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# 2022

## 第三季度报告

*The Third Quarter Report in 2022*



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

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本公司董事会及全体董事保证本公告内容不存在任何虚假记载、误导性陈述或者重大遗漏，并对其内容的真实性、准确性和完整性承担法律责任。

The Board of Directors and all directors of the Company warrant that the contents of this announcement do not contain any false statements, misleading statements or material omissions and accept legal responsibility for the truthfulness, accuracy and completeness of its contents.

## 重要内容提示：

公司董事会、监事会及董事、监事、高级管理人员保证季度报告内容的真实、准确、完整，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。

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)周丽保证季度报告中财务信息的真实、准确、完整。

第三季度财务报表是否经审计

是 否

## Important Notes:

The Board of Directors, the Supervisory Committee and the directors, supervisors and senior management of the Company guarantee the truthfulness, accuracy and completeness of the contents of the quarterly report, and that there are no false records, misleading statements or material omissions, and assume individual and joint legal responsibility.

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

Whether the third quarter financial statements are audited

Yes  No

# 主要财务数据

*Major Financial Data*



## 一、主要财务数据

## I Major Financial Data

## (一) 主要会计数据和财务指标

## (I) Major accounting data and financial indicators

单位：元 币种：人民币  
Unit: Yuan Currency: RMB

| 项目<br>Items  | 本报告期<br>The reporting period | 本报告期比上年同期增<br>减变动幅度(%)<br>Change in the reporting period over the same period of the previous year (%) | 年初至报告期末<br>Beginning to end of reporting period | 年初至报告期末比上年同期<br>增减变动幅度(%)<br>Change from the beginning to the end of the reporting period compared with the same period of the previous year (%) |
|--|------------------------------|--|---|--|
| 营业收入<br>Operating income   | 402,090,288.98               | -60.87   | 1,236,889,504.93                                | -50.59   |
| 归属于上市公司股东的净利润<br>Net profit attributable to shareholders of the listed company   | -216,198,781.85              | -143.36  | -413,805,916.81                                 | -147.49  |
| 归属于上市公司股东的扣除非经常性损益的净利润<br>Net profit attributable to shareholders of the listed company after deduction of non-recurring profits or losses | -191,034,329.82              | -144.97  | -399,892,846.05                                 | -152.30  |
| 经营活动产生的现金流量净额<br>Net cash flows from operating activities  | 不适用<br>Not applicable        | 不适用<br>Not applicable  | 460,796,007.58                                  | -41.04   |
| 基本每股收益(元/股)<br>Basic earnings per share (RMB/share)  | -0.39                        | -143.82  | -0.74   | -147.74  |
| 稀释每股收益(元/股)<br>Diluted earnings per share (RMB/share)  | -0.39                        | -143.82  | -0.74   | -147.74  |
| 加权平均净资产收益率(%)<br>Weighted average return on net assets (%)   | -2.22                        | 减少7.56个百分点<br>Decrease by 7.56%  | -4.18   | 减少13.58个百分点<br>Decrease by 13.58%  |
|  |                              | 本报告期末<br>At the end of this reporting period   | 上年度末<br>At the end of last year                 | 本报告期末比上年度末增<br>减变动幅度(%)<br>Change from previous year-end at the end of this report (%)   |
| 总资产<br>Total Assets  |                              | 10,400,422,430.80  | 10,853,163,478.10                               | -4.17  |
| 归属于上市公司股东的所有者权益<br>Owners' equity attributable to shareholders of listed company   |                              | 9,609,465,762.25   | 10,167,304,894.99                               | -5.49  |

注：“本报告期”指本季度初至本季度末3个月期间，下同。

Note: "The reporting period" refers to the three-month period from the beginning of the quarter to the end of the quarter, the same below.

## (二) 非经常性损益项目和金额

## (II) Items and amounts of non-recurring gain or loss

单位：元 币种：人民币  
Unit: Yuan Currency: RMB

| 项目  | Items  | 本报告期<br>The reporting period | 年初至报告末<br>Beginning to end of reporting period |
|---|--|------------------------------|--|
| 非流动性资产处置损益  | Profit or loss from disposal of non-current assets   |                              | -1,521.66                                      |
| 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   | 23,259,529.14                | 33,821,655.38                                  |
| 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 | Profit or loss on changes in the fair value of financial assets held for trading, derivative financial assets, held for trading financial liabilities and derivative financial liabilities and investment income on disposal of financial assets held for trading, derivative financial assets, held for trading financial liabilities, derivative financial liabilities and other debt investments, other than those used in the effective hedging activities relating to normal operating business | -50,388,485.42               | -45,886,691.45                                 |
| 除上述各项之外的其他营业外收入和支出  | Other non-operating income or expenses than the above items  | -2,340,662.84                | -4,608,538.06                                  |
| 其他符合非经常性损益定义的损益项目   | Other losses and profits conforming to the definition of non-recurring profit and loss   |                              | 584,528.40                                     |
| 减：所得税影响额  | Deduct: Amount affected by income tax  | -4,305,167.09                | -2,177,496.63                                  |
| 合计  | Total  | -25,164,452.03               | -13,913,070.76                                 |

将《公开发行证券的公司信息披露解释性公告第1号——非经常性损益》中列举的非经常性损益项目界定为经常性损益项目的情况说明

适用  不适用

Explanation on defining the non-recurring profit and loss items listed in the "Explanatory Announcement No.1 on Information Disclosure of Companies Offering Securities to the Public - Non-recurring Profit and Loss" as recurring profit and loss items.

