

Stock code: 300957

Stock abbreviation: Botanee

Announcement number: 2026-011

## Yunnan Botanee Bio-Technology Group Co., Ltd.

### Summary of the 2025 Annual Report

#### I. Important Notice

(1) This annual report summary is derived from the full text of the annual report. To fully understand the Company's operating results, financial status, and future development plans, investors should carefully read the full annual report on the media designated by the China Securities Regulatory Commission.

(2) All directors attended the Board meeting for deliberating on this report.

(3) Tianheng Certified Public Accountants (Special General Partnership) issued a standard unqualified opinion on the Company's financial report for the year.

Notice of the non-standard audit opinion

Applicable  Not applicable

The Company was not profitable at the time of its listing and has not achieved profitability to date

Applicable  Not applicable

Profit distribution plan or capital reserve transfer plan to increase capital approved by the board during the reporting period

Applicable  Not applicable

The profit distribution plan approved by the Board during this meeting is: Based on the Company's total share capital of 423,600,000 shares, subtracting 2,307,118 shares in the repurchase special account that do not participate in the profit distribution, i.e., using 421,292,882 shares as the base, a cash dividend of CNY3.50 (tax included) will be distributed for every 10 shares to all shareholders, with 0 bonus share (tax included) and 0 share for every 10 shares transferred to all shareholders from capital reserve.

The profit distribution plan for preferred shares approved by the Board during the reporting period

Applicable  Not applicable

#### II. Company Overview

##### 1. Company Profile

Stock name	Botanee	Stock code	300957
Stock listing exchange	Shenzhen Stock Exchange		
Contact person and contact information	Board Secretary	Securities representative	
Name	Wang Long	Xu Minjing	
Office address	No. 53, Keyi Road, Kunming High-tech Industrial Development Zone, Kunming,	No. 53, Keyi Road, Kunming High-tech Industrial Development Zone, Kunming,	

	Yunnan Province	Yunnan Province
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## 2. Overview of Main Business or Products During the Reporting Period

### 2.1 Company's Main Business and Products

Yunnan Botanee Bio-Technology Group Co., Ltd. (hereinafter referred to as the “Company”) focuses on the development of multiple brands, including core brand Winona as well as Winona Baby, AOXMED, Befortein, Za, PURE&MILD and TriPollar<sup>1</sup>. We specialize in providing professional and effective skincare products using pure natural plant-derived active ingredients, with a particular emphasis on sensitive skin. As a specialized cosmetics manufacturer that integrates deeply with internet- based sales channels, our mission is to “create China’s skin health ecosystem” by deeply understanding consumer needs, basing its products on dermatological theories, and combining multidisciplinary technologies such as biology and botany to continuously conduct product research and technological innovation. We strive to provide professional skincare, medical devices and makeup products that cater to different skin needs.

We have established a foundation through offline pharmaceutical channels and implemented an omnichannel strategy covering online platforms. With a comprehensive retail touchpoint system, we have successfully realized cross-industry marketing (OMO) leveraging the internet and new technologies like artificial intelligence. This has facilitated mutual penetration between offline and online channels and achieved extensive coverage of consumer groups, which makes Botanee a leading company in the internet+ greater health industry in China. Additionally, we capitalize on the efficiency of the internet, the vast user traffic on mainstream e-commerce platforms, and flexible new media marketing methods. With our strengths in online operations and high-quality products, we have successfully seized the opportunities for rapid growth in the cosmetics industry driven by the “Chinese domestic products” trend.

Our main product categories include facial creams, toners, face masks, serums, lotions, as well as makeup products such as sunscreens, powders, BB creams, and makeup removers. In addition to skincare and makeup, we are also engaged in the research, development, production, and sales of medical devices and electronic beauty devices related to skincare. This includes medical devices and home-use electronic radio frequency (RF) beauty devices such as hyaluronic acid repair biofilm and hyaluronic acid repair dressings used for the protection and care of damaged skin barriers after minimally invasive procedures.

<sup>1</sup> TriPollar is limited to the Chinese mainland; the same below.

## 2.2 Main Brand Matrix

### Winona



Winona protects sensitive skin with professional expertise, and studies Yunnan’s unique plants based on dermatological research. Empowered by technology and evidence-based support, Winona offers professional, precise, and safe efficacy-driven skincare solutions for sensitive skin.

