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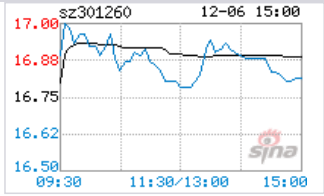
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Gribo

sz301260 2023-12-06 15:35:00

16.810
+0.06 (+0.36%)

Yesterday's closing: 16.750	Today's opening: 16.730	Highest price:17.040	Lowest price:16.720
Transaction volume: 26347298.000	Trading volume:15606	Buying price:16.800	Selling price:16.810
Buy a quantity: 169	Buying price: 16.800	Amount sold: 2	Selling price: 16.810



Information and Announcements: Individual stock information Company Announcement annual report midterm report first quarter report

Grebo: 2022 Annual Report (Download Announcement)

Announcement date: 2023-04-28

Grebo (Jiangsu) Co., Ltd.

2022 Annual Report

2023-031

April 2023

2022 Annual Report

Section Important, catalogs and Interpretation

The company's board of directors, board of supervisors, directors, supervisors and senior managers guarantee that the contents of the annual report are true, accurate and complete, and that there are no false records, misleading statements or major omissions, and bear individual and joint legal liability.

Chen Yin, the person in charge of the company, Xu Youtao, the person in charge of accounting work, and Lu Haoling, the person in charge of the accounting department (accounting officer), declare that they guarantee the authenticity, accuracy and completeness of the financial report in this annual report. All directors have attended the board meeting where this report was considered.

Any forward-looking statements such as future plans in this annual report do not constitute the company's substantive commitment to investors. Investors and related parties should maintain adequate risk awareness and understand the differences between plans, forecasts and commitments. Investors are advised to pay attention to investment risk.

The company describes the risks that the company may face in "Article 11 Prospects for the Company's Future Development" in "Section 3 Management Discussion and Analysis" of this report. Investors are kindly requested to read it.

The company's profit distribution plan reviewed and approved by the board of directors is: based on 486,161,968 shares, a cash dividend of 0.617 yuan (tax included) will be distributed to all shareholders for every 10 shares, 0 bonus shares (tax included) will be distributed, and capital reserve funds will be distributed to all shareholders. Every 10 shares are converted into 0 shares.

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Document directory for reference

1. Financial statements signed and stamped by the legal representative, the person in charge of accounting work, and the person in charge of the accounting department (accounting supervisor).

2. The original audit report containing the seal of the accounting firm and the signature and seal of the certified public accountant.

3. The originals of all company documents and announcements publicly disclosed on the website designated by the China Securities Regulatory Commission during the reporting period.

4. Other relevant information.

The place where the above documents are available for inspection: Office of the Company’s Board of Directors

Definition

Interpretation item	refer to	Definition content
Company, our company, Grebo	refer to	Grebo (Jiangsu) Co., Ltd.
GHHK	refer to	GLOBE HOLDINGS (HONG KONG) CO., LIMITED, the controlling shareholder of the company
Greenworks Holdings	refer to	Greenworks Holdings Limited, an indirect shareholder of the company
ZAMA, ZAMA CORPORATION LIMITED	refer to	Junma Enterprise Co., Ltd., a shareholder of the company
STIHL	refer to	STIHL Holding AG & Co. KG and its entities under common control
geten car	refer to	Changzhou Geteng Auto Parts Manufacturing Co., Ltd.
Vika Plastic Industry	refer to	Changzhou Vika Plastic Co., Ltd.
Bokang Electronics	refer to	Changzhou Bokang Electronic Technology Co., Ltd.
Xusheng Garden	refer to	Shanghai Xusheng Garden Technology Co., Ltd.
Yixinjia	refer to	Yixinjia Technology (Changzhou) Co., Ltd.
AEGIS	refer to	AEGIS (HONG KONG) LIMITED
Grebo Vietnam	refer to	GREENWORKS (VIET NAM) COMPANY LIMITED
AndreasSTIHL	refer to	AndreasSTIHL AG & Co. KG
STIHL Tirol	refer to	STIHLTirol GmbH
STIHL International	refer to	STIHL International GmbH
Steele (Qingdao)	refer to	Andre Steele Power Tools (Qingdao) Co., Ltd.
Lowe’s	refer to	LOWES COMPANIES INC (LOW.N) and its enterprises under common control
Amazon	refer to	AMAZON COM INC (AMZN.O) and its companies under common control
Harbor Freight Tools	refer to	CENTRAL PURCHASING LLC and its entities under common control

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Tour	refer to	THE TORO COMPANY (TTC.N) and its companies under common control
Bauhaus	refer to	Interbauhaus AG and its entities under common control
Walmart, Walmart	refer to	Walmart Inc (WMT.N) and companies under common control
Costco	refer to	COSTCO WHOLESALE CORPORATION (COST.O) and its enterprises under common control
TSC	refer to	TRACTOR SUPPLY COMPANY (TSCO.O)
MPH	refer to	miles traveled per hour
salesforce	refer to	A customer relationship management (CRM) software service provider and the software it develops
AVG	refer to	Robotic autonomous transportation
HP	refer to	Horsepower is a common unit for measuring power commonly used in engineering technology.
PSI	refer to	It is a unit of measurement. The United States is accustomed to using psi as the unit, which means pounds of force per square inch.
IBP	refer to	Predictive inventory system
A shares, stocks	refer to	The company's current issuance of RMB ordinary shares
This public offering, this issuance	refer to	The company publicly issues RMB ordinary shares (A shares) to the public
China Securities Regulatory Commission, China Securities Regulatory Commission	refer to	China Securities Regulatory Commission
Shenzhen Stock Exchange, exchange	refer to	Shenzhen Stock Exchange
gem	refer to	Shenzhen Stock Exchange GEM
"company policy"	refer to	The "Articles of Association of Grebo (Jiangsu) Co., Ltd." formulated and revised from time to time by the company
"Company Law"	refer to	"Company Law of the People's Republic of China" and its amendments
"Securities Law"	refer to	"Securities Law of the People's Republic of China" and its amendments
Listing Rules	refer to	"Shenzhen Stock Exchange GEM Stock Listing Rules"
Yuan, ten thousand yuan, billion yuan	refer to	RMB, 10,000 yuan, 100 million yuan
reporting period	refer to	January 1, 2022 to December 31, 2022

Section 2 Company Profile and Main Financial Indicators

1. Company information

stock abbreviation	Gribo	Stock code	301260
Company's Chinese name	Grebo (Jiangsu) Co., Ltd.		
Company's Chinese abbreviation	Gribo		
Company's foreign name (if any)	Greenworks (Jiangsu) Co., Ltd.		

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Abbreviation of the company's foreign name (if any)	Greenworks
Legal representative of the company	Chen Yin
Registered address	No. 65-1, Xinggang Road, Zhonglou Economic Development Zone, Changzhou City
Postal code of registered address	213000
Historical changes of company registered address	On December 24, 2002, the company's registered address was changed from "Block G, Tian'an Industrial Village, New Taipei District" to "West of the third floor of the factory building, Building C, Tian'an Industrial Village, New Taipei District"; on March 18, 2004, the company's registered address was changed from "Block G, Tian'an Industrial Village, New Taipei District" The third floor west of the factory building in Block C of Tian'an Industrial Village" was changed to "Diban Village, Henglin Town, Wujin District"; on June 27, 2005, the company's registered address was changed from "Diban Village, Henglin Town, Wujin District" to "Xinglou Economic Development Zone, Changzhou City" "Port No. 65"; on November 31, 2018, the company's registered address was changed from "No. 65, Xinggang Road, Zhonglou Economic Development Zone, Changzhou City" to "No. 65-1, Xingang Road, Zhonglou Economic Development Zone, Changzhou City".
office address	Vehicle Division, No. 65-6, Xinggang Road, Zhonglou Economic Development Zone, Changzhou City
Postal code of office address	213000
Company international Internet address	http://www.greenworkstools.com.cn
email	ir@globetools.com

2. Contact person and contact information

	Secretary of the Board of Directors	Securities Affairs Representative
Name	Xu Youtao	Wang Qing
contact address	Vehicle Division, No. 65-6, Xinggang Road, Zhonglou Economic Development Zone, Changzhou City	Vehicle Division, No. 65-6, Xinggang Road, Zhonglou Economic Development Zone, Changzhou City
Telephone	0519-89805880	0519-89805880
fax	0519-89800520	0519-89800520
email	ir@globetools.com	ir@globetools.com

3. Information disclosure and preparation location

The stock exchange website where the company discloses its annual report	Shenzhen Stock Exchange: http://www.szse.cn
The media name and website where the company discloses its annual report	"China Securities News", "Securities Daily", "Securities Times", "Shanghai Securities News", "Economic Information News"; Juchao Information Network www.cninfo.com.cn
Company annual report preparation location	Corporate Board Office

4. Other relevant information

Accounting firm hired by the company

Accounting firm name	Ernst & Young Hua Ming LLP (Special General Partnership)
Accounting firm office address	16th Floor, Ernst & Young Building, Oriental Plaza, No. 1 East Chang'an Street, Dongcheng District, Beijing
Signing accountant's name	Bao Xiaogang, Tang Beiyao

The sponsor institution hired by the company to perform continuous supervision responsibilities during the reporting period? Applicable ☐ Not applicable

Grebo: 2022 Annual Report (Download Announcement)

Sponsor name	Sponsor's office address	Sponsor representative's name	During the ongoing supervision period
CITIC Securities Co., Ltd.	Room 2206, 22nd Floor, North Tower, Shanghai Securities Building, No. 528 Pudong South Road, Shanghai	Liu Xinhao, Huang Jianfei	February 8, 2023 - December 31, 2026

Financial consultant hired by the company to perform continuous supervision duties during the reporting period

☐Applicable? Not applicable

5. Main accounting data and financial indicators

Whether the company needs to retroactively adjust or restate previous years' accounting data

☐Yes?No

	2022	2021	Increase or decrease this year compared with last year	2020
Operating income (yuan)	5,211,106,394.36	5,003,891,313.75	4.14%	4,291,276,340.99
Net profit attributable to shareholders of listed companies (yuan)	265,879,544.02	279,744,570.88	-4.96%	565,277,723.85
Net profit attributable to shareholders of listed companies after deducting non-recurring gains and losses (yuan)	221,494,113.60	236,392,361.24	-6.30%	404,500,476.09
Net cash flow generated from operating activities (yuan)	-786,193,544.36	-60,973,230.82	-1,189.41%	673,383,157.83
Basic earnings per share (yuan/share)	0.73	0.77	-5.19%	2
Diluted earnings per share (yuan/share)	0.71	0.76	-6.58%	1.96
Weighted average return on equity	18.78%	24.06%	-5.28%	103.04%
	End of 2022	end of 2021	Increase or decrease at the end of this year compared with the end of the previous year	end of 2020
Total assets (yuan)	6,194,731,209.08	5,219,295,701.03	18.69%	3,683,404,553.07
Net assets attributable to shareholders of listed companies (yuan)	1,475,757,734.93	1,355,678,042.47	8.86%	969,629,462.56

The company's net profit before and after deducting non-recurring gains and losses in the past three fiscal years, whichever is lower, is negative, and the audit report for the most recent year shows that there is uncertainty in the company's ability to continue operating.

