

Stock Code: 300957

Stock Abbreviation: Botanee

Announcement No.: 2024- 053

Yunnan Botanee Bio-Technology Group Co., Ltd.

2024 Q3 Quarterly Report

Botanee and all members of the Board of Directors guarantee that the information disclosed herein is true, accurate and complete without false hoods, misleading statements or major omissions.

Notices:

1. Botanee's Board of Directors, Board of Supervisors, as well as directors, supervisors and senior management officers guarantee that the present quarterly report is true, accurate and complete without false hoods, misleading statements or major omissions, and undertake individual and joint legal liabilities arising therefrom.

2. Botanee's legal representative Mr. Guo Zhenyu, CFO Mr. Wang Long, and Head of Accounting Department Mr. Liu Zhaofeng hereby declare that the financial information herein is authentic, accurate, and complete.

3. Whether this Q3 report has been audited or not:

Yes No

I. Key financial data

(i) Major Accounting Data and Financial Indicators

Whether the Company needs to retrospectively adjust or restate the accounting data for the previous years

Yes No

	This Reporting Period	Change in the Reporting Period (%)	From the beginning of the year to the end of the Reporting Period	Change in the period from the beginning of the year to the end of the Reporting Period (%)
Operating revenue(RMB)	1,213,087,219.34	14.04%	4,017,760,019.31	17.09%
Net profit attributable to shareholders of the listed companies (RMB)	-68,999,289.50	-153.41%	414,768,732.22	-28.39%
Net profit attributable to shareholders of the listed company after deducting non-recurring Gains and Losses (RMB)	-78,224,976.78	-158.23%	341,368,837.06	-32.81%
Net cash flows from operating activities (RMB)			6,430,018.31	-94.83%
Basic earnings per share (RMB/share)	-0.16	-151.61%	0.99	-27.74%
Diluted earnings per share (RMB/share)	-0.16	-153.33%	0.98	-27.94%
Weighted average ROE	-1.16%	Decrease by 3.41 percentage points	7.07%	Decrease by 3.11 percentage points
	End of the reporting period	End of the Previous Year	Change in the End of This Reporting Year over the End of the Previous Year (%)	
Total assets (RMB)	7,804,443,170.41	7,506,930,342.79	3.96%	
Owners' equity attributable to shareholders of listed companies (RMB)	5,903,907,588.93	5,860,994,371.02	0.73%	

Whether the Company's share capital has changed and affected the amount of shareholders' equity due to secondary public offering, placement; allotment; ESOP exercise, buybacks and other reasons from the end of the reporting period to the disclosure date of the quarterly report.

Yes No

	Current reporting period	Beginning of year to end of reporting period
Dividends for Preferred Shares That Have Been Paid (RMB)		
Interest Paid on Perpetual Bonds (RMB)		
Fully Diluted Dividends per Share Based on Latest Share	-0.1629	0.9792

Capital (RMB / Share)		
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(ii) Item and Amount of Non-Recurring Gains and Losses

Applicable Not applicable

Currency: RMB

Item	Amount for the current reporting period	Amount from the beginning to the end of the reporting period	Description
Gains and Losses from disposal of non-current assets (including the offset part of provisions for impairment of assets)	265,935.92	-1,127,052.38	
Government subsidies included in the current Gains and Losses (excluding those closely related to the normal business of the Company, granted under the national policies and continuously enjoyed according to certain standards with lasting impacts on the Company's profit and loss)	5,158,276.41	47,624,403.38	Government subsidies and incentives included in "other income" item.
Except for the effective hedging activities related to the Company's ordinary activities, Gains and Losses arising from changes in fair value of financial assets and financial liabilities held by non-financial enterprises, and Gains and Losses arising from disposal of financial assets and financial liabilities	-3,342,571.76	17,367,189.05	Represents gain or loss on change in fair value of entrusted cash.
Gains and losses from assets invested or managed by the entrusted	11,508,589.46	39,997,693.67	Mainly investment income generated by the maturity of entrusted cash management
Other non-operating income and expenses other than the above	-2,582,974.84	-10,518,467.93	Mainly public welfare donations charged to "non-operating expenses".
Less: Effect on income tax	1,753,723.21	18,983,116.83	
Effect on minority interests (after tax)	27,844.70	960,753.80	
Total	9,225,687.28	73,399,895.16	

Particulars about other items that meet the definition of non-recurring gain s and losses:

Applicable Not applicable

There is no other items that meet the definition of non-recurring gain s and losses in the Company.

Defined non-recurring gain s and losses set out in the Explanatory Announcement on Information Disclosure by Companies Offering Securities to the Public No. 1 Non recurring Gains and Losses as recurring gain s and losses

Applicable Not applicable

We did not define non-recurring gains and losses set out in the Explanatory Announcement on Information Disclosure by Companies Offering Securities to the Public No. 1 Non recurring Gains and Losses as recurring gains and losses.

