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**www.szse.cn**

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|----------------------|--|----------------------------------------------------------------------------------------------|
|                      |  |                                                                                              |
| MONO                 |  | Apple                                                                                        |
| HESR                 |  |                                                                                              |
| T1 T2 T3 T4 T5<br>T6 |  | <div>T1</div> <div>T2 T1</div> <div>T3 T1 T2</div> <div>T4</div> <div>T5</div> <div>T6</div> |
|                      |  |                                                                                              |
|                      |  | POS                                                                                          |

|             |  |                                  |
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|             |  |                                  |
|             |  |                                  |
| FD          |  | FD FD                            |
| 2G 3G 4G 5G |  |                                  |
| B2B         |  | Business-to-Business<br>Internet |
| B2C         |  | Business-to-Customer             |
|             |  |                                  |
| CRM         |  |                                  |
| IP          |  |                                  |
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|            |      |   |    |        |     |            |
|------------|------|---|----|--------|-----|------------|
|            |      |   |    | [2017] | 592 |            |
|            | 2017 | 1 | 31 | 100%   |     | 353,459.42 |
|            | 2017 | 1 | 31 |        |     |            |
| 139,705.60 |      |   |    |        |     |            |

\_\_\_\_\_

20

90%

10.55 /

$$P_1=P_0/(1+N)$$

$$P_1=(P_0+A \quad K)/(1+K)$$

$$P_1=P_0-D$$

$$P_1=(P_0-D+A \quad K)/(1+N+K)$$

$P_0$   $N$   $K$   
 $A$   $D$   $P_1$

4

30%

106,037.83

106,000.00

5

30%

106,000.00

100,473,933

30%

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6

36

7

8

30%

30%

15

15

15

1

A

1.00

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**2**

**3**

20

90%

20

20

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**4**



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36

6

|      |    |    | 2017      | 2018      | 2019      |
|------|----|----|-----------|-----------|-----------|
| 2017 | 12 | 31 |           |           |           |
|      |    |    | 15,824.88 | 23,172.76 | 30,580.34 |

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1+

|  | 2017     | 2018     | 2019     |
|--|----------|----------|----------|
|  | 1,564.74 | 4,455.27 | 5,569.44 |
|  | 831.83   | 999.91   | 1,115.31 |

106,000.00

|   |       |                |                |                |
|---|-------|----------------|----------------|----------------|
|   |       |                |                |                |
| 1 |       | 11,465         | 11,465         | 10.82%         |
| 2 |       | 60,138         | 43,184         | 40.74%         |
| 3 | (VLT) | 56,263         | 49,351         | 46.56%         |
| 4 |       | 2,000          | 2,000          | 1.89%          |
|   |       | <b>129,866</b> | <b>106,000</b> | <b>100.00%</b> |

30%

2016

| 2016 12 31  |              | 30%                       |        |
|-------------|--------------|---------------------------|--------|
|             | 1,178,977.82 | 311,664.60 <sup>1</sup>   | 26.44% |
|             | 220,491.40   | 106,000.00 <sup>2</sup>   | 48.07% |
| <b>2016</b> |              |                           |        |
|             | 3,384,524.58 | 1,004,966.26 <sup>3</sup> | 29.69% |

1            30%            =max{            ×30%            }

2            30%            =max{            ×30%            }

|        |     |      |        |        |
|--------|-----|------|--------|--------|
| 3      | 30% | =    | ×30%   |        |
|        |     | 2016 |        | 2016   |
|        |     | 50%  |        |        |
|        |     |      |        | 16.14% |
|        |     |      |        | 16.21% |
|        | 9   |      | 1      |        |
| 1      |     |      | 70%    |        |
| 2      |     |      |        | 5%     |
| 3      |     |      |        |        |
| 1      |     |      |        | 17.28% |
| 2      |     |      |        | 11.16% |
| 31.68% |     |      | 42.84% |        |