☐Yes?No

The lower of the net profit before and after deducting extraordinary gains and losses is negative.

☐Yes?No

6. Main financial indicators by quarter

unit: yuan

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	the first season	second quarter	the third quater	fourth quarter
operating income	1,563,313,243.58	1,614,632,635.02	996,205,545.37	1,036,954,970.39
Attributable to shareholders of listed companies	147,730,875.24	106,094,168.54	-51,904,208.03	63,958,708.27
net profit				
Net profit attributable to shareholders of listed companies after deducting non-recurring gains and losses	136,783,345.75	98,132,578.56	-60,391,221.00	46,969,410.29
Net cash flow from operating activities	-163,035,990.96	-125,589,328.62	-139,978,571.46	-357,589,653.32

Are there any significant differences between the above financial indicators or their totals and the relevant financial indicators disclosed by the company in quarterly reports and semi-annual reports?

□Yes?No

7. Differences in accounting data under domestic and foreign accounting standards

1. Differences in net profit and net assets in financial reports disclosed in accordance with both international accounting standards and Chinese accounting standards

□Applicable? Not applicable

During the reporting period, there was no difference between the net profit and net assets in the financial reports disclosed in accordance with international accounting standards and Chinese accounting standards.

2. Differences in net profit and net assets in financial reports disclosed in accordance with both foreign accounting standards and Chinese accounting standards

□Applicable? Not applicable

During the reporting period, there was no difference between the net profit and net assets in the financial reports disclosed in accordance with foreign accounting standards and Chinese accounting standards.

8. Non-recurring profit and loss items and amounts

?Applicable□Not applicable

unit: yuan

project	Amount in 2022	2021 amount	2020 amount	illustrate
Gains and losses on disposal of non-current assets (including the write-off of asset impairment provisions)	-116,011.17	-1,645,397.58	-1,754,594.04	
Government subsidies included in the current profit and loss (except for government subsidies that are closely related to the company's normal business operations, comply with national policies and regulations, and are continuously enjoyed in fixed amounts or rations according to certain standards)	11,474,174.20	10,945,001.22	11,692,341.63	

Net profit and loss for the current period from the beginning of the period to the date of merger of subsidiaries resulting from business mergers under common control			55,985,886.69	
In addition to the effective hedging business related to the company's normal operating business, gains and losses from changes in fair value arising from holding trading financial assets and trading financial liabilities, as well as gains and losses from the disposal of trading financial assets, trading financial liabilities and available-for-sale financial assets investment income	19,830,039.19	37,470,631.15	127,914,369.97	
Reversal of impairment provision for accounts receivable that has been individually tested for impairment	1,052,765.25	984,477.57	693,769.60	
Other non-operating income and expenses other than the above	8,047,840.72	1,977,184.07	-503,078.43	
Other profit and loss items that meet the definition of non-recurring profits and losses	10,504,006.04		11,787,738.05	
			-12,456,627.40	
Less: Income tax impact	6,407,383.81	6,379,686.79	32,318,998.32	
Amount of impact on minority shareholders' equity (after tax)	0.00		263,559.99	
total	44,385,430.42	43,352,209.64	160,777,247.76	--

Details of other profit and loss items that meet the definition of non-recurring profits and losses:

? Applicable □ Not applicable The liquidation of long-term payables is mainly to offset the main business costs. The non-recurring profit and loss items listed in the "Explanatory Announcement No. 1 on Information Disclosure of Companies that Issue Securities to the Public - Non-recurring Profit and Loss" are defined as Description of recurring profit and loss items

□Applicable? Not applicable

The company does not define the non-recurring profit and loss items listed in the "Explanatory Announcement No. 1 on Information Disclosure of Companies that Offer Securities to the Public - Non-recurring Profit and Loss" as recurring profit and loss items.

Section 3 Management Discussion and Analysis

1. Industry conditions of the company during the reporting period

Grebo: 2022 Annual Report (Download Announcement)

The company's main business is the research and development, design, production and sales of new energy garden machinery. Its main products are lawn mowers, trimmers, cleaning machines, hair dryers, pruners, chain saws, etc. According to the "Guidelines for the Industry Classification of Listed Companies" (revised in 2012) issued by the China Securities Regulatory Commission, the company's industry belongs to the special equipment manufacturing industry (C35) under the manufacturing category; according to the "National Economic Industry Classification" (GB/T4754-2017), the company's industry belongs to mechanized agriculture and gardening machinery manufacturing (C3572).

The garden machinery industry first originated in Europe and has a history of more than a hundred years. With the deepening popularization of the concept of harmonious coexistence between man and nature, gardening culture has gradually emerged in various countries around the world, further expanding the market space for garden machinery products. Especially in developed countries and regions in Europe and the United States, due to the large number of residents using independent buildings and the large green space per capita, the living standards of local residents are high. Many residents have the hobby of caring for their own gardens. At the same time, they are influenced by the Western humanistic environment and community concepts. Most families invest manpower and material resources in the maintenance of gardens and courtyards. Garden machinery products have entered thousands of households and become indispensable helpers for family gardening life. They are often used as gifts to each other. At the same time, urban greening The gradual improvement has also greatly increased the demand for garden machinery products. After entering the 21st century, with the continued growth of the world economy and the continuous advancement of machinery manufacturing technology, the technical level of garden machinery has begun to develop to a higher level. Garden machinery products, especially lithium battery environmentally friendly power products, have become daily necessities for residents in many European and American countries.

Overall, the development of the garden machinery industry has gone through three stages: hand tools, fuel and AC power, and DC power. Traditional garden machinery products driven by fuel power have low energy utilization rates and serious heat energy losses. Moreover, due to the lack of exhaust gas treatment devices, the exhaust gas generated will cause serious pollution to the atmosphere. In recent years, with the intensification of global warming and environmental pollution , countries around the world are paying more and more attention to environmental protection issues, and the environmental protection laws and regulations of various countries have gradually increased their requirements for garden machinery products, such as the European Union's Euro II emission standards, the United States' EPA standards, etc. California, the United States, has introduced a law banning the sale and use of small non-standard vehicles in 2024. Gasoline-powered equipment for road engines, including gasoline-powered generators, high-pressure washers, and lawn tools such as leaf blowers and lawn mowers, etc. Garden machinery products face higher environmental requirements. Compared with traditional fuel-powered garden machinery products, new energy garden machinery products based on lithium battery power have excellent product characteristics such as clean and environmentally friendly, low noise, low vibration, simple maintenance, and low operating costs; with the continuous progress of lithium battery technology, batteries Limitations on battery life and manufacturing costs have gradually been broken, and new energy garden machinery products have begun to popularize the market and have been recognized by various end users. Their market share is also increasing year by year, driven by the trend of industrial technology upgrading. Take lawn mowers as an example. According to OPEI data, shipments of fuel-powered lawn mowers in North America dropped from 5.08 million units in 2017 to 2.68 million units in 2022. Shipments of lithium-ion lawn mowers dropped from 5.08 million units in 2017 to 2.68 million units in 2022. 560,000 units, rising to 2.09 million units in 2022. As electric motor technology gradually surpasses internal combustion engine technology, the advantages of new energy garden machinery become more obvious. It is expected that in the future, in addition to forestry logging, municipal sanitation and other professional fields, the market share of fuel-powered garden machinery will continue to decline in the general household and commercial fields. New energy garden machinery is a strong substitute for fuel-powered garden machinery.

2. The main business of the company during the reporting period

The company has been engaged in the research and development, design, production and sales of new energy garden machinery since 2007, and is a pioneer in the new energy garden machinery industry. The company's products can be divided into new energy garden machinery and AC garden machinery according to power type. Among them, new energy garden machinery is the main category, accounting for about 70% of the revenue. The company's new energy garden machinery covers a full range of hand-held, push-type, mount-type and intelligent products, mainly including lawn mowers, trimmers, hair dryers, pruners, chain saws, intelligent lawn mowing robots, and intelligent mount-type mowers. Grass carts and supporting battery packs; AC garden machinery mainly includes cleaning machines and lawn mowers, and other products include air compressors, power tools and accessories, etc. The company's product details are as follows:

1. New energy garden machinery

The company's current large-volume sales of new energy garden machinery are mainly hand-held and push-type products, including lawn mowers, trimmers, hair dryers, chain saws, pruners and supporting battery pack products. The product line

covers 20V, Lithium battery platforms such as 40V, 60V, 80V and 82V can effectively meet the various needs of ordinary household consumers, professionals and professional gardening companies. During the reporting period, the company's new energy garden machinery achieved revenue of 3.9216913 million yuan, accounting for 75.26% of the operating revenue.

New energy lawn mower

New energy chain saw

New energy pruning machine

New energy lawn mowers and hair dryers

2. AC garden machinery

The company's AC garden machinery products mainly include AC cleaning machines, AC lawn mowers, air compressors, etc. The products have the characteristics of good environmental protection, strong endurance, high power, and excellent performance. They basically cover a full range of garden tool products, including lawn mowers. mowers, lawn mowers, hair dryers, pruners, chain saws, etc., they are still competitive in the market. AC high-pressure cleaners can be mainly divided into household high-pressure cleaners and commercial high-pressure cleaners according to their application fields. Through years of technology and platform accumulation, the company has launched multiple series of products with different pressures and flow rates to cover the needs of different consumers. Household high-pressure cleaning machines have relatively low requirements for pressure and flow, strong cleaning capabilities, high work efficiency, and can greatly save cleaning costs.

Low cost, light and flexible to carry, multi-functional, simple to operate, safer, etc. The cleaning operation is not limited by shape and material. The cleaning range is quite wide. It is mainly used for cleaning residential courtyards, roofs, walls, swimming pools, vehicles, etc. Commercial high-pressure cleaners are benchmarked against gasoline performance and parameters, and are used frequently, for a long time, and have a relatively long design life. It has the following characteristics: ① The product is environmentally friendly and pollution-free; ② The product is equipped with a gun shutdown function, which is simple to operate; ③ The introduction of high-power brushless intelligent motors and high-pressure pumps, the nominal pressure of the machine reaches 3000 PSI, which can replace some gasoline cleaning machines. Realize the goal of replacing gasoline cleaning machines with electric cleaning machines. Many cleaning machines produced by the company have been listed as products recommended by the authoritative American Consumer Reports, and have been selected as the best AC cleaning machines in 2022 by pro-tools and other well-known media.

During the reporting period, the company's AC garden machinery products achieved revenue of 827.734 million yuan, accounting for 15.88% of the operating revenue.