(iii) Changes in Major Accounting Data and Financial Indicators and Reasons

Applicable Not applicable

1. Changes in the Items of Consolidated Balance Sheet at the End of the Reporting Period and Reasons

Currency: RMB

Item	Balance at the End of the Reporting Period	Balance at the Beginning of the Year	Increase/ Decrease	Proportion of increase/ decrease
Cash and cash equivalents	1,166,944,088.76	2,091,459,861.58	-924,515,772.82	-44.20%
Financial assets held for trading	1,975,892,720.20	1,238,356,707.34	737,536,012.86	59.56%
Notes receivable		24,502,124.46	-24,502,124.46	-100.00%
Accounts receivable	772,141,683.77	561,761,929.57	210,379,754.20	37.45%
Prepayments	110,731,725.08	69,279,116.38	41,452,608.70	59.83%
Other receivables	38,777,891.11	29,748,433.09	9,029,458.02	30.35%
Construction work in process	54,133,845.53	40,220,147.41	13,913,698.12	34.59%
Right-of-use assets	186,949,433.90	100,712,614.93	86,236,818.97	85.63%
Intangible asset	266,963,888.68	193,108,638.64	73,855,250.04	38.25%
Deferred income tax assets	148,445,896.80	93,131,250.45	55,314,646.35	59.39%
Short term loans	245,980,003.46	103,816,588.60	142,163,414.86	136.94%
Notes payable	143,651,602.85	67,562,710.23	76,088,892.62	112.62%
Contractual liabilities	69,312,151.22	50,053,638.68	19,258,512.54	38.48%
Employee remuneration payable	145,836,510.23	106,452,763.55	39,383,746.68	37.00%
Other payables	105,649,402.21	449,282,195.16	-343,632,792.95	-76.48%
Non-current liabilities due within one year	72,092,918.09	42,102,294.00	29,990,624.09	71.23%
Other current liabilities	17,059,866.66	5,455,465.77	11,604,400.89	212.71%
Long term loans	321,300,000.00	4,700,000.00	316,600,000.00	6736.17%
Lease liabilities	112,675,673.64	63,283,532.61	49,392,141.03	78.05%
Deferred income	56,067,010.53	82,862,738.40	-26,795,727.87	-32.34%
Treasury shares	234,717,526.96	109,838,205.82	124,879,321.14	113.69%

Reasons for the changes:

(1) The balance of cash at bank and on hand at the end of the reporting period stood at RMB1,166.94 million, a

decrease of RMB924.51 million or about 44.20% compared with the beginning of the year. For changes in major cash flows of the Company's cash at bank and on hand during the reporting period, please refer to "3. Changes in Items of Consolidated Balance Sheet at the End of the Reporting Period and Reasons of this report" .

(2) The total balance of financial assets held for trading at the end of the reporting period stood at RMB1,975.89 million, an increase of RMB737.54 million or about 59.56% compared with the beginning of the year, which was mainly due to increases in immature investment balance of cash management projects (measured at fair value) with available funds raised and its own funds within the quota authorized by the General Meeting of Shareholders at the end of the reporting period.

(3) There was no balance of notes receivable at the end of the period, a decrease of RMB24.50 million compared with the beginning of the year, which was attributable to the fact that the Company had fully collected the matured commercial acceptances from the beginning of the year to the end of the reporting period. At the end of the reporting period, the Company had no commercial acceptances on hand.

(4) The closing balance of accounts receivable amounted to RMB772.14 million, representing an increase of RMB210.37 million, or approximately 37.45%, as compared with that at the beginning of the year, which was mainly due to the fact that the Company's major credit customers were actively preparing for bulk purchases from the Company for its Q4 2024 sales promotion during the reporting period, and the relevant receivables were still within the commercial credit period as at the end of the reporting period. There was no significant change in the commercial credit policy of the Company's major credit customers from the beginning of the year to the end of the reporting period. The creditworthiness of the Company's credit customers was good and strong. The proportion of the Company's accounts receivable with an age of less than one year to the balance of accounts receivable at the end of the reporting period and at the beginning of the year was approximately 96.31% and 98.65%, respectively, with a better ageing profile and stronger liquidity. The Company's accounts receivable are well paid back and the quality of accounts receivable is high, and the Company believes that the possibility of bad debts arising from accounts receivable is low. The Company has implemented a strict credit management system and a prudent bad debt provisioning policy, and the provision for bad debts in respect of accounts receivable is adequate, with the percentage of provision for bad debts at the end of the reporting period and the beginning of the current year amounting to approximately 5.29% and 4.64%, respectively.

(5) The closing balance of prepayments amounted to RMB110.73 million, representing an increase of RMB41.45 million, or approximately 59.83%, as compared with the beginning of the year, which was mainly attributable to the increase in the Company's prepayment of marketing expenses and advertising and endorsement expenses of large-scale B2C e-commerce platforms and other marketing service providers for the fourth quarter of 2024 for the promotion activities during the reporting period. The Company's prepayments are expected to be written off in the next twelve months on a turnaround basis.

(6) The closing balance of other receivables amounted to RMB38.78 million, representing an increase of RMB9.03 million, or approximately 30.35%, as compared with the beginning of the year, which was mainly attributable to the increase in deposits and guarantees paid by the Company for the purpose of carrying out its business activities from the beginning to the end of the reporting period. The Company has implemented a strict deposit and guarantee management system and a prudent bad debt provision policy, and the bad debt provision for other receivables was adequate, with the bad debt provision ratio at the end of the reporting period and the beginning of the year being

approximately 18.84% and 19.97% respectively.

(7) The closing balance of construction under progress amounted to RMB54.13 million, representing an increase of RMB13.91 million, or approximately 34.59%, compared with the beginning of the year, which was mainly attributable to the increase in investment in the Company's sporadic engineering and construction (technological upgrading and renovation) projects during the reporting period.

(8) The closing balance of right-of-use assets amounted to RMB186.95 million, representing an increase of RMB86.24 million, or 85.63%, compared with the beginning of the year, which was mainly attributable to the Company's new leasing contracts for operating sites from the beginning of the year to the end of the reporting period. From the beginning of the year to the end of the reporting period, the Company's leased premises were mainly used for production, research and development, warehousing and office purposes.

(9) The closing balance of intangible assets amounted to RMB 266.96 million, representing an increase of RMB 73.86 million, or approximately 38.25%, compared with the beginning of the year, which was mainly due to the increase in the investment payment for the right to use the office software and the land use right formed by the Company's outsourcing and internal research and development from the beginning of the year to the end of the reporting period.