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3

4

5%

5%

958,818,992

100,473,933

100,473,933

|  | 154,792,923 | 16.14% | 154,792,923 | 14.61% | 187,968,278 | 16.21% |
|--|-------------|--------|-------------|--------|-------------|--------|
|  | 90,465,984  | 9.44%  | 90,465,984  | 8.54%  | 90,465,984  | 7.80%  |
|  | 86,300,019  | 9.00%  | 86,300,019  | 8.15%  | 86,300,019  | 7.44%  |
|  | 64,671,663  | 6.74%  | 64,671,663  | 6.11%  | 64,671,663  | 5.58%  |
|  | 26,565,500  | 2.77%  | 26,565,500  | 2.51%  | 26,565,500  | 2.29%  |

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|  | - | - | 100,473,933 | 9.48% | 100,473,933 | 8.66% |
|--|---|---|-------------|-------|-------------|-------|
|  | - | - | -           | -     |             |       |

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|  | 2017 1 31 | 2016 12 31 |
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|  | 13.76% |

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|  | <div>1</div> <div>2</div>                   |
|  | <div>1</div> <div>2</div> <div>13.76%</div> |

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|  | <div> <div>/</div> <div>36</div> <div>/</div> </div> |

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|  | <div> <div>1</div> <div>2</div> <div>3</div> <div>4</div> </div> |

5%

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|  |   |    |          |         |
|--|---|----|----------|---------|
|  |   |    |          |         |
|  |   |    |          |         |
|  | 1 |    | 2,104.90 | 30.31%  |
|  | 2 |    | 95.10    | 1.37%   |
|  | 3 |    | 775.00   | 11.16%  |
|  | 4 |    | 775.00   | 11.16%  |
|  | 5 |    | 1,200.00 | 17.28%  |
|  | 6 |    | 1,945.00 | 28.00%  |
|  | 7 |    | 50.00    | 0.72%   |
|  |   |    | 6,945.00 | 100.00% |
|  |   |    |          |         |
|  |   |    |          | 3       |
|  |   |    |          | 3       |
|  |   |    |          | 5%      |
|  |   |    |          | 2       |
|  |   |    |          | 30%     |
|  |   |    |          | 3       |
|  | 1 | 5% |          |         |
|  |   |    |          |         |

|  |                                                                                                                           |  |                  |                |
|--|---------------------------------------------------------------------------------------------------------------------------|--|------------------|----------------|
|  |                                                                                                                           |  |                  |                |
|  | 1                                                                                                                         |  | 2,158,000        | 100.00%        |
|  |                                                                                                                           |  | <b>2,158,000</b> | <b>100.00%</b> |
|  | <div> <div>6</div> <div>4</div> <div>154,792,923</div> <div>16.14%</div> <div>5%</div> <div>2</div> <div>30%</div> </div> |  |                  |                |
|  | 1                                                                                                                         |  | 5%               |                |

15%

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|   | 2   |
|   | 30% |
|   | 3   |
| 1 | 5%  |

|   |   |  |                 |                |
|---|---|--|-----------------|----------------|
|   | / |  |                 |                |
| 1 |   |  | 600.00          | 60%            |
| 2 |   |  | 400.00          | 40%            |
|   |   |  | <b>1,000.00</b> | <b>100.00%</b> |

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|  | 1  |
|  | 5% |

|   |   |  |             |                |
|---|---|--|-------------|----------------|
|   | / |  |             |                |
| 1 |   |  | 0.03        | 1%             |
| 2 |   |  | 2.97        | 99%            |
|   |   |  | <b>3.00</b> | <b>100.00%</b> |

5%

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2017 3 22

2017 4 28

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2017 3 22

30%

**3**

2017 3 17

2017

2017 3 22

30%

2017 3 22

2017 3 22

2017 3 22

1

2

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16.14%

9

3

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|   |                |                  |                  |
|---|----------------|------------------|------------------|
|   |                |                  |                  |
|   | 958,818,992.00 | 1,059,292,925.00 | 1,159,766,858.00 |
|   | 946,901,092.00 | 997,138,058.50   | 1,047,375,025.00 |
|   | 22,342.68      | 28,562.51        | 28,562.51        |
|   | 14,337.20      | 18,571.06        | 18,571.06        |
|   | 0.24           | 0.29             | 0.27             |
|   | 0.23           | 0.28             | 0.27             |
| / | 0.15           | 0.19             | 0.18             |
| / | 0.15           | 0.18             | 0.18             |

