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45,594,449.31 49,835,627.13
10% 4,983,562.71 31,452,010.44
310,242,004.80 2013 341,694,015.24

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2013 305,295,872.00 10
0.3 9,158,876.16
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2013

	GINWA ENTERPRISE GROUP INC.
	GINWA

	202	202
	029-88336635	029-88336635
	029-81778626	029-81778626
	irm@ginwa.com.cn	irm@ginwa.com.cn

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	710065
	202
	710065
	http://www.ginwa.com.cn
	irm@ginwa.com.cn

	www.sse.com.cn

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	610198294196407
	29419640-7

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	2013	2012	(%)	2011
	471,099,599.40	460,193,983.21	2.37	378,249,985.22
	45,594,449.31	44,254,978.36	3.03	165,555,059.41
	39,246,510.95	39,445,554.66	-0.50	618,089.79
	43,959,626.50	18,246,534.65	140.92	91,018,375.04
	2013	2012	(%)	2011
	996,802,461.33	960,366,888.18	3.79	916,111,909.82
	1,185,059,115.75	1,124,048,767.77	5.43	1,069,061,235.97

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	2013	2012	(%)	2011
	0.1493	0.1450	2.97	0.5423
	0.1493	0.1450	2.97	0.5423
	0.1286	0.1292	-0.46	0.0020
%	4.66	4.72	0.06	20.21
%	4.00	4.20	0.20	0.08

	2013	2012	2011
	-729,706.63	414,488.19	204,665.85
	2,823,400.00	2,658,100.00	4,823,229.45

	3,296,587.18		131,034,187.79
	1,879,159.15		
	150,649.68	-1,244,462.19	-3,845,998.62
			38,216,787.54
	-226.27	1,188.98	6,488.38
	-1,071,924.75	-848,472.31	-5,502,390.77
	6,347,938.36	4,809,423.70	164,936,969.62

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47109.96 2.37%

33400.41 22.37% 9436.25

27.89% 4079.88

25.58% 4559.44

3.03%

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			%
	471,099,599.40	460,193,983.21	2.37
	183,939,233.06	223,552,909.22	-17.72
	187,810,218.74	126,721,351.17	48.21
	55,508,913.85	62,601,359.21	-11.33

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	4,797,060.24
	6,204,111.50
	11,001,171.74
%	1.10
%	2.34

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				(%)	(%)	%
	334,004,102.42	67,330,209.26	79.84	22.37	3.18	3.75
	94,362,497.96	90,512,201.94	4.08	-27.89	-28.99	1.48
	40,798,765.56	26,018,507.86	36.23	-25.58	-15.42	7.66

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		%		%	%
	15,900,430.63	1.34	127,427,439.01	11.34	-87.52
	93,030,304.92	7.85	70,131,360.12	6.24	32.65
	33,821,228.34	2.85	21,796,992.85	1.94	55.16
	150,601,863.74	12.71	3,863,110.08	0.34	3,798.46

	0.00	0.00	902,798.00	0.08	-100.00
	9,407,334.57	0.79	263,256.33	0.02	3,473.45

2013 12 31 15,900,430.63 115,527,008.38
87.52% 1.315

2013 12 31 93,030,304.92 22,898,944.80
32.65%
2013 12 31 33,821,228.34 12,024,235.49
55.16%
2013 12 31 150,601,863.74 146,738,753.66
3798.46% 1500
1.315
2013 12 31 8,454,197.94 6,204,111.50
275.73%
2013 12 31 55,810.72 43,689.84
43.91%
2013 12 31 0.00 902,798.00 100.00%

2013 12 31 9,407,334.57 9,144,078.24
3473.45% 15,991,600.00
6,686.564.76

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		52,750.00	545,918,579.07	525,209,286.13	-20,186,709.96
		500.00	29,002,514.91	2,870,129.04	-531,883.57
		500.00	437,744.57	-746,182.89	-253,144.78