(10) The closing balance of deferred income tax assets amounted to RMB148.45 million, representing an increase of RMB55.31 million, or 59.39%, compared with the beginning of the year, which was mainly due to the combined effect of the increase in the balances of temporary differences in the items of "Lease liabilities" and "Deductible losses" and the decrease in the balances of temporary differences in the item of "Government grants recognized as deferred income" at the end of the reporting period. The increase was mainly due to the combined effect of the increase in the balance of temporary differences between the items of "lease liabilities" and "deductible losses" and the decrease in the balance of temporary differences in the item of "government grants recognized as deferred income" at the end of the reporting period.

(11) The closing balance of short-term loans amounted to RMB 245.98 million, representing an increase of RMB 142.16 million, or 136.94%, from the beginning of the year to the end of the reporting period, due to the short-term liquidity financial loans from commercial banks obtained by the Company in accordance with the dynamic capital demand plan and actively exploring sound and diversified financing channels.

(12) The closing balance of notes payable amounted to RMB143.65 million, representing an increase of RMB76.09 million, or approximately 112.62%, compared with the beginning of the year. This was due to the fact that from the beginning of the year to the end of the reporting period, the Company, in accordance with the dynamic capital demand plan, actively explored sound and diversified financing channels, and the balance of the outstanding bankers' acceptances payable issued by the Company at the end of the reporting period increased by a relatively large amount.

(13) The closing balance of contract liabilities amounted to RMB69.31 million, representing an increase of RMB19.26 million, or approximately 38.48%, as compared with the beginning of the year, which was mainly attributable to the combined effect of the increase in the balance of the Company's advance receipts and provision for sales rebates and unredeemed credit reserves at the end of the reporting period.

(14) The ending balance of compensation payable to employees amounted to RMB145.84 million, representing an increase of RMB39.38 million, or approximately 37.00%, as compared to the beginning of the current year, which was mainly attributable to the increase in the amount of the Company's FY201024 year-end bonus (nine months) and the balance of the performance bonus for the third quarter of FY2024, which were accrued in accordance with the accounting period at the end of the reporting period.

(15) The closing balance of other payables amounted to RMB105.65 million, a decrease of RMB343.63 million from the beginning of the year, a decrease of approximately 76.48%, mainly due to the fact that from the beginning of the year to the end of the reporting period, the Company paid the various due marketing expenses incurred in the fourth quarter of the previous year in respect of the large-scale B2C e-commerce platforms and other marketing service providers, and the balance of other payables decreased accordingly.

(16) The closing balance of other current liabilities amounted to RMB17.06 million, representing an increase of RMB11.60 million, or approximately 212.71%, compared with the beginning of the year, which was mainly attributable to the increase in the balance of the provision for expected return of goods (payable for return of goods) made by the Company during the reporting period.

(17) The closing balance of long-term loans amounted to RMB321.30 million, representing a significant increase from the beginning of the year, which was attributable to the long-term project loans from commercial banks obtained by the Company from the beginning of the year to the end of the reporting period.

(18) Non-current liabilities due within one year and lease liabilities totaled RMB184.77 million at the end of the period, representing an increase of RMB79.38 million, or approximately 75.33%, compared with the beginning of the year, which was mainly attributable to the increase in the amount of lease payments for operating sites for which the Company had not yet met the payment terms at the end of the reporting period. From the beginning of the year to the end of the reporting period, the Company's leased premises were mainly used for production, research and development, warehousing and office purposes. From the beginning to the end of the reporting period, the closing balance of the Company's right-of-use assets basically matched the trend and magnitude of the increase in the closing balance of non-current liabilities and lease liabilities due within one year.

(19) The ending balance of deferred income was RMB56.07 million, a decrease of RMB26.80 million or approximately 32.34%, compared with the beginning of the year, which was mainly due to the higher amortization of government grants for special research and development funds from the beginning of the year to the end of the reporting period in accordance with the progress of the implementation of the scientific and technological projects of the Specialty Plants Laboratory of Yunnan Province.

(20) The closing balance of treasury shares was RMB234.72 million, representing an increase of RMB124.88 million, or approximately 113.69%, as compared with the beginning of the year, which was attributable to the repurchase of shares of the Company's ordinary shares through centralized bidding and trading with its own funds pursuant to the resolution of the Board of Directors during the reporting period.

2. Changes in the Items of Consolidated Income Statement from the Beginning of the Year to the End of the Reporting Period and Reasons

Currency: RMB

Item	Current Amount	Amount Incurred in the Same Period of the Previous Year	Change	Proportion on Increase/Decrease
Operating revenue	4,017,760,019.31	3,431,483,300.01	586,276,719.30	17.09%
Operating costs	1,055,538,266.19	809,234,537.42	246,303,728.77	30.44%
Marketing expenses	2,009,988,137.89	1,604,575,219.78	405,412,918.11	25.27%
Administration expenses	339,559,239.61	244,208,517.61	95,350,722.00	39.04%
Financial cost	-2,693,413.82	-16,439,866.87	13,746,453.05	83.62%
Gain (loss recognized as "-") on change in fair value	17,367,189.05	-24,026,395.24	41,393,584.29	172.28%
Non-operating expenses	12,385,601.16	8,153,423.12	4,232,178.04	51.91%
Net profit attributable to shareholders of the parent company	414,768,732.22	579,190,052.04	-164,421,319.82	-28.39%

Analysis of reasons for changes:

(1) The operating revenue of the Company from the beginning of the year to the end of the reporting period amounted to RMB4,017.76 million, representing an increase of RMB586.28 million, or approximately 17.09%, over the same period of the previous year, which was mainly attributable to the combined effect of the increase in the scale of sales of the Company from the beginning of the year to the end of the reporting period as compared with that of the same period of the previous year, as well as the incorporation of Yue Jiang (Guangzhou) Investment Co. (hereinafter referred to as "ME Investment") was included in the scope of consolidation of the Company from October 31, 2023 onwards.

