



<http://www.cninfo.com.cn>

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Ч 4,875 1,625

25%

III 6,500 III

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2012 4 8 2011 Э

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36

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6 20

6

6 Ч

25% III 12

50%

	Ү	Ү	Ү
	“		
	12		
			6
	20		6
			6
	Ү		
		25%	
		12	
			50%
	III		
III”			
	Ү	“	
		12	
	Ү		
		25%	
		12	
			50%
	III		
III”			
		“	
		12	
			III”
Ү	5%		
1-2-4			

4

“ 36

14 III 4

III

$$\begin{array}{ccccccc} & & 2\psi & & & & \\ & \psi & & \psi & & \psi & \psi \\ & & \text{III} & & & & \end{array}$$

III

3 ч

10%

15%III

44 III

54 III''

4

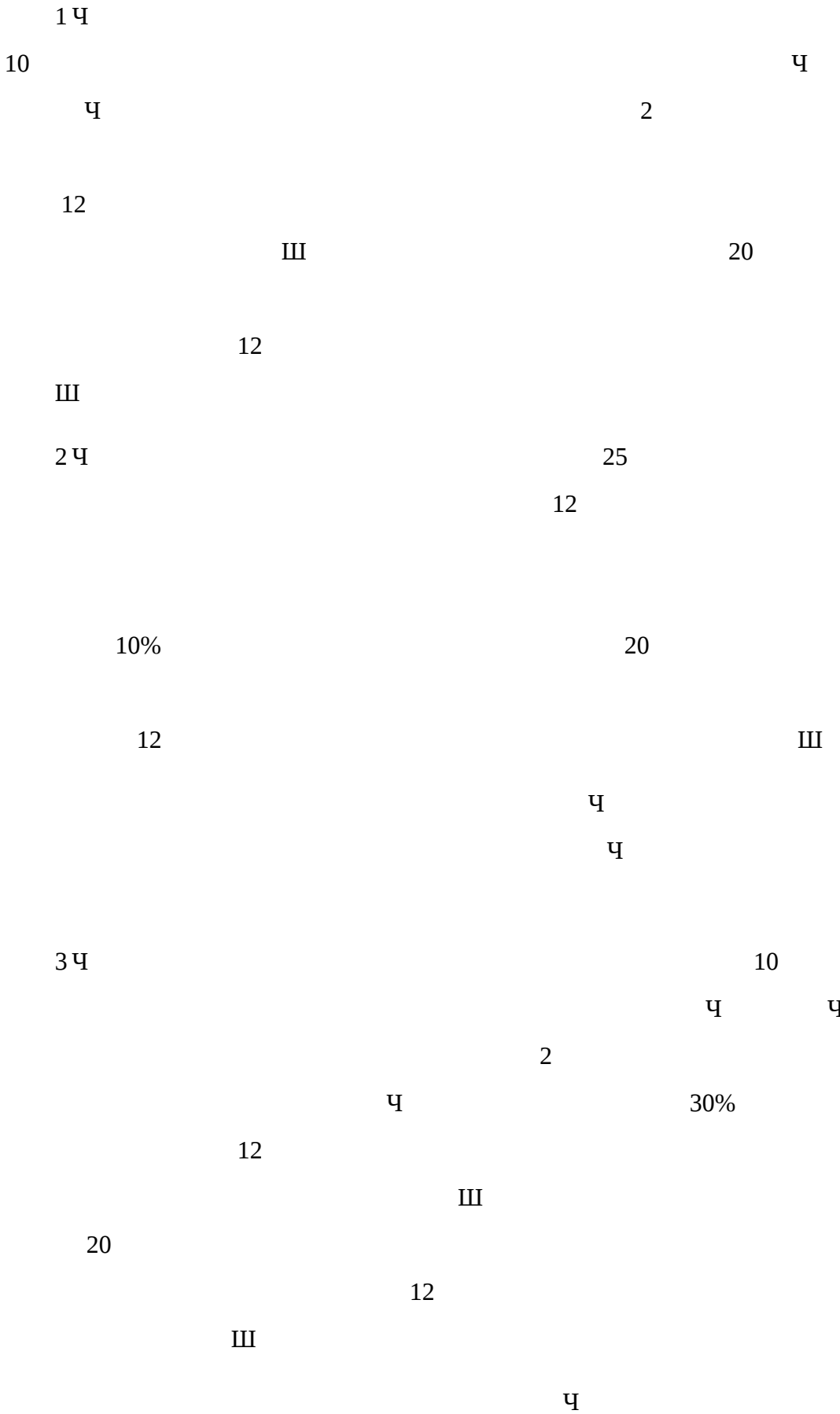
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III

