



广生堂药业
cosunter
广播仁爱·关注民生

2016

2016 10

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|---|----------------|---------|----------------|---------|
| | | | | |
| | 618,926,208.08 | | 600,699,820.42 | 3.03% |
| | 543,455,962.01 | | 519,195,947.61 | 4.67% |
| | | | | |
| | 77,973,204.90 | -6.05% | 227,270,208.22 | 0.05% |
| | 18,508,847.19 | -38.24% | 59,260,014.40 | -28.27% |
| | 17,883,897.81 | -39.62% | 55,675,962.73 | -27.91% |
| | -- | -- | 56,797,789.12 | -28.65% |
| / | 0.1322 | -38.25% | 0.4233 | -47.40% |
| / | 0.1322 | -38.25% | 0.4233 | -47.40% |
| | 3.46% | -2.74% | 11.11% | -13.05% |

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| | -2,027.12 | |
| | 4,271,197.94 | |
| | -52,639.44 | |
| | 632,479.71 | |
| | 3,584,051.67 | -- |

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| | | 1,442,150 | | 1,442,150 |
| | | 1,188,220 | | 1,188,220 |
| | | 710,000 | | 710,000 |
| | | 696,148 | | 696,148 |
| | | 654,904 | | 654,904 |
| | | 535,100 | | 535,100 |
| | | 425,857 | | 425,857 |
| 28 | | 394,700 | | 394,700 |
| | | 368,541 | | 368,541 |
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| | 34,500,000 | | | 34,500,000 | | 2018 4 22 |
| | 13,500,000 | | | 13,500,000 | | 2018 4 22 |

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|--|------------|---|---|------------|----|-----------|
| | 13,500,000 | | | 13,500,000 | | 2018 4 22 |
| | 7,500,000 | | | 7,500,000 | | 2018 4 22 |
| | 15,000,000 | | | 15,000,000 | | 2018 4 22 |
| | 84,000,000 | 0 | 0 | 84,000,000 | -- | -- |

| 资产负债表项目 | | 报告期末 | 年初数 | 同比增减 | 变动原因 | |
|----------------------|---------------|-------------|----------------|----------------|-------------|---|
| 报告期末银行承兑汇票未到期银行承兑汇票 | 应收票据 | | 221,265.00 | 707,568.00 | -68.73% | 年初未到期银行承兑汇票，报告期末，公司接收的票金额较小 |
| 公司给予配送商一定的信用期 | 应收账款 | | 14,806,642.86 | 8,414,223.71 | 75.97% | 直销模式销售占比提高，公司的信用期 |
| 与供应商沟通尽量减少预付款项和服务的采购 | 预付款项 | | 777,886.89 | 3,208,498.06 | -75.76% | 公司加强对资产的管理，至少以预付款的方式进行货物 |
| 生，以定期存款方式用存款利率大幅下 | 应收利息 | | 5,657.53 | 491,334.26 | -98.85% | 公司为了确保资金的流动性存放的资金减少，并且定期存款利率下降，导致应收利息减少 |
| [备用金所致 | 其他应收款 | | 1,163,260.14 | 811,687.09 | 43.31% | 本期新增履约保证金及员工 |
| 准费用摊销完成所致 | 一年内到期的非流动资产 | | 25,000.00 | 117,000.16 | -78.63% | 部分一年内到期的长期待摊 |
| ,000万到期，余额 | 其他流动资产 | | 604,970.70 | 20,133,982.46 | -97.00% | 主要为期初银行理财产品2 |
| 电投资款1,000万 | 长期股权投资 | | 11,471,953.54 | 4,924,739.66 | 132.95% | 本期支付合资公司福建博 |
| [程、污水处理站技所致 | 在建工程 | | 6,703,680.53 | 2,367,899.91 | 183.11% | 主要为本期新增土地回填工 |
| 研发中心办公楼预付 | 其他非流动资产 | | 51,094,397.87 | 1,257,825.99 | 3962.12% | 主要为在上海购置营销、研 |
| 2015年度计提减值准备 | 资产减值损失 | | 21,079,637.88 | 16,083,894.02 | 31.06% | 主要为报告期计提坏账准备 |
| | 营业外收入 | | 5,147,842.53 | 9,902,833.12 | -48.02% | 主要为报告期营业外收入减 |
| | 利润表项目 | 前三季度 | 上年同期 | 同比增减 | 变动原因 | |
| 加1970万元，今年新费用 | 管理费用 | | 57,122,394.33 | 33,951,523.55 | 68.25% | 主要为费用化研发费用增、增销售公司仓库等租金等 |
| 集资金进行资金管 | 财务费用 | | -6,202,298.41 | -3,818,654.38 | 62.42% | 主要为利用闲置自有、募、利息收入增加所致 |
| 产品库存减少，存货 | 资产减值损失 | | 560,742.60 | 968,477.33 | -42.10% | 主要为报告期末，负毛利减值相应减少所致 |
| 到期，目前政策延期向营业外收入。 | 营业外收入 | | 4,926,156.01 | 8,330,359.59 | -40.87% | 当地政府的项补贴政策执行的政策尚未获批，影 |
| | 营业外支出 | | 700,000.00 | 1,755,045.72 | -59.61% | 主要为报告期营业外支出 |
| | 经营活动产生的现金流量净额 | | 455,000,000.00 | 90,725,794.52 | 401.51% | 经营活动产生的现金流量净额 |
| | 投资活动产生的现金流量净额 | | 60,128,984.39 | 22,524,050.19 | 206.23% | 投资活动产生的现金流量净额 |
| | 筹资活动产生的现金流量净额 | | 175,000,000.00 | 360,550,000.00 | -51.46% | 筹资活动产生的现金流量净额 |