### Winona Baby



Inheriting the genetic essence of the parent brand Winona, Winona Baby collaborates with pediatric dermatology experts to develop effective skincare products for babies and focuses on the eczema treatment sector for infants and toddlers. Based on dermatological expertise and clinical experience, Winona Baby offers a professional infant and toddler skincare brand with a simplified ingredient and exclusive patented plant extract formulas.

## AOXMED



Born for professional beauty, focusing on skin rejuvenation and linking medical aesthetics with home beauty, AOXMED offers effective and safe in-clinic medical beauty and cosmetic care combined with home-based medical-grade sequential skincare, while advocating for mindfulness in youthfulness and promoting the right approach to prevent skin aging, achieving holistic anti-aging for both body and mind.

## Beforteen



Beforteen collaborates with dermatological experts to conduct case studies on over one million cases, integrating AI consultations and providing personalized, unique and integrated “food + medicine + cosmetics” solutions for the precise treatment of different types of acne.

## Za



Za focuses on the characteristics of Asian women's skin and offers high-performance base makeup solutions that are multi-functional and easy to use. Za is positioned as an international light makeup brand that allows users to effortlessly enjoy their beautiful daily life. The core products of Za include base makeup products such as four-color sunscreen, tinted moisturizer, powders, and oil cleanser. Its star product, the sunscreen, has been a bestseller internationally for 22 years.

## PURE&MILD



As a skincare brand designed specifically for Chinese women, PURE&MILD carefully selects rare plants from around the world, and combines advanced skincare technologies and effective ingredients to offer consumers a gentle yet long-lasting plant-based skincare solution that

rejuvenates the skin. The core products of PURE&MILD include toners, lotions, and facial creams, and the brand has been operating for 25 years.

## TriPollar



Specializing in bringing professional anti-aging solutions from clinical settings to home use, TriPollar leverages Lumenis' over 50 years of clinic aesthetic medical technology while deeply integrating Botanee's dermatological science expertise. With professional energy-based medicine technology at its core, TriPollar creates a synergistic home repair and anti-aging solution that combines "clinical energy with photoelectric-specific skincare". As a dermatology-grade brand dedicated to at-home clinical anti-aging, it delivers a safe and efficient home anti-aging experience for users.

### 2.3 Review of Major Accomplishments in 2025

During the reporting period, facing multiple challenges such as the slow recovery of the consumer market, intensified industry competition, rising online traffic costs, and profound adjustments in channel structure, Botanee adhered to the core strategy of creating a skin health ecosystem". Guided by "one center and two basic points" (with brand building as the center, and member operation and omnichannel synergistic growth as the basic points), the Company achieved comprehensive breakthroughs in areas such as brand upgrading, product innovation, intensive channel cultivation, tackling key R&D challenges, digital transformation, supply chain quality improvement, and organizational reform. As a result, overall operations remained steady, the multi-brand matrix generated synergistic effects, and the positive momentum of high-quality development in core businesses has continued to solidify.

#### 2.3.1 Continuously deepen brand and academic development to consolidate the leading position in dermatology

During the reporting period, the Company built a comprehensive marketing matrix, fully shifting from pursuing "exposure" to deeply cultivating "brand equity accumulation", ensuring the consistency of user experience by unifying brand personality and language. During the reporting

period, Winona officially established its brand image as a “professional dermatology expert + radiant lifestyle expert”, and clarified the original aspiration of returning to “beauty stems from health”. During the reporting period, the core products of Winona maintained strong performance: The “Winona Sensitiveness Relieving Moisturizing Tolerance-Extreme Cream” series once again ranked first in sales within the sensitive skin cream segment. The “Winona Sunblock Milk” series further increased its market share, establishing a refined scenario matrix covering needs from daily commuting to outdoor activities. The Camellia-Lucent series saw steady growth, among which the set of Camellia-Lucent Correcting Essence Lotion and Luminous Brightening Radiance Repair Emulsion ranked TOP 1 among new toner and lotion products on Douyin. In addition, during the reporting period, Winona successfully pioneered a new anti-aging track for sensitive skin, launching the flagship “Silver Core” series anti-aging solution, which attracted significant market attention upon its debut. Meanwhile, the newly upgraded Barrier Repair Essence (311 Single-Pulse Essence) series rapidly ranked among the TOP 10 in the single-pulse essence category on Tmall.

