



2018

2019 04

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141,211,420

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.....	174

		2016
		2018
GMP		"Good Manufacturing Practice"
GSP		"Good Supply Practice"
		2018 1 1 2018 12 31
		2017 1 1 2017 12 31
		2018 12 31

			300436
			Fujian Cosunter Pharmaceutical Co., Ltd.
			Cosunter
			355300
		89	B 10 B
			350003
			www.cosunter.com
			niuniu@cosunter.com

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	B 10 B	B 10 B
	0591-38305333	0591-38305333
	0591-38305305	0591-38305305
	niuniu@cosunter.com	zhangqinghe@cosunter.com

	www.cninfo.com.cn

	152 B 7-9

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	178 6		2015 4 22 -2018 1 16
	6003 B 22		2018 1 16 -2018 12 31

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	2018	2017		2016
	402,400,221.06	296,122,689.22	35.89%	312,882,593.35
	16,484,410.89	33,565,301.69	-50.89%	66,413,000.53
	8,526,446.56	29,172,435.94	-70.77%	62,465,013.96
	10,943,959.05	71,468,005.80	-84.69%	73,842,321.31
/	0.12	0.24	-50.00%	0.47
/	0.12	0.24	-50.00%	0.47
	3.17%	6.43%	-3.26%	12.56%
	2018			

	-4,630,186.02	1,115,223.49	-7,509,553.10	21,968,474.68

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	2018	2017	2016	
	-2,350,294.90	-49,614.95	4,008.24	
	12,429,285.59	7,058,692.70	4,775,460.46	
	-290,940.95	-1,813,182.39	-109,810.95	
	1,595,761.53	803,029.61	721,671.18	
	234,323.88			
	7,957,964.33	4,392,865.75	3,947,986.57	--

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2017



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82.5%

2017



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2015 IPO

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GST-HG161

Best in class
c-Met

c-Met

2018 10 24

GST-HG161

2019 2 28

I

FACO

CSCO

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I

c-Met

c-Met

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GST-HG151

2019 1 31

GST-HG161

3

2015

“ ”

GST-HG131 GST-HG141

2017

AASLD

EASL

GST-HG141

PCC

GST-HG141

GST-HG131

First-in-Class

HBsAg

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TAF

BE

BE

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2018 8 3

BE

8,358.73

38.18%

20.77%

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31,860.19

61.82%

79.18%

1

2017 1-12

28,185.5

0.44%

2018 1-10

20,180.6

13.6% 2019

28,333

(2019-2023)

8.53%

2023

39,313

2

HBV

2017

2015

2.57

6.2% 1.15

88.7

2015

9%

8% 170

1 59

7.18%

9300

2,000

2015

20%

2017

2016

280

2015

170

2015

80%

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	70.46%
	138.30%
	187.04%
	78.95%
	103.80%
	61.25%
	349.30%
	109.63%
	271.37%

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2017

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2015 IPO

2018 “ ”

2018

2018

1,648.44
70.77%

50.89%

40,240.02

35.89%

852.64

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2018 12

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2018

23.01%

9.20%

33,117.30

2,120.11

3,702.32

13.78%

5.27%

21,042.85

1.77%

52.29%

6,252.01

578.27%

15.54%

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2015 IPO

GST-HG161

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2019

GST-HG151

11,396.54

28.32%

3

82.5%

2017

2018 7

7,101.62

145.31

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2018

141

389.70

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14

	2018		2017		

	331,172,991.40	45,044,856.89	86.40%	11.84%	16.74%	-0.57%
	59,679,351.82	12,401,311.39	79.22%			
	9,086,135.87	7,177,263.37	21.01%			
	138,098,525.34	21,188,993.27	84.66%	29.77%	73.83%	-3.89%
	151,926,655.84	23,338,806.81	84.64%	45.37%	95.68%	-3.95%
	43,567,619.14	8,846,581.30	79.69%	68.41%	72.97%	-0.54%
	43,160,952.14	7,947,374.83	81.59%	30.43%	42.84%	-1.60%
	25,635,659.37	4,647,566.66	81.87%	-2.25%	22.64%	-3.68%

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			2018	2017	
		(/)	8,308.69	8,464.3	-1.84%
		(/)	8,221.35	8,401.98	-2.15%
		(/)	1,078.67	1,180.25	-8.61%
		(/)	12,755.75		
		(/)	15,240.46		
		(/)	3,202.83		
		(/)	970.39		
		(/)	1,235.33		
		(/)	304.86		
		(/)	352.95		
		(/)	386.22		
		(/)	150.19		
		(/)	148.96		
		(/)	319.75		
		(/)	175.5		

30%

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2018 7

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		2018		2017		
		41,266,426.62	62.71%	18,487,153.53	47.91%	123.22%
		11,616,347.03	17.65%	10,664,118.71	27.64%	8.93%
		9,382,084.53	14.26%	7,064,339.08	18.31%	32.81%
		2,011,269.58	3.06%	1,185,211.85	3.07%	69.70%
		1,532,958.14	2.33%	1,183,820.49	3.07%	29.49%

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1		82,632,304.91	20.53%
2		25,124,296.58	6.24%
3		17,316,322.46	4.30%
4		17,296,541.76	4.30%
5		13,801,977.20	3.43%
	--	156,171,442.91	38.81%

□

	23,117,436.68
	46.77%
	0.00%

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25.44%	2.88%	4,431.09	11,396.54	28.32%
			6,965.46	

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2015 IPO

GST-HG161

Best in class
c-Met

c-Met

2018 10 24

2019 2 28

GST-HG161

I

FACO

CSCO

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I

c-Met

c-Met

GST-HG151

2019 1 31

GST-HG161

2015

GST-HG131 GST-HG141

2016 9 8 9

AASLD

EASL

GST-HG141

PCC

GST-HG141

GST-HG131

First-in-Class

HBsAg

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4.2

序号	项目名称	类别	研发目标	进展情况	预计对公司未来发展的影响
1	富马酸替诺福韦二吡啶酯片	抗感染	取得药品批准文号	已取得临床批件，正在进行临床研究	增强艾滋病治疗领域的市场竞争力
2	索非布韦	抗感染	取得原料药登记号，所关联制剂取得药品批准文号	所关联制剂已取得临床批件，正在准备启动临床研究	丰富肝病产品线，增强丙肝治疗领域的市场竞争力
3	索非布韦片	抗感染	取得药品批准文号	已取得临床批件，正在进行临床研究	丰富肝病产品线，增强丙肝治疗领域的市场竞争力
4	枸橼酸西地那非	5型磷酸二酯酶抑制剂	取得原料药登记号，所关联制剂取得药品批准文号	已通过技术审评，所关联枸橼酸西地那非片已获得临床批件，正在进行临床试验	丰富产品线，增强市场竞争力
5	枸橼酸西地那非片	5型磷酸二酯酶抑制剂	取得药品批准文号	已取得临床批件，正在进行临床试验	丰富产品线，增强市场竞争力
6	三升金丹胶囊	止血止痛药	取得新药证书及药品批准文号	已撤回临床注册申请，正在进行重新补充研究	独家品种，丰富产品线，增强市场竞争力

7	富马酸替诺福韦二吡啶酯片	抗感染	取得药品批准文号	已取得临床批件，正在进行临床研究	增强艾滋病治疗领域的市场竞争力
8	索非布韦	抗感染	取得原料药登记号，所关联制剂取得药品批准文号	所关联制剂已取得临床批件，正在准备启动临床研究	丰富肝病产品线，增强丙肝治疗领域的市场竞争力
9	索非布韦片	抗感染	取得药品批准文号	已取得临床批件，正在进行临床研究	丰富肝病产品线，增强丙肝治疗领域的市场竞争力
10	枸橼酸西地那非	5型磷酸二酯酶抑制剂	取得原料药登记号，所关联制剂取得药品批准文号	已通过技术审评，所关联枸橼酸西地那非片已获得临床批件，正在进行临床试验	丰富产品线，增强市场竞争力
11	枸橼酸西地那非片	5型磷酸二酯酶抑制剂	取得药品批准文号	已取得临床批件，正在进行临床试验	丰富产品线，增强市场竞争力
12	三升金丹胶囊	止血止痛药	取得新药证书及药品批准文号	已撤回临床注册申请，正在进行重新补充研究	独家品种，丰富产品线，增强市场竞争力