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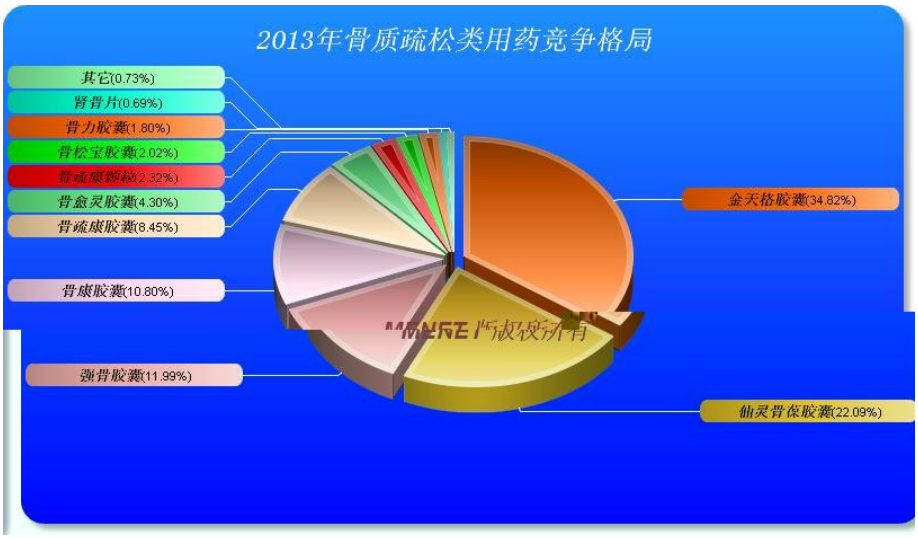

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9,158,876.16 20.70% 2012

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45,594,449.31 49,835,627.13 10%

4,983,562.71 31,452,010.44

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	305,295,872	100						305,295,872	100

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			28,137		5	28,499
		(%)				
		25.55	78,000,000	0		28,950,000
		3.22	9,820,000	-100,000		
		0.74	2,263,371	2,263,371		
		0.66	2,009,824	2,009,824		
		0.66	1,999,830	1,999,830		
		0.55	1,669,400	1,669,400		
		0.52	1,575,802	1,575,802		
		0.48	1,467,849	1,467,849		
		0.45	1,382,930	0		
		0.44	1,349,200	1,349,200		

	78,000,000	78,000,000
	9,820,000	9,820,000
	2,263,371	2,263,371
	2,009,824	2,009,824
	1,999,830	1,999,830
	1,669,400	1,669,400

	1,575,802	1,575,802
	1,467,849	1,467,849
	1,382,930	1,382,930
	1,349,200	1,349,200

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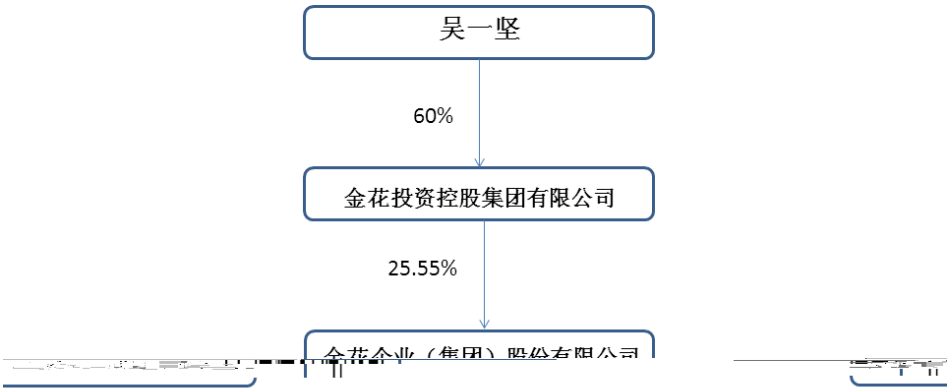

