

SUMMARY

This summary aims to give you an overview of the information contained in this document. As this is a summary, it does not contain all the information that may be important to you. You should read the entire document before you decide to [REDACTED] in the [REDACTED]. Various expressions used in this section are defined in the sections headed “Definitions” and “Glossary of Industry Terms” in this document.

There are risks associated with any [REDACTED]. Some of the particular risks in investing in the [REDACTED] are set out in the section headed “Risk Factors.” You should read that section carefully before you decide to [REDACTED] in the [REDACTED].

OVERVIEW

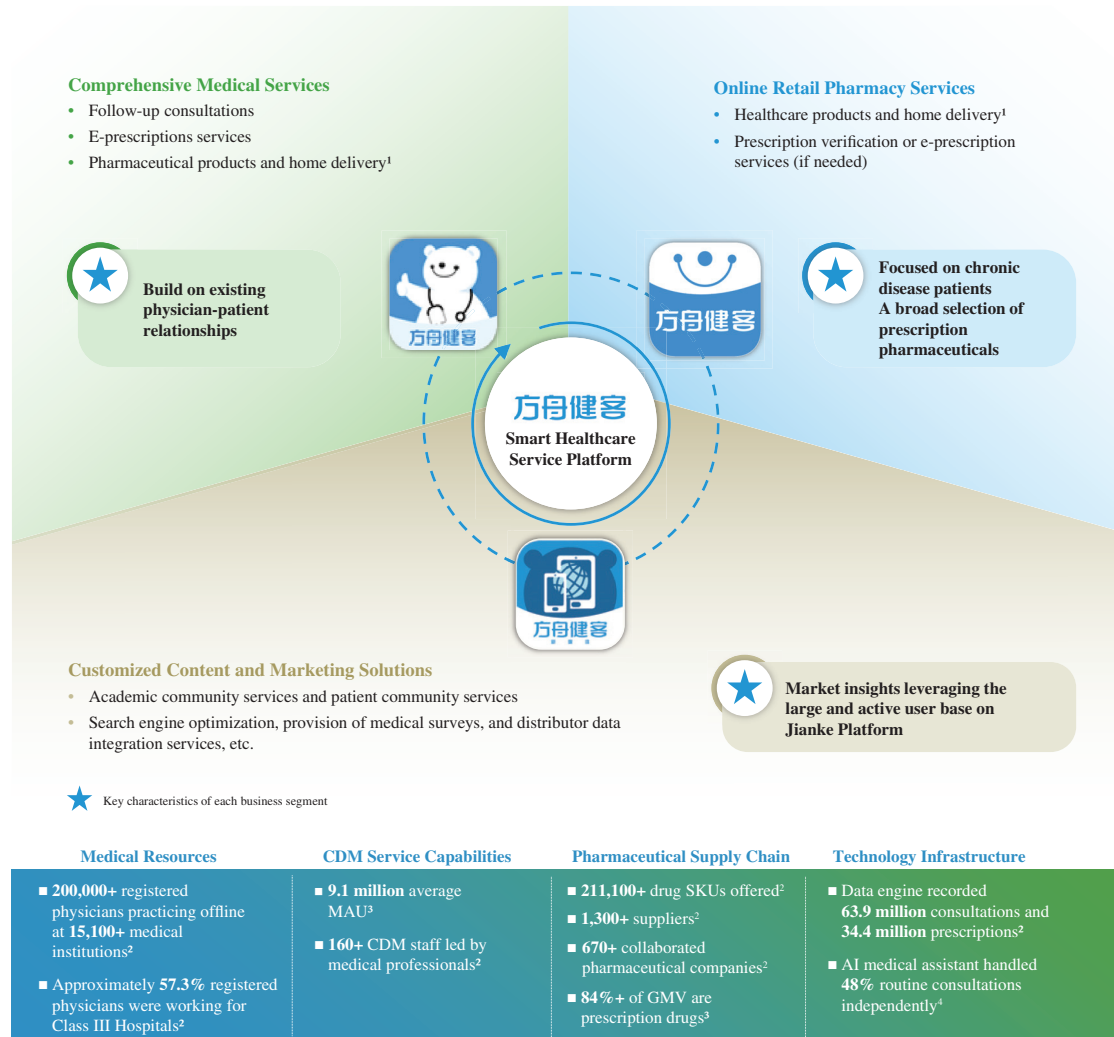
We are the largest online chronic disease management platform in China in terms of average MAU in 2022, according to CIC. We commenced our business with a focus on chronic disease management to address the needs of patients with chronic diseases, such as hypertension, cardiovascular and respiratory chronic diseases. Leveraging our chronic disease management platform, we are dedicated to providing tailored medical care and precision medicine for a growing population of chronic disease patients, with a view towards extending our services to a wider range of disease areas.

To address the needs of patients with chronic diseases for convenient and accessible medical care services, we provide comprehensive medical services and online retail pharmacy services through our Jianke Platform. Our comprehensive medical services include follow-up physician consultations and e-prescription services conducted by registered physicians and in-house medical professionals through our innovative H2H service platform. We also provide online retail pharmacy services, offering a wide range of pharmaceutical and healthcare products directly to our customers. Our comprehensive medical services and online retail pharmacy services are supported by our chronic disease management service center and robust pharmaceutical supply chain.

In addition, our platform’s large and active user base allows us to effectively connect and engage with doctors and patients, providing them targeted medical knowledge and content. By leveraging these powerful network effects, our platform provides pharmaceutical companies with customized content and marketing solutions to better inform physicians and patients about chronic disease conditions and treatment options, as well as increase disease awareness among the public.

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Leveraging our technological capabilities, we provide digitalized solutions for key participants in the healthcare industry. The following diagram illustrates the major services or products provided in, and key characteristics of, each of our business segments, as well as key highlights of our operating data.



Notes:

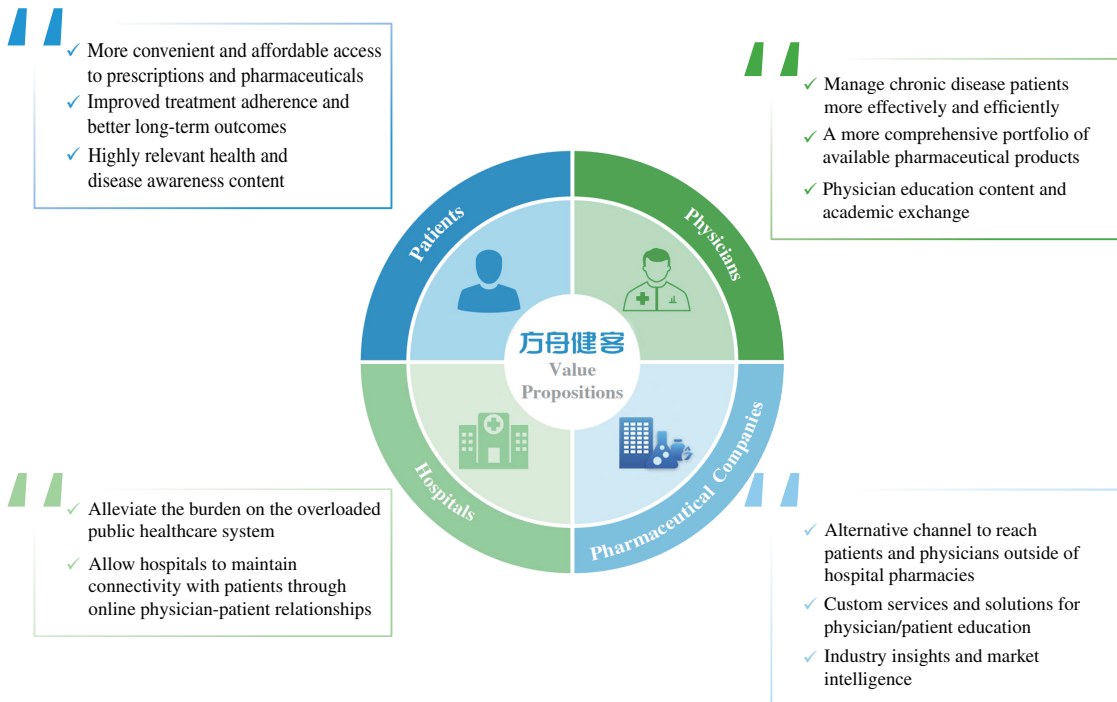
- Delivery service is provided by qualified third-party logistics and courier companies.
- As of December 31, 2022.
- In 2022.
- During the Track Record Period.

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OUR BUSINESS AND VALUE PROPOSITIONS

We have established a full-service online chronic disease management platform that provides significant value to key participants in the chronic disease management industry. Our large customer base anchored in “real world” physician-patient relationships, long-term collaboration with leading pharmaceutical companies, and highly efficient business operations have positioned us to capture these opportunities and bring value to industry participants.

Value Propositions



Our online chronic disease management platform primarily provides the following services:

- *Comprehensive Medical Services.* Our comprehensive medical services primarily include our H2H services, where patients and physicians are able to engage in online follow-up consultations, typically after initial in-person consultations, and physicians can issue e-prescriptions through our H2H service platform. We fulfill e-prescriptions through our pharmaceutical supply chain, and engage qualified third-party couriers for home delivery. Our H2H service platform was launched to address chronic disease patients’ treatment needs created by the lack of ready access to reliable medical resources in China, and to capitalize on the burgeoning demand for remote consultations driven by its accessibility, flexibility, reduced outpatient waiting time and cost-effectiveness. As a complement to our digital healthcare services, we also provide medical services offline at Jingtai Hospital.

