

Dawnrays' Investor Relations Newsletter

東瑞投資者關係通訊



Dawnrays Pharmaceutical (Holdings) Ltd
東瑞製葯(控股)有限公司

十至十二月刊
Oct to Dec 04 Issue



東瑞動態

省政協科技委員會領導視察東瑞

2004年9月14日，省政協科技委員會委員在蘇州市、吳中區等相關領導的陪同下到東瑞視察工作。政協委員一行詳細聽取了公司總裁董紹志關於公司科技工作的介紹，並參觀了公司研發中心。

日本客人訪問東瑞

2004年9月18日，由川田(天津)國際貿易有限公司組織的日本製藥企業客人一行15人到東瑞參觀考察。訪問團一行詳細聽取了公司的基本情況介紹，並在公司副總裁趙是熙等相關領導的陪同下參觀了東瑞製藥廠的生產車間、研究開發等部門，認真觀摩了蘇州東瑞化工有限公司的生產車間、生產設備和環保設施等。在此次考察中，日本製藥企業客人對現代中國製藥企業管理機制作作了更深層次的瞭解，並就雙方今後合作的可能作了進一步的探討。

省高新技術企業和兩個密集型企業復核獲得通過

2004年11月5日，根據蘇州市吳中區科學技術局文件，在江蘇省科技廳對2002年度認定的省高新技術企業和兩個密集型（知識密集及技術密集）企業復核工作中，東瑞獲得的省高新技術企業和兩個密集型（知識密集及技術密集）企業榮譽均通過復核。

枸橼酸鉍鉀原料藥獲批

2004年11月08日，東瑞申報的枸橼酸鉍鉀原料藥獲得中國食物及藥品監管局(SFDA) 的批准。相信隨著該原料的投產，公司產品枸橼酸鉍鉀膠囊（先瑞）具有更佳的市場競爭力，為公司開拓市場提供更佳枸橼酸鉍鉀是治療慢性胃炎及能緩解胃酸過多引起胃痛，胃燒灼感和反酸。





東瑞動態

東瑞第二期工程項目

公司第二期工程將於2005年6月完成，公司以第三代頭孢類原料藥粉針劑將分別由每年350噸增至每年800噸和每年2.4億支的生產能力，居同行的首位。為了保證公司的持續快速發展，針對頭孢系列產品，公司不斷在產品上伸延，由2004年至未來2005年中，將陸續開發二代和四代頭孢注射劑和二代、三代口服頭孢固體制劑共12個品種。非頭孢類固體制劑在抗感染系統、心血管系統、消化系統、內分泌系統和泌尿系統等方面已開發品種28個，今後3年固體制劑品種將由目前的10個擴大到43個（包括頭孢類5個），現有車間已完成第三期工程為滿足陸續推出的產品生產需求。



東瑞董事局通過第三期多功能合成中試車間工程項目

頭孢菌類三、四代原料藥將在2007年前向中國食物及藥品監管局(SFDA)申請批核，為加快這些原料藥的上市速度，建立多功能合成中試車間是必須的。一方面可作原料藥合成中試驗基地，加強保證大生產的可行性和成功率。另一方面，對一些需求量不大的品種，可作為生產基地，滿足自用所需，又能供應國內外市場，一舉兩得。



行業最新情報站



南京將打造“醫藥矽谷”

南京市浦口區經正式授牌成為國家火炬計畫生物醫藥產業基地。據悉，南京將以此為平臺，全力打造一個集產、學、研於一體的“醫藥矽谷”。該產業基地重點培育新的生物、醫藥產業企業，計畫用3年時間使基地內生物醫藥產業銷量達到100億元，利稅超過30億元。目前基地內已擁有13家生物醫藥企業，7個研發機構，貫通了新藥研製生產的全過程。據江蘇省食品藥品監督管理局有關人士介紹，醫藥產業是江蘇省的支柱產業之一，2003年全省醫藥工業完成總產值359億元，連續3年位居全國首位。在南京江北出現的這個新的醫藥基地，將為南京及全省的醫藥產業發展提供強大的推動力。