AC electric cleaning machine

3. Other products

The company's other products mainly include air compressors, power tools, accessories, etc. During the reporting period, the company's other garden machinery products achieved revenue of 461.6811 million yuan, accounting for 8.86% of the operating revenue.

electrical tools

3. Core competitiveness analysis

(1) Innovation advantages

The company has a senior global R&D team that is always committed to the research and development of new products. During the reporting period, the company launched a number of new products, the highlights of which are as follows:

1. A new generation of commercial lithium-ion lawn mower--"OptimusZ" and its series

Compared with traditional fuel-based commercial lawn mowers, this product is in an advantageous position in terms of power, mowing efficiency, and cost savings for customers. In October 2022, at the International Horticulture and Outdoor Power Machinery and Equipment Exhibition in Louisville, the United States, the "OptimusZ" series of products attracted the attention of the participants as soon as they were launched. After the meeting, BrightView, the largest landscaping service company in North America, Negotiated strategic cooperation with the company on this product. This move is a milestone for the company to enter the field of commercial lithium battery garden machinery. As China's leading company that can produce lithium-ion commercial lawn mowers, commercial lithium-ion garden machinery products with the "OptimusZ" series as the core will become an important performance growth point for the company in the future. "OptimusZ 60" has strong power output, intelligent system and long battery life, which can maximize the efficiency of garden work. Power performance: The maximum output power is as high as 65HP, which is much higher than the power of the 38HP gasoline engine currently on the market. It

is equipped with the most advanced 19K Constant Smart Cutting System and PowrTraq Smart Drive System, which can maintain the blade tip speed at 19,000 FPM and adjust the speed according to different grass conditions to mow the grass. Speeds can reach 16 MPH. Battery technology: OptimusZ 60″ is equipped with a 24kWh lithium iron phosphate battery, which can cover a maximum mowing area of 21 acres and has a maximum use time of 8 hours. If an 8kW charger is used, it can be fully charged in as fast as 3 hours. In terms of use time and charging time, etc. It is better than ToroZ Master in all aspects. The company's square lithium iron phosphate battery technology maximizes the safety and performance of the device under extreme conditions, and can still maintain 70% of the state of charge after withstanding severe shocks and 2,000 cycles of charging.

Intelligent: OptimusZ has real-time 4G/GPS communication connectivity and can conduct fleet management through unit software and Greenworks business application software. This communication capability provides real-time visible statistics, battery status and system functions. At the same time, the 4G communication module supports OTA (Over-the-air) software upgrades, ensuring that the machine always has the latest software without going to a dealer or repair shop. The company's self-developed Greenworks Fleet Connect fleet management system can remotely view the working status of equipment and employee movement tracks; the Greenshield Theft Protection anti-theft system can specify the use range of equipment and support remote shutdown and 4G GPS positioning tracking functions. Compared with the Toro Z Master Revolution of the same level, Grebo products are superior to competitors in terms of price, performance, etc. The greenworks OptimusZ 60" is currently priced at $26,999.99, which is about $13,000 cheaper than competing products. The substitution advantage is obvious.

2. 82V 3.4kW chain saw

In 2022, the company launched the 82V 3.4kW chain saw, a heavy-duty lithium-electric chain saw suitable for professionals' outdoor work. This product is the world's first lithium-electric chain saw suitable for 20-inch blades. It is equipped with an 82V high-voltage DC rechargeable battery pack. The whole machine is rated at 3400W. Due to the elimination of the gearbox structure and the use of an external rotor brushless motor, the plate chain speed reaches 25m/s. It has high-speed direct transmission. It has the characteristics of light weight, high-speed cutting, and efficient operation. It has the characteristics that traditional chain saws cannot Comparative advantage. The successful launch of this product will drive electric garden tools towards in-depth and professional development, thereby reducing the market share of chain saws.

3. 82V one-hand saw

With the cooperation of the company's Changzhou and Swedish R&D teams, the world's first 82V lithium-ion single-hand saw was successfully developed and launched in 2022. This product is a special gardening tool designed for professional workers to prune, saw, and prune trees. , which is lightweight, compact, portable, fast and safe, and belongs to the third generation of our company's single-hand saw intelligent tool products. The 82V single-hand saw is powered by a backpack battery pack, and the power supply load is set to the body, making the saw more lightweight, convenient and easy to operate. This tool has intelligent PCB control to avoid excessive manual intervention. It only needs one-hand operation to hold, start the power supply, turn on the anti-self-locking, and start the trigger to run the tool. At the same time, this tool has a knife chain. Intelligent functional features such as self-lubrication, high-speed operation of the knife chain, high-efficiency cutting, self-protection against overload and power-off, self-starting after locked-rotor release, automatic fault alarm, under-voltage protection, instant kickback braking, etc. Compared with the same type of gasoline single-hand saw, With the advantages of simple and convenient operation, environmental protection, light weight and strong horsepower, this product is very popular in the Australian market.

4. GC82V Pruning Machine

In 2022, the company successfully developed the GC82V commercial pruning machine. The product innovatively adopts the technology of a small brushless external rotor motor + small transmission ratio, which enables the whole machine to have low power consumption in the no-load state and can also The output power is strong under load, thereby achieving overall high efficiency and lightweight. The entire machine weighs only 3.5KG, making it the lightest commercial pruning machine at present, which greatly improves user operating comfort. At the same time, it has good waterproof and dustproof effect. It has obtained IPX5 certificate and can be used normally in dusty environment and rainy weather. The output speed of the whole machine is 5000SPM, which is the lithium-ion pruning tool with the highest output speed at present, and can fully replace the gasoline-powered pruning machine.

5. 24-inch two-step snow blower

In 2022, the company launched a 24-inch two-step snowplow powered by a lithium battery-driven main blade and self-propelled system, focusing on 60V, 80V and 82V platform series. This product adopts the innovative technology of intelligent brushless electronic control + high-power brushless motor + multi-package parallel connection. It can adjust the output power according to the actual use environment and load status. The whole machine setting is divided into 5 levels of speed

regulation to control the output size, throw and throw. The distance and height of the snow, etc., for example, when facing thick snow, wet snow or freezing snow, it will output more power, is not easy to be blocked and shut down, and has strong overload resistance, surpassing gasoline-based snowplows. When plowing thin snow, When it snows, the snowplow can choose low-speed mode to avoid throwing snow into the neighbor's yard. The product uses a 3-pack battery parallel discharge module with a rated power of over 5KW, a 24-inch snow clearing width, and can throw snow 50 feet away. It also has a long battery life and can clear the lanes of 18 vehicles on a single charge, thus meeting the needs of customers. Since its launch in 2022, the two-step snow plow has been well received by the market in the United States, Canada and Europe.

6.1.2KW lawn mower

In 2022, the company developed a new generation of 1.2KW professional lawn mower. This product combines past user feedback and experience and always grasps several core directions such as lightweight, high reliability, and long battery life. Its performance in all aspects is compared to The previous generation has been significantly improved. Compared with traditional gasoline engines, it has the advantages of significantly lower noise, lower vibration, lighter weight, and stronger horsepower. (1) Using a smaller brushless external rotor motor and optimizing the air duct, it simultaneously meets the requirements of lightweight and high power output. (2) Due to the improved installation structure, the motor can be quickly removed and replaced for easy installation. Maintenance, (3) The waterproof level of the product has been upgraded from IPX4 to IPX5, thus meeting the need for grass cutting near water and shallow water areas, and expanding the use scenarios. At present, this lawn mower has been successively launched in the United States, Australia and other regions, and the product has received unanimous praise from dealers and users!

(2) Brand advantages

The company attaches great importance to the construction and cultivation of its own brands. After years of efforts, the company has established long-term and stable cooperative relationships with well-known supermarkets in North America and Europe, such as Lowe's, Costco, TSC, Harbor Freight Tools, Menards, Bauhaus, etc.; the company's products are sold on Amazon It has occupied the leading category market share on major e-commerce platforms for many years. Greenworks brand lawn mowers, hair dryers and other products have been ranked among Amazon's "Best Sellers" (best-selling products) all year round. Greenworks brand cleaning machines have ranked first in the rankings released by Consumer Reports in the United States. The company ranks at the top of the recommended list of cleaning machines. At the same time, the company has established stable cooperative relationships with major European and American garden machinery dealers such as Carswell and Willand. During the reporting period, the sales proportion of the company's own brand products continued to increase. The sales revenue of private brand products accounted for 66.81%, a year-on-year increase of 22.73%. It has become the main component of the company's business revenue, and both sales volume and user reputation remain at the forefront of the market.

(3) Supply chain advantages

The company has established a global supply chain management system with China as the core and has established good cooperative relationships with thousands of suppliers around the world. The company has established three major manufacturing bases in China, Vietnam, and the United States. It can continuously optimize production management according to customer needs, ensure the simultaneous provision of multi-category and multi-model products, and the manufacturing capacity to carry out multi-order production at the same time to ensure production efficiency and quality. Provide customers with customized products, greatly reduce comprehensive procurement costs, and enhance the market competitiveness of the company's products.

(4) Vertical manufacturing advantages

The company has a vertically integrated intelligent manufacturing system and has mastered the industry-leading three-electricity technology. More than 80% of its core components are independently designed and manufactured. The proportion of self-production is higher than that of its peers. It has obvious advantages in product performance, lifespan and frequency of new launches. Therefore, the vertically integrated intelligent manufacturing system is one of the company's core competitiveness and an effective guarantee for rapid response to customer needs.

(5) Channel advantages

The company has established a number of subsidiaries in the United States, Canada, Europe and other regions. After more than 10 years of market expansion and customer accumulation, it has established a sales model covering all online and offline channels of "supermarkets + e-commerce + dealers". Among them, offline channels include supermarket channels and dealer channels.

and manufacturers, the online channels cover B2B e-commerce channels and B2C e-commerce channels. In the North American market, the company's products have been successfully sold to Lowe's, the world's second largest home decoration goods store, TSC, the largest rural lifestyle retail store operator in the United States, CTC, the largest home building materials

supermarket in Canada, Walmart, the world's largest retail supermarket, and the United States. Supermarkets Costco and Menards, and American discount tools and equipment retailer Harbor Freight Tools, etc.; in the European market, the company has successfully entered Leroy Merlin, the largest building materials supermarket in Europe, and Bauhaus, the second largest building materials supermarket in Germany.

Based on the rapid development of the Internet, the company is keenly aware of the huge potential of e-commerce consumption. It has cooperated with online channels since the establishment of its own brand. Currently, the development trend of online channels is good, and the company's products are sold on major e-commerce platforms such as Amazon. It has occupied the leading category market share on the e-commerce platform for many years.

(6) International advantages

The company actively utilizes the advantages of local teams in Europe and the United States to continue to provide customers with a comprehensive local service system, ensuring mutual matching and rapid response of order delivery and after-sales maintenance. The international advantages effectively ensure that the company can not only take advantage of the low-cost advantages of the Asian manufacturing clusters, but also use the U.S. logistics system and the efficient services of local channels in European and American markets to build stronger core competitiveness in the competition with its opponents. is accelerating to become a global company.