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- *Online Retail Pharmacy Services.* We provide a variety of healthcare products through our online retail pharmacy service platform, along with convenient home delivery for our customers through qualified third-party couriers. Our product offering consists primarily of prescription and OTC drugs, and we are especially focused on providing a broad selection of prescription pharmaceuticals, which patients can procure by relying on an existing prescription, or by requesting for an e-prescription which our in-house medical professionals can assist to issue. This allows patients to ensure the continuity of their medications and treatments without the inconvenience of arranging for hospital appointments. In addition, our platform offers home-use medical devices and accessories, healthcare and nutritional supplements and other wellness products. We also operate a number of offline pharmacies, which contributed an insignificant portion to our revenue for each year during the Track Record Period.
- *Customized Content and Marketing Solutions.* We provide pharmaceutical companies with a variety of customized content and marketing solutions to better inform physicians and patients about chronic disease conditions and raise awareness about treatment options. We offered such services during the Track Record Period after recognizing that such needs of pharmaceutical companies can be addressed by leveraging the large and active user base on our Jianke Platform. Our academic community services facilitate knowledge among physicians through publication of medical news articles and short videos on our Jianke Platform, hosting online medical conferences, and physician live stream video sessions with specialist physicians. Our patient community services offer relevant educational content according to the interests of our patient users. We also provide additional customized content and marketing solutions, including search engine optimization, provision of medical surveys, and distributor data integration services. Our customized content and marketing solutions business line also serves as an extension of our supplier management strategy, which helps us forge mutually beneficial and synergistic relationships with pharmaceutical companies from whom we procure our pharmaceutical products.

Our Growth and Key Operating Data

Since we began operating the Jianke mobile applications and website in-house in July 2019, we have been focused on strengthening our business foundation and scaling our business through organic growth. Our past efforts have enabled us to build a large user base with approximately 36.6 million registered users as of December 31, 2022. In 2022, our Jianke Platform had an average of approximately 9.1 million MAUs. The number of registered physicians on our H2H platform increased from approximately 168,164 as of December 31, 2020 to 191,106 as of December 31, 2021 and further to 205,000 as of December 31, 2022. As of December 31, 2022, our registered physicians worked for over 15,100 medical institutions, of which approximately 57.3% were working for Class III hospitals and approximately 37.8% had obtained a title of associate chief physician or above.

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As our user base grew substantially and leveraging our strong medical resources of highly qualified registered physicians, we were able to focus on developing a high-quality base of loyal and active users with strong willingness to pay. In 2020, 2021 and 2022, the conversion rate of active users to paying users on our H2H service platform increased from 29.1% to 32.6% and 42.9%, respectively, while that of our online retail pharmacy service platform increased from 13.1% to 14.7% and 14.8%, respectively. Our conversion rate growth was primarily attributable to more effective marketing measures we took to promote our brand and develop consumer behavior on our platform. In particular, the notable increase in conversion rate for our H2H service platform in 2022 was primarily due to the implementation of measures aimed at enhancing the accessibility of our platform and simplifying the purchasing process. Such measures include: (i) migration of users from our WeChat official account to our WeChat mini-app, which provides a more streamlined user experience, (ii) enhancements to our pricing system to allow for more targeted discounts to new users, and (iii) an improved recommendation algorithm which shows potential alternatives for out of stock products. We anticipate further improvements in our conversion rates as we continue to introduce new features aimed at enhancing the user experience on our platform.

As a result of the increasing conversion rate during the Track Record Period, our number of paying users increased from approximately 2.0 million in 2020 to 2.5 million in 2021, and further to 3.9 million in 2022. In particular, the number of paying users for our comprehensive medical services increased rapidly by 39.2% from 2020 to 2021, and even faster by 53.4% from 2021 to 2022. Similarly, the number of paying users for our online retail pharmacy services increased by 28.5% from 2020 to 2021 and by 58.3% from 2021 to 2022. Moreover, the repeat purchase rate of our paying users remained consistently high for each year during the Track Record Period, as demonstrated in the table below, indicating our success in developing user stickiness on our platform. Accordingly, we achieved an average spending per paying user of RMB661.3, RMB766.3 and RMB626.7 in 2020, 2021 and 2022, respectively, which was higher than the industry average for the respective period, according to CIC. Our average spending per paying user for comprehensive medical services was generally higher at approximately RMB1,221.5 in 2020, RMB2,269.7 in 2021 and RMB1,767.6 in 2022. This is a result of the nature of H2H services as we primarily serve patients with the need for prescription drugs, which generally have higher unit prices. The average spending per paying user is also affected by our product mix and our users’ spending preference, both of which may change from year to year. For instance, the significant increase in average spending per paying user for our H2H services in 2021 reflected our introduction of more prescription drugs with high unit costs and the increased average prices of our best-selling products in 2021. The average spending per paying user for our online retail pharmacy services was approximately RMB573.9 in 2020, RMB516.1 in 2021 and RMB420.2 in 2022. This decrease in average spending per paying user primarily reflected the rapid expansion of our overall base of paying users of our online retail pharmacy services during the Track Record Period. In 2022, we also achieved a high average retention rate for both our registered physicians and users of approximately 81.8% and 58.3%, respectively, which attests to the loyalty of our user base.

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As a result of the above, the total GMV of our Jianke Platform and our operations on third-party e-commerce platforms increased from RMB1,292.2 million in 2020 to RMB1,945.4 million in 2021 to RMB2,430.3 million in 2022. In particular, our prescription drug GMV accounted for a significant percentage of total GMV at 85.7%, 88.9% and 84.2% in 2020, 2021 and 2022, respectively.

The following table sets out certain key operating metrics of our Jianke Platform as of the dates or for the years indicated.

	As of/For the year ended December 31,		
	2020	2021	2022
Number of paying users ⁽¹⁾	1,954,079	2,538,606	3,878,195
Comprehensive medical services	259,043	360,511	553,033
Online retail pharmacy services	1,700,102	2,183,933	3,457,326
Average spending per paying user (RMB)	661.3	766.3	626.7 ⁽²⁾
Comprehensive medical services	1,221.5	2,269.7	1,767.6
Online retail pharmacy services	573.9	516.1	420.2
Average monthly active users (MAU)	8,727,551	8,823,986	9,135,433
Average user retention rate	58.2%	58.8%	58.3%
Number of registered physicians	168,164	191,106	205,000
Average physician retention rate	70.0%	70.8%	81.8% ⁽³⁾
Repeat purchase rate	81.3%	82.0%	83.3%
Conversion rate of active users to paying users on H2H service platform	29.1%	32.6%	42.9%
Total GMV of the Jianke Platform and third-party e-commerce platforms (RMB in millions)	1,292.2	1,945.4	2,430.3
Prescription drug GMV as a percentage of total GMV	85.7%	88.9%	84.2% ⁽⁴⁾

Notes:

- (1) “Paying users” refer to users who engage in revenue generating activities such as physician consultations or the purchase of pharmaceutical products, as opposed to “non-paying users” who only engage in non-revenue generating activities such as participating in the academic or patient community services, attending free online consultations, or browsing content which are available to them free of charge. There are overlapping users who are both paying users of our comprehensive medical services and online retail pharmacy services. Such users will be counted only once when determining the total paying users on our platform.
- (2) Average spending per paying user decreased in 2022 because our paying users increased significantly in the second half of 2022, and their purchasing power was still ramping up in 2022.
- (3) Our average physician retention rate increased significantly in 2022 because we focused on cultivating the engagement and quality of our accumulated base of registered physicians. For details, see “Business—Medical Professional Network—Registered Physicians.”
- (4) Our prescription drug GMV as a percentage of our total GMV decreased slightly in 2022, primarily due to increased sales of OTC drugs as a result of the resurgence of COVID-19 in the second half of 2022.

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Our revenue amounted to RMB1,160.1 million, RMB1,758.7 million and RMB2,204.3 million in 2020, 2021 and 2022, respectively. The following table sets forth the breakdown of our revenue by business line for the years indicated.

	For the year ended December 31,					
	2020		2021		2022	
	RMB'000	%	RMB'000	%	RMB'000	%
Comprehensive						
medical services	282,236	24.3	719,693	40.9	868,171	39.4
Online retail pharmacy services	864,314	74.5	1,011,427	57.5	1,252,123	56.8
Customized content and						
marketing solutions	13,555	1.2	27,553	1.6	60,254	2.7
Others	—	—	—	—	23,755	1.1
Total	1,160,105	100.0	1,758,673	100.0	2,204,303	100.0

In 2022, we engaged in the wholesale of pharmaceutical products to third-party distributors for the purpose of inventory management. Such sales enable the mitigation of inventory risk for certain items where actual sales may have deviated from original projections. These transactions do not form part of our principal business activity, and are immaterial. Our future participation in such transactions would largely depend on our future considerations and needs in inventory management. As such, revenue generated from such sales is classified as “Others” in our consolidated statements of profit or loss and other comprehensive income.

Our gross profit in 2020, 2021 and 2022 amounted to RMB210.4 million, RMB219.6 million and RMB380.6 million, respectively. The following table sets forth the breakdown of our gross profit and gross profit margin by business line for the years indicated.

	For the year ended December 31,					
	2020		2021		2022	
	Gross profit	Gross profit margin	Gross profit	Gross profit margin	Gross profit	Gross profit margin
	RMB'000	%	RMB'000	%	RMB'000	%
Comprehensive medical services	35,804	12.7	40,543	5.6	122,078	14.1
Online retail pharmacy services	163,998	19.0	155,000	15.3	206,693	16.5
Customized content and marketing						
solutions	10,550	77.8	24,105	87.5	51,483	85.4
Others	—	—	—	—	330	1.4
Total	210,352	18.1	219,648	12.5	380,584	17.3

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The growth of our revenue and gross profit during our Track Record Period reflected our overall strategy of growing our business foundation and expanding our business scale. Our cost of sales primarily consists of (i) procurement costs for pharmaceutical and other healthcare products; (ii) medical service costs directly related to registered physicians in providing online consultations for our H2H services and costs in relation to operations of our offline hospital; (iii) staff costs for sales and marketing personnel for our customized content and marketing solutions and staff of our offline hospital; (iv) content production costs in relation to our customized content and marketing solutions; and (v) others, including depreciation and amortization. For details, see “—Summary of Key Financial Information—Summary of the Consolidated Statements of Profit or Loss and Other Comprehensive Income” and “Financial Information—Description of Certain Consolidated Statements of Profit or Loss and Other Comprehensive Income Items” in this document.

Our Chronic Disease Management (CDM) Service Center

To support our comprehensive medical services and online retail pharmacy services, we established our CDM service center. Our CDM service center aims to improve patient experience by providing professional medical advice and services to customers. Our CDM service center had a team of more than 160 staff members led by our in-house medical professionals as of December 31, 2022. The medical expertise of these medical professionals enables us to offer more professional solutions to patients, including consultation follow-up services, prescription consultations, patient education, medication reminders and drug refill notifications. For details, see “Business—Our Chronic Disease Management (CDM) Service Center.”