(2) The operating costs of the Company from the beginning of the year to the end of the reporting period amounted to RMB1,055.54 million, representing an increase of RMB246.30 million, or approximately 30.44%, compared with the same period of the previous year, which was mainly attributable to the increase in operating costs in the same direction with the growth of the Company's sales scale and sales revenue. From the beginning of the year to the end of the reporting period, the production cost of the Company's main products basically remained stable.

(3) The gross profit margin of the Company from the beginning of the year to the end of the reporting period was approximately 73.73%, representing a decrease of approximately 2.69 percentage points as compared with the same period of the previous year. Among them, Yuejiang Investment's "Za" and "PURE&MILD" brands realized operating income of RMB381.00 million from the beginning of the year to the end of the reporting period, with a gross profit margin of approximately 58.37%; according to the scope of statistics for the same period last year, the company's "Winona (Winona)" brand realized gross profit margin of approximately 73.73% compared with the same period last year. According to the statistical scope of the same period last year, the company "Winona (Winona)" and other major brands from the beginning to the end of the reporting period to achieve a total operating income of RMB3,636.76 million, an increase of about 5.98% compared with the same period of the previous year, gross profit

margin of sales of about 75.34%. The increase in operating costs from the beginning to the end of the reporting period was slightly higher than the increase in operating income, mainly due to the combined effect of the company's promotional policies and the dynamic response of the sales structure of its products (brands) in accordance with market demand from the beginning to the end of the reporting period.

(4) The Company's selling expenses from the beginning of the year to the end of the reporting period amounted to RMB2,009.99 million, representing an increase of RMB405.41 million, or approximately 25.27%, over the same period of the previous year, which was mainly attributable to the growth in the Company's sales scale and sales revenue, and the Company's continued increase in the investment in the promotion and publicity expenses of its brand image, personnel expenses and storage expenses. From the beginning to the end of the reporting period, the growth of the Company's selling expenses was higher than the growth of sales scale, which was mainly due to the combined effect of the Company's initiative to increase its promotional inputs such as grass-raising and traffic attraction in Jitterbug channels, and the increase in advertising and marketing inputs such as brand endorsement and co-branding activities in order to drive the Company's and the brand's sound volume to increase and to warm up for the omni-channel promotion activities in the fourth quarter of 2024 during the reporting period.

(5) The administrative expenses of the Company from the beginning of the year to the end of the reporting period amounted to RMB339.56 million, representing an increase of RMB95.35 million, or approximately 39.04%, over the same period of the previous year. The increase in the Company's administrative expenses from the beginning to the end of the reporting period was higher than the increase in sales scale, which was mainly due to the accrual of equity incentive expenses for the employee shareholding plan during the reporting period. The management expenses such as administrative personnel expenses, depreciation and amortization costs of long-term assets for management purposes and other administrative expenses from the beginning to the end of the reporting period were basically matched with the growth in sales scale of the Company.

(6) Finance cost (net income) of the Company from the beginning to the end of the reporting period amounted to RMB2.69 million, a decrease of RMB13.75 million, or 83.62%, compared with the same period of the previous year, which was mainly due to the combined effect of the increase in interest expenses from the beginning to the end of the reporting period as compared with that of the same period of the previous year, as well as the decrease in interest income from demand deposits as compared with that of the same period of the previous year.

(7) The Company's net gain from changes in fair value from the beginning of the year to the end of the reporting period amounted to RMB17.37 million, an increase of RMB41.39 million in net gain compared with the same period of the previous year, and a significant increase in net gain year-on-year, which was mainly attributable to the increase in the fair value of a number of entrusted wealth management (measured at fair value) items held by the Company in its cash management investments from the beginning of the year to the end of the reporting period.

(8) The non-operating expenses of the Company from the beginning of the year to the end of the reporting period amounted to RMB12.39 million, representing an increase of RMB4.23 million, or 51.91%, compared with the same period of the previous year, which was mainly attributable to the increase in the Company's expenditure on external public welfare donations from the beginning of the year to the end of the reporting period.

(9) From the beginning of the year to the end of the reporting period of the company's net profit attributable to shareholders of the parent company of 414.77 million RMB, compared with the same period of the previous year

decreased by RMB164.42 million, a decrease of about 28.39%, mainly due to the company's operating income continued to grow, the gross profit margin of the sales of the product (brand) sales structure due to the causes of a slight decline in sales as well as the various types of operating expenses phased (or project) rise in the combined impact of the company.

3. Changes in the Items of Consolidated Statement of Cash Flow from the Beginning of the Year to the End of the Reporting Period and Reasons

Currency: RMB

Item	Current Amount	Amount Incurred in the Same Period of the Previous Year	Increase/ decrease	Proportion on Increase/ Decrease
Cash inflow from business operations	4,202,318,121.88	3,724,241,068.30	478,077,053.58	12.84%
Cash outflow from business operations	4,195,888,103.57	3,599,775,539.27	596,112,564.30	16.56%
Cash inflow from investment activities	3,059,332,916.32	3,890,122,959.93	-830,790,043.61	-21.36%
Cash outflow from investment activities	4,081,959,077.20	4,430,128,738.30	-348,169,661.10	-7.86%
Cash inflow from financing activities	669,280,043.91	7,500,000.00	661,780,043.91	8,823.73%
Cash outflow from financing activities	662,755,180.80	399,526,671.95	263,228,508.85	65.89%

Analysis of reasons for change:

(1) Cash inflow from operating activities from the beginning to the end of the reporting period amounted to RMB4,202.32 million, an increase of RMB478.08 million or 12.84% over the same period of the previous year, which was mainly due to the increase in cash inflow from the growth in sales scale and sales revenue of the Company. From the beginning to the end of the reporting period, the growth of the item "cash received from sales of goods and services" in the company's operating activities was basically matched with the growth of sales scale. As the government grants and special payables received by the Company from the beginning to the end of the reporting period decreased more than that of the same period last year, "cash received from other operating activities" decreased by RMB97.20 million year-on-year, or about 65.16%.

