.14
重大生物药品赖脯胰岛素欧美注册临床研究	Clinical research of major biological drug Insulin Lispro registered in EU and the US	123,070,648.88	16,626,274.24		139,696,923.12
重大生物药品门冬胰岛素欧美注册临床研究	Clinical research of major biological drug Insulin Aspart registered in EU and the US	64,536,311.78	14,935,666.52		79,471,978.30
合计	Total	732,562,121.88	56,217,087.68		788,779,209.56

其他说明：

截至报告期末，重大生物药品甘精胰岛素欧美注册临床研究项目、重大生物药品赖脯胰岛素欧美注册临床研究和重大生物药品门冬胰岛素欧美注册临床研究三个项目的可互换生物类似物的上市申请均已获得美国FDA正式受理，进入实质审查阶段，并均已分别进入即将向欧洲EMA提交上市许可申请前的最后关键节点，相关资料正按计划积极准备中。

2023年8月，公司甘精胰岛素注射液生物类似药的上市申请已获得欧洲EMA正式受理，进入科学评估阶段。

Other notes:

As of the end of the reporting period, the marketing authorization applications for the three interchangeable biosimilar projects, namely, Clinical research of major biological drug Insulin Glargine registered in EU and the US, Clinical research of major biological drug Insulin Lispro registered in EU and the US, and Clinical research of major biological drug Insulin Aspart registered in EU and the US, had been formally accepted by the FDA, and entered into the stage of substantive review. They had all entered into the final critical node prior to submitting their marketing authorization applications to the EMA, and the relevant information is being actively prepared in accordance with the plan.

In August 2023, the Company's application to market a biosimilar version of Glargine Insulin Injection was accepted by the European EMA, and it is now in the scientific evaluation phase.

16. 长期待摊费用

16. Long-term amortisation

单位：元 币种：人民币
Unit: RMB

项目	Item	期初余额 Opening balance	本期增加金额 Increase during the current period	本期摊销金额 Amortisation for the current period	其他减少金额 Other decrease	期末余额 Closing balance
糖尿病治疗配套医疗器械生产项目	Diabetes treatment supporting medical equipment production project	10,434,966.45		852,249.54		9,582,716.91
租入房屋装修费	Leased-in home improvement costs	197,735.51	6,266.09	31,242.33		172,759.27
合计	Total	10,632,701.96	6,266.09	883,491.87		9,755,476.18

17. 递延所得税资产/递延所得税负债

17. Deferred tax assets/deferred tax liabilities

(1) 未经抵销的递延所得税资产

(1) Deferred tax assets not offset

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance		期初余额 Opening balance	
		可抵扣暂时性差异 Deductable temporary difference	递延所得税 资产 Deferred tax assets	可抵扣暂时性差异 Deductable temporary difference	递延所得税 资产 Deferred tax assets
资产减值准备	Assets impairment	112,612,446.78	17,164,461.27	127,026,422.39	19,053,963.37
内部交易未实现利润	Unrealized profits from internal transactions	113,212,296.47	16,981,844.47	73,802,328.91	11,070,349.34
可抵扣亏损	Deductible losses	423,389,386.32	72,841,587.45	625,078,398.43	100,842,568.59
预收特许经营权前期服务款	Advance receipts for pre-franchise services	15,073,241.05	2,260,986.15	21,869,401.22	3,280,410.18
金融资产公允价值变动损益	Gains and losses on changes in fair value of financial assets	195,352,021.04	29,302,803.16	192,632,850.39	28,894,927.56
递延收益	Deferred income	164,337,659.67	38,195,238.24	163,858,896.21	37,973,547.69
租赁费	Leasing fee	7,967,300.58	1,972,107.09	8,426,247.18	1,887,787.73
股权激励	Share incentive	22,891,400.00	3,494,555.00	2,627,690.42	401,137.73
超过扣除限额的广告费和业务宣传费支出	Expenditures on advertising and business promotion in excess of the deduction limit	1,109,485.67	166,422.85	1,109,485.65	166,422.85
预提费用	Accruals	567,426.00	85,113.90	567,426.00	85,113.90
合计	Total	1,056,512,663.58	182,465,119.58	1,216,999,146.80	203,656,228.94

(2) 未经抵销的递延所得税负债

(2) Unoffset deferred tax liabilities

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额		期初余额	
		应纳税暂时性差异	递延所得税负债	应纳税暂时性差异	递延所得税负债
		Taxable temporary differences	Deferred tax liabilities	Taxable temporary differences	Deferred tax liabilities
固定资产加速折旧	Accelerated depreciation of fixed assets	446,408,192.00	66,961,228.80	425,448,534.24	63,817,280.14
使用权资产	Right-of-use assets	5,243,408.62	1,310,852.13	7,172,621.46	1,588,573.11
合计	Total	451,651,600.62	68,272,080.93	432,621,155.70	65,405,853.25

(3) 以抵销后净额列示的递延所得税资产或负债

(3) Deferred tax assets or liabilities presented as net of offsets

单位：元 币种：人民币
Unit: RMB

项目	Item	递延所得税资产和负债	抵销后递延所得税资产	递延所得税资产和负债	抵销后递延所得税资产
		期末互抵金额	产或负债期末余额	期初互抵金额	产或负债期初余额
		Amount of deferred tax assets and liabilities offset at the end of the period	Closing balance of deferred tax assets or liabilities after offsetting	Amount of deferred tax assets and liabilities offset at the beginning of the period	Opening balance of deferred tax assets or liabilities after offsetting
递延所得税资产	Deferred tax assets	68,272,080.93	114,193,038.65	65,405,853.25	138,250,375.69
递延所得税负债	Deferred tax liabilities	68,272,080.93		65,405,853.25	

(4) 未确认递延所得税资产明细

(4) Breakdown of unrecognized deferred tax assets

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额	期初余额
		Closing balance	Opening balance
可抵扣亏损	Deductible losses	530,262,834.70	504,488,624.67
合计	Total	530,262,834.70	504,488,624.67

(5) 未确认递延所得税资产的可抵扣亏损将于以下年度到期

(5) The deductible losses for which no deferred tax assets have been recognized will expire in the following years