1

2

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T4-T6

T4-T6

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T4-T6

8

T4-T6

T4-T6

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2

MONO

HESR

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OA

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100% 106,000.00

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30%

12,525.91

2016

65.94%

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10-30

T4-T6

|      |   |      |     |            |
|------|---|------|-----|------------|
| 2016 | 3 |      |     | 100%       |
|      |   | 100% | 52% | 115,167.24 |

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|        |           |           |      |   |            |            |
|--------|-----------|-----------|------|---|------------|------------|
|        | 2015      | 2016      | 2017 | 1 |            | -39,942.23 |
|        | 14,503.77 | -6,443.42 |      |   | -39,654.44 | 18,995.77  |
|        | -6,596.43 |           | 2015 |   |            | 2016       |
|        | 2017      | 1         |      |   |            |            |
| 2016   |           |           |      |   |            |            |
|        |           | 32.76%    |      |   |            |            |
| 99.06% | 97.69%    | 97.87%    |      |   |            |            |



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2017 1 31 0.98  
0.58 82.04%

2

1 2016 12 26  
2017 1 13  
50% 50%  
1  
2 2014 8 19  
14  
[95] 00323

174.22 2 2008 2

3

193.50

2.87% 3

|   |      |   |            |            |
|---|------|---|------------|------------|
| 1 | 2017 | 1 | 31         | 159,167.32 |
|   |      |   | 101,927.32 | 57,240.00  |
| 2 |      |   |            |            |
| 8 |      |   | 1          | 6 25       |
| 3 |      |   |            |            |
| 3 |      |   |            |            |

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100%

5

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|   |      |       |      |      |      |
|---|------|-------|------|------|------|
|   |      | 2016  |      | 2016 |      |
|   | 13.2 | 5,054 |      |      | 96.2 |
| / | 3.7  |       |      |      |      |
|   |      | 2014  | 2015 | 2016 | 2014 |

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T1-T3

T4-T6

70%

30%

30%

T4-T6

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**1**

2017 3 22

2017 4 28

**2**

2017 3 22

30%

**3**

2017 3 17

2017

2017 3 22

30%

2017 3 22

2017 3 22

2017 3 22



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**1**

A

1.00

**2**

**3**

90%

20

60

120

20

60

120

|     | /     | 90% / |
|-----|-------|-------|
| 20  | 11.72 | 10.55 |
| 60  | 13.34 | 12.01 |
| 120 | 13.01 | 11.71 |

N

N

N

20

90%

10.55 /



$$P_1 = P_0 / (1 + N)$$

$$P_1 = (P_0 + A - K) / (1 + K)$$

$$P_1 = P_0 - D$$

$$P_1 = (P_0 - D + A - K) / (1 + N + K)$$

$$P_0$$

N

K

A

D

$$P_1$$

4

30%

106,037.83

106,000.00

5

30%

106,000.00

100,473,933

30%

6

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15

15

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A

1.00

2

3

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90%

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20

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4

11,000.00

106,000.00

100%

= /

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|--|-------------------|--------------------|
|  |                   |                    |
|  | 35,000.00         | 36,320,754         |
|  | 24,000.00         | 24,905,660         |
|  | 30,000.00         | 31,132,077         |
|  | 17,000.00         | 17,641,509         |
|  | <b>106,000.00</b> | <b>110,000,000</b> |

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7

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106,000.00

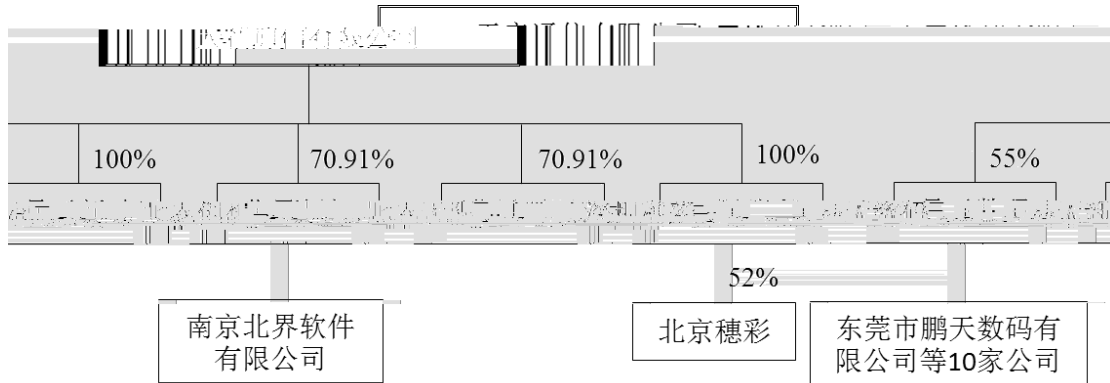
|   |       |                |                |                |
|---|-------|----------------|----------------|----------------|
|   |       |                |                |                |
| 1 |       | 11,465         | 11,465         | 10.82%         |
| 2 |       | 60,138         | 43,184         | 40.74%         |
| 3 | (VLT) | 56,263         | 49,351         | 46.56%         |
| 4 |       | 2,000          | 2,000          | 1.89%          |
|   |       | <b>129,866</b> | <b>106,000</b> | <b>100.00%</b> |