III

2011

Э 2012-2014 Ю

У У II

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14

2012 Ч 2013 2014

61.70% 460.95% 58.49% III

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У У У III

III

III2013 2014

44.19% ҫ 49.84% 2012

III

III

24

2012	Ч2013	2014	7,407.62	Ч
------	-------	------	----------	---

8,424.91	8,852.24	40.23% Ч
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33.66% 30.06%III

III

III

44

6000

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1.1

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III

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III

III

5 Ч

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77.38%

III

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III

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6 Ч

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[2002]7 Э

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III

	21,588.23	20,510.58	17,636.92
	17%	17%	17%
	10,699.34	9,607.66	6,563.40
	215.88	205.11	176.37

17%

III

ч

2014 12 31

ч

ч

ч

ч

III

2015

2014

5%-10% 2015

2014

5%-10%III

1 ч	А				
2 ч	1.00				
3 ч	1,625		25%		
	III				
4 ч	29.56				
5 ч	21.34				
6 ч	7.47	2014	12	31	
7 ч	12.37	2014	12	31	
8 ч	2.39				
9 ч					
10 ч	ч				
11 ч					
12 ч	48,035.00		ч	43,995.00	
13 ч	4,040.00				
	1	3,000.00			
	2	160.00			

	3,355.00	68.82	3,355.00	51.62	
	1,051.00	21.56	1,051.00	16.17	
	245.00	5.03	245.00	3.77	
	164.00	3.36	164.00	2.52	
	60.00	1.23	60.00	0.92	
	-	-	1,625.00	25.00	-

1 Ү

1		3,355.00	68.82
2		1,051.00	21.56
3		245.00	5.03
4		164.00	3.36
5		60.00	1.23

2 Ү

III

3 Ү

1		3,355.00	68.82	
2		245.00	5.03	
3		164.00	3.36	
4		60.00	1.23	

Ү

III

		Terex Ч		JLG Ч							
Haulotte	Skyjack		AichiIII								
		Э access		INTERNATIONALЮ		2014		6			
2013		20		82.2							
5		58.5		20		71.2%		III			
		Ч				Э access					
INTERNATIONALЮ						III					
2											
				III							
III						Ч					
		III									
		III									
2 Ч						III					
CE		Ч Ч		Ч Ч		III		III			
						III					
“ — — ”											
2009				2012				2011			
		2012									
		Ч2012				2013					
		Ч				Ч					
						Э					
Ю 2014						III					

		1979	6	2014.7 2017.7	III	ч
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III 68.82%
8.56% 77.38%
90% III

ч

1 ч

	116,949,109.52	105,076,822.57	79,579,868.75
	2,885,040.00	1,140,000.00	500,000.00
	76,007,147.79	53,159,815.71	25,061,090.15
	2,056,647.51	1,929,066.91	2,768,621.20
	4,011,904.06	3,994,332.04	2,143,746.68
	88,522,371.22	84,249,057.15	74,076,183.17
	4,068,266.79	732,672.53	1,740.59
	60,910,695.16	65,945,621.20	63,720,231.51
	102,049,165.63	41,354,765.82	14,805,873.00
	34,514,142.82	35,264,027.74	30,893,606.84
	3,427,307.24	3,136,896.55	679,009.99
	908,969.20	349,660.00	1,000.00
	21,000,000.00	28,000,000.00	40,000,000.00
	11,750,000.00	-	-
	59,937,200.79	46,957,775.05	37,961,409.50
	4,651,628.86	9,383,157.59	5,638,465.68
	2,099,776.32	1,502,140.51	197,150.68
	17,002,755.92	17,000,455.19	10,942,346.80

	965,675.53	940,154.15	455,818.17
	1,324,705.08	819,454.02	427,750.33
	13,300,000.00	13,300,000.00	-
	48,750,000.00	48,750,000.00	48,750,000.00
	62,740,389.22	62,740,389.22	62,740,389.22
	4,123,710.60	2,722,417.99	1,388,916.47
	26,355,900.00	17,147,227.67	8,796,053.71
	222,309,024.62	147,069,566.83	76,932,671.32
	364,279,024.44	278,429,601.71	198,608,030.72