(2) From the beginning to the end of the reporting period, the company's cash outflow from operating activities amounted to RMB 4,195.89 million, an increase of RMB 596.11 million over the same period of the previous year, an increase of approximately 16.56%, which was mainly due to the increase in the company's other operating expenditures such as brand image promotion and publicity costs, personnel costs and storage costs inputs with the increase in sales scale. From the beginning of the year to the end of the reporting period of the company's cash outflow from operating activities growth and sales scale growth basically match.

(3) The Company's cash inflow from investing activities from the beginning to the end of the reporting period amounted to RMB3,059.33 million, a decrease of RMB830.79 million, or approximately 21.36%, compared with the same period of the previous year, which was mainly due to the fact that the Company's major cash management entrusted wealth management investment projects had not yet matured at the end of the reporting period.

(4) Cash outflow from investing activities of the Company from the beginning of the year to the end of the reporting period amounted to RMB 4,081.96 million, a decrease of RMB 348.17 million, or 7.86%, compared with that of the same period of the previous year, mainly due to the fact that the Company's major cash management entrusted wealth management investment projects had not yet expired at the end of the reporting period, and the Company's remaining amount of cash management investment that could be made with idle fund-raising funds and idle own funds authorized by the general meeting of shareholders was reduced. The decrease was mainly due to the decrease in the amount of cash management entrusted financial investment paid by the Company from the beginning to the end of the reporting period.

(5) The cash inflow from financing activities of the Company from the beginning to the end of the reporting period amounted to RMB669.28 million million, representing a substantial increase compared with the same period of the previous year, which was mainly attributable to the short-term liquidity financial loans and long-term project loans from commercial banks obtained by the Company in accordance with its dynamic capital demand plan and actively exploring sound and diversified financing channels during the reporting period.

(6) Cash outflow from financing activities of the Company from the beginning to the end of the reporting period amounted to RMB662.76 million, representing an increase of RMB263.23 million, or 65.89%, compared with the same period of last year. This was mainly due to the combined effect of the repayment of maturing commercial bank loans by the Company from the beginning of the year to the end of the reporting period, the decrease in the distribution of annual cash dividends to all shareholders as compared with the same period of the previous year, and the increase in the amount of the Company's own funds utilized to repurchase the Company's ordinary shares by way of centralized competitive bidding in accordance with the resolution of the Board of Directors.

II. Shareholders information

(i) Total Number of Ordinary Shareholders and the Number of Preferred Shareholders Whose Voting Rights Have Been Restored and Shareholding of Top 10 Shareholders

Unit: shares

Total number of ordinary shareholders at the end of the reporting period	36,570		Total number of preferred shareholders with voting rights restored at the end of the reporting period (if any)			
Shareholdings of the top 10 shareholders (excluding shares lent through conversion)						
Name	Nature of shareholder	Shareholding proportion	Number of shares held	Number of shares subject to trading restriction	Pledged, marked or frozen shares	
					Status of shares	Quantity

Quarterly Report 2024 Q3 of Yunnan Botance Bio-Technology Group Co., Ltd.

Kunming Nuona Technology Co., Ltd.	Domestic non-state-owned corporation	46.08%	195,212,611			
Tianjin Sequoia Juye Equity Investment Partnership (Limited partnership)	Domestic non-state-owned corporation	14.58%	61,763,257			
Xiamen Zhenli Consulting Co., Ltd.	Domestic non-state-owned corporation	6.54%	27,685,934			
Hong Kong Securities Clearing Company Limited	Overseas Legal Entity	3.01%	12,729,726			
Yunnan Haqisheng Enterprise Management Co., Ltd.	Domestic non-state-owned corporation	2.60%	10,993,678			
Kuwait Investment Authority	Overseas legal persons	1.25%	5,285,437			
Xiamen Chonglou Yunshui Investment Partnership (Limited Partnership)	Domestic non-state-owned corporation	1.09%	4,614,770			
Industrial and Commercial Bank of China Limited Efund GEM Exchange traded Open Index Securities Investment Fund	Miscellaneous	0.88%	3,706,881			
National Social Security Fund 102 Portfolio	Miscellaneous	0.66%	2,816,813			
Industrial and Commercial Bank of China Limited - Huatai Berridge CSI 300 Traded Open-End Index Fund	Miscellaneous	0.62%	2,621,584			
Shareholdings of top 10 shareholders with unlimited sales conditions (excluding shares lent through conversion and shares locked up by executives)						
Shareholder	Number of shares not subject to trading restriction as at the end of reporting period			Type and number of shares		
				Type of shares	quantities	

Quarterly Report 2024 Q3 of Yunnan Botanee Bio-Technology Group Co., Ltd.

Kunming Nuona Technology Co., Ltd.	195,212,611	RMB common shares	195,212,611
Tianjin Sequoia Juye Equity Investment Partnership (Limited Partnership)	61,763,257	RMB common shares	61,763,257
Xiamen Zhenli Consulting Co., Ltd.	27,685,934	RMB common shares	27,685,934
Hong Kong Securities Clearing Company Limited	12,729,726	RMB common shares	12,729,726
Yunnan Haqisheng Enterprise Management Co., Ltd.	10,993,678	RMB common shares	10,993,678
Government of Kuwait Investment Authority	5,285,437	RMB common shares	5,285,437
Xiamen Chonglou Yunshui Investment Partnership (Limited Partnership)	4,614,770	RMB common shares	4,614,770
Industrial and Commercial Bank of China Limited Efund GEM Exchange traded Open Index Securities Investment Fund	3,706,881	RMB common shares	3,706,881
National Social Security Fund 102 Portfolio	2,816,813	RMB common shares	2,816,813
Industrial and Commercial Bank of China Limited - Huatai Berridge CSI 300 Traded Open-End Index Fund	2,621,584	RMB common shares	2,621,584
Description on the related relationship or concerted action among the above shareholders	Kunming Nuona Technology Co., Ltd. and Yunnan Haqisheng Enterprise Management Co., Ltd. are both controlled by Guo Zhenyu and Kevin Guo (father and the actual controllers of Botanee . Except this, we do not know whether other shareholders have an association or a concerted action relationship.		
Description of top 10 shareholders participating in securities margin trading (if any)	Not applicable.		