4. Main business analysis

1 Overview

As a leading enterprise in the global new energy garden machinery industry, our company is mainly engaged in the research and development, design, production and sales of its own brand of new energy garden machinery. During the reporting period, due to repeated changes in the macro environment and intensifying international frictions, and in the face of tight logistics capacity, rising labor costs, and substantial changes in raw material and shipping prices, the company actively took measures to overcome various difficulties and challenges and basically completed the The company's annual goals, and the company successfully passed the application for the initial public offering of new shares by the Shenzhen Stock Exchange's Growth Enterprise Market Listing Committee, and obtained a registration letter approved by the China Securities Regulatory Commission, thus laying a solid foundation for further consolidating the industry's dominant position and long-term future development. Base. During the reporting period, the company achieved operating income of RMB 5,211,106,400, an increase of 4.14% compared to the same period last year; net profit attributable to shareholders of the listed company was RMB 265,879,500, a decrease of 4.96% compared to the same period last year. The company's main work in 2022 will focus on the following aspects:

(1) Strengthen development efforts in the commercial field

The company has been laying out the 82V commercial series since 2015, and was the first in the industry to launch high-voltage lithium battery platform products to meet the needs of professional

the needs of professionals. The 82V series products combine strong power and excellent performance and are suitable for all-weather heavy-duty professional use. The products include lawn trimmers, pruners, blowers, chain saws, lawn pushers, snow blowers, all-terrain vehicles, and zero-turn lawn mowers. wait. During the reporting period, the company launched a new generation of 82v garden machinery products, which are in an advantageous position in terms of high power, high efficiency and cost savings for customers. With the improvement of the 82v commercial platform, the company has gained a head start in the commercial market.

(2) Optimize the layout of production bases

During the reporting period, the company closely focused on the development strategy formulated by the board of directors, actively carried out various tasks, further consolidated its main business, and planned a new production base layout on the original basis. Specific measures include:

In order to further reduce the impact of tariffs, the company takes advantage of Vietnam's advantages of no tariffs, low labor costs, and convenient management to further expand the scale of production in Vietnam and enhance the manufacturing capabilities of Vietnamese factories. In 2020, the company purchased an additional 20 hectares of land in Taiping, Vietnam. In 2022, the company planned and designed a new factory. The planned factory area in the first phase is 45,000 square meters, and the relevant design work has been completed.

Vietnam factory photos

The company has a factory covering an area of 80,000 square meters and a construction area of 40,000 square meters in Morristown, Tennessee, USA.

With the successful release of the "OptimusZ" series of products, in order to save transportation costs and facilitate after-sales service, the company launched the construction of a U.S. manufacturing plant in 2022. In January 2023, "OptimusZ" achieved mass production in the U.S. factory. At the same time, in order to improve business rapid response capabilities and product delivery capabilities, and implement a 48-hour delivery plan according to the needs of B2C business, the layout of the eastern and western US regions and the automated transformation and upgrading of existing warehouses have been completed, with the eastern US warehouse as the For example, B2C business already meets AGV automatic pickup and delivery, achieving efficient warehousing operations.

Photos of U.S. factories In order to cope with the complexity brought about by the company's business growth, the company continues to increase investment in IT and use informatization to connect the world. In 2022, the company successfully launched the salesforce system, realizing friendly and convenient interaction between users and the company, improving customer service capabilities and promoting sales.

Through the above measures, the company actively explores new development opportunities, strengthens its core competitiveness, and lays a solid foundation for long-term and stable development.

(3) Strengthen the construction of greenworks' own brand

The company attaches great importance to the construction and cultivation of its own brand. In 2022, the company will fully invest in the research and development and upgrade of greenworks brand products. During the reporting period, the sales proportion of the company's own brand products continued to increase. The sales revenue of private brand products accounted for 66.81%, a year-on-year increase of 22.73%, and has become the main component of the company's business income. Currently, greenworks brand products such as lawn mowers and hair dryers are among the "Best Sellers" (best-selling products) on the U.S. e-commerce platform Amazon, and their sales volume and user reputation remain at the forefront of the market.

(4) Increase investment in research and development and raise competition barriers

The company has always attached great importance to and continuously improved its technological research and development capabilities, and regarded continuous innovation and upgrading of professional technology as an important driving force for the company's sustainable development. In 2022, the company's R&D investment will be 213.4956 million yuan, a year-on-year increase of 2.52%. As of the end of December 2022, the company had a total of 1,504 domestic and foreign patents, including 164 invention patents. While adhering to a market- and customer-demand-oriented R&D mechanism, the company has established a complete technological innovation mechanism to maintain its industry technological leadership and ensure the company's sustainable development.

2. Income and costs

(1) Composition of operating income

Overall operating income

unit: yuan

	2022		2021		Year-on-year increase or decrease
	Amount	Proportion of operating income	Amount	Proportion of operating income	
Total operating income	5,211,106,394.36	100%	5,003,891,313.75	100%	4.14%
sector					
Forestry equipment	5,181,177,006.22	99.43%	4,979,371,768.85	99.51%	4.05%
other	29,929,388.14	0.57%	24,519,544.90	0.49%	22.06%
By product					
New energy garden machinery	3,921,691,325.83	75.26%	3,425,578,781.92	68.46%	14.48%
AC garden machinery	827,733,998.00	15.88%	1,149,199,251.42	22.97%	-27.97%
other	461,681,070.53	8.86%	429,113,280.41	8.58%	7.59%
By region					
overseas	5,140,988,147.28	98.65%	4,926,831,484.05	98.46%	4.35%

within the territory	70,118,247.08	1.35%	77,059,829.70	1.54%	-9.01%
Split sales model					
private label	3,481,736,120.15	66.81%	2,836,957,440.59	56.70%	22.73%
Customer brand	1,729,370,274.21	33.19%	2,166,933,873.16	43.30%	-20.19%

(2) Industries, products, regions, and sales models that account for more than 10% of the company's operating revenue or operating profit

?Applicable□Not applicable

unit: yuan

	operating income	Operating cost	Gross profit margin	Operating income increased or decreased compared with the same period last year	Operating costs increased or decreased compared with the same period last year	Gross profit margin increased or decreased compared with the same period last year
sector						
Forestry equipment	5,181,177,006.22	3,843,025,299.48	25.83%	4.05%	6.65%	-1.81%
By product						
New energy garden machinery	3,921,691,325.83	2,843,727,697.02	27.49%	14.48%	18.93%	-2.71%
AC garden machinery	827,733,998.00	659,768,079.43	20.29%	-27.97%	-25.11%	-3.05%
other	431,751,682.39	339,529,523.39	21.36%	6.72%	2.45%	3.27%
By region						
overseas	5,139,541,895.11	3,811,825,835.42	25.83%	4.31%	7.09%	-1.92%
within the territory	41,635,111.11	31,199,464.06	25.06%	-20.75%	-28.83%	8.51%
Split sales model						
private label	3,451,806,732.01	2,568,878,084.25	25.58%	21.68%	25.22%	-2.11%
Customer brand	1,729,370,274.21	1,274,147,215.23	26.32%	-19.28%	-17.90%	-1.24%

If the statistical caliber of the company's main business data is adjusted during the reporting period, the company's main business data in the most recent year will be adjusted based on the caliber at the end of the reporting period.

□Applicable? Not applicable

(3) Whether the company's physical sales revenue is greater than its labor service revenue

?Yes □ No

Category	project	unit	2022	2021	Year-on-year increase or decrease
Forestry equipment	sales volume	Thousands of pieces	679.69	763.83	-11.02%
	Production	Thousands of pieces	600.29	849.73	-29.36%
	inventory	Thousands of pieces	226.91	253.14	-10.36%

Explanation of reasons why relevant data changed by more than 30% year-on-year

□Applicable? Not applicable

(4) Performance of major sales contracts and major purchase contracts signed by the company as of this reporting period

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☐Applicable? Not applicable

(5) Composition of operating costs

Industry Classification Industry Classification

unit: yuan

Category	project	2022		2021		Year-on-year increase or decrease
		Amount	Proportion of operating costs	Amount	Proportion of operating costs	
Forestry equipment	direct material	2,959,596,127.84	77.01%	2,781,102,953.69	77.18%	-0.17%
Forestry equipment	Direct labor	246,085,981.70	6.40%	231,892,887.64	6.44%	-0.04%
Forestry equipment	Manufacturing costs	637,343,189.94	16.59%	590,500,581.69	16.38%	0.21%

Description None

(6) Whether there are changes in the scope of consolidation during the reporting period

?Yes ☐ No

(1) Subsidiaries newly included in the scope of consolidation in this period

serial number	Full name of subsidiary	Subsidiary name	level	Reasons for inclusion in the scope of consolidation in this period
1	Yixinjia Technology (Changzhou) Co., Ltd.	Yixinjia	Subsidiaries	New

(7) Significant changes or adjustments to the company's business, products or services during the reporting period

☐Applicable? Not applicable

(8) Major sales customers and major suppliers

The company's main sales customers

Total sales amount of top five customers (yuan)	2,500,978,945.04
The total sales amount of the top five customers accounts for the proportion of total annual sales	47.99%
Proportion of related party sales to total annual sales among top five customers	0.00%

Information about the company's top 5 customers

serial number	client's name	Sales (yuan)	Proportion of total annual sales
1	Customer one	770,387,949.22	14.78%
2	Customer two	512,103,475.97	9.83%
3	Customer three	478,528,139.18	9.18%
4	Customer four	452,806,239.59	8.69%
5	Customer five	287,153,141.08	5.51%
total	--	2,500,978,945.04	47.99%

Other descriptions of major customers

☐Applicable? Not applicable

The company's main suppliers

Total purchase amount of top five suppliers (yuan)	884,214,794.15

The total purchase amount of the top five suppliers accounts for the proportion of the total annual purchase	28.26%
Proportion of related party purchases among the top five suppliers' total annual purchases	0.00%

Information about the company's top 5 suppliers

serial number	Supplier name	Purchase amount (yuan)	Proportion of total annual purchases
1	Supplier one	535,589,399.34	17.12%
2	Supplier two	148,656,455.00	4.75%
3	Supplier three	83,504,915.56	2.67%
4	Supplier four	61,382,199.24	1.96%
5	Supplier five	55,081,825.01	1.76%
total	--	884,214,794.15	28.26%

Other information about major suppliers

□Applicable? Not applicable

3. Cost

unit: yuan

	2022	2021	Year-on-year increase or decrease	Description of major changes
sales expense	609,832,810.15	442,224,367.84	37.90%	Mainly due to the expansion of self-owned brand business, increase in sales personnel, increase in advertising investment, and increase in warehousing rental fees
Management costs	467,241,839.27	413,696,780.46	12.94%	Mainly due to increase in personnel and annual salary adjustment
Financial expenses	-155,184,511.94	44,241,015.02	-450.77%	Mainly caused by exchange rate fluctuations.
R&D expenses	213,495,575.26	208,250,638.90	2.52%	