单位：元 币种：人民币
Unit: RMB

年份	Year	期末余额 Closing balance	期初余额 Opening balance	备注 Note
2023年	Year of 2023		219.30	
2024年	Year of 2024	21,757,567.27	21,757,567.27	
2025年	Year of 2025	35,394,958.97	35,394,958.97	
2026年	Year of 2026	20,938,664.66	20,938,664.66	
2027年	Year of 2027	7,337,775.98	7,337,775.98	
2028年	Year of 2028	5,489,266.76		
2035-2043年	Year of 2035-2043	439,344,601.06	419,059,438.49	
合计	Total	530,262,834.70	504,488,624.67	/

其他说明：

Other notes:

无

None

18. 其他非流动资产

18. Other non-current assets

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance			期初余额 Opening balance		
		账面余额 Carrying amount	减值准备 Provision for impairment	账面价值 Book value	账面余额 Carrying amount	减值准备 Provision for impairment	账面价值 Book value
预付设备款	Prepayments for equipment	59,729,617.96		59,729,617.96	58,631,294.06		58,631,294.06
待抵扣进项税额	Input tax to be offset	19,821,583.91		19,821,583.91	14,337,268.86		14,337,268.86
预付工程款	Prepayments for projects	576,200.08		576,200.08	2,564,071.97		2,564,071.97
预付软件采购款	Prepayments for software purchases	936,650.00		936,650.00	386,150.00		386,150.00
预付研究开发款	Prepayments for research and development	54,500.00		54,500.00	594,500.00		594,500.00
合计	Total	81,118,551.95		81,118,551.95	76,513,284.89		76,513,284.89

19. 应付账款

19. Payables

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
原辅料	Raw and auxiliary materials	36,820,278.00	27,437,010.46
耗材	Disposable materials	27,499,623.31	3,236,662.86
研发	Research and development	10,220,472.91	8,172,183.74
其他	Others	23,318,559.52	5,847,137.49
合计	Total	97,858,933.74	44,692,994.55

20. 合同负债

20. Contractual liabilities

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
预收货款	Payments received in advance	43,200,712.55	46,255,666.47
预收特许经营权前期服务款	Advance receipts for pre-franchise services	15,073,241.07	21,869,401.22
合计	Total	58,273,953.62	68,125,067.69

21. 应付职工薪酬

21. Remuneration payable to employees

(1) 应付职工薪酬列示

(1) Presentation of remuneration payable to employees

单位：元 币种：人民币
Unit: RMB

项目	Item	期初余额 Opening balance	本期增加 Increase during the current period	本期减少 Decrease during the current period	期末余额 Closing balance
一、短期薪酬	I. Short-term remuneration	139,151,772.96	376,358,729.64	363,298,776.97	152,211,725.63
二、离职后福利-设定提存计划	II. Post-employment benefits defined contribution plans	2,870,801.89	22,149,400.33	22,132,627.70	2,887,574.52
三、辞退福利	III. Termination benefits		493,472.32	493,472.32	
合计	Total	142,022,574.85	399,001,602.29	385,924,876.99	155,099,300.15

(2) 短期薪酬列示

(2) Presentation of short-term remuneration

单位：元 币种：人民币
Unit: RMB

项目	Item	期初余额 Opening balance	本期增加 Increase during the current period	本期减少 Decrease during the current period	期末余额 Closing balance
一、工资、奖金、津贴和补贴	I. Salaries, bonuses, allowances and subsidies	84,731,452.99	343,843,314.91	330,778,137.66	97,796,630.24
二、职工福利费	II. Employee benefits		8,998,197.59	8,998,197.59	
三、社会保险费	III. Social security contributions	1,771,419.54	11,817,204.11	11,807,085.69	1,781,537.96
其中：医疗保险费	Of which: Health insurance premiums	1,643,546.21	10,857,155.90	10,844,903.25	1,655,798.86
工伤保险费	Employment injury insurance premiums	117,886.07	811,345.70	813,040.58	116,191.19
生育保险费	Maternity insurance premiums	9,987.26	148,702.51	149,141.86	9,547.91
四、住房公积金	IV. Housing provident fund	1,329,272.76	9,685,455.40	9,699,698.40	1,315,029.76
五、工会经费和职工教育经费	V. Funds for trade unions and staff education	51,319,627.67	2,014,557.63	2,015,657.63	51,318,527.67
合计	Total	139,151,772.96	376,358,729.64	363,298,776.97	152,211,725.63

(3) 设定提存计划列示

(3) Presentation of the defined contribution plan

单位：元 币种：人民币
Unit: RMB

项目	Item	期初余额 Opening balance	本期增加 Increase during the current period	本期减少 Decrease during the current period	期末余额 Closing balance
1.基本养老保险	1.Basic pension insurance	2,778,144.77	21,504,283.69	21,488,590.68	2,793,837.78
2.失业保险费	2.Unemployment insurance premiums	92,657.12	645,116.64	644,037.02	93,736.74
合计	Total	2,870,801.89	22,149,400.33	22,132,627.70	2,887,574.52

22. 应交税费

22. Tax payable

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
增值税	Value-added tax (VAT)	8,570,000.94	7,744,488.99
企业所得税	Corporate income tax	1,373,220.11	1,352,699.23
个人所得税	Income tax	3,177,519.95	3,490,766.20
城市维护建设税	Urban maintenance and construction tax	456,885.83	166,796.97
土地使用税	Land use tax	890,915.20	890,915.20
教育费附加	Education surcharge	257,378.54	99,918.19
地方教育费附加	Local education surcharge	171,585.70	66,612.12
印花税	Stamp duty	333,716.95	427,099.05
其他	Others	294,686.21	173,736.38
合计	Total	15,525,909.43	14,413,032.33

23. 其他应付款

23. Other payables

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
应付利息	Interest payable		
应付股利	Dividends payable		
其他应付款	Other payables	439,667,831.37	534,680,233.19
合计	Total	439,667,831.37	534,680,233.19

(1) 按款项性质列示其他应付款

(1) Presentation of other payables by nature of amount

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
应付工程设备款	Payables for engineering equipment	321,581,586.82	367,691,730.55
限制性股票回购义务	Restricted share repurchase obligations	71,364,020.00	71,364,020.00
应付研发服务款	Payables for research and development	22,144,317.77	37,704,202.43
应付个人款项	Payables to individuals	2,398,619.60	551,234.49
应付保证金	Margins payable	1,632,500.00	3,322,500.00
其他	Others	20,546,787.18	53,347,391.32
合计	Total	439,667,831.37	534,680,233.19