Shareholders holding more than 5% of shares, top 10 shareholders and top 10 shareholders with unlimited shares in circulation participating in the lending of shares in the transfer and financing business

Applicable Not applicable

Unit: shares

Shareholders holding more than 5% of shares, top 10 shareholders and top 10 shareholders with unlimited shares in circulation participating in the lending of shares in the transfer and financing business				
Name of shareholder (full name)	General and credit account holdings at the beginning of the period	Shares lent on the opening transfer facility and not yet returned	General and credit account holdings at the end of the period	Shares lent on the transfer facility at the end of the period and not yet repatriated

	Total number	Percentage of total share capital	Total number	Percentage of total share capital	Total number	Percentage of total share capital	Total number	Percentage of total share capital
Industrial and Commercial Bank of China Limited - Efounda GEM Trading Open-End Index Fund	1,507,481	0.36%	466,500	0.11%	3,706,881	0.88%		
Industrial and Commercial Bank of China Limited - Huatai Berridge CSI 300 Traded Open-End Index Fund	993,000	0.23%	205,000	0.05%	2,621,584	0.62%		

Top 10 shareholders and top 10 shareholders with unlimited shares outstanding change from the previous period due to lending/return of convertible bonds

Applicable Not applicable

(ii) Total number of preferred shareholders and shareholdings of the top 10 preferred shareholders of the Company

Applicable Not applicable

(iii) Changes in restricted shares

Applicable Not applicable

Unit: shares

Name of Shareholder	Number of restricted shares at the beginning of the period	Number of shares released from lock-up during the period	Increase in the number of shares subject to selling restrictions during the period	Number of restricted shares at the end of the period	Reasons for trading restriction	Date of unlocking
Kunming Nuona Technology Co., Ltd.	195,212,611	195,212,611			Pre-IPO shares	March 25, 2024
Yunnan Haqisheng Enterprise	10,993,678	10,993,678			Pre-IPO shares	March 25, 2024

Management Co., Ltd.						
Total	206,206,289	206,206,289				

iii. Other important matters

Applicable Not applicable

For details, please refer to the following important announcement of significant matters disclosed on the China Securities Regulatory Information Net (<http://www.cninfo.com.cn>).

Other important matters	Announcement disclosure date
Botanee: Board Resolution Announcement	August 28, 2024
Botanee: Announcement on the Election of an Independent Director	August 28, 2024
Botanee: Resolution Announcement of the First Extraordinary General Meeting of Yunnan Botanee Biotechnology Group Co., Ltd. in 2024	September 19, 2024
Botanee: Announcement on the Completion of Non-Transactional Transfer of the 2024 Employee Stock Ownership Plan by Yunnan Botanee Biotechnology Group Co., Ltd.	September 26, 2024
Botanee: Announcement on the Completion of Industrial and Commercial Change Registration and the Issuance of a New Business License	September 30, 2024

IV. Quarterly financial statements

(i) Financial statements

1. Consolidated balance sheet

Prepared by: Yunnan Botanee Bio-Technology Group Co., Ltd.
September 30, 2024

Currency: RMB

Item	Ending balance	Opening balance
Current assets:		
Cash and cash equivalents	1,166,944,088.76	2,091,459,861.58
Settlement reserves		
Loans to banks and other financial institutions		
Financial assets held for trading	1,975,892,720.20	1,238,356,707.34
Derivative financial asset		
Notes receivable		24,502,124.46
Accounts receivable	772,141,683.77	561,761,929.57
Receivables financing	158,885,994.32	156,659,263.78
Prepayments	110,731,725.08	69,279,116.38
Premiums receivable		

Quarterly Report 2024 Q3 of Yunnan Botance Bio-Technology Group Co., Ltd.

Reinsurance premium receivable		
Reserve for reinsurance contracts receivable		
Other receivables	38,777,891.11	29,748,433.09
Including: interest receivable		
Dividends receivable		
Financial assets purchased under agreement store sell		
Inventories	907,260,378.94	904,413,283.67
Including: data resources		
Contract assets		
Held for sale assets		
Non-current assets due within one year		
Other current assets	434,864,396.83	446,396,252.76
Total current assets	5,565,498,879.01	5,522,576,972.63
Non-current assets:		
Disbursement of loans and advances to customers		
Debt investment		
Other debt investment		
Long-term receivables		
Long-term equity investment	242,682,861.29	212,015,151.15
Investment in other equity instruments		
Other non-current financial assets	91,257,166.53	86,449,823.00
investment property	11,283,316.10	9,021,481.56
fixed assets	668,651,442.61	667,204,436.83
Projects under construction	54,133,845.53	40,220,147.41
Productive biological assets		
oil and gas assets		
Right of use assets	186,949,433.90	100,712,614.93
intangible asset	266,963,888.68	193,108,638.64
Including: data resources		
development expenditure		
Including: data resources		
Goodwill	413,740,760.61	413,740,760.61
Long-term amortized expenses	97,510,734.07	93,317,644.84
Deferred tax assets	148,445,896.80	93,131,250.45
Other non-current assets	57,324,945.28	75,431,420.74
Total non-current assets	2,238,944,291.40	1,984,353,370.16
Total assets	7,804,443,170.41	7,506,930,342.79
Current liabilities:		
short term loan	245,980,003.46	103,816,588.60
Borrowing from the Central Bank		

Quarterly Report 2024 Q3 of Yunnan Botance Bio-Technology Group Co., Ltd.