中國成為全球第四大非處方藥市場

中國的非處方藥以11%的增長率成為全球市場中增長最快的地區，並已經成為全球第四大市場。根據世界知名的非處方藥調查公司NHC的最新統計：世界非處方藥市全球已經達到630億美元，中國非處方藥占到了全球市場份額的5.7%，僅次於北美、西歐和日本市場，中國居民對非處方藥的認識在不斷提高。預計，隨著藥品分類管理的進行、醫療衛生體制和醫療保險的改革，中國非處方藥市場將進一步增大。國外醫藥企業紛紛看好中國非處方藥市場，因而“世界自我藥療產業第六次亞太地區大會”已於10月26日在北京舉行。



行業最新情報站

中國和印度製藥工業可以優勢互補的合作領域

中印兩國的製藥工業在製造能力上目前都已進入世界大國行列，尤其是大宗抗生素的生產，兩國基本能左右國際市場行情。但兩國的藥品研發能力均較弱，都是世界上非專利藥物的主要生產者。中印兩國均擁有充足的廉價勞動力和大量具有管理才能和技術專長的高素質人才。藥品的生產技術、質量在第三世界國家中名列前茅。合作領域之一，是印度製藥業的生產和研究開發的成本低，有優秀的科研人才和世界級的國家實驗室以及優秀的臨床研究中心等，而中國製藥工業有基礎設施、廉價勞動力和龐大市場方面的優勢。因此，在研發創新上中印雙方可以優勢互補進行合作。

中國醫藥中間體發展迅猛

藥品生產需要大量的特殊化學品，這些化學品原來大多由醫藥行業自行生產，但隨著社會分工的深入與生產技術的進步，醫藥行業將一些醫藥中間體轉交化工企業生產。醫藥中間體屬精細化工產品，生產醫藥中間體目前已成爲國際化工界的一大產業。近年來，由於出口醫藥中間體不像藥品那樣會受到進口國的種種限制，以及趕上醫藥中間體生產向發展中國家的轉移，中國醫藥中間體產業獲得了極好的發展機遇。





Dawnrays' New Moves

Inspection tour to Suzhou Dawnrays by the leading officials from the Science and Technology Bureau of PRC

Leading officials from the Suzhou Municipal Science and Technology Bureau arrived in Wuzhong Economic Development District for an inspection tour in Dawnrays on 14 September. The officials were warmly welcomed by our President, Mr Dong Shaozhi who made a presentation on our corporate technology developments and accompanied the guests to visit our research & development division.

Clients from Japan made a visit in Dawnrays

On 18 September, a group of 15 clients from a well-known Japanese pharmaceutical company visited Dawnrays. The guests received an introduction of our company basic business situations and was accompanied by our Vice President Mr Zhao Shixi to visit our production workshops and the division of research and development of Suzhou Dawnrays Pharmaceuticals Co.; the production workshops, production equipments and other environmental protection facilities of Suzhou Dawnrays Chemical Co. After this tour, the clients claimed that they gained better understanding and knowledge about China's pharmaceutical industry and they are looking forward to cooperating with us in future.

The Re-inspection for being the High and New Technology Enterprise of Jiangsu Province and the Double Intensive Enterprise approved

On 5 November, the Ministry of Science and Technology of Jiangsu Province during their re-investigation process has approved again that Dawnrays gained the two honors for being the High Technology Enterprise of Jiangsu Province and the Double Intensive Enterprise (Knowledge-intensive and Technology-intensive).

Bismuth Potassium Citrate Capsules is permitted

A new system specific drug named Bismuth Potassium Citrate Capsules has been granted the permission by the State Food & Drug Administration of PRC (SFDA) for manufacturing starting on 8 November. The drug brand named "XianRui" has its competitiveness in the market, which helps to develop the market of chronic gastritis and relieve symptoms of stomachache, burning sensation caused by acid stomach.





Dawnrays' New Moves

Dawnrays' Phase II Construction Project

The Phase II Construction Project is expected to complete in June 2005, our company will increase the production capacity from 350 tones/year to 800 tones/year and 204 million vials/year for the third generation cephalosporin powder for injection, which will make Dawnrays rank the top amongst the producers in the industry in China. In order to support the steady fast-growing development, Dawnrays has been continuously expanding the number of products of the cephalosporin product line. Since 2004 to mid-2005, the development has been in progress of developing 12 new products including the second and the fourth generations of cephalosporin in powder form and the second and the third generations of cephalosporin in solid form. The product range of the system specific medicines, including anti-infective system, cardiovascular system, digestive system, incretion system and urinary system has already reached 28 products. In the coming three years, the product range in solid form will be increased from our existing 10 products to 43 (including 5 cephalosporin products). The Phase II Construction Project aims to support the increasing production capacity of newly developed products in the pipeline.