(2) 账龄超过1年的重要其他应付款

(2) Significant other payables aged over 1 year

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	未偿还或结转的原因 Reasons for not being repaid or transferred
供应商1	Supplier 1	27,312,651.47	工程未验收 Project not accepted
供应商2	Supplier 2	3,216,000.00	设备未验收 Equipment not accepted
供应商3	Supplier 3	3,177,800.00	设备未验收 Equipment not accepted
供应商4	Supplier 4	3,089,427.00	工程未验收 Project not accepted
供应商5	Supplier 5	2,155,500.00	设备未验收 Equipment not accepted
合计	Total	38,951,378.47	/

24. 1年内到期的非流动负债

24. Non-current liabilities due within 1 year

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
1年内到期的设备质保金	Warranty for equipment due within 1 year	8,618,161.98	1,877,021.78
1年内到期的租赁负债	Lease liabilities due within 1 year	4,339,135.21	5,686,342.19
合计	Total	12,957,297.19	7,563,363.97

25. 其他流动负债

25. Other current liabilities

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
待转销税额	Output tax to be transferred	231,412.51	936,179.18
合计	Total	231,412.51	936,179.18

26. 租赁负债

26. Lease liabilities

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
租赁付款额	Lease Payments	14,152,583.74	15,545,734.56
减：未确认融资费用	Less: Unrecognized finance costs	1,287,854.65	1,532,252.01
减：一年内到期的租赁负债	Less: Lease liabilities due within one year	4,339,135.21	5,686,342.19
合计	Total	8,525,593.89	8,327,140.36

27. 长期应付款

27. Long-term payables

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
长期应付款	Long-term payables	11,266,595.95	12,274,100.29
专项应付款	Specialized payables		
合计	Total	11,266,595.95	12,274,100.29

28. 递延收益

28. Deferred income

递延收益情况

Status of deferred income

单位：元 币种：人民币
Unit: RMB

项目	Item	期初余额 Opening balance	本期增加 Increase in the current period	本期减少 Decrease in the current period	期末余额 Closing balance	形成原因 Reasons for formation
政府补助	Government grants	187,634,504.08	2,400,000.00	4,997,767.11	185,036,736.97	详见下表 See the table below for details
合计	Total	187,634,504.08	2,400,000.00	4,997,767.11	185,036,736.97	/

涉及政府补助的项目: Items involving government grants:

负债项目	Liabilities	期初 余额 Opening balance	本期 新增补助金额 Increase in the current period	本期 其他收益金额 Amount included in other income in the current period	期末 余额 Closing balance	与资产相关/ 与收益相关 Asset-related/ Income-related
2014年蛋白类生物药和疫苗发展 专项中央补助资金 建设扶持资金	Central subsidies for the development of protein biological drugs and vaccines in 2014	16,266,666.48		1,600,000.20	14,666,666.28	与资产相关 Asset-related
制剂GMP升级改造项目补助款	Construction support fund	15,007,916.67		497,500.02	14,510,416.65	与资产相关 Asset-related
市级专项(重组蛋白药物北京市工 程 实验室创新能力建设项目款)	Subsidiaries for GMP upgrading and renovation projects of recombinant insulin glargine preparation workshop	4,620,833.34		554,500.02	4,066,333.32	与资产相关 Asset-related
新一代门冬胰岛素30 注射液临 床及生产工艺研究	Municipal Special Project (Project fund for Innovation Ability Construction Project of Beijing Engineering Laboratory of Recombinant Protein Drugs)	1,860,192.85		616,380.04	1,243,812.81	与资产相关 Asset-related
北京市高新技术成果转化项目	Study on the clinical and production process of a new generation of Insulin Aspart 30 Injection	293,874.72		176,324.76	117,549.96	与资产相关 Asset-related
G20工程龙头企业培育-重组速效 胰岛素的欧美临床研究	Beijing high-tech achievement transformation project	102,660.89		55,390.26	47,270.63	与资产相关 Asset-related
原创抗糖尿病药物甘赖脯胰岛 素、甘精胰岛素注射液的临床前 研究费	The EU and the US clinical study on recombination of fast- acting insulin in G20 engineering leading enterprises	578,879.59		66,435.30	512,444.29	与资产相关 Asset-related
重大生物药品 重组甘精胰岛素欧 美注册临床研究	The non-clinical study fee of the original anti-diabetic drugs Insulin Glargine and Insulin Glargine Injection	23,646.64		14,188.02	9,458.62	与资产相关 Asset-related
德谷胰岛素和门冬胰岛素创新制 剂研究设备款	Clinical research of major biological drug recombinant Insulin Glargine registered in EU and the US	36,867.00		11,642.28	25,224.72	与资产相关 Asset-related
	Subsidies for the purchase of equipment for the study of innovative drug products of Insulin Degludec and Insulin Aspart	52,500.00		7,500.00	45,000.00	与资产相关 Asset-related