Our Robust Pharmaceutical Supply Chain

Over the years, we have established a robust pharmaceutical supply chain. As of December 31, 2022, we had collaborated with over 670 pharmaceutical companies, including multinational companies and large domestic pharmaceutical companies. Our business model further enables us to foster mutually beneficial relationships with these pharmaceutical companies as we are able to provide them with alternative distribution channels, valuable market insights and feedback, as well as value-added services such as our customized content and marketing solutions. As of December 31, 2022, we had procured products from over 1,300 suppliers and had offered over 211,100 drug SKUs, of which approximately 61.5% were prescription drugs and approximately 38.5% were OTC drugs. In 2020, 2021 and 2022, our prescription drug GMV represented approximately 85.7%, 88.9% and 84.2% of our total GMV, respectively. Our GMV refers to gross merchandise volume, the total value of all orders placed on the Jianke Platform and through third-party e-commerce platforms. For details, see “Business—Collaboration with Pharmaceutical Companies.”

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COMPETITIVE LANDSCAPE

According to CIC, the overall market size of the chronic disease management market in China in terms of GMV grew rapidly from RMB2,425.5 billion in 2015 to RMB6,853.4 billion in 2022, representing a CAGR of 16.0%, and is expected to continue to grow at a CAGR of 10.7% from 2022 to 2030 and reach RMB15,507.8 billion in 2030. Driven by the vast needs of chronic disease patients in China, the total GMV generated from the online chronic disease management market in China increased from RMB27.6 billion in 2015 to RMB133.4 billion in 2022, at a CAGR of 25.2%, and is expected to grow to RMB1,138.9 billion in 2030 at a CAGR of 30.7%.

As of December 31, 2022, there were over 50 service providers in the online chronic disease management market in China, according to CIC. Our Group was the largest online chronic disease management platform in China in terms of MAU in 2022.

In addition, we recorded a total of RMB2.05 billion prescription drug GMV in 2022, which ranked first in terms of prescription drug GMV in the online to-consumer CDM market in China. The proportion of our prescription drug GMV represented approximately 84.2% of our total GMV in 2022, which was the highest in the online to-consumer CDM market in China.

For details, see “Industry Overview” in this document.

OUR STRENGTHS

We believe that the following competitive strengths contribute to our success and differentiate us from our competitors: (i) leading online chronic disease management platform in China; (ii) loyal and active paying user base anchored on long-term physician-patient relationships; (iii) technology-driven platform to enhance customer satisfaction and operating efficiency; (iv) strong and synergistic relationships with leading pharmaceutical companies; (v) innovation-driven approach and ability to evolve our business as new opportunities arise; and (vi) seasoned management team and strong investor base supporting our long-term growth.

OUR STRATEGIES

We will focus on the following key growth strategies to achieve our long-term goal of empowering physicians and patients to better treat and manage chronic disease: (i) enhance connectivity between physicians and patients and increase user engagement on our platform; (ii) redefine the standard for smart chronic disease management services by expanding our expertise in chronic disease specialties and focusing on continuous innovation; (iii) build and grow our high-quality user base; (iv) continue to broaden our product selection to better satisfy the needs of our users; and (v) continue to attract and retain talent to support our growth.

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SUMMARY OF KEY FINANCIAL INFORMATION

The summary historical financial data set forth below has been derived from, and should be read in conjunction with, our consolidated financial statements, including the accompanying notes, set forth in the Accountants’ Report in Appendix I to this document, as well as the information set forth in “Financial Information” of this document. Our consolidated financial information was prepared in accordance with HKFRSs.

Summary of the Consolidated Statements of Profit or Loss and Other Comprehensive Income

The following table sets forth a summary of our consolidated statements of profit or loss and other comprehensive income for the years indicated.

	For the year ended December 31,		
	2020	2021	2022
	<i>RMB’000</i>	<i>RMB’000</i>	<i>RMB’000</i>
Revenue	1,160,105	1,758,673	2,204,303
Cost of sales	(949,753)	(1,539,025)	(1,823,719)
Gross profit	210,352	219,648	380,584
Loss before taxation	(90,012)	(303,950)	(383,289)
Loss and total comprehensive income for the year	<u>(90,024)</u>	<u>(303,989)</u>	<u>(383,302)</u>
Attributable to:			
Equity shareholders of the Company	(90,024)	(303,964)	(383,302)
Non-controlling interests	—	(25)	—

Non-HKFRS Measures

We believe that the presentation of non-HKFRS measures, namely adjusted net loss (non-HKFRS measure) and adjusted net loss margin (non-HKFRS measure), facilitates comparisons of operating performance from period to period and provides useful information for investors to understand and evaluate our consolidated results of operations in the same manner as our management by eliminating the impact of certain items. The use of adjusted net loss (non-HKFRS measure) and adjusted net loss margin (non-HKFRS measure) has limitations as analytical tools, and you should not consider them in isolation from, or as a substitute for analysis of, our results of operations or financial condition as reported under HKFRS. See “Financial Information—Non-HKFRS Measure: Adjusted Net Loss and Adjusted Net Loss Margin” in this document for details.

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We define adjusted net loss (non-HKFRS measure) as loss and total comprehensive income for the year after excluding the effects of (i) share-based compensation; (ii) [REDACTED] expenses; (iii) changes in the carrying amount of preferred shares liability; and (iv) foreign exchange from preferred shares liability. We account for the compensation cost from share-based payment transactions with employees, which is a non-cash item and does not result in cash outflow. We exclude [REDACTED] expenses arising from activities relating to the [REDACTED]. In addition, we eliminate the impact of changes in the carrying amount of preferred shares liability and foreign exchange differences associated with our Preferred Shares, primarily because these are non-cash items in nature. The convertible redeemable preferred shares will be automatically converted into ordinary shares upon the completion of the [REDACTED], upon which the carrying amount of the financial liabilities will be transferred to share capital and capital reserve. We define adjusted net loss margin (non-HKFRS measure) as adjusted net loss (non-HKFRS measure) divided by revenue for the year and multiplied by 100%.

The following table reconciles our adjusted net loss (non-HKFRS measure) for the years indicated:

	For the year ended December 31,		
	2020	2021	2022
	RMB'000	RMB'000	RMB'000
Reconciliation of net loss to adjusted net loss (non-HKFRS measure)			
Loss and total comprehensive income for the year	(90,024)	(303,989)	(383,302)
Add:			
Share-based compensation	14,942	7,904	13,648
[REDACTED] expenses	1,014	13,453	21,273
Changes in the carrying amount of preferred shares liability	12,774	107,220	120,614
Foreign exchange from preferred shares liability	(2,776)	(31,409)	138,326
Adjusted net loss (non-HKFRS measure)	(64,070)	(206,821)	(89,441)
Adjusted net loss margin (non-HKFRS measure)	(5.5)%	(11.8)%	(4.1)%

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Since we began to operate the Jianke mobile applications and website in-house in July 2019, we actively grew our user base and business scale, which resulted in rapid growth of our H2H services and online retail pharmacy services during the Track Record Period. These efforts have had a positive effect on revenue, gross profit, and gross profit margin trends after 2019. Our revenue increased from RMB1,160.1 million in 2020 to RMB1,758.7 million in 2021 and further to RMB2,204.3 million in 2022. The increases in revenue were primarily driven by the expansion of our paying user base. Our gross profit increased from RMB210.4 million in 2020 to RMB219.6 million in 2021 and further to RMB380.6 million in 2022.

The decrease in our gross profit margin from 18.1% in 2020 to 12.5% in 2021 reflected our efforts directed at building scale for our H2H services, which were primarily in the form of offering discounts and promotions to attract and develop loyal customers on our Jianke Platform. As we achieved scale and were able to negotiate more favorable procurement terms, we gained greater flexibility in price-setting, and our gross profit margin increased from 12.5% in 2021 to 17.3% in 2022.

The increase in our net loss from RMB90.0 million in 2020 to RMB304.0 million in 2021 was primarily because we aimed to expand our user base and develop loyal customers on our platform, and therefore incurred an increased amount of operating expenses to incentivize physician activity on our platform and offered various discounts and promotions to users, which decreased our gross profit margin. We believe these initiatives were important to drive the growth of our services, enhance brand awareness and lay a solid foundation to support our future expansion. Our net loss increased from RMB304.0 million in 2021 to RMB383.3 million in 2022, primarily because we recorded other net loss of RMB134.2 million in 2022 compared to other net income of RMB33.0 million in 2021, primarily arising from foreign exchange loss in relation to the Preferred Shares denominated in US dollars as a result of the fluctuation of foreign exchange rates.

Summary of the Consolidated Statements of Financial Position

The following table sets forth a summary of our consolidated statements of financial position as of the dates indicated.

	As of December 31,		
	2020	2021	2022
	RMB'000	RMB'000	RMB'000
Total non-current assets	50,544	36,579	43,711
Total current assets	526,928	312,110	475,170
Total current liabilities	315,088	311,861	477,049
Net current assets/(liabilities)	211,840	249	(1,879)
Total assets less current liabilities	262,384	36,828	41,832
Total non-current liabilities	1,304,553	1,377,082	1,751,740
Net liabilities	(1,042,169)	(1,340,254)	(1,709,908)

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Our net current assets decreased from RMB221.8 million as of December 31, 2020 to RMB0.2 million as of December 31, 2021, primarily due to a decrease in cash and cash equivalents from RMB307.8 million as of December 31, 2020 to RMB84.7 million as of December 31, 2021, which was mainly attributable to the proceeds from issuance of convertible redeemable preferred shares in 2020. We recorded net current liabilities of RMB1.9 million as of December 31, 2022, primarily due to an increase in contract liabilities in 2022 as a result of the increased advance payment from customers because there was a surge of drug orders on our platform in December 2022 as a result of the COVID-19 pandemic in China, but logistics services were affected during the pandemic, resulting in delays in shipment and delivery of our orders.