Applicable  Not Applicable

(三) 主要会计数据、财务指标发生变动的情况、原因 (III) The main accounting data, financial indicators change, the reasons of change

√适用 □不适用

√Applicable □ Not Applicable

| 项目名称                           | Items  | 变动比例 (%)<br>Percentage of<br>change (%) | 主要原因                          | Main Reason   |
|--------------------------------|--|---|-------------------------------|---|
| 营业收入_本报告期                      | Operating income_for the reporting period  | -60.87                                  | 见表格下方说明。                      | See note below the table.   |
| 营业收入_年初至报告期末                   | Operating income_ beginning to end of reporting period   | -50.59                                  | 见表格下方说明。                      | See note below the table.   |
| 归属于上市公司股东的净利润_本报告期             | Net profit attributable to shareholders of the listed company_ for the reporting period  | -143.36                                 | 主要系本报告期营业收入下降所致。              | Mainly due to the decrease in operating income for the reporting period.  |
| 归属于上市公司股东的净利润_年初至报告期末          | Net profit attributable to shareholders of the listed company_ beginning to end of reporting period  | -147.49                                 | 主要系年初至报告期末营业收入下降所致。           | Mainly due to the decrease in operating income from the beginning to end of reporting period.                                       |
| 归属于上市公司股东的扣除非经常性损益的净利润_本报告期    | Net profit attributable to shareholders of the listed company after deduction of non-recurring profits or losses_ for the reporting period             | -144.97                                 | 主要系本报告期营业收入下降所致。              | Mainly due to the decrease in operating income for the reporting period.  |
| 归属于上市公司股东的扣除非经常性损益的净利润_年初至报告期末 | Net profit attributable to shareholders of the listed company after deduction of non-recurring profits or losses_ beginning to end of reporting period | -152.30                                 | 主要系年初至报告期末营业收入下降所致。           | Mainly due to the decrease in operating income from the beginning to end of reporting period.                                       |
| 经营活动产生的现金流量净额_年初至报告期末          | Net cash flows from operating activities_ beginning to end of reporting period   | -41.04                                  | 主要系年初至报告期末销售商品、提供劳务收到的现金减少所致。 | Mainly due to the decrease in cash received from sales of goods and services from the beginning to the end of the reporting period. |

|                         |   |         |                             |  |
|-------------------------|---|---------|-----------------------------|--|
| 基本每股收益(元/股)<br>_本报告期    | Basic earnings per share<br>(RMB/share) _for the reporting<br>period                | -143.82 | 主要系本报告期营业<br>收入下降所致。        | Mainly due to the decrease<br>in operating income in the<br>reporting period.                          |
| 基本每股收益(元/股)<br>_年初至报告期末 | Basic earnings per share (RMB/<br>share) _ beginning to end of<br>reporting period  | -147.74 | 主要系年初至报告<br>期末营业收入下降所<br>致。 | Mainly due to the decrease<br>in operating income for the<br>reporting period.                         |
| 稀释每股收益(元/股)<br>_本报告期    | Diluted earnings per share<br>(RMB/share) _for the reporting<br>period              | -143.82 | 主要系本报告期营业<br>收入下降所致。        | Mainly due to the decrease<br>in operating income for the<br>reporting period.                         |
| 稀释每股收益(元/股)<br>_年初至报告期末 | Diluted earnings per share<br>(RMB/share) _ beginning to end<br>of reporting period | -147.74 | 主要系年初至报告<br>期末营业收入下降所<br>致。 | Mainly due to the decrease<br>in operating income from the<br>beginning to end of reporting<br>period. |

## 说明:

营业收入\_本报告期变动原因分析如  
下:

2022年第三季度,公司营业收入4.02  
亿元,与上年同期相比下降6.26亿  
元,较上年同期降幅为60.87%。其  
中国内制剂产品销售情况如下:

## Note:

The reasons for operating income\_the reporting period changes  
are analyzed as follows:

In the third quarter of 2022, the company's operating income  
was RMB 402 million, a decrease of RMB 626 million (60.87%)  
compared with the same period of the previous year. Among  
them, sales of domestic preparation products were as follows:



| 项目<br>Items  | 2022年<br>第三季度(7-9月)<br>Third quarter of<br>2022<br>(Jul.-Sept.) | 2021年<br>第三季度(7-9月)<br>Third quarter of<br>2021<br>(Jul.-Sept.) | 2022年<br>第二季度(4-6月)<br>Second quarter of<br>2022<br>(Apr.-Jun.) | 同期变动比例 <sup>注释3</sup><br>YOY percentage<br>change <sup>Note3</sup> | 环比增长比例 <sup>注释3</sup><br>Ringgit growth<br>ratio <sup>Note3</sup> |
|--|---|---|---|--|---|
| 国内制剂销量(万支)<br>Domestic preparation sales (0'000<br>units)  | 1,340.35  | 904.26  | 1,051.99  | 48.23%   | 27.41%  |
| 不含集采补差影响的国内<br>制剂销售收入金额(万元)<br>Domestic preparations sales<br>revenue without the price<br>compensation for inventory<br>products after the centralized<br>procurement <sup>1</sup> (RMB 0'000 yuan)   | 42,501.73   | 95,016.13   | 47,550.69   | -55.27%  | -10.62%   |
| 集采补差影响<br>收入金额(万元)<br>Domestic preparations<br>sales revenue with the price<br>compensation for inventory<br>products after the centralized<br>procurement(RMB 0'000 yuan)   | -19,644.06  |   | -36,608.15  |  | -46.34%   |
| 国内制剂销售<br>收入金额(万元) <sup>注释1</sup><br>Domestic preparations sales<br>revenue (RMB 0'000 yuan) <sup>Note1</sup>  | 22,857.67   | 95,016.13   | 10,942.54   | -75.94%  | 108.89%   |
| 不含集采补差影响的国内制剂<br>平均净单价(元/支) <sup>注释2</sup><br>Average net unit price of domestic<br>preparations sales revenue<br>without the price compensation<br>for inventory products after the<br>centralized procurement (yuan/<br>unit) <sup>Note2</sup> | 31.71   | 105.08  | 45.20   | -69.82%  | -29.85%   |

注释1: 国内制剂销售收入金额=不含集采补差影响的国内制剂销售收入金额+集采补差影响的收入金额, 下同。

注释2: 不含集采补差影响的国内制剂平均净单价=不含集采补差影响的国内制剂销售收入金额/国内制剂销量, 下同。

Note 1: Domestic preparations sales revenue = Domestic preparations sales revenue without the price compensation for inventory products after the centralized procurement + Domestic preparations sales revenue with the price compensation for inventory products after the centralized procurement, as below.