During the reporting period, the Company continued to strengthen the core strategy of “medical empowerment of brands”, systematically constructed and elaborated the scientific theoretical system of its brands and products through the white paper *Advancing the High-Quality Development of Efficacy Skincare Products in China Following the NUTE Principle*<sup>2</sup> officially released at the 6th China Sensitive Skin Summit, and completed the development of two major core knowledge bases. During the reporting period, the Company actively participated in the Annual Meeting of China Dermatologist Association & National Congress of Cosmetic Dermatology, and continued to increase investment in public welfare projects such as the “525 Scientific Skincare Week” and “919 Acne Week”, demonstrating and conveying the medical empowerment capabilities of Botanee’s brands through forms such as professional endorsements, skin health education, and professional free clinics. Internationally, the Company was the only Chinese brand invited to attend the 4th ILDS World Skin Summit and actively participated in the drafting of the world’s first consensus on visible light protection. This marks a milestone where the Company has made China’s voice heard at the global dermatology decision-making level.

### 2.3.2 Mature the brand matrix to drive synergistic growth across differentiated tracks

During the reporting period, Winona Baby achieved high-quality growth. By focusing on solutions for infant and toddler eczema, it realized a sales revenue of CNY234,725,300, representing a year-on-year increase of approximately 17.02%. Notably, revenue on the Douyin platform surged by approximately 109.56%. Winona Baby successfully entered premium offline KA channels such as Sam’s Club and Watsons. The core products “Soothing Hydrating Cream” and “Mild Multicare Sunscreen both achieved steady growth, while the new products “Xiaobingdun” (Prinsepia Utilis Microcapsule Soothing Cooling Essence Gel) and “Nuanrongrong” (Multi-Effect Plant-Based Soothing and Moisturizing Cream) face creams became instant hits upon launch, firmly securing its position in the first tier of functional skincare for infants.

During the reporting period, AOXMED achieved a milestone breakthrough, with sales revenue growing over 100.00% year-on-year. Revenue from online channels surged approximately 140.90% year-on-year, successfully marking the brand’s leap “from 0 to CNY100 million”. During the reporting period, AOXMED adopted a core strategy of “full-process anti-aging combining medical

<sup>2</sup> The NUTE scientific principles, which underpin the high-quality development of functional skincare products, mainly comprise four aspects:

Need: Starting from addressing key pain points and unmet needs;

Unique: New mechanisms, new targets, and new outcomes;

Technology: Innovation in ingredients, formulations, and technologies;

Evidence: Based on clinical observations, with real-world efficacy validation.

beauty and cosmetics”, and partnered with over 600 professional clinic-based institutions nationwide. Its premium anti-aging brand image has become deeply rooted in the market.

During the reporting period, Beforteen continued to center on its core proposition of “AI-powered precision and effective acne treatment”, intensifying its presence on social platforms like Xiaohongshu, with over 320 million exposures. This successfully established the association between “Beforteen = Graded Acne Treatment” in user mindset. During the reporting period, Beforteen successfully achieved an increase in the repurchase rate through the “medicine + cosmetics” solution and Internet medical services.

During the reporting period, the Company successfully acquired TriPollar, laying a solid foundation for its strategic layout in the fields of medical devices and home beauty devices. During the reporting period, TriPollar achieved a leap in ranking from Top 15 to Top 5 in the high-end home RF beauty device market. In the future, TriPollar will rebuild the “facial anti-aging + eye anti-aging” product matrix, leveraging the Company’s end-to-end quality control system and the operational capabilities of an omnichannel marketing closed loop to re-establish the image of “the leader in bringing clinical anti-aging to home use” in user mindset.