We recorded net liabilities of RMB1,042.2 million, RMB1,340.3 million and RMB1,709.9 million as of December 31, 2020, 2021 and 2022, respectively, primarily due to the convertible redeemable preferred shares of RMB1,293.0 million, RMB1,368.8 million and RMB1,737.9 million that we recorded as of December 31, 2020, 2021 and 2022, respectively. Upon the completion of the [REDACTED], all of our convertible redeemable preferred shares will be re-classified from liabilities to equity as a result of the automatic conversion into ordinary shares, which is expected to reverse our net liabilities position into a net assets position. Our net liabilities increased from RMB1,042.2 million as of December 31, 2020 to RMB1,340.3 million as of December 31, 2021, primarily due to our loss and total comprehensive income for the year of RMB304.0 million in 2021, which was partially offset by a decrease resulting from equity settled share-based transactions of RMB7.9 million in 2021. Our net liabilities further increased from RMB1,340.3 million as of December 31, 2021 to RMB1,709.9 million as of December 31, 2022, primarily due to our loss and total comprehensive income for the year of RMB383.3 million in 2022, which was partially offset by a decrease resulting from equity settled share-based transactions amounting to RMB13.6 million in 2022. For further details, see the consolidated statements of changes in equity set out in the Accountants’ Report included in Appendix I to this document.

Summary of the Consolidated Statements of Cash Flow

The following table sets forth the breakdown of our cash flows for the years indicated.

	For the year ended December 31,		
	2020	2021	2022
	<i>RMB'000</i>	<i>RMB'000</i>	<i>RMB'000</i>
Net cash generated from/(used in) operating activities	22,135	(203,655)	(49,965)
Net cash (used in)/generated from investing activities	(87,735)	(4,323)	14,315
Net cash generated from/(used in) financing activities	343,493	(11,407)	82,233
Net increase/(decrease) in cash and cash equivalents	277,893	(219,385)	46,583
Cash and cash equivalents at the beginning of the year	31,794	307,817	84,658
Effect of foreign exchange rate changes	(1,870)	(3,774)	3,666
Cash and cash equivalents at the end of the year	307,817	84,658	134,907

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We recorded net cash used in operating activities of RMB203.7 million, and RMB50.0 million in 2021 and 2022, respectively, which was primarily due to losses recorded for the year. Although we achieved continuous increase in revenue and gross profit, our operating expenses increased substantially along with the growth of our business.

In 2022, our net cash used in operating activities was RMB50.0 million, primarily reflecting our loss before taxation of RMB383.3 million, as adjusted by (i) non-cash and non-operating items, which primarily consisted of foreign exchange loss of RMB134.7 million, and finance costs of RMB121.8 million; and (ii) changes in working capital, which primarily resulted from an increase of RMB77.2 million in trade and other payables primarily due to the growth of our sales of pharmaceutical and healthcare products and the corresponding procurement amount from suppliers, and an increase of RMB71.3 million in contract liabilities, which was primarily due to the increased advance payment from customers because there was a surge of drug orders on our platform in December 2022 as a result of the COVID-19 pandemic in China, but logistics services were affected during the pandemic, resulting in delays in shipment and delivery of our orders. These were partially offset by (i) an increase of RMB53.8 million in prepayments, mainly representing the prepayments we made to suppliers for pharmaceutical procurement during the COVID-19 pandemic to ensure the stability of our supply chain; (ii) an increase of RMB38.3 million in trade and other receivables primarily due to an increase in trade receivables from our increased business scale for customized content and marketing solutions, and an increase in rebates from suppliers; and (iii) an increase of RMB14.9 million in inventories which was in line with the growth in sales volume of pharmaceutical and healthcare products.

In 2021, our net cash used in operating activities was RMB203.7 million, primarily reflecting our loss before taxation of RMB304.0 million, as adjusted by (i) non-cash and non-operating items, which primarily consisted of finance costs of RMB108.0 million, foreign exchange gain of RMB27.6 million, and recognition of impairment losses of RMB0.3 million; and (ii) changes in working capital, which primarily resulted from an increase of RMB92.0 million in trade and other payables primarily due to the growth of our sales of pharmaceutical and healthcare products and the corresponding procurement amount from suppliers, and a decrease of RMB43.5 million in amounts due from related parties due to the settlement of related party transactions. See “Financial Information—Material Related Party Transactions” for more information. These were partially offset by a decrease of RMB52.7 million in amounts due to related parties, an increase of RMB42.6 million in inventories, and an increase of RMB32.2 million in trade and other receivables as a result of an increase in rebates from suppliers.

In 2020, our net cash generated from operating activities was RMB22.1 million, primarily reflecting our loss before taxation of RMB90.0 million, as adjusted by (i) non-cash and non-operating items, which primarily consisted of expense of equity settled share-based transactions of RMB14.9 million, and finance costs of RMB13.7 million; and (ii) changes in working capital, which primarily resulted from an increase of RMB135.9 million in trade and other payables as a result of the growth of our sales of pharmaceutical and healthcare products and the corresponding procurement amount from suppliers, and a decrease of RMB17.7 million

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in amounts due from related parties which was attributable to the settlement of related party transactions. See “Financial Information—Material Related Party Transactions” for more information. These were partially offset by an increase of RMB61.3 million in inventories primarily due to more pharmaceutical products in stock along with the expansion of our business.

[REDACTED]

The following table sets forth the details of our key financial ratios as of the dates or for the years indicated.

	As of/For the Year Ended December 31,		
	2020	2021	2022
Gross profit margin ⁽¹⁾	18.1%	12.5%	17.3%
Net loss margin ⁽²⁾	(7.8)%	(17.3)%	(17.4)%
Adjusted net loss margin (non-HKFRS measure) ⁽³⁾	(5.5)%	(11.8)%	(4.1)%
Current ratio ⁽⁴⁾	1.7	1.0	1.0
Quick ratio ⁽⁵⁾	1.5	0.6	0.7

Notes:

- (1) Gross profit margin is calculated using gross profit divided by revenue for the year and multiplied by 100%.
- (2) Net loss margin is calculated using net loss divided by revenue for the year and multiplied by 100%.
- (3) Adjusted net loss margin (non-HKFRS measure) is calculated using the adjusted net loss (non-HKFRS measure) divided by revenue for the year and multiplied by 100%.
- (4) Current ratio is calculated by using current assets divided by current liabilities as of the same date.
- (5) Quick ratio is calculated by using current assets less inventories and divided by current liabilities as of the same date.

OUR BUSINESS SUSTAINABILITY AND PATH TO PROFITABILITY

Since our inception, we have pioneered innovative solutions to address pain points in chronic disease management by leveraging our deep insights into China’s healthcare system and applying our spirit of innovation to create value for key stakeholders. We initially launched our online retail pharmacy platform to address the needs of chronic disease patients for repeat prescription drug refills and the inconvenience of regular trips to major hospitals in China. As our platform evolved, we realized that trusted physician-patient relationships were also essential for helping our patients manage their chronic conditions. This insight led us to launch our innovative H2H service platform and operating model in 2018, which provides easy connectivity between patients and their physicians, and enables more effective chronic disease management through online follow-up consultations, e-prescriptions, and physician/patient education modules.

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Our Historical Business Focus and Strong Growth

We believe that building the scale of our user base and the reputation of our brand are the foundation to our long-term commercial success. As such, we have dedicated ourselves to cultivating an active and loyal community of patients and physicians on our Jianke Platform, and developing and strengthening business relationships with pharmaceutical companies. As we solidify our relationships with key stakeholders, we have focused on developing and shaping consumer behavior and preferences, developing new sales channels and introducing new services and products to address their needs.

In 2021, we decided to focus significant efforts on growing our paying user base and cultivate user habits in order to better support our platform’s long-term development. In particular, we undertook a strategic initiative to rapidly expand the scale of our H2H services. These efforts primarily included promotions to attract users to our Jianke Platform, and incentives to encourage physician and patient activities. Although these promotional initiatives resulted in our gross profit margin decreasing to 12.5% in 2021, we were able to cultivate user habits and develop a stronger paying user base. This places us in a better position to achieve sustainable long-term growth and profitability, reflected in the upward trend in our gross profit margin of 17.3% in 2022.

Robust Growth of Operating Metrics on Jianke Platform

From 2016 to 2019, in order to maintain the ongoing business operations of the Jianke mobile applications and website during our business reorganization, their operations were carried out by Guangdong Jianke under license and authorization from the Initial WFOE until July 2019 when we began to operate them in-house. For more information, see “History, Reorganization and Corporate Structure—Reorganization and Disruption of Production and Business Operations Incident—Business Reorganization from Guangdong Jianke to the Pre-reorganization Group” in this document. GMV generated by the Jianke Platform and through third-party e-commerce platforms increased from RMB1,292.2 million in 2020 to RMB1,945.4 million in 2021, and further increased to RMB2,430.3 million in 2022 at a CAGR of 37.1%. Key operating metrics of our business have also witnessed positive growth, as summarized below:

- *Paying user base expansion.* The number of paying users of the Jianke Platform grew from approximately 2.0 million in 2020 to 2.5 million in 2021 and further to 3.9 million in 2022.
- *Increase in registered physicians.* The number of registered physicians on our H2H service platform continued to increase since we began to operate the Jianke mobile applications and website in-house in July 2019 and reached more than 200,000 as of December 31, 2022.

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- *User loyalty and activity.* The average spending per paying user on the Jianke Platform was RMB661.3, RMB766.3 and RMB626.7 in 2020, 2021 and 2022, respectively, which was higher than the industry average for the respective period, according to CIC. In addition, we recorded an average retention rate of our users of 58.3% in 2022.