： HIV-

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5mg 20mg

4.3

序号	药品名称	适应症或者功能主治	所属注册分类	是否属于重要保护品种	类别
1	水飞蓟宾葡甲胺	用于急、慢性肝炎，初期肝硬化，中毒性肝损害的辅助治疗	化学药品	否	国家级
2	益肝灵片	保肝药。具有改善肝功能，保护肝细胞膜的作用，用于急、慢性肝炎	中药	否	国家级
3	复方益肝灵片	益肝滋肾，解毒祛湿。用于肝肾阴虚，湿毒未清引起胁痛，纳差，腹胀，腰酸乏力，尿黄等症；或慢性肝炎氨基转移酶增高者	中药	否	国家级
4	珍菊降压片	降压。用于高血压症	中药、天然药品第11类	否	国家级
5	参芪健胃颗粒	温中健脾，理气和胃。主治脾胃虚寒型胃脘胀痛，痞闷不适，喜热喜按，暖气呃逆等症	中药	是	湖北、河南
6	顺气化痰颗粒	止咳平喘、顺气化痰。用于上感、急慢性气管炎咳嗽多痰、胸闷气急	中药	否	江苏
7	顺气化痰片	止咳平喘、顺气化痰。用于上感、急慢性气管炎咳嗽多痰、胸闷气急	中药	否	江苏

4.4

10%

药品名称	适应症或者功能主治	发明专利	专利起止期限	所属注册分类	是否属于中药保护品种
阿甘定	治疗慢性乙型肝炎	一种阿德福韦酯的合成方法 200610112062.7	2006-08-30至2026-08-29	化药一类	否
		一种阿德福韦酯单酯的制备及其含量检测方法 200710009159.X	2007-06-28至2027-06-27		
		一种阿德福韦酯的M晶型及其制备方法和药物应用 200710009482.7	2007-09-05至2027-09-04		
		一种阿德福韦酯M晶型的制备方法 200910168120.1	2007-09-05至2027-09-04		
		一种阿德福韦酯羟甲基杂质的制备方法 201610529725.9	2016-07-07至2036-07-06		
贺甘定	作为抗病毒药,用于乙型肝炎病毒感染所致肝胆疾病的治疗。	拉米夫定晶型及其制备方法 200910119632.9	2009-03-24至2029-03-23	6类	否
		一种易溶出的拉米夫定片及其制备方法 201110085262.9	2011-04-06至2031-04-05		
		拉米夫定晶型及其制备方法 201010254731.0	2009-03-24至2029-03-23		
		一种拉米夫定关键中间体手性异构体杂质的制备方法 201510410255.X	2015-7-24至2035-7-23		
恩甘定	适用于病毒复制活跃,血清转氨酶ALT持续升高或肝脏组织学显示有活动性病变的慢性成人乙型肝炎的治疗。也适用于治疗2岁至<18岁慢性HBV感染代偿性肝病的核苷初治儿童患者,有病毒复制活跃和血清ALT水平持续升高的证据或中度至重度炎症和/或纤维化的组织学证据。	一种恩替卡韦的固体分散剂、其药物组合物及其制备方法和药物应用 200710009952.X	2007-12-07至2027-12-06	5类	否
		一种抗病毒药物恩替卡韦的制备方法 200710009940.7	2007-12-06至2027-12-05		
		一种恩替卡韦的晶型及其制备方法和药物应用 200910236408.8	2009-10-28至2029-10-27		
		一种恩替卡韦的盐化合物,其制备方法和药物应用 201010000443.2	2010-01-08至2030-01-07		
		一种恩替卡韦分散片及其制备方法 201110085253.X	2011-04-06至2031-04-05		
		一种检测恩替卡韦关键中间体的方法 201510454760.4	2015-07-29至2035-07-28		
		一种恩替卡韦与甘露聚糖肽药物组合物及其制备方法 201510454570.2	2015-07-29至2035-07-28		
福甘定	适用于与其他抗逆转录病毒药物联用,治疗成人HIV-1感染;适用于治疗慢性乙肝成人和≥12岁的儿童患者	富马酸替诺福韦酯的新晶型及其制备方法 201010126780.6	2010-03-04至2030-03-03	5类	否
		替诺福韦酯的盐化合物,其制备方法和药物应用 201010126779.3	2010-03-04至2030-03-03		
		一种替诺福韦单酯富马酸盐的制备方法 201310472328.9	2013-10-11至2033-10-10		
		替诺福韦单酯富马酸盐的新晶型及其制备方法 201310472450.6	2013-10-11至2033-10-10		
		富马酸替诺福韦二吡啶酰胺剂及其制备方法 201310505327.X	2013-10-24至2033-10-23		
		一种适合于工业化生产的替诺福韦制备方法 201410368318.5	2014-07-30至2034-07-29		
		一种替诺福韦二吡啶或其药用盐的新用途 201510426500.6	2015-7-20至2035-7-19		
水飞蓟宾葡甲胺片	用于急、慢性肝炎,初期肝硬化,中毒性	水飞蓟宾葡甲胺片的生产方法	2010.3.16-2030.3.15	化学药品	否
		水飞蓟宾葡甲胺片及其降脂作用	2012.10.21-2032.10.20		
		一种水飞蓟宾及其制备方法	2011.3.24-2031.3.23		

4.5

	2018	2017	2016
	123	93	82
	14.78%	16.64%	15.05%
	113,965,423.49	75,332,543.46	68,193,085.84
	28.32%	25.44%	21.80%
	44,310,855.18	16,466,298.03	7,386,290.47
	38.88%	21.86%	10.83%
	268.80%	49.06%	11.12%

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2016 3 4 “ 2016 51 ” “ ”

2016 51

化药类别	研发费用资本化政策
化药一类	进入III期临床至取得生产批件之间的费用资本化
化药二类	进入III期临床至取得生产批件之间的费用资本化
化药三类	获得临床批件至取得生产批件之间的费用资本化
化药四类	获得临床批件至取得生产批件之间的费用资本化
化药五类	获得临床批件至取得生产批件之间的费用资本化
化药六类	获得临床批件至取得生产批件之间的费用资本化

2016 51

化药类别	研发费用资本化政策
化药一类	进入III期临床至取得生产批件之间的费用资本化
化药二类	进入III期临床至取得生产批件之间的费用资本化
化药三类	获得人体生物等效性临床备案至取得生产批件之间的费用资本化
化药四类	获得人体生物等效性临床备案至取得生产批件之间的费用资本化
化药五类	取得临床批件至取得生产批件之间的费用资本化

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2007 7 10 “ 28 ” “ ”

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中药类别	研发费用资本化政策
中药一类至六类	进入III期临床至取得生产批件之间的费用资本化
中药七类至九类	获得临床批件至取得生产批件之间的费用资本化

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2,361.39

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	2018	2017	
	483,728,578.30	391,311,263.99	23.62%
	472,784,619.25	319,843,258.19	47.82%
	10,943,959.05	71,468,005.80	-84.69%
	35,000.00	50,000,682.00	-99.93%
	319,432,467.91	40,274,778.12	693.13%
	-319,397,467.91	9,725,903.88	-3,383.99%
	58,000,000.00		
	71,702,246.74	38,005,725.00	88.66%
	-13,702,246.74	-38,005,725.00	-63.95%
	-322,155,755.60	43,188,184.68	-845.93%

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1 23.62%

2 47.82%

3 99.93%

4 693.13%

5 88.66%

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	-4,045,997.97	-34.41%		
	786,269.83	6.69%		
	840,578.51	7.15%		
	1,131,519.46	9.62%		

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	2018		2017			
	85,905,594.54	10.05%	408,061,350.14	55.41%	-45.36%	
	62,711,089.33	7.34%	31,749,967.53	4.31%	3.03%	
	39,159,408.99	4.58%	24,285,487.00	3.30%	1.28%	
	14,482,278.87	1.69%	18,178,276.84	2.47%	-0.78%	
	187,258,866.82	21.91%	109,856,000.26	14.92%		

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1	250,000.00	
2	56,264,357.18	16,480,800.00
3	82.5%	

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			96,937,500.00	82.50%						3,751,281.77		20180608	2018073
			200,000.00	100.00%						-8,842.42		20180321	2018040
	--	--	97,137,500.00	--	--	--	--	--	0.00	3,742,439.35	--	--	--

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2015		25,883	4,995.65	23,208.67	0	5,200	20.09%	0		0
	--	25,883	4,995.65	23,208.67	0	5,200	20.09%	0	--	0

	()		(1)		(2)	(3) (2)/(1)					
GMP		6,965	1,765	95.52	1,447.75	82.03%	1				
		4,020	6,620	2,410.07	6,813.47	102.92%	2				
		5,508.3	5,508.3	86.48	2,735.14	49.65%	3				
		5,390	7,990	2,403.58	8,212.31	102.78%	4				
		4,000	4,000	0	4,000	100.00%					
	--	25,883.3	25,883.3	4,995.65	23,208.67	--	--	0	0	--	

		1	GSP									
		2	:									
		1	GMP									
		1										
		1,765.00	2									
		2										
		1	2,600.00	GMP	2							
				GSP	3							
	3,000.00											
3												
1	2,600.00	GMP	2									
		2015	7	22	28,300,581.38	GMP						
			3,702,483.30	4,726,483.30	18,723,422.23							
		1,148,192.55	2015									
				2015	8							
		31	28,300,581.38	6								
			2018	8	23	2018	9	17	2018			