4. R&D investment

?Applicable□Not applicable

Main R&D project names	Project purpose	Project Progress	Goals to be achieved	Estimated impact on the company's future development
Research and development of monitoring and remote control APP and cloud platform for garden machinery products	Establish a cloud operating platform and supporting user APP for future product intelligence and networking	completed	Establish a complete ecological chain of intelligent products	Provide data analysis platform for enterprise product forecasting, research and development, and after-sales service
Research and development of two-step snow plow	Professional product, high power and high efficiency	completed	Sales start in North America in 2022	Enter the professional market
Electric zero-turn lawn mower autonomous driving	Developing driverless system for lawn mowers	completed	Realizing self-driving lawn mowers	Applied to Optimus Z, launching Optimus AI

system				
Research and development of dual brushless motor lawn mowers	Improve mowing efficiency and extend battery life	completed	Already sold globally in 2022	Expand the large-size product line of lawn mowers and improve product performance
82V cutting saw research and development (international cooperation project)	Professional product, high power, fast cutting speed	in progress	Launched at the end of 2023	Improve the cutting saw product line
Research and development of double-pack brushless brush trimmer	Improve platform versatility and increase battery life	completed	Already sold globally in 2022	Add product platforms and improve usage
Brushless ground drilling research and development	Enrich product categories to meet customers' ODM development needs	completed	EB stage	Increase sales and secure OEM customers
Research and development of 3000W high-power motor	Add high-speed and high-power motor platform	completed	Achieve speed of 30000RPM, output power of 3000W high power density motor	Under the technical conditions of using air cooling for heat dissipation, the motor power density can reach 3KW/kg, and the peak power density can reach 5KW/kg. It can be used in hand-held tools to reduce product weight.
Lithium battery farm vehicle research and development	Expand product line and enter the agricultural vehicle market	completed	Already on sale in North America	Increase sales and increase market share
Research and development of 82V smart lithium battery pack	Add wireless data transmission function	completed	A Bluetooth module is added to the battery pack to realize the transmission of product data and APP.	Build the hardware foundation of the Internet of Things, establish a product ecosystem with battery packs as the core, improve user experience and increase customer stickiness, and provide technical support for the continued sales of the company's products
82V multi-slot charger research and development	Charging multiple slots at the same time to improve charging efficiency	completed	Already sold globally in 2022	Expand the charger platform and improve the battery life of the entire product
Research and development of American smart lawn mower (international cooperation project)	Develop a smart lawn mower suitable for the North American market	completed	Sales start in North America in 2022	The penetration rate of smart lawn mower products in the North American market is not high. Make early arrangements to seize the share of this type of products in the North American market.
Research and development of professional double-pack backpack hair dryer	Develop industrial vacuum cleaner categories to meet customer ODM needs	completed	Mass production in June 2023	Increase sales and secure major customers
Silent air compressor research and development	Solve the pain point of loud noise in the industry	in progress	Launch in the fourth quarter of 2023	Enrich product platforms and increase company sales

	and expand the product chain			and market share
Research and development of intelligent IoT lithium battery zero-turn lawn mower	Develop models with larger cutting widths	in progress	Shipment in the fourth quarter of 2023	Increase sales and increase market share
Research and development of interconnection projects for household smart garden products	Give traditional garden tools intelligence, data and networking	in progress	A series of products will be launched in 2024	It can more accurately locate users' pain points in different scenarios and provide data basis for future product development and upgrades; at the same time, it can better improve customer service satisfaction.
Research and development of rotary head trimmer	Lightweight, compact, full-featured for home use	completed	Already sold globally in 2022	Further improve the competitiveness of household product lines
140 High-efficiency permanent magnet synchronous motor research and development	Added 140mm high-efficiency permanent magnet synchronous motor platform	completed	Permanent magnet synchronous motor with an outer diameter of 140mm, the motor efficiency reaches double 90, and the maximum efficiency is greater than 92%	Use the MTPA control algorithm to make full use of the permanent magnet torque and reluctance torque of the motor, effectively reducing the size and weight of the motor, saving costs and improving performance.
Research and development of professional multifunctional rod repair	Professional product, high efficiency, long battery life	completed	Already sold globally in 2022	Enter the professional market
82V lightweight backpack single-hand saw	Professional product, lightweight and long battery life	completed	Already sold globally in 2022	Enter the professional market
24V floor washing machine research and development	Mainstream architecture floor scrubbers, consumer electronics battery packs	completed	Mass production in October 2022	New categories to increase sales
Multifunctional charger research and development	Expand the use range of chargers	in progress	Not only can it charge battery packs, but it can also be expanded to charge 3C products.	Actively introduce new industry development technologies to achieve higher power density of charger products. It has expanded the application scope of the company's products, not only limited to garden tools but also applicable to 3C products. Add new growth points to the company
Research and development of ultra-high speed, silent, energy-saving and efficient motors	Develop 100000RPM motor	in progress	Motor speed reaches 10-15WRPM	Ultra-high-speed motors can be used in household appliances such as vacuum cleaners, providing cost-effective and reliable core power for companies to expand their cleaning business.

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Research and development of 82V professional second-generation double-pack backpack hair dryer	High power, high blowing force, low noise, professional product	in progress	Launched in mid-2023	Comprehensive and professional gasoline hair dryer competition
Home Zero Turn Six and Mow Lawn	Develop 30″, 54″,	in progress	Shipment in the fourth quarter of 2023	Reduce costs and increase sales
car research and development	New models of 60″ equal cutting width, and reduce costs by adopting new technologies such as two-in-one controller and three-in-one controller			Amount, increase market share
Research and development of third generation smart lawn mowers	Solve the pain point of smart lawn mowers requiring an electronic fence to be used, using a new generation of satellite positioning technology	in progress	Launch in 2024	As labor costs and life pressure rise, intelligent and unmanned products are the trend of technological development; with the accumulation of a large amount of robotics technology and personnel accumulation, the market competitiveness of enterprise products will be further enhanced.
DC brushless high-pressure cleaning machine research and development	High-power DC high-pressure cleaning machine, establishing industry technology leadership	in progress	One model has been launched in the first quarter of 2023 and will be launched in the remaining four quarters.	Replacing gasoline power, leading the industry in technology, increasing the company's core technological competitiveness and increasing market share.
Research and development of new lithium battery power head	Efficient brushless, adaptable to a variety of complete products	in progress	Launched at the end of 2023	Replace the conventional power head of gasoline engine
Research and development of high-capacity lithium battery packs	Increase battery life	in progress	Significantly increase the discharge time of battery pack products	According to the development of battery industry technology, we actively develop large-capacity lithium battery pack products to provide longer use time for the complete product, improve customer experience, enrich the company's battery pack product line, and continue to lead the new energy garden tool industry. develop
43CM large cutting size lawn mower	High power, wide cutting range, high efficiency, professional product	completed	Already sold globally in 2022	Replaces conventional gasoline lawn mowers
high power impact drill	Enrich product categories and improve product ecology	in progress	Fuk	Increase sales and enhance product competitiveness
Lithium battery cross-border multi-functional all-terrain vehicle	Develop multi-pack parallel powered all-terrain vehicles, lithium battery	in progress	Shipment in the fourth quarter of 2023	Increase sales and increase market share

	packs can be shared with garden tools			
Research and development of electric palm machine	Brand new category, powerful and lightweight	in progress	Launched in mid-2023	Replacement of hand and gasoline tools, professional products
Research and development of split tea picking machine	Professional product, powerful and lightweight	in progress	Launched in mid-2023	Alternative to gasoline tools, professional products
Research and development of self-propelled snowplow	High power, zero turning, high efficiency	completed	Sales start in North America in 2022	Added self-propelled snowplow product line

Company R&D personnel

	2022	2021	Change ratio
Number of R&D personnel (people)	390	371	5.12%
Proportion of number of R&D personnel	7.41%	7.05%	0.36%
R&D staff academic qualifications			
Undergraduate	243	241	0.83%
master	17	20	-15.00%
Age composition of R&D personnel			
Under 30 years old	93	79	17.72%
30~40 years old	227	169	34.32%

The company’s R&D investment amount in the past three years and its proportion to operating income

	2022	2021	2020
Amount of R&D investment (yuan)	213,495,575.26	208,250,638.90	186,809,711.58
R&D investment as a proportion of operating income	4.10%	4.16%	4.35%
Amount of capitalized R&D expenditure (yuan)	0.00	0.00	0.00
Capitalized R&D expenditure as a proportion of R&D investment	0.00%	0.00%	0.00%
Capitalized R&D expenditure as a proportion of net profit for the period	0.00%	0.00%	0.00%

The reasons and impacts of major changes in the company’s R&D personnel composition

□Applicable? Not applicable

Reasons for the significant change in the proportion of total R&D investment in operating income compared with the previous year

□Applicable? Not applicable

Reasons for substantial changes in R&D investment capitalization rates and their rationale

□Applicable? Not applicable

5. Cash flow

unit: yuan

project	2022	2021	Year-on-year increase or decrease

Subtotal cash inflow from operating activities	5,861,404,538.57	5,437,559,659.02	7.79%
Subtotal cash outflow from operating activities	6,647,598,082.93	5,498,532,889.84	20.90%
Net cash flow from operating activities	-786,193,544.36	-60,973,230.82	-1,189.41%
Subtotal of cash inflows from investing activities	193,753,608.78	510,222,096.55	-62.03%
Subtotal of cash outflows from investing activities	419,180,170.23	554,858,837.02	-24.45%
Net cash flows from investing activities	-225,426,561.45	-44,636,740.47	-405.02%
Subtotal of cash inflows from financing activities	2,405,178,117.92	1,639,542,045.58	46.70%
Subtotal of cash outflows from financing activities	1,472,616,834.67	1,362,362,404.53	8.09%
Net cash flow from financing activities	932,561,283.25	277,179,641.05	236.45%
Net increase in cash and cash equivalents	-61,497,655.68	165,914,680.48	-137.07%

Explanation of the main factors affecting significant year-on-year changes in relevant data? Applicable □ Not applicable

1. During the reporting period, the net cash flow generated from operating activities decreased by 1,189.41% compared with the previous year, mainly due to the increase in inventory during the reporting period, and the increase in payments and wages paid compared with the same period last year.

2. During the reporting period, the net cash flow generated from investing activities decreased by 405.02% compared with the previous year, mainly due to the decrease in the margin of forward foreign exchange contracts and the delivery income of forward foreign exchange for which hedging accounting was not implemented during the reporting period.

3. During the reporting period, the net cash flow generated from financing activities increased by 236.45% compared with the previous year, mainly due to the increased borrowings in this period. Explanation of the significant difference between the company's net cash flow generated from operating activities during the reporting period and the current year's net profit? Applicable □ Not applicable Mainly because with the expansion of the company's independent brand business scale, sufficient inventory needs to be reserved locally in Europe and the United States, resulting in overall inventory The amount increases.