Placements from banks and other financial institutions		
Financial liabilities held for trading		
Derivative financial liabilities		
notes payable	143,651,602.85	67,562,710.23
accounts payable	295,389,468.01	334,370,604.40
Advances from customers		
Contractual liabilities	69,312,151.22	50,053,638.68
Financial assets sold under agreements to repurchase		
Customer bank deposits and due to banks and other financial institutions		
Customer brokerage deposits		
Securities underwriting broker age deposits		
Employee remuneration payable	145,836,510.23	106,452,763.55
Taxes payable	114,885,251.36	132,117,765.46
Other accounts payable	105,649,402.21	449,282,195.16
Including: Interest payable		
dividend payable		4,305.04
Handling charges and commission payable		
Reinsurance premium payable		
Held for sale liabilities		
Non-current liabilities due within one year	72,092,918.09	42,102,294.00
Other current liabilities	17,059,866.66	5,455,465.77
Total current liabilities	1,209,857,174.09	1,291,214,025.85
Non-current liabilities:		
Insurance contract reserves		
Long term borrowings 857,142.85	321,300,000.00	4,700,000.00
Bonds payable		
Including: Preferred shares		
perpetual bond		
Lease liabilities	112,675,673.64	63,283,532.61
Long term payables	8,600,000.00	8,600,000.00
Long term employee benefits payable		
Estimated liabilities		
Deferred income	56,067,010.53	82,862,738.40
Deferred income tax liabilities	48,997,344.70	40,452,457.50
Other non-current liabilities		
Total non-current liabilities	547,640,028.87	199,898,728.51
Total liabilities	1,757,497,202.96	1,491,112,754.36
Owners equity:		
Share capital	423,600,000.00	423,600,000.00
Other equity instruments		

Including: Preferred shares		
perpetual bond		
Capital reserves	2,849,688,505.04	2,846,004,685.04
Less: Treasury stock	234,717,526.96	109,838,205.82
Other comprehensive income	1,754,310.38	47,153.49
Special reserves		
Surplus reserve	211,081,299.10	211,081,299.10
General risk provision		
Undistributed profit	2,652,501,001.37	2,490,099,439.21
Total owner equity attributable to the parent company	5,903,907,588.93	5,860,994,371.02
Minority interest	143,038,378.52	154,823,217.41
Total owners' equity	6,046,945,967.45	6,015,817,588.43
Total liabilities and owners' equity	7,804,443,170.41	7,506,930,342.79

Legal representative: GUO ZHENYU (Guo Zhenyu) Responsible for accounting work: Wang Long Head of accounting organization: Liu Zhaofeng

2. Consolidated statement of income from the beginning of the year to the end of the reporting period

Currency: RMB

Item	Amount incurred in current period	Amount incurred in previous period
I. Gross operating income	4,017,760,019.31	3,431,483,300.01
Including: Operating income	4,017,760,019.31	3,431,483,300.01
Interest income		
Premiums earned		
Fee and commission income		
II. Total operating costs	3,633,039,744.40	2,858,745,120.50
Including: Operating costs	1,055,538,266.19	809,234,537.42
interest expense		
Handling fee and commission expenses		
surrender charge		
Net payments for insurance claims		
Net provision for insurance contract reserves		
Policy dividend expenses		
Reinsurance expenses		
Taxes and surcharges	30,900,651.60	35,221,136.14
Selling expenses	2,009,988,137.89	1,604,575,219.78
Management expenses	339,559,239.61	244,208,517.61
R&D expenses	199,746,862.93	181,945,576.42
financial expenses	-2,693,413.82	-16,439,866.87

Including: Interest expense	12,018,475.64	3,783,482.38
Interest income	-16,278,220.04	-21,048,656.14
Add: Other gains	53,557,665.37	72,269,211.02
Investment income (losses are recognized with a "-" sign)	46,065,428.13	43,954,011.19
Including: income from investment in associates and joint ventures	6,067,734.46	2,575,671.82
Revenue from de-recognition of financial assets at amortized cost	11,037,059.92	22,253,486.49
Exchange earnings (losses are marked with "-")		
Net exposure hedging income (losses are marked with "-")		
Profit arising from changes in fair value (losses are marked with "-")	17,367,189.05	-24,026,395.24
Credit impairment losses (losses are marked with "-")	-16,776,630.99	-18,828,711.66
Impairment losses on assets (losses are marked with "-")	-10,032,226.21	-10,373,286.18
Incomes of assets disposal (losses are marked with "-")	-1,127,052.38	690,013.19
III. Operating profit (loss is shown with a "-" sign)	473,774,647.88	636,423,021.83
Add: Non-operating income	1,867,133.23	597,381.99
Less: Non-operating expenses	12,385,601.16	8,153,423.12
IV. Total profit (losses are marked with "-")	463,256,179.95	628,866,980.70
Less: Income tax expense	58,740,038.04	63,784,534.19
V. Net profit (net loss is marked with "-")	404,516,141.91	565,082,446.51
(i) Classified by going concern		
1. Net profit from continuing operations (net losses are marked with "-")	404,516,141.91	565,082,446.51
2. Net profit from discontinued operations (net losses are marked with "-")		
(ii) Classified by attribution of ownership		
1. Net profit attributable to shareholders of the parent company (losses are marked with "-")	414,768,732.22	579,190,052.04
2. Minority shareholders' gains and losses (net losses are shown with a "-" sign)	-10,252,590.31	-14,107,605.53
VI. Net of tax of other comprehensive income	1,707,156.89	
Other net after tax comprehensive income attributable to the owners of the parent company	1,707,156.89	
(i) Other comprehensive income not reclassifiable to profit or loss		
1. Changes arising from re measurement of the defined benefit plan		
2. Other comprehensive incomes that cannot be reclassified into profit or loss under the equity method		
3. Changes in fair value of other equity instrument investments		
4. Changes in fair value of the Company's credit risk		
5. Other		
(ii) (II) Other comprehensive income to be reclassified into profit or loss	1,707,156.89	