Note 2: Average net unit price of domestic preparations sales revenue without the price compensation for inventory products after the centralized procurement = Domestic preparations sales revenue without the price compensation for inventory products after the centralized procurement / Domestic preparation sales, as below.

1.The price compensation for inventory products after the centralized procurement: in the second quarter, the Company assisted the commercial companies to complete the adjustment of the prices of the inventory products before the implementation of the centralized procurement.

注释3：同期变动比例和环比增长比例均为2022年第三季度同期变动和环比变动情况，下同。

Note 3: YOY percentage change and ringgit growth ratio are for the third quarter of 2022, as below.

2022年第三季度国内制剂产品营业收入变动的主要原因为：

The change in operating income of domestic preparations in the third quarter of 2022 was mainly due to:

(1) 2022年5月，第六批国家药品集采(胰岛素专项)中选结果开始在全国各省(自治区、直辖市)正式执行。本次带量采购，本公司六款胰岛素产品全部高顺位中标，国内制剂产品价格大幅下降，其中占公司营业收入比重最大的产品——甘精胰岛素注射液(长秀霖®)的价格下降幅度在60%以上。受胰岛素集采中标结果实施的影响，公司第三季度不含集采补差影响的国内制剂平均净单价降幅69.82%。

(1) In May 2022, the sixth national centralized volume-based procurement (insulin special) began to be formally implemented in all provinces and cities across the country. In the volume-based procurement, all the six insulin products of the Company won the bidding in high ranking, and the domestic price decreased. Among them, the price of insulin glargine injection (Basalin®), which accounts for the largest share of the Company's revenue, has dropped by more than 60%. Influenced by the implementation of the results of centralized procurement, the company's average net unit price of domestic preparations in the third quarter, excluding the price compensation for inventory products after the centralized procurement, decreased by 69.82%.

| 产品名称<br>Product name   | 集采前市场价格(元/支)<br>Pre-centralized procurement price(yuan/unit) | 集采中标价格(元/支)<br>Pre-centralized procurement bid-winning price(yuan/unit) | 变动比例<br>Change ratio |
|--|--|---|----------------------|
| 甘精胰岛素注射液(商品名“长秀霖®”)<br>Insulin glargine injection (Basalin®)   | 143.97   | 48.71   | -66.17%              |
| 赖脯胰岛素注射液(商品名“速秀霖®”)<br>Insulin lispro injection (Prandilin™)   | 60.00  | 23.98   | -60.03%              |
| 精蛋白锌重组赖脯胰岛素混合注射液(25R)<br>(商品名“速秀霖®25”)<br>Mixed protamine zinc recombinant human insulin lispro injection (25R) (Prandilin™25) | 60.00  | 28.88   | -51.87%              |
| 门冬胰岛素注射液(商品名“锐秀霖®”)<br>Insulin aspart injection (Rapilin®)   | 59.80  | 19.98   | -66.59%              |
| 门冬胰岛素30注射液(商品名“锐秀霖®30”)<br>Insulin aspart 30 injection (Rapilin®30)  | 59.63  | 24.56   | -58.81%              |
| 精蛋白人胰岛素混合注射液(30R)(商品名“普秀霖®30”)<br>Mixed protamine human insulin injection (30R) (Similin®30)                                   | 43.81  | 17.89   | -59.16%              |

集采中选结果落地执行后，产品销量迅速增长，本季度国内制剂产品销量较上年同期增长48.23%，但本季度销量的增长尚不能冲抵价格下降的影响。在第三季度，公司非长秀霖系列产品(速秀霖®、速秀霖®25、速秀霖®预填充、锐秀霖®、锐秀霖®30及普秀霖®30)也得到迅速放量，国内制剂产品销售结构发生变化。故受本季度销量的增长尚不能冲抵价格下降及销售结构变化影响，本季度国内制剂产品营业收入有所下降。

由于从2022年5月各地开始陆续执行集采中选结果，第二季度仍有部分时间适用集采前较高价格。虽然第三季度国内制剂产品销量环比增长27.41%，但不含集采补差影响的国内制剂产品销售收入环比下降10.62%。

(2) 为保障集采中标产品的良性供应，经与商业公司友好协商，决定采用价格补差的形式协助商业公司进行集采实施前库存产品价格的调整。第二季度本公司协助商业公司完成了集采实施前库存产品价格的调整。为了进一步配合商业公司与终端医疗机构维护良好的合作关系，本公司同意协助商业公司对终端医疗机构集采实施前的库存产品价格进行调整，此事项需要商业公司向终端医疗机构收集及统计相关信息。截至本报告期末，通过商业公司收集并核实终端医疗机构集采实施前库存产品价格补差信息的工作已基本结束，2022年第三季度计提补差金额共计1.96亿元(不含税)，冲减营业收入。

After the implementation of the centralized procurement results, the product sales increased rapidly, and the sales of domestic preparations increased by 48.23% year-on-year this quarter, but the growth of sales in this quarter could not offset the impact of price decrease. In the third quarter, the company's non- Basalin® series products (Prandilin™, Prandilin™25, Prandilin™ pre-filled, Rapilin®, Rapilin®30 and Similin®30) experienced rapid sales growth. The sales structure of domestic preparations products had changed. Therefore, the increase in sales volume in the quarter could not offset the decrease in price and the change in product sales structure, which caused the operating income of domestic preparations decreased in the quarter.