2018

		2018095
		36,076,198.48 2018 10 11
		36,076,198.48 2018 10 11

1 2015 12 2016 2016 4 2016 5

2 2015 12 2016 2016 4 2018 3

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4 2018 3 2019 3

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		(1)		(2)	(3)=(2)/(1)				
	GMP	6,620	2,410.07	6,813.47	102.92%				
	GMP	7,990	2,403.58	8,212.31	102.78%				
	--	14,610	4,813.65	15,025.78	--	--	0	--	--
()			2016 5 9	2016	2016046				

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	2016 5 9 2016 2016046

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10%

			50000000	142,222,859. 42	29,177,682 .99	139,811,26 3.06	10,504,337 .68	9,538,255. 00
			10000000 0	12,652,325.9 1	10,944,977 .83	200,179.25	-10,008,92 6.22	-7,172,130. 59

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		1,453,095.69

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2019

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GST-HG161

GST-HG151 I

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10	0
10	0.00
10	0
	141,211,420
	0.00
	0.00
	0.00
	191,946,757.72
	0.00%
2019 4 1	2018
2018	

2018							
3							
2016	2017	3	17		2016		141,875,700
				10	2.5	35,468,925	
2017	2017	3	19		2017		141,795,700
				10	1.00	14,179,570	
2018	2019	4	1		2018		2018
2018							

2018	0.00	16,484,410.89	0.00%	0.00	0.00%	0.00	0.00%
2017	14,179,570.00	33,565,301.69	42.24%	0.00	0.00%	14,179,570.00	42.24%
2016	35,468,925.00	66,413,000.53	53.41%	0.00	0.00%	35,468,925.00	53.41%

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2018							
16,206.78							
2019				GST-HG161			
2018				GST-HG151 I			

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				2015 04 22	2015 4 22 2018 4 21	
				2015 04 22	2015 4 22 2020 4 21	
				2015 04 22	2018 4 22 2020 4 21	
			20 3 3 3 1 20% 2 50%	2015 04 22	2015 4 22 2018 4 21	

					2015 04 22	
			1			
			2	3	2015 04 22	
			4	"		
					2015 04 22	
					2015 04 22	2015 4 22 2018 4 21
					2015 04 22	2018 4 21 2020 4 21



2015 04
22



			1 2 3 4 5 6	2015 04 22		
			1 2 3 4	2015 04 22		
				2015 04 22		

				2017 09 15	2017 9 15 2020 9 14	

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1	2018 6 15	2018	2018 15
	“ 2018 15 ”		2018 15
1	“ ” “ ”	“ ”	”
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3	“ ” “ ” “ ”	“ ”	“ ”
4	“ ” “ ” “ ”	“ ”	“ ”
5	“ ” “ ” “ ”	“ ”	“ ”
6	“ ” “ ” “ ”	“ ”	“ ”
7	“ ” “ ” “ ”	“ ”	“ ”
8	“ ” “ ” “ ”	“ ”	“ ”
9	“ ” “ ” “ ”	“ ”	“ ”
10	“ ” “ ” “ ”	“ ”	“ ”
11	“ ” “ ” “ ”	“ ”	“ ”
12	“ ” “ ” “ ”	“ ”	“ ”
13	“ ” “ ” “ ”	“ ”	“ ”

2	2017	22	23
	24	37	“ ”
1	“ ” “ ”	“ ”	“ ”
2	“ ” “ ”	“ ”	“ ”
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	6.7			48000 19041			
	1,000		2019 1 10				

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	20						
	20						
	20						
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70%

2018 6 7
8,225 1,468.75
12.5%

82.5%	2018 06 08	2018073
82.5%	2018 06 27	2018080

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		GST-HG131	2016 02 25						2,400				2016 02 26	2016008
		59 " " 6 9 201 301	2016 05 16						4,880			'	2016 05 17	2016050
		GST-HG141	2016 06 02						2,400				2016 06 03	2016051
		GST-HG151	2016 06 02						2,400				2016 06 03	2016051

2016
GST-HG161 12 19

		16	02 28										03 01	2018025
		70%	2018 06 07	2,289.65	11,844.78		2018 03 31		8,225				2018 06 08	2018073 2018080
		12.5%	2018 06 07	2,289.65	11,844.78		2018 03 31		1,468.75				2018 06 08	2018073 2018080
			2018 03 26						200				2018 03 26	2017048 2018052
			2018 11 28										2018 11 29	2018121

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2017 12 25

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2018051

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100%

2018042

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2018077

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2018 6 5

2018 -1

40,495

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2018 7 27

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	86,376,050	60.92%	0	0	0	-57,556,530	-57,556,530	28,819,520	20.41%
1	0	0.00%	0	0	0	0	0	0	0.00%
2	0	0.00%	0	0	0	0	0	0	0.00%
3	86,376,050	60.92%	0	0	0	-57,556,530	-57,556,530	28,819,520	20.41%
	48,000,000	33.85%	0	0	0	-48,000,000	-48,000,000	0	0.00%
	38,376,050	27.06%	0	0	0	-9,556,530	-9,556,530	28,819,520	20.41%
4	0	0.00%	0	0	0	0	0	0	0.00%
	0	0.00%	0	0	0	0	0	0	0.00%
	0	0.00%	0	0	0	0	0	0	0.00%
	55,419,650	39.08%	0	0	0	56,972,250	56,972,250	112,391,900	79.59%
1	55,419,650	39.08%	0	0	0	56,972,250	56,972,250	112,391,900	79.59%
2	0	0.00%	0	0	0	0	0	0	0.00%
3	0	0.00%	0	0	0	0	0	0	0.00%
4	0	0.00%	0	0	0	0	0	0	0.00%
	141,795,700	100.00%	0	0	0	-584,280	-584,280	141,211,420	100.00%

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1 2018 1 15

39,000

75%

2 2018 4 21

84,000,000

75%

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	34,500,000	34,500,000	0	0		2020 4 21
	13,500,000	13,500,000	0	0		
	15,000,000	3,750,000	0	11,250,000		25%
	14,078,850	3,375,000	29,250	10,733,100		25%
	7,500,000	1,875,000	0	5,625,000		25%
	1,795,700	584,280	0	1,211,420		584,280 2018078
	1,500	1,500	0	0		2018 6 20
	86,376,050	57,585,780	29,250	28,819,520	--	--

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141,211,420

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	15,226		14410	9	0	9	0
5% 10							
		24.83%	35,068,651	0	0	35,068,651	24,990,000
		10.62%	15,000,000	0	11,250,000	3,750,000	
		10.13%	14,310,800	39000	10,733,100	3,577,700	1,500,000
		9.56%	13,500,000	0	0	13,500,000	
		5.31%	7,500,000	0	5,625,000	1,875,000	
		0.92%	1,294,087	393829	0	1,294,087	

		0.89%	1,258,600	-142700	0	1,258,600		
		0.72%	1,010,000	1010000	0	1,010,000		
		0.62%	875,005	11600	0	875,005		
		0.50%	700,000	0	0	700,000		
10 4								
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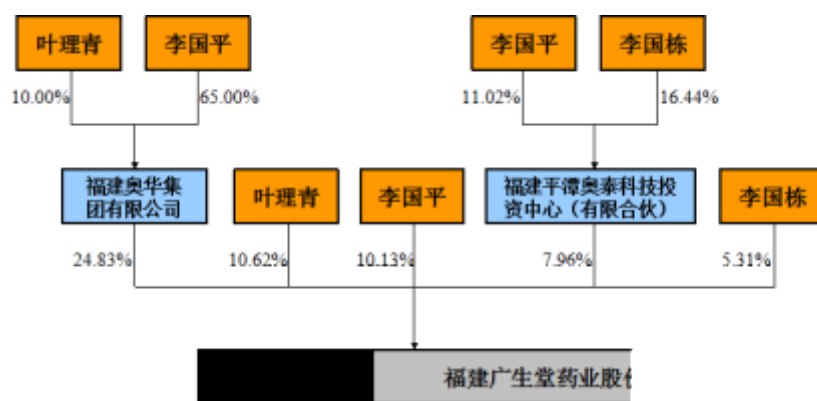
	/			
		1999 04 05	913500007051 00933W	

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			2018 02 28	

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7 1963 2000 2012 2017 9

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1 1958 1983 1

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3 1963 1985 7
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4 1966 1990
2000 INSEAD “International Diploma for Executives in China”