1

|            | 2017      | 2018      | 2019      |
|------------|-----------|-----------|-----------|
| 2017 12 31 |           |           |           |
|            | 15,824.88 | 23,172.76 | 30,580.34 |

6

6



6

1

2

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|  | 2017      | 2018      | 2019      |
|--|-----------|-----------|-----------|
|  | 1,564.74  | 4,455.27  | 5,569.44  |
|  | 831.83    | 999.91    | 1,115.31  |
|  | -1,299.58 | 912.96    | 4,306.79  |
|  | 44.42     | 300.24    | 611.49    |
|  | 13,758.93 | 16,152.66 | 17,062.23 |

|  | 2017   | 2018   | 2019   |
|--|--------|--------|--------|
|  | 312.13 | 351.72 | 369.88 |

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T207-0050

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**6**

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2016

| 2016 12 31 |              | 30%                       |        |
|------------|--------------|---------------------------|--------|
|            | 1,178,977.82 | 311,664.60 <sup>1</sup>   | 26.44% |
|            | 220,491.40   | 106,000.00 <sup>2</sup>   | 48.07% |
| 2016       |              |                           |        |
|            | 3,384,524.58 | 1,004,966.26 <sup>3</sup> | 29.69% |

- 130%  
=max{  
×30%  
}
- 230%  
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×30%  
}
- 330%  
=  
×30%

2016

2016

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16.14%

16.21%

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1

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17.28%

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11.16%

31.68%

42.84%

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5%

958,818,992

100,473,933

100,473,933

|   | 154,792,923        | 16.14%         | 154,792,923          | 14.61%         | 187,968,278          | 16.21%         |
|---|--------------------|----------------|----------------------|----------------|----------------------|----------------|
|   | 90,465,984         | 9.44%          | 90,465,984           | 8.54%          | 90,465,984           | 7.80%          |
|   | 86,300,019         | 9.00%          | 86,300,019           | 8.15%          | 86,300,019           | 7.44%          |
|   | 64,671,663         | 6.74%          | 64,671,663           | 6.11%          | 64,671,663           | 5.58%          |
|   | 26,565,500         | 2.77%          | 26,565,500           | 2.51%          | 26,565,500           | 2.29%          |
|   | -                  | -              | 100,473,933          | 9.48%          | 100,473,933          | 8.66%          |
|   | -                  | -              | -                    | -              | 22,748,815           | 1.96%          |
|   | -                  | -              | -                    | -              | 28,436,019           | 2.45%          |
|   | -                  | -              | -                    | -              | 16,113,744           | 1.39%          |
| A | 536,022,903        | 55.90%         | 536,022,903          | 50.60%         | 536,022,903          | 46.22%         |
|   | <b>958,818,992</b> | <b>100.00%</b> | <b>1,059,292,925</b> | <b>100.00%</b> | <b>1,159,766,858</b> | <b>100.00%</b> |

100%

9 3

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25%

4 10% 1

10% 2

[2017]3-204

2017 1 2017 1

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|    |      |    |    |      |   |    |       |   |      |    |    |       |
| 31 | 2016 | 12 | 31 |      |   |    |       |   |      |    |    |       |
|    |      |    |    | 2017 | 1 | 31 | /2017 | 1 | 2016 | 12 | 31 | /2016 |
|    |      |    |    |      |   |    |       |   |      |    |    |       |

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[2017]3-203

2015

2016

2017

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