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502 227,270,208.22 0.05% 77,973,204.89
6.05%

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|---|-----------|--------|--------|
| 1 | 4,718.35 | 22.99% | 20.77% |
| 2 | 1,979.60 | 34.61% | 8.71% |
| 3 | 15,992.56 | 18.48% | 70.38% |

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12,326.02 54.25%

40.97% 45.75% 10,396.20

117.43% 355.81 3,740.59 16.46% 2,020.20
3,384.78

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| 序号 | 项目名称 | 注册分类 | 是否进入注册程序 | 类别 | 研发目标 | 进展情况 | 预计对公司未来发展的影响 |
|----|---------------|--------|----------|------------|---------------|--|------------------|
| 2 | 富马酸替诺福韦二吡呋酯胶囊 | 化药3.1类 | 是 | 抗感染 | 取得新药证书及药品批准文号 | 已获临床批件，已完成临床试验，目前处于申报生产批件阶段（专业审评中） | 增强乙肝治疗的市场竞争力 |
| 3 | 富马酸替诺福韦二吡呋酯胶囊 | 化药5类 | 是 | 抗感染 | 取得药品批准文号 | 已主动撤回生产注册申请，目前正在完善相关试验 | 增强艾滋病治疗的市场竞争力 |
| 7 | 他达拉非 | 化药3.1类 | 是 | 磷酸二酯酶抑制剂 | 取得新药证书及药品批准文号 | 已获临床批件，已完成临床试验，目前处于申报生产批件阶段（专业审评中） | 增强勃起功能障碍治疗的市场竞争力 |
| 8 | 他达拉非片（3个规格） | 化药3.4类 | 是 | 磷酸二酯酶抑制剂 | 取得新药证书及药品批准文号 | 已获临床批件，已完成临床试验，目前处于申报生产批件阶段（专业审评中） | 增强勃起功能障碍治疗的市场竞争力 |
| 10 | 枸橼酸西地那非片 | 化药3.1类 | 是 | 5型磷酸二酯酶抑制剂 | 取得药品批准文号 | 已获临床批件，已完成临床试验，目前处于申报生产批件阶段（专业审评中） | 增强勃起功能障碍治疗的市场竞争力 |
| 11 | 枸橼酸西地那非片 | 化药6类 | 是 | 5型磷酸二酯酶抑制剂 | 取得药品批准文号 | 已完成药学研究，目前正处于申报生产批件阶段（临床前药学审评结论为：批准临床，正在制证过程中） | 增强勃起功能障碍治疗的市场竞争力 |
| 12 | 三升合片胶囊 | 中药6.1类 | 是 | 活血化瘀药 | 取得新药证书及药品批准文号 | 已获临床批件，已完成临床试验，目前处于申报生产批件阶段（专业审评中） | 增强心脑血管治疗的市场竞争力 |
| 13 | 阿戈美拉汀 | 化药3.1类 | 是 | 抗抑郁药 | 取得药品批准文号 | 已获临床批件 | 增强抗抑郁治疗的市场竞争力 |
| 14 | 阿戈美拉汀胶囊 | 化药3.1类 | 是 | 抗抑郁药 | 取得药品批准文号 | 已获临床批件 | 增强抗抑郁治疗的市场竞争力 |