The implementation of the centralized procurement results began in May 2022 across the country, the original high prices before the centralized procurement were still applicable in part of the second quarter. Although the sales volume of domestic preparations in the third quarter increased by 27.41% sequentially, the revenue from sales of domestic preparations without the price compensation for channel inventory products after the centralized procurement decreased by 10.62% year-on-year.

(2) In order to ensure the benign supply of products in the centralized procurement, after friendly negotiation with those commercial companies, the Company decided to assist those companies to adjust the price of inventory products by means of price compensation before volume-based procurement. In the second quarter, the Company assisted the commercial companies to complete the adjustment of the prices of the inventory products before the implementation of the centralized procurement. In order to further cooperate with the commercial company and the terminal medical institutions to maintain a good cooperative relationship, the Company agreed to assist the commercial company in price adjustment before the implementation of centralized procurement in the terminal medical institutions, which required the commercial company to collect and compile related information from the terminal medical institutions. By the end of the reporting period, the work of collecting and verifying the price supplement information of inventory products before the implementation of centralized procurement by terminal medical institutions through commercial companies had basically been completed, and the total amount of the differential accrued in the third quarter of 2022 was RMB 196 million (excluding tax), which was offset against operating income.

营业收入\_年初至报告期末变动原因分析如下:

2022年前三季度,公司营业收入12.37亿元,与上年同期相比下降12.66亿元,较上年同期降幅为50.59%,主要受国内制剂产品收入下降的影响。

2022前三季度国内制剂产品营业收入及变动情况如下:

Operating income \_ the reason for the change from the beginning of the year to the end of the reporting period is analyzed as follows:

In the first three quarters of 2022, the Company's operating income was RMB 1.237 billion, which decreased by RMB 1.266 billion or 50.59% compared with the same period of the previous year. This was mainly affected by the decline in revenue from domestic pharmaceutical products.

The operating income and changes in domestic formulation products for the first three quarters of 2022 were as follows:

单位: 万元  
Unit: RMB 0'000 yuan

| 项目<br>Items   | 2022年前三季度(1-9月)<br>First three quarters of 2022<br>(Jan.-Sept.) | 2021年前三季度(1-9月)<br>First three quarters of 2021<br>(Jan.-Sept.) | 同期变动比例<br>YOY percentage change |
|---|---|---|---------------------------------|
| 国内制剂销量(万支)<br>Domestic preparation sales (0'000 units)  | 2,995.07  | 2,205.48  | 35.80%                          |
| 不含集采补差影响的国内制剂销售收入金额(万元)<br>Domestic preparations sales revenue without the price compensation for inventory products after the centralized procurement(RMB 0'000 yuan)                      | 155,911.55  | 231,784.21  | -32.73%                         |
| 集采补差影响收入金额(万元)<br>Domestic preparations sales revenue with the price compensation for inventory products after the centralized procurement(RMB 0'000 yuan)                                  | -56,252.21  |   |                                 |
| 国内制剂销售收入金额(万元)<br>Domestic preparations sales revenue (RMB 0'000 yuan)  | 99,659.35   | 231,784.21  | -57.00%                         |
| 不含集采补差影响的国内制剂平均净单价(元/支)<br>Average net unit price of domestic preparations sales revenue without the price compensation for inventory products after the centralized procurement[yuan/unit] | 52.06   | 105.09  | -50.46%                         |

(1) 前三季度国内制剂产品销量较上年同期增长35.80%，其中非长秀霖系列产品销量同比增长130.10%。公司前三季度不含集采补差影响的国内制剂平均净单价降幅50.46%，但国内制剂销量的增长尚不能冲抵其价格下降的影响，导致前三季度国内制剂产品营业收入有所下降。

(2) 截至本报告期末，公司对集采实施前存在于流通环节的库存产品价格补差工作已基本结束，涉及补差金额共计5.63亿元(不含税)，冲减了2022年前三季度营业收入。

(1) The domestic preparation product sales in the first three quarters increased by 35.80% compared with the same period last year, of which the sales of non-Basalin® series products increased by 130.10% year-on-year. The company's average net unit price of domestic preparations without the price compensation for inventory products after the centralized procurement decreased by 50.46% in the first three quarters, but the growth in sales of domestic preparations could not offset the impact of its price decline, resulting in a decline in operating income from domestic preparations in the first three quarters.

(2) By the end of the reporting period, the Company has basically completed the price compensation for the inventory products that existed in circulation before the implementation of the centralized procurement, involving a total amount of RMB 563 million (excluding tax), which was offset by the operating income in the first three quarters of 2022.

# 股东信息

*Shareholder Information*



## 二、股东信息

### II Shareholder Information

#### (一) 普通股股东总数和表决权恢复的优先股股东数 (I) Total number of common shareholders and the number of preferred shareholders whose voting rights were restored and the top ten shareholders' shareholdings

