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81

本期报告所登载的插页照片中的人物均为复星医药 2012 夏令营——“未来企业家”训练营的营员。通过夏令营中一系列活动，使营员们了解了企业家精神，锻炼了商业思维，帮助他们认识和接触社会，给大学生们带来了极大挑战和感悟。



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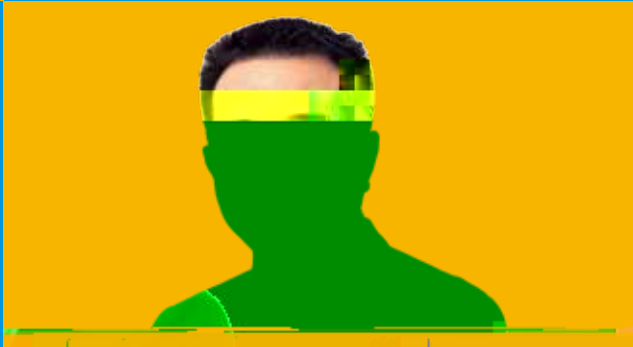
GRI G3.1) (Global Reporting Initiative, B+ GRI) G3.1

(PEFC)

www.fosunpharma.com

fosunpharma.com

www.



2012

EHS

EHS

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2012 10 30 H A+H ()

A+H

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- 1、复星医药在香港联合交易所有限公司主板正式挂牌并开始交易
- 2、复星医药张江创新研发基地开工典礼
- 3、复星医药与湖南洞庭药业合作签约仪式
- 4、复星医药与上海药物所创新药合作签约仪式

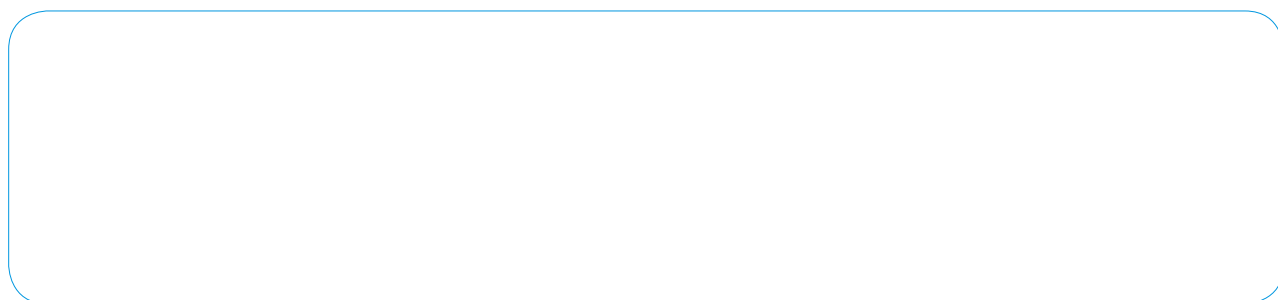
	WHO				
2012	11	16		2012	12
Organization		WHO	World Health		55%
	WHO		WHO	80	500
			WHO-PQ		

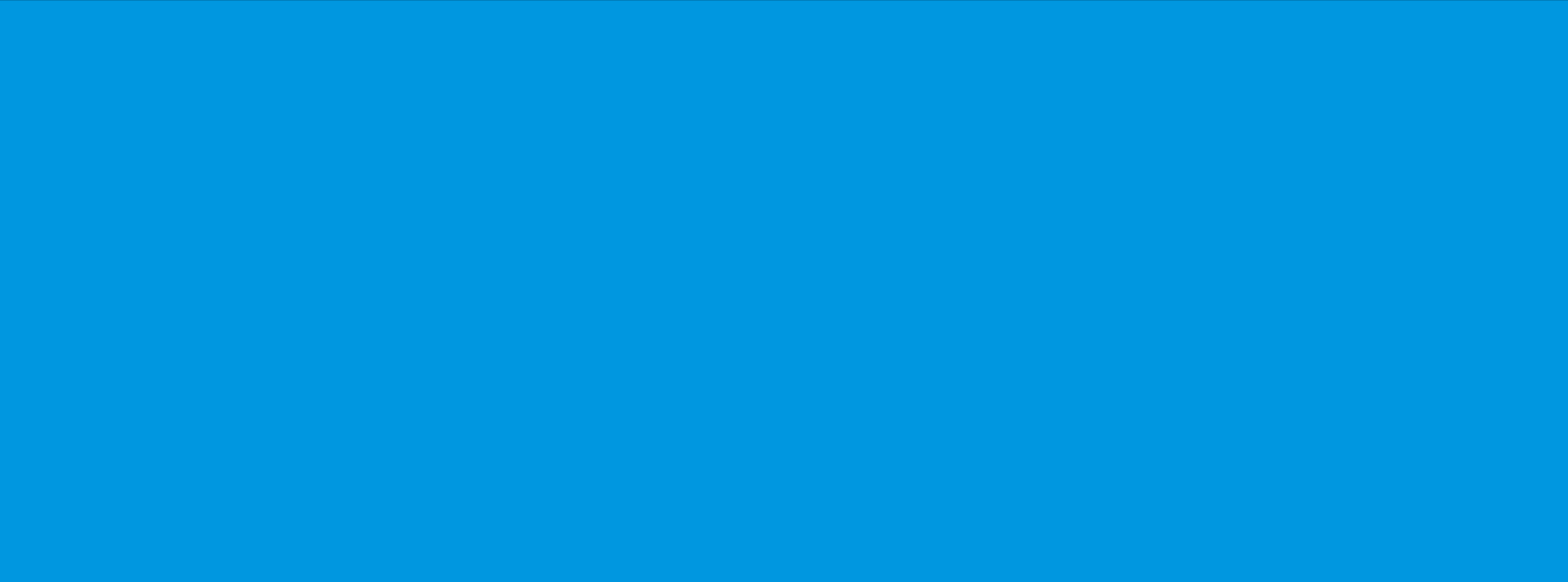


1994 1998 8 2012 10

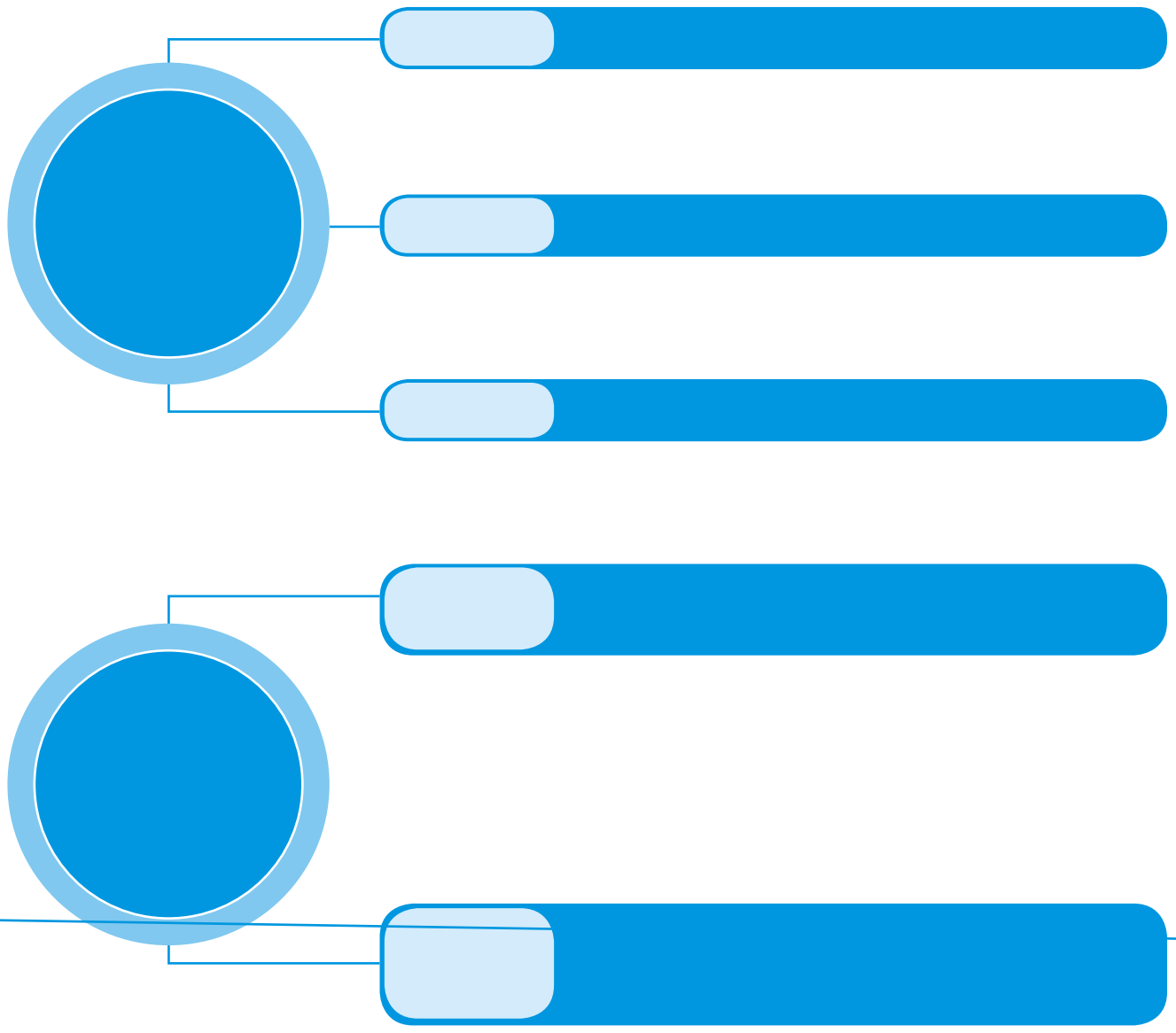
A+H

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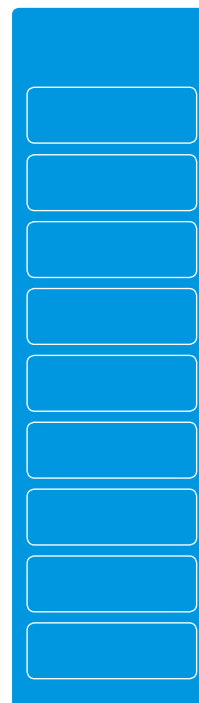
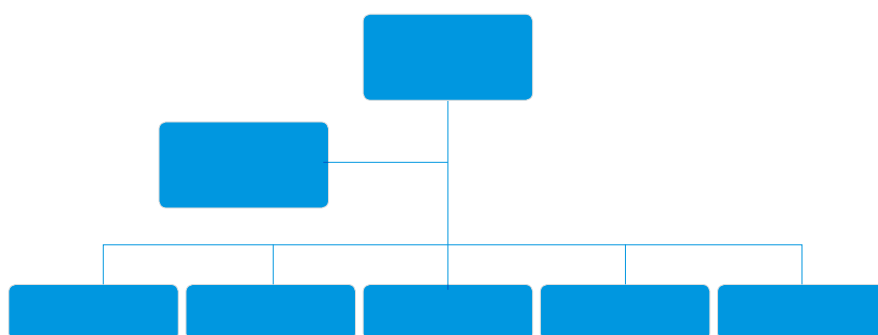
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2008



