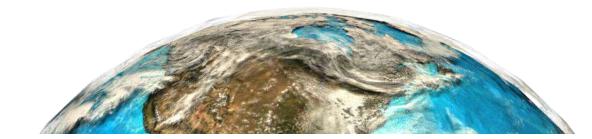
#### LINUO力諾

# Linuo Group

Sunshine and Health - Creating a Better Life



# Content | TENT

PART 1 Overview

PART 2 Industries

PART 3 R&D

PART 4 CSR



# PART ONE



## **Shandong**







Shandong is rich in natural and human resources, and best represented by Mount Tai, the Yellow River and Confucius. Shandong's history and legacy have inspired Linuo Group to realize its enterpreneurial dream.



## **Jinan - Capital City of Shandong**







Jinan is the City of Springs for its numerous sprouting springs. Linuo Group started its business here 24 years ago.



#### **Linuo Culture**



- Confucian philosophy
- Integrity, trust & sincerity in business



Harmony between industry and environment



Responsible to clients, employees and shareholders



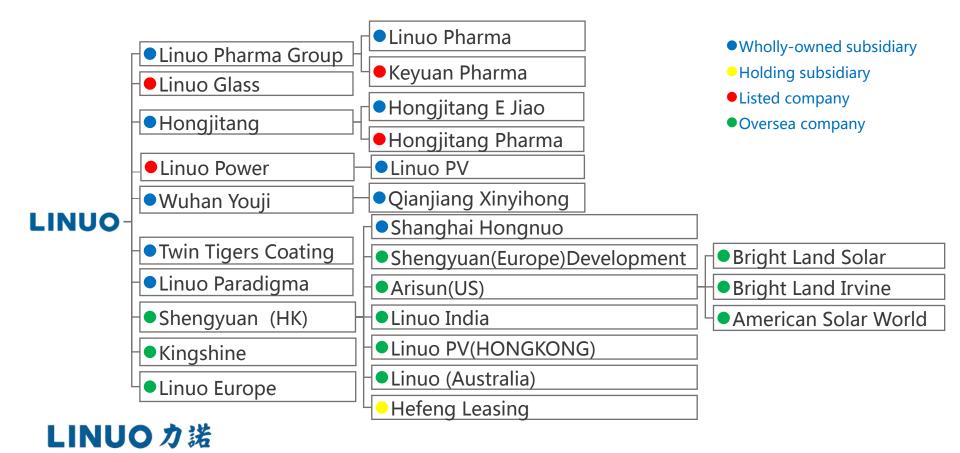
#### Where We Are



#### **Milestones**



## **Organizational Structure**



## **Corporate Vision**

Build a global brand with a durable reputation









## **Domestic Layout**







#### **Global Customers**





# PART TWO





#### **Linuo Paradigma**

- Solar water heating
- Thermal energy



#### Linuo PV

- Monocrystalline cells
- Polycrystalline cells



#### **Linuo Power**

- Distributed power system
- Power plant operation
- Power Supply





**Tubes Thermal Projects Heat pumps & collectors** Cells **Modules PV Project** 



- Founded in 2002
- Employees: 460
- Facilities: 2 Cell & 2 Module plants in Jinan
- Annual Capacity: Cells 1.2GW,
   Modules 1.2GW



Equipment from Germany, US, Italy, South Korea & China



#### • Full automation lines





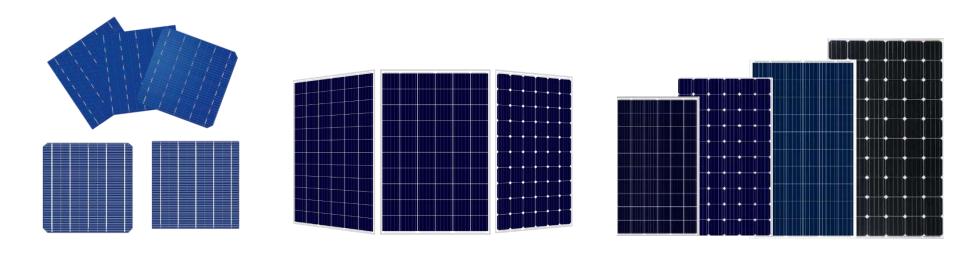








Product portfolio of solar cells and solar modules







- Established in 2002, Shandong, China
- Employees: 340
- Total Installations: 1.2 GW
- Ground-mounted Solar Power Plant
- Distributed PV Power Plant
- Off-grid PV Power Plant
- Building Integrated Photo-Voltaic
- Wholesale power licences