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| 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 | | |
| 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 | | |
| 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。 | 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 | | |

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| 前三季度前5大供应商 | 2016年1-9月采购金额 (单位: 元) | 上年同期前5大供应商 | 2015年1-9月采购金额 (单位: 元) |
|------------|--------------------------|------------|--------------------------|
| 供应商1 | 5,638,517.95 | 供应商1 | 7,584,536.88 |
| 供应商2 | 2,441,025.61 | 供应商2 | 2,038,803.41 |
| 供应商3 | 1,946,240.19 | 供应商3 | 1,501,276.30 |
| 供应商4 | 1,058,804.03 | 供应商4 | 1,500,000.02 |
| 供应商5 | 976,954.88 | 供应商5 | 1,084,769.46 |

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| 前三季度前5大客户 | 2016年1-9月销售收入 (单位: 元) | 上年同期前5大客户 | 2015年1-9月销售收入 (单位: 元) |
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GST-HG151

GST-HG131

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| | | | 20 | 2015 04 22 | 2015 4 22 2018 4 21 | |

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| | | | 50% | | | |
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| | | | | 2015 04 22 | 2016 4 22 2018 4 21 | |
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| | | | | 2015 04 22 | 2018 4 22 2020 4 22 | |

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| | 356,228,892.31 | 393,414,337.16 |
| | | |
| | | |
| | | |
| | | |
| | 221,265.00 | 707,568.00 |
| | 14,806,642.86 | 8,414,223.71 |
| | 777,886.89 | 3,208,498.06 |
| | | |
| | | |
| | | |
| | 5,657.53 | 491,334.26 |
| | | |
| | 1,163,260.14 | 811,687.09 |
| | | |
| | 16,362,923.79 | 13,203,987.09 |
| | | |
| | 25,000.00 | 117,000.16 |
| | 604,970.70 | 20,133,982.46 |
| | 390,196,499.22 | 440,502,617.99 |
| | | |
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| | | |
| | | |
| | 11,471,953.54 | 4,924,739.66 |
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| | | |
| | 13,465,120.54 | 16,912,166.05 |
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| | | |
| | | |
| | 59,884,439.85 | 65,040,668.65 |
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| | | |
| | 15,585,806.22 | 16,463,204.16 |
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|--|----------------|----------------|
| | 30,873,267.95 | 30,873,267.95 |
| | | |
| | 197,324,720.16 | 173,064,705.76 |
| | 543,455,962.01 | 519,195,947.61 |
| | | |
| | 543,455,962.01 | 519,195,947.61 |
| | 618,926,208.08 | 600,699,820.42 |