5 1983 2010 7
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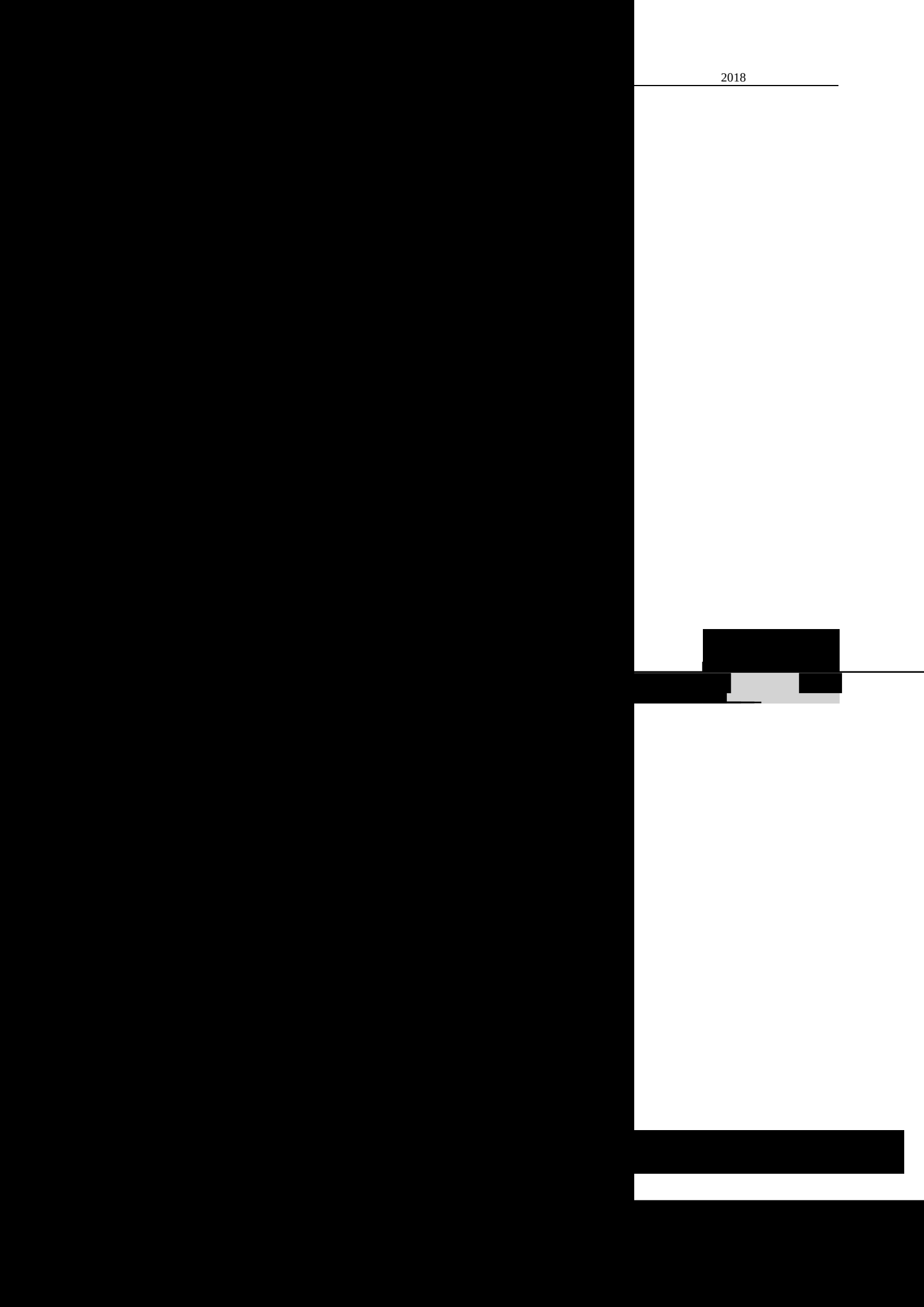
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			51		26.76	
			49		0	
			48		36.74	
			49		61.55	
			43		81.61	
			33		41.77	
			56		12	
			47		12	
			55		12	
			61		15.13	
			51		0	
			30		8.5	
			43		38.86	
			76		39.92	
			56		40.71	
			36		39.03	
			53		101.61	



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	19	4	15	0	0		6
	19	4	15	0	0		6
	19	4	15	0	0		6

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			2019 04 02
			http://www.cninfo.com.cn
			100.00%
			100.00%
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	2	2	

	3	3

	2019 04 01
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2019 H-008

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2018 2018 12 31

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82.50%

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	2,867,170.19	2,349,320.15
		1,097,059.79
	39,159,408.99	24,285,487.00
	8,055,416.51	1,792,896.84
	205,904,401.50	472,852,330.77
	14,482,278.87	18,178,276.84
	187,258,866.82	109,856,000.26
	18,326,160.41	6,384,427.01
	92,951,953.80	39,006,951.17
	47,191,778.22	22,512,096.88
	58,968,390.42	
	3,629,975.15	2,585,525.74
	13,764,871.40	7,996,635.78
	212,040,933.20	57,097,121.92
	648,615,208.29	263,617,035.60
	854,519,609.79	736,469,366.37
	58,000,000.00	

	44,706,661.54	25,415,152.24
	5,453,362.25	4,428,230.37
	15,714,768.28	15,294,894.05
	3,295,414.69	1,206,031.26
	109,000,919.00	121,778,678.91
	97,064.61	
	236,171,125.76	168,122,986.83
	296,000.00	
	52,634,732.28	16,103,697.71
	3,229,160.45	194,582.10
	56,159,892.73	16,298,279.81
	292,331,018.49	184,421,266.64
	141,211,420.00	141,795,700.00

	214,984,525.63	233,726,695.80
	38,292,986.20	56,941,647.00
	44,029,932.10	41,666,745.18
	191,946,757.72	191,800,605.75
	553,879,649.25	552,048,099.73
	8,308,942.05	
	562,188,591.30	552,048,099.73

	146,900,011.88	455,612,811.99
	200,859,778.87	51,418,276.84
	105,101,730.63	108,273,235.37
	10,518,059.98	6,384,427.01
	55,380,114.80	38,984,507.75
	47,191,778.22	22,512,096.88
	1,957,023.91	2,369,109.97
	7,322,139.42	5,371,304.19
	164,959,583.81	53,189,589.42
	593,290,209.64	288,502,547.43
	740,190,221.52	744,115,359.42
	20,000,000.00	
	21,166,807.48	25,228,558.43
	3,162,965.70	4,428,230.37
	13,332,818.10	15,199,010.05
	1,522,273.32	1,156,364.82
	98,208,028.61	121,755,640.44
	35,444.44	
	157,392,893.21	167,767,804.11

	296,000.00	
	13,473,045.02	16,103,697.71
		194,582.10
	13,769,045.02	16,298,279.81
	171,161,938.23	184,066,083.92
	141,211,420.00	141,795,700.00
	214,984,525.63	233,726,695.80
	38,292,986.20	56,941,647.00
	44,029,932.10	41,666,745.18
	207,095,391.76	199,801,781.52
	569,028,283.29	560,049,275.50
	740,190,221.52	744,115,359.42

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	402,400,221.06	296,122,689.22
	402,400,221.06	296,122,689.22

	396,363,519.75	263,406,289.20
	65,969,322.87	38,584,643.66
	7,249,434.58	5,419,669.28
	209,959,034.51	139,160,552.39
	47,320,686.05	32,654,505.65
	69,654,568.31	58,866,245.43
	-4,575,796.40	-11,960,634.40
	1,150,650.55	
	5,838,398.76	12,016,082.30
	786,269.83	681,307.19
	12,429,285.59	7,050,643.99
	-4,045,997.97	-2,755,081.64
	-4,045,997.97	-2,755,081.64
-		
-	-2,370,966.49	-49,614.95
	12,049,022.44	36,962,347.42
	840,578.51	625,419.88
	1,131,519.46	2,430,553.56
	11,758,081.49	35,157,213.74
	-4,981,217.90	1,591,912.05
	16,739,299.39	33,565,301.69
	16,739,299.39	33,565,301.69
	16,484,410.89	33,565,301.69
	254,888.50	0.00

1.		
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6.		
	16,739,299.39	33,565,301.69
	16,484,410.89	33,565,301.69
	254,888.50	0.00
	0.12	0.24
	0.12	0.24
	0	0

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	337,940,614.97	295,439,986.43
	48,664,395.95	38,594,879.01
	5,415,999.53	5,395,268.68
	174,438,249.28	133,905,194.16
	34,071,987.98	31,610,060.99
	62,344,690.84	58,866,245.43
	-5,626,893.59	-11,952,789.26
	67,666.66	

	5,779,972.01	12,005,118.04
	453,487.83	594,662.09
	10,812,893.19	7,047,643.99
	-4,045,997.97	-2,755,081.64
	-4,045,997.97	-2,755,081.64
-	-2,374,384.90	-49,614.95
	22,571,207.47	42,669,412.73
	762,833.91	622,371.17
	1,111,519.45	2,430,553.56
	22,222,521.93	40,861,230.34
	-1,409,347.23	2,988,679.68
	23,631,869.16	37,872,550.66
	23,631,869.16	37,872,550.66
1.		
2.		
1.		
2.		
3.		
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5.		
6.		
	23,631,869.16	37,872,550.66

	460,631,620.94	334,386,051.29
	23,096,957.36	56,925,212.70
	483,728,578.30	391,311,263.99
	60,282,688.32	35,739,866.91
	88,847,027.51	80,663,947.54
	58,540,503.40	53,410,014.45
	265,114,400.02	150,029,429.29
	472,784,619.25	319,843,258.19
	10,943,959.05	71,468,005.80
	35,000.00	682.00
		50,000,000.00

