



(Incorporated in the Cayman Islands with limited liability)  
(Stock code: 2161)

## JBM Healthcare Announces FY2022 Interim Results

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### Resilient Performance in Robust Branded Healthcare Portfolio

(Hong Kong, 26 November 2021) **JBM (Healthcare) Limited** (“JBM Healthcare” or the “Group”; Stock Code: 2161), a leading branded healthcare products marketer and distributor in Hong Kong, has announced today the interim results of the Group for the six months ended 30 September 2021 (the “Reporting Period”).

Amidst the continued impact of the COVID-19 pandemic which adversely affected the consumer demand in both domestic and certain overseas markets, the Group posted a total revenue of HK\$189.4 million during the Reporting Period, recording a soft decline of 3.4% from the previous period. Before taking into account the one-off pandemic impact relief subsidy from the Hong Kong Government during the previous period, the adjusted net profit\* decreased by 37.4% to HK\$10.0 million when compared with the same period last year. Basic earnings per share was HK1.12 cents.

#### Resilient Performance Driven by Strong Product Portfolio

Responding to such a challenging market sentiment, the Group spared no effort in realising business opportunities in the market. During the Reporting Period, the Group launched a number of new products in both the proprietary Chinese medicine and health and wellness segments and made sound progress on the building up of cross-border e-commerce platform. Furthermore, the Group continued to optimise its resources in realising the growth strategies whilst pragmatically strive for cost savings through cost control initiatives. JBM Healthcare carries a broad and robust portfolio of branded healthcare products in the segments of branded medicines, proprietary Chinese medicines, and health and wellness products.

As for the **branded medicines** business, sales revenue grew by 3.5% arriving at HK\$63.4 million, mainly driven by the growth momentum of AIM Atropine Eye Drops, along with increments in sales of notable branded products such as Contractubex Ointment (德國秀碧除疤膏), Pantogar Capsules (瑞士倍髮加) and Rowatanal Cream (諾華痔瘡膏).

Regarding **proprietary Chinese medicines** business, sales revenue also delivered an increase of 2.2%, amounting to HK\$106.5 million, which was benefitted from the robust double digit growth in its Concentrated Chinese Medicine Granules (CCMG) business as a result of the gradual recovery of public demand for traditional Chinese medicine services.

For **health and wellness products**, sales revenue recorded a decline of 36.4% to HK\$19.5 million during the Reporting Period mainly due to receded consumer demand for infection prevention products with the stabilisation of the pandemic outbreak as opposed to the surge in the previous period. Nevertheless, the

business of Oncotype DX<sup>®</sup> Breast Cancer Recurrence Score Test maintained its robust growth, posting a 27.9% increase during the Reporting Period as driven by the Group's continued efforts in education and financial assistance programs in collaboration with Hong Kong Breast Cancer Foundation. Besides, BITE-X (寶寶手指水), being the Group's baby product manufactured in Germany for preventing nail-biting and thumb-sucking, also registered a notable sales growth bolstered by its solid sales performance via the cross border e-commerce channel.

### **Expanding Product Offerings**

The Group continued to enrich its branded healthcare portfolio with new product launches during the Reporting Period, which included Weisen-U Digestive Enzyme, a new line extension of the well-known gastrointestinal brand Weisen-U, as well as an enhanced version of Smartfish, an omega-3-enriched nutritional drink with upgraded formulation and pack volume to cater for greater customer appeal and satisfaction.

Aiming at enhancing its portfolio on medical consumables and home diagnostic devices, the Group also launched Dr. Freeman<sup>®</sup> H. Pylori Home Test Kit, the third member of the series after Dr. Freeman<sup>®</sup> Flu/RSV Combo Test Kit and Dr. Freeman<sup>®</sup> COVID-19 Test Kit, with an exclusive listing in Watson's chain. More home diagnostic products will enter the market according to the Group's plan, with their availability further expanding into China market through cross-border e-commerce channels.

Furthermore, the Group has planned to launch a novel product, DEBRICHEM<sup>®</sup>, in Asia, which is a patented single-use acidic gel for the treatment of chronic infection wounds by effectively and efficiently eliminating the biofilm and infection through debridement chemically instead of surgically.

### **Acceleration on E-commerce Development**

The Group has made sound progress in the building up of its e-commerce platform to tap into the potential of the fast-growing PRC cross-border e-commerce market. The Group has further established a new retail flagship store at JD Worldwide (京東國際), in addition to its self-operated flagship online stores on Tmall Global Marketplace (天貓賣場型旗艦店) and JD-HK Open Platform (京東國際開放平台店舖).

The Group also established its B2B commercial operation and was successfully enlisted as designated platform supplier of OTC products to Tmall and AliHealth. The two leading e-shops represent the largest online OTC marketplace in China.

**Mr. Patrick Wong, Chief Executive Officer** of JBM Healthcare, concluded, "Given the compelling challenges that the pandemic has raised against our business, we have continued to maintain resilience in our performance. We are optimistic about the recovery of the economy and business market, bolstered by the stabilising pandemic situation, the increased vaccination rate and the Government's boosting measures such as the consumption voucher scheme.

Looking ahead, we will move forward in confident strides to capture opportunities of the market through our growth strategies and business expansion plans as a forward looking branded healthcare company in Asia embedded with the vision to enhance health through self-care."

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**About JBM (Healthcare) Limited (健倍苗苗 (保健) 有限公司 ; Stock Code: 2161)**

JBM Healthcare is a Hong Kong-based company that markets and distributes branded healthcare products across Greater China, Southeast Asia and certain other countries. The Group is a unique field player with marketing expertise and a drug heritage that prioritises product efficacy and quality to meet consumers' healthcare needs. As a renowned healthcare brand operator in Hong Kong, the Group carries a wide-ranging portfolio of branded healthcare products comprising branded medicines, proprietary Chinese medicines and health and wellness products, which include well-recognised household brands such as Po Chai Pills (保濟丸), Ho Chai Kung Tji Thung San (何濟公止痛退熱散), Contractubex (德國秀碧除疤膏), BITE-X (德國寶寶手指水), Mederma Kids (美德瑪寶兒除疤膏), Tong Tai Chung Woodlok Oil (唐太宗活絡油), Flying Eagle Woodlok Oil (飛鷹活絡油), Saplingtan (十靈丹) and Shiling Oil (十靈油). For more details about JBM Healthcare, please visit: [www.jbmhealthcare.com.hk](http://www.jbmhealthcare.com.hk)

**For media enquiries, please contact:**

**Strategic Financial Relations Limited**

Vicky Lee           Tel: (852) 2864 4834

Brigid Lee           Tel: (852) 2114 4313

Mandy Wong       Tel: (852) 2864 4900

Fax: (852) 2527 1196

Email: [vicky.lee@sprg.com.hk](mailto:vicky.lee@sprg.com.hk)

Email: [brigid.lee@sprg.com.hk](mailto:brigid.lee@sprg.com.hk)

Email: [mandy.wong@sprg.com.hk](mailto:mandy.wong@sprg.com.hk)