During the Track Record Period, we made significant investment in expanding our teams across different functions and enhancing our brand recognition. Starting in 2020, we began to invest heavily in our sales and marketing, administrative, and research and development efforts, including selling and marketing initiatives such as promoting our Jianke Platform through app stores and different online and social media channels, and increases in headcounts of our operational, administrative and research and development teams, all of which resulted in a significant increase in our operating expenses. Our selling and distribution expenses and administrative expenses increased from RMB285.0 million in 2020 to RMB448.3 million in 2021 and further increased to RMB507.7 million in 2022. The table below sets forth a breakdown of our operating expenses and their respective percentages to our revenue for the years indicated:

	For the year ended December 31,		
	2020	2021	2022
Selling and distribution expenses (RMB'000)	183,169	309,291	330,248
– As a percentage of total revenue (%)	15.8	17.6 ⁽¹⁾	15.0
Administrative expenses (excluding research and development costs) (RMB'000)	69,137	93,017	115,700
– As a percentage of total revenue (%)	6.0	5.3	5.2
Research and development costs (RMB'000)	32,658	45,950	61,783
– As a percentage of total revenue (%)	2.8	2.6	2.8

Note:

- (1) Our selling and distribution expenses as a percentage of revenue increased in 2021 primarily due to (i) the increased service fees to registered physicians to encourage physician activity and in turn, increase user base and paying user conversion, as well as the increased number of physicians registered on our platform; and (ii) the increased advertising and platform service fees due to our online marketing efforts to promote our brand and services to reach a larger potential user base. In 2022, our selling and distribution expenses as a percentage of revenue decreased primarily resulting from economies of scale, a reduction in our compensation to registered physicians and our increased cost efficiency after building up our in-house operating capabilities.

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Our investment in sales and marketing activities, such as incentivizing physician activity on our platform and advertising and promotion of our brand, has enabled us to grow our brand reach and attract more users and physicians to register with us. Moreover, we aimed to incentivize effective activity from physicians, such as providing online consultations, e-prescriptions, and academic and patient community services. These activities, although not profit-making to us, create a better user experience for patients, which we believe can improve our overall user stickiness and increase the conversion rate of active users to paying users to our H2H service platform, thereby reducing user acquisition costs and improving our profitability. In addition, during the Track Record Period, we had made a significant investment in cultivating our own team and reducing reliance on outsourcing. As we grow in scale, we believe that having in-house teams with the capability to operate various functions is crucial to building a well-rounded business, and will also be more cost-effective for our business operations in the long-run.

In the early stage of building our business foundation, we prioritized scaling our business. To that end, we implemented strategies for effective user acquisition, such as offering discounts and promotions to grow our user base and incentivize user activity. As a result of these efforts, our gross profit margin decreased from 18.1% in 2020 to 12.5% in 2021. Our gross profit margin then increased from 12.5% in 2021 to 17.3% in 2022, primarily due to the greater flexibility we have gained in price-setting as we were able to negotiate more favorable procurement terms due to our increased business scale.

As we were developing our business, we recorded net losses and net operating cash outflows during the Track Record Period. In 2020, 2021 and 2022, our adjusted net loss (non-HKFRS measure) was RMB64.1 million, RMB206.8 million and RMB89.4 million, respectively. Our adjusted net loss (non-HKFRS measure) increased significantly in 2021 because we aimed to expand our user base and develop loyal customers on our platform by incentivizing physician activity on our platform and offering various discounts and promotions to users. These initiatives led to (i) an increase in service fees to physicians; and (ii) a decrease in our gross profit margin in 2021. In addition, other than 2020 in which we recorded a net operating cash inflow of RMB22.1 million, our net operating cash outflow in 2021 and 2022 amounted to RMB203.7 million and RMB50.0 million, respectively, primarily due to our initiatives to incentivize physician activity and to attract and develop a loyal customer base. For a period-on-period analysis of our financial performance, see “Financial Information—Description of Certain Consolidated Statements of Profit or Loss and Other Comprehensive Income Items—Comparison of Results of Operations.” These financial results primarily reflect the significant costs and expenses we incurred in growing our user base, assembling our own team after we began to operate the Jianke Platform in-house, investing in our research and development capabilities to optimize the functions of our mobile applications and website to improve user experience and increasing our selling and marketing efforts to promote user engagement and enhance our brand recognition, which we believe are crucial as our foundation for long-term growth and success.

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Our Strategies to Deliver Sustainable Revenue Growth and Profitability

We believe there will continue to be a significant need for better chronic disease management in China for years to come. According to CIC, the size of online chronic disease management market in China in terms of GMV is expected to continue to grow at a CAGR of 30.7% from RMB133.4 billion in 2022 to RMB1,138.9 billion in 2030. In particular, the market size of the online to-consumer chronic disease management market is projected to grow from RMB27.6 billion in 2022 to reach RMB584.8 billion in 2030, representing a CAGR of 46.5%.

We believe that online to-consumer chronic disease management platforms are an overarching trend in the PRC healthcare system, by providing patients with convenient access to medical consultation and prescription services, improving the availability, quality and coverage of medical services in China. Online to-consumer chronic disease platforms enable patients to reach high quality healthcare providers and receive medical consultations and prescriptions beyond physical constraints.

In addition, the COVID-19 pandemic has expedited the market adoption of online healthcare services in the last three years. The COVID-19 pandemic has demonstrated the positive role that online to-consumer chronic disease management platforms can play in the healthcare industry to improve the availability of medical resources and alleviate pressure on major hospitals in China. The pandemic has also cultivated consumer habits, accelerating user growth for the online to-consumer chronic disease management market in China. The pandemic also prompted the government and policy support for online chronic disease management market. Multiple favorable policies have been introduced to support online diagnosis and treatment. For example, in March 2020, the NHC and National Healthcare Security Administration issued the Guidance on the Development of “Internet+” Medical Insurance Services During the Prevention and Control of the COVID-19 Outbreak, which permitted doctors to provide online prescriptions for insured patients. Although the COVID-19 pandemic has come under control, we believe that the user adoption of online to-consumer healthcare services and the consumer habits cultivated will persist post-pandemic. As such, it is expected that demand for online to-consumer CDM services will continue to grow.

As a pioneer and leader in this growing industry segment, we believe that our active user base of patients and physicians, strong relationships with pharmaceutical companies, and ability to offer diversified and well-designed services and products will enable us to capture future growth opportunities. Going forward, we expect to sustain our revenue growth and achieve profitability by continuing to build a high-quality user base, introducing higher margin products and services, optimizing our procurement costs, and enhancing our operational efficiency.

Our Directors believe that, considering the underlying industry trend towards online to-consumer chronic disease management platforms and by implementing the strategies set out below, our business is and will continue to be sustainable and our profitability will improve.

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Building economies of scale and controlling operating expenses

We have benefited from operational efficiency arising from the economies of scale we have achieved, and will continue to actively control operating expenses and expect that our operating expenses as a percentage of revenue will gradually decrease as our business expands. In 2020, 2021 and 2022, our selling and distribution expenses amounted to RMB183.2 million, RMB309.3 million and RMB330.2 million, respectively, accounting for 15.8%, 17.6% and 15.0% of our revenue for the same years, respectively. For those same years, our administrative expenses amounted to RMB101.8 million, RMB139.0 million and RMB177.5 million, respectively, accounting for 8.8%, 7.9% and 8.1% of our revenue for the same years, respectively. Despite the increases in absolute amount during the Track Record Period, our selling and distribution expenses and administrative expenses as a percentage of revenue remained relatively stable and generally exhibited a downward trend, which was primarily attributable to economies of scale and our increased cost efficiency after building our in-house operating capabilities. In particular, the decrease in our selling and distribution expenses as a percentage of revenue from 17.6% in 2021 to 15.0% in 2022 was also partly the result of optimizing the criteria for evaluating the number of hours that physicians were active on our platform. For instance, through review of physician behavior and data analytics, we were able to better differentiate between effective activity and ineffective activity (e.g., when the physician is logged on the app but switches to other apps). By more accurately interpreting physician behavior, we were able to further optimize our compensation structure to reward effective activity, leading to an overall reduction in service fees paid to registered physicians in 2022.

Going forward, we intend to take the following measures to further improve our operating efficiency:

- As we grew our business, we began to enhance our in-house operating capabilities, which we believe is more cost-effective in the long run as we will be able to better manage and increase the productivity of in-house teams and achieve economies of scale. During the Track Record Period, we had focused on building our own team and reducing reliance on outsourcing ancillary functions, such as business development, IT development and human resources. As a result, our outsourcing expenses lowered from RMB51.7 million in 2020 to RMB29.5 million in 2021, and remained relatively stable and amounted to RMB30.6 million in 2022. Overall, the total amount of staff costs (recorded under selling and distribution expenses and administrative expenses) and outsourcing costs as a percentage of revenue decreased from 5.9% in 2020 to 5.5% in 2021 and 5.4% in 2022. This indicates that we were able to improve our cost-effectiveness by transitioning from outsourcing to in-house capabilities. We will further improve our centralized management, streamline internal workflows and leverage technology to drive cost-effective management. For instance, our AI medical assistant provided assistance for approximately 67.5% of consultations during the Track Record Period. With the help of our AI medical assistant, the number of orders processed per person per day by our customer service personnel increased from 67.3 in 2019 when we first launched our AI medical assistant, to 378.3 in 2022, representing a CAGR of 77.8% from 2019 to 2022. In addition, we have integrated knowledge mapping technology into our platform to

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develop a prescription verification system that can check the suitability of physicians’ prescriptions for our H2H services. Using deep learning technology, we have introduced an intelligent prescription image recognition system which significantly improves the efficiency of e-prescription review and verification. We also developed intelligent packaging optimization algorithms and built a mechanized assembly line to automate merchandise packing, labeling and parcel sealing, drastically improving the efficiency of our warehouse operations. Moreover, we intend to invest in academic and on-the-job training to equip our sales and business development staff with more useful and professional knowledge in online chronic disease management so as to upgrade the overall quality and efficiency of business development.

- As we continue to grow our user base, we expect to continue benefiting from greater and heightened brand recognition to grow our business. We expect to attract and retain users more through word-of-mouth referrals, and reduce our reliance on extensive marketing and advertising campaigns. During the Track Record Period, our advertising and platform service fees as a percentage of revenue decreased from 4.6% in 2020 to 4.4% in 2021, and further to 3.9% in 2022. Despite this decrease, our revenue has continued to increase. This testifies to the effectiveness of word-of-mouth referrals by physicians and patients in growing our brand reach. Hence, as our business gains strong user engagement, we plan to gradually lower our discounts and investment in marketing and promotional activities. While we still consider marketing and advertising campaigns as an important channel for user access expansion, we will optimize the placement of relevant advertising campaigns to increase promotion efficiency we see fit. Moving forward, we will continue to fine-tune our marketing strategies to operate more efficiently and effectively as our business expands.

