保荐人（主承销商）

2023 3 17

2023 020048

2023

A

2023 A

1.....3

2.....42

3.....97

4.....104

.....112

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-353.42 147.09 -4,607.63

-7,583.31 77.49% 66.16% 62.65%

58.04% 21,135.08 14,471.44 16,978.96

13,204.69 3,043.73 2,509.30 3,863.59

10,214.44 5,133.05 1,246.16 2,667.73

5,602.83

3,544.36 5,270.64

8,179.57 7,249.94 214.67 915.52

2,454.19 1,561.54 26.02 13.74

187.92 101.65 4,889.78

15,600.53

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2022 1-9

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2021

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			2021	2020
			37,044.22	36,848.94
			13,834.55	12,467.84
			23,209.67	24,381.10
			62.65%	66.16%
			30,890.45	24,587.01
			6,898.95	4,747.18

			-4,448.34	1,516.14
			-3,416.40	1,652.86
			1,118.97	1,335.36
			-4,607.63	147.09

36,848.94 37,044.22

147.09 -4,607.63

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IPO

2016

I II

4,747.18 6,898.95

12.88% 18.62%

2021

3,043.96 3,952.99

					2021		2020	
					16,820.10	45.41%	20,507.61	55.65%
					16,290.40	43.98%	13,720.38	37.23%
					1,970.08	5.32%	2,044.12	5.55%
					477.28	1.29%	438.44	1.19%
					544.08	1.47%	-0.03	0.00%
					871.23	2.35%	-	-
					71.05	0.19%	138.42	0.38%
					37,044.22	**100%**	**36,848.94**	**100%**

2

					2021		2020	
					8,588.54	37.00%	12,357.66	50.69%
					13,121.70	56.54%	10,953.03	44.92%
					701.55	3.02%	766.59	3.14%
					241.87	1.04%	245.28	1.01%
					6.23	0.03%	-0.03	0.00%
					522.73	2.25%	-	-
					27.06	0.12%	58.58	0.24%
					23,209.67	**100%**	**24,381.10**	**100%**

23,310.68 21,710.23

95.61% 93.54%

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36 1.5 1.5 ref10.7F8.54[6 54.98 1.5 ref627F8.54[(62748.12 1.5 re0A01.98F8.54[6 54.98 1.5 re2

[redacted]			2021	2020
[redacted]	/ / / / / /			[redacted]
	(			v

2

79.83%

80.55%

1

	%

			2021	2020
			44.53	44.01
			80.90	81.74
			62.65	**66.17**

Wind

			2022 1-6	2021	2020
			4,525.13	11,330.45	13,435.61
		%	77.29	74.99	72.80
				8,781.39	12,854.36
	-	%		73.02	77.68
				8,038.71	7,653.26
	-	%		27.07	31.00

2022 1-6

1

			2021	**2020**

			2021	2020
			22.93%	20.77%
			45.83%	39.27%

2020 2019 6,663.64

50.94% 39.27%

2019 9 2020 1 2020

2019 0.94%

20.77%

2021 2020 2,507.52

1

18.73%

2

2

				2021	2020
				4,663.74	4,824.86
				16,820.10	20,507.61
				27.73%	23.53%
				9,369.78	7,820.63
				16,290.40	13,720.38

				2021	2020
				57.52%	57.00%

2020

1

2

2020

2021

2022 1-9

4,747.18 6,898.95

12.88% 18.62%

3CL GST-HG171			
1 GST-HG141		-	II
C-Met 1 GST-HG161		-	I
1 GST-HG131		-	I
1 GST-HG121		-	I
1 ASK1 1 GST-HG151		-	I
			-
3 +3			
		-	
			2022 3 24 2022 4 8
6 HIV		-	BE 2021 12
6 +6			2021 4 13
3 +3 HBV			2021 4 20
		-	
2.5mg		-	
50mg		-	
		-	
		-	

		-	
100			-
			-
			-

2021 726.34

		%			
				2021	**2020**
				2.97	2.87
				62.04	57.31
				18.62	**12.88**

Wind

2,509.30 3,863.59

52.86% 56.00%

CRO

					2021		2020	
					16,820.10	45.41%	20,507.61	55.65%
					16,290.40	43.98%	13,720.38	37.23%
					1,970.08	5.32%	2,044.12	5.55%
					477.28	1.29%	438.44	1.19%
					544.08	1.47%	-0.03	0.00%
					871.23	2.35%	-	-
					71.05	0.19%	138.42	0.38%
					37,044.22	**100%**	**36,848.94**	**100%**