5. Non-main business situation

?Applicable□Not applicable

unit: yuan

	Amount	Proportion of total profit	Explanation of causes	Is it sustainable?
investment income	11,896,161.93	5.54%	Mainly due to changes in the fair value of foreign exchange derivative financial instruments	no
Changes in fair value gains and losses	7,933,877.26	3.70%	Mainly due to changes in fair value of interest rate derivative financial instruments	no
Asset impairment	-25,073,832.75	-11.68%	Mainly due to the provision for inventory depreciation provisions	no

Non-operating income	10,166,088.59	4.74%	Mainly due to unpayable amounts	no
Operating expenses	2,233,123.46	1.04%	Mainly composed of fines and compensation expenses	no
Other income	11,474,174.20	5.35%	Mainly government subsidies	no
Credit impairment loss	3,424,923.96	1.60%	Mainly due to the provision of bad debt provisions for accounts receivable	no

6. Analysis of assets and liabilities

1. Major changes in asset composition

Unit: 10,000 yuan

	End of 2022		Early 2022		Increase or decrease in proportion	Description of major changes
	Amount	Proportion of total assets	Amount	Proportion of total assets		
Money funds	45,665.87	7.37%	61,694.41	11.82%	-4.45%	Mainly due to the payment of supplier payments and sea freight, as well as the business development of overseas subsidiaries, resulting in a large amount of payment funds.
accounts receivable	103,339.54	16.68%	92,579.17	17.74%	-1.06%	Mainly because sales increased compared with the previous year, and the balance of accounts receivable correspondingly increased.
stock	297,208.89	47.98%	219,656.29	42.09%	5.89%	Mainly due to the company's expansion of its own brand business, the ending balance increased compared with the previous year.
fixed assets	55,708.70	8.99%	47,810.79	9.16%	-0.17%	Mainly to purchase equipment for expanding production
Construction in progress	13,099.85	2.11%	946.59	0.18%	1.93%	Mainly related to the construction of the Xinzha three-dimensional warehouse, the commissioning of production equipment in the American factory, and the construction of the Nam Dinh Vu factory in Vietnam.
right-of-use assets	8,570.22	1.38%	9,727.54	1.86%	-0.48%	Mainly caused by normal depreciation provision

short-term loan	141,118.27	22.78%	30,816.67	5.90%	16.88%	Mainly due to the large number of new loans
Contract liabilities	6,104.75	0.99%	10,132.01	1.94%	-0.95%	Mainly due to the decrease in sales of Lowes and the corresponding decrease in accrued rebates
Long term loan	59,803.79	9.65%	74,987.27	14.37%	-4.72%	Mainly due to the transfer of non-current liabilities due within one year
Lease liability	5,401.41	0.87%	7,007.00	1.34%	-0.47%	Mainly due to the payment of lease fees, the balance of lease liabilities at the end of the period
intangible assets	22,407.87	3.62%	8,383.82	1.61%	2.01%	Mainly due to the newly added land in Taiping, Vietnam

The proportion of overseas assets is relatively high

□Applicable? Not applicable

2. Assets and liabilities measured at fair value

?Applicable□Not applicable

Unit: 10,000 yuan

project	Beginning balance	Gains and losses from changes in fair value for the current period	Cumulative changes in fair value included in equity	Impairment accrued in the current period	Purchase amount of this period	Sales amount in this period	Other changes	Closing amount
monetary assets								
1. Trading financial assets (excluding derivative financial assets)	1,299.99	-0.76			138,813.00	138,208.89		1,903.34
2. Derivative financial assets	10,590.44	793.64	-11,874.62		47,748.06	213,181.68		5,185.78
Financial assets subtotal	11,890.43	792.88	-11,874.62	0.00	186,561.06	351,390.57	0.00	7,089.12
Total of the above	11,890.43	792.88	-11,874.62	0.00	186,561.06	351,390.57	0.00	7,089.12
financial liabilities	286.37							85.85

Other changes

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Whether there are any significant changes in the measurement attributes of the company's main assets during the reporting period

□Yes?No

3. Restrictions on asset rights as of the end of the reporting period

unit: yuan

project	December 31, 2022	Reason for restriction
Money funds	151,406,721.38	Margin/Pledge
accounts receivable	825,037,454.82	pledge
stock	1,607,472,530.33	mortgage
fixed assets	87,648,137.28	mortgage
intangible assets	41,721,933.13	mortgage
total	2,713,286,776.94	

7. Investment status analysis

1. Overall situation

?Applicable□Not applicable

Investment amount during the reporting period (yuan)	Investment amount in the same period last year (yuan)	Range of change
419,180,170.23	554,858,837.02	-24.45%

2. Major equity investments obtained during the reporting period

□Applicable? Not applicable

3. Major non-equity investments ongoing during the reporting period

□Applicable? Not applicable

4. Financial asset investment

(1) Securities investment situation

□Applicable? Not applicable

The company had no securities investments during the reporting period.

(2) Derivatives investment situation

? Applicable □ Not applicable 1) Derivative investments for the purpose of hedging during the reporting period

?Applicable□Not applicable

Unit: 10,000 yuan

Derivative investment types	Initial investment amount	Gains and losses from changes in fair value for the current period	Cumulative changes in fair value included in equity	Purchase amount during the reporting period	Amount sold during the reporting period	Ending amount	The proportion of investment amount at the end of the period to the company's net assets at the end of the reporting period
Foreign exchange contracts, foreign exchange options and	17,629.42	793.64	-11,874.62	47,748.06	213,181.68	5,099.93	3.46%

interest rate swap contracts							
total	17,629.42	793.64	-11,874.62	47,748.06	213,181.68	5,099.93	3.46%

Accounting policies and specific accounting principles for hedging business during the reporting period, as well as an explanation of whether any significant changes have occurred compared with the previous reporting period	Accounting policies and specific accounting principles for hedging business during the reporting period: For details, please refer to "10. Financial Instruments" in Section 10, "Note V. Important Accounting Policies and Accounting Estimates" of the financial report. There have been no significant changes compared to the previous reporting period.
Explanation of actual profits and losses during the reporting period	The actual profit and loss during the reporting period totaled RMB 19.153 million.
Explanation of hedging effect	Effectively avoid foreign exchange market risks and prevent adverse effects on the company from significant exchange rate fluctuations.
Sources of funds for derivatives investment	private capital
Risk analysis and control measures for derivatives positions during the reporting period (including but not limited to market risk, liquidity risk, credit risk, operational risk, legal risk, etc.)	(1) Risk analysis: The company conducts foreign exchange derivatives transactions in compliance with the principles of legality, prudence, safety and effectiveness, and does not engage in speculative or arbitrage trading operations. However, there are still certain risks in foreign exchange derivatives trading operations. 1. Market risk. The difference between the exchange rate and interest rate of the foreign exchange derivatives trading contract and the actual exchange rate and interest rate on the maturity date will generate transaction profits and losses; the fixed interest amount and the variable interest amount calculated based on the agreed notional principal amount are exchanged at specific time intervals. The difference is equal to the trading profit or loss. 2. Liquidity risk. Foreign exchange derivatives are based on the company's foreign exchange assets and liabilities and match the maturity dates of actual financial instruments and the expected cash flows generated from operations to maintain a balance between the continuity and flexibility of financing. 3. Credit risk. The counterparties of the Company's foreign exchange derivatives transactions are all banks with good reputations and high credit ratings, and the credit risk of financial instruments is low. (2) Risk control measures 1. The company carries out foreign exchange derivatives transactions with the purpose of locking in costs, avoiding and preventing exchange rate and interest rate risks. 2. The company will diversify financial instrument risks through appropriate diversification of investments and business portfolios, and reduce risks concentrated in any single industry, specific region or specific counterparty by formulating corresponding risk management policies; prudently review contracts signed with banks clauses and strictly implement the risk management system to prevent legal risks. 3. The company's finance department will monitor the scale of the group's foreign currency transactions and foreign currency assets and liabilities, continue to track changes in open market prices or fair values of foreign exchange derivatives, timely assess changes in risk exposures in foreign exchange derivatives transactions, promptly alert risks and implement emergency response measure. 4. Strictly follow the "Foreign Exchange Derivatives Transaction Business Management System". The internal audit and internal control department supervises and inspects the compliance of the decision-making, management, and execution of foreign exchange derivatives transactions.
Changes in the market price or product fair value of invested derivatives during the reporting period. The analysis of the fair value of derivatives should	The company's calculation of the fair value of derivatives is mainly based on the unexpired forward foreign exchange settlement and sales contracts signed by the company and banks during the reporting period. It is based on the unexpired forward foreign exchange settlement and sales contract quotations at the end of the period and the forward foreign exchange price. Differences are recognized as trading financial assets or trading financial liabilities.

disclose the specific methods used and the setting of relevant assumptions and parameters.	
Involvement in litigation (if applicable)	not applicable
Independent directors' special opinions on the company's derivatives investment and risk control	The company and its subsidiaries within the scope of consolidated statements carry out foreign exchange derivatives trading business to match the company's daily operating needs, make full use of the hedging function of foreign exchange derivatives, hedge exchange rate risks in operating activities, and effectively avoid the risks of the foreign exchange market to a certain extent. Risks and reduce the impact of large exchange rate fluctuations on the company. The relevant review procedures for the foreign exchange derivatives trading business of the company and its subsidiaries within the scope of the consolidated statements comply with the relevant national laws and regulations, the "Articles of Association" and the "Foreign Exchange Derivatives Trading Business Management System". The internal control procedures are sound and there is no harm to the company. and the interests of shareholders, especially the interests of small and medium shareholders.

2) Derivative investments for speculative purposes during the reporting period

□Applicable? Not applicable

There were no derivative investments for speculative purposes during the reporting period.

5. Usage of raised funds

□Applicable? Not applicable

The company has no use of raised funds during the reporting period.

8. Major asset and equity sales

1. Sale of major assets

□Applicable? Not applicable

The company did not sell any major assets during the reporting period.

2. Sale of major equity interests

□Applicable? Not applicable

9. Analysis of major holding and joint-stock companies

?Applicable□Not applicable to major subsidiaries and joint-stock companies that affect the company's net profit by more than 10%

Unit: 10,000 yuan

Company Name	Type of company	Main business	Registered capital	Total assets	Net assets	operating income	operating profit	net profit
Grebo Vietnam	Subsidiaries	Garden machinery production	VND 35,019,000,000	214,908.06	51,855.66	156,710.41	15,206.12	15,200.16
HKSR	Subsidiaries	Garden machinery trade	1,001 shares	166,858.79	18,141.69	255,751.14	-7,267.90	-7,458.49
Sunrise Holding	Subsidiaries	Garden machinery e-commerce operations, garden machinery trade	100 shares of common stock	237,742.16	-22,211.53	138,616.99	-32,324.21	-25,088.78

AEGIS	Subsidiaries	Garden machinery trade	100 shares	24,042.20	-2,567.67	37,369.99	-6,608.53	-6,608.53

The acquisition and disposal of subsidiaries during the reporting period? Applicable ☐ Not applicable

Company Name	Methods of acquiring and disposing of subsidiaries during the reporting period	Impact on overall production operations and performance
Yixinjia Technology (Changzhou) Co., Ltd.	New	no significant impact

Description of major controlling and joint-stock companies None

10. Structured entities controlled by the company

☐Applicable? Not applicable

11. Prospects for the company's future development

(1) Company development strategy

The company's overall development strategy is to base itself in China, focus on its main business, and expand globally. The company will make full use of the Asia-Pacific supply chain network with China as the core and engineer dividends, strengthen the construction of R&D centers, enhance new technology application and new product development capabilities, and increase investment in large-scale manufacturing to enhance the company's core competitiveness. At the same time, the company will continue to expand offline and online channels in Europe and the United States, focus on new energy garden machinery and equipment as its core main business, and start with the deployment of commercial lawn mowers, gradually becoming a leader in the global new energy OPE industry. The company will strengthen the construction of its own brand service system in Europe and the United States and the layout of Asia-Pacific production capacity to better obtain international resources and international markets. The company will plan for the long term, based on the stable growth of cash flow in the field of new energy garden machinery and equipment, plan its own business and development path in the long term, constantly introduce new things, cultivate new business growth points, and become a company with stable operations, sustainable growth, healthy development, and An outstanding listed company that creates long-term value for society.