During the reporting period, Za and PURE&MILD achieved steady operations under the Company’s empowerment. Za has launched high-quality products across Chinese Mainland, Taiwan of China, Hong Kong of China, and Singapore, covering a diverse range of beauty categories, including makeup primers, base makeup, eye and lip products, and finishing products. The brand’s hero product, its makeup primer, achieved full-channel exposure through official announcements featuring brand ambassadors and IP collaborations, and ranked No.1 on Tmall’s best-selling list for oil-control primers. PURE&MILD partnered with a Yunnan Specialty Plant Extraction Laboratory to conduct research on BotanSTB Plus for anti-photoaging, with the findings successfully published in an international academic journal. In 2025, leveraging the Key Laboratory of Applied Enzymology at the Yangtze River Delta Institute of Tsinghua University, PURE&MILD integrated AI-powered computational biotechnology with biopharmaceutical-grade manufacturing technologies to incorporate its patented recombinant Type XXI collagen into the upgraded Collagen Bouncy Anti-Wrinkle Cream 2.0 for the first time, delivering full-path anti-aging efficacy. Shortly after its launch, Collagen Bouncy Anti-Wrinkle Cream 2.0 ranked among the Top 10 most popular anti-aging creams on Douyin Mall.

### **2.3.3 Cultivate channel excellence and driving synergistic omnichannel deployment**

During the reporting period, facing online traffic fragmentation and offline foot traffic challenges, the Company actively promoted channel transformation and refined operations. While solidifying its position in online channels, the Company saw particularly impressive performance from emerging instant retail channels. Winona firmly maintained its top position in the functional skincare industry within the OTC retail pharmacy channel, expanding its coverage by over 3,500 chain retail pharmacies. During the reporting period, the Company fully committed to its instant retail channel expansion. By leveraging the mature distribution networks of KA channel partners alongside its own branded counters, it made a strong entry into O2O platforms, securing the No. 1 position in the skincare brand category on Meituan’s instant retail business. This enabled the Company to successfully capture the traffic dividends from both the nighttime economy and on-demand sensitive skin scenarios.

During the reporting period, the Company continuously optimized its online channel structure. Despite pressure on gross merchandise value in shelf-based e-commerce, the Company achieved a significant increase in gross profit margin driven by the strong performance of influencer livestreaming, with the sales gross margin rising by approximately 2.70 percentage points year-on-

year. Content-driven e-commerce benefited from customized marketplace operations and the establishment of an influencer distribution system, delivering a year-on-year revenue growth of approximately 17.25%. During the reporting period, the Company also implemented more refined operations across different platforms and cities, driving impressive growth in lower-tier channels including Pinduoduo, private domains, and distribution, while maintaining a top-tier industry position on JD.com and Vipshop.

During the reporting period, the Company steadily expanded its overseas markets. Through multiple models including self-operated, distribution, and agency channels, it established a presence in Hong Kong SAR, Macao SAR, Taiwan region, and multiple countries and regions in Southeast Asia and North America. The pace of brand internationalization has been continuously accelerating and intensifying.

### **2.3.4 Continuously enhance R&D and innovation and build a deep moat with hardcore technology**

During the reporting period, the Company continued to adhere to the R&D philosophy of “Targeted Focus, In-Depth Research, Real Results”, and achieved milestone breakthroughs across fundamental research, raw material innovation, medical devices, and global expansion.

During the reporting period, the Company continued to deeply engage in the innovative research and development of new cosmetic raw materials, adding five new cosmetic raw material filings during the year and bringing the cumulative number of filings to 17. The Company’s filing scale firmly ranked first nationwide, leading the industry’s raw material innovation track. Relying on the endowment of Yunnan’s plant resources, the Company independently completed the research and development of 43 cosmetic raw materials and eight food raw materials, among which the whitening raw material BTN-737, developed based on YKMB-002 and AI generative design, was successfully included in the innovation service catalog of the National Institutes for Food and Drug Control. The self-developed raw materials won two prestigious awards, namely the “InnoCosme Awards 2025 for Raw Materials” and the “China Innovative Raw Material Award”. In terms of global expansion, the Company successfully participated in In-Cosmetics Global, the world’s top professional exhibition for cosmetic raw materials, making the international debut of its self-developed raw materials. It showcased 11 proprietary ingredient products, demonstrating to the global industry the innovative strength of Chinese beauty ingredients.