2012

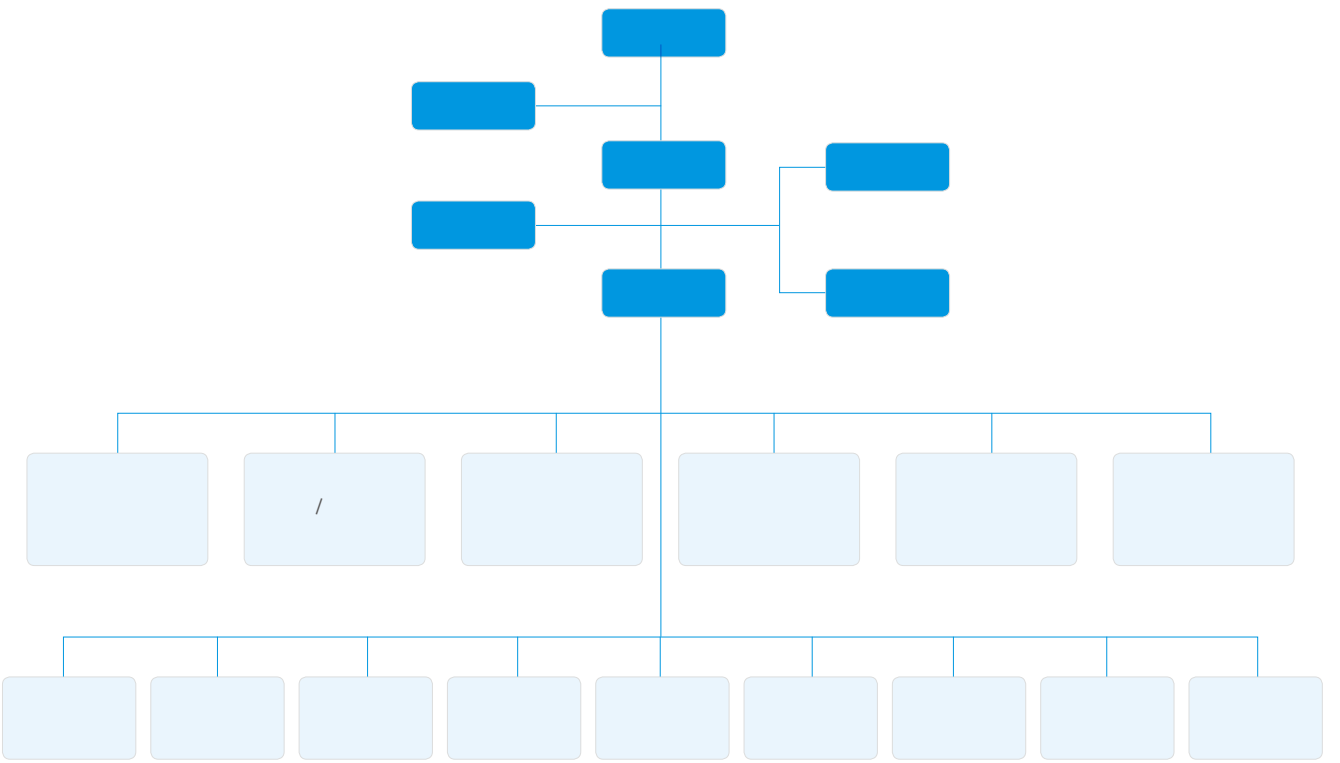
2012.11.21

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Limited

Chindex Medical







		WEB	WEB
HR		HR	
360		360	HR
		HR	

		- 20 400 -
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	-	-			
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	-	-	480	31320	
	-	-	34	450	
	-	-			
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		2012			4
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			50		
		2012		6	



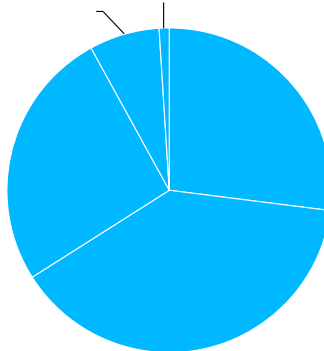
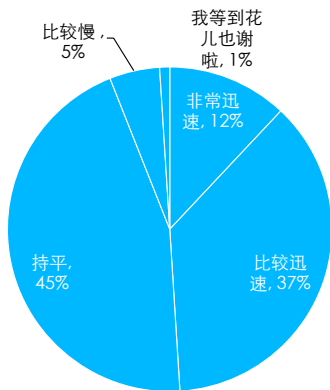
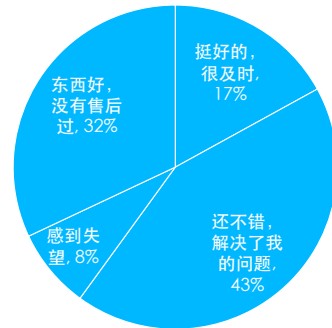
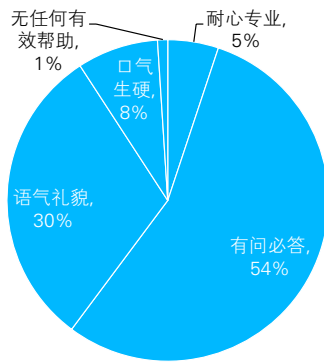
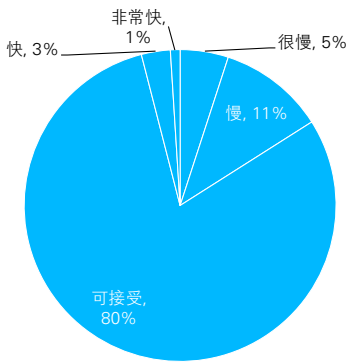
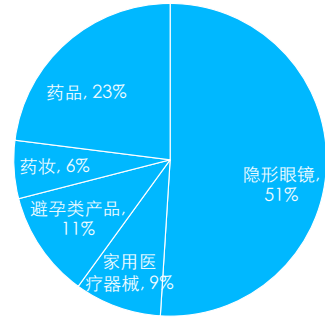
2012

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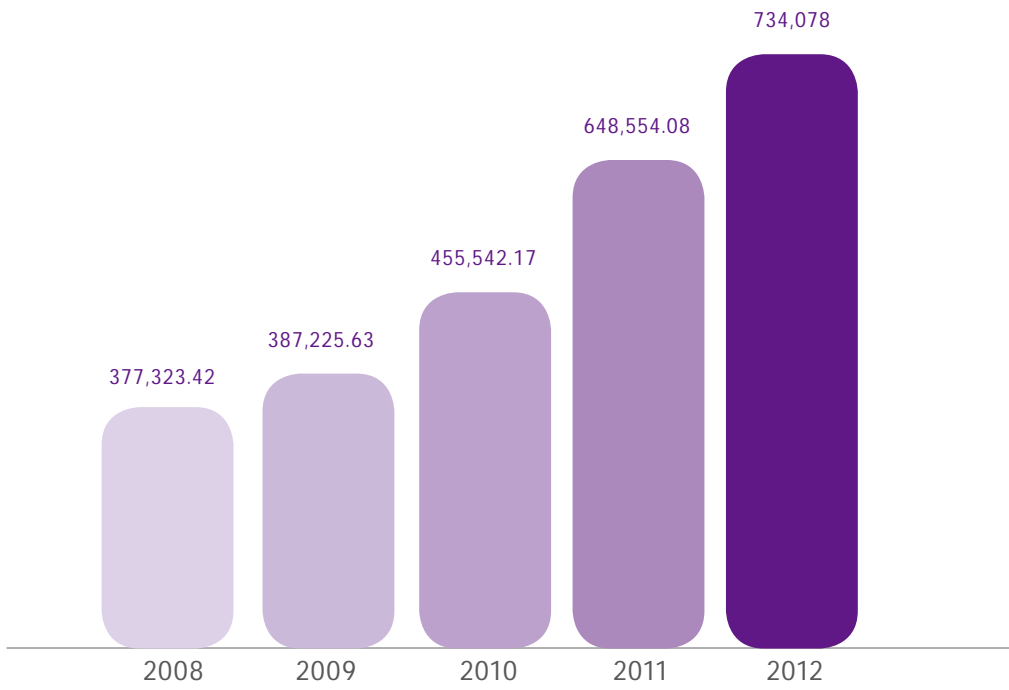






2012		734,078	2011	13.19%		467,808
2011	20.98%	203,599			212,304	
156,392				86,126	2011	28.82%
34.17%	52.37					22.96%

2008 2012



2012

4+1

2012 11 20

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2012 11 22

2012 12

2012
3.70
7%-9%

2012

GMP

WHO PQ

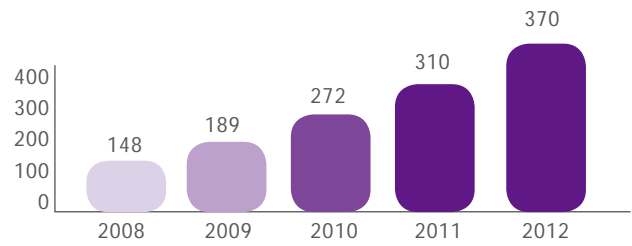
2012

SFDA

4	1	107	6	5
		5		

2012

33	PCT	70
	28	60
		FCN-005



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		/
		/
	ARTESUN-PLUS ARTESUN	2 -

