

GLOSSARY OF TECHNICAL TERMS

This glossary contains definitions of certain terms used in this Document in connection with our Company and our business. Some of these may not correspond to standard industry definitions.

“Acetyl-L-carnitine”	an acetylated form of L-carnitine, it is naturally produced by the human body, and it is available as a dietary supplement
“Actibody RB”	fermented rice bran extract
“basket size”	indicates the average number of items or total value purchased per customer transaction
“beauty supplements and products”	over-the-counter aesthetic items that are taken or applied to refine body shape and enhance visible skin quality
“body-shaping preparations”	oral formulations targeting fat metabolism, reduction of water retention (bloating), and improvement of skin firmness for body contouring
“brand”	the type of products manufactured under a particular name
“brand owner”	in respect of each of our products other than products under our own brands, the proprietor and/or registered owner in the relevant jurisdiction(s) of the brand and/or trademark(s) under which the product is manufactured, distributed and/or sold
“CAGR”	compound annual growth rate, a method of assessing the average growth of a value over time
“ceramides”	lipid molecules that help form the skin’s barrier
“clean-label”	products with transparent, simple, and natural ingredients appealing to health-conscious consumers
“collagen peptides”	small proteins derived from collagen used for skin and joint health
“cordyceps”	a type of fungus used in traditional Chinese medicine (冬虫夏草), also known as <i>Ophiocordyceps Sinensis</i>
“COVID-19”	a viral respiratory disease caused by the severe acute respiratory syndrome coronavirus 2, declared by World Health Organisation as a pandemic on 11 March 2020
“cross-border digital marketplaces”	online platforms facilitating international trade
“Cs-4”	<i>Cordyceps sinensis</i> mycelium culture extract
“deer-related health supplements”	health supplements products including deer sinew (鹿筋), deer pizzle (鹿鞭), deer tail (鹿尾耙), deer colostrum (鹿初乳), and deer placenta (鹿胎)

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“DHA”	docosahexaenoic acid, a primary structural component of brain tissue with a crucial role in helping brain cells better communicate with each other
“footfall”	measures the number of customers visiting physical retail stores
“ginseng”	a root used in TCM for energy and vitality
“glucosamine”	a compound found naturally in cartilage, used for joint health
“GMP”	Good Manufacturing Practice, a quality assurance approach used by drug manufacturing industry worldwide to ensure that products are consistently produced and controlled according to appropriate quality standards
“health supplements and products”	products containing substances that may be taken to supplement the diet with additional nutrients, which are aimed to enhance the general physical health or specific body functions
“IgF growth factor”	Insulin-like growth factor (IgF), a hormone that plays a crucial role in growth and development, particularly in bone and tissue growth
“J-beauty”	Japanese beauty products and practices
“K-beauty”	Korean beauty products and practices
“KOL(s)”	key opinion leader(s)
“kidney yang”	in TCM, the warming and activating energy of the kidneys
“L-Cysteine Monohydrochloride”	a compound derived from the amino acid L-Cysteine, often used in various applications like cell culture, food processing, and as a dietary supplement
“Lingzhi”	a medicinal mushroom (<i>Ganoderma lucidum</i>) used in TCM
“MSM”	methylsulfonylmethane, a supplement for joint health
“ODM”	original design manufacturer
“OEM”	original equipment manufacturer, also refers to the business arrangement where a company (i.e. the original equipment manufacturer) produces goods or products based on the specifications and requirements provided by the brand owner or customer, and such goods or products are to be marketed and sold by the brand owner or customer
“parallel traders”	individuals or entities importing and selling products from other markets to exploit price differences

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“probiotics”	live beneficial bacteria that support digestive health
“proprietary chinese medicine”	products composed solely of Chinese herbal medicines formulated in finished dose form
“R&D”	research and development
“sell-through data”	information about how quickly products move from retailer to consumer
“shelf life”	the period of time when a product is manufactured and up to the labelled expiration date of the product
“silver-market”	targets older consumers, particularly those over 50, with tailored health and beauty products
“silver segment”	the market segment of older consumers (typically 60+)
“skin-beautifying nutrients”	oral doses that supply collagen peptides, ceramides, antioxidants, etc. for skin benefits
“supply chain”	the network of organisations involved in producing and delivering a product
“TCM”	traditional chinese medicine
“TGA”	Therapeutic Goods Administration of Australia
“tonify”	in TCM, to strengthen or supplement bodily functions
“yin-nourishing radiance”	TCM concept of nourishing the body’s cooling energy for beauty