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2015

2019 10

27

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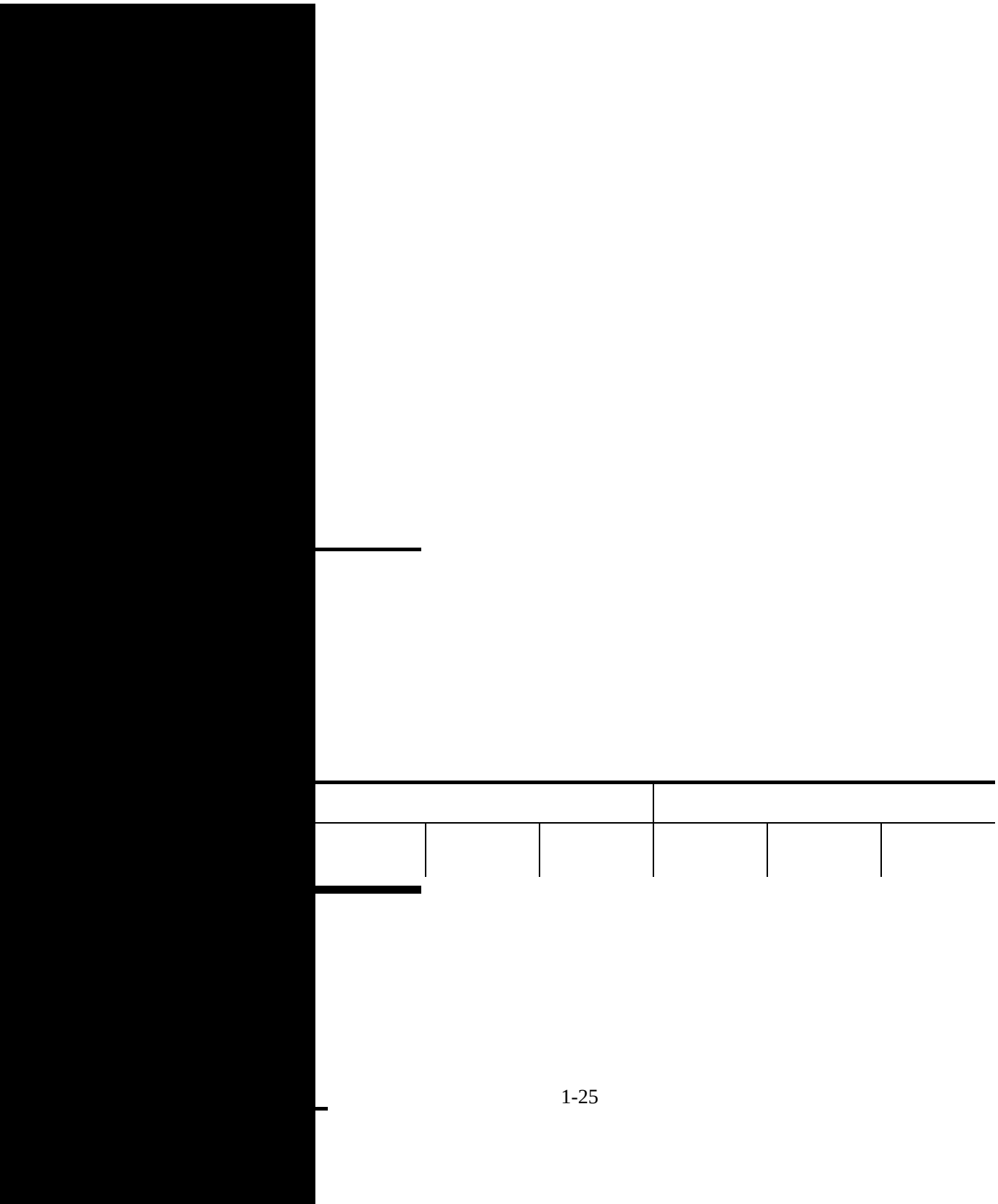

	2021.12.31			**2020.12.31**		
	1,170.33	13.85	1,156.48	1,004.43	4.86	999.57
	2,454.19	-	2,454.19	915.52	-	915.52
	1,180.32	-	1,180.32	1,270.79	-	1,270.79
	2,305.35	174.07	2,131.28	1,415.23	5.01	1,410.22
	168.13	-	168.13	32.75	-	32.75
	983.16	-	983.16	458.66	3.39	455.27
	1.91	-	1.91	181.35	-	181.35
	-	-	-	5.64	0.48	5.17
	104.1	-	104.10	5.64	-	13.22
	8,367.48	**187.92**	**8,179.57**	**5,284.38**	**13.74**	**5,270.64**

					2021.12.31		**2020.12.31**	
1					8,099.31	96.79%	5,151.04	97.47%
1 2					169.55	2.03%	23.10	0.44%
2					98.62	1.18%	110.24	2.09%
					8,367.48	**100%**	**5,284.38**	**100%**

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			2021.12.31	2020.12.31
			2,305.35	1,415.23
			168.13	32.75
			2,473.48	**1,447.98**
			2,043.83	1,414.61
			82.63%	97.69%
			56.06%	69.84%

97.69%

82.63%

2020

69.84% 56.06%

	%		
		2021.12.31	2020.12.31
		0.62	0.68
		0.12	-

		2.25	**0.26**

Wind

%

2%

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2021

2021

915.52 2,454.19

2021 1,538.67

2021 2020

	2021		2020	
	1,720.73	70.11%	404.38	44.17%
	733.46	29.89%	511.14	55.83%
	2,454.19	**100.00%**	**915.52**	**100.00%**