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			57	2011 4 21	2014 4 21						53.17
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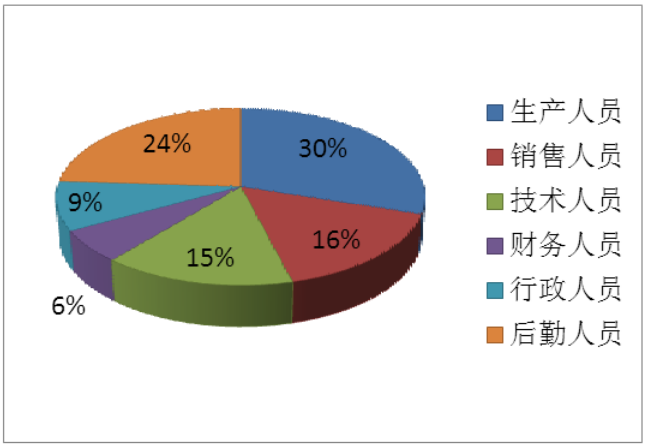
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销售人员
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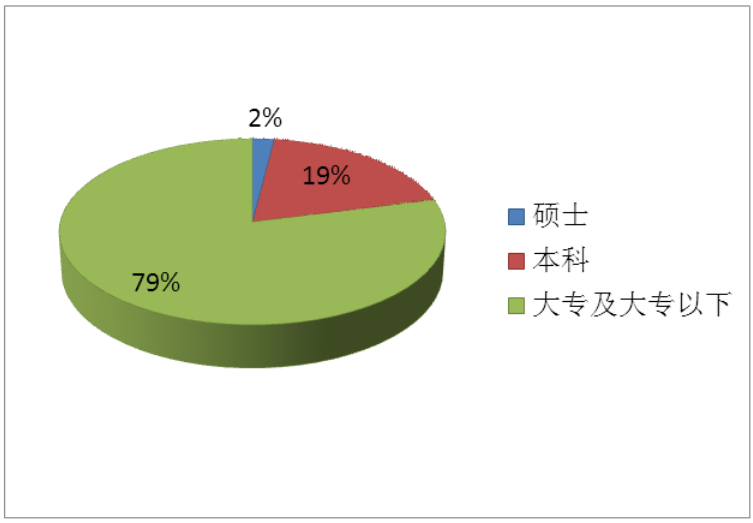

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		15,900,430.63	127,427,439.01
		9,215,846.56	8,488,501.49
		93,030,304.92	70,131,360.12
		33,821,228.34	21,796,992.85
		8,236,649.03	7,078,646.26
		53,421,773.19	48,425,116.54
		150,601,863.74	3,863,110.08
		364,228,096.41	287,211,166.35
		155,042,361.16	155,136,129.80
		412,997,845.33	432,721,426.16
		200,274,749.93	200,052,251.39

		16,099,423.40	7,259,531.02
		186,707,930.75	161,830,494.17
		305,295,872.00	305,295,872.00
		252,598,614.91	252,598,614.91
		97,213,959.18	92,230,396.47
		341,694,015.24	310,242,004.80
		996,802,461.33	960,366,888.18
		1,548,723.67	1,851,385.42
		998,351,185.00	962,218,273.60
		1,185,059,115.75	1,124,048,767.77

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		9,531,234.15	66,501,188.45
		8,865,846.56	7,929,559.61
		87,265,427.51	63,196,202.56
		32,086,550.53	19,998,430.30
		4,238,112.00	1,668,568.80
		33,249,168.24	30,205,973.79
		105,101,863.74	3,863,110.08
		280,338,202.73	193,363,033.59

		682,708,764.41	699,362,707.91
		92,171,739.39	94,333,322.45
		31,277,269.15	31,060,470.61
		42,372,112.09	45,615,155.87
		8,454,197.94	2,250,086.44
		827,710.83	636,934.42

		187,810,218.74	126,721,351.17
		55,508,913.85	62,601,359.21
		-2,947,684.68	-1,080,173.55
		1,824,042.26	-1,855,831.30
		2,052,739.24	490,015.05
		39,030,100.76	42,989,160.70

		18,167,544.27	-2,378,044.49
		2,052,739.24	490,015.05
		43,456,543.15	58,124,407.91
		13,021,893.30	6,911,059.54
		7,072,339.39	1,254,015.02
		49,406,097.06	63,781,452.43
		-429,530.07	5,162,944.18
		49,835,627.13	58,618,508.25
		49,835,627.13	58,618,508.25

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		476,091,867.37	474,864,639.86
		350,604.90	
		14,108,181.94	10,877,979.31
		490,550,654.21	485,742,619.17

		180,614,073.94	231,430,901.88
		46,908,159.17	41,828,770.77
		65,710,704.33	70,466,452.11
		153,358,090.27	123,769,959.76
		446,591,027.71	467,496,084.52
		43,959,626.50	18,246,534.65

		8,871,999.89	
		8,871,999.89	
		-8,871,999.89	0.00
		19,972,991.62	89,111,915.43
		127,427,439.01	38,315,523.58
		147,400,430.63	127,427,439.01

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		326,963,523.87	267,889,906.87
		22,797.97	
		11,532,503.15	20,643,426.34
		338,518,824.99	288,533,333.21
		54,417,592.51	57,489,953.00
		30,330,029.97	24,669,130.73
		55,991,327.27	64,993,370.52
		146,864,781.20	168,281,875.08
		287,603,730.95	315,434,329.33
		50,915,094.04	-26,900,996.12
		2,052,739.24	490,015.05
		18,104.00	565,500.00
		24,985,100.00	78,000,000.00
		27,055,943.24	79,055,515.05
		9,468,991.69	6,557,091.26