During the reporting period, the Company completed the filing of 31 general cosmetics products and the registration of 10 special cosmetics products. To support overseas market expansion, the Company also completed 13 export filings, covering regions including North America, Europe, the Middle East, and Southeast Asia, thereby laying a solid compliance foundation for the global expansion of its brands. During the reporting period, the Company obtained seven new Class II medical device registration certificates, which feature sodium hyaluronate and recombinant collagen as core components and cover various dosage forms such as liquids, gels, lotions, creams, and dressings, further improving the synergistic product ecosystem featuring medical device and cosmetics. Meanwhile, the Company achieved a breakthrough in Class III medical devices, marking a milestone for Class III implantable medical devices. Both “BTN001” and “BTN002” successfully passed registration testing, clinical trials, and quality system inspections, and have entered the review stage of the National Medical Products Administration. In addition, a third filler-type medical device has initiated registration testing.

In terms of global scientific research cooperation, during the Reporting Period, the Company established a long-term Ph.D. training partnership with Saint-Louis Hospital in France. It also deepened its research collaboration with University of Paris-Saclay on the molecular mechanisms of neurocosmetics. In partnership with Labskin Creations, the Company co-developed two proprietary

3D skin models, which were presented at the Annual Meeting of the European Society for Dermatological Research. Furthermore, the Company entered into a strategic partnership with an organ-on-a-chip company affiliated with MIT, jointly exploring the application of organoids and organ-on-a-chip technologies in cosmetic evaluation.

During the reporting period, the Company was granted 50 invention patents, 16 utility model patents, and three design patents. It also participated in the formulation and release of four national standards and 10 group standards, and initiated the R&D of one national standard sample. During the reporting period, the Company published 160 academic papers, including 115 SCI-indexed papers and 45 papers in Chinese core journals. During the reporting period, the “R&D and Industrialization of Domestic Efficacy Skincare Products” project was shortlisted in the public notification list for the Special Prize of the 2025 Yunnan Provincial Science and Technology Award, “R&D and Industrial Application of Winona Efficacy Skincare Products for Sensitive Skin” won the First Prize of the Science and Technology Progress Award of the China National Light Industry Council, and the Company’s core brand, Winona, was selected into the first batch of “China Premium Consumer Brands” by the Ministry of Industry and Information Technology.

### **2.3.5 Improve supply chain quality and efficiency and deepen green and low-carbon development**

During the reporting period, the Company’s supply chain system focused on “digital and intelligent empowerment, supply and demand balance, quality improvement and efficiency enhancement”, achieving remarkable results. The Company’s proportion of independent production continued to increase steadily, effectively ensuring the capacity release of self-operated factories and the stability of product gross profit margins. By deepening the S&OP mechanism and lean management, inventory turnover efficiency was significantly optimized by approximately 16.97% year-on-year. In addition, the Company implemented product lifecycle management. As of the end of the reporting period, the number of long-tail and inefficient inventory products was reduced by nearly 50%, and operational efficiency was significantly improved.

### **2.3.6 Fully empower the significant enhancement of operational efficiency with digitalization and AI**

During the reporting period, the Company’s Digital Technology Center transitioned from “building platforms” to “creating value”. The Company’s internal AI platform ChatBTN was successfully launched, covering core business scenarios across multiple departments. The Consumer Data Platform (CDP) was fully launched, and data extraction efficiency improved from the “day” level to the “minute” level. The integrated business and finance platform was fully established, achieving the same source of business and financial data as well as procedure connectivity. During the reporting period, the membership middle platform achieved remarkable results. The Company’s total registered members across all channels surpassed 46 million, representing a year-on-year increase of approximately 10%. Leveraging the consumer data platform, the retention rate of existing members increased by approximately 8%, and the conversion rate of new members increased by approximately 5%. During the reporting period, the Company released its first *Member Points White Paper*, driving the member points system from extensive operations toward intelligent risk control and precision marketing. During the reporting period, the Company’s self-developed supply chain planning and management platform was launched, initially realizing the deployment of over 20 smart scenarios, including AI-powered intelligent inspection and automated replenishment.