| 报告期末普通股股东总数<br>Total number of ordinary shareholders at the end of the reporting period |                               | 报告期末表决权恢复的优先股股东总数(如有)<br>Total number of preferred shareholders with voting rights restored at the end of the reporting period (if any) |   | 单位: 股<br>Unit: Share                                     |                      |
|---|-------------------------------|---|---|--|----------------------|
| 81,943  |                               | 无<br>None   |   |  |                      |
| 前十名股东持股情况<br>Shareholdings of the top ten shareholders                                  |                               |   |   |  |                      |
| 股东名称<br>Shareholder name  | 持股数量<br>Number of shares held | 持股比例(%)<br>Shareholding ratio (%)   | 持有有限售条件股份数量<br>Number of restricted shares held | 质押、标记或冻结情况<br>Status of shares pledged, tagged or frozen | 股份状态<br>Share status |
| 甘忠如<br>Gan Zhongru  | 177,135,207                   | 31.54   | 177,135,207                                     | 无<br>None  | 无<br>None            |
| 明华创新技术投资(香港)有限公司<br>MING HUA TECHNOLOGY INVESTMENT (HK) LIMITED                         | 67,547,293                    | 12.03   | 15,875,800                                      | 无<br>None  | 无<br>None            |
| 北京旭特宏达科技有限公司<br>Beijing Xute Hongda Technology Co., Ltd.                                | 47,494,437                    | 8.46  | 47,494,437                                      | 无<br>None  | 无<br>None            |
| Vast Wintersweet Limited  | 33,854,796                    | 6.03  | 5,777,913                                       | 无<br>None  | 无<br>None            |
| STRONG LINK INTERNATIONAL LIMITED   | 19,352,173                    | 3.45  | 4,256,033                                       | 无<br>None  | 无<br>None            |
| GS Direct,L.L.C.  | 8,685,922                     | 1.55  | 1,968,822                                       | 无<br>None  | 无<br>None            |
| 甘喜茹<br>Gan Xiru   | 6,223,276                     | 1.11  | 6,223,276                                       | 无<br>None  | 无<br>None            |
| 北京宽街博华投资中心(有限合伙)<br>Beijing Kuanjie Bohua Investment Center (L.P)                       | 6,151,239                     | 1.10  | 1,390,961                                       | 无<br>None  | 无<br>None            |
| 香港中央结算有限公司<br>Hong Kong Securities Clearing Company Limited                             | 5,051,181                     | 0.90  |   | 无<br>None  | 无<br>None            |
| Hillhouse G&L Holdings (HK) Limited   | 4,357,832                     | 0.78  | 4,296,032                                       | 无<br>None  | 无<br>None            |

单位：股  
Unit: Share

| 股东名称<br>Shareholder name  | 前十名无限售条件股东持股情况<br>The shareholding of top ten shareholders with trading limited conditions |                               | 股份种类及数量<br>Category and number of shares |
|---|--|-------------------------------|--|
|   | 持有无限售条件流通股的数量<br>Numbers of shares held without trading limited conditions                 | 种类<br>Category                |  |
| 明华创新技术投资(香港)有限公司<br>MING HUA TECHNOLOGY INVESTMENT (HK) LIMITED | 51,671,493   | 人民币普通股<br>RMB ordinary shares | 51,671,493                               |
| Vast Wintersweet Limited  | 28,076,883   | 人民币普通股<br>RMB ordinary shares | 28,076,883                               |
| STRONG LINK INTERNATIONAL LIMITED                               | 15,096,140   | 人民币普通股<br>RMB ordinary shares | 15,096,140                               |
| GS Direct,L.L.C.  | 6,717,100  | 人民币普通股<br>RMB ordinary shares | 6,717,100                                |
| 香港中央结算有限公司  | 5,051,181  | 人民币普通股<br>RMB ordinary shares | 5,051,181                                |
| 北京宽街博华投资中心(有限合伙)  | 4,760,278  | 人民币普通股<br>RMB ordinary shares | 4,760,278                                |
| 中国银行股份有限公司一易证生物医药指数分级证券投资基金                                     | 3,914,721  | 人民币普通股<br>RMB ordinary shares | 3,914,721                                |
| 甘一如   | 2,215,637  | 人民币普通股<br>RMB ordinary shares | 2,215,637                                |
| 张加珍   | 1,793,700  | 人民币普通股<br>RMB ordinary shares | 1,793,700                                |
| 中国建设银行股份有限公司一易方达沪深300医药卫生交易型开放式指数证券投资基金                         | 1,782,360  | 人民币普通股<br>RMB ordinary shares | 1,782,360                                |



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；GS Direct与宽街博华的实际控制人均均为The Goldman Sachs Group, Inc (高盛集团)。除以上情况外，其他股东之间不存在关联关系或一致行动。

Gan Zhongru, the controlling shareholder and actual controller of the Company, holds 65.02% of the shares of Xutehongda; GanXiru is GanZhongRu's sister; the actual controllers of GS Direct and Kuanjie Bohua are The Goldman Sachs Group, Inc (Goldman Sachs Group); there is no associated relationship or concerted action among other shareholders.

上述股东关联关系或一致行动的解释  
 Explanation of the related relationship or concerted action of the above shareholders

前10名股东及前10名无限售股东参与融资融券及转融通业务情况说明(如有)  
 Explanation on the participation of the top ten shareholders and the top ten shareholders with unrestricted shares in the margin financing and securities lending and refinancing business (if any)

无  
 None

# 其他提醒事项

*Other Reminders*



### 三、其他提醒事项

需提醒投资者关注的关于公司报告期经营情况的其他重要信息

适用  不适用

### III Other Reminders

Other important information that investors need to be reminded of about the company's operation during the reporting period.

Applicable  Not Applicable

# 季度财务报表

*Quarterly Financial Statements*



## 四、季度财务报表

## (一) 审计意见类型

 适用  不适用

## (二) 财务报表

## 合并资产负债表

## IV Quarterly Financial Statements

## (I) Audit opinion type

 Applicable  Not Applicable

## (II) Financial statements

## Consolidated Statement of Financial Position

2022年9月30日  
September 30, 2022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 审计类型:未经审计  
Unit: RMB Audit type: Unaudited