单位: 元 币种: 人民币
Unit: RMB

负债项目	Liabilities	期初 余额 Opening balance	本期 新增补助金额 Increase in subsidies in the current period	本期计入 其他收益金额 Amount included in other income in the current period	期末 余额 Closing balance	与资产相关/ 与收益相关 Asset-related/ Income-related
门冬胰岛素注射液大规模产业化	Large-scale industrialization project of insulin aspart injection	10,000,000.00		416,666.65	9,583,333.35	与资产相关 Asset-related
北京通州科委-仿制药利格列汀的 临床前研究项目款	Beijing Tongzhou Science and Technology Commission - the non-clinical study project of generic Ligliptin	166,666.67		12,499.98	154,166.69	与资产相关 Asset-related
通州区2019年度高精尖产业发展 重点支撑项目	Tongzhou District 2019 High-precision Industry Development Key Support Project and industrialization of high and new technologies	1,500,000.00		62,500.00	1,437,500.00	与资产相关 Asset-related
北京市科技新星计划	Beijing Science and Technology Star Plan	76,666.66		5,000.04	71,666.62	与资产相关 Asset-related
通州区2020年度高精尖产业发展 重点支撑项目-药品医疗器械	Tongzhou District 2020 High-precision Industry Development Key Support Project - Drugs and Medical Devices	300,000.00			300,000.00	与资产相关 Asset-related
通州区2020年度高精尖产业发展 重点支撑项目-技术改造和高新技 术产业化	Tongzhou District 2020 High-precision Industry Development Key Support Project - Technology Transformation and High-tech Industrialization	1,500,000.00			1,500,000.00	与资产相关 Asset-related
医药健康中心-企业发展扶持资 金	Medical and health center - enterprise development support fund	85,167,132.57	2,400,000.00	901,239.54	86,665,893.03	与资产相关 Asset-related
通州区2021年度高精尖产业发展 重点支撑项目	Medical and health center - enterprise development support fund	1,300,000.00			1,300,000.00	与资产相关 Asset-related
2021年支持先进制造业和现代服 务业发展专项资金	2021 special funds to support the development of advanced manufacturing and modern service industries	48,780,000.00			48,780,000.00	与资产相关 Asset-related
合计	Total	187,634,504.08	2,400,000.00	4,997,767.11	185,036,736.97	

29. 股本

29. Share capital

单位：元 币种：人民币
Unit: RMB

	期初余额 Opening balance	本次变动增减(+、-) Increase/decrease in current changes ("+" and "-")					小计 Subtotal	期末余额 Closing balance
		发行 新股 Issuance new shares	送股 bonus shares	公积金 转股 Transfer from provident fund	其他 Others			
股份总数 Number of shares	565,653,200						565,653,200	

30. 资本公积

30. Capital reserve

单位：元 币种：人民币
Unit: RMB

项目 Item	期初余额 Opening balance	本期增加 Increase in the current period	本期减少 Decrease in the current period	期末余额 Closing balance
资本溢价(股本溢价) Capital premium (share premium)	2,510,332,061.98			2,510,332,061.98
其他资本公积 Other capital reserves	52,670,324.29	23,115,467.72		75,785,792.01
合计 Total	2,563,002,386.27	23,115,467.72		2,586,117,853.99

其他说明，包括本期增减变动情况、变动原因说明：

其他资本公积本期增加系在报告期内摊销股票期权和限制性股票激励费用所致，其中股票期权激励计划确认费用8,649,717.72元，限制性股票激励计划确认费用14,465,750.00元。

Other notes, including changes in the current period and reasons for the changes:

The increase in other capital reserve during the period was due to the amortization of share option and restricted share incentive expenses during the reporting period, of which RMB 8,649,717.72 was recognized for the share option incentive plan and RMB 14,465,750.00 was recognized for the restricted share incentive plan.

31. 库存股

31. Treasury shares

单位：元 币种：人民币
Unit: RMB

项目 Item	期初余额 Opening balance	本期增加 Increase during the current period	本期减少 Decrease during the current period	期末余额 Closing balance
限制性股票回购义务 Restricted share repurchase obligation	71,364,020.00			71,364,020.00
合计 Total	71,364,020.00			71,364,020.00

32. 其他综合收益

32. Other comprehensive income

单位：元 币种：人民币
Unit: RMB

项目	Item	期初余额 Opening balance	本期发生金额 Current Period Occurrence		期末余额 Closing balance
			本期所得税前发生额 Amount incurred before income tax	税后归属于母公司 Attributable to the parent	
一、不能重分类进损益的其他综合收益	I. Other comprehensive income that cannot be reclassified to profits or losses				
二、将重分类进损益的其他综合收益	II. Other comprehensive income that can be reclassified to profits or losses	3,442,128.87	1,789,558.67	1,789,558.67	5,231,687.54
外币财务报表折算差额	Exchange differences on translation of foreign currency	3,442,128.87	1,789,558.67	1,789,558.67	5,231,687.54
其他综合收益合计	Total other comprehensive income	3,442,128.87	1,789,558.67	1,789,558.67	5,231,687.54

33. 盈余公积

33. Surplus reserves

单位：元 币种：人民币
Unit: RMB

项目	Item	期初余额 Opening balance	本期增加 Increase during the current period	本期减少 Decrease during the current period	期末余额 Closing balance
合计	Total	291,531,843.96			291,531,843.96

34. 未分配利润

34. Retained earnings

单位：元 币种：人民币
Unit: RMB

项目	Item	本期 Current period	上年度 Previous period
调整前上期末未分配利润	Retained earnings at the end of the previous period before adjustment	6,233,536,610.40	6,841,514,967.88
调整期初未分配利润合计数(调增+, 调减-)	Total amount of adjustment for retained earnings at the beginning of the period ("+" for increase and "-" for decrease)		
调整后期初未分配利润	Retained earnings at the beginning of the period after adjustment	6,233,536,610.40	6,841,514,967.88
加：本期归属于母公司所有者的净利润	Add: Net profit attributable to owners of parent company for the period	134,155,242.69	-439,516,357.48
减：提取法定盈余公积	Less: Appropriation of statutory surplus reserve		
应付普通股股利	Dividends payable on ordinary shares		168,462,000.00
转作股本的普通股股利	Dividends on ordinary shares transferred to share capital		
期末未分配利润	Retained earnings at the end of the period	6,367,691,853.09	6,233,536,610.40

35. 营业收入和营业成本

35. Operating revenue and operating costs

单位：元 币种：人民币
Unit: RMB

项目	Item	本期发生额 Amount incurred in the current period		上期发生额 Amount incurred in previous period	
		收入 Revenue	成本 Cost	收入 Revenue	成本 Cost
主营业务	Principal operating activities	1,227,381,813.21	320,155,764.05	834,799,215.95	152,985,808.84
其他业务	Other business activities	2,383,300.44	2,500,222.15		
合计	Total	1,229,765,113.65	322,655,986.20	834,799,215.95	152,985,808.84