Design Partners













Major Suppliers







创造美好世界













Project references











Energy interconnection - Data monitoring
 20000 points , 900 solar power plants





- Founded in 2001
- German technology, made in China
- Employees: 690
- Main business: air source heat pump, water heating, space heating & cooling solutions with solar energy, and other renewable energy resources





- Residential and Commercial solutions
- High-efficient and energy-saving water heating and space heating/cooling systems
- Solar systems, heat pumps, electric heaters and combined systems





Workshops and laboratories







Production capacity and market performance







- 50,000 commercial heat pumps per year
- 400,000 solar water heaters per year
- 264,000 solar collectors per year
- 6 million solar vacuum tubes per year

- Thousands of design projects every year
- National Industrial Base of Residence & Fabricated Building
- Demonstration Enterprise for 2017 Electric
   Heating Reform Project

- No. 2 in solar thermal industry in China
- No. 1 in commercial applications field
- Honor of 2018 Outstanding Brand of Chinese Heat Pump industry
- Exports to over 60 countries



• Testing center & research lab











## **Solar Energy**

Certifications

#### **Linuo Photovoltaics**

















#### **Linuo Power**













#### **Linuo Paradigma**













### **Linuo Healthcare**



Hongjitang Pharma

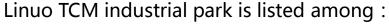


Hongjitang E Jiao



#### **Linuo Healthcare**





- National scenic spots ( AAA)
- Demonstration base for industrial tourism in Shandong



## **Linuo Healthcare**



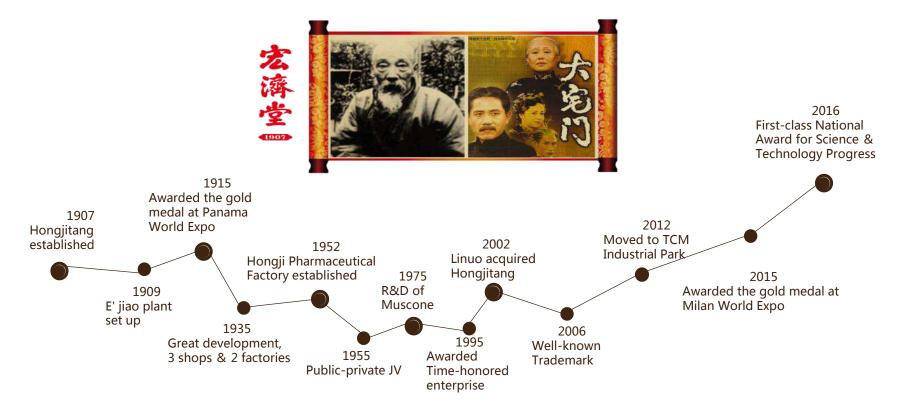


## **Hongjitang Pharma**

- Established in 1907
- Employees: 1000
- TCM products:
   pediatric agents
   cardiovascular agents
   cerebrovascular agents
   urologic agents etc.















Hongjitang Research Institute

Hongjitang TCM Clinic

Hongjitang Museum













Yue Jingyu Museum



The wall of TCM historical culture in Hongjitang









#### **Hongjitang Pharma**

- 6.1 billion tablets
- 1.2 billion capsules
- 2000 kg Muscone



#### **Product**

- 10 series of products
- 12 dosage forms
- 150 kinds of TCM







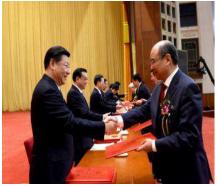






Synthetic Muscone: a product with social and environmental value





- Muscone in TCM for more than 2000 years
- Efficacy: promotes blood circulation
- Used in 295 TCM products

#### **Synthetic Muscone:**

- First-class National Science & Technology Progress Award
- Saves destruction of 2.5 million musk deer every year

