2 ч

ч	374,339,583.11	341,228,365.12	290,105,676.30
	374,339,583.11	341,228,365.12	290,105,676.30
ч	269,794,174.92	249,514,859.36	224,416,310.62
	210,181,068.03	192,152,644.25	175,921,380.08
	3,504,063.49	2,857,992.49	2,232,178.37
	23,250,561.27	20,155,051.80	18,057,902.43
	31,923,235.43	29,655,924.77	25,866,029.99
	-260,325.87	3,583,461.18	1,936,266.75
	1,195,572.57	1,109,784.87	402,553.00
“_”	177,671.23	59,821.92	-
ч “_”	104,723,079.42	91,773,327.68	65,689,365.68
	2,780,336.11	4,425,182.04	1,242,963.61
	510,000.00	121,892.59	1,298,326.98
	-	58,304.25	17,473.92
ч “_”	106,993,415.53	96,076,617.13	65,634,002.31
	15,029,010.41	12,477,984.16	9,976,398.79
ч “_”	91,964,405.12	83,598,632.97	55,657,603.52
	91,964,405.12	83,598,632.97	55,657,603.52
ч	-	-	-
ч	91,964,405.12	83,598,632.97	55,657,603.52
	91,964,405.12	83,598,632.97	55,657,603.52
ч			
	1.89	1.71	1.14
	1.89	1.71	1.14

3 ч

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п			
п	374,440,694.74	337,793,620.12	295,241,047.05
	12,437,319.40	12,085,029.65	12,179,106.95
	1,770,928.02	4,139,505.58	4,611,578.16
	388,648,942.16	354,018,155.35	312,031,732.16
п	212,359,169.21	208,781,804.73	181,074,683.41
	28,557,719.80	22,728,891.63	21,368,827.09
	25,720,598.44	14,930,501.55	11,624,176.50
	35,702,639.00	34,383,236.72	34,931,200.18
	302,340,126.45	280,824,434.63	248,998,887.18
п			
	38,000,000.00	8,000,000.00	-
	177,671.23	59,821.92	-
п	-	109,778.85	27,350.43
	38,177,671.23	8,169,600.77	27,350.43
п	61,156,608.84	41,339,414.69	19,715,096.42
	38,000,000.00	8,000,000.00	-
	-	-	-
	99,156,608.84	49,339,414.69	19,715,096.42
п			
	-	-	-
	51,500,000.00	63,000,000.00	98,341,500.00
	-	13,300,000.00	-
	51,500,000.00	76,300,000.00	98,341,500.00
	58,500,000.00	75,000,000.00	120,431,810.00
п	7,937,996.38	6,717,097.01	1,985,929.11
	-	-	-
	66,437,996.38	81,717,097.01	122,417,739.11
п			
п			
	103,606,909.34	78,451,423.67	59,004,802.67
п			

	-	-58,304.25	-17,473.92
п	-	-	-
	2,396,012.26	3,957,136.05	1,031,600.00

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	-	-	-
ц	-	-	-
ц	-	-	-
	-	-	-
	-125,676.15	404,457.65	-1,069,489.45
	-	-	-
	-340,550.42	-653,233.83	-20,323.45
	-	-	-

	2.51	2.41	1.93
	1.75	1.60	1.16
%	0.00	0.00	0.00
%	26.64	29.57	32.28
	5.80	8.72	14.70
	2.43	2.43	2.30
()	11,480.04	10,346.03	7,301.20

	213.98	0.58	400.98	1.19	1,377.63	4.82
	769.62	2.09	1,654.88	4.92	2,540.99	8.89
	32.97	0.09	267.33	0.79	2,004.39	7.01
	489.59	1.33	301.18	0.89	401.79	1.41

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	36,907.45	33,652.56	28,585.64
	20,797.22	19,012.08	17,445.04
	16,110.23	14,640.48	11,140.60
%	43.65	43.50	38.97