36. 税金及附加

36. Taxes and surcharges

单位：元 币种：人民币
Unit: RMB

项目	Item	本期发生额 Amount incurred in the current period	上期发生额 Amount incurred in the previous period
城市维护建设税	City construction and maintenance tax	2,105,177.83	1,816,765.69
教育费附加	Education surcharges	1,183,690.41	1,089,630.63
地方教育费附加	Local education surcharges	789,126.98	726,420.42
房产税	Property tax	5,571,525.61	4,723,927.18
土地使用税	Land use tax	1,957,108.83	1,957,108.83
印花税	Stamp duty	597,547.26	867,662.15
其他	Others	288,932.63	327,698.32
合计	Total	12,493,109.55	11,509,213.22

37. 销售费用

37. Selling expenses

单位：元 币种：人民币
Unit: RMB

项目	Item	本期发生额 Amount incurred in the current period	上期发生额 Amount incurred in the previous period
市场推广及咨询费	Marketing and consulting fees	224,585,398.96	393,818,722.84
职工薪酬	Employee remuneration	199,432,741.07	121,187,823.83
差旅费	Traveling expenses	29,292,590.52	32,784,345.11
其他	Others	11,932,447.26	17,070,299.99
合计	Total	465,243,177.81	564,861,191.77

38. 管理费用

38. General and administrative expenses

单位：元 币种：人民币
Unit: RMB

项目	Item	本期发生额 Amount incurred in the current period	上期发生额 Amount incurred in the previous period
职工薪酬	Employee remuneration	35,990,988.14	50,476,228.47
咨询与服务费	Consulting and service fees	7,405,627.58	14,587,757.28
折旧及摊销	Depreciation and amortization	28,021,477.93	29,110,925.76
办公及差旅费	Office and travel expenses	5,436,393.57	5,185,432.08
其他	Others	23,840,890.11	18,253,375.80
合计	Total	100,695,377.33	117,613,719.39

39. 研发费用

39. Research and development expenses

单位：元 币种：人民币
Unit: RMB

项目	Item	本期发生额 Amount incurred in the current period	上期发生额 Amount incurred in the current period
实验研究费及材料费	Experimental research fee	108,973,591.01	116,705,991.03
职工薪酬	Employee remuneration	97,973,855.62	82,873,614.12
折旧及摊销费用	Depreciation and amortization	21,262,380.07	19,800,953.82
其他	Others	33,753,158.69	25,048,450.19
合计	Total	261,962,985.39	244,429,009.16

40. 财务费用

40. Financial expenses

单位：元 币种：人民币
Unit: RMB

项目	Item	本期发生额 Amount incurred in the current period	上期发生额 Amount incurred in the previous period
利息支出	Interest expense	278,353.51	386,646.76
减：利息收入	Less: Interest income	44,998,543.11	51,055,066.91
汇兑(收益)/损失	Exchange gain or loss	-9,740,332.86	1,813,367.48
银行手续费	Bank charges	317,140.42	1,382,597.08
合计	Total	-54,143,382.04	-47,472,455.59

41. 其他收益

41. Other income

单位：元 币种：人民币
Unit: RMB

项目	Item	本期发生额 Amount incurred in the current period	上期发生额 Amount incurred in the previous period
与日常活动相关的政府补助	Government grants related to ordinary activities	10,523,625.03	10,562,126.24
代扣代缴个人所得税、增值税、 企业所得税手续费返还	Withholding and paying individual income tax, value-added tax, and corporate income tax fee refund	527,443.17	584,528.40
增值税减免	VAT relief	2,433.62	
合计	Total	11,053,501.82	11,146,654.64

42. 投资收益

42. Investment income

单位：元 币种：人民币
Unit: RMB

项目	Item	本期发生额 Amount incurred in the current period	上期发生额 Amount incurred in the current period
交易性金融资产在持有期间的投资收益	Investment income on financial assets held for trading	19,284,960.00	54,888,500.00
债权投资在持有期间取得的利息收入	Interest income from holding debt investments		5,803,013.70
处置交易性金融资产取得的投资收益	Investment income from disposal of financial assets held for trading	-691,819.14	9,184,185.37
处置债权投资取得的投资收益	Investment income from disposal of debt investments	2,441,369.87	1,803,698.63
合计	Total	21,034,510.73	71,679,397.70

43. 公允价值变动收益

43. Gains from changes in fair value

单位：元 币种：人民币
Unit: RMB

产生公允价值变动收益的来源	Sources that generate gains from changes in fair value	本期发生额 Amount incurred in the current period	上期发生额 Amount incurred in the previous period
交易性金融资产	Financial assets held for trading	9,902,075.97	-67,177,603.73
合计	Total	9,902,075.97	-67,177,603.73

其他说明：

本报告期公允价值变动收益较去年同期变动较大，主要系证券投资公允价值波动所致。

Other notes:

The significant change in the gain from changes in fair value during the reporting period compared to the same period last year was mainly due to fluctuations in the fair value of investments in securities.

44. 信用减值损失

44. Credit impairment losses

单位：元 币种：人民币
Unit: RMB

项目	Item	本期发生额 Amount incurred in the current period	上期发生额 Amount incurred in the previous period
应收账款坏账损失	Accounts receivable loss on bad debts	5,476,246.03	-8,117,245.74
合计	Total	5,476,246.03	-8,117,245.74

45. 资产减值损失

45. Assets impairment losses

单位：元 币种：人民币
Unit: RMB

项目	Item	本期发生额 Amount incurred in the current period	上期发生额 Amount incurred in the previous period
一、坏账损失	I. Bad debts losses		
二、存货跌价损失及合同履约成本减值损失	II. Impairment of inventories and contract performance cost	-4,326,667.96	
三、长期股权投资减值损失	III. Impairment losses on long-term equity investments		
四、投资性房地产减值损失	IV. Impairment losses on investment properties		
五、固定资产减值损失	V. Impairment losses on fixed assets		
合计	Total	-4,326,667.96	

46. 资产处置收益

46. Profits from disposal of assets

单位：元 币种：人民币
Unit: RMB

项目	Item	本期发生额 Amount incurred in the current period	上期发生额 Amount incurred in the previous period
固定资产处置利得或损失	Profits or losses on disposal of fixed assets	45,822.47	-1,521.66
合计	Total	45,822.47	-1,521.66

47. 营业外收入

47. Non-operating revenue

单位：元 币种：人民币
Unit: RMB

项目	Item	本期发生额 Amount incurred in the current period	上期发生额 Amount incurred in the previous period	计入当期 非经常性损益的金额 Amounts included in non- recurring profits and losses for the period
保险理赔	Insurance claims		663,750.00	
其他	Others	2,185,720.84	242,748.09	2,185,720.84
合计	Total	2,185,720.84	906,498.09	2,185,720.84