2012
96,946

2011

29.92%

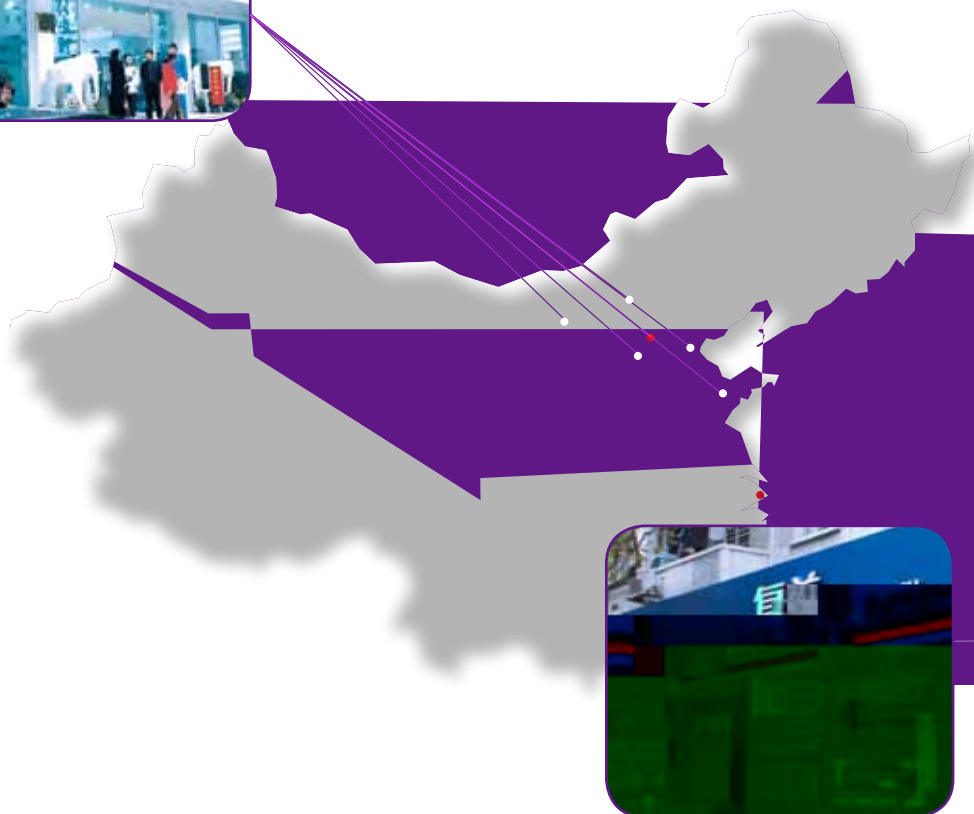
2012

IMS

467,808

2011

20.98%



2012

142,782

2012

2012

660



2012	15,995	2011	1320.52%
2012			
12			
2012		1200	

2012			
21.51%	58,606	2011	



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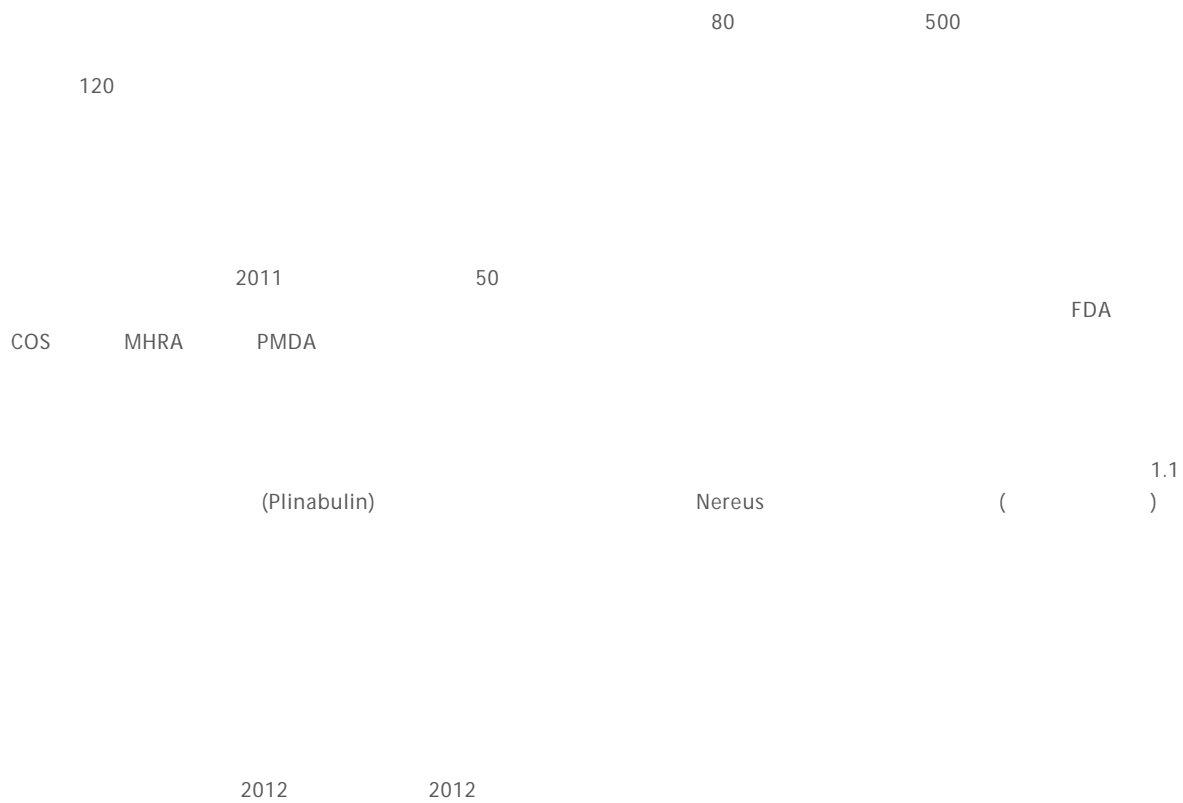
2012 12