III

III

	417.50	2.59	557.39	3.81	997.81	8.96
	258.55	1.60	138.86	0.95	76.23	0.68
	12,457.43	77.33	11,197.69	76.48	5,270.43	47.31
	1,811.39	11.24	1,458.55	9.96	1,620.78	14.55
	678.58	4.21	602.72	4.12	1,911.72	17.16
	0.00	0.00	-	-		
	66.12	0.41	120.60	0.82	382.53	3.43

	302.69	1.88	554.65	3.79	744.13	6.68
	3.69	0.02	32.00	0.22	204.08	1.83
	114.28	0.71	-21.99	-0.15	-67.13	-0.60

2012 ҫ2013 2014
 88.66% ҫ95.32% 96.98%III
 ҫ
 III2012 ҫ 2013 2014
 79.02% ҫ 90.56%
 92.78%III

	8,630.88	7,319.37	6,303.28
	-6,097.89	-4,116.98	-1,968.77
	-1,493.80	-541.71	-2,407.62
	47.31	-145.13	17.78

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III	4,875			10		1.05
		511.06				
7,405.39		III2013		2013		
8,351.17		10%		835.12		
		14,921.45	III			4,875
		751.63	III2015	3	6	
2014		Э	2014			ЮИ
2014		9,208.67		10%		
920.87						
22,457.63	III	4,875				
828.80	III					
2012	4	8	2011			Э
				Ю		
			III			
						III
	2006	12	7			
	109					38,868,093.00
100%				III		Ч
		Ч			III	
		Ч		III		

	37,125,820.61	36,683,120.23	-114,126.18

2010 10 27 50

388

4010 100% ч

ч ч ч ч

ч ч Э Ю

III ч

III

	388,342.41	386,289.20	-26,379.78

2011 2013

1	6000	28,030.00	28,030.00	21
2		15,971.99	15,971.99	

III		6000 / III		
		39,965	7,022	
5,968	III	19.80%		
6.5	49.40%		III	

1		39,965.00		
2		7,022.00		
3		19.80		
4		6.50		
5		49.40		
6		22.00		
7		17.60		

15,971.99				
III				
“ 6000 ”				
2015				
60%	2016	100%	III	2015
2016			III	2015 2016
61,412.96		Ч 77,398.96	III	
2015-2016		2014	2.31	

	37,433.96	61,412.96	77,398.96
	16,179.58	26,543.70	33,453.11
	-	10,364.12	6,909.41
	-	10,364.12	17,273.53

III

		17,273.53	III
	15,971.99		III

1 ч

III ч

2 ч

III

3 ч

III 2014

	9,196.44	9,196.44
	36,427.90	80,429.89
%	25.25	11.43
/	1.89	1.42

III

1 ч

22,230

1,407 III

39,965

7,022

III

2 Ч

6000 /

III

III

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III

III

1 Ч

2009

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Ч

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Ю

3 III2009-2011

15%

III

2012	10	29	Ч	Ч
			Э	Ю
		3		2012 1 1 2014
12	31	III		
			1,071.53	1,049.79
			10.01%	10.93%
			605.23	9.22%

2014

III

III

25% III

III

III

Э

Ю

III

III

2014 12 31

III

2 Ч

2005 7 21

Ч

Ч

III 2011

12 30

1

6.3009

2012 12

31

1

6.2855

2011

12 30

0.25% 2013

12 31

1

6.0969

2012

12 31

3.09%

2014

12

31

1

6.1190

2013

12

31

0.36% III

III

Ч

III

	21,588.23	20,510.58	17,636.92
	36,907.45	33,652.56	28,585.64
	58.49%	60.95%	61.70%
	-61.70	197.98	-13.79
	10,699.34	9,607.66	6,563.40
	-0.58%	2.06%	-0.21%

III

III

1 Ч

III

III

2 Ч

2014 12 31

661.19

17.63%

3,884.33

65.39%III

III

3 Ч

2012 Ч 2013 2014

2,506.11

Ч 5,315.98 7,600.71

13.61% Ч 21.24% 25.81%III

III

III2012 5 9
2

15

III

III III
III

1 Ч

500 III

2 Ч

2,510 III

3 Ч

1 2011 11 11
2011 0191 Э Ю
2010 00401198 6
00106-001 Ч 6 00106-003
2011 11 11 2014 12 31
3,459 III
2 2014 10 28

南京证券股份有限公司

中国南京

《南京证券股份有限公司首次公开发行股票招股说明书》

南京证券股份有限公司