2021 1,316.35

2021 2021

222.32

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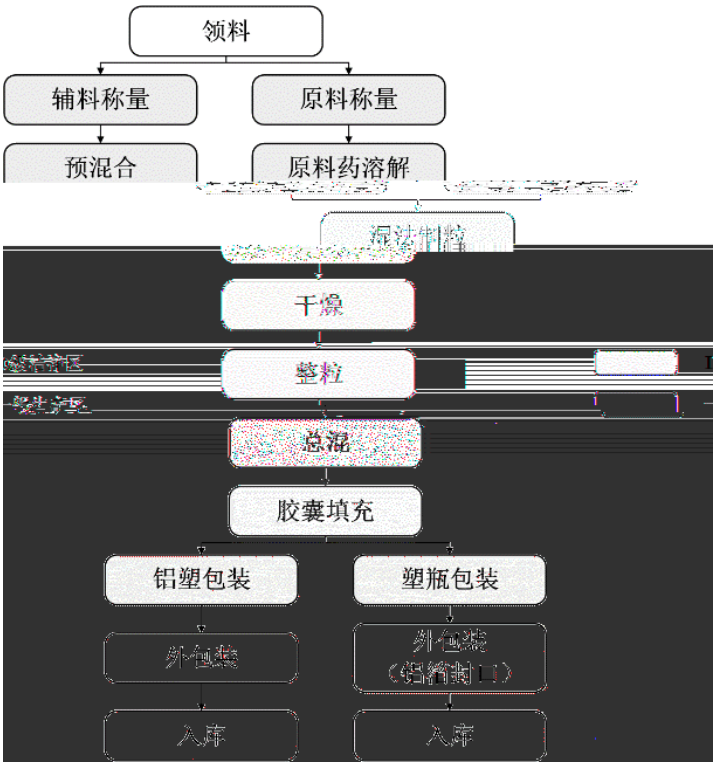
12 24



2019 9

25

				2021	2020
				31,383.82	28,167.67
				31,644.59	30,707.95
				99.18%	91.73%
				11.42%	421.19%

2021

			2021.12.31	2020.12.31
			2,454.19	915.52
				915.52
				100.00%

2020 2021 100.00%

2021

2021

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~~1,258.49 1,652.86 3,416.40 8,163.72~~

2021

4,747.18 6,898.95

2020 2021 1,246.16 2,667.73

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3 2020

2021

4 GST-HG171

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7 2021

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94,800.00 **74,800**

20,000

6

GST-HG121 GST-HG141 GST-HG171 II/III

GST-HG171

70,300.00 **74.16%**

1

2

3 GST-HG171

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8 **9**

2 **3** **8**

1 **2** **6** **7** **8**

9 **4** **5**

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2023

1		**82,080.00**	**74,800.00**
1-1	GST-HG171 II/III	23,460.00	20,700.00
1-2	GST-HG141 II/III	29,070.00	24,550.00

1-3	GST-HG121 II/III	29,550.00	29,550.00
2		**20,000.00**	**20,000.00**
		102,080.00	**94,800.00**

GST-HG171 II/III II/III

158.00 CRO

GST-HG141 II/III II 2023

2 513.15 CRO

GST-HG121 II/III

2

671.15

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2

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I II III

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2020

2007

I		20~30	
II		100	III
III		300	
IV		2,000	

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2022 8 2023 7 1

ICH E8 R1

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GST-HG171

GST-HG141 GST-HG121 II/III

I

II

III

GST-HG171 2022 12 GST-HG171 I

GST-HG171 150mg

I

II/III

GST-HG171 Ritonavir /

II/III

GST-HG141 2021 4 2022 3 GST-HG141

Ia Ib

GST-HG141

GST-HG141

28 HBV DNA

GST-HG141 I

GST-HG141 II

GST-HG141

II

GST-HG121 2022 5 GST-HG121

I

I I

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I

GST-HG171 I

CDE

II/III CDE

GST-HG171 GST-HG141 II/III

I I

GST-HG121

GST-HG171 GST-HG141

GST-HG121 II/III

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94,800.00

GST-HG171 /

GST-HG141 GST-HG121

1		**82,080.00**	**74,800.00**	**78.90%**
1-1	GST-HG171 II/III	23,460.00	20,700.00	21.84%
1-2	GST-HG141 II/III	29,070.00	24,550.00	25.90%
1-3	GST-HG121 II/III	29,550.00	29,550.00	31.17%
2		**20,000.00**	**20,000.00**	**21.10%**

		102,080.00	**94,800.00**	**100.00%**

2

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GST-HG171 GST-HG141

GST-HG121 II/III

	GST-HG171 II/III	**GST-HG141 II/III**	**GST-HG121 II/III**
	16,020.00	22,620.00	23,050.00
	3,480.00	3,550.00	3,500.00
	2,160.00	1,500.00	1,600.00
	1,800.00	1,400.00	1,400.00
	23,460.00	**29,070.00**	**29,550.00**

II III

I Frost & Sullivan

I 4-6 II III 5-7

12-18 II III I

GST-HG171 GST-HG141 GST-HG121 II/III

19.55 24.23 24.63

FB2001 SCTA01 II/III

STSA-1002 STSA-1005 BDB-001

RAY1216 SIM0417

	FB2001	I II/III	1,308	35,307.00	26.99
	RAY1216	III	1,359		
	SIM0417	II/III	1,208		
	SCTA01	II/III	2,045	45,676.49	22.34
	STSA-1002 STSA-1005	I/II/III	460	30,400.00	66.09
	BDB-001	II	120	2,450.00	20.42
	BDB-001	II	368	10,000.00	27.17
	GST-HG171	/ II/III	1,200	23,460.00	19.55