48. 营业外支出

48. Non-operating expenses

单位：元 币种：人民币
Unit: RMB

项目	Item	本期发生额 Amount incurred in the current period	上期发生额 Amount incurred in the previous period	计入当期 非经常性损益的金额 Amounts included in non-recurring gains and losses for the period
非流动资产处置损失合计	Loss from damage and scrap to non-current assets	219,115.41	54,458.21	219,115.41
其中：固定资产处置损失	Of which: Fixed assets disposal loss	219,115.41	54,458.21	219,115.41
对外捐赠	Donations	5,000,000.00	3,000,000.00	5,000,000.00
其他	Others	1,316,351.37	119,915.10	1,316,351.37
合计	Total	6,535,466.78	3,174,373.31	6,535,466.78

49. 所得税费用

49. Income tax expenses

(1) 所得税费用表

(1) Income tax expenses table

单位：元 币种：人民币
Unit: RMB

项目	Item	本期发生额 Amount incurred in the current period	上期发生额 Amount incurred in the previous period
当期所得税费用	Current income tax expenses	1,481,060.58	9,184,805.87
递延所得税费用	Deferred income tax expenses	24,057,337.04	-15,443,100.39
合计	Total	25,538,397.62	-6,258,294.52

(2) 会计利润与所得税费用调整过程

(2) Adjustment process for accounting profit and income tax expense

单位：元 币种：人民币
Unit: RMB

项目	Item	本期发生额 Amount incurred in the current period
利润总额	Total profit	159,693,602.53
按法定/适用税率计算的所得税费用	Income tax expenses calculated at statutory/ applicable tax rate	23,954,040.38
子公司适用不同税率的影响	Effect of different tax rates applicable to subsidiaries	-1,687,306.64
调整以前期间所得税的影响	Effect of adjustments to previous periods' income taxes	1,478,944.80
不可抵扣的成本、费用和损失的影响	Effect of non-deductible costs, expenses, and losses	1,734,331.99
本期未确认递延所得税资产的可抵扣 暂时性差异或可抵扣亏损的影响	Effect of deductible temporary differences or deductible losses on deferred income tax assets not recognized in the period	5,657,711.95
其他	Others	-5,599,324.86
所得税费用	Income tax expenses	25,538,397.62

50. 现金流量表补充资料

(1) 现金流量表补充资料

50. Cash flow statement supplementary information

(1) Cash flow statement supplementary information

单位：元 币种：人民币
Unit: RMB

补充资料	Supplementary information	本期金额 Amount of the current period	上期金额 Amount of the previous period
1. 将净利润调节为经营活动现金流量：	1.Reconciliation of net profit to cash flow from operating activities:		
净利润	Net profit	134,155,204.91	-197,607,170.33
加：资产减值准备	Add: Provision for impairment losses of assets	4,326,667.96	
信用减值损失	Credit impairment losses	-5,476,246.03	8,117,245.74
固定资产折旧、油气资产折耗、生 产性生物资产折旧	Depreciation of fixed assets, depletion of oil and gas assets, and depreciation of productive biological assets	98,713,544.54	89,484,452.33
使用权资产摊销	Amortization of right-of-use assets	2,127,038.84	2,304,757.73
无形资产摊销	Amortization of intangible assets	10,474,336.84	9,247,984.80
长期待摊费用摊销	Amortization of long-term prepaid expenses	883,491.87	881,443.91
处置固定资产、无形资产和其他 长期资产的损失(收益以“-”号填 列)	Losses on disposal of fixed assets, intangible assets, and other long-term assets (gains are expressed with "-")	-45,822.47	1,521.66
固定资产报废损失(收益以“-”号 填列)	Losses from scrapping of fixed assets (gains are expressed with "-")	219,115.41	54,458.21

公允价值变动损失(收益以“—”号填列)	Losses on changes in fair values (gains are expressed with "-")	-9,902,075.97	67,177,603.73
财务费用(收益以“—”号填列)	Financial expenses (income is expressed with "-")	-51,105,984.71	-44,684,475.27
投资损失(收益以“—”号填列)	Investment losses (income is expressed with "-")	-21,034,510.73	-71,679,397.70
递延所得税资产减少(增加以“—”号填列)	Decrease in deferred tax assets (increase is expressed with "-")	24,057,337.04	-10,406,355.56
递延所得税负债增加(减少以“—”号填列)	Increase in deferred tax liabilities (decrease is expressed with "-")		-5,036,744.83
存货的减少(增加以“—”号填列)	Decrease in inventories (increase is expressed with "-")	-122,166,125.68	-146,281,728.44
经营性应收项目的减少(增加以“—”号填列)	Decrease in operating receivables (increase is expressed with "-")	-222,610,573.43	629,003,669.29
经营性应付项目的增加(减少以“—”号填列)	Increase in operating payables (decrease is expressed with "-")	170,194,000.26	-49,329,280.11
其他	Others	-70,975,119.82	
经营活动产生的现金流量净额	Net cash flow from operating activities	-58,165,721.17	281,247,985.16
2. 不涉及现金收支的重大投资和筹资活动:	2. Significant investing and financing activities not involve cash receipts and payments:		
销售商品、提供劳务收到的银行承兑汇票背书转让	Endorsement transfer of bank acceptance bills received from sales of goods and provision of labor services	12,887,550.00	32,738,312.57
3. 现金及现金等价物净变动情况:	3. Net changes in cash and cash equivalents:		
现金的期末余额	Closing balance of cash	353,507,161.92	339,218,483.65
减: 现金的期初余额	Less: Opening balance of cash	397,328,882.98	639,768,344.07
加: 现金等价物的期末余额	Add: Closing balance of cash equivalents		
减: 现金等价物的期初余额	Less: Opening balance of cash equivalents		
现金及现金等价物净增加额	Net increase in cash and cash equivalents	-43,821,721.06	-300,549,860.42