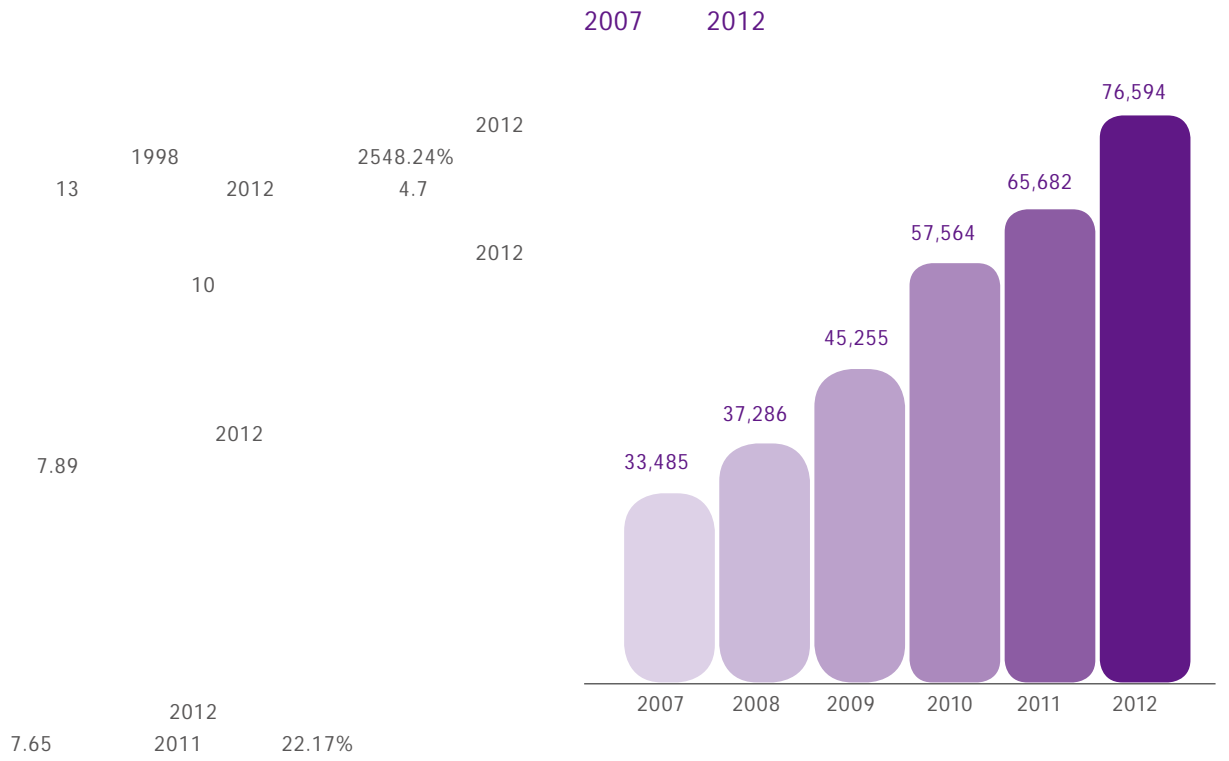
12 21

2012 12

55%

2012



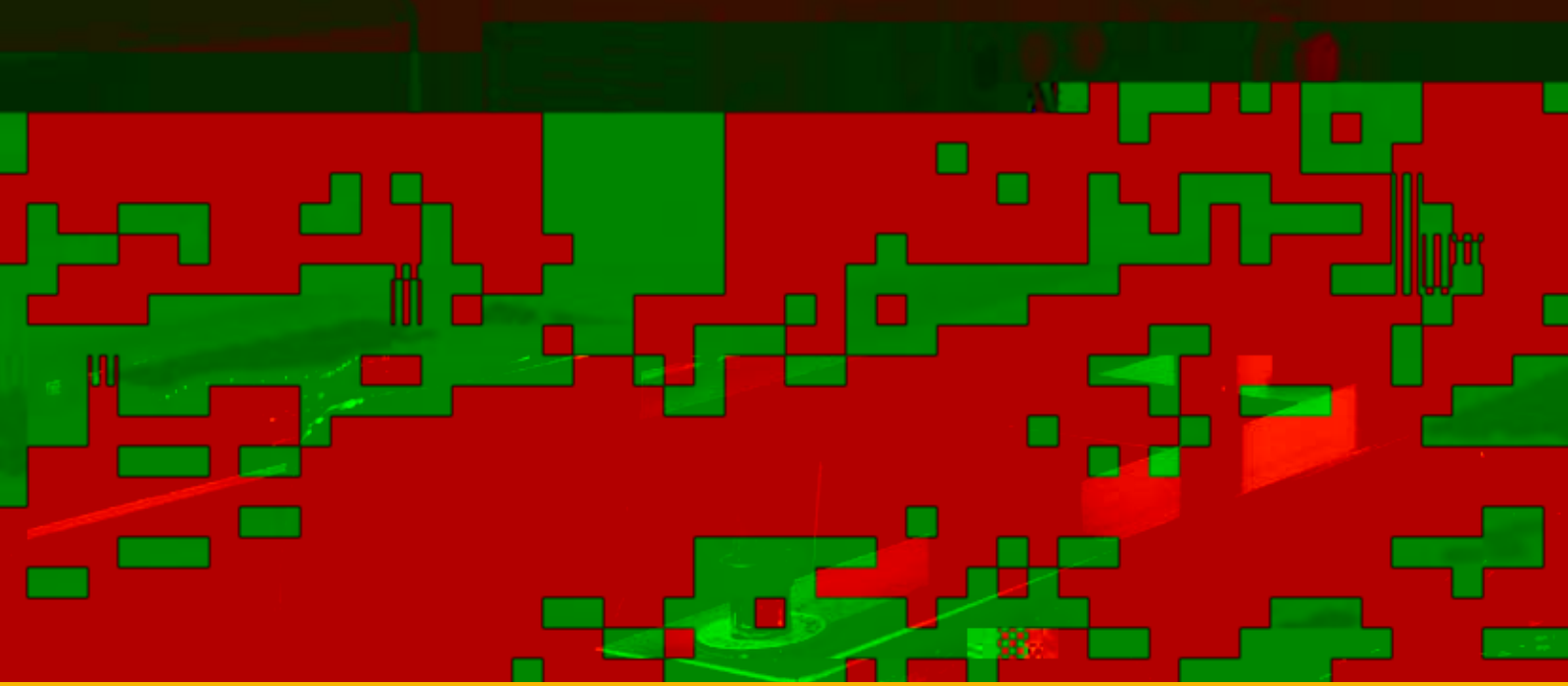


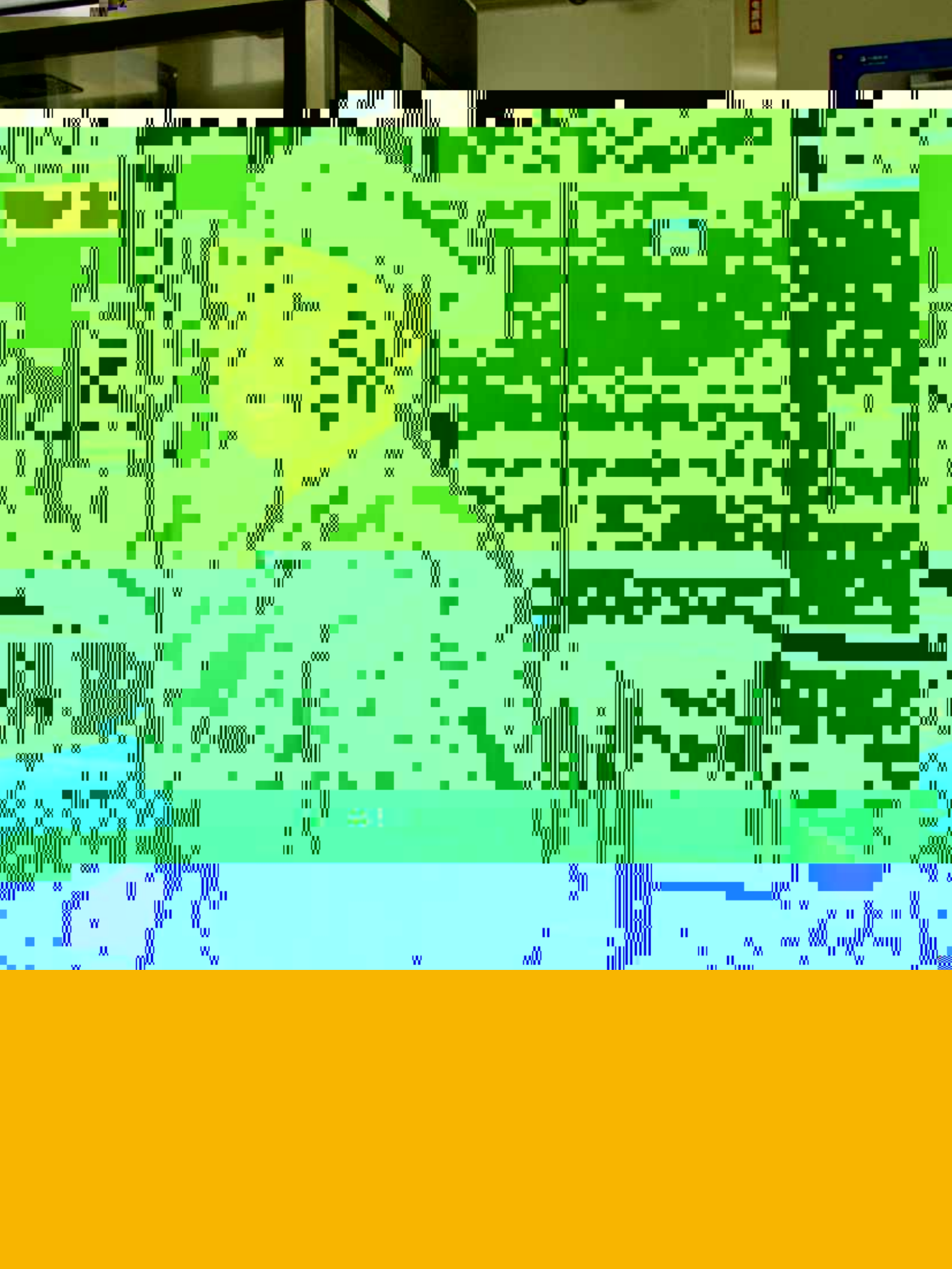
2011	57,684	11,338	2,955	215	3,024	893	772	134	5,851	81,687
2012	75,159	14,124	3,218	154	3,598	1,186	813	112	4,680	103,044

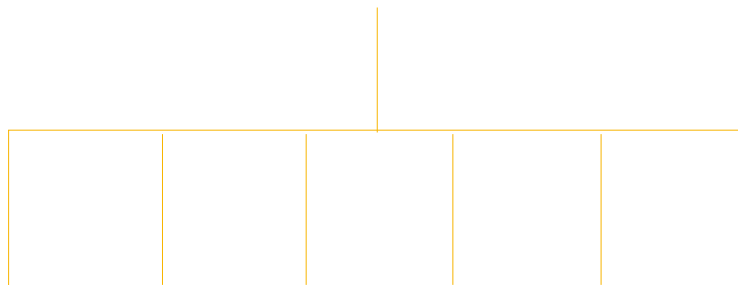
学院

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2012 9

2012

2013

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15

SFDA

367

	33	65	23	31	65	11	78	37	9	2	6	3	4
	33	65	23	31	65	11	78	37	9	2	6	3	4

2012

2012 4 15

4 15

4 16~17

4 18

4 18

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252

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5 28 11

11



GSP

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2012
3

2012

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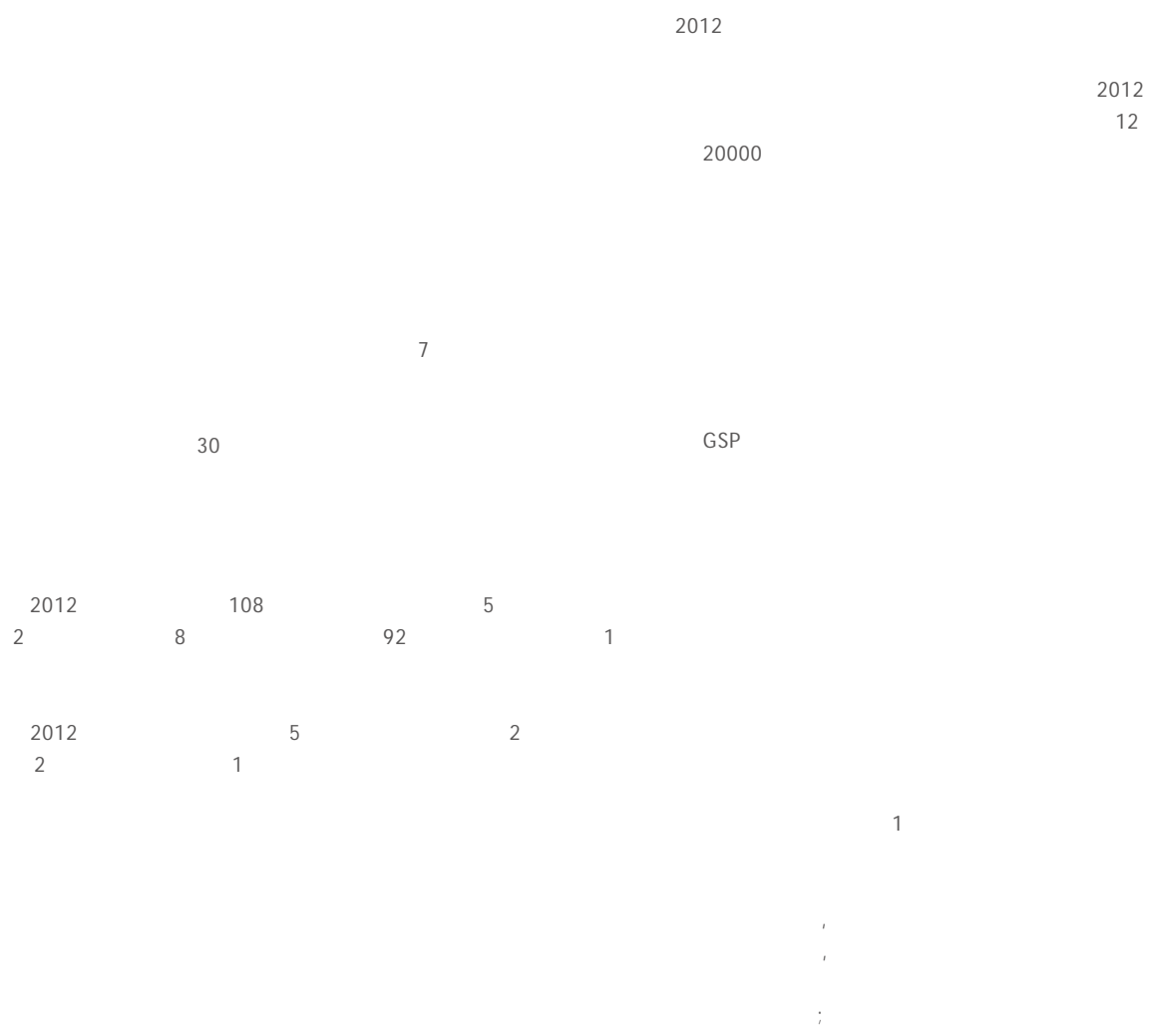
21

2012

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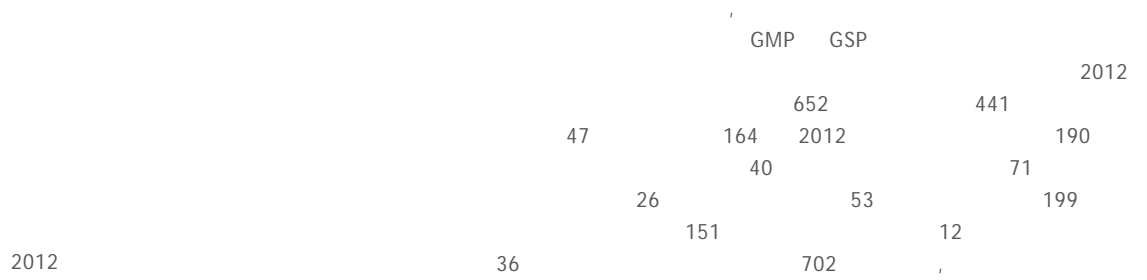