Establishment of Phase III Project of a Multi-Functional Consolidating Production Plant

Application for approvals and permissions to SFDA for the cephalosporin third and fourth generations bulk medicines will be submitted before 2007. In order to speed up the launches of the newly developed bulk medicines, Dawnrays plans to establish a multi-functional consolidating production plant serving as the experimental base of the bulk medicine synthesis process, which could reinforce and reassure the feasibility of bulk production. In addition, we can make use of this production plant to establish our own production base for some of our less demanding products, to satisfy our own needs as well as adequately supply the needs for the domestic and international markets.



Industry News Station

Nanjing becomes the "Pharmaceutical Silicon Valley"

Nanjing has been publicly recognized and awarded to be the Biological & Medical Production Base of the State Torch Plan. Nanjing will soon take this platform to create their "Pharmaceutical Silicon Valley" by combining relevant assets, knowledge and research. The asset focuses on developing new biological technologies, pharmaceutical enterprises, and planning to take three years to push the base to reach 10 billions in medical sales and over 3 billions in profit tax. In the meantime, the base has 13 biotechnological & medical enterprises, 7 research and development organizations, catering for the entire development process of new medicines. According to the introduction by the officials of State Food & Drug Administration of Jiangsu Province, pharmaceutical industry is one of the most valuable assets of Jiangsu Province. The pharmaceutical total assets of Jiangsu Province reached 35.9 billions in 2003 and has ranked the first in China for consecutive three years. The emergence of this "Pharmaceutical Silicon Valley" will definitely boost Nanjing and the Jiangsu province to grow more rapidly.



China to become the world's fourth largest generic drugs market

Generic drugs market of China has shown a 11% of growth rate which is the world's fastest growing region and the world's fourth largest generic drugs market. According to the world famous generic drugs research centre NHC's statistics report, the world's generic drugs market has reached US\$63 billions, in which China has occupied 5.7%, followed by the North America, Western Europe and Japan. Also, Chinese people have increasingly better knowledge and understanding of generic drugs. As estimated, the improved drug classification management system, revolutionary improvement on medical organizations structure and insurance industry will definitely stimulate the generic drugs market in China tremendously. Many international pharmaceutical enterprises are expecting bright future in China's generic drugs market and thus the 6th Anniversary Asia Pacific Conference of the World Self-Medication Industry (WSMI) launched on 26 October in Beijing.



Industry News Station

China's & India's Pharmaceutical manufacturers benefit and complement for each other's strengths and weaknesses

The productivity of the China's and India's pharmaceutical manufacturers has currently been recognized as two of the pioneers in the world. Due to the mass production of antibiotics of the two countries, they have had the power to affect the international market trends. However, they are weaker in terms of their research and development capabilities. At this moment, they both can only be the main generic drugs market producers. China and India both have adequate cheap labor and abundant managerial and technological professionals. In terms of their production technologies and qualities, they gained reputation and ranked high amongst the third world countries. For the two countries' cooperation in future, the pharmaceutical production cost and the research and development costs are low in India. Also India has excellent research professionals and world's class national laboratories and clinical research centers. In China, they have the advantages of comprehensive pharmaceutical manufacturing facilities, cheap labor market and huge potential market. Therefore, China and India will both benefit and complement for each other's strengths and weaknesses to increase their competitiveness.

The intermediate medicines of China develop and grow rapidly

Drug production requires the massive volume of special chemicals, which are originally on their own produced by the pharmaceutical manufacturer, but with the strengthening division of labor and production technology progress, the pharmaceutical manufacturers gradually swift the production of those intermediate medicines to the chemicals enterprises. The intermediate medicine is classified as fine chemical products, and producing intermediate medicine has become increasingly important for the international chemical industry. In recent years, since the intermediate medicines were less restricted by the importing countries than other types of medicines and the production of intermediate medicine had been enhanced in the developing countries, there is definitely a golden opportunity for the intermediate medicines of China to develop and grow.



Thank you very much!

謝謝！

Dear Investors,

If you have any queries or comments, you are welcomed to contact our Ms Erika Cheng of Investor Relations team.

如閣下對我們有任何查詢或意見，歡迎向我們投資關係組主管鄭小姐表達。

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