(2) 现金和现金等价物的构成

(2) Composition of cash and cash equivalents

单位：元 币种：人民币
Unit: RMB

项目	Item	期末余额 Closing balance	期初余额 Opening balance
一、现金	I. Cash	353,507,161.92	397,328,882.98
其中：库存现金	Of which: Cash on hand		
可随时用于支付的银行存款	Bank deposits that are readily available for payment	353,507,161.92	397,328,882.98
二、现金等价物	II. Cash equivalents		
三、期末现金及现金等价物余额	III. Closing balance of cash and cash equivalents	353,507,161.92	397,328,882.98
其中：母公司或集团内子公司使用受限制的现金和现金等价物	Of which: Restricted cash and cash equivalents of the company and subsidiaries within the group		

其他说明：

2023年半年度合并现金流量表“期末现金及现金等价物余额”为353,507,161.92元，合资产负债表“货币资金”期末数为3,062,691,296.04元，差异2,709,184,134.12元，详见本章节/1、货币资金。

Other notes:

The "Balance of Cash and Cash Equivalents at the End of Period" on the consolidated statement of cash flows for the semi-annual period of 2023 amounted to RMB 447,597,749.46 and the ending balance of the consolidated statement of financial position "Monetary funds" is RMB 3,062,691,296.04, the difference is RMB 2,615,093,546.58 as detailed in this section/1. Monetary funds.

51. 所有权或使用权受到限制的资产

51. Assets with restricted ownership or right-of-use

单位：元 币种：人民币
Unit: RMB

项目	Item	期末账面价值 Closing book value	受限原因 Reasons of restriction
货币资金	Monetary funds	2,709,184,134.12	定期存款及应收利息、7天通知存款及应收利息、诉前财产保全、存出投资款、信用证保证金、建筑劳务工资保证金 Time deposit and unexpired interest receivable, seven day notice deposit and interest receivable, pre-litigation preservation of property, deposit investment money, letter of credit margin, and construction labor wage deposits
合计	Total	2,709,184,134.12	/

其他说明：

受限制的货币资金明细详见本章节/1、货币资金。

Other notes:

The breakdown of restricted monetary funds is detailed in this section/1. Monetary Funds.

52. 外币货币性项目

52. Monetary items denominated in foreign currencies

单位：元 币种：人民币
Unit: RMB

项目	Item	期末外币余额 Closing balances of foreign currencies	折算汇率 Exchange rates for translation	期末折算 人民币余额 Closing balance of RMB
货币资金	Monetary funds equivalents			251,109,127.81
其中：美元	Of which: USD	32,477,554.54	7.2258	234,676,313.60
欧元	EUR	2,086,150.26	7.8771	16,432,814.21
应收账款	Accounts receivable			30,675,421.62
其中：美元	Of which: USD	1,258,307.44	7.2258	9,092,277.90
欧元	EUR	2,739,986.00	7.8771	21,583,143.72
其他应收款	Other receivables			254,000.45
其中：美元	Of which: USD	35,151.88	7.2258	254,000.45
应付账款	Accounts payable			298,378.54
其中：美元	Of which: USD	29,558.19	7.2258	213,581.56
欧元	EUR	10,765.00	7.8771	84,796.98
其他应付款	Other payables			13,672,125.57
其中：美元	Of which: USD	912,440.85	7.2258	6,593,115.09
欧元	EUR	72,250.00	7.8771	569,120.48
瑞士法郎	CHF	370,000.00	8.0614	2,982,718.00
新加坡币	SGD	660,000.00	5.3442	3,527,172.00
租赁负债(含一年内到期)	Lease liabilities (including due within one year)			5,067,897.35
其中：美元	Of which: USD	701,361.42	7.2258	5,067,897.35

六、公允价值的披露

1. 以公允价值计量的资产和负债的期末公允价值

VI Disclosure of fair value

1. Closing fair value of assets and liabilities measured at fair value

单位：元 币种：人民币
Unit: RMB

项目	Item	期末公允价值			合计 Total
		第一层次 公允价值计量 First level fair value measurement	第二层次 公允价值计量 Second level fair value measurement	第三层次 公允价值计量 Third level fair value measurement	
一、持续的公允价值计量	I. Continuous fair value measurement				
(一) 交易性金融资产	(I) Financial assets held for trading	802,799,942.52	731,187,363.02		1,533,987,305.54
1. 以公允价值计量且变动计入当期损益的金融资产	1. Financial assets measured at fair value and changes recognized in current profits and losses	802,799,942.52	731,187,363.02		1,533,987,305.54
(1) 权益工具投资	(1) Equity instrument investment	802,799,942.52			802,799,942.52
(2) 其他	(2) Others		731,187,363.02		731,187,363.02
(二) 应收款项融资	(II) Receivable financing		11,423,343.37		11,423,343.37
(三) 其他非流动金融资产	(III) Other non-current financial assets			30,000,000.00	30,000,000.00
持续以公允价值计量的资产总额	Total assets continuously measured at fair value	802,799,942.52	742,610,706.39	30,000,000.00	1,575,410,648.91

2. 持续和非持续第一层次公允价值计量项目市价的确定依据

第一层次：是在计量日能够取得的相同资产或负债在活跃市场上未经调整的报价。

3. 持续和非持续第二层次公允价值计量项目，采用的估值技术和重要参数的定性及定量信息

第二层次：是除第一层次输入值外相关资产或负债直接或间接可观察的输入值；

第二层次输入值包括：1) 活跃市场中类似资产或负债的报价；2) 非活跃

2. Basis for determining the market value of continuous and non-continuous first level fair value measurement items

First Level: Unadjusted quoted prices for the same assets or liabilities that can be obtained on the measurement date in the active market.

3. Qualitative and quantitative information on valuation techniques and important parameters used for continuous and non-continuous second level fair value measurement items

Second Level: Refers to the observable input values of related assets or liabilities, either directly or indirectly, in addition to the first level input values;

The second level input values include: 1) Quotations for similar assets or liabilities in active markets; 2) Quotations for

市场中相同或类似资产或负债的报价；3) 除报价以外的其他可观察输入值，包括在正常报价间隔期间可观察的利率和收益率曲线、隐含波动率和信用利差等；4) 市场验证的输入值等。

4. 持续和非持续第三层次公允价值计量项目，采用的估值技术和重要参数的定性及定量信息

第三层次：是相关资产或负债的不可观察输入值。

5. 不以公允价值计量的金融资产和金融负债的公允价值情况

不以公允价值计量的金融资产和负债主要包括：应收款项、债权投资、应付款项、一年内到期的非流动负债和租赁负债。

上述不以公允价值计量的金融资产和负债的账面价值与公允价值相差很小。

identical or similar assets or liabilities in inactive markets; 3) Other observable input values other than quotation, including observable interest rate and yield curve, implied volatility, and credit spread during normal quotation interval; 4) Input values for market validation, etc.