100%

ISPE

GMP 9953 SOP 71707 2012 11

	GSP	12,991	19.92
		28,800	72
	1		

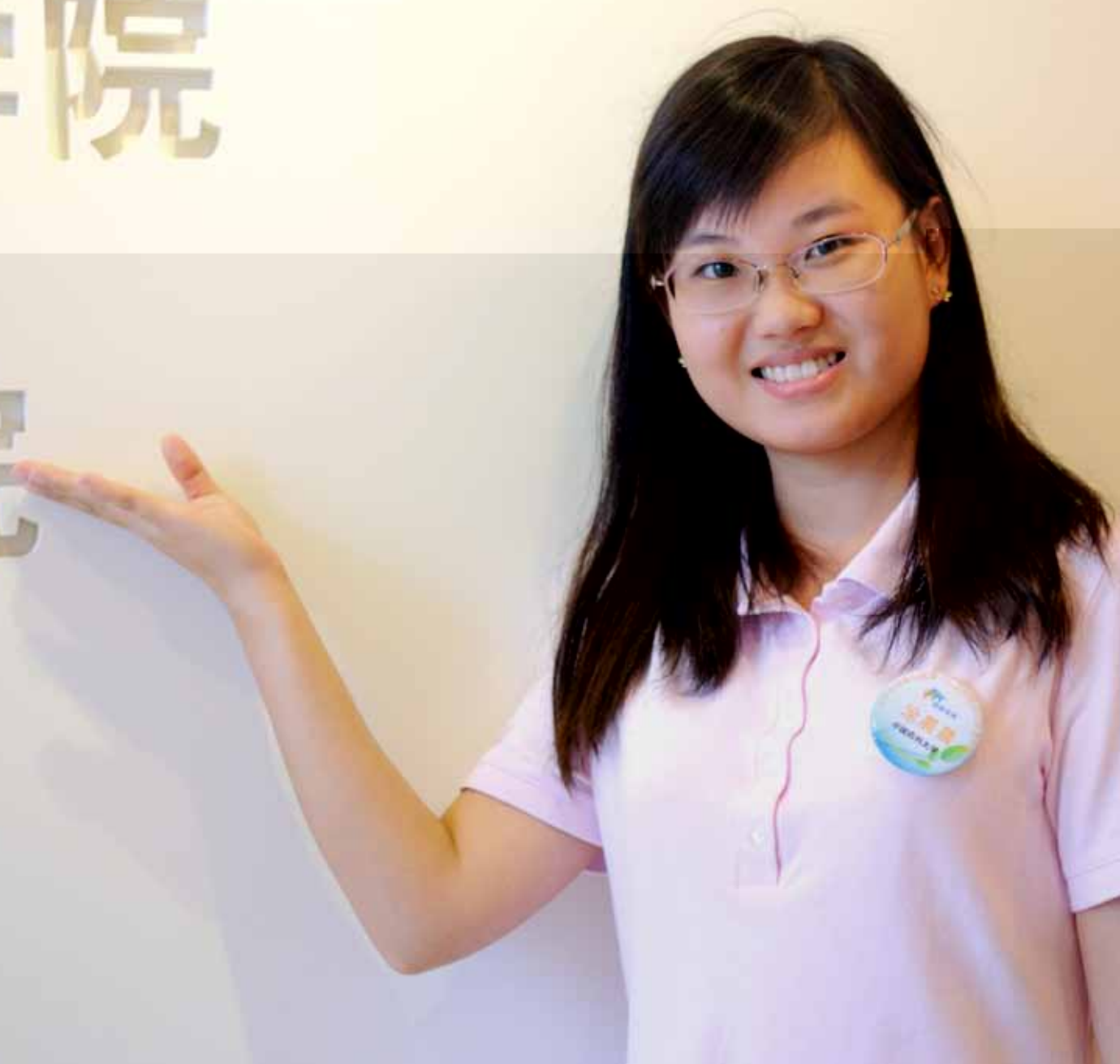


2012

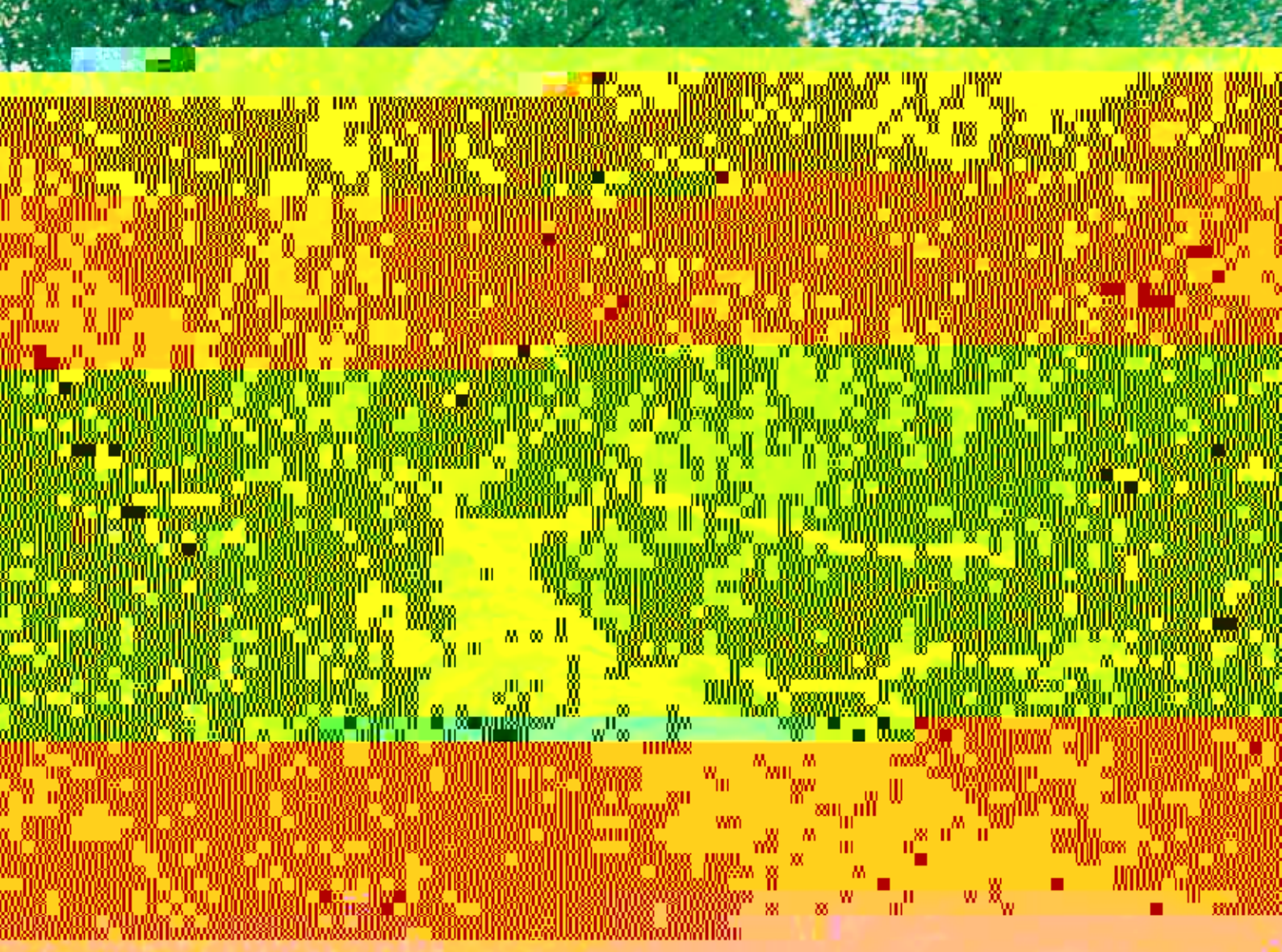
	148	247	209	19	54	17	50
	148	247	209	19	54	17	50
	100%	100%	100%	100%	100%	100%	100%
	15	7	0	1	7	0	0

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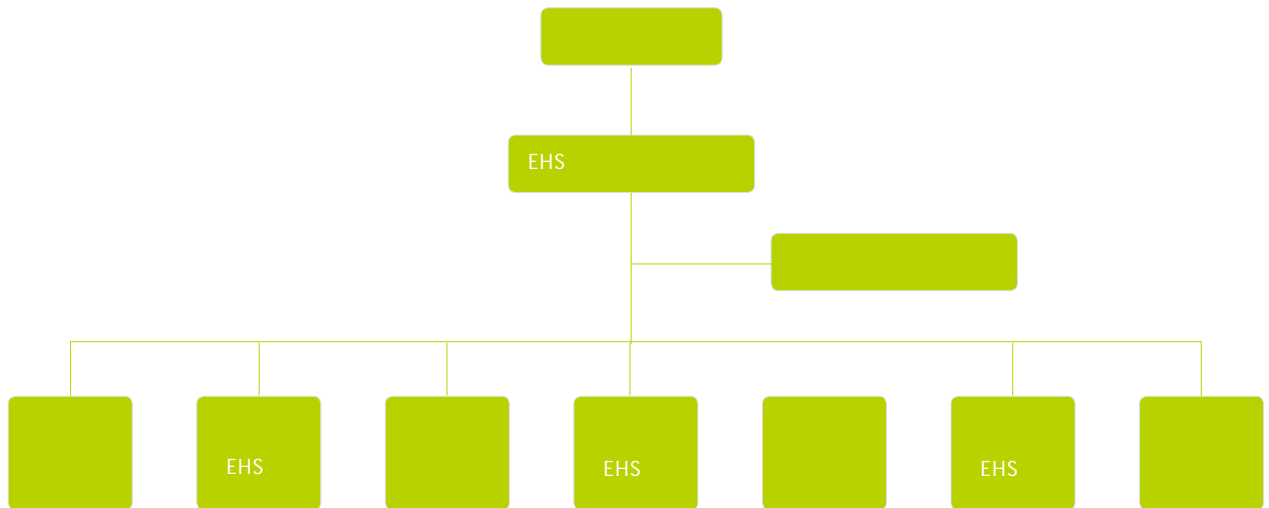


EHS

EHS



EHS



2012

2012
3851

2012

2012

2012

249,387,502
79,928,627

(30,647,266)
110,575,893

6,175,823

2011

8.33%

26.76%

18.43%

2012

2012 (21)

	/	/	: /
2011	7,440,584	174,413,259	109,521,700
2012	6,175,823	249,387,502	79,928,627

2012 (21)

	(: /)	(: /)	(: /)
	191,138	5,485,960	2,741,096
	56,107	3,309,000	2,220,717
	27,900	571,500	329,785
	48,000	1,622,760	1,388,599
	66,609	1,287,885	422,780
	103,100	4,258,980	611,886
	271,662	17,645,000	5,390,894
	1,759,698	16,705,988	5,097,823
	22,279	868,500	168,144
	26,382	2,180,000	460,444
	80,030	2,866,920	651,535
	121,630	4,208,776	2,216,661
	42,858	1,787,692	550,011
	14,000	1,330,000	1,214,310
	20,357	1,401,738	107,903
	3,200,000	174,410,000	53,572,500
	24,502	1,988,585	801,204
	50,599	2,963,735	627,232
	32,000	1,190,000	1,355,103
	14,112	2,876,160	-
	2,860	428,323	-
	6,175,823	249,387,502	79,928,627

