

[For Immediate Release]



## **Biostime International Holdings Limited**

合生元國際控股有限公司

*(Incorporated in the Cayman Islands with limited liability)*

### **2016 First Quarter Operation Updates**

(Hong Kong, 9 May 2016) **Biostime International Holdings Limited** ("Biostime" or the "Company", together with its subsidiaries, the "Group"; stock code: 1112), a leading premium family nutrition and care products provider, announces its operating updates for the three months ended 31 March 2016.

For the three months ended 31 March 2016, the unaudited consolidated revenue of the Group reached RMB1,469.0 million, comparing to RMB1,399.8 million for the corresponding period of 2015<sup>1</sup>.

In the first few months of 2016, the infant formula market in China remained competitive. During the three months ended 31 March 2016, the Group's revenue derived from the baby nutrition and care products segment declined by 12.8% as compared with that of the corresponding period in 2015. Nevertheless, according to Nielsen, an independent market research company, the Group's share of the overall infant formula market in China remained stable and increased to 6.2% for the three-month period ended 29 February 2016, from 5.9% for the corresponding period ended 28 February 2015.

As of 31 March 2016, the number of member retail outlets increased from 37,983 year on year to 39,169, among which, the number of the Group's VIP baby specialty stores increased from 26,707 to 27,759, retail sales organizations decreased from 6,918 to 6,270, and VIP pharmacies increased from 4,358 to 5,140.

During the three months ended 31 March 2016, sales of products of Swisse Wellness Group Pty Ltd ("Swisse"), a non-wholly owned subsidiary of the Company, increased by 48.8% as compared with that of the corresponding period in 2015, and Swisse maintained its leading position in the Australian vitamin, herbal and mineral supplements ("VHMS") market<sup>1</sup>. Based on data from IRI Aztec, Swisse was the No. 1 brand in the Australian VHMS market and continued to gain market share, which reached 19.0% for the twelve months till the end of March 2016, up from 14.3% for the twelve months till the end of March 2015. According to data from Alibaba, in China, Swisse also maintained its No. 1 position in terms of sales in the healthcare category on both Tmall and Taobao for the three months ended 31 March 2016.

<sup>1</sup>Note: The comparative figures for the three months ended 31 March 2015 are prepared as if Swisse had become a subsidiary of the Company before 1 January 2015.

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## **About Biostime**

Biostime is a premium family nutrition and care products provider. The company's family of products includes premium probiotic supplements for children, infant formulas and dried baby food products, baby care products in China. It also owns 83% equity interest in Swisse Wellness Group Pty Ltd., which is a leading provider of vitamins, herbal, mineral supplements products in Australia. The shares of Biostime have been listed on the Hong Kong Stock Exchange since 2010.

### **For further inquiries, please contact:**

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