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# Biostime International Holdings Limited 合生元國際控股有限公司

(Incorporated in the Cayman Islands with limited liability)
(Stock Code: 1112)

# CONTINUING CONNECTED TRANSACTIONS IN RELATION TO PURCHASE OF RAW MATERIALS

The Board announces that on 13 September 2012, BMcare Guangzhou, a direct wholly-owned subsidiary of the Company, entered into the Framework Purchase Agreement with Guangzhou Biohope in relation to the purchase of certain Raw Materials for the production of a new series of baby care products by BMcare Guangzhou.

As at the date of this announcement, Guangzhou Biohope is owned as to 52.8% by Mr. Luo Fei, 27.2% by Mr. Luo Yun and 20% by Mr. Chen Fufang, all of whom are Directors and among whom Mr. Luo Fei and Mr. Luo Yun are brothers. Mr. Luo Fei is an executive Director and the chief executive officer of the Company and hence a connected person of the Company. As Mr. Luo Fei can exercise more than 30% of the voting power at general meetings of Guangzhou Biohope, Guangzhou Biohope is an associate of Mr. Luo Fei and therefore a connected person of the Company under Rule 14A.11(4) of the Listing Rules. Therefore, the transactions contemplated under the Framework Purchase Agreement constitute continuing connected transactions for the Company under Chapter 14A of the Listing Rules.

The prices for the purchase of the Raw Materials by BMcare Guangzhou from Guangzhou Biohope under the Framework Purchase Agreement are determined based on the reasonable market prices of the Raw Materials agreed by both parties and the estimated costs for the supply of the Raw Materials, as well as taking into consideration of the volume of the Raw Materials to be purchased and the Term, and will not be higher than the prices made available by Guangzhou Biohope to Independent Third Parties for the same type of Raw Materials, in the same period and under the same market circumstances.

Both parties agree that during the Term, BMcare Guangzhou has an option to purchase the Raw Materials from other parties who offer more competitive prices, provided that the same high quality of the Raw Materials is secured.

The aggregate values of the transactions between BMcare Guangzhou and Guangzhou Biohope under the Framework Purchase Agreement in the relevant financial years of the

Company during the Term are capped at the Annual Caps, among which the Annual Cap of 2012 is RMB3,500,000 and the Annual Cap of 2013 is RMB15,000,000. The Annual Caps were arrived at after taking into account (a) the prices of the Raw Materials as prescribed in the Framework Purchase Agreement; and (b) the estimated volume of the Raw Materials that the Group may order from the Guangzhou Biohope during the Term.

As certain of the applicable percentage ratios (other than the profits ratio) as defined in Chapter 14 of the Listing Rules in respect of the Annual Caps are more than 0.1% but all of the relevant applicable percentage ratios are less than 5%, and that the transactions contemplated under the Framework Purchase Agreement are on normal commercial terms (or on terms no less favorable to the Group than terms made available from Independent Third Parties), the Framework Purchase Agreement and the transactions contemplated under it are subject to the reporting, annual review and announcement requirements but are exempt from the independent Shareholders' approval requirement under Chapter 14A of the Listing Rules.

## FRAMEWORK PURCHASE AGREEMENT

On 13 September 2012, BMcare Guangzhou, a direct wholly-owned subsidiary of the Company, entered into the Framework Purchase Agreement with Guangzhou Biohope in relation to the purchase of certain Raw Materials for the production of a new series of baby care products by BMcare Guangzhou.

The principal terms of the Framework Purchase Agreement are as follows:

Date: 13 September 2012

Parties: (i) BMcare Guangzhou as purchaser; and

(ii) Guangzhou Biohope as supplier.

**Duration:** For the Term which commenced on 13 September 2012 and

will end on 31 December 2013.

**Nature of transactions:** Purchase by BMcare Guangzhou from Guangzhou Biohope

of certain Raw Materials, including surfactants, organic flower waters, natural vegetable oils, tapioca starch and so forth, the specifications and prices of which are prescribed in the Framework Purchase Agreement, for the production of a

new series of baby care products by BMcare Guangzhou.

Payment terms: Payment by BMcare Guangzhou under the Framework

Purchase Agreement shall be made on a monthly basis. At the beginning of each month within the Term, both parties shall review and confirm the amount of Raw Materials purchased in the previous month, and BMcare Guangzhou

shall then arrange payment accordingly.