	35,000.00	50,000,682.00
	229,262,542.10	35,574,778.12
	350,000.00	4,700,000.00
	89,819,925.81	
	319,432,467.91	40,274,778.12
	-319,397,467.91	9,725,903.88
	58,000,000.00	
	58,000,000.00	
	38,000,000.00	
	15,233,155.94	35,448,925.00
	18,469,090.80	2,556,800.00
	71,702,246.74	38,005,725.00
	-13,702,246.74	-38,005,725.00
	-322,155,755.60	43,188,184.68
	407,811,350.14	364,623,165.46
	85,655,594.54	407,811,350.14

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	383,765,000.22	333,772,759.85
	21,803,127.13	56,900,178.01
	405,568,127.35	390,672,937.86

	41,408,417.78	35,510,974.16
	76,290,149.83	77,843,416.67
	47,897,573.81	53,400,600.99
	219,194,512.00	147,234,154.27
	384,790,653.42	313,989,146.09
	20,777,473.93	76,683,791.77
		682.00
		50,000,000.00
		50,000,682.00
	172,453,852.87	31,663,594.93
	56,550,000.00	27,940,000.00
	96,937,500.00	
	325,941,352.87	59,603,594.93
	-325,941,352.87	-9,602,912.93
	20,000,000.00	
	20,000,000.00	
	14,211,792.22	35,448,925.00
	18,469,090.80	2,556,800.00
	32,680,883.02	38,005,725.00
	-12,680,883.02	-38,005,725.00
	-317,844,761.96	29,075,153.84
	391,560,475.24	362,485,321.40

The diagram illustrates a hierarchical tree structure. The root node is a large rectangle on the left. It branches into two main paths. The upper path leads to a horizontal bar, which then branches into a series of vertical bars. The lower path leads to a horizontal bar, which then branches into a series of vertical bars. The vertical bars are arranged in a way that suggests a sequence or a progression of nodes. The diagram is composed of black lines on a white background.

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	211, 420. 00				84,52 5.63	2,986 .20			9,932 .10		46,75 7.72	,942. 05	88,59 1.30
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2													
3					1,121 ,441. 07	-3,00 5,725 .00							4,127 ,166. 07
4													
									3,787 ,255. 07		-39,2 36,18 0.07		-35,4 48,92 5.00
1									3,787 ,255. 07		-3,78 7,255. 07		
2													
3											-35,4 48,92 5.00		-35,4 48,92 5.00
4													
1													
2													
3													
4													
5													
1													
2													
	141, 795,				233,7 26,69	56,94 1,647			41,66 6,745		191,8 00,60		552,0 48,09

	700. 00				5.80	.00			.18		5.75		9.73
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	141,7 95,70 0.00				233,72 6,695.8 0	56,941, 647.00			41,666, 745.18	199,8 01,78 1.52	560,04 9,275.5 0
	141,7 95,70 0.00				233,72 6,695.8 0	56,941, 647.00			41,666, 745.18	199,8 01,78 1.52	560,04 9,275.5 0
	-584,2 80.00				-18,742 ,170.17	-18,648 ,660.80			2,363,1 86.92	7,293, 610.2 4	8,979,0 07.79
										23,63 1,869. 16	23,631, 869.16
	-584,2 80.00				-18,742 ,170.17	-18,648 ,660.80					-677,78 9.37
1	-584,2 80.00				-18,089 ,308.80						-18,673 ,588.80
2											
3					-652,86 1.37	-18,648 ,660.80					17,995, 799.43
4											

									2,363,186.92	-16,338,258.92	-13,975,072.00
1									2,363,186.92	-2,363,186.92	
2										-14,179,570.00	-14,179,570.00
3										204,498.00	204,498.00
1											
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	141,211,420.00				214,984,525.63	38,292,986.20			44,029,932.10	207,095,391.76	569,028,283.29

	141,8 75,70 0.00				235,08 2,054.7 3	59,947, 372.00			37,879, 490.11	201,1 65,41 0.93	556,05 5,283.7 7

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	141,7 95,70 0.00				233,72 6,695.8 0	56,941, 647.00			41,666, 745.18	199,8 01,78 1.52	560,04 9,275.5 0

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情形		确认结果
已转移金融资产所有权上几乎所有的风险和报酬		终止确认该金融资产（确认新资产/负债）
既没有转移也没有保留金融资产所有权上几乎所有的风险和报酬	放弃了对该金融资产控制	
	未放弃对该金融资产控制	按照继续涉入所转移金融资产的程度确认有关资产和负债及任何保留权益
保留了金融资产所有权上几乎所有的风险和报酬	继续确认该金融资产，并将收益确认为负债	

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1	2	15.00%
2	3	30.00%
3	4	50.00%
4	5	80.00%
5		100.00%

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		20	5%	4.75%
		10	5%	9.50%
		5	5%	19.00%
		5	5%	19.00%

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类别	无形资产摊销年限
土地使用权	按土地出让年限或尚可使用年限
药品生产技术	自取得药品生产批件起5年内摊销
办公软件	5年

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2016 51

化药类别	研发费用资本化政策
化药一类	进入III期临床至取得生产批件之间的费用资本化
化药二类	进入III期临床至取得生产批件之间的费用资本化
化药三类	获得临床批件至取得生产批件之间的费用资本化
化药四类	获得临床批件至取得生产批件之间的费用资本化
化药五类	获得临床批件至取得生产批件之间的费用资本化
化药六类	获得临床批件至取得生产批件之间的费用资本化

2016 51

化药类别	研发费用资本化政策
化药一类	进入III期临床至取得生产批件之间的费用资本化
化药二类	进入III期临床至取得生产批件之间的费用资本化
化药三类	获得人体生物等效性临床备案至取得生产批件之间的费用资本化
化药四类	获得人体生物等效性临床备案至取得生产批件之间的费用资本化
化药五类	取得临床批件至取得生产批件之间的费用资本化

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中药类别	研发费用资本化政策
中药一类至六类	进入III期临床至取得生产批件之间的费用资本化
中药七类至九类	获得临床批件至取得生产批件之间的费用资本化

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1.		66,732,290.68	32,743,479.77	993,512.24 31,749,967.53
2.		2,867,170.19	2,349,320.15	1252260.36 1097059.79

3.		109,000,919.00	121,778,678.91	
4.		47,320,686.05	32,654,505.65	91520751.08
5.		69,654,568.31	58,866,245.43	

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		17% 16%
		5% 7%

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	846.10	
	85,654,747.63	407,811,350.14
	250,000.81	250,000.00
	85,905,594.54	408,061,350.14

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	4,021,201.35	993,512.24
	62,711,089.33	31,749,967.53
	66,732,290.68	32,743,479.77

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	4,021,201.35	993,512.24
	4,021,201.35	993,512.24

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	3,987,587.08	
	3,987,587.08	

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	66,339,415.88	99.55%	3,628,326.55	5.47%	62,711,089.33	33,459,003.28	99.11%	1,709,035.75	5.11%	31,749,967.53
	300,766.40	0.45%	300,766.40	100.00%		300,766.40	0.89%	300,766.40	100.00%	
	66,640,182.28	100.00%	3,929,092.95	5.90%	62,711,089.33	33,759,769.68	100.00%	2,009,802.15	5.95%	31,749,967.53

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1			
	64,868,322.28	3,243,416.12	5.00%
1	64,868,322.28	3,243,416.12	5.00%
1 2	818,611.95	122,791.79	15.00%
2 3	341,026.17	102,307.85	30.00%
3 4	297,845.30	148,922.65	50.00%

4	5	13,610.18	10,888.14	80.00%
		66,339,415.88	3,628,326.55	5.47%

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		%	
	4,070,568.08	6.11	203,528.40
	3,430,532.16	5.15	171,526.61
	3,038,760.00	4.56	151,938.00
	2,686,056.22	4.03	134,302.81
	2,224,988.00	3.34	111,249.40
	15,450,904.46	23.19	772,545.22

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1	3,128,610.00	98.24%	3,544,406.77	97.92%

1	2	35,405.49	1.11%	75,390.00	2.08%
2	3	325.00	0.01%	0.10	
3		20,180.10	0.64%		
		3,184,520.59	--	3,619,796.87	--

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				%	
		943,396.20		29.62	
		136,254.31		4.28	
		92,080.32		2.89	
		87,000.00		2.73	
		80,000.00		2.51	
		1,338,730.83		42.03	

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		1,097,059.79
	2,867,170.19	

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	3,185,066.12	100.00%	317,895.93	9.98%	2,867,170.19	1,404,223.38	100.00%	151,963.02	10.82%	1,252,260.36
	3,185,066.12	100.00%	317,895.93	9.98%	2,867,170.19	1,404,223.38	100.00%	151,963.02	10.82%	1,252,260.36