1. Other comprehensive income that can be reclassified into profit or loss under the equity method		
2. Changes in fair value of other creditor's rights investments		
3. Amount of financial assets reclassified into other comprehensive incomes		
4. Provision for impairment of credit in other debt investments		
5. Reserves for cash flow hedge		
6. Translation difference arising from foreign currency financial statements	1,707,156.89	
7. Other		
Other net after tax comprehensive income attributable to minority shareholders		
VII. Total comprehensive income	406,223,298.80	565,082,446.51
(i) Total comprehensive income attributable to owners of the parent company	416,475,889.11	579,190,052.04
(ii) Total comprehensive income attributable to minority shareholders	-10,252,590.31	-14,107,605.53
VIII. Earnings per share:		
(i) Basic earnings per share	0.99	1.37
(ii) Diluted earnings per share	0.98	1.36

If a business combination under the same control occurred during the current period, the net profit realized by the party to be combined before the combination was: RMB0.00, and the net profit realized by the party to be combined during the previous period was: RMB0.00.

Legal representative: GUO ZHENYU (Guo Zhenyu) Responsible for accounting work: Wang Long Head of accounting organization: Liu Zhaofeng

3. Consolidated statement of cash flows from the beginning of the year to the end of the reporting period

Currency: RMB		
Item	Current period's incidence	Prior period's incidence
i. Cash flows from operating activities:		
Cash received from sales of goods and services	4,150,344,725.28	3,573,436,910.68
Net increase in customer deposits and interbank deposits		
Net increase in borrowing from central banks		
Net increase in remittances to other financial institutions		
Cash received from premiums for original insurance contracts		
Net cash received from reinsurance operations		
Net increase in policyholder deposits and investments		
Cash received for interest, fees and commissions		
Net increase in inward remittances		
Net increase in funding of repurchase operations		
Net cash received from agency trading of securities		
Tax refunds received		1,630,856.89

Quarterly Report 2024 Q3 of Yunnan Botanee Bio-Technology Group Co., Ltd.

Other cash received in connection with operating activities	51,973,396.60	149,173,300.73
Subtotal cash inflow from operating activities	4,202,318,121.88	3,724,241,068.30
Cash paid for goods and services	1,005,373,762.95	1,053,969,466.72
Net increase in loans and advances to customers		
Net increase in deposits with central banks and interbanks		
Cash payments for original insurance contract claims		
Net increase in funds disbursed		
Cash paid for interest, fees and commissions		
Cash to pay policy dividends		
Cash paid to and for employees	604,362,717.49	509,119,848.43
Taxes paid	326,027,800.23	359,500,880.23
Payments of other cash related to operating activities	2,260,123,822.90	1,677,185,343.89
Subtotal cash outflows from operating activities	4,195,888,103.57	3,599,775,539.27
Net cash flows from operating activities	6,430,018.31	124,465,529.03
II. Cash flows from investing activities:		
Cash received from recovery of investments	3,016,000,000.00	3,837,117,111.10
Cash received from investment income	42,100,345.36	49,977,252.83
Net cash recovered from disposal of fixed assets, intangible assets and other long-term assets	1,232,570.96	3,028,596.00
Net cash received from disposal of subsidiaries and other operating units		
Other cash received related to investing activities		
Subtotal cash inflows from investing activities	3,059,332,916.32	3,890,122,959.93
Cash paid for acquisition of fixed assets, intangible assets and other long-term assets	256,370,321.69	155,177,265.42
Cash paid for investments	3,825,588,755.51	4,270,949,388.23
Net increase in pledged loans		
Net cash paid for acquisition of subsidiaries and other operating units		4,002,084.65
Payments of other cash related to investing activities		
Subtotal cash outflows from investing activities	4,081,959,077.20	4,430,128,738.30
Net cash flows from investing activities	-1,022,626,160.88	-540,005,778.37
III. Cash flows from financing activities:		
Cash received from absorption of investments	40.45	7,500,000.00
Including: Cash received by subsidiaries from minority investments	40.45	7,500,000.00
Cash received from acquisition of loans	669,280,003.46	
Other cash received related to financing activities		
Subtotal cash inflow from financing activities	669,280,043.91	7,500,000.00
Cash paid for debt service	210,500,000.00	
Cash paid for distribution of dividends, profits or interest payments	260,571,328.55	340,681,873.24
Including: Dividends and profits paid by subsidiaries to minority shareholders	1,524,590.73	1,801,873.24

Payments of other cash related to financing activities	191,683,852.25	58,844,798.71
Subtotal cash outflows from financing activities	662,755,180.80	399,526,671.95
Net cash flows from financing activities	6,524,863.11	-392,026,671.95
IV. Impact of exchange rate changes on cash and cash equivalents	1,267,109.90	5,023.00
V. Net increase in cash and cash equivalents	-1,008,404,169.56	-807,561,898.29
Add: Cash and cash equivalents balance at beginning of period	2,073,592,890.89	2,440,692,701.42
VI. Cash and cash equivalents balance at end of period	1,065,188,721.33	1,633,130,803.13

Legal representative: GUO ZHENYU (Guo Zhenyu) Responsible for accounting work: Wang Long Head of accounting organization: Liu Zhaofeng

(ii) Adjustments to financial statements at the beginning of the year of first implementation of new accounting standards for the first time starting from 2024

Applicable Not applicable

(iii) Audit reports

Whether the third quarterly report was audited

Yes No

The company's third quarter report is unaudited.

Board of Directors of Yunnan Botanee Bio Technology Group Co., Ltd.
October 23, 2024