(2) Business plan

1. Increase sales of private brands

The company's own brand is the company's long-term stable core competitiveness. The company will continue to invest in the promotion of its own brand products, especially the sales of the new generation of commercial lithium-ion lawn mowers - "OptimusZ" and its series of products. We will use this as a breakthrough point to lay out the commercial market, so as to obtain the dividends generated by the increase in the lithium battery replacement rate of commercial garden machinery products.

The company will focus on the greenworks brand, position its own brand products as professional, mid-to-high-end, and high-quality, continue to expand the proportion of its own brands in sales, increase the company's global visibility and brand influence, and build its own brands into internationally renowned brands. brand to promote the company's sustained and rapid development. In 2023, the company's goal is to ensure that the proportion of sales revenue of its own brand products continues to increase.

2. Further expand sales channels

The company will continue to utilize its existing North American and European supermarkets, e-commerce, dealers and direct sales channels to focus on its main business of new energy garden machinery as its core product. In addition to expanding product lines within existing channels, it will also expand direct sales channels for Southeast Asia and other regions. At the same time, as daily life in North America and Europe becomes normalized, local retail distribution channels are gradually recovering, which will bring new opportunities for the company's business development. The company will increase its efforts in this area and obtain new sales channels.

3. Upgrade the production model to meet customer needs

The company will continue to optimize production management, improve the intelligence and automation of the production line, and ensure that multiple categories and models of products are provided at the same time, thereby achieving multi-order production to improve production capacity, production efficiency and production quality, and use continuous innovation to upgrade the production model. to meet the market needs of customers. In 2023, the company will complete the implementation of

the IBP system. This system can realize collaborative calculation and optimization of demand forecasting and supply capabilities between multiple customers, multiple products, multiple DCs, and multiple factories to achieve inventory and customer delivery satisfaction. The optimal solution between degrees ultimately ensures the lowest inventory while delivering the product on time. In order to match the supply capacity of after-sales service and repair parts, the company has planned a dedicated parts warehouse in the United States. At the same time, it will be equipped with a three-dimensional warehouse storage system, gradually completing the layout of six warehouses in the United States, and managing the purchase, storage and shipment of repair parts. Realize the parts sorting and distribution system of "goods find people".

4. Optimize the layout of production bases

The company is optimizing the layout of its production base. Domestically, the "New Energy Garden Machinery Intelligent Manufacturing Base Construction Project with an annual output of 5 million pieces" as a fundraising project has started construction. Overseas, the company has built the Greebo Vietnam factory and the Greebo U.S. factory. Manufacturing plant.

Greebo's Vietnam factory currently has a factory area of 72,000 square meters, and its business covers sheet metal, electronics, motors, injection molding, warehouses and final assembly workshops. Due to business expansion needs, the company purchased an additional 20 hectares of land in Taiping, Vietnam in 2020. Planning and design were carried out during the reporting period. The first phase of the planned factory building is 45,000 square meters. Construction is planned to start in 2023 and completed and put into production in 2024.

Grebo's American manufacturing factory is located in Morristown, Tennessee, covering an area of 80,000 square meters and a construction area of 40,000 square meters. The factory currently has a sheet metal workshop and a final assembly workshop, which can complete everything from product assembly to testing and packaging at one time, with an annual output of more than 30,000 units. In the future, it will gradually invest in injection molding machines and battery pack production lines, thereby creating a vertically integrated and intelligent product. Manufacturing plant. In the future, with the rapid growth in demand for lawn mower trucks, the company will further increase its investment in the United States.

To sum up, the company is optimizing the layout of its production base and improving its production capacity and efficiency through measures such as building a new energy garden machinery intelligent manufacturing base in China and building Grebo Vietnam factory and Grebo US manufacturing factory overseas, and further expand Business scale and overseas markets.

5. Continue to increase investment in new product research and development

The company will continue to delve into the field of new energy garden machinery, strengthen R&D construction and capital investment, expand the application of new technologies and enhance new product development capabilities, especially "OptimusZ" and its series, and subsequent products will become the focus of research and development. By continuing to develop excellent products, the company will gradually cultivate new business growth points and provide customers with a full range of products from outdoor to indoor, from ordinary consumers to professional workers, from small electric to intelligent.

(3) Possible risks

After a comprehensive analysis of the company's external environment and the actual situation of the company, the main operating risks faced by the company include:

1. Exchange rate fluctuation risk

At present, the company's operating income basically comes from overseas markets. If the RMB exchange rate fluctuates widely, it will have a certain impact on the company's operating income. Most of the company's main business orders are priced in U.S. dollars. Fluctuations in the RMB exchange rate against the U.S. dollar directly affect the price competitiveness of products, thereby affecting the company's operating performance. In this regard, the company will continue to strengthen overseas layout and foreign exchange settlement control to hedge and reduce the impact of exchange rate fluctuations on the company's performance.

2. Risk of rising raw material prices

Recently, the prices of the company's main raw materials have fluctuated greatly, causing the company's production costs to also fluctuate. In this regard, the company will continue to strengthen procurement and cost control, establish strategic cooperative relationships with suppliers and sign long-term agreements to absorb the risk of raw material price fluctuations; at the same time, it will continue to optimize the product structure, strengthen the research and development of new products, and rely on innovative products to determine reasonable prices. Maintain product gross profit margin.

3. Risk of trade friction

Currently, the United States is the company's largest single market, and some of the company's products exported to the United States are still subject to a 25% tariff, which has a negative impact on the company's development. In this regard, the company will pay close attention to the international situation, continue to implement the internationalization strategy, promote the construction of overseas manufacturing bases, cultivate overseas supply chains, establish a global production capacity layout and supply chain system, and ensure the stable development of the company's business.

4. Shipping cycle risk

In the past 12 months, the global shipping market has caused significant fluctuations in shipping prices due to problems such as the shipping capacity cycle. Most of the company's products need to be transported to different regions around the world by sea. The increase in shipping prices and the occasional shortage of shipping capacity will lead to a decrease in the sales of the company's products. There are certain risks. In this regard, the company actively communicates with major shipping companies around the world to lock in shipping capacity and freight rates in advance to ensure that the company's business will not be negatively affected by fluctuations in the shipping cycle.

12. Registration form for reception of research, communication, interviews and other activities during the reporting period

□Applicable? Not applicable

During the reporting period, the company did not receive research, communication, interviews or other activities.

Section 4 Corporate Governance

1. Basic situation of corporate governance

During the reporting period, the company strictly complied with the Company Law, Securities Law, Code of Governance of Listed Companies, Shenzhen Stock Exchange GEM Stock Listing Rules, Shenzhen Stock Exchange Self-Discipline Supervision Guidelines for Listed Companies No. 2 Entrepreneurship In accordance with the requirements of laws and regulations such as "Standard Operation of Listed Companies" and the relevant laws and regulations of the China Securities Regulatory Commission, we will continue to improve the company's corporate governance structure, establish and improve the company's internal management and control system, continue to carry out in-depth corporate governance activities, promote the company's standardized operations, and continuously strengthen information disclosure work, actively carry out investor relations management work, safeguard the interests of listed companies and shareholders, and ensure the company's safe, stable, healthy and sustainable development. As of the end of the reporting period, the actual situation of corporate governance complied with the requirements of relevant laws and regulations such as the "Guidelines for the Governance of Listed Companies" and the "Shenzhen Stock Exchange Self-Discipline Supervision Guidelines for Listed Companies No. 2 Standardized Operation of GEM Listed Companies", and there were no unresolved issues. Corporate governance issues.

The specific situation of corporate governance in 2022 is as follows:

(1) About shareholders and shareholders' meeting

The company strictly complies with the "Company Law", "Rules for Shareholders' Meetings of Listed Companies", the relevant regulations and requirements of the Shenzhen Stock Exchange's GEM, as well as the "Articles of Association", "Rules of Procedure for Shareholders' Meetings" and other regulations to regulate the convening, holding and execution of shareholders' meetings. Voting procedure. During the reporting period, the company held a total of 5 shareholders' meetings, all convened by the board of directors. The company issued shareholders' meeting notices according to the prescribed time, and set up on-site voting and online voting. At the on-site shareholders' meeting, the company's board secretary, supervisors, shareholder representatives and witnessing lawyers will jointly check the identity certificates, shareholding certificates, power of attorney and voting votes of participating shareholders and shareholders' agents to ensure that all shareholders and shareholders' agents attending the company's shareholders' meeting are Have legal and valid qualifications. At the general meeting of shareholders, we can ensure that all shareholders have a full voice, ensure that all shareholders, especially small and medium-sized shareholders, enjoy equal status and fully exercise their rights. So far, the Company has never had any major matters bypass the general meeting of shareholders, nor has any major matters been implemented first and reviewed later. The company has no other violations of the "Rules for Shareholders' Meetings of Listed Companies".

(2) About the company, controlling shareholders and actual controllers

The company has an independent and complete main business and independent operating capabilities. It is independent of the controlling shareholders and actual controllers in terms of personnel, assets, business, management organizations, and financial accounting systems. It can operate independently, operate independently, and bear responsibilities and risks independently. The company's controlling shareholders and actual controllers can exercise their rights in accordance with the

law and assume corresponding obligations. During the reporting period, there was no behavior that exceeded the authorized authority of the shareholders' meeting and the board of directors, directly or indirectly interfered with the company's decision-making and operating activities, or used its control position to infringe on the interests of other shareholders. It had no adverse impact on the company's governance structure, independence, etc.

(3) About directors and board of directors

The company's board of directors has 7 directors, including 3 independent directors. The number and composition of the board of directors comply with the requirements of laws, regulations and the Articles of Association. The members of the board of directors have a reasonable professional structure and can make decisions effectively, scientifically, quickly and prudently. The directors of the company can carry out their work in accordance with the "Rules of Procedure of the Board of Directors", "Working System of Independent Directors", "Shenzhen Stock Exchange Self-Regulatory Guidelines for Listed Companies No. 2 Standardized Operation of GEM Listed Companies", attend the board of directors and shareholders' meetings, and perform their duties diligently Perform duties and obligations in a timely manner, actively participate in relevant training, and be familiar with and master relevant laws and regulations. Independent directors perform their duties independently in accordance with the "Articles of Association" and other laws and regulations without being affected, attend the company's board of directors and shareholders' meetings, and express their independent opinions on the company's major investments, the appointment and removal of directors and senior managers, ensuring the company's standardized operations. .

The company's board of directors has established four special committees, namely, the nomination committee, the audit committee, the strategy committee and the remuneration and assessment committee in accordance with the "Code of Governance for Listed Companies". Each special committee provides scientific and professional opinions and references for the board of directors' decision-making according to their respective responsibilities.

(4) About supervisors and board of supervisors

The company's board of supervisors consists of 3 supervisors, including 1 employee representative supervisor. The number and composition of the board of supervisors comply with the provisions and requirements of laws, regulations and the Articles of Association. The convening and convening procedures of the Supervisory Board meetings shall be carried out in full compliance with the requirements of the Rules of Procedure of the Supervisory Board and shall be carried out in accordance with the proposed meeting agenda. In daily work, all supervisors can follow the provisions of the Articles of Association, the Rules of Procedure of the Board of Supervisors, etc.

requirements, conscientiously perform their duties, and in the spirit of being responsible to the company and all shareholders, review the company's regular reports, supervise the behavior of the company's directors and senior managers, and supervise the company's major matters and major financial decisions.