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1	2,354,152.76	117,707.63	5.00%
1	2,354,152.76	117,707.63	5.00%
1 2	419,711.36	62,956.70	15.00%
2 3	389,172.00	116,751.60	30.00%
3 4	3,100.00	1,550.00	50.00%
4 5			80.00%
5	18,930.00	18,930.00	100.00%

	3,185,066.12	317,895.93	9.98%
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35,343.82

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	284,577.00

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	838,205.00	667,462.05
	143,685.04	115,842.28
	162,024.36	102,919.05
	2,012,000.00	518,000.00
	29,151.72	
	3,185,066.12	1,404,223.38

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		1,052,000.00	1	33.03%	52,600.00
		313,245.00	1-2	9.83%	46,986.75
		280,000.00	1	8.79%	14,000.00
		274,000.00	1	8.60%	13,700.00
		203,000.00	1	6.37%	10,150.00
	--	2,122,245.00	--	66.62%	137,436.75

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	4,450,862.43		4,450,862.43	5,493,740.57		5,493,740.57
	11,432,968.41		11,432,968.41	4,825,022.18		4,825,022.18
	16,075,643.87	232,916.77	15,842,727.10	7,844,060.82		7,844,060.82
	2,322,166.78	3,076.47	2,319,090.31	2,716,078.58	3,076.47	2,713,002.11
	1,417,577.15		1,417,577.15	864,084.83		864,084.83
	517,961.04		517,961.04	969,858.09		969,858.09
	3,178,222.55		3,178,222.55	1,575,718.40		1,575,718.40
	39,395,402.23	235,993.24	39,159,408.99	24,288,563.47	3,076.47	24,285,487.00

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		140,332.07	205,644.52		113,059.82	232,916.77
	3,076.47					3,076.47
	3,076.47	140,332.07	205,644.52		113,059.82	235,993.24

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	2,778,565.06	26,093.62
	3,233,869.99	816,737.28
	677,932.37	431,720.22
	2,760.00	3,070.00
	1,362,289.09	515,275.72
	8,055,416.51	1,792,896.84

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	18,061, 427.22			-3,791, 053.08						14,270, 374.14	
	116,849 .62	350,00 0.00		-254,94 4.89						211,904 .73	
	18,178, 276.84	350,00 0.00		-4,045, 997.97						14,482, 278.87	
	18,178, 276.84	350,00 0.00		-4,045, 997.97						14,482, 278.87	

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	187,258,866.82	109,856,000.26
	187,258,866.82	109,856,000.26

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1.	92,412,166.86	57,658,213.98	8,062,700.52	3,517,727.21	161,650,808.57
2.	86,671,345.22	26,452,701.06	4,439,441.04	1,811,729.71	119,375,217.03
1	4,800.00	6,767,945.68	1,133,323.39	543,628.79	8,449,697.86
2	1,936,972.18	3,793,459.49			5,730,431.67
3	86,541,519.58	14,087,383.54	3,298,083.46	1,268,100.92	105,195,087.50
3.	6,461,296.43	826,776.57	344,329.22	153,410.00	7,785,812.22
1	6,461,296.43	826,776.57	344,329.22	153,410.00	7,785,812.22
4.	172,622,215.65	83,284,138.47	12,157,812.34	5,176,046.92	273,240,213.38
1.	23,708,737.88	21,503,183.39	4,334,290.50	2,248,596.54	51,794,808.31
2.	21,545,949.33	12,902,771.26	3,462,366.43	1,707,751.51	39,618,838.53
1	6,641,520.75	6,425,803.72	1,760,425.97	848,163.59	15,675,914.03
2	14,904,428.58	6,476,967.54	1,701,940.46	859,587.92	23,942,924.50
3.	4,297,715.38	664,972.00	327,112.90	142,500.00	5,432,300.28
1	4,297,715.38	664,972.00	327,112.90	142,500.00	5,432,300.28
4.	40,956,971.83	33,740,982.65	7,469,544.03	3,813,848.05	85,981,346.56
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1.	131,665,243.82	49,543,155.82	4,688,268.31	1,362,198.87	187,258,866.82
2.	68,703,428.98	36,155,030.59	3,728,410.02	1,269,130.67	109,856,000.26

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	4,700,119.78	
	4,700,119.78	

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	18,326,160.41	6,384,427.01
	18,326,160.41	6,384,427.01

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				1,494,017.10		1,494,017.10
	12,501,295.45		12,501,295.45	1,423,040.04		1,423,040.04
	1,678,989.51		1,678,989.51	841,136.95		841,136.95
	2,429,840.14		2,429,840.14	169,106.17		169,106.17
				1,045,000.00		1,045,000.00
	252,950.23		252,950.23	161,839.61		161,839.61
	725,650.69		725,650.69	171,218.77		171,218.77
				1,079,068.37		1,079,068.37
	28,301.89		28,301.89			
	709,132.50		709,132.50			
	18,326,160.41		18,326,160.41	6,384,427.01		6,384,427.01

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		1,494,017.10	1,648,453.53	3,142,470.63								
		1,423,040.04	11,091,187.03	12,931.62		12,501,295.45						
		841,136.95	837,852.56			1,678,989.51						
		169,106.17	2,260,733.97			2,429,840.14						
		1,045,000.00	705,000.00		1,750,000.00							

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1.				22,140,371.80	26,057,282.03	1,088,445.96	49,286,099.79
2.				30,267,532.44			

1.				48,216,368.09	44,070,239.21	665,346.50	92,951,953.80
2.				19,942,983.06	18,852,793.90	211,174.21	39,006,951.17

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		58,968,390.42				58,968,390.42
		58,968,390.42				58,968,390.42

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	56,360.51		33,816.36		22,544.15
	250,000.01		25,000.00		225,000.02
	383,333.35		39,999.92		343,333.43
	216,415.77		216,415.77		
	1,679,416.10		341,576.16		1,337,839.93
		31,844.66	3,538.28		28,306.38
		100,000.00	29,166.66		70,833.34
		2,156,697.18	554,579.28		1,602,117.90
	2,585,525.74	2,288,541.84	1,244,092.43		3,629,975.15

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	3,929,092.95	589,381.94	2,009,802.15	302,875.92
	317,895.93	47,982.58	151,963.02	31,542.03
	235,993.24	35,398.99	3,076.47	461.47
	24,428,239.57	3,664,235.94	17,641,686.96	2,646,253.04
	13,473,045.02	2,020,956.75	16,103,697.71	2,415,554.66
	33,776,737.60	7,406,915.20	10,379,296.17	2,594,824.05
			34,164.08	5,124.61
	76,161,004.31	13,764,871.40	46,323,686.56	7,996,635.78

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	21,527,736.28	3,229,160.45		
			1,297,214.00	194,582.10
	21,527,736.28	3,229,160.45	1,297,214.00	194,582.10

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		13,764,871.40		7,996,635.78
		3,229,160.45		194,582.10

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		187,641.63
	817,553.81	
	817,553.81	187,641.63

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	1,181,223.82	2,297,510.27
	164,183,934.96	52,459,611.65
	46,636,060.00	2,340,000.00
	39,714.42	
	212,040,933.20	57,097,121.92

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	38,000,000.00	
	20,000,000.00	
	58,000,000.00	

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	44,706,661.54	25,415,152.24
	44,706,661.54	25,415,152.24

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	21,408,915.72	7,715,941.89
	14,561,584.62	13,281,102.95
	8,736,161.20	4,418,107.40
	44,706,661.54	25,415,152.24

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	5,453,362.25	4,428,230.37
	5,453,362.25	4,428,230.37

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	15,294,894.05	91,049,650.46	92,354,639.51	13,989,905.00
-		4,164,376.16	4,164,376.16	
		2,107,276.28	382,413.00	1,724,863.28
	15,294,894.05	97,321,302.90	96,901,428.67	15,714,768.28

2

1	12,868,865.55	82,353,513.05	82,708,418.91	12,513,959.69
2		2,128,795.19	2,114,395.19	14,400.00
3		3,287,159.24	3,286,967.22	192.02
		2,929,152.13	2,928,960.11	192.02
		178,942.03	178,942.03	
		179,065.07		

4		2,039,795.50	2,039,795.50	
5	2,426,028.50	1,240,387.48	2,205,062.69	1,461,353.29
	15,294,894.05	91,049,650.46	92,354,639.51	13,989,905.00

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1		4,060,732.32	4,060,732.32	
2		103,643.84	103,643.84	
		4,164,376.16	4,164,376.16	

32

	1,882,436.89	285,241.78
	235,502.68	107,391.26
	352,554.50	196,399.83
	138,970.39	92,496.13
	111,976.86	92,496.13
	200,650.63	
	319,368.93	362,904.53
	35,365.80	69,101.60
	18,588.01	
	3,295,414.69	1,206,031.26

33

	97,064.61	
	108,903,854.39	121,778,678.91
	109,000,919.00	121,778,678.91

1

	97,064.61	
	97,064.61	

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1)