GST-HG171 II/III 1,200

GST-HG171 SCTA01

BDB-001 FB2001 STSA-1002

STSA-1005 BDB-001

ARDS II/III

GST-HG141 GST-HG121

KW-027 KW-034

20,000.00

26,537.08

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		2023				2024				2025				2026				2027	
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2

GST-HG171	II/III																		
GST-HG141	II																		
	III																		
GST-HG121	II																		
	III																		

GST-HG171 2023 7 II/III 2023 9

2

2023 3 22

	2022	**2023**
GST-HG171 II/III	158.00	1,108.15
GST-HG141 II/III	513.15	358.61
GST-HG121 II/III		

		2022	**2023**	**2024**	**2025**	**2026**
GST-HG171 II/III	23,460.00	158.00	23,302.00	-	-	-
GST-HG141 II/III	29,070.00	513.15	3,311.46	16,039.13	9,206.25	-
GST-HG121 II/III	29,550.00	-	529.41	3,176.47	12,066.62	13,777.50

1

2015 IPO

CEO

George Zhang

Wyeth

The Procter & Gamble Company

Allergan Corbus Pharmaceuticals Holdings,Inc.

John Wei-Zhong Mao

25 18 INDs

2 NDAs Foresee Pharmaceuticals Cytokinetics Idenix Pharmaceuticals

2

1

2022 12

2022 12 22

694

2023 1 30 WHO

2023 2 2022

Paxlovid 2022 189

Molnupiravir

Lagevrio 57

Remdesivir Veklury 39

285

2023 -2026

2022 12%

2026 22% 2022 1,400 2026 2,600

2

HBV

2022

2017

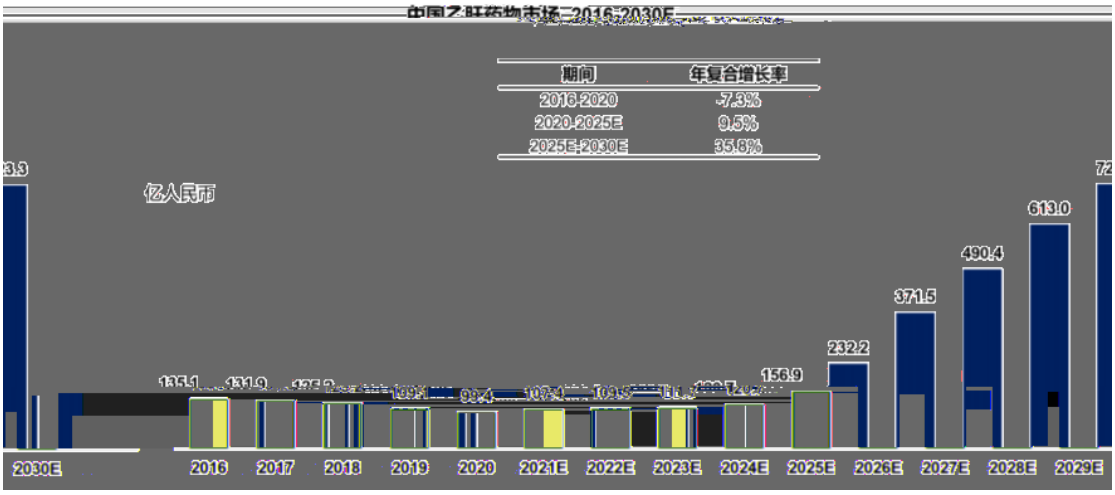
100 7,000

15%

Frost & Sullivan

2030 723.3 2025-2030

35.8%



Frost & Sullivan

3

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1

1

2021

2

GST-HG171 3CL

3CL Mpro

16

RNA

3CL 3CL

3CL

3CL

3CL

GST-HG171

GST-HG121 GST-HG141

HBsAg GST-HG121

First-in-class

RNA HBsAg

GST-HG121 HBsAg

GST-HG141 HBV

cccDNA

GST-HG141

3

2015 IPO

PCT

4

2 /

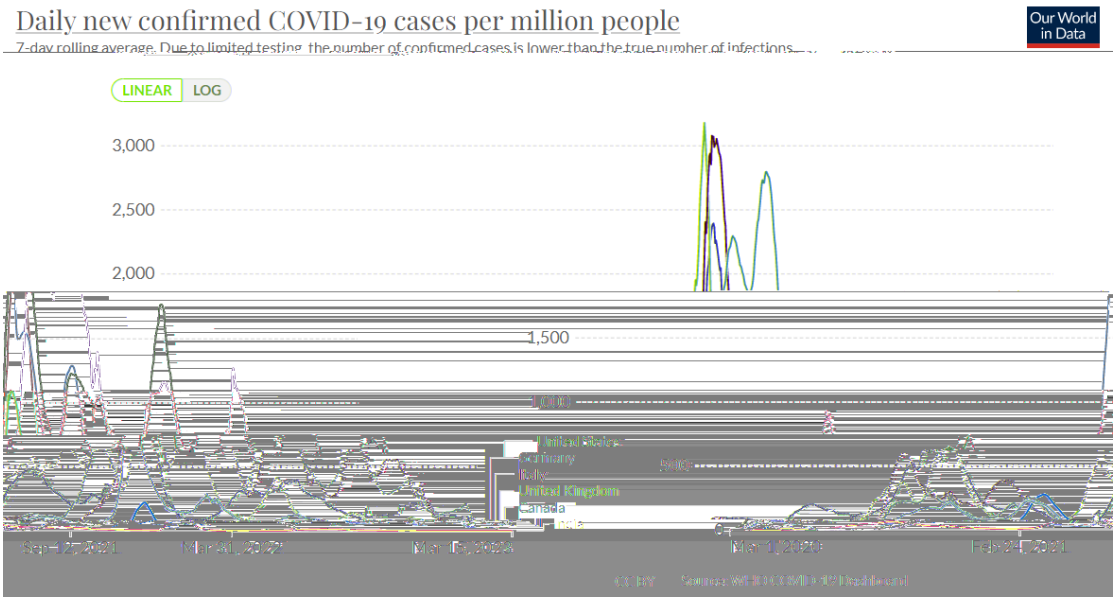
/1

2

1

2019

RNA



https://ourworldindata.org/coronavirus#explore-the-global-situation

Nextstrain

2022 5

BA.4/BA.5

Nextstrain

+

2

HBV

2022

2017

100 7,000

15%

2022

HBsAg

HBV DNA

0%-3%

GST-HG121 GST-HG141

3

1 GST-HG171 GST-HG141 GST-HG121 II/III

I IIT

2

3

2022

4

GST-HG171

GST-HG171

GST-HG171

1 GST-HG171

GST-HG171

3CL 3CL

3CL 3CL

3CL

GST-HG171

3CL

2

1 **GST-HG171**

IC_{50} IC_{50}

50%