2

| | | |
|--|----------------|----------------|
| | | |
| | | |
| | 352,857,796.21 | 390,887,325.47 |
| | | |
| | | |
| | 221,265.00 | 707,568.00 |
| | 14,806,642.86 | 8,414,223.71 |
| | 465,478.49 | 1,943,510.06 |
| | 5,657.53 | 491,334.26 |
| | | |
| | 884,651.74 | 527,008.81 |
| | 16,362,923.79 | 13,203,987.09 |
| | | |
| | 25,000.00 | 117,000.16 |
| | 173,230.53 | 20,016,379.07 |
| | 385,802,646.15 | 436,308,336.63 |
| | | |
| | | |
| | | |

| | | |
|--|----------------|----------------|
| | 107,851,696.63 | 104,823,633.03 |
| | 6,671,714.71 | 2,367,899.91 |
| | | |
| | | |
| | | |
| | 21,074,937.55 | 21,947,958.41 |
| | 23,970,784.55 | 20,412,732.08 |
| | | |
| | 467,022.85 | 729,208.51 |
| | 2,672,984.49 | 2,969,129.36 |
| | 51,094,397.87 | 1,257,825.99 |
| | 235,275,492.19 | 164,433,126.95 |
| | 621,078,138.34 | 600,741,463.58 |
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| | | |
| | 20,828,413.46 | 16,083,894.02 |
| | 5,147,842.53 | 9,902,833.12 |
| | 12,742,049.72 | 15,822,748.39 |
| | 7,348,631.95 | 6,315,964.47 |
| | | |
| | | |
| | 13,462,120.54 | 16,912,166.05 |
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| | 59,529,058.20 | 65,037,606.05 |
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| | 15,585,806.22 | 16,463,204.16 |
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| | 15,585,806.22 | 16,463,204.16 |
| | 75,114,864.42 | 81,500,810.21 |
| | | |
| | 140,000,000.00 | 140,000,000.00 |
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| | | |
| | | |
| | 175,257,973.90 | 175,257,973.90 |
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| | | |
| | | |
| | 30,873,267.95 | 30,873,267.95 |
| | 199,832,032.07 | 173,109,411.52 |
| | 545,963,273.92 | 519,240,653.37 |
| | 621,078,138.34 | 600,741,463.58 |

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| | | |
| | 77,973,204.90 | 82,990,994.90 |
| | 77,973,204.90 | 82,990,994.90 |
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| | | |
| | 55,343,894.67 | 47,777,094.25 |

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| | 10,863,485.24 | 9,676,697.50 |
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| | | |
| | 1,148,772.87 | 1,217,603.15 |
| | 25,797,019.88 | 29,809,311.01 |
| | 19,377,150.38 | 9,089,081.66 |
| | -1,908,586.79 | -2,102,521.08 |
| | 66,053.09 | 86,922.01 |
| | | |
| | -1,701,570.86 | |
| | -1,701,570.86 | |
| - | | |
| | 20,927,739.37 | 35,213,900.65 |
| | 1,090,222.62 | 2,711,735.04 |
| | | |
| | 354,988.05 | 381,383.50 |
| | 283.09 | |
| | 21,662,973.94 | 37,544,252.19 |
| | 3,154,126.75 | 7,576,420.03 |
| | 18,508,847.19 | 29,967,832.16 |
| | 18,508,847.19 | 29,967,832.16 |
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| | 18,508,847.19 | 29,967,832.16 |
| | 18,508,847.19 | 29,967,832.16 |
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| | 0.1322 | 0.2141 |
| | 0.1322 | 0.2141 |

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| | 77,973,685.98 | 82,990,994.90 |
| | 10,863,485.24 | 9,676,697.50 |

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| | 1,148,772.87 | 1,217,603.15 |
| | 25,553,732.69 | 29,809,311.01 |
| | 18,120,579.53 | 9,089,081.66 |
| | -1,905,935.45 | -2,102,521.08 |
| | 66,699.04 | 86,922.01 |
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| | | 35,213,900.65 |
| | | 2,711,735.04 |