		30,600,000.00	
		40,068,991.69	6,557,091.26
		-13,013,048.45	72,498,423.79
		8,871,999.89	
		8,871,999.89	
		-8,871,999.89	
		29,030,045.70	45,597,427.67
		66,501,188.45	20,903,760.78
		95,531,234.15	66,501,188.45

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	305,295,872.00	252,598,614.91			92,230,396.47		310,242,004.80		1,851,385.42	962,218,273.60
	305,295,872.00	252,598,614.91			92,230,396.47		310,242,004.80		1,851,385.42	962,218,273.60
					4,983,562.71		31,452,010.44		-302,661.75	36,132,911.40
							45,594,449.31		-302,661.75	45,291,787.56
							45,594,449.31		-302,661.75	45,291,787.56
1										
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3										

					4,983,562.71		-14,142,438.87			-9,158,876.16
1					4,983,562.71		-4,983,562.71			
2										
3							-9,158,876.16			-9,158,876.16
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1

	305,295,872.00	252,598,614.91			86,368,545.64		271,848,877.27		2,334,003.72	918,445,913.54
					5,861,850.83		38,393,127.53		-482,618.30	43,772,360.06
							44,254,978.36		-482,618.30	43,772,360.06
							44,254,978.36		-482,618.30	43,772,360.06
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					5,861,850.83		-5,861,850.83			
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					4,983,562.71		-14,142,438.87	-9,158,876.16
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3							-9,158,876.16	-9,158,876.16
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	305,295,872.00	214,589,498.65			97,213,959.18		381,543,798.98	998,643,128.81

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	305,295,872.00	214,589,498.65			86,368,545.64		293,093,953.30	899,347,869.59
	305,295,872.00	214,589,498.65			86,368,545.64		293,093,953.30	899,347,869.59
					5,861,850.83		52,756,657.42	58,618,508.25
							58,618,508.25	58,618,508.25
							58,618,508.25	58,618,508.25
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					5,861,850.83		-5,861,850.83	
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	305,295,872.00	214,589,498.65			92,230,396.47		345,850,610.72	957,966,377.84

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2-3	20%	20%
3-4	30%	30%
4-5	40%	40%

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		%	%
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	10-30	5	3.167-9.5
	8	5	11.875
	10-50	5	1.90-9.5

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			322,107.00			**397,372.57**
-			322,107.00			397,372.57

	98,187,074.34	**100.00**	**5,156,769.42**	**5.25**
	98,187,074.34	100.00	5,156,769.42	5.25
	98,187,074.34	**100.00**	**5,156,769.42**	**5.25**

		%		%
	73,955,798.86	**100.00**	**3,824,438.74**	**5.17**
	73,955,798.86	100.00	3,824,438.74	5.17
	73,955,798.86	**100.00**	**3,824,438.74**	**5.17**

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		%		%
1	96,298,199.40	98.07	73,086,281.91	98.83
1 2	1,137,036.84	1.16	222,553.16	0.30

1		96,298,199.40	5	4,814,909.97	73,086,281.91	5	3,654,314.10
1	2	1,137,036.84	10	113,703.68	222,553.16	10	22,255.32
2	3	136,931.91	20	27,386.38	548,782.03	20	109,756.41
3	4	517,312.43	30	155,193.73	32,800.20	30	9,840.06

		%		%
	7,780,490.67	**92.27**	**701,844.41**	**9.02**
	7,780,490.67	92.27	701,844.41	9.02
	651,472.30	7.73	651,472.30	100.00
	8,431,962.97	**100.00**	**1,353,316.71**	**16.05**

2

			%		%
1		3,816,425.33	41.92	6,175,629.19	79.37
1	2	4,534,684.77	49.82	633,706.15	8.14
2	3	311,212.20	3.42	387,459.12	4.98

		(%)		
	549,347.00	100.00	549,347.00	

		3,639,588.00	1	
		3,300,000.00	3	
		2,436,406.98	1	
		26,600,624.45		

3 5% 5%
6
1

	15,795,254.51		15,795,254.51
	11,696,926.31		11,696,926.31
	20,685,828.24		20,685,828.24

1 10% 2013
11 11 1500

. S	5,500,000.00	
	5,000,000.00	
. S	5,000,000.00	
-	15,000,000.00	
-	15,000,000.00	
	32,000,000.00	
-	31,000,000.00	
- - - 3	5,000,000.00	
- - - 3-1	5,000,000.00	