#### **BASIS OF CONSIDERATION**

The prices for the purchase of the Raw Materials by BMcare Guangzhou from Guangzhou Biohope under the Framework Purchase Agreement are determined based on the reasonable market prices of the Raw Materials agreed by both parties and the estimated costs for the supply of the Raw Materials, as well as taking into consideration of the volume of the Raw Materials to be purchased and the Term, and will not be higher than the prices made available by Guangzhou Biohope to Independent Third Parties for the same type of Raw Materials, in the same period and under the same market circumstances.

Both parties shall also review the prices of the Raw Materials as prescribed in the Framework Purchase Agreement on a semi-annual basis, and shall adjust such prices based on mutual consensus with reference to the prevailing market prices.

## THE ANNUAL CAPS

Pursuant to the Framework Purchase Agreement, the maximum aggregate amount of the transactions between BMcare Guangzhou and Guangzhou Biohope for the purchase of the Raw Materials in each of the relevant financial years of the Company during the Term is set out below:

Financial Year	Annual Cap
13 September 2012 - 31 December 2012	RMB3,500,000 (approximately HK\$4,278,728)
1 January 2013 - 31 December 2013	RMB15,000,000 (approximately HK\$18,337,408)

The Annual Caps were arrived at after taking into account (a) the prices of the Raw Materials as prescribed in the Framework Purchase Agreement; and (b) the estimated volume of the Raw Materials that the Group may order from Guangzhou Biohope during the Term.

# REASONS AND BENEFITS OF THE FRAMEWORK PURCHASE AGREEMENT

These Raw Materials are for the production of a new series of baby care products of BMcare Guangzhou and are mainly imported from overseas. The kinds of the Raw Materials are diverse, while the purchase amount of the Raw Materials is small as far as the Group is concerned. Guangzhou Biohope, since its establishment in 1994, has developed a wealth of experience and resources in trading raw materials for personal care products, and its extensive customer base enables it to have stronger bargaining power when facing its suppliers so as to purchase relevant raw materials at more competitive prices, as compared with BMcare Guangzhou. In addition, Guangzhou Biohope is the exclusive distributor in southern China in respect of some of the Raw Materials. In view of the above reasons, the Directors believe that purchasing all these Raw Materials by BMcare Guangzhou from Guangzhou Biohope under the Framework Supply Agreement could leverage on Guangzhou Biohope's substantial experience in the relevant industry and its extensive and solid source of supply, enabling the Group to secure

high quality of the Raw Materials with steady amount of supply, and meanwhile it is more efficient and economical, compared with BMcare Guangzhou purchasing directly from the suppliers of the Raw Materials.

Both parties agree that during the Term, BMcare Guangzhou has an option to purchase the Raw Materials from other parties who offer more competitive prices, provided that the same high quality of the Raw Materials is secured. Therefore, BMcare Guangzhou is given more flexibility in choosing its suppliers.

The Directors, including the independent non-executive Directors, believe that the Framework Purchase Agreement has been entered into on normal commercial terms, and the terms of the Framework Purchase Agreement are fair and reasonable and in the interests of the Company and its Shareholders as a whole. As Mr. Luo Fei, Mr. Luo Yun and Mr. Chen Fufang are all Directors, and they hold 52.8%, 27.2% and 20% of the equity interests in Guangzhou Biohope, respectively, each of them therefore has a material interest in the Framework Purchase Agreement and has abstained from voting on the Board resolutions approving the Framework Purchase Agreement.

#### INFORMATION ON THE PARTIES

The Group is principally engaged in providing premium pediatric nutritional and baby care products in the PRC, including probiotic supplements, infant formulas, dried baby food products, nutrition supplements and baby care products for infants and children.

BMcare Guangzhou, as a direct wholly-owned subsidiary of the Company, is principally engaged in wholesale, import and export of personal care products for infants and children.

Guangzhou Biohope is principally engaged in import and distribution of raw materials for personal care products and household cleaning products.

# LISTING RULES IMPLICATION

As at the date of this announcement, Guangzhou Biohope is owned as to 52.8% by Mr. Luo Fei, 27.2% by Mr. Luo Yun and 20% by Mr. Chen Fufang, all of whom are Directors and among whom Mr. Luo Fei and Mr. Luo Yun are brothers. Mr. Luo Fei is an executive Director and the chief executive officer of the Company and hence a connected person of the Company. As Mr. Luo Fei can exercise more than 30% of the voting power at general meetings of Guangzhou Biohope, Guangzhou Biohope is an associate of Mr. Luo Fei and therefore a connected person of the Company under Rule 14A.11(4) of the Listing Rules. Therefore, the transactions contemplated under the Framework Purchase Agreement constitute continuing connected transactions of the Company under Chapter 14A of the Listing Rules.