	40,711,907.06	41,493,248.86
	29,558,141.35	22,983,781.75
	38,292,986.20	56,941,647.00
	340,819.78	360,001.30
	108,903,854.39	121,778,678.91

2) 1

	38,292,986.20	
	38,292,986.20	--

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	296,000.00		
	296,000.00		--

					2017 01	950	2017 01
951	2017 01	948	2017 01	949		70,000	
4,000	296,000.00			296,000.00			

42

	2,500.00		2,500.00		
	4,569,098.18		476,896.31	4,092,201.87	

-	220,899.48		16,097.93	204,801.55	
	232,900.01		50,000.00	182,900.01	
	4,333,333.36		999,999.96	3,333,333.40	
	752,813.35		120,530.00	632,283.35	
	307,363.33		52,000.00	255,363.33	
	47,681.18		7,031.99	40,602.44	

156,000.00

36,000.00

120,000.00

	25							
-	220,899. 48			16,097.93			204,801.55	
	232,900. 01			50,000.00			182,900.01	
	4,333,33 3.36			999,999.96			3,333,333.40	
	752,813. 35			120,530.00			632,283.35	
	307,363. 33			52,000.00			255,363.33	
	47,634.4 3			7,031.99			40,602.44	
	156,000. 00			36,000.00			120,000.00	
	583,761. 23			72,590.00			511,171.23	
	800,000. 00			0.00			800,000.00	
	1,000,00 0.00			183,821.70			816,178.30	
	453,766. 65			50,000.00			403,766.65	
		41,046,47 4.37		1,230,458.7 7		654,328. 34	39,161,687.2 6	
	16,103,6 97.71	41,046,47 4.37	0.00	3,861,111.4 6	0.00	654,328. 34	52,634,732.2 8	

43

44

		+ —					

	141,795,700.00				-584,280.00	-584,280.00	141,211,420.00
--	----------------	--	--	--	-------------	-------------	----------------

2017

2018 3 19

124

31.61 / 6

65,100.00

2017

2016

118

519,180.00

584,280.00

18,089,308.80

18,469,090.80

204,498.00

141,211,420.00

“2018 H-003”

45

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46

	230,852,845.90		18,089,308.80	212,763,537.10
	2,873,849.90	4,600,197.17	5,253,058.54	2,220,988.53
	233,726,695.80	4,600,197.17	23,342,367.34	214,984,525.63

1

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652,861.37

1

3,010,200.00

5,989,128.64

736,070.10 2

398.30

395.70

2018

3

26

146

144

29.28

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144

395.70

1,589,997.17

47

	56,941,647.00		18,648,660.80	38,292,986.20
	56,941,647.00		18,648,660.80	38,292,986.20

1 2018 3 19 “ 2017 ” 141,795,700
10 1.00 14,179,570
2018 4 25 179.57 179,570.00 2017
179,570.00

2 2018 3 19
124 31.61 / 2018
5 4 2017 2016
31.71 / 31.61 / 6 65,100
2017 2016
118 519,180 ,
584,280.00 - 18,089,308.80 204,498.00 , 18,469,090.80

48

49

50

	41,666,745.18	2,363,186.92		44,029,932.10
	41,666,745.18	2,363,186.92		44,029,932.10

10%

51

	191,800,605.75	197,471,484.13
	191,800,605.75	197,471,484.13
	16,484,410.89	33,565,301.69
	2,363,186.92	3,787,255.07
	14,179,570.00	35,448,925.00
	204,498.00	
	191,946,757.72	191,800,605.75

- 1)
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52

	402,389,411.82	65,969,322.87	296,115,258.80	38,584,643.66
	10,809.24		7,430.42	
	402,400,221.06	65,969,322.87	296,122,689.22	38,584,643.66

53

	2,563,786.84	2,008,809.52
	2,387,808.60	2,008,809.51
	511,219.63	168,157.14
	756,848.07	429,565.04
	996,720.68	783,533.95
	6,734.28	6,734.28
	26,316.48	
		14,059.84
	7,249,434.58	5,419,669.28

54

	152,195,593.41	85,479,471.31
	42,382,027.29	38,857,367.09
	6,079,868.61	6,133,225.15
	3,831,148.38	3,290,944.80

	2,499,400.44	1,653,277.60
	1,250,399.05	

	1,657,941.10	608,591.62
	69,654,568.31	58,866,245.43

57

	1,150,650.55	
	5,838,982.01	12,016,082.30
	35,297.42	-1,167.07
	77,237.64	56,614.97
	-4,575,796.40	-11,960,634.40

58

	580,625.31	681,307.19
	205,644.52	
	786,269.83	681,307.19

59

-		50,000.00
--		100,000.00
-	2,138,000.00	660,000.00
-		6,000.00
-	14,000.00	5,000.00
		300,000.00
-		500,000.00
-		600,000.00
-		2,000.00
-		50,000.00
- COSUNTER		300,000.00
-		50,000.00

-	43		1,832,000.00
	-	20,996.50	87,413.00
	-	4,500.00	50,000.00
)	-	(	300,000.00
	-		30,000.00
	-		3,000.00
		50,000.00	
	-	160,000.00	
	-2017	100,000.00	
	-2017	950,000.00	
	-	744.00	
	-	100,000.00	
	-	10,000.00	
	-	980,000.00	
	-	15,000.00	
	-	10,000.00	
	-	5,000.00	
	-	30,000.00	
	-	-	2018 37
[2018]684	-	-	1,500,000.00
	-2017	-	2018 32
	-	-	2018 293
	-		50,000.00
	-		90,000.00
			42,933.63
			53,000.00
			50,000.00
			100,000.00
		3,861,111.46	2,125,230.99
		12,429,285.59	7,050,643.99

60

	-4,045,997.97	-2,755,081.64
	-4,045,997.97	-2,755,081.64

61**62**

At

	-2,370,966.49	-49,614.95
	-2,370,966.49	-49,614.95

63

	736,207.97	2,430,547.29	736,207.97
	395,311.49	6.27	395,311.49
	1,131,519.46	2,430,553.56	1,131,519.46

65

1

	354,459.19	5,346,937.47
	-5,335,677.09	-3,755,025.42
	-4,981,217.90	1,591,912.05

2

	11,758,081.49
/	1,763,712.22
	-1,160,629.97
	803,611.02
	-21.14
	-122,633.07
	-6,806,744.96
	541,488.00
	-4,981,217.90

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	6,408,753.78	34,837,009.00
	997,737.48	527,661.32
	7,913,845.79	7,233,131.71
	6,936,041.80	13,709,709.50
	840,578.51	617,701.17
	23,096,957.36	56,925,212.70

2

	238,353,814.58	143,555,924.67
	8,397,859.89	3,986,342.36
	17,418,185.49	
	944,540.06	2,487,162.26
	265,114,400.02	150,029,429.29

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		50,000,000.00
		50,000,000.00

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	18,469,090.80	2,556,800.00
	18,469,090.80	2,556,800.00

68

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	16,739,299.39	33,565,301.69
	786,269.83	681,307.19
	15,675,914.03	11,704,867.04
	6,943,928.02	3,520,207.66
	1,244,092.43	345,363.47
	2,370,966.49	49,614.95
	1,150,650.55	
	4,045,997.97	2,755,081.64
	-5,882,289.71	-2,986,821.39
	-194,582.10	194,582.10
	-820,061.58	-6,643,429.76
	-12,721,861.39	-13,347,872.36
	-13,849,885.62	41,455,034.56
	-4,544,479.26	174,769.01
	10,943,959.05	71,468,005.80
2	--	--
3	--	--
	85,655,594.54	407,811,350.14
	407,811,350.14	364,623,165.46
	-322,155,755.60	43,188,184.68

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	96,937,500.00
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	96,937,500.00
	7,117,574.19
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	7,117,574.19
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	89,819,925.81

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	85,655,594.54	407,811,350.14
	846.10	
	85,654,747.63	407,811,350.14
	0.81	
	85,655,594.54	

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	0.28	6.86	1.92
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-	2,138,000.00		2,138,000.00
-	14,000.00		14,000.00

-	20,996.50		20,996.50
-	4,500.00		4,500.00

74

1

1

	2018 06 02	96,937,500 .00	82.50%		2018 06 30		71,016,241 .17	3,751,281. 77

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--	96,937,500.00
	96,937,500.00
	37,969,109.59
/	58,968,390.41

3

	7,117,574.19	7,117,574.19
	27,861,749.53	27,861,749.53
	14,225,340.85	13,711,373.88
	81,252,163.00	73,989,118.08
	28,543,305.81	12,088,833.09
	482,036.31	482,036.31

	589,526.26	589,526.26
	296,632.78	296,632.78
	8,000,000.00	8,000,000.00
	38,000,000.00	38,000,000.00
	14,883,423.12	14,883,423.12
	3,634,722.69	
	1,367,622.45	1,367,622.45
	2,353,277.85	2,353,277.85
	21,059,645.11	21,059,645.11
	41,046,474.37	41,046,474.37
	46,023,163.14	25,426,401.22
	8,054,053.55	4,449,620.21
	37,969,109.59	20,976,781.01

