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雲白國際有限公司  
**YNBY International Limited**  
(Incorporated in Bermuda with limited liability)  
(Stock Code: 00030)

## **SUPPLEMENTAL ANNOUNCEMENT IN RELATION TO THE PLACING OF NEW SHARES UNDER GENERAL MANDATE**

**Placing Agent, Overall Coordinator, and Capital Market Intermediary**



Reference is made to the announcement of the Company dated 2 May 2025 (the “**First Announcement**”) and 5 May 2025 (together with the First Announcement, collectively the “**Announcements**”) in relation to the Placing. Unless otherwise defined, capitalized terms used herein have the same meanings as defined in the Announcements.

The Company would like to supplement the following information regarding the Announcements:

## **PLACING DEVELOPMENT**

The net proceeds from the Placing are currently estimated to be about HK\$92 million, more details of which will be disclosed once the Placing is completed.

## **USE OF PROCEEDS FROM THE PLACING**

The Group is principally engaged in the trading of goods and commodities business, and provision of professional services, which include product registration and promotion services. The Group's operations are divided into (i) the trading of goods and commodities business, encompassing (a) e-commerce trading business, (b) raw material trading business for healthcare products in the PRC, and (c) distribution of certain products manufactured and branded by the Company's controlling shareholder Yunnan Baiyao Group to overseas markets; and (ii) other segment, mainly providing marketing services, product registration services, and sourcing for OEM/ODM services.

During recent years, the Company's business has been growing rapidly, and generated total revenue of about HK\$755 million for the year ended 31 December 2024, from a total revenue of about HK\$180 million for the year ended 31 March 2022. Trading business generally requires a turn-over period of about three months; thus, as its trading business grows larger in scale, the Company would make full use of its existing current assets to sustain and develop existing trading business. As set out in the Company's announcement dated 14 March 2025, a total of HK\$97 million of net proceeds from the subscription of convertible bond by Yunnan Baiyao Group in October 2020 (the "**Subscription**") has been changed to be used for expansion in existing trading business in raw materials and e-commerce, and HK\$40 million of the net proceeds from placing Shares to Sunwah Great Wall Group Limited in June 2022 (the "**Previous Placing**") has been changed to be used for expansion in existing trading business in raw materials.

To further facilitate its business growth to the next level, the Company seeks further funding of working capital. As set out in the First Announcement, the Company intends to use 40% of the estimated net proceeds from the Placing, which is currently estimated to be about HK\$37 million, as general working capital and for future investment/expansion of the Group as and when the opportunities arise. The Company expects to use the proceeds within the year of 2025 and the detailed timeline will be confirmed when the Placing is completed.

As disclosed by Yunnan Baiyao Group, Yunnan Baiyao (雲南白藥) ("**YNBY**") is a renowned brand with over 120 years' history, and Yunnan Baiyao Group generated total revenue of about RMB40 billion for the year ended 31 December 2024, and owns a number of products that hold leading PRC market shares, among which, its toothpaste product holds the largest market share in the PRC. According to the 2024 annual report of Yunnan Baiyao Group, less than 1% of its total revenue of about RMB40 billion in the year of 2024 was generated from markets other than the PRC.

The Company aims to be the international business platform of Yunnan Baiyao Group, and strives to penetrate into and develop Southeast Asia markets as its priority. As set out in the Company's announcement dated 14 March 2025, a total of HK\$5 million out of the net proceeds from the Subscription has been changed to be used for marketing expenses for the existing trading business in Asian markets, and HK\$10 million of the net proceeds from the Previous Placing has been changed to be used for research and development of Chinese herbal medicine in the PRC and development of the trading network in Thailand, Indonesia, Singapore, Korea and Malaysia. Apart from that, as set out in the First Announcement, the Company intends to use 60% of the estimated net proceeds from the Placing, which is currently estimated to be about HK\$55 million, to support the cost relating to international business development, in particular in Southeast Asian Nations (ASEAN) with respect to OEM/ODM manufacturing and services, marketing and sales of products, product registration, development the trading network in ASEAN, development of the health food products network in ASEAN. Relevant arrangements will be confirmed when the Placing is completed, but are expected to be as below:

	<b>For the year ended 31 December 2025 <i>HK\$ million</i></b>	<b>For the year ended 31 December 2026 <i>HK\$ million</i></b>
Registration, development, OEM/ODM, etc., of products in ASEAN markets	15	–
Marketing, promotion, and trading network development in ASEAN markets	15	–
Marketing and sales of products in ASEAN markets	–	25
	<hr/>	<hr/>
Total	<u>30</u>	<u>25</u>

## PLACING PRICE

The Company has been recovering from an 18-month-long suspension of shares trading and it will need more funding to further develop its trading business and to start developing and selling YNBY products in the Southeast Asia markets. If such strategic moves are successfully implemented, the Company expects to significantly improve its operations and net profit margins.

The average closing prices of the Company's Shares in March and April 2025 are HK\$0.1298 and HK\$0.1286, respectively. The New Placing Price of HK\$0.1161, as set out in the Announcements, represents a discount of approximately 10.55% and approximately 9.72% to the average closing prices of the Company's Shares in March and April 2025, respectively. The average daily trading turn-over of the Company's Shares in March and April 2025 are both less than HK\$1 million.

Considering the above, as well as the liquidity of the Company's Shares and latest stock market conditions, the Company is of the view that the terms of the Placing (including the New Placing Price of HK\$0.1161 being in line with Rule 13.36(5) of the Listing Rules), are fair and reasonable and in the interest of the Company and its shareholders as a whole.

**Completion of the Placing is subject to the satisfaction of the Condition. As the Placing may or may not proceed, Shareholders and potential investors are advised to exercise caution when dealing in the Shares.**

*The above information does not affect other information contained in the Announcements and save as disclosed above, all other information therein remains unchanged.*

By Order of the Board  
**YNBY International Limited**  
**Tang Ming**  
*Executive Director*  
&  
*Chief Executive Officer*

Hong Kong, 15 May 2025

*As at the date of this announcement, the executive Directors are Mr. Dong Ming (Chairman), Mr. Tang Ming (Chief Executive Officer) and Mr. Liu Zhouyang; the non-executive Directors are Mr. Qian Yinghui and Mr. Huang Bin and the independent non-executive Directors are Mr. Wong Hin Wing, Dr. Cheung Hoi Yu and Dr. Cecilia Wai Bing Pang.*