## **Hongjitang E Jiao**



- Gold medal awarded at Panama Expo in 1915
- Employees : 260
- Capacity: 50 tons of E Jiao and 160 tons of E Jiao related food products



### **Hongjitang E Jiao**

Product portfolio of E Jiao series



Hongjitang E Jiao was awarded Gold Medal at Panama Expo in 1915









Instant E Jiao Cake

E Jiao Haws



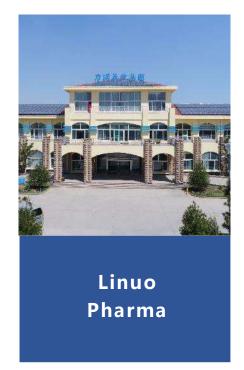
# **Hongjitang E Jiao**







#### **Linuo Healthcare**





Keyuan Pharma



Linuo Technical Glass



#### **Linuo Healthcare**

- Keyuan Pharma &Linuo Pharma
- Employees: 600
- API & Finished
   Dosage Forms





#### **Linuo Pharma**

#### **Linuo Pharma**

- 2 billion tablets
- 100 million capsules
- 10 million ointments
- 10 million aerosols





#### **Linuo Pharma**

Product categories: tablet, capsule, aerosol and paste

#### **Product portfolio:**

- Cardiovascular agents
- Hypoglycemic agents
- Antidepressants
- Antipyretics





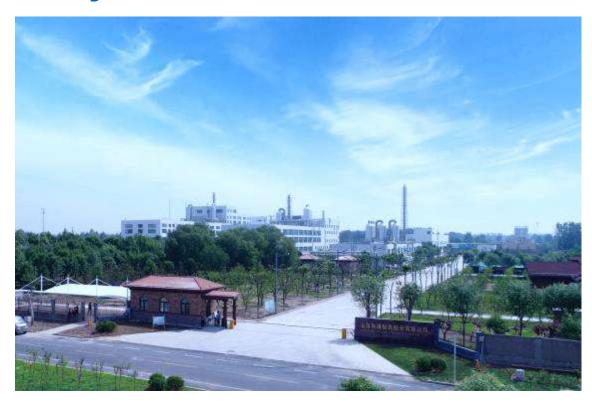












- Founded in August 2002.
- Focus on the development, manufacture and marketing of Active Pharmaceutical Ingredients (APIs).
- Factory covers an area of 132,000 square meters.







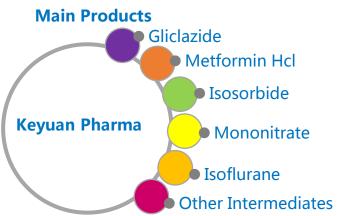
#### Manufacturer:

- Anti-diabetic series
- Cardiovascular series
- Inhalational anesthetics
- Capacity: 7000 tons



Anti-diabetes \_\_\_\_\_ Cardiovascular \_\_\_\_ Anesthetic \_\_\_ CRO CMO







**Bromination** 

Chlorination

Condensation

Hydrolysis

Rearrangement

Cyclization

Reduction

**Nitration** 

Chiral resolution and asymmetric synthesis

Fractional distillation

IR heated reaction

Ion-exchange column

Micronization







- Workshop has a design capacity of 6000 T/Y
- Automated workshop



## **Keyuan Pharma – pilot workshop**









- Design &
  construction follow
  the standards of
  FDA and EU GMP
- Automatic
   packaging line for
   anti-diabetic API



### **Keyuan Pharma - pilot workshop**





- > 1700 m², multi-purpose facilities being operated in compliance with cGMP
- A complete set of equipment fit for versatile organic reactions
- Clean room with 30 L, 100 L and 500 L independent production lines
- R&D support, process scale up and improvement, small scale manufacturing
- Incubator of new products and new technology



R&D - The new lab











Quality Assurance System











- Two products has been approved by US FDA
- Two products have filed DMF with US FDA
- SFDA GMP certificates for all API products
- 2 COS (EDQM) certificates
- Japanese PMDA GMP certificate (2010.11)