### **2.3.7 Insist on the long-term ESG strategy and practice green, low-carbon development and business for good**

During the reporting period, guided by the philosophy of “all for the health and beauty of humans and nature”, the Company deeply integrated ESG into its strategy. Leveraging Yunnan’s rich botanical resources, it has built a closed-loop model combining ecological conservation with green industrialization, setting a benchmark for sustainability in the beauty industry. In terms of environmental aspect, the Company continues to advance biodiversity conservation, establishing approximately 10.42 mu of ecological demonstration plots in the Hutiao Gorge area and carrying out the reintroduction of rare alpine plant species to strengthen mountain ecosystem resilience. In clean energy, the central factory generated approximately 1.59 million kWh of solar power for self-consumption annually. Significant progress was made in green packaging reduction, with 3.5484 million inner boxes and 2.106 million paper leaflets eliminated during the year, alongside the recycling of 3.17 million empty bottles. RSPO-certified raw materials accounted for approximately 58% of procurement, with a material substitution rate of 96%. The Company also optimized its warehousing and logistics network by promoting new energy transportation and energy-efficient storage, and continued to conduct full lifecycle carbon footprint assessments to drive emissions reduction across the value chain. In terms of social aspect, the Company remains committed to public welfare. During the reporting period, it contributed CNY13.678 million (including cash and in-kind donations), supporting 31 initiatives. The Company has continued its “Winona Smile Sunshine Program” for the 10th consecutive year, conducting free medical consultations and public education campaigns in high-UV regions such as Shangri-La. The “Winona Baby” brand also advanced its public welfare initiative supporting children with atopic dermatitis (AD), reaching over 180 million people through educational outreach. Meanwhile, the Company has fostered an inclusive workplace, with women accounting for 56% of management positions, and has placed strong emphasis on talent development, with employees receiving an average of over 108 training hours per year. In terms of governance aspect, the Company has maintained an A rating for information disclosure from the Shenzhen Stock Exchange for the third consecutive year. During the reporting period, it was included in Wind’s Top 100 Best ESG Practices among Chinese’s Listed Companies and received an “AA” ESG rating. It was also recognized among the TOP 100 A-share listed companies for ESG excellence by Sino-Securities Index, achieving the highest “AAA” rating. Looking ahead, the Group will continue to empower ecological development through technology and uphold a long-term approach, expanding its sustainable mountain ecosystem model and delivering an Eastern approach to green beauty solutions to the global market.

#### **2.4 Overview of Overall Performance in 2025**

During the reporting period, the Company actively responded to the complex and changing market environment, striving to overcome various adverse factors, and achieved certain results in its operational performance. During the reporting period, the Company achieved operating revenue of approximately CNY5,358,638,800, a year-on-year decrease of approximately 6.58%; a net profit attributable to the shareholders of the listed company of approximately CNY505,719,700, a slight year-on-year increase of approximately 0.53%; a net profit attributable to the shareholders of the listed company after excluding non-recurring gains and losses of approximately CNY356,146,600, a significant year-on-year increase of approximately 48.22%; a sales gross profit margin of approximately 74.46%, a year-on-year increase of approximately 0.72 percentage points; and a net sales margin attributable to shareholders of the listed Company of approximately 9.44%, a year-on-year increase of approximately 0.67 percentage points. During the reporting period, although the Company’s sales volume declined slightly, profits (gross profit and net profit) showed a steady trend, and profitability has improved with recurring profit achieving a more significant improvement. During the reporting period, fluctuations in the Company’s revenue and profit were primarily attributable to a combination of the following factors: First, increased investment in brand building, channel development, and marketing expenses to consolidate the Company’s market

position and incubate new brands and products; second, strategic investments to respond to market changes and channel transformation, including the active expansion of new growth drivers such as instant retail and content-driven e-commerce; third, necessary expenditures to enhance the autonomy and controllability of supply chain and to strengthen product innovation. In addition, asset impairment provisions resulting from the underperformance of acquired targets relative to expectations also had a certain impact on performance. Meanwhile, during the reporting period, the Company's cash flow remained healthy, the quality and efficiency of operating cash flow further improved, and operating fundamentals were solid. Looking ahead, the Company will stay committed to long-termism, focus on its advantageous segments, and strengthen omnichannel synergy. By continuously driving cost reduction and efficiency enhancement, organizational transformation, and refined operations, the Company aims to achieve both healthy brand development and higher profit quality, facilitating its transition from scale-driven growth to value-driven growth.