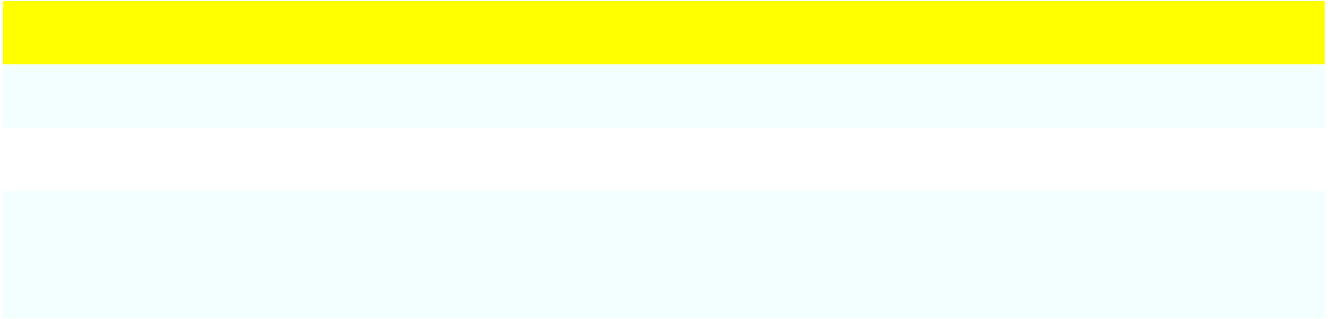
2012

					38.52		0.44%
					50.38		0.33%
	1 2 3			1 2 3	120	15	2.4%
	1 2	100		1 2 3 4	120 180000T 4400T 5000	7.4 55.5	0.046%
					134	33.2	0.12%
	1 2 3 4	2012 8 15102 2011 3% 53 81.1% 70%	2012 511 82 63% 16 25		105.5		0.27%
		(75)					

2012

		(:kwh)	(:M ³)	(:M ³)	(:T)	(:kg)	(:kg)	(:kg)
		5,485,960			28,218			
		3,309,000			22,861			
		571,500				461,690		
		2,866,920	6,315				446,000	
		1,622,760				1,944,000		
		1,287,885	348,168					
		4,258,580	503,900					
		17,645,000	4,299,200				116,928	
		16,705,988				7,136,810		
		868,500	138,470					
		2,180,000					316,000	
		4,208,776		40,522,88				
		1,787,692						385,000
		1,330,000				1,700,000		
		1,401,738	88,860					
		174,410,000				75,000,000		
		1,988,585	659,807					
		2,963,735			6,457			
		1,190,000					930,000	
		2,876,160						
		428,323						

2012



2012
18.63%

6,054,193

2012



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2012

		/				
		1,759,698	20% 80%	63%		41
		22,279	100%			
		26,382	100%			9.5
		121,630	100%			
		42,858	100%			0.7
		14,000	90% 10%	90%		160
		20,357	100%	49.5%	10000	4
		3,200,000	100%	65%		153.6
		24,502	100%			4.2
		50,599	100%	5%		
		32,000	100%	70%		1.5
		14,112	100%			
		2,860	100%			

2012

2012

2012

		(/)	COD (/)	(/)
		105,000	2.25	0.091
		30,000	1.93	0.005
		6,800	0.32	0.013
		26,400	1.12	0.025
		24,000	1.10	0.050
		24,904	7.61	
		67,500	33.75	3.038
		85,000	2.21	0.090
		1,407,758	43.78	
		20,051	1.35	0.014
		23,744	0.84	0.140
		20,160	0.76	0.032
		11,900	0.12	
		16,286	1.51	0.278
		3,000,000	240.00	27.000
		9,953	0.535	0.045
		37,950	2.41	0.008
		28800	0.95	0.216
		5,566	0.33	0.056
		2,288	0.14	0.023

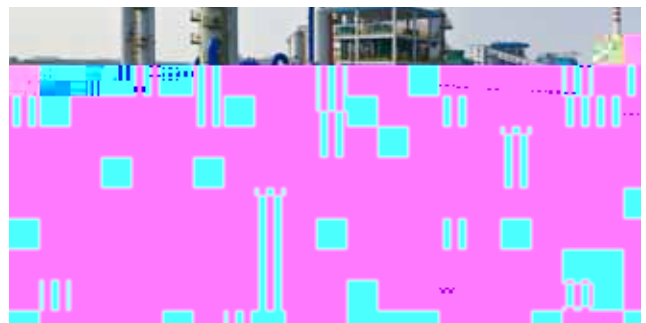
2012

2012

2012
30%

OA

1+N



1+N

1+N
1+N

	OA	
	ERP	
	ERP	
	OA	
	ERP	
	(e-cology)	
	(e-cology)	
	OA	
	OA	
	GSP	
	ERP	
	OA	

EHS

2012

		590	475	80.5%	475	100%
		153	104	68.0%	104	100%
		187	136	72.7%	136	100%
		281	281	100%	281	100%
		474	474	100%	474	100%
		150	120	80.0%	120	100%
		295	253	85.8%	253	100%
		719	511	71.1%	511	100%
		954	505	52.9%	505	100%
		93	93	100%	93	100%
		118	118	100%	118	100%

		505	462	91.5%	462	100%
		357	183	51.3%	183	100%
		50	50	100%	50	100%
		244	88	36.1%	88	100%
		1900	1900	100%	1900	100%

500

)

(

2012

2012

		590	0	0	0	0	0	0
		153	0	0	0	0	0	0
		187	1	0	0	0	1	0.53%
		281	1	0	0	0	1	0.36%
		474	0	0	0	0	0	0
		150	2	0	0	0	2	1.33%
		295	3	0	0	0	3	0.98%
		719	1	0	0	1	0	0.14%
		954	7	1()	1	1	4	0.73%
		93	1	0	0	0	1	1.08%
		118	0	0	0	0	0	0
		505	1	0	0	0	1	0.20%
		357	0	0	0	0	0	0
		50	1	0	0	0	1	2%
		244	0	0	0	0	0	0
		1900	3	0	0	0	3	0.15%
		85	1	0	0	0	1	1.18%
		308	8	0	0	0	8	2.60%
		158	0	0	0	0	0	0
		628	0	0	0	0	0	0
		196	0	0	0	0	0	0
		8445	30	1()	1	2	26	0.36%
/		=460	/	=460/(8445*240)=0.023%				

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14357 2011 8.83% 4.17% 2012 12 31 5.5%
 24.05% 7.03%

30 50 60% 2012

2012	14,357	7,222	7,135
2011	13,192	6,794	6,398
2010	11,484	5,975	5,509
2009	9,611	5,088	4,523
2008	8,580	4,617	3,963

2012	50	472	2,931	3,364	7,540
2011	48	441	2,778	2,910	7,015
2010	42	327	2,038	2,342	6,735
2009	27	262	1,626	1,859	5,837
2008	23	211	1,231	1,491	5,623

2012	512	6,272	3,829	1,545	349	1,177	673
2011	661	5,049	3,088	1,923	379	1,555	511
2010	493	4,684	3,217	1,667	284	1,139	
2009	340	4,239	2,687	1,275	241	829	

注：2012年因各板块报表岗位分类有所调整，更加细化，将原技术研发人员中的生产技术人员调回生产人员中，将原管理人员中的生产管理人员调回到生产人员中。行政后勤人员中护工都放置到医护人员中。

	16 20	20 30	30 40	40 50	50 55	55 60	60
2012	141	4963	4448	3392	793	521	99
2011	513	4,506	3,854	3,000	765	467	87
2010	389	3,949	3,285	2,728	688	397	48
2009	376	3,550	2,883	1,717	715	322	48

注：2011年数据披露有误，部分数据提供的是25岁以下人数，而非20岁以下，2012年已做相应修正。

	7,135	75	400
	49.70%	0.5%	2.80%

		2011	2012
2012		762.1	813
		114	118
		3,419	4,610
		7,694	8,971
		192,685.3	405,405.7
	2012	291	317
	2011	298	291
		20,084.7	23,392.3

2012

	CEO	-
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		360
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	MINI MBA	-
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		102
		-
		-

2012



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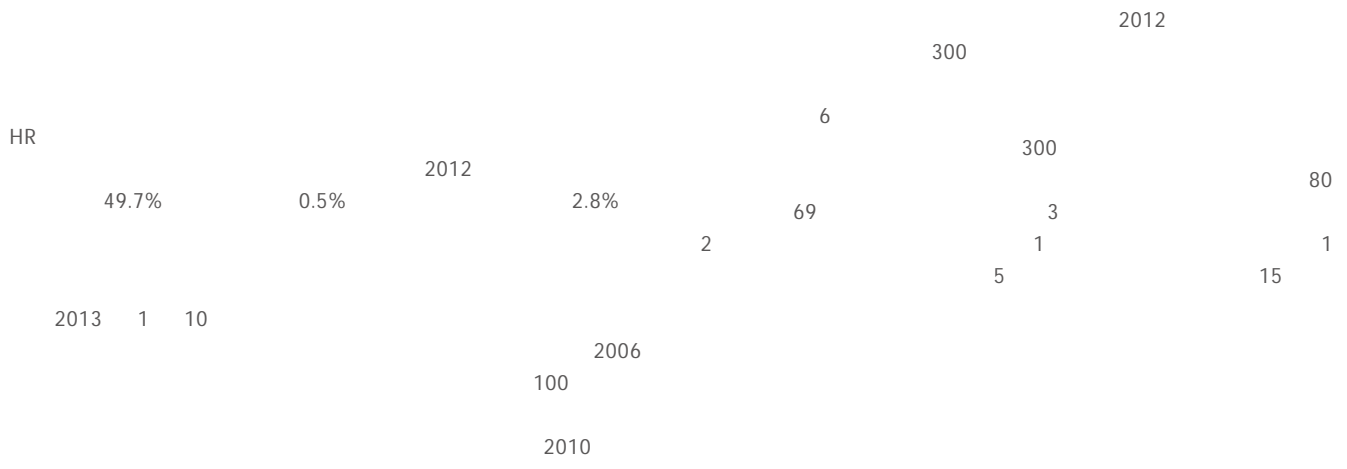
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	2008	2009	2010	2011	2012
	17.20%	14.22%	12.82%	14.50%	18.90%
	15.22%	12.96%	10.54%	13.31%	17.21%8



-	-	-	-
20	-	20	2012
-	-	-	-
-	-	-	-
- 4	-	-	-
- 7	10	480	31320
-	-	-	-
-	-	-	34
450	-	-	-
- 2012	-	44	30346
- 12	-	-	-
-	-	6500	-
-	-	-	-
- 3	5	-	-



2012 6 26



88



407

580



2012 6

6 8

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110
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7 23
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480