Building a high-quality user base

We will continue to focus on strengthening user activity and loyalty to build a high-quality user base, which we expect to be one of the key factors driving our business growth. We have accumulated experience that has enabled us to develop and identify effective strategies for addressing the evolving needs of our users, so as to deliver a superior user experience, which sustains the retention of an active and loyal user base. As a result of our efforts, the repeat purchase rate on our Jianke Platform increased from 81.3% to 82.0% and 83.3% in 2020, 2021 and 2022, respectively.

We anticipate that our large, high-quality user base will bring us additional monetization opportunities. For example, we plan to expand the scope of chronic disease services offered on our platform and continue to enlarge and diversify our SKUs, especially prescription and difficult-to-source drugs for chronic diseases, in order to better meet the evolving needs of our users. We plan to undertake a number of initiatives to optimize our product mix and further improve our gross profit margin and profitability: (i) increase our procurement and sales of traditional Chinese medicine and nutritional products which are effective for treating chronic diseases; (ii) collaborate with pharmaceutical companies to pinpoint additional high-margin medications which would be beneficial to our user base of chronic disease patients; (iii) ensure

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access to high margin, difficult-to-source medications, by leveraging our deep, long-standing relationships with pharmaceutical companies, and demonstrating our platform’s unique ability by connecting pharmaceutical companies with a vast pool of registered doctors and patients. As of December 31, 2022, we had collaborated with more than 670 pharmaceutical companies. We plan to deepen our collaboration with our existing pharmaceutical company partners to promote a more diversified pool of SKUs. As of December 31, 2022, we had offered over 211,100 drug SKUs, and we expect the number of SKUs offered on our platform to continue to grow in the future, which will enable us to derive additional revenue from the enlarged user base. We believe that the resources accumulated on our platform, including our patient and physician base, and supplier network, will enable us to achieve economies of scale in promoting and selling these products.

With the expansion of our user base, we have seen increasing interest from pharmaceutical companies in our platform as an efficient and targeted channel to reach patients and physicians. We anticipate this will continue to drive strong revenue growth for our personalized content and marketing solutions. In 2022, we conducted more than 6,300 live streaming sessions via our platform, and we anticipate a further increase in this number as we continue to advance this business segment.

Introducing products and services which can bring higher value-added and increased scale

We aim to build a chronic disease management ecosystem dedicated to serving the needs of key stakeholders including patients, physicians and pharmaceutical companies. As we develop a highly loyal user base, we plan to introduce new service and product offerings with higher margins. We had a track record of successfully monetizing our user base through introduction of high-value-added product offerings.

For example, we began to provide customized content and marketing solutions and observed rapid revenue growth of this high margin business from RMB13.6 million in 2020 to RMB27.6 million in 2021 and further to RMB60.3 million in 2022. To continue growing this segment, we intend to enhance our service offerings to retain our existing pharmaceutical company partners and attract new ones. This will involve broadening the services and information covered on the platform, as well as refining and enriching the content in each specialty area, adding subspecialties and providing more value to patients and physicians. We also plan to expand our content offerings in multimedia formats, such as short form videos and live streaming of medical seminars and conferences, in order to better engage users’ attention and make the marketing campaigns more effective.

We are also expanding our product offerings to cater to diverse patient needs. We regularly review and analyze our product mix in order to better meet the needs of our users. In the future, we expect to further expand our product offerings of high-value-added products, including healthcare and nutritional supplements and traditional Chinese medicines, which would also complement our broad selection of prescription drug SKUs.

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Lowering procurement costs

As our business scale grows, we are increasingly able to negotiate more favorable prices and commercial terms with suppliers, including lower per unit prices for certain SKUs. In addition, our proprietary supply chain and procurement system allows us to link directly to the inventory systems of our major suppliers and access real-time pricing and availability data. This automated approach allows us to minimize procurement search costs while ensuring favorable pricing. Since the launch of our smart supply chain management system, we have been able to lower procurement costs for 60.6% of the SKUs we purchased during the Track Record Period. The continued reduction in our procurement costs will allow us to improve our gross profit margin and overall profitability.

Going forward, we expect to adopt a number of measures to further improve our gross profit margin:

- As we gradually instill consumer habits and build customer loyalty to our services, we aim to dynamically adjust and optimize our pricing levels to enhance our gross profit margin.
- We expect to improve our overall procurement costs by leveraging our growing procurement volumes and improved bargaining power to secure more favorable input prices, credit terms, and rebates from existing suppliers and pharmaceutical company partners, while expanding our sourcing channels to include additional suppliers and pharmaceutical companies.
- We plan to further grow our high-margin customized content and marketing solution business, which will further improve our overall gross profit margin profile.

Working Capital Sufficiency

We recorded net current liabilities of RMB1.9 million as of December 31, 2022, which was primarily because we recorded significant contract liabilities as there was a surge of drug orders on our platform in December 2022 as a result of the COVID-19 pandemic in China, but logistics services were affected during the pandemic, resulting in delays in shipment and delivery of our orders. By April 30, 2023, we recorded net current assets of RMB49.8 million, which was primarily attributable to an increase in our inventories and a decrease in our contract liabilities. We will continue to grow our user base to drive revenue growth. Leveraging our growing procurement volumes, our bargaining power will improve, which will enable us to secure more favorable input prices and lower our overall procurement costs. We are also actively streamlining our operations to achieve economies of scale and optimizing our expense structure. Moreover, we are actively monitoring our trade payables and receivables settlement to ensure that we have sufficient working capital. We expect these efforts to contribute to improving our operating cash flows. In addition, we had proceeds of US\$8.6 million from our Series D+ financing in December 2022, and expect to receive [REDACTED] from the [REDACTED] of approximately HK\$2,205.0 million based on the low end of the

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[REDACTED] range, all of which contribute to our capital resource pool. While we recorded net liabilities throughout the Track Record Period, this was primarily due to the convertible redeemable preferred shares that we recorded as of December 31 of each year during the Track Record Period. Upon the completion of the [REDACTED], all of our convertible redeemable preferred shares will be automatically converted to ordinary shares.

Based on the financial resources available to us (including our cash and cash equivalents on hand, cash generated from operating activities, and the estimated [REDACTED] from the [REDACTED]), our expansion plan, and the estimated cash generated from operating activities, our Directors are of the view that we will have sufficient working capital for the next 12 months from the date of this document. For details, see “Financial Information—Liquidity and Capital Resources—Working Capital” for details.

Based on the foregoing, our Directors are of the view that our Group has a sustainable business. The foregoing forward-looking statements are based on numerous assumptions regarding our present and future business strategies and the environment in which we will operate in the future. These forward-looking statements involve known and unknown risks, uncertainties and other factors, some of which are beyond our control, which may cause the actual results, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. For related risks, see “Forward-looking Statements” section in this document.

After due consideration of the foregoing factors and discussions with the management, the Joint Sponsors have no reason to believe that the Directors’ foregoing views are unreasonable.

RECENT DEVELOPMENT AND NO MATERIAL ADVERSE CHANGE

Subsequent to the Track Record Period and up to the date of this document, we have witnessed continued improvement in our key operating results. From December 2022 to January 2023, the PRC government announced a series of policies and measures that had the overall effect of lifting COVID-19-related restrictions and testing requirements, opening borders and lifting travel restrictions. On December 7, 2022, the PRC government released a circular on further optimizing its COVID-19 response, announcing ten new prevention and control measures to ease restrictions on inbound travels and visits to public venues, and to reduce the scope and frequency of mass nucleic acid testing. In late December 2022, the NHC made the announcement to downgrade the management of COVID-19 and remove it from infectious disease management requiring quarantines as of January 8, 2023. During this period of time, there was a significant increase in demand for medical resources, which created a tremendous strain on the public healthcare system across China. Since the fourth quarter in 2022, we saw strong GMV growth on our Jianke Platform as increasing numbers of consumers

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turned to online platforms such as ours for medication purchases and online medical consultations. The GMV of our Jianke Platform in January 2023 reached RMB345.9 million, which was higher than the GMV of RMB182.2 million that we recorded during the same period in 2022.

Our Directors confirm that there has been no material adverse change in our financial, operational or trading positions or prospects since December 31, 2022, being the date of our consolidated financial statements as set out in the Accountants’ Report, and up to the date of this document. Despite our expanding business scale, we expect to continue to record losses, which are expected to increase in 2023, primarily because we expect to grant all the remaining RSUs under our existing share-based incentive plan in 2023, resulting in a significant increase in share-based compensation expenses. Our future profitability is uncertain and subject to various factors. For details, see “Risk Factors—We have a history of net losses and negative operating cash flow. We cannot ensure future profitability.”

MAJOR CUSTOMERS AND SUPPLIERS

We have a broad base of customers. Customers for our comprehensive medical services and online retail pharmacy services are mainly individual users, and we occasionally sell pharmaceutical products to offline pharmacies and pharmaceutical distributors. For our customized content and marketing solutions, our customers are mainly pharmaceutical companies. For each year during the Track Record Period, revenue derived from our five largest customers accounted for less than 5.0% of our total revenue. All of our five largest customers for the years ended December 31, 2020, 2021 and 2022 are Independent Third Parties. See “Business—Our Customers” for details.

We mainly procure pharmaceutical products including prescription drugs, OTC drugs, medical device and accessories, from authorized distributors of multinational and domestic pharmaceutical companies. In 2020, 2021 and 2022, purchases from our top five suppliers accounted for 70.6%, 60.9% and 57.2% of our total purchases, respectively, and purchases from our largest supplier alone accounted for 47.0%, 20.5% and 14.8% of our total purchases during each of those years, respectively. For details on our suppliers, see “Business—Our Suppliers.”

Overlapping Customers and Suppliers

For the year ended December 31, 2022, to the best knowledge and belief of our Directors, two of our five largest customers were also our suppliers. We sold certain types of pharmaceutical products to these companies as part of our inventory management strategy, and also procured certain other types of pharmaceutical products, medical devices, healthcare and nutritional supplements and other wellness products from them. The products sold to, and purchased from, these companies were different. Our aggregate sales to these two customers amounted to RMB9.5 million in 2022, accounting for less than 0.5% of our total revenue for

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the same year. Our purchases from these two companies amounted to RMB15.9 million in 2022, accounting for less than 1.0% of our total purchases for the same year. None of our five largest customers in each of 2020 and 2021 was also our supplier during the same period.