#### Certifications



**FDA** 



MARINE STORY OF THE STORY OF TH

**PMDA** 





**KFDA** 





**CEP** 





**GMP** 

**CEP** 

#### • **GMP Inspections:**

- > Certifications received after GMP inspections from the following authorities
- > US FDA 2015 (first time) < 2018 (second time)
- ➤ China FDA: periodic inspections, last inspection in 2014
- > Korea MFDS 2013
- > Japan PMDA 2010

#### • Site audits from major international customers:

- > 2017: 55 audits (customers from EU, US, UK, India, Japan, etc.)
- > 2016: 49 audits (customers from USA, UK, Italy, France, Spain, etc.)
- > 2015: 60 audits (customers from USA, Ukraine, India, Israel, etc.)
- > 2014: 35 audits (customers from France, USA, Germany, etc.)





- Leading borosilicate glassware exporter
- Chief drafter of national standard
- 1000 employees
- Pharmaceutical packaging & lighting glass



- Vice Chairman of China Pharmaceutical Packaging Association
- Vice Chairman of China National Association For Glass Industry
- Vice Chairman of China National Glass Instrument Standardization Technical Committee
- Primary drafter of several national standards
- Outstanding Contribution Enterprise in Chinese pharmaceutical packaging industry

#### **Production capacity**

- Pharmaceutical Glass:2.2 billion units
- Borosilicate Glass:64 million units
- Lighting Glass:31 million units





#### **Pharmaceutical Glass Lighting Glass Heat resistant Glass** Heat resistant crispers Tubes Lighting glass bulbs Microwave glass trays Ampoules Lighting glass tubing and rods Heat-resistant glassware Vials



















































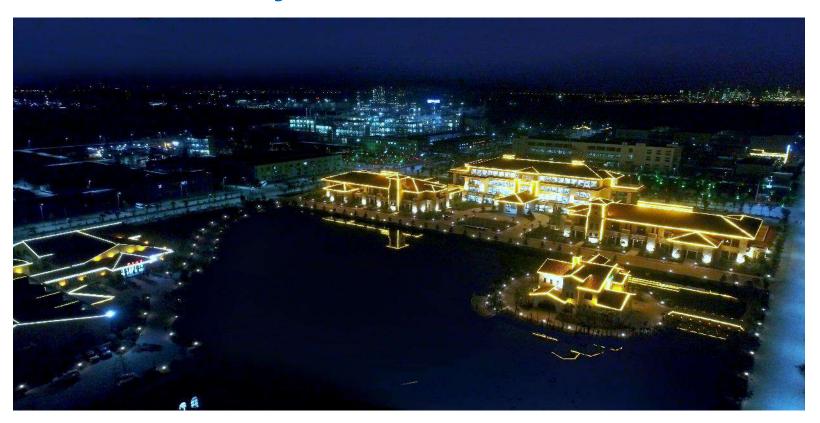




#### **Linuo Fine Chemicals in Wuhan**



# **Chemical Industry Park in Wuhan**





- Industrial leader in environmental friendly coatings
- Founded in 1928 & acquired by Linuo Group
- Employees: 350
- Automotive coatings, protective coatings, coil coatings & resin











Establishment of the brand "Flying Bear"

Public-private

Wuhan Twin **Tigers Coatings** Co., Ltd. established

Linuo acquired Wuhan Twin **Tigers Group** 

National Post-doctoral Linuo Group Technology Research Center

Wuhan Campus built

1928 1945 1956 1980 1992 2001 2004 2006 2011 2012 2015 1996

> Renamed as "Twin Tigers"

Wuhan Twin **Tigers Coatings** established

First IPO company of China coatings industry

Key high-tech enterprise of National Torch Plan

Top Ten Chinese **Industrial Painting Enterprises** 

Moved to Wuhan Chemical Park









#### **Production capacity**

Industry coatings: 40000 T

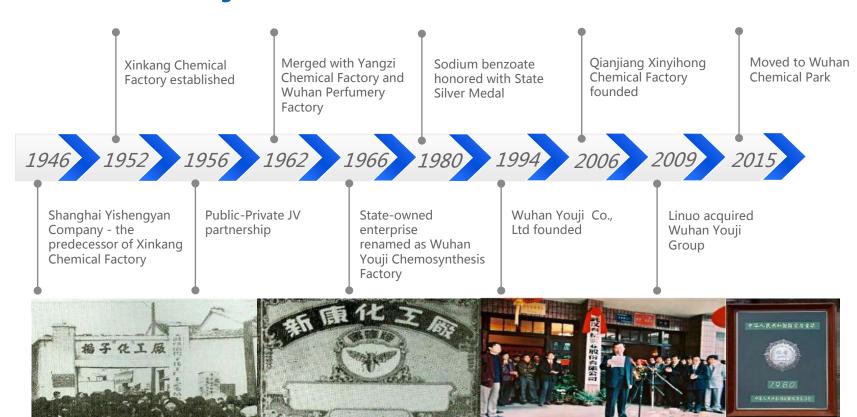
• Automotive coatings: 25000 T

Coil coatings: 15000 T

• Resin: 30000 T









- Established in 1946. Now wholly-ownedby Linuo group with 680 employees
- Top 2 global manufacturer of sodium benzoate
- Benzoic acid 2<sup>nd</sup> in global market share
- Medical grade products: sodium benzoate & benzoic acid
- The largest benzoic acid facilities in the world: annual capacity of 100,000 MT and a purity quotient over 99.5%





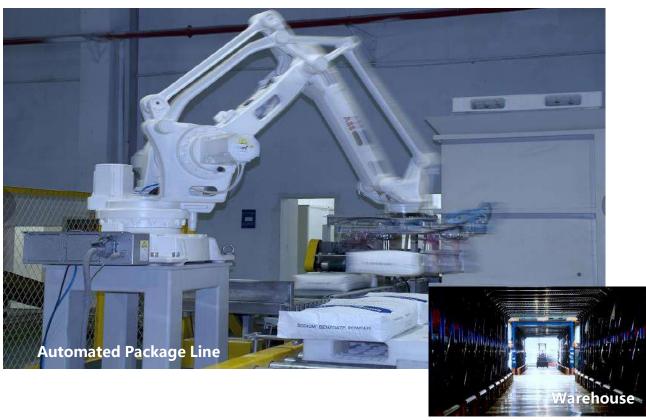
SMALL ELEMENTS, BIG WORLD 合成元素 创新万物

#### **THREE PRODUCT CATEGORIES**

- Toluene oxidation: benzoic acid, sodium benzoate
- Toluene chloride: benzyl chloride, benzyl alcohol
- Other fine chemicals

















Qianjiang Plant











#### Certifications























Qualified Supplier To





## **Fine Chemicals**

Certifications

#### **Twin Tigers**











ISO14001

China Environmental Labelling

ISO9001

China Compulsory Certification

ISO16949

#### **Wuhan Youji**















ISO9002

ISO9001

ISO22000

International Halal Certification Authority

Australian Standard Certification European Food Additives Quality System Food Safety System Certification 22000



# PART THREE



## **R&D Centers**

 Science and technology innovation platforms: 26

National level innovation platforms: 3















### **R&D Laboratories**













### **R&D Laboratories**











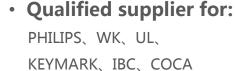




# **Quality Management System**

#### QMS certificates:

GMP、FDA、EDQM, ISO22000、ISO9001、 ISO18001、ISO15378、 ISO17025 ( CNAS ) 、 TS16949



COLA、PEPSI、P&G

• QM tool:

SPC、MSA、FMEA、APQP、 PPAP











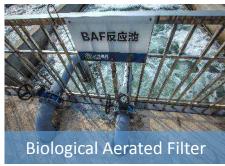




## **Environmental Protection Management**







- Certified by environmental agencies
- Continual update of environmental equipment
- Thorough treatment of discharged pollutants (waste water station, VOC devices)
- Complete record of monitoring & sample testing
- Emergency response team



## **Research Partners**



The University of New South Wales



Technical University of Denmark





National University of Singapore



University of Stuttgart





#### **Research Partners**









Shanghai Jiaotong University

Harbin Institute of Technology



中國藥科大學

China Pharmaceutical University



中国医学科学院 Chinese Academy of Medical Sciences



中科院大连化物所 Dalian Institute of **Chemical Physics** 



山东中医药大学 **Shandong Traditional** Chinese Medicine University

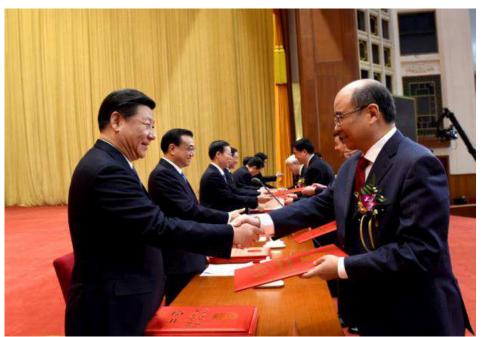


山东省中医药研究院 Shandong Institute of traditional Chinese medicine

#### **Honours**

Synthetic muscone: First-class National Science & Technology Progress Award





#### **Honours**

Heat pump technology: Second-class National Science & Technology Progress Award





#### **Innovation**

#### We are

- National Enterprise Technical Centre (国家认定企业技术中心)
- Jinan Solar Industry Base in National Torch Plan (国家火炬计划济南太阳能特色产业基地)
- National Residential Industrialization Base (国家住宅产业化基地)

#### We have 663 Patents

- 576 patents in solar energy industry
- 37 patents in healthcare sector
- 27 patents in fine chemicals technologies
- 23 patents in technical glass innovation





# PART FOUR



# **Charity**











# **Linuo Headquarter**



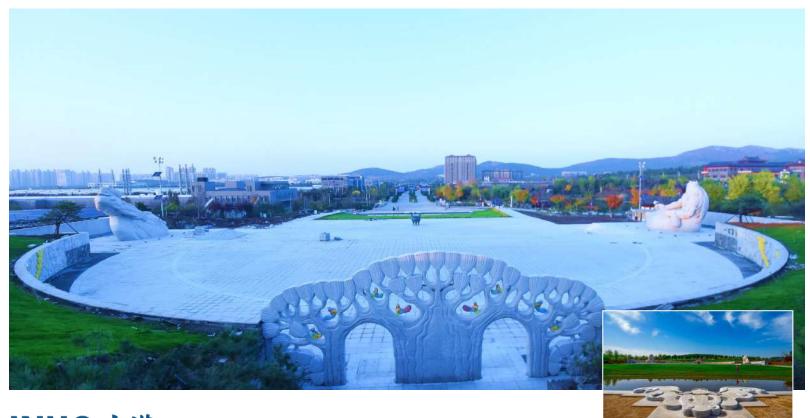
# **Linuo Headquarter**



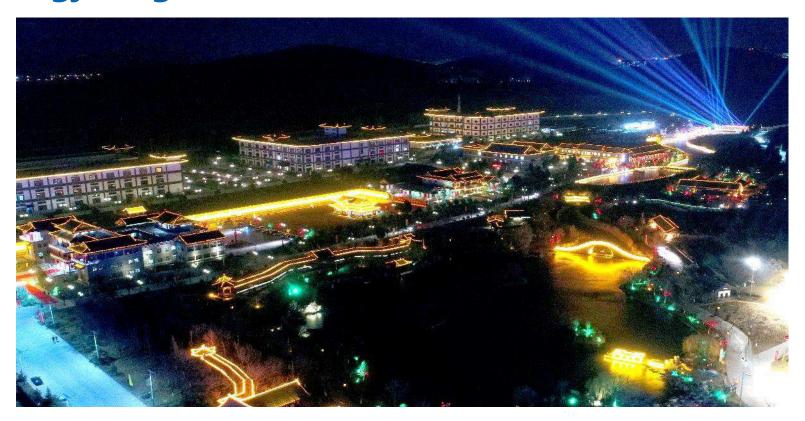
# **Linuo Smart Campus**



# **Linuo Cultural Square**



## **Hongjitang TCM Industrial Park in Jinan**



## **Hongjitang TCM Industrial Park in Jinan**



# **Chemical Industry Park in Wuhan**



# **Solar PV Industrial Park in Shanghai**



### **Technical Glass Industrial Park in Jinan**



# **Linuo Technology Park in Jinan**









# Thank You



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