2012 53



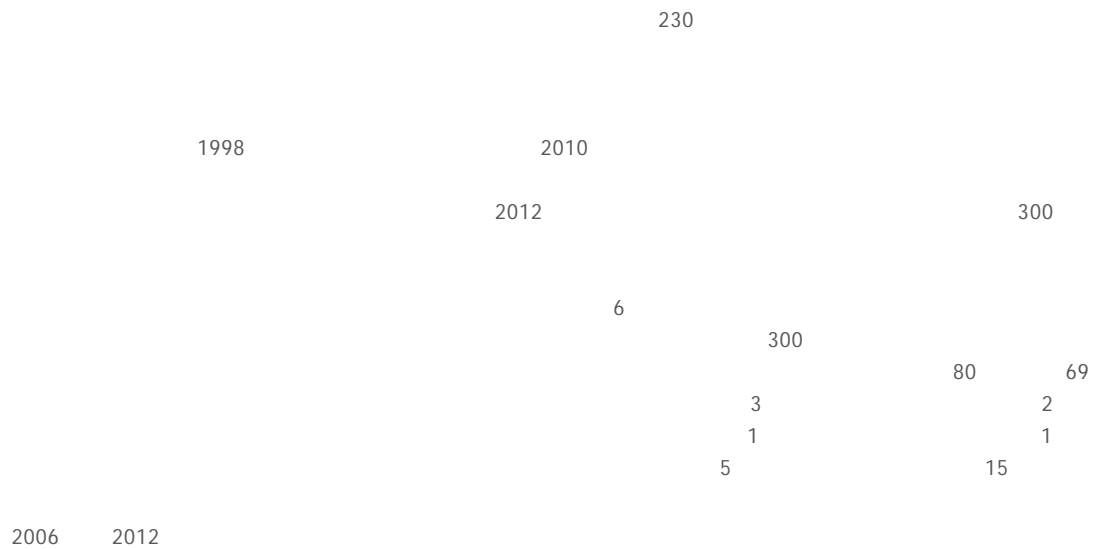
2012 12 17



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2012 11 30

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2012 606



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7 24 7.21

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2012

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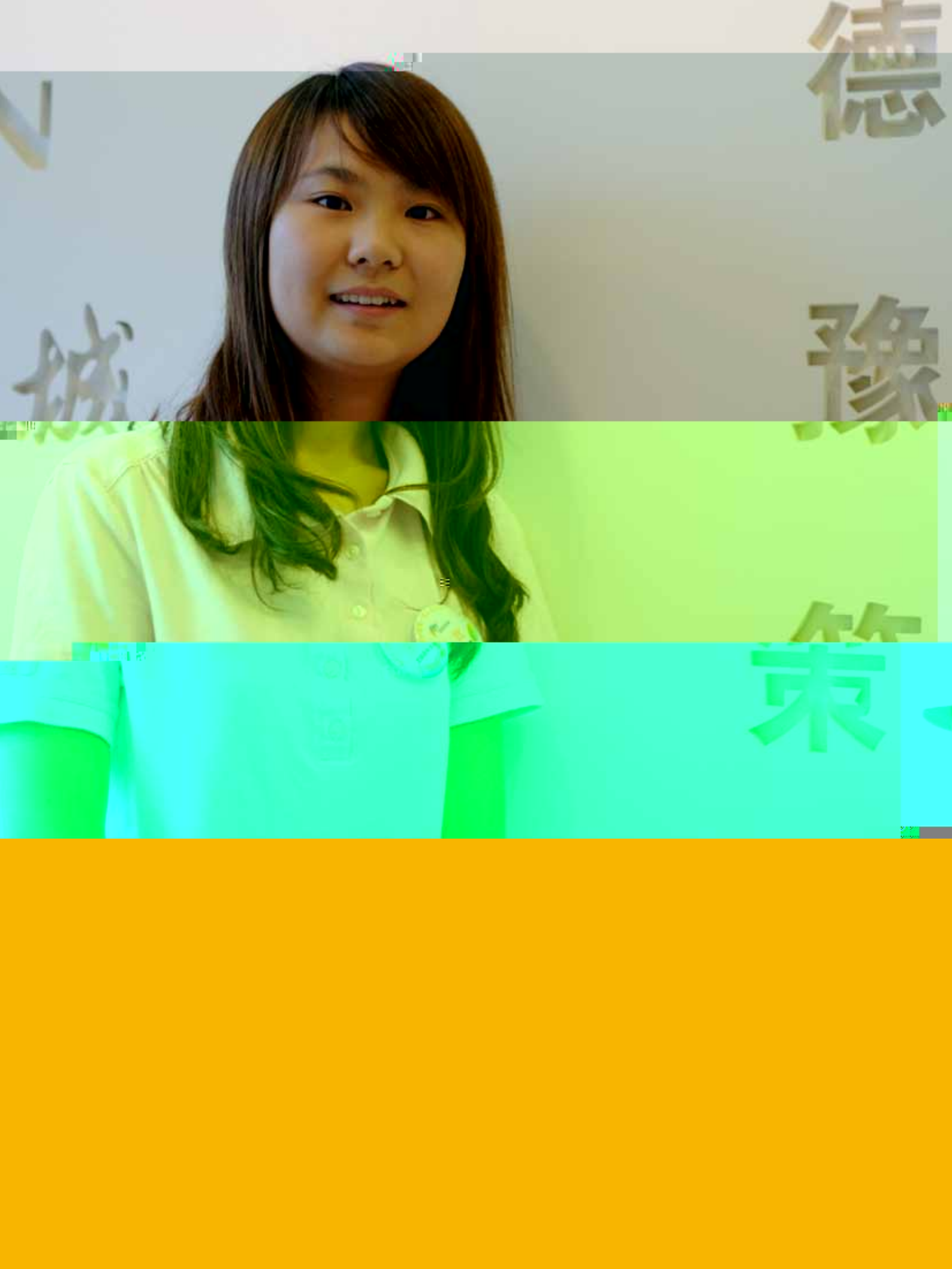
10
500

333

250

2012

	2012			250.00	
	2012			26.00	130 5
	2012			6.00	2
	2012			63.00	
	2012			30.00	
	2012			*150.00	300 50
	2012.12			*20.636	6360
	2012.4			*33.64	
	2012.6			0.50	
	2012.12			*44.30	
	2012.5			1.50	
	2012.11			2.00	
	2012.1-3			*520.38	
	2012.1			8.00	
	2011.7- 2012.12			14.33	
	2012.5			0.50	
	2012.5			6.00	
	2012.7			10.00	
	2012.11			5.00	



19

2012 7 13

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2012 12 8
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(RKS)

2011

2012 8 26
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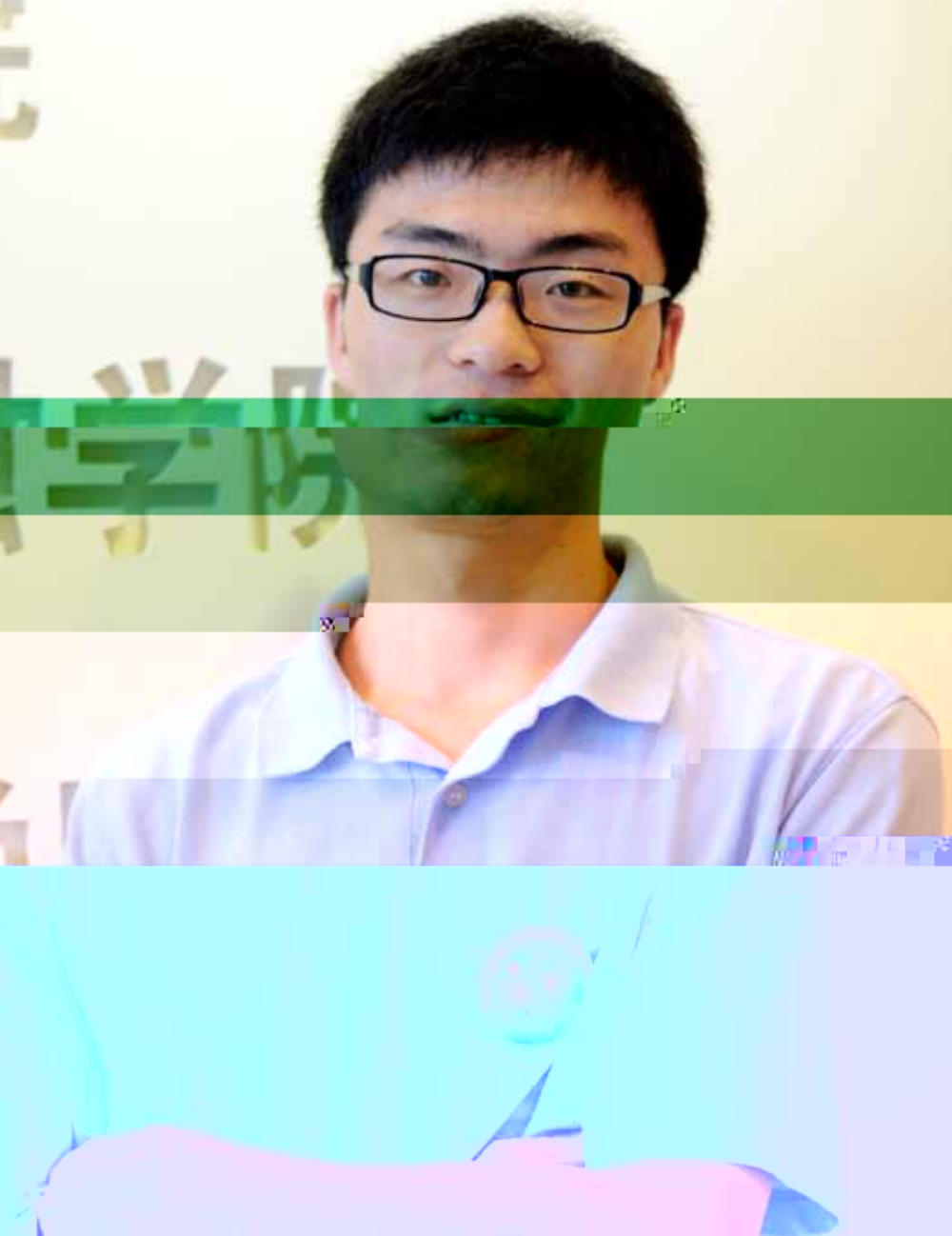
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2012

	2008	2009	2010	2011	2012
	8,580	9,611	11,484	13,192	14,357
	4,617	5,088	5,975	6,794	7,222
	3,963	4,523	5,509	6,398	7,135
	100	100	100	100	100
	37,286	45,255	57,564	65,682	76,594
	100	100	100	100	100
				0.51%	0.52%
				772	813
	-	-	-	196,104.3	410,015.7
	17.20%	14.22%	12.82%	14.50%	18.90%