### 3. Key Accounting Data and Financial Indicators

#### 3.1 Key Accounting Data and Financial Indicators for the Last Three Years

Whether the Company retrospectively adjusted or restated accounting data for previous year

Yes  No

Unit: CNY

	End of 2025	End of 2024	YoY increase/decrease compared with the previous year	End of 2023
Total assets	8,341,346,880.58	8,303,551,892.22	0.46%	7,506,930,342.79
Net assets attributable to our shareholders	6,157,265,024.87	6,049,901,389.45	1.77%	5,860,994,371.02
	2025	2024	YoY increase/decrease compared with the previous year	2023
Operating revenue	5,358,638,784.56	5,735,865,254.21	-6.58%	5,522,168,263.00
Net profit attributable to our shareholders	505,719,663.85	503,053,586.13	0.53%	756,795,007.56
Net profit attributable to our shareholders after deducting non-recurring gains and losses	356,146,562.10	240,289,033.33	48.22%	618,058,791.53
Net cash flow from operating activities	976,595,739.84	694,865,456.23	40.54%	610,438,763.71
Basic earnings per share (CNY/share)	1.20	1.20	No change	1.79
Diluted earnings per share (CNY/share)	1.20	1.20	No change	1.79
Weighted average return on net assets	8.20%	8.53%	Decreased by 0.33 percentage points	13.21%

#### 3.2 Key Accounting Data by Quarter

Unit: CNY

	Q1	Q2	Q3	Q4
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Operating revenue	948,763,070.82	1,423,079,513.94	1,092,432,006.28	1,894,364,193.52
Net profit attributable to our shareholders	28,340,519.25	218,320,285.14	25,217,931.45	233,840,928.01
Net profit attributable to our shareholders after deducting non-recurring gains and losses	20,924,775.03	161,692,314.46	1,148,777.26	172,380,695.35
Net cash flow from operating activities	-68,652,234.98	415,580,994.65	94,950,854.20	534,716,125.97

Whether the aforesaid financial indicators or their sum are significantly different from relevant financial indicators disclosed by the Company in its quarterly and semi-annual reports

Yes  No

#### 4. Share Capital and Shareholder Information

##### 4.1 Number of Ordinary Shareholders and Preferred Shareholders with Restored Voting Rights, and the Shareholding of the Top 10 Shareholders

Unit: share

Ordinary shareholders as of the end of the reporting period	40,048	Total number of ordinary shareholders at the end of the month prior to the disclosure of the annual report	35,462	Total number of preferred shareholders with restored voting rights at the end of the reporting period		Total number of preferred shareholders with restored voting rights as of the end of the month prior to the disclosure of the annual report		Shareholders holding special voting shares (if any)	
Shareholding of the top 10 shareholders (excluding shares loaned through refinancing)									
Shareholder name	Shareholder type	Shareholding ratio	Number of shares held	Number of shares subject to trading restriction	Pledged, marked or frozen shares				
					Status of shares	Quantity			
Kunming Nuona Technology Co., Ltd.	Domestic non-state-owned corporation	45.97%	194,743,411.00		N/A				
Tianjin Sequoia Juye Equity Investment Partnership (Limited Partnership)	Domestic non-state-owned corporation	7.62%	32,272,757.00		N/A				
Yunnan Haqisheng Enterprise Management Co., Ltd.	Domestic non-state-owned corporation	2.60%	10,993,678.00		N/A				
Xiamen Zhenli Consulting Co., Ltd.	Domestic non-state-owned corporation	2.47%	10,467,669.00		N/A				
Hong Kong Securities Clearing Company Limited	Overseas legal person	1.29%	5,445,491.00		N/A				
Kuwait Investment Authority	Overseas legal person	1.04%	4,390,658.00		N/A				
Industrial and Commercial Bank of China Co., Ltd. — E Fund GEM Traded Open-End Index Securities Investment Fund	Miscellaneous	0.86%	3,663,991.00		N/A				
National Social Security Fund Portfolio 118	Miscellaneous	0.81%	3,417,711.00		N/A				
Industrial and Commercial Bank of China Limited — CSI Main Consumer Exchange-Traded Open-End Index Securities Investment Fund	Miscellaneous	0.73%	3,084,657.00		N/A				

Agricultural Bank of China Co., Ltd. – CSI 500 Exchange-Traded Open-End Index Securities Investment Fund	Miscellaneous	0.71%	3,021,200.00		N/A	
Explanations of relationships between or concerted actions of the aforementioned shareholders	Both Kunming Nuona Technology Co., Ltd. and Yunnan Haqisheng Enterprise Management Co., Ltd. are enterprises controlled by the Company’s actual controller, Guo Zhenyu. Besides, no connected relationship and action in concert between other shareholders is known to the Company.					