(5) About performance evaluation and incentive and restraint mechanisms

The Remuneration and Appraisal Committee under the company's board of directors is responsible for performance appraisal of the company's directors and senior executives. It not only evaluates the performance of the current year, but also takes into account the company's long-term development requirements. It regularly evaluates the annual performance of the senior management team and at the same time, Business goals are linked to annual evaluation results. The company's existing assessment, incentive and restraint mechanisms are in line with the company's development requirements.

(6) Information disclosure and transparency

The company strictly follows the requirements of relevant laws and regulations as well as the "Information Disclosure Management System", "Investor Relations Management System" and other rules and regulations to manage and disclose company information, and disclose relevant information truthfully, accurately, timely, fairly and completely. Designate the secretary of the company's board of directors to be responsible for information disclosure, coordinate the relationship between the company and investors, receive investors' visits and consultations, and provide investors with the company's disclosed information; and designate China Securities Journal, Securities Times, Shanghai Securities "Newspaper", "Securities Daily", "Economic Information News" and Juchao Information Network are the designated newspapers and websites for the company's information disclosure. They disclose information truly, accurately and completely to ensure that all investors of the company have equal opportunities to obtain the company's information. information.

(7) About relevant stakeholders

The company fully respects and safeguards the legitimate rights and interests of relevant stakeholders, attaches great importance to the company's social responsibilities, achieves coordination and balance of the interests of shareholders, employees, society and other parties, and jointly promotes the company's sustainable and healthy development.

(8) About investor relations management

The company has always attached great importance to investor relations management and continues to learn advanced investor relations management experience. The company designates the secretary of the board of directors as the person in charge of investor relations management, arranges a dedicated person to be responsible for the reception of investor visits, establishes and maintains investor relations management files, and reasonably and properly arranges individual investors, institutional investors, and industry analysts Wait for relevant personnel to come to the company to conduct research, and ensure the confidentiality of information. Whether there are major differences between the actual situation of corporate governance and the laws, administrative regulations and regulations on the governance of listed companies issued by the China Securities Regulatory Commission

□Yes?No

There is no significant difference between the actual situation of corporate governance and the laws, administrative regulations and regulations on the governance of listed companies issued by the China Securities Regulatory Commission.

2. The company's independence from its controlling shareholders and actual controllers in ensuring the company's assets, personnel, finance, organization, business, etc.

Since its establishment, the company has strictly operated in accordance with the requirements of the Company Law, Securities Law and other relevant laws and regulations and the Articles of Association, and is independent of the controlling shareholder and actual control in terms of assets, personnel, finance, institutions, and business. People and other enterprises controlled by them have independent and complete business systems and the ability to operate independently in the market.

1. Asset independence

The company currently has the main production system, auxiliary production system and supporting facilities related to production and operation, and has complete land, factories, machinery and equipment, patents required for production and operation independently of the controlling shareholders, actual controllers and other enterprises controlled by them. rights, trademark rights and other assets, and has an independent raw material procurement and merchandise sales system. The ownership of the company's assets is clear and complete. There is no dependence on the controlling shareholder, actual controller and other companies controlled by them. There are no funds or other assets occupied by the controlling shareholder, actual controller and other companies controlled by them that will harm the company. interest situation.

2. Personnel independence

The company's directors, supervisors and senior managers are elected and appointed in strict accordance with the Company Law, Securities Law and other laws and regulations and the relevant provisions of the Articles of Association. There is no situation where the controlling shareholder or actual controller exceeds their authority to make personnel appointment and removal decisions. . The company's general manager, deputy general manager, financial controller, board secretary and other senior management personnel do not hold other administrative positions other than directors and supervisors in the controlling shareholder's unit, and do not receive salary from the controlling shareholder, actual controller or other companies controlled by them; The company's financial personnel are not the controlling shareholder or actual controlling shareholder.

and part-time jobs in other enterprises controlled by the controller. The company is independent from shareholders and other related parties. The company has established and independently implemented labor, personnel and salary management systems.

3. Financial independence

The company has established an independent financial accounting system, can make financial decisions independently, and has standardized financial accounting systems and financial management systems for subsidiaries; the company does not share bank accounts with its controlling shareholders, actual controllers and other companies controlled by them. The company is financially independent and does not provide any form of guarantee to the controlling shareholder, actual controller or other enterprises controlled by it, or have funds occupied by the controlling shareholder, actual controller or other enterprises controlled by it.

4. Institutional independence

The company has established and improved its internal operation and management organization and independently exercises its operation and management powers. There is no institutional confusion with the controlling shareholder, actual controller and other enterprises controlled by it.

5. Business independence

The company has independent business qualifications and the ability to conduct business independently, has independent operating decision-making and implementation rights, and is completely independent from the controlling shareholder, actual controller and other companies controlled by it. The company's important functions such as procurement, research and development, and sales are entirely undertaken by itself. There is no situation where the controlling shareholder, actual controller, or other companies under their control would harm the company's interests by retaining the above-mentioned institutions. The company's business is independent of the controlling shareholder, actual controller and other enterprises controlled by it, and there is no horizontal competition or unfair related transactions with the controlling shareholder, actual controller and other enterprises controlled by it.

3. Horizontal competition

□Applicable? Not applicable

4. Relevant information on the annual shareholders' meeting and extraordinary shareholders' meeting held during the reporting period

1. Shareholders' meeting during the reporting period

session	Meeting type	Investor participation ratio	convening date	Disclosure date	Meeting Decision
The first extraordinary general meeting of shareholders in 2022	extraordinary general meeting	100.00%	March 17, 2022		1. "Proposal on Changing the Company's Business Scope and Amending the Relevant Articles of the Company's Articles of Association"
2021 Annual General Meeting of Shareholders	annual general meeting	100.00%	April 14, 2022		1. "Proposal on Confirming the Company's Financial Report for 2021 (January 1, 2021 - December 31, 2021)" 2. "The Company's 2021 Board of Directors Work Report"; 3. "The Company's 2021 Board of Supervisors Work Report" ; 4. "Proposal for the Company's 2022 Financial Budget Report"; 5. "The Company's Profit Distribution Prediction for 2021"
					"Proposal"; 6. "Proposal on the Re-appointment of the Company's Financial Audit Institution for 2022"; 7. "Proposal on the Review of the Remuneration of the Company's Directors and Senior Management Personnel"; 8. "Proposal on the Company's Estimated Daily Related

					Transactions in 2022"; 9 , "Proposal on the company and its holding subsidiaries' application for financing quotas and guarantees from banks in 2022"; 10. "Proposal on the company's purchase of financial products with idle funds in 2022"; 11. "On the confirmation of the company's 2021 (2021 Proposal on Related Transactions from January 1 to December 31, 2021"
The second extraordinary general meeting of shareholders in 2022	extraordinary general meeting	100.00%	July 16, 2022		1. Review the "Proposal on the Establishment of Syndicated Loans"
The third extraordinary general meeting of shareholders in 2022	extraordinary general meeting	100.00%	September 24, 2022		1. "Proposal on the Explanation of the Previous Financial Statement Adjustments" 2. "Proposal on Confirmation of the Company's Financial Reports for 2019, 2020 and 2021" 3. "Consideration and Comparison of the Differences Between the Declared Financial Statements and the Original Financial Statements" Special Instructions > Proposal" 4. "Proposal on Provision for Goodwill Impairment"
The Fourth Extraordinary General Meeting of Shareholders in 2022	extraordinary general meeting	100.00%	October 06, 2022		1. "Proposal on Confirming the Company's Related Transactions in the Half Year of 2022 (January 1, 2022 - June 30, 2022)" 2. "Proposal on Changing the Company's English Name and Amending the Relevant Articles of the Company's Articles of Association"

2. Preference shareholders whose voting rights have been restored request to convene an extraordinary general meeting of shareholders

☐Applicable? Not applicable

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5. The company has arrangements for differential voting rights

☐Applicable? Not applicable

6. Governance of red-chip structured companies

☐Applicable? Not applicable

7. Directors, supervisors and senior managers

1. Basic situation

Name	Position	Employment status	gender	age	Term start date	term end date	Number of shares held at the beginning of the period (shares)	Number of shares increased in this period (shares)	Number of shares reduced in this period (shares)	Other increases and decreases (shares)	Number of shares held at the end of the period (shares)	Reasons for increase or decrease in shares
Chen Yin	Chairman, General Manager	Incumbent	male	50	April 27, 2020	March 21, 2026	18,232,632	0	0	0	18,232,632	not applicable
LAWRENCE LEE	director	Incumbent	male	59	April 27, 2020	March 21, 2026	0	0	0	0	0	not applicable
Cui Peng	Director, Financial Director	Resign	male	46	April 27, 2020	March 22, 2023	0	0	0	0	0	not applicable
Song Qiongli	director	Incumbent	female	43	April 27, 2020	March 21, 2026	0	0	0	0	0	not applicable
Ren Haizhi	independent director	Incumbent	female	51	September 28, 2020	March 21, 2026	0	0	0	0	0	not applicable
Xiao Bo	independent director	Incumbent	male	55	September 28, 2020	March 21, 2026	0	0	0	0	0	not applicable
Mo Shenjiang	independent director	Incumbent	male	38	September 28, 2020	March 21, 2026	0	0	0	0	0	not applicable
Arata Takano	Chairman of the Supervisory Board	Incumbent	male	55	October 23, 2020	March 21, 2026	0	0	0	0	0	not applicable
Wu Linchong	supervisor	Incumbent	male	40	October 23, 2020	March 21, 2026	0	0	0	0	0	not applicable
Shen Xiaoyan	Employee Representative Supervisor	Incumbent	female	35	February 18, 2021	March 21, 2026	0	0	0	0	0	not applicable
Zhuang Jianqing	Director, Deputy General Manager	Incumbent	male	55	April 27, 2020	March 21, 2026	0	0	0	0	0	not applicable
Ji Zhenghua	Secretary of the Board of Directors	Resign	male	33	April 27, 2020	March 22, 2023	0	0	0	0	0	not applicable

Xu Youtao	Financial Director, Secretary of the Board of Directors (acting)	Incumbent	male	42	March 22, 2023	March 21, 2026	0	0	0	0	0	not applicable
total	--	--	--	--	--	--	18,232,632	0	0	0	18,232,632	--

Are there any resignations of directors and supervisors and dismissal of senior managers during the reporting period?

☐Yes?No

Changes in the company's directors, supervisors, and senior managers? Applicable ☐ Not applicable

Name	Position held	type	date	reason
Cui Peng	Director, Financial Director	Resign after expiration of term	March 22, 2023	Resign after expiration of term
Ji Zhenghua	Secretary of the Board of Directors	Resign after expiration of term	March 22, 2023	Resign after expiration of term
Zhuang Jianqing	Director, Deputy General Manager	be elected	March 22, 2023	The second board of directors was elected
Xu Youtao	Financial Director, Secretary