2008 2010

	2008	2009	2010	2011	2012
	128	101	111	118	107
	10	4	4	5	4
	20	6	14	10	6
	11	14	5	3	5

1.1										7		
1.2										14-27		
2.1										10-11		
2.2		/							11	30-35		
2.3									10-11	30-35		
2.4												
2.5									10-11	17		
2.6										18-26		
2.7				/					17	30-35		
2.8									17	30-34		
2.9										18-26		
2.10									8-9	92		
3.1										5		
3.2										5		
3.3										5		
3.4									5	106		
3.5										5		
3.6									5	11	16	46
3.7												5
3.8			/									5
3.9									5	65		75
3.10									36			94-95

3.11	5	35	94-95
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3.12	25-26	36	40-41
	45-46	52-65	70-75
		89-90	94-95

3.13			102-103
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4.1			18-26
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4.2			18-26
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4.3	/		18-26
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4.4			18-26
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4.5			68-78
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4.6			
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EC1	30-36	94-95
EC2		50-66
EC3	36	70-79
EC4		
EC5	36	95
EC6		46
EC7		70-79
EC8		70-90
EC9		30-36

EN1		50-66
EN2		55-57
EN3		51-56
EN4		51-60
EN5	52-54	61
EN6		50-66
EN7		50-66
EN8	51-52	56-57
EN9	51-52	56-57
EN10	51-52	56-57
EN11		
EN12		
EN13		

EN14				50-62
EN15	(IUCN)			
EN16				57-61
EN17				57-61
EN18				50-66
EN19				
EN20		(NO)	(SO)	60
EN21				51-58
EN22				57-59
EN23				
EN24		I	II III VIII	
EN25				
EN26				50-66
EN27				52-53
EN28				

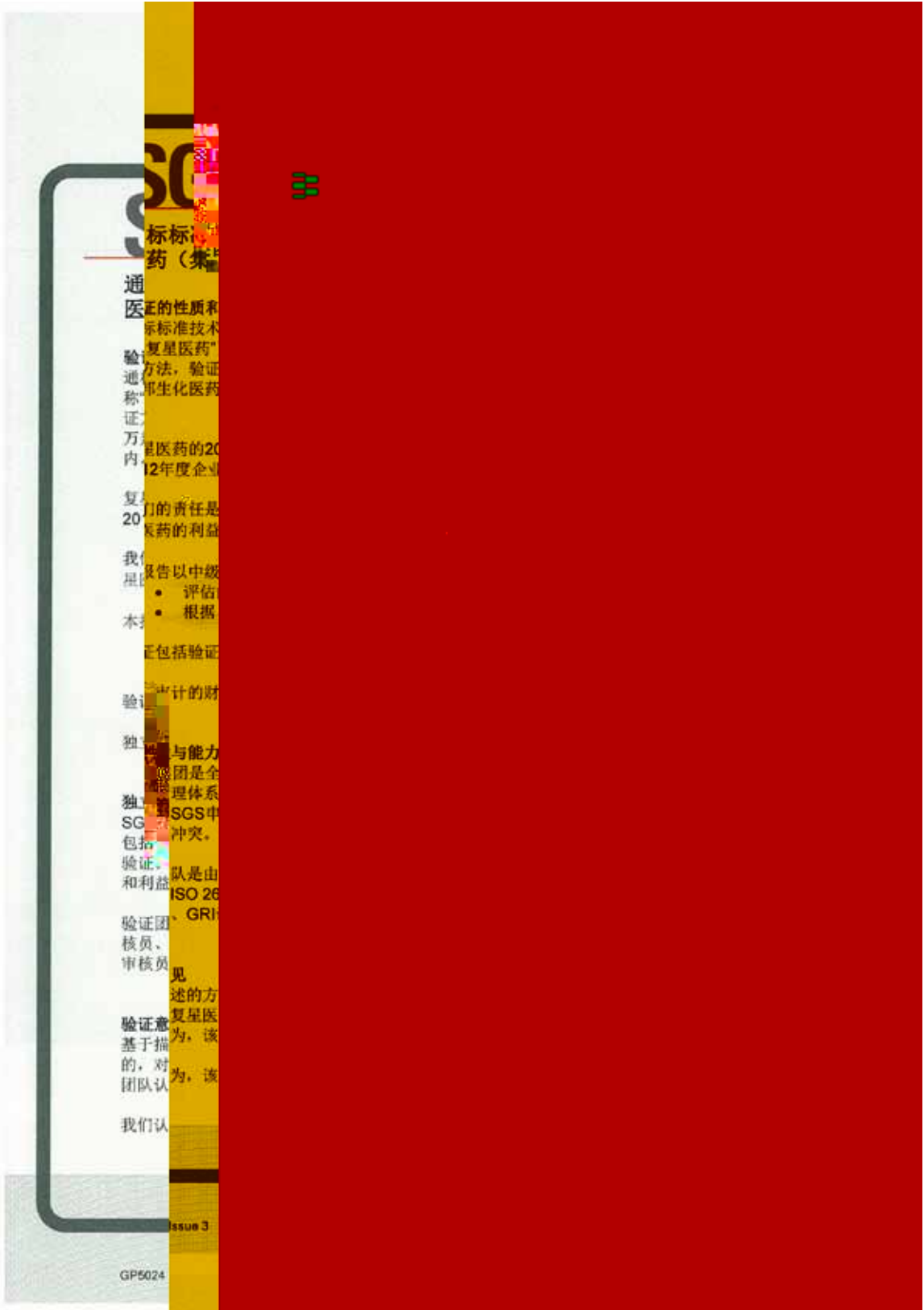
LA5		19-26	70-71
LA6		19-26	50 61-64
LA7		50	63-64
LA8		19-26	50 66
LA9		19-26	50 66
LA10		66	72-75
LA11			69-75
LA12			61-75
LA13		70-71	95
LA14			36
LA15	/		

HR1			
HR2			46
HR3			
HR4		71	95
HR5			
HR6		71	77
HR7			74-77
HR8			
HR9			

HR10	/		
HR11			22-26

SO1		16-26	82-90
SO2			82
SO3			82
SO4		16-26	82
SO5			14-15
SO6			89-90
SO7		19-26	70-71
SO8			40-46
SO9		30-35	50-66
SO10		30-35	50-66

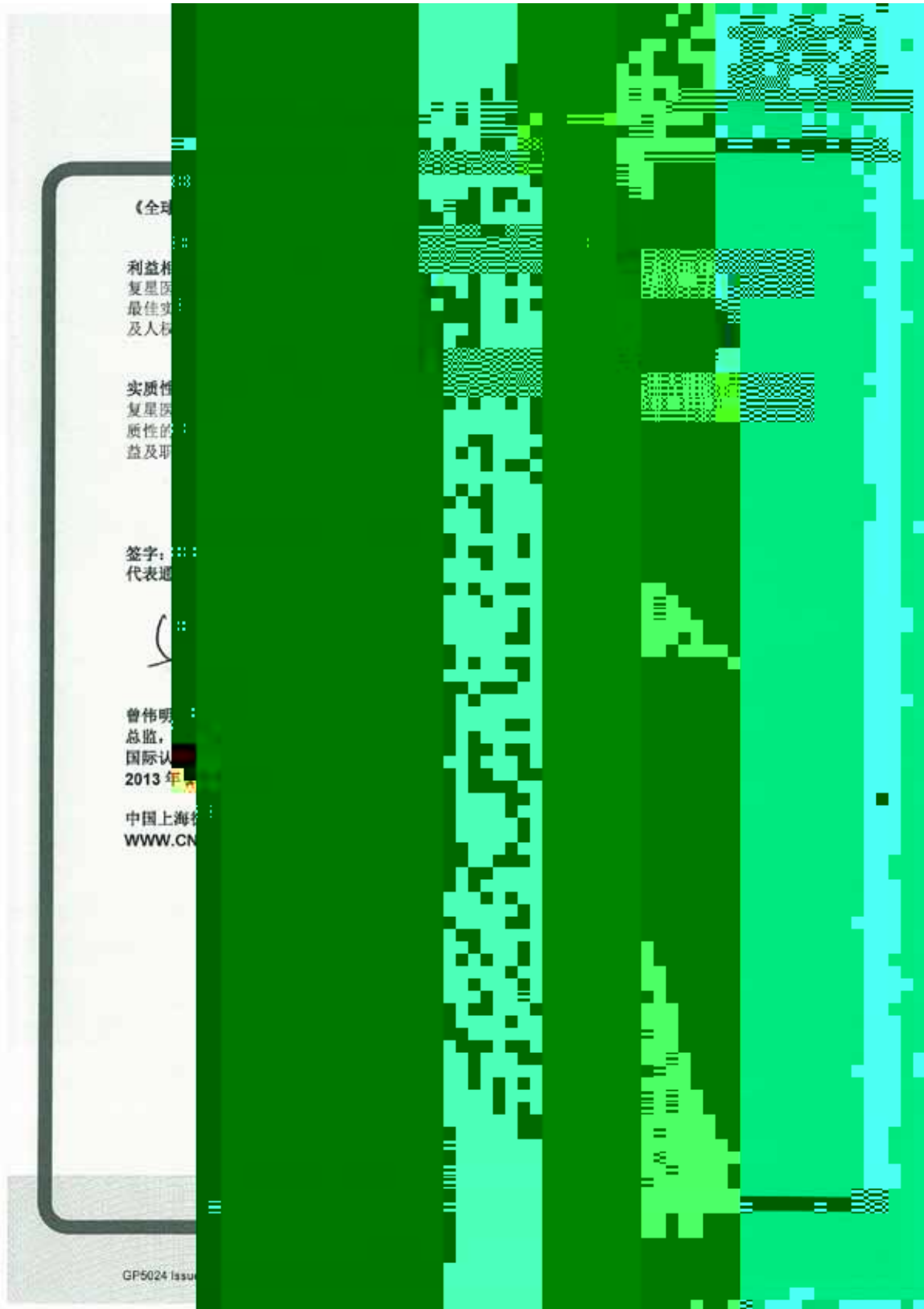
PR1			40-46
PR2			
PR3		30-35	40-46
PR4			
PR5		22-26	40-46
PR6		22-26	40-46 89-90
PR7			
PR8			
PR9			



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1	CAPA	Corrective Action & Preventive Action
2	cGMP	Current Good Manufacture Practices
3	GMP	Good Manufacturing Practice
4	GB/T24001-2004	
5	GB/T28001-2001	
6	GSP	Good Supplying Practice
7	OOS	out of specification
8	PQ	prequalification
9	WHO-PQ	
10	SFDA	State Food and Drug Administration
11	SOP	Standard Operation Procedure
12		
13		
14		
15		Cr
16		
17		Artesunate
18		Potassium Sodium Dehydroandroandrographolide Succinate for Injection
19		
20		*2/(+)
21		*2/(+)

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wangtao@fosunpharma.com

www.fosunpharma.com

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