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	10000
	20
%	100
(%)	100

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				100.00%		

				100.00%		
				100.00%		
					100.00%	
				100.00%		
				100.00%		
					100.00%	
					100.00%	
				100.00%		
				82.50%		

2

	17.50%	254,888.50		8,308,942.05

3

	48,086 ,438.3 8	115,66 4,157. 32	163,75 0,595. 70	73,883 ,489.1 7	42,390 ,847.7 1	116,27 4,336. 88						



				49.00%		
				32.50%		

2

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	/	/
	11,030,509.48	7,876,834.72
	8,418,401.47	9,712,586.54
	19,448,910.95	17,589,421.26
	15,767,469.34	6,229,365.70
	41,333.33	
	15,808,802.67	6,229,365.70
	3,640,108.28	11,360,055.56
	1,783,653.06	5,566,427.22
	14,270,374.14	18,061,427.22
	13,158,004.67	5,135,916.76
	-7,402,166.47	-5,452,920.56
	-7,402,166.47	-5,452,920.56

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2018 12 31

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12

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			1	1
	58,000,000.00	60,450,010.00	60,450,010.00	
	44,706,661.54	44,706,661.54	44,706,661.54	
	97,064.61	97,064.61	97,064.61	
	108,903,854.39	108,903,854.39	70,610,868.19	38,292,986.20
	296,000.00	296,000.00	296,000.00	
	211,906,515.93	214,453,590.54	176,160,604.34	38,292,986.20

1

2018 12 31

2

2018 12 31

5,800

2,000

3,800

22%

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1

			5,000	24.83%	24.83%

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	49%

1,008,018.40

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					99,631.14
		47,169.82			
		47,169.82			99,631.14

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		1,008,018.40	88,266.67

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	20,000,000.00	2018	12	11

		1,112,160.00	92,680.00

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	3,957,000
	0.00
	2,636,680
	31.61 / 2018 5 4 2017 2016 31.71 / 31.61 / 2016 11 8 42 30% 35% 35% 4 16

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2016 < 2016

> 127 187.57

31.96

18

锁定期	解锁安排	公司业绩考核条件	解锁比例
第一次解锁期	自首次授予日起 18 个月后的首个交易日起至首次授予日起 30 个月内的最后一个交易日当日止	2017年度净利润相比2016年度增长不低于 20%	30%
第二次解锁期	自首次授予日起 30 个月后的首个交易日起至首次授予日起 42 个月内的最后一个交易日当日止	2018年度净利润相比2016年度增长不低于 56%	35%
第三次解锁期	自首次授予日起 42 个月后的首个交易日起至首次授予日起 54 个月内的最后一个交易日当日止	2019年度净利润相比2016年度增长不低于 111%	35%

2

2017 8 53.871 2017

	125.699		
2018	4.557		60.571
2018	60.571		
2			
1			
	2018		2018
>	144	395.70	29.28
26			2018 3
	12	36	

公司本期授予的各项权益工具总额	395.70万份
公司本期行权的各项权益工具总额	无
公司本期失效的各项权益工具总额	198.54万股
公司期末发行在外的股票期权行权价格的范围和合同剩余期限	行权价格29.28元/股
公司期末发行在外的其他权益工具行权价格的范围和合同剩余期限	无

行权期	行权时间	业绩考核目标	解锁比例
第一个行权期	自授权日起12个月后的首个交易日起至授权日起24个月内的最后一个交易日当日止；	以2017年度营业收入为基数，2018年营业收入增长率不低于50%；	40%
第二个行权期	自授权日起24个月后的首个交易日起至授权日起36个月内的最后一个交易日当日止；	以2017年度营业收入为基数，2019年营业收入增长率不低于80%；	30%
第三个行权期	自授权日起36个月后的首个交易日起至授权日起48个月内的最后一个交易日当日止。	以2017年度营业收入为基数，2020年营业收入增长率不低于100%。	30%

2

198.54 2018

197.16

2

	-
	630,991.36
	-2,978,928.64

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股份支付的修改情况	无
股份支付的终止情况	第一期作废、第二期作废

2

股份支付的修改情况	无
股份支付的终止情况	第一期作废

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2018 12 31

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2017 8 28

20151028715.0

1

201510208715.0

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200,000.00 3

2017 9 5

2018 4 2

2018 9 10

2017 01 950

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20151028715.0

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70,000

3

4

4,300

300

4,000

2018 10 22

2019

175

2019 3 1

2017 8 28

201510046424.6

1

201510046424.6

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	2018	12	15						
				HQ2018161			HQ2018161-DB1		
							82.5%		
	4,125			9,693.75					
				5,800.00		2018	12	15	2023
	12	15		2019	1	4	5,800.00		

2

	0.00
	0.00

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4

项目	本期发生额		上期发生额	
	主营业务收入	主营业务成本	主营业务收入	主营业务成本
经销	83,587,324.20	23,182,577.38	113,060,526.90	20,594,847.95
直销	318,601,908.37	42,626,508.55	183,054,731.90	17,989,795.71
其他	200,179.25	160,236.94		
合计	402,389,411.82	65,969,322.87	296,115,258.80	38,584,643.66

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2018

2018 11 15

4+7

2018 12 6

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	1,810,437.50	993,512.24

	37,995,057.13	31,555,223.53
	39,805,494.63	32,548,735.77

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	1,810,437.50	993,512.24
	1,810,437.50	993,512.24

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1			
	39,788,775.74	1,989,438.79	5.00%
1	39,788,775.74	1,989,438.79	5.00%
1 2	227,056.63	34,058.49	15.00%
2 3			30.00%
3 4			50.00%
4 5	13,610.18	10,888.14	80.00%
	40,029,442.55	2,034,385.42	5.08%

□

2)

339,405.67

0.00

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4)

单位名称	期末余额（元）	占应收账款余额的比例（%）	坏账准备期末余额（元）
12.16	8.51	171,526.61	3,430.53
30.00	7.53	151,938.00	3,038.76
18.08	6.22	125,387.40	2,507.75
38.00	5.52	111,249.40	2,224.98
57.65	4.84	97,629.38	1,952.58
15.89	32.62	657,730.79	13,154.61

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		1,097,059.79
	2,520,420.21	1,046,157.06
	2,520,420.21	2,143,216.85

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		1,097,059.79
		1,097,059.79

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	2,698,989.69	100.00%	178,569.48	6.62%	2,520,420.21	1,110,644.38	100.00%	64,487.32	5.81%	1,046,157.06

	2,698,989.69	100.00%	178,569.48	6.62%	2,520,420.21	1,110,644.38	100.00%	64,487.32	5.81%	1,046,157.06
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1			
	2,307,012.69	115,350.63	5.00%
1	2,307,012.69	115,350.63	5.00%
1 2	369,195.00	55,379.25	15.00%
2 3	19,132.00	5,739.60	30.00%
3 4	3,100.00	1,550.00	50.00%
4 5			80.00%
5	550.00	550.00	100.00%
	2,698,989.69	178,569.48	6.62%

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2)

114,082.16

0.00

3)

4)

	407,335.00	376,275.05
	117,787.33	102,218.05
	2,012,000.00	114,151.28
	161,867.36	518,000.00
	2,698,989.69	1,110,644.38

5)

		1,052,000.00	1	38.98%	52,600.00
		313,245.00	1-2	11.61%	46,986.75
		280,000.00	1	10.37%	14,000.00
		274,000.00	1	10.15%	13,700.00
		203,000.00	1	7.52%	10,150.00
	--	2,122,245.00	--	78.63%	137,436.75

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	186,377,500.00		186,377,500.00	33,240,000.00		33,240,000.00
	14,482,278.87		14,482,278.87	18,178,276.84		18,178,276.84
	200,859,778.87		200,859,778.87	51,418,276.84		51,418,276.84

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		200,000.00		200,000.00		
		96,937,500.00		96,937,500.00		
	33,240,000.00	153,337,500.00	200,000.00	186,377,500.00		

2

	18,061, 427.22			-3,791, 053.08						14,27 0,374. 14	
	116,849 .62	350,00 0.00		-254,94 4.89						211,9 04.73	
	18,178, 276.84	350,00 0.00		-4,045, 997.97						14,48 2,278. 87	
	18,178, 276.84	350,00 0.00		-4,045, 997.97						14,48 2,278. 87	

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	331,130,495.76	45,029,568.00	295,425,698.85	38,594,879.01

	6,810,119.21	3,634,827.95	14,287.58	
	337,940,614.97	48,664,395.95	295,439,986.43	38,594,879.01

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	-4,045,997.97	-2,755,081.64
	-4,045,997.97	-2,755,081.64

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	-2,350,294.90	
	12,429,285.59	
	-290,940.95	
	1,595,761.53	
	234,323.88	
	7,957,964.33	--

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	3.17%	0.12	0.12
	1.64%	0.0609	0.0609

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