	%	%				
	15.02	15.02				
	9.52	9.52				173,580.09

	1,802,326.00	281,099.02	281,099.02		2,083,425.02

A	37,500,000.00	30,916,370.17	166,358.00		700.00	31,082,028.17
		168,991,780.78	5,700.00			168,997,480.78
		144,100.44	270,283.74	175,943.15	43,200.05	195,240.98

	45,941,272.65			**43,178,343.43**
	143,996.51			120,456.47
	33,732,564.59			32,883,946.67
	312,198.34			790,147.95
	7,920,907.29			6,110,414.13
	2,714,619.23			2,035,964.39
	720,466.69			639,666.73
ERP	396,520.00			597,747.09

3,738,541.39

2

JTGLC	180,000.00	1,548,142.80			1,728,142.80
TSLC	673,269.23	681,926.84			1,355,196.07
TSSCD					

13 /
1

16

[redacted]

1	15,610,346.00	19,795,673.10

	1	79,437,735.33	58,449,183.35

2009

45,991,600.00 2009 25,000,000.00 2010 5,000,000.00
15,991,600.00
23 100%

						+ -			
	305,295,872.00	**100%**						**305,295,872.00**	**100%**

2013

	310,242,004.80	271,848,877.27	
	45,594,449.31	44,254,978.36	
	4,983,562.71	5,864,850.83	10%
	9,158,876.16		

	484,923.23	457,460.79
	6,342,446.51	6,407,761.00
	55,508,913.85	**62,601,359.21**
31		
	3,014,759.22	1,292,297.63
	1,393.06	113.60
	65,681.48	212,010.48
	-2,947,684.68	**-1,080,173.55**
32 1		
	173,580.09	490,015.05

	3,296,587.18	3,828,581.03	3,296,587.18

36

	-225,794.30	4,820,986.85
	-494,962.27	52,520.82
	-720,756.57	**4,873,507.67**

37

1 2

3

1

2

1

	0.1493	0.1493	0.1450	0.1450

	305,295,872.00	305,295,870.00
	305,295,872.00	305,295,872.00

38

1

	5,972948.96	4,100,000.00
		2,430,000.00
	1,989,520.13	1,959,287.51
	3,014,759.22	1,292,297.63
	2,823,400.00	728,100.00
	307,553.63	368,294.17
	14,108,181.94	**10,877,979.31**

2

	144,065,531.92	118,147,140.58

	45,291,787.56	**43,772,360.06**
	1,824,042.26	-1,855,831.30

	15,900,430.63	**127,427,439.01**
	322,107.00	397,372.57

						%
			524,770.00	100.00	1,612,060.00	100.00

2

1 10% 2013 11
11 1500
2013 12 31

1
1

		%		%
2 3	65,444.01	0.07	58,368.75	0.09
3 4	42,094.95	0.05	32,800.20	0.05
4 5	32,212.20	0.04	44,179.19	0.07
5	65,381.56	0.07	21,202.37	0.03
	91,932,386.17	**100.00**	**66,570,242.07**	**100.00**

3

		%			%

		%		%

		%			%	

1

2013

	15.02	15.02				
	9.52	9.52				173,580.00
				60,857,971.22	**16,653,943.50**	**173,580.00**

4
1

	334,346,431.70	273,115,755.30

3		
	9,531,234.15	66,501,188.45

	150,649.68	-1,244,462.19
	7,420,089.38	**5,656,707.03**
	1,071,924.75	848,472.31

2013 12 31 155,042,361.16
93,768.64 0.06%

2013 12 31 412,997,845.33
19,723,580.83 4.56%
2013 12 31 200,274,749.93
222,498.54 0.11% A

2013 12 31 8,454,197.94 6,204,111.50
275.73%
2013 12 31 0.00 902,798.00
100.00%
2013 12 31 9,407,334.57
9,144,078.24 3473.45%
15,991,600.00 6,686.564.76
2
2013 471,099,599.40 10,905,616.19
2.00%
2013 183,939,233.06 39,613,676.16
18.00%

2013 187,810,218.74 61,088,867.57
48.21%

2013 -2,947,684.68 1,867,511.13
172.89%

2013 1,824,042.26 3,679,873.56
199.00%
2013 2.052,739.24 1,562,724.19
318.91% 1,879,159.15

( ) 1
( ) 2
( ) 3

2014 4 10