As certain of the applicable percentage ratios (other than the profits ratio) as defined in Chapter 14 of the Listing Rules in respect of the Annual Caps are more than 0.1% but all of the relevant applicable percentage ratios are less than 5%, and that the transactions contemplated under the Framework Purchase Agreement are on normal commercial terms (or on terms no less

favorable to the Group than terms made available from Independent Third Parties), the Framework Purchase Agreement and the transactions contemplated under it are subject to the reporting, annual review and announcement requirements but are exempt from the independent Shareholders' approval requirement under Chapter 14A of the Listing Rules. Details of the Framework Purchase Agreement will be included in the next published annual report and accounts of the Company in accordance with Rule 14A.45 of the Listing Rules.

#### **DEFINITIONS**

In this announcement, the following expressions shall have the following meanings unless otherwise stated:

"Annual Caps" the maximum aggregate amount of the transactions between BMcare

Guangzhou and Guangzhou Biohope under the Framework Purchase Agreement in the relevant financial years of the Company during the Term, as more particularly set out in the section headed "the Annual

Caps" of this announcement

"associate" has the meaning ascribed to it in the Listing Rules

"BMcare Baby Products Inc. (Guangzhou), a limited liability company established under the laws of the PRC on 17 September 2009 and a

direct wholly-owned subsidiary of the Company

"Board" the board of Directors of the Company

"Company" Biostime International Holdings Limited (合生元國際控股有限公

司), a limited liability company incorporated in the Cayman Islands, the shares of which are listed and traded on the Main Board of the

Stock Exchange

"connected person(s)" has the meaning ascribed to it in the Listing Rules

"continuing

connected has the meaning ascribed to it in the Listing Rules

transaction(s)"

"Director(s)" the director(s) of the Company

"Framework the framework purchase agreement entered into on 13 September

Purchase Agreement" 2012 between BMcare Guangzhou and Guangzhou Biohope in

respect of the purchase of the Raw Materials

"Group" the Company and its subsidiaries

"Guangzhou Guangzhou Biohope Co., Ltd., a limited liability company

Biohope'' established under the laws of the PRC on 20 December 1994

"HK\$"	Hong Kong dollars, the lawful currency of Hong Kong
"Independent Third Party(ies)"	an independent third party(ies), including the ultimate beneficial owners of such party(ies), not connected with the Company or any of its subsidiaries or any of their respective directors, chief executive or substantial shareholders or any of their respective associates
"Listing Rules"	the Rules Governing the Listing of Securities on the Stock Exchange
"PRC"	the People's Republic of China
"RMB"	Renminbi, the lawful currency of the PRC
"Raw Materials"	certain raw materials purchased by BMcare Guangzhou from Guangzhou Biohope under the Framework Purchase Agreement for the production of a new series of baby care products by BMcare Guangzhou, including surfactants, organic flower waters, natural vegetable oils, tapioca starch and so forth, the specifications and prices of which are prescribed in the Framework Purchase Agreement

"Shareholder(s)" the shareholder(s) of the Company

"Stock Exchange" The Stock Exchange of Hong Kong Limited

"Term" the term of the Framework Purchase Agreement, being the period

between 13 September 2012 and 31 December 2013 unless terminated earlier in accordance with the terms of the Framework

Purchase Agreement

"%" per cent

By Order of the Board

Biostime International Holdings Limited

Luo Fei

Chairman

# Hong Kong, 13 September 2012

As at the date of this announcement, the executive Directors of the Company are Mr. Luo Fei and Ms. Kong Qingjuan; the non-executive Directors of the Company are Dr. Zhang Wenhui, Mr. Wu Xiong, Mr. Luo Yun and Mr. Chen Fufang; and the independent non-executive Directors of the Company are Dr. Ngai Wai Fung, Mr. Tan Wee Seng and Professor Xiao Baichun.

<sup>\*</sup> In this announcement, amounts denominated in RMB have been converted into HK\$ at the exchange rate of HK\$1=RMB0.818, for illustration purposes only.