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| 4. | | |
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| | 19,631,816.03 | 29,967,832.16 |
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| | 227,270,208.22 | 227,158,071.88 |
| | 227,270,208.22 | 227,158,071.88 |
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| | 158,499,072.57 | 134,035,349.25 |
| | 29,163,625.61 | 26,979,039.71 |
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| | -3,452,786.12 | |
| - | | |
| | 65,464,102.95 | 93,122,722.63 |
| | 4,926,156.01 | 8,330,359.59 |
| | | 23,626.95 |
| | 709,624.63 | 1,756,945.73 |
| | 2,027.12 | 813.53 |
| | 69,680,634.33 | 99,696,136.49 |
| | 10,420,619.93 | 17,077,053.16 |
| | 59,260,014.40 | 82,619,083.33 |
| | 59,260,014.40 | 82,619,083.33 |
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| 6. | | |
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| | 59,260,014.40 | 82,619,083.33 |
| | 59,260,014.40 | 82,619,083.33 |
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| | | |
| | 0.4233 | 0.8047 |
| | 0.4233 | 0.8047 |

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| | 227,271,289.30 | 227,158,071.88 |
| | 29,163,625.61 | 26,979,039.71 |
| | 3,332,156.70 | 3,332,039.37 |
| | 74,091,230.88 | 72,622,923.67 |
| | 54,265,069.79 | 33,951,523.55 |
| | -6,195,610.49 | -3,818,654.38 |
| | 561,062.07 | 968,477.33 |
| | | |
| | -3,307,032.70 | |
| | -3,452,786.12 | |
| | 68,746,722.04 | 93,122,722.63 |
| | 4,926,156.01 | 8,330,359.59 |
| | | 23,626.95 |
| | 709,624.63 | 1,756,945.73 |
| | 2,027.12 | 813.53 |
| | 72,963,253.42 | 99,696,136.49 |



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| | 11,677,550.24 | 9,605,207.66 |
| | 266,908,096.67 | 270,243,401.91 |
| | 22,675,898.27 | |

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| | 10,000,000.00 | |
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| | | |
| | 175,000,000.00 | 360,550,000.00 |
| | 254,128,987.39 | 383,124,050.19 |
| | 221,016,766.03 | -292,359,165.15 |
| | | |
| | | 271,780,000.00 |
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| | | 271,780,000.00 |
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| | 35,000,000.00 | |
| | | |
| | | 8,925,353.22 |
| | 35,000,000.00 | 8,925,353.22 |
| | -35,000,000.00 | 262,854,646.78 |
| | | |
| | 242,814,555.15 | 50,094,824.19 |
| | 113,164,337.16 | 75,724,402.92 |
| | 355,978,892.31 | 125,819,227.11 |

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| | 255,230,546.43 | 260,638,194.25 |

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| | 11,674,505.92 | 9,605,207.66 |
| | 266,905,052.35 | 270,243,401.91 |
| | 22,675,898.27 | 25,798,653.55 |
| | 49,011,360.33 | 45,764,900.56 |
| | 47,219,165.93 | 49,625,423.21 |
| | 89,523,965.57 | 69,455,082.03 |
| | 208,430,390.10 | 190,644,059.35 |
| | 58,474,662.25 | 79,599,342.56 |
| | | |
| | 20,000,000.00 | |
| | 145,753.42 | |
| | | 39,090.52 |
| | | |
| | 455,000,000.00 | 90,725,794.52 |
| | 475,145,753.42 | 90,764,885.04 |
| | 66,649,944.93 | 22,574,050.19 |
| | 10,000,000.00 | |
| | 5,000,000.00 | |
| | 175,000,000.00 | 360,550,000.00 |
| | 256,649,944.93 | 383,124,050.19 |
| | 218,495,808.49 | -292,359,165.15 |
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| | | 271,780,000.00 |
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| | | 271,780,000.00 |
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| | 35,000,000.00 | |

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| | | 8,925,353.22 |
| | 35,000,000.00 | 8,925,353.22 |
| | -35,000,000.00 | 262,854,646.78 |
| | | |
| | 241,970,470.74 | 50,094,824.19 |
| | 110,637,325.47 | 75,724,402.92 |
| | 352,607,796.21 | 125,819,227.11 |