IC_{50}

GST-HG171 GST-HG171

BA.4 BA.5

IC_{50} EC_{50} Nirmatrelvir /PF-07321332

Paxlovid IC_{50} GST-HG171 6.6

IC_{50} GST-HG171 10 B.1 BA.4

BA.5 IC_{50} GST-HG171 8.7 2.4 5.0

GST-HG171

Paxlovid

	IC_{50}				
		Delta	**Omicron B.1**	**Omicron BA.4**	**Omicron BA.5**
GST-HG171	0.079	0.049	0.048	0.049	0.070
PF-07321332	0.522	0.492	0.418	0.120	0.351

PF-07321332/Nirmatrelvir Paxlovid

2 GST-HG171

GST-HG171 150mg/kg ORF1ab,

N, S 1,428.70 2,425.53 485.75

29.06 20.10 22.69

450mg/kg GST-HG171 ORF1ab, N, S

1,189.23 700.72 472.80

509.67 328.74 236.06 GST-HG171

	ORF1ab		**N**		**S**	
	150mg/kg	450mg/kg	150mg/kg	450mg/kg	150mg/kg	450mg/kg
GST-HG171	1,427.80	1,189.23	2,425.53	700.72	485.75	472.80
PF-07321332	29.06	509.67	20.10	328.74	22.69	236.06

GST-HG171

BA.4 BA.5

GST-HG171 II/III II/III

GST

1

GST-HG171

1

2

2 /

/1

2

2023 2 2022

Paxlovid 2022 189

Molnupiravir

Lagevrio 57

Remdesivir Veklury 39

285

2023 -2026

2022 12%

2026 22% 2022 1,400 2026 2,600

3

S RBD

2 ACE2 RBD

ACE2 S

FP

Mpro

16 RNA

RNA

3CL

RdRp RNA Paxlovid

Molnupiravir 3CL RdRp

RdRp 3CL

3CL S

3CL 3CL X

3CL

3CL

Paxlovid			

S-217622			
SIM0417			
RAY1216			
GST-HG171			II/III
PBI0451	Pardes		II
QLS1128			II
GS221			II
SYH2055			I
ASC11			I
HS-10517			I

RdRp VV116

RdRp

1

GST-HG171

II/III 2

I IIT Paxlovid

Paxlovid

3 GST-HG171

GST-HG171

150mg Paxlovid 300mg

RAY1216 400mg

SIM0417 750mg

GST-HG171 I

2023 3 23 2023

A

2021

2023 3 22

2023 A

2021

1

2

3

2019

1

2020 10

2021

2023

A

			%
1		31,500.00	81.08
2		1,750.00	4.50
3		1,750.00	4.50
4		1,400.00	3.60

			%
5		1,400.00	3.60
6		875.00	2.25
7		175.00	0.45
		38,850.00	**100.00**

6

5%

					%
		John Wei-Zhong Mao		210	

5%

1

81.0811%

2

3

3

300204	IIa
002317	
688321	III II/ III II II/ III III

		2022	2021	2020
			7,342.71	5,913.99
			443.77	1,166.80
			6.04%	19.73%

2021 726.34

2021

5 5

53.19%

1

		2021.12-2022.09		
GST-HG171			5,685.38	

GST-HG141 I Ia Ib

GST-HG141

II

2023 2

III

GST-HG121

2022 5 GST-HG121 I

I II

III

1

			2021	**2020**
			0.81%	2.62%
			42.63%	42.71%
			44.52%	32.76%
			6.04%	**19.73%**