4. Qualitative and quantitative information on valuation techniques and important parameters used for continuous and non-continuous third level fair value measurement items

Third Level: It is the unobservable input value of related assets or liabilities.

5. Fair value of financial assets and financial liabilities not measured at fair value

Financial assets and liabilities not measured at fair value mainly include: accounts receivable, debt investment, accounts payable, non-current and lease liabilities due within one year.

The difference between the book value and fair value of above financial assets and liabilities not measured at fair value is insignificant.

七、股份支付

VII Share-based Payment

1. 股份支付总体情况

1. Overall situation of share-based payment

单位：股 币种：人民币
Unit: Share Currency: RMB

公司本期授予的各项权益工具总额	The total amount of various equity instruments granted by the company in the current period	4,113,200
公司本期行权的各项权益工具总额	The total amount of various equity instruments exercised by the company in the current period	0.00
公司本期失效的各项权益工具总额	The total amount of various equity instruments that have expired in the current period	0.00
公司期末发行在外的股票期权行权价格的范围和合同剩余期限	The range of exercise prices for share options issued by the company at the end of the period and the remaining term of the contract	<p>公司以2021年11月10日为首次授予日，向符合条件的595名首次授予激励对象授予1,208.6237万份股票期权，行权价格为79.59元/股。股票期权激励计划有效期为自首次股票期权授予之日起至激励对象获授的股票期权全部行权或注销之日止，最长不超过72个月。股票期权的等待期分别为自授予登记完成之日起36个月、48个月、60个月。</p> <p>The Company granted 12,086,237 share options to 595 eligible first-time incentive recipients on November 10, 2021, with an exercise price of RMB 79.59 per share. The validity period of the share option incentive plan is from the date of the first grant of share options to the date when all share options granted to the incentive object are exercised or cancelled, with a maximum of 72 months. The waiting periods for share options are 36 months, 48 months, and 60 months from the date of completion of grant registration.</p>
公司期末发行在外的其他权益工具行权价格的范围和合同剩余期限	The range of exercise prices for other equity instruments issued by the company at the end of the period and the remaining term of the contract	<p>公司以2022年11月28日为授予日，以17.35元/股的授予价格向145名激励对象授予411.32万股限制性股票。限制性股票激励计划的有效期限为自限制性股票首次授予登记完成之日起至激励对象获授的限制性股票全部解除限售或回购注销之日止，最长不超过48个月。限制性股票的限售期分别为自授予登记完成之日起12个月、24个月、36个月。</p> <p>The Company granted 4,113,200 restricted share to 145 incentive recipients at the grant price of RMB 17.35 per share on November 28, 2022. The validity period of the incentive plan for the restricted share is no more than 48 months from the date when the registration of the first grant of the restricted share is completed to the date when all the restricted share granted to the incentive objects are lifted or repurchased and cancelled. The restricted period of the restricted share is 12 months, 24 months, and 36 months from the date of completion of the grant registration.</p>

2. 以权益结算的股份支付情况

2. Equity settled share-based payments

单位：股 币种：人民币
Unit: RMB

以权益结算的股份支付对象	Equity settled share-based payment recipients	股票期权：Black-Scholes期权定价模型限制性股票：授予日市价减授予价格 Share options: Black Scholes Valuation of options model restricted share: market price on grant date minus grant price	
可行权权益工具数量的确定依据	Basis for determining the number of exercisable equity instruments	激励对象离职率及业绩考核完成情况 Resignation rate and performance evaluation completion of incentive recipients	
本期估计与上期估计有重大差异的原因	Reasons for significant differences between the current estimate and the previous estimate	无 None	
以权益结算的股份支付计入资本公积的累计金额	Accumulated amount of equity settled share-based payments recognized in capital reserve		45,243,614.56
本期以权益结算的股份支付确认的费用总额	The total amount of expenses recognized for equity settled share-based payments in the current period		23,115,467.72

八、承诺及或有事项

1. 重要承诺事项

资产负债表日存在的对外重要承诺、性质、金额。

VIII Commitments and contingency

1. Important commitments

Significant external commitments, nature, and amount existing on the balance sheet date.

单位：元 币种：人民币
Unit: RMB

项目	Item	2023年6月30日 June 30, 2023	2022年12月31日 December 31, 2022
已签约但未拨备资本承诺	Signed but not provisioned capital commitment	329,447,935.45	413,277,100.61
合计	Total	329,447,935.45	413,277,100.61

2. 或有事项

(1) 资产负债表日存在的重要或有事项

1. 开出信用证

截至2023年6月30日，本公司已开出未履行完毕的信用证情况如下：

2. Contingency

(1) Important contingency on the balance sheet date

1. Issue letters of credit

As of June 30, 2023, the Company has issued outstanding letters of credit as follows:

信用证编号 Documentary credit No..	受益人 Beneficiary	币种 Currency	信用证金额 Letter of credit amount	未使用金额 Unused amount	开证行 Issuing Bank
LC0770123A00464	RIECKERMANN GMBH	欧元 EUR	1,352,000.00	1,352,000.00	宁波银行北京支行 Bank of Ningbo Beijing Branch
LC0223823000076	KOERBER PHARMA PACKAGING AG	瑞士法郎 CHF	2,220,000.00	370,000.00	中国银行北京分行 Bank of China Beijing Branch
LC1084522000121	MIKRON SINGAPORE PTE LTD	新加坡元 SGD	2,520,000.00	630,000.00	中国银行临沂分行 Bank of China Linyi Branch

2. 未决诉讼

截至2023年6月30日，本公司不存在重要未决诉讼。

2. Pending litigation

As of June 30, 2023, the Company does not have significant Pending litigation.



SCIENCE & EXCELLENCE

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