Our Directors confirm that all of our sales to and purchases from these two companies were conducted in the ordinary course of business under normal commercial terms, and none of our sales to and purchases from these overlapping entities is the same or ‘back-to-back sales during the Track Record Period. For details of such overlaps during our Track Record Period, see “Business—Overlapping Customers and Suppliers.”

MATERIAL RELATED PARTY TRANSACTIONS

During the Track Record Period, we entered into a number of transactions with related parties, including Mr. Xie, our Controlling Shareholder, and companies controlled by Mr. Xie or over which Mr. Xie had significant influence.

- *Purchase of Goods.* In 2020, we procured pharmaceutical products, medical devices, healthcare and nutritional supplements and other wellness products from Guangzhou Jianke for our online retail pharmacy services and comprehensive medical services, leveraging their long-term relationships with suppliers and pharmaceutical wholesale capabilities. We began to procure products predominantly from independent third-party suppliers in 2021, leveraging the extensive collaboration we have successfully established with them, and our purchase of goods from Guangzhou Jianke decreased in the same year. We ceased to procure products from related parties in 2022.
- *Purchase of Services.* In 2020, we outsourced certain customer services, administrative services and R&D services to some related parties as we were still in the process of building in-house capabilities and utilized outside services to support our growing operations. We ceased to procure services from related parties in 2021 because we had substantially built our in-house teams and operation capabilities.
- *Advance of Borrowings.* In 2020 and 2021, we provided liquidity support, in the form of advance of borrowings, to a number of related parties. These included companies over which Mr. Xie had significant influence, such as Guangzhou Jianke, as well as Mr. Xie and companies controlled by Mr. Xie. We ceased to provide advance of borrowings to related parties since 2022.

See “Financial Information—Description of Certain Consolidated Statements of Profit or Loss and Other Comprehensive Income Items—Recognition of Impairment Losses,” “Financial Information—Liquidity and Capital Resources—Cash Flows—Net Cash Flows Generated from/(Used in) Financing Activities,” and “Financial Information—Material Related Party Transactions” in this document for details.

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RISK FACTORS

We are exposed to risks inherent in providing online healthcare services and selling pharmaceutical and healthcare products in China. Claims, user complaints or administrative penalties may be made or imposed against us or the relevant pharmaceutical companies if any of the products sold through our Jianke Platform are deemed or proven to be unsafe, ineffective or defective, or if they are found to contain illicit substances or infringe on any third party’s intellectual property rights. According to the Drug Administration Law (《藥品管理法》), if compensation claims related to product quality are received by a drug trading enterprise, it shall pay the compensation first, and then have the right to recover such payment from the drug manufacturer or holder of drug marketing authorization. We may also be subject to allegations of having engaged in practices such as improperly issuing prescriptions, sale of counterfeit and substandard medicines or other healthcare products or providing inadequate warnings or insufficient or misleading disclosures of side effects. We also face risks of medical liability claims arising from medical services provided through our Jianke Platform. Such claims may be made against us, our registered physicians (in relation to their provision of online consultation and e-prescription services) and our in-house medical professionals (in relation to their provision of e-prescription services). In particular, the physicians and pharmaceutical companies that we partner with, may provide sub-standard services, mishandle sensitive information, engage in other misconduct or commit medical malpractice, which could subject us to medical liability claims. According to the Regulation on Handling Medical Accidents (《醫療事故處理條例》), medical institutions and patients can resolve civil liability disputes, including compensation for medical accidents, through negotiation. According to the Civil Code of the PRC (《中華人民共和國民法典》), if a patient sustains any harm in the course of medical treatment due to the failure of the medical institution or its medical staff, the medical institution shall be liable for compensation. See “Risk Factors—Risks Relating to Our Business and Industry—We may be subject to product liability or medical liability claims, or claims or administrative penalties for counterfeit, substandard or unauthorized products on our platform, which could cause us to incur significant expenses and be liable for significant damage.”

With respect to our customized content and marketing solutions, under the relevant PRC laws, we are required to closely monitor the content published on our platform. We may be subject to potential liabilities for any unlawful actions of users of our websites. We and the relevant pharmaceutical companies may also be subject to liability for content distributed through our Jianke Platform that are deemed unlawful by relevant authorities. See “Risk Factors—Risks Relating to Our Business and Industry—We may be subject to liability for content available on our platform that is alleged to be factually incorrect, socially destabilizing, obscene, defamatory, libelous or otherwise unlawful.”

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In addition to the risks highlighted above, there are certain other risks in our operations and in connection with the [REDACTED], many of which are beyond our control. We believe the most significant risks we face include but are not limited to the following: (i) if we fail to manage the growth and expansion of our business, our results of operations, financial condition and growth prospects may be materially and adversely affected; (ii) we operate in an emerging and dynamic industry, and our historical results of operations and financial performance may not be indicative of future performance; (iii) maintaining customers’ trust in our Jianke Platform is critical to our success, and any failure to do so could damage our reputation and brand; (iv) if we fail to identify and attract sufficient qualified users to our online CDM platform, or fail to properly manage the conduct and quality of services provided by our in-house medical professionals and physicians registered on our platforms, as well as quality of products supplied to us by pharmaceutical companies, our online CDM business may be adversely impacted; (v) we have a history of net losses and negative operating cash flow. We cannot ensure future profitability; (vi) we, our directors, management and employees may from time to time become party to litigation, regulatory investigations, other legal or administrative disputes and proceedings that may have an adverse impact to our reputation and business prospects; (vii) we may be subject to penalties or disputes against us for failure to manage our in-house medical professionals and registered physicians; (viii) if we fail to keep up with rapid changes in big data analysis, AI technology and other technologies, our future success may be adversely affected; (ix) we collect and process a large amount of data in the ordinary course of our business. Any improper use or disclosure of such data, security breaches or attacks against our platform, and any potential reach or failure to protect confidential and proprietary information, could damage our reputation and adversely impact our business, results of operations and financial condition; and (x) the proper functioning of our technology infrastructure is essential to our business, and any failure to maintain the satisfactory performance, security and integrity of our technology infrastructure would materially and adversely impair our ability to provide services and affect our business, reputation, financial condition and results of operations. See “Risk Factors” of this document for details of our risk factors, which you should read carefully and in full before you decide to [REDACTED] in our shares.

PRE-[REDACTED] INVESTMENTS

We have received several rounds of Pre-[REDACTED] Investments since our establishment. For further details of the identity and background of the Pre-[REDACTED] Investors and the principal terms of the Pre-[REDACTED] Investments, see “History, Reorganization and Corporate Structure—Pre-[REDACTED] Investments” for details.

CONTROLLING SHAREHOLDERS

Pursuant to the Concert Deed, Mr. Xie and Mr. Zhou (together with Fangrong Management Limited, Fangzhan Holdings L.P., Xingyu Holdings L.P., Celaeno Group Limited and Silica Brothers Corp.) are acting together as a group of Controlling Shareholders. Immediately following completion of the [REDACTED] (assuming that the weighted voting rights structure is cancelled and without taking into account the [REDACTED] which may be

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allotted and issued upon the exercise of the [REDACTED]), our ultimate Controlling Shareholders, Mr. Xie (through Fangrong Management Limited, a limited liability company wholly-owned by Mr. Xie, Fangzhan Holdings L.P. and Xingyu Holdings L.P., each a limited partnership whose general partner is Xingyu Inc., a company wholly owned by Mr. Xie) and Mr. Zhou (through his wholly-owned companies, i.e. Celaeno Group Limited and Silica Brothers Corp.) will indirectly hold [REDACTED] Shares and [REDACTED] Shares in our Company, respectively, representing approximately [REDACTED]% and [REDACTED]% of shareholding in the Company, respectively.

See “Relationship with the Controlling Shareholders” for further details.

CAPITALIZATION OF THE COMPANY

As of the Latest Practicable Date, we had adopted a weighted voting rights structure, which will be cancelled, through the re-classification of all existing classes of shares into a single class of Ordinary Shares immediately prior to [REDACTED]. For details, see “History, Reorganization and Corporate Structure—Capitalization of the Company.”

CONTRACTUAL ARRANGEMENTS

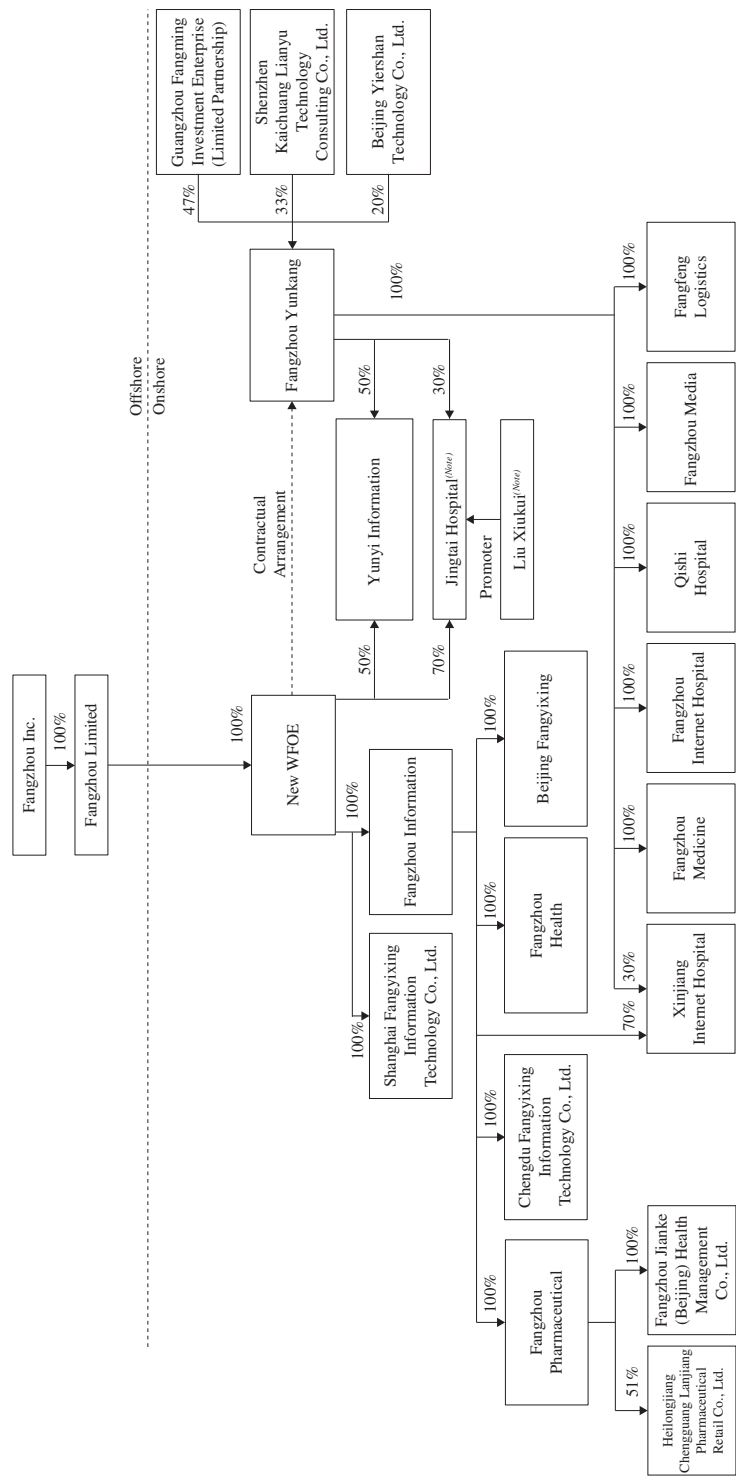
The operations of our Consolidated Affiliated Entities are subject to various foreign ownership restrictions under PRC laws and regulations. In order to maintain and exercise control over our Consolidated Affiliated Entities, we have adopted Contractual Arrangements. These Contractual Arrangements allow us to enjoy substantially all of the economic benefits of our Consolidated Affiliated Entities and consolidate their results of operations into ours. See “Contractual Arrangements” for further details.