| 项目            | Item                                  | 2022年9月30日<br>September 30, 2022 | 2021年12月31日<br>December 31, 2021 |
|---------------|---------------------------------------|----------------------------------|----------------------------------|
| <b>流动资产:</b>  | <b>Current Assets:</b>                |                                  |                                  |
| 货币资金          | Cash and Cash equivalents             | 2,960,588,031.93                 | 3,305,707,725.80                 |
| 交易性金融资产       | Financial assets held for trading     | 1,817,256,626.38                 | 1,624,183,495.26                 |
| 应收账款          | Accounts receivable                   | 128,217,632.79                   | 933,817,309.12                   |
| 应收款项融资        | Financing receivables                 | 2,786,949.60                     | 845,608.13                       |
| 预付款项          | Prepayments                           | 48,016,990.59                    | 62,115,672.31                    |
| 其他应收款         | Other receivables                     | 4,949,808.52                     | 6,487,728.39                     |
| 存货            | Inventories                           | 668,230,080.66                   | 651,329,199.56                   |
| 一年内到期的非流动资产   | Current portion of non-current assets | 201,343,013.70                   | 276,442,945.21                   |
| 其他流动资产        | Other current assets                  | 8,707,873.68                     | 9,513,506.37                     |
| 流动资产合计        | Total current assets                  | 5,840,097,007.85                 | 6,870,443,190.15                 |
| <b>非流动资产:</b> | <b>Non-current Assets:</b>            |                                  |                                  |
| 债权投资          | Debt investment                       |                                  | 201,358,630.13                   |
| 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                          | 1,608,282,812.13                 | 1,704,289,335.05                 |
| 在建工程          | Construction in progress              | 1,428,922,624.68                 | 874,912,702.42                   |
| 使用权资产         | Right-of-use assets                   | 13,320,544.09                    | 16,168,455.72                    |
| 无形资产          | Intangible assets                     | 293,465,084.34                   | 295,989,757.60                   |
| 开发支出          | Development expenditures              | 709,156,129.20                   | 576,495,277.97                   |
| 长期待摊费用        | Long-term prepaid expenses            | 11,078,578.90                    | 12,377,643.77                    |
| 递延所得税资产       | Deferred tax assets                   | 56,302,527.79                    | 30,802,314.01                    |
| 其他非流动资产       | Other non-current assets              | 409,797,121.82                   | 240,326,171.28                   |
| 非流动资产合计       | Total non-current assets              | 4,560,325,422.95                 | 3,982,720,287.95                 |
| 资产总计          | Total assets                          | 10,400,422,430.80                | 10,853,163,478.10                |

## 合并资产负债表 (续)

## Consolidated Statement of Financial Position(Continued)

| 项目                       | Item  | 2022年9月30日<br>September 30, 2022 | 2021年12月31日<br>December 31, 2021 |
|--------------------------|---|----------------------------------|----------------------------------|
| <b>流动负债：</b>             | <b>Current Liabilities</b>  |                                  |                                  |
| 应付账款                     | Accounts payable  | 58,155,655.18                    | 37,740,865.36                    |
| 预收款项                     | Receipts in advance   | 1,100,000.00                     |                                  |
| 合同负债                     | Contract liabilities  | 113,870,040.53                   | 36,563,187.93                    |
| 应付职工薪酬                   | Payroll and employee benefits payable   | 158,107,122.92                   | 135,888,765.67                   |
| 应交税费                     | Taxes payable   | 13,641,927.92                    | 129,688,497.93                   |
| 其他应付款                    | Other payables  | 207,662,748.09                   | 137,580,423.10                   |
| 一年内到期的非流动负债              | Current portion of non-current liabilities  | 7,214,674.10                     | 7,954,225.55                     |
| 其他流动负债                   | Other current liabilities   | 609,347.71                       | 115,137.93                       |
| 流动负债合计                   | Total current liabilities   | 560,361,516.45                   | 485,531,103.47                   |
| <b>非流动负债：</b>            | <b>Non-current Liabilities:</b>   |                                  |                                  |
| 租赁负债                     | Lease liabilities   | 13,423,398.14                    | 12,166,086.58                    |
| 长期应付款                    | Long-term payable   | 10,152,792.95                    | 10,199,292.94                    |
| 递延收益                     | Deferred income   | 189,580,120.69                   | 141,977,135.69                   |
| 递延所得税负债                  | Deferred tax liabilities  | 17,601,361.63                    | 36,147,457.18                    |
| 非流动负债合计                  | Total non-current liabilities   | 230,757,673.41                   | 200,489,972.39                   |
| 负债合计                     | Total liabilities   | 791,119,189.86                   | 686,021,075.86                   |
| <b>所有者权益(或股东权益)：</b>     | <b>Owners (or Shareholders') Equity:</b>  |                                  |                                  |
| 实收资本(或股本)                | Paid-in capital (or share capital)  | 561,540,000.00                   | 561,540,000.00                   |
| 资本公积                     | Capital reserve   | 2,492,012,478.80                 | 2,476,158,119.34                 |
| 其他综合收益                   | Other comprehensive income  | 5,134,388.42                     | -3,440,036.19                    |
| 盈余公积                     | Surplus reserve   | 291,531,843.96                   | 291,531,843.96                   |
| 未分配利润                    | Retained earnings   | 6,259,247,051.07                 | 6,841,514,967.88                 |
| 归属于母公司所有者权益(或股东权益)合计     | Total owner's equity (or shareholders' equity) attributable to the parent company | 9,609,465,762.25                 | 10,167,304,894.99                |
| 少数股东权益                   | Non-controlling interests   | -162,521.31                      | -162,492.75                      |
| 所有者权益(或股东权益)合计           | Total owners' (or shareholders') equity   | 9,609,303,240.94                 | 10,167,142,402.24                |
| <b>负债和所有者权益(或股东权益)总计</b> | <b>Total Liabilities and Shareholders' Equity</b>                                 | <b>10,400,422,430.80</b>         | <b>10,853,163,478.10</b>         |

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: Gan Zhongru      Chief accountant: Sun Cheng      Head of accounting department: Zhou Li

