

China Resources Sanjiu looks ahead at acquisitions for growth

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To enhance its market opportunities and drive business growth, China Resources Sanjiu Medical & Pharmaceutical is adopting an acquisition strategy. It plans to acquire 97.18 percent stake in Guilin Tianhe Pharmaceutical, a company that makes over-the-counter (OTC) patch products. Sanjiu's patch products use traditional Chinese medicine (TCM) ingredients to treat orthopaedic conditions, provide pain relief, lessen allergy problems or address other disorders.

The year 2012 was a challenging period for pharmaceutical companies in China to get aligned with the changing policies of the government and the Sanjiu managed to maintain a consistent business. Sanjiu Medical and Pharmaceutical is engaged in R&D, manufacturing and commercialization of pharmaceutical products, healthcare products and medical appliances under the brand name 999. The company's product portfolio comprises OTC drugs, antibiotic drugs and active pharmaceutical ingredients (APIs), Chinese prescription medicines and TCM formula granules.

In addition, the company also provides packaging, printing, medical, real estate and other services. The company has its presence throughout China and also exports to the overseas markets. Sanjiu is headquartered in Shenzhen, China. The group has established scientific research base managed by over 100 scientific researchers with over 30 personnel with high degree qualification.

The company has built a separate central laboratory, a pilot plant, department of clinical medicine and a project research department. The company has also set up special research institutes such as the Research Department of Traditional Chinese Medicine Injections and Research Department of Antibiotics and has established post-doctoral workstation for long-

term cooperative relationship with Beijing University, Nanjing University, Zhongshan University, China Medicine University, Military Medical Science Institute, Shenyang Medicine University and other colleges and universities to carry out the basic research on innovative medicaments.

The company has over 10 manufacturing enterprises, which have had Chinese and international GMP certification, and the product dosage forms cover all the common ones. Core products include Sanjiu Wei Tai, 999 Ganmaoling, 999 Pi Yan Ping, Zhengtian Pills, Shenfu Injection and Xin Tai Lin (cefazolin sodium pentahydrate vial).