REGULATORY OVERVIEW

On February 17, 2023, the CSRC released the Trial Administrative Measures of Overseas Securities Offering and Listing by Domestic Companies (《境內企業境外發行證券和上市管理試行辦法》) (the “**Trial Measures**”) and five supporting guidelines (collectively, the “**Trial Measures and Supporting Guidelines**”), which came into effect on March 31, 2023. The Trial Measures and Supporting Guidelines will regulate both direct and indirect overseas offering and listing of PRC domestic companies’ securities by adopting a filing-based regulatory regime. Pursuant to the Trial Measures and Supporting Guidelines, the [REDACTED] would be deemed as an indirect overseas securities offering by a PRC domestic company. According to the CSRC’s press conference for the release of the Trial Measures and the Notice on Administration for the Filing of Overseas Offering and Listing by Domestic Companies, on or prior to March 31, 2023, domestic companies that have already submitted valid applications for overseas offering and listing, but have not obtained an approval from overseas regulatory authorities or stock exchanges, may reasonably arrange the timing for submitting their filing applications with the CSRC, and must complete the filing before the completion of their overseas offering and listing. We [have completed] filing with the CSRC on [date] for the [REDACTED] and the [REDACTED] in accordance with the Trial Measures.

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The following simplified diagram illustrates the flow of economic benefits from our Consolidated Affiliated Entities to our Group stipulated under the Contractual Arrangements.



Note: Liu Xiukui is the registered promoter of Jingtai Hospital and a nominee of the New WFOE and Fangzhou Yunkang. The New WFOE and Fangzhou Yunkang each holds 70% and 30% of the registered capital and promoter's interest in Jingtai Hospital.

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FUTURE PLANS AND USE OF [REDACTED]

Assuming an [REDACTED] of HK\$[REDACTED] per Share (being the mid-point of the indicative [REDACTED] range of HK\$[REDACTED] to HK\$[REDACTED] per Share), we estimate that we will receive net [REDACTED] of approximately HK\$[REDACTED] million from the [REDACTED] after deducting the [REDACTED] and other estimated expenses paid and payable by us in connection with the [REDACTED] and assuming that the [REDACTED] is not exercised. In line with our strategies, we currently intend to use our [REDACTED] from the [REDACTED] for the purposes and in the amounts set forth below:

- (i) approximately [REDACTED]%, or HK\$[REDACTED] million, will be used for business expansion in the next three to five years;
- (ii) approximately [REDACTED]%, or HK\$[REDACTED] million, will be used for research and development activities in the next five years;
- (iii) approximately [REDACTED]%, or HK\$[REDACTED] million, will be used for our potential investments and acquisitions or strategic alliances with other stakeholders in the value chain of the online chronic disease management industry; and
- (iv) approximately [REDACTED]%, or HK\$[REDACTED] million, will be used for our working capital and general corporate purposes.

See “Future Plans and Use of [REDACTED]” for details.

[REDACTED]

The statistics in the following table are based on the assumptions that [REDACTED] Shares will be issued pursuant to the [REDACTED] and the [REDACTED] is not exercised:

	Based on [REDACTED] of HK\$[REDACTED]	Based on [REDACTED] of HK\$[REDACTED]
[REDACTED] of our Shares ⁽¹⁾	HK\$[REDACTED] million	HK\$[REDACTED] million
Unaudited pro forma adjusted net tangible assets of the Group per Share as of December 31, 2022 ⁽²⁾	HK\$[REDACTED]	HK\$[REDACTED]

Notes:

- (1) The calculation of [REDACTED] is based on [REDACTED] Shares expected to be in issue immediately upon completion of the [REDACTED].

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- (2) The unaudited pro forma adjusted net tangible asset per Share is calculated after making adjustments described in “Appendix II—Unaudited Pro Forma Financial Information” and on the basis that a total of [REDACTED] Shares is expected to be in issue immediately upon the completion of the [REDACTED] (which is calculated based on 1,189,225,279 Shares in issue as of December 31, 2022, and adjusted to include the [REDACTED] Shares that will be newly issued upon the [REDACTED], but does not include the 127,242,178 Class A Ordinary Shares to be issued to Endeavor Cloud Limited, Maofeng Cloud Limited and Lianhe Cloud Limited shortly before [REDACTED]) assuming the [REDACTED] is not exercised. Such adjustments were made in accordance with Rule 4.29 of the Listing Rules and with reference to Accounting Guideline 7 “Preparation of Pro Forma Financial Information for Inclusion in Investment Circulars” issued by the Hong Kong Institute of Certified Public Accountants, where in general, pro forma adjustments shall be directly attributable to the transaction concerned but not in respect of any other subsequent events unless they qualify as an adjusting event under HKAS/IAS 10 or an inter-locking component of the relevant transaction. As the issuance of the 127,242,178 Class A Ordinary Shares to Endeavor Cloud Limited, Maofeng Cloud Limited and Lianhe Cloud Limited shortly before [REDACTED] qualifies neither as an adjusting event under HKAS/IAS 10 nor as an interlocking dependent component of the [REDACTED], such shares to be issued were excluded from the pro forma adjustments.

DIVIDENDS

No dividend has been paid or declared by our Company during the Track Record Period. Any future declarations and payments of dividends will be at the absolute discretion of our Board and if necessary, subject to the approval of our Shareholders at the general meeting. There can be no assurance that we will be able to declare or distribute any dividend in the amount set out in any plan of the Board or at all. Currently, we do not have any dividend policy or intention to declare or pay any dividends in the near future. As advised by our legal advisor as to Cayman Islands law, notwithstanding that the Company may have accumulated losses, the Company may declare dividend (a) out of profits of the Company if the Company has sufficient profits, realised or unrealised, unless such is contrary to the accounting principles adopted by the Company or (b) out of the share premium of the Company if following the date on which the dividend is proposed to be paid, the Company is able to pay its debts as they fall due in the ordinary course of business. In determining whether to declare a dividend, our Board will need to be satisfied that the declaration of dividend is in the best interest of the Company and may make provision for losses. [REDACTED] should not [REDACTED] our Shares with the expectation of receiving cash dividends.

[REDACTED] EXPENSES

Assuming an [REDACTED] of HK\$[REDACTED] per Share (being the mid-point of the indicative [REDACTED] range of HK\$[REDACTED] to HK\$[REDACTED] per Share), and assuming that the [REDACTED] is not exercised, the aggregate commissions and fees, together with the Stock Exchange [REDACTED] fee, SFC transaction levy, AFRC transaction levy and Stock Exchange trading fee, legal and other professional fees, printing and other expenses relating to the [REDACTED], which are paid or payable by us, are estimated to be approximately RMB[REDACTED] million, accounting for [REDACTED]% of [REDACTED] from the [REDACTED]. During the Track Record Period, we incurred [REDACTED] expenses in the amount of RMB[REDACTED] million, of which RMB[REDACTED] million was recognized in the consolidated statements of profit or loss and other comprehensive income, and RMB[REDACTED] million was recognized as deferred

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[REDACTED] expenses in the consolidated statements of financial position as of December 31, 2022 which will be recognized as a reduction from equity upon the [REDACTED]. We expect to further incur additional [REDACTED] expenses of approximately RMB[REDACTED] million after the Track Record Period, of which approximately RMB[REDACTED] million is expected to be recognized in our consolidated statements of profit or loss and other comprehensive income, and approximately RMB[REDACTED] million is expected to be deducted from equity upon the [REDACTED] under the relevant accounting standards. By nature, our [REDACTED] expenses are composed of (i) [REDACTED] of approximately RMB[REDACTED] million, and (ii) non-[REDACTED] related expenses of approximately RMB[REDACTED] million, which consist of fees and expenses of legal advisors and Reporting Accountants of approximately RMB[REDACTED] million and other fees and expenses of approximately RMB[REDACTED] million.

APPLICATION FOR [REDACTED] ON THE STOCK EXCHANGE

We are applying for the [REDACTED] under Rule 8.05(3) of the Listing Rules and satisfy the [REDACTED]/revenue test, among other things, with reference to (i) our revenue for the year ended December 31, 2022, being RMB2,204.3 million, which is significantly over HK\$500 million as required by Rule 8.05(3) of the Listing Rules; and (ii) our expected [REDACTED] at the time of the [REDACTED], which, based on the low end of the [REDACTED] range, would exceed HK\$4 billion as required by Rule 8.05(3) of the Listing Rules.