2

A

	KW-027	I/II/III	21,700.00	15,000.00	69.12%
	STSA1002 STSA1005	II/III	29,400.00	25,200.00	85.71%
	SAL007	1- HER3 I/II/III	35,920.44	32,776.44	91.25%
	SAL0951	I/III	67,272.03	66,657.31	99.09%
	S086	II/III /	61,094.46	59,411.91	95.97%
					88.23%

	GST-HG171	II/III	23,460.00	21,505.00	91.67%
	GST-HG141	II/III	29,070.00	24,550.00	84.45%
	GST-HG121	II/III	29,550.00	25,050.00	84.77%
					86.96%

II/III

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5 5

53.19% II/III 86.96%

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3 II/III

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II III ）

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GST-HG171	II/III	23,460.00	20,700.00	
GST-HG141	II	4,520.00	-	-
	III	24,550.00	24,550.00	
GST-HG121	II	4,500.00	4,500.00	
	III	25,050.00	25,050.00	
		20,000.00	20,000.00	
		102,080.00	**94,800.00**	-

GST-HG171 II/III II/III 23,460.00
1,955.00
21,505.00 20,700.00 II

） II

24,500.00 ） 25.84%）

30%） 18

GST-HG171 II/III	II/III	23,460.00	21,505.00
GST-HG141 II/III	II	4,520.00	24,550.00
	III	24,550.00	
GST-HG121 II/III	II	4,500.00	25,050.00
	III	25,050.00	
		82,080.00	**71,105.00**

GST-HG171 II/III 23,460.00
1,955
21,505.00

10

		X	

	2023	2024	2025	2026	2027	2028	2029	2030
GST-HG171	716.83	2,150.50	2,150.50	2,150.50	2,150.50	2,150.50	2,150.50	2,150.50
GST-HG141	-	-	204.58	2,455.00	2,455.00	2,455.00	2,455.00	2,455.00
GST-HG121	-	-	-	-	1,670.00	2,505.00	2,505.00	2,505.00
	716.83	**2,150.50**	**2,355.08**	**4,605.50**	**6,275.50**	**7,110.50**	**7,110.50**	**7,110.50**
	2031	**2032**	**2033**	**2034**	**2035**	**2036**	**2037**	**2038**
GST-HG171	2,150.50	2,150.50	1,433.67	-	-	-	-	-

2

2

			2021	2020
			-1,776.48	1,559.75
			-17,438.47	-3,500.97
			44,557.86	6,168.16
			25,342.92	4,226.93

1,559.75 -1,776.48

2 3 8

1 2

2 3

3 8

1

2

2022 2023

3 22

3

4

5

6

7

2021

8

2023 A

2023

A

9 GST-HG171 GST-HG141 GST-HG121

10

11

2023 A

12

13

14

2022

15

16

17 18

18

1

1

2

3 GST-HG171

GST-HG171

4

5

6

7

30% 18

8

716.83

-7,110.50

9 20,000.00

2

1

2

3

4

30% 18

5

716.83

-7,110.50

6 20,000.00

3

1

2

3

2019 5

31

10

18

	2022 4 19			50	2022 58	
	2022 7 20			50	2022 208	
	2022 9 20			50	2022 222	

2022 4 19 2022 2 1 2022 2 28

[2022]58

50

2022 7 20 2022 6 1 2022 6 30

[2022]208

50

2022 9 20 2022 7 1 2022 7 31

[2022]222

50

1

2019 5 31 2019 2

[2019]32 2019 2

100,000

2

2019 11 22 2017 12 2018 11

[2019]90008

20,000

1 2

3

1

2019 8 19

2019 6 19

2019 8 16

100,000

2020 2 28 2016

2023 3 23

2

2019 11 25

20,000

2020 2 20

3

2022 4 19 2022

7 21 2022 9 20

50

1

2

3

4

5

18

4

2022 9 35,068,651

22.02% 23,11

	2023.03.06	8,500	5,000,000			14.26	3.14	6.69
	2023.03.23		500,000			1.43	0.31	0.67
	2022.04.29	5,000	5,180,000			-	3.25	6.94
			26,790,000	-	-	**61.62**	**16.82**	**35.87**

2022 9 30

1	2021.02.26	2023.03.02	3,000,000	10,000		
2	2021.09.14	2023.03.03	4,000,000			

1

300436.SZ

30% 1270

bitc2022(or)-2059

15%

50%

2

1

/

60 >50%

3 5

/ +

<50%

13.