The situation of shareholders holding more than 5% of shares, the top 10 shareholders, and the top 10 shareholders of unrestricted tradable shares participating in shares loan through refinancing

Applicable  Not applicable

Changes occurred in the top 10 shareholders and the top 10 shareholders of unrestricted tradable shares compared with the previous period due to shares loan through refinancing/return

Applicable  Not applicable

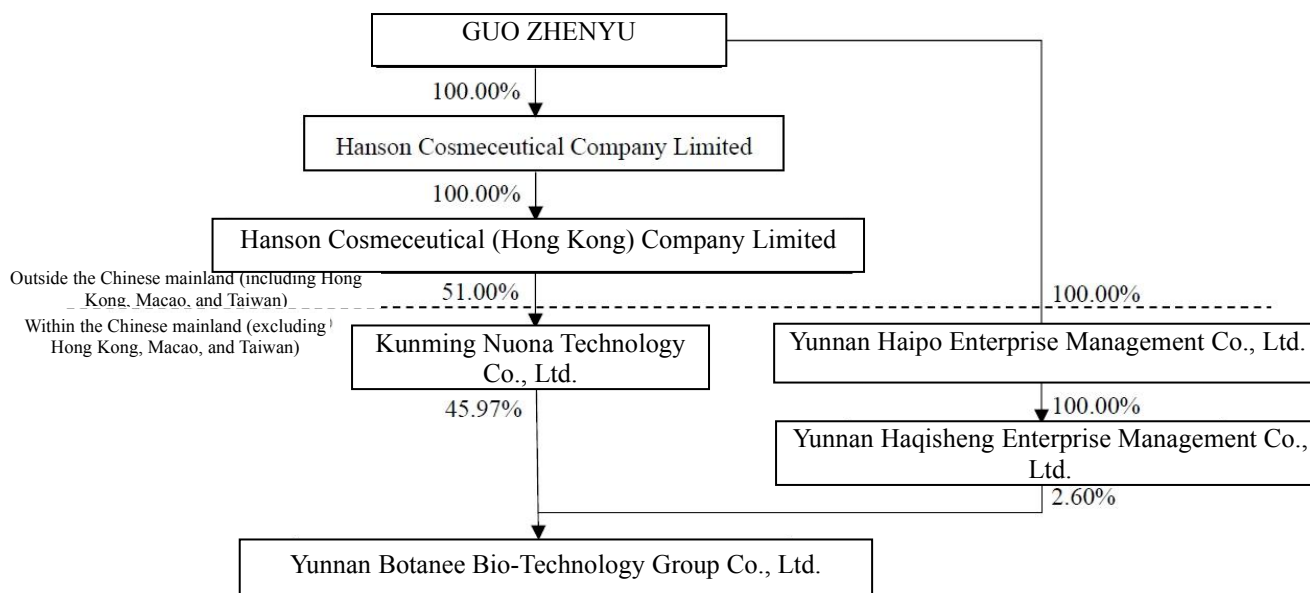
Whether the Company has differential voting rights arrangements

Applicable  Not applicable

**4.2 Total Number of Preferred Shareholders and Shareholding of the Top 10 Preferred Shareholders**

Applicable  Not applicable

**4.3 Disclosure of the Ownership and Control Relationship between the Company and the Actual Controller in the Form of a Block Diagram**



**5. Bonds in Effect as of the Date of Approval of the Annual Report**

Applicable  Not applicable

### **III. Significant Matters**

For details, please refer to the *2025 Annual Report of Yunnan Botanee Bio-Technology Group Co., Ltd.* (2026-013) disclosed on CNINFO (<http://www.cninfo.com.cn>).