## 合并利润表

## Consolidated Income Statement

2022年1—9月  
Jan to Sept, 2022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 审计类型:未经审计  
Unit: RMB Audit type: Unaudited

| 项目                    | Item  | 2022年前三季度(1-9月)<br>First three quarters of 2022<br>(Jan.-Sept.) | 2021年前三季度(1-9月)<br>First three quarters of<br>2021 (Jan.-Sept.) |
|-----------------------|---|---|---|
| 一、营业总收入               | I. Total Revenue  | 1,236,889,504.93  | 2,503,074,955.69  |
| 其中:营业收入               | Including: Operating revenue  | 1,236,889,504.93  | 2,503,074,955.69  |
| 二、营业总成本               | II. Total Operating Costs   | 1,617,968,377.67  | 1,605,262,792.61  |
| 其中:营业成本               | Including: Operating costs  | 270,759,943.28  | 284,918,023.43  |
| 税金及附加                 | Taxes and surcharges  | 16,262,299.31   | 18,653,003.61   |
| 销售费用                  | Selling expenses  | 829,616,154.57  | 730,407,295.30  |
| 管理费用                  | General and administrative expenses                                   | 179,934,406.68  | 237,866,109.00  |
| 研发费用                  | R&D expenses  | 393,203,255.33  | 350,755,199.82  |
| 财务费用                  | Financial expenses  | -71,807,681.50  | -17,336,838.55  |
| 加:其他收益                | Add: Other income   | 34,406,183.78   | 41,207,166.29   |
| 投资收益(损失以“—”号填列)       | Investment income/(loss) (loss is indicated with “-”)                 | 91,350,577.64   | 96,000,846.26   |
| 公允价值变动收益(损失以“—”号填列)   | Gain/(loss) on the changes in fair value (loss is indicated with “-”) | -137,237,269.09   | -8,501,451.89   |
| 信用减值损失(损失以“—”号填列)     | Credit impairment losses (loss is indicated with “-”)                 | -15,443,379.89  | -2,383,787.12   |
| 资产减值损失(损失以“—”号填列)     | Assets impairment losses (loss is indicated with “-”)                 | -20,292,362.53  |   |
| 资产处置收益(损失以“—”号填列)     | Gain/(loss) from disposal of assets (loss is indicated with “-”)      | -1,521.66   | 392,521.34  |
| 三、营业利润(亏损以“—”号填列)     | III. Operating Profit (loss is indicated with “-”)                    | -428,296,644.49   | 1,024,527,457.96  |
| 加:营业外收入               | Add: Non-operating revenue  | 2,268,895.53  | 223,364.72  |
| 减:营业外支出               | Less: Non-operating expenses  | 6,877,433.59  | 3,790,396.89  |
| 四、利润总额(亏损总额以“—”号填列)   | IV. Profit Before Tax (loss is indicated with “-”)                    | -432,905,182.55   | 1,020,960,425.79  |
| 减:所得税费用               | Less: Income tax expense  | -19,099,237.18  | 149,550,151.73  |
| 五、净利润(净亏损以“—”号填列)     | V. Net Profit (loss is indicated with “-”)                            | -413,805,945.37   | 871,410,274.06  |
| (一)按经营持续性分类           | (I) Categorized by operation continuity                               |   |   |
| 1.持续经营净利润(净亏损以“—”号填列) | 1. Net profit from continuing operations (loss is indicated with “-”) | -413,805,945.37   | 871,410,274.06  |

## 合并利润表 (续)

## Consolidated Income Statement (Continued)

| 项目                             | Item  | 2022年前三季度(1-9月)<br>First three quarters of<br>2022 (Jan.-Sept.) | 2021年前三季度(1-9月)<br>First three quarters of<br>2021 (Jan.-Sept.) |
|--------------------------------|---|---|---|
| (二)按所有权归属分类                    | (II) Categorized by ownership   |   |   |
| 1.归属于母公司股东的净利润<br>(净亏损以“-”号填列) | 1. Net profit attributable to<br>owners of the parent (loss is<br>indicated with "-")         | -413,805,916.81   | 871,410,498.42  |
| 2.少数股东损益(净亏损以“-”<br>号填列)       | 2. Net profit attributable to<br>non- controlling interests (loss is<br>indicated with "-")   | -28.56  | -224.36   |
| <b>六、其他综合收益的税后净额</b>           | <b>VI. Other Comprehensive Income,<br/>Net of Tax</b>   | <b>8,574,424.61</b>   | <b>-1,967,866.35</b>  |
| (一)归属母公司所有者的其他<br>综合收益的税后净额    | (I) Other comprehensive income,<br>net of tax, attributable to owners<br>of the parent        |   |   |
| 1.不能重分类进损益的其他综<br>合收益          | 1. Other comprehensive income<br>will not be reclassified to profit or<br>loss                |   |   |
| 2.将重分类进损益的其他综合<br>收益           | 2. Other comprehensive income<br>to be reclassified to profit or loss                         | 8,574,424.61  | -1,967,866.35   |
| (1)外币财务报表折算差额                  | (1) Exchange differences on<br>translation of foreign currency<br>financial statements        | 8,574,424.61  | -1,967,866.35   |
| (二)归属于少数股东的其他综<br>合收益的税后净额     | (II) Other comprehensive income,<br>net of tax, attributable to non-<br>controlling interests |   |   |
| <b>七、综合收益总额</b>                | <b>VII. Total Comprehensive Income</b>  | <b>-405,231,520.76</b>  | <b>869,442,407.71</b>   |
| (一)归属于母公司所有者的综<br>合收益总额        | (I) Total comprehensive income<br>attributable to owners of the<br>parent                     | -405,231,492.20   | 869,442,632.07  |
| (二)归属于少数股东的综合收<br>益总额          | (II) Total comprehensive income<br>attributable to non-controlling<br>interests               | -28.56  | -224.36   |
| <b>八、每股收益：</b>                 | <b>VIII. Earnings Per Share:</b>  |   |   |
| (一)基本每股收益(元/股)                 | (I) Basic earnings per share<br>(yuan/share)  | -0.74   | 1.55  |
| (二)稀释每股收益(元/股)                 | (II) Diluted earnings per share<br>(yuan/share)   | -0.74   | 1.55  |

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。

For business combination involving entities under common control occurred during the period, net profit of the acquiree generated before the business combination is nil, and net profit of the acquiree generated in prior period is nil.

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: Gan Zhongru      Chief accountant: Sun Cheng      Head of accounting department: Zhou Li



## 合并现金流量表

## Consolidated Statement of Cash Flows

2022年1—9月  
Jan to Sept, 2022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 审计类型:未经审计  
Unit: RMB Audit type: Unaudited

| 项目                        | Item  | 2022年前三季度(1-9月)<br>First three quarters of<br>2022 (Jan.-Sept.) | 2021年前三季度(1-9月)<br>First three quarters of<br>2021 (Jan.-Sept.) |
|---------------------------|---|---|---|
| <b>一、经营活动产生的现金流量:</b>     | <b>I. Cash Flows from Operating Activities:</b>   |   |   |
| 销售商品、提供劳务收到的现金            | Cash receipts from the sale of goods and the rendering of services                      | 2,103,848,337.34  | 2,585,392,743.85  |
| 收到的税费返还                   | Tax refunds received  | 98,655,567.68   | 4,991,037.83  |
| 收到其他与经营活动有关的现金            | Cash received relating to other operating activities                                    | 89,918,855.54   | 64,045,043.11   |
| 经营活动现金流入小计                | Sub-total of cash inflows from operating activities                                     | 2,292,422,760.56  | 2,654,428,824.79  |
| 购买商品、接受劳务支付的现金            | Cash paid for purchase of goods and services  | 368,508,451.85  | 383,987,995.89  |
| 支付给职工及为职工支付的现金            | Cash paid to and on behalf of employee  | 490,258,522.78  | 454,002,985.83  |
| 支付的各项税费                   | Cash paid for taxes   | 205,217,687.50  | 282,371,412.54  |
| 支付其他与经营活动有关的现金            | Cash paid relating to other operating activities  | 767,642,090.85  | 752,486,250.63  |
| 经营活动现金流出小计                | Sub-total of cash outflows from operating activities                                    | 1,831,626,752.98  | 1,872,848,644.89  |
| 经营活动产生的现金流量净额             | Net cash flows from operating activities  | 460,796,007.58  | 781,580,179.90  |
| <b>二、投资活动产生的现金流量:</b>     | <b>II. Cash Flows from Investing Activities:</b>  |   |   |
| 收回投资收到的现金                 | Cash received from disposal of investments  | 3,526,000,000.00  | 1,590,000,000.00  |
| 取得投资收益收到的现金               | Cash receipts from investment income  | 105,192,274.78  | 59,243,983.36   |
| 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 |   | 690,389.38  |
| 投资活动现金流入小计                | Sub-total of cash inflows from investing activities                                     | 3,631,192,274.78  | 1,649,934,372.74  |
| 购建固定资产、无形资产和其他长期资产支付的现金   | Purchase of fixed assets, intangible assets and other non-current assets                | 712,077,789.23  | 538,540,556.62  |
| 投资支付的现金                   | Cash paid for investments   | 3,505,496,000.00  | 1,089,999,999.84  |
| 支付其他与投资活动有关的现金            | Cash paid relating to other investing activities  | 25,312,349.42   | 391,360,000.00  |
| 投资活动现金流出小计                | Sub-total of cash outflows from investing activities                                    | 4,242,886,138.65  | 2,019,900,556.46  |
| 投资活动产生的现金流量净额             | Net cash flows from investing activities  | -611,693,863.87   | -369,966,183.72   |

## 合并现金流量表 (续)

## Consolidated Statement of Cash Flows (Continued)

| 项目                 | Item  | 2022年前三季度(1-9月)<br>First three quarters of 2022<br>(Jan.-Sept.) | 2021年前三季度(1-9月)<br>First three quarters of 2021<br>(Jan.-Sept.) |
|--------------------|---|---|---|
| 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 investments  |   |   |
| 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 payments for distribution of dividends or profit and interest expenses | 168,462,000.00  | 224,616,000.00  |
| 支付其他与筹资活动有关的现金     | Cash payments relating to other financing activities                        | 851,551.25  | 2,559,464.33  |
| 筹资活动现金流出小计         | Sub-total of cash outflows from financing activities                        | 169,313,551.25  | 227,175,464.33  |
| 筹资活动产生的现金流量净额      | Net cash flow from financing activities                                     | -169,313,551.25   | -227,175,464.33   |
| 四、汇率变动对现金及现金等价物的影响 | IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents            | 9,674,073.60  | 13,736,922.87   |
| 五、现金及现金等价物净增加额     | V. Net Increase in Cash and Cash Equivalents                                | -310,537,333.94   | 198,175,454.72  |
| 加：期初现金及现金等价物余额     | Add: Cash and cash equivalents at beginning of year                         | 639,768,344.07  | 291,335,227.78  |
| 六、期末现金及现金等价物余额     | VI. Cash and Cash Equivalents at End of Year                                | 329,231,010.13  | 489,510,682.50  |

|                       |             |                   |           |                                |         |
|-----------------------|-------------|-------------------|-----------|--------------------------------|---------|
| 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: | Gan Zhongru | Chief accountant: | Sun Cheng | Head of accounting department: | Zhou Li |

2022年起首次执行新会计准则调整首次执行当年年初财务报表相关情况。

适用 不适用

特此公告

The first implementation of the new accounting standards from 2022 to adjust the financial statements at the beginning of the year for the first implementation.

Applicable  Not Applicable

Hereby notify the above notify.

甘李药业股份有限公司董事会  
Gan & Lee Pharmaceuticals. Board of Directors

2022年10月26日  
October 26, 2022



**SCIENCE & EXCELLENCE**

甘李药业有限公司

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