13.1

13.1.1

13.1.2 / /

13.1.3

13.1.4

13.1.5

13.1.6

1

2022

%

2

				%	%	/	/
1		921	13,000	160	150	22.58	21.17
2		690	10,000	160	150	23.19	21.74
3		500 50	8,500	200		30.91	

2023 4 3 32.82 2023 4 3

20 60 120 33.64

39.53 42.31

3

21,610,000

61.62%

26,790,000

74,691,217

35.87%

2023 3 31

15 6

1,592,670 1%

1,592,670

36.65%

4

/ /

/ / /

/ /

/ /

7,469.12

1

2

3 300

400

4

5 2022

6

7

8

2023 3 3

1	2023.03.14			
2	2023.03.17			
3	2023.03.17			
4	2023.04.04			

1

4

2

1

3

GST-HG171

GST-HG171

2

GST-HG171

1

2

（本页无正文，为福建广生堂药业股份有限公司《关于福建广生堂药业股份有限公司申请向特定对象发行股票的审核问询函的回复》之盖章页）

福建广生堂药业股份有限公司

2023 年 4 月 26 日

（本页无正文，为兴业证券股份有限公司《关于福建广生堂药业股份有限公司申请向特定对象发行股票的审核问询函的回复》之签章页）

保荐代表人：

吴文杰　　周倩

兴业证券股份有限公司

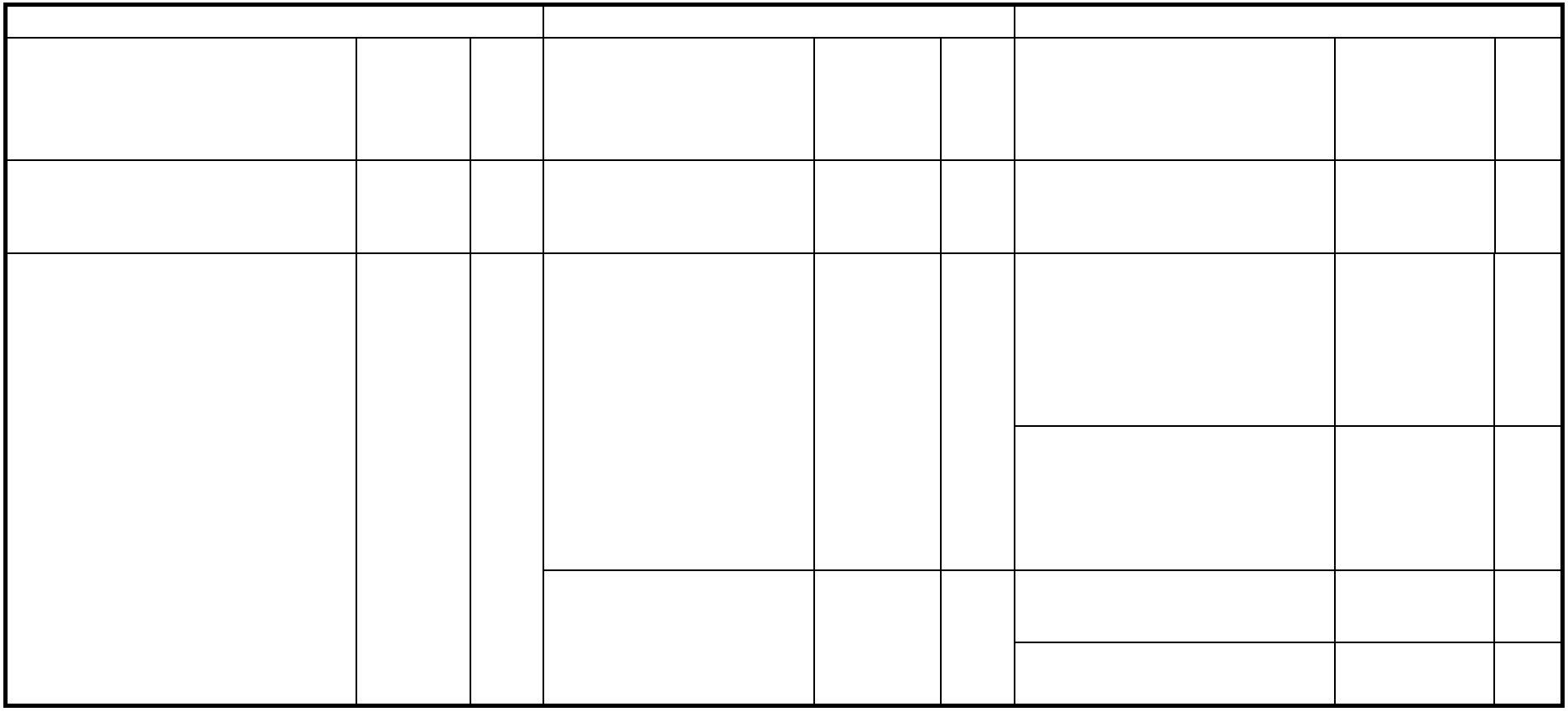
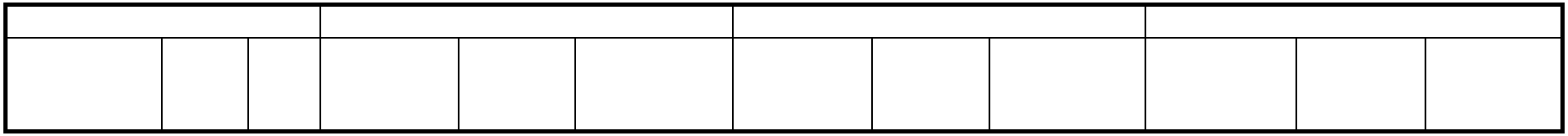
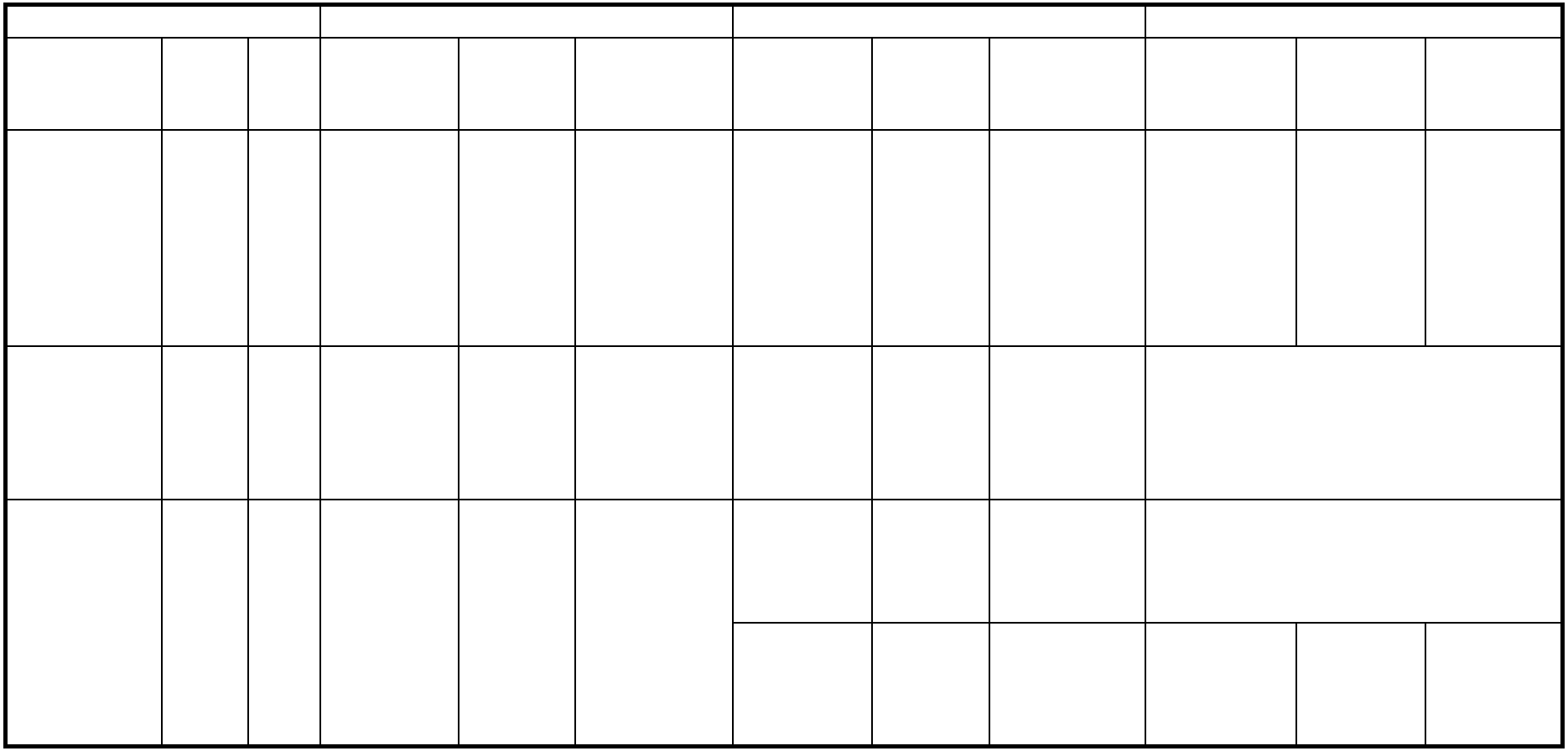
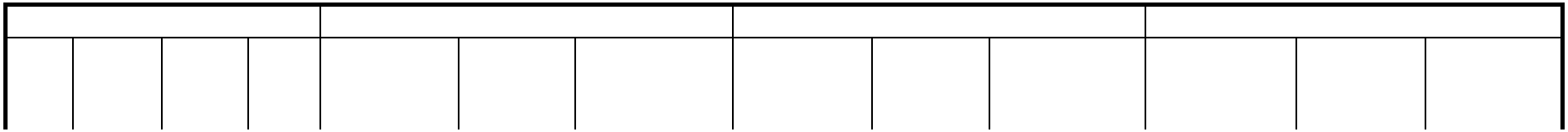
2023年4月26日

保荐机构董事长、法定代表人声明

本人已认真阅读福建广生堂药业股份有限公司本次审核问询函回复报告的全部内容，了解报告涉及问题的核查过程、本公司的内核和风险控制流程，确认本公司按照勤勉尽责原则履行核查程序，本回复不存在虚假记载、误导性陈述或者重大遗漏，并对上述文件的真实性、准确性、完整性、及时性承担相应法律责任。

保荐机构董事长、法定代表人：

杨华辉

兴业证券股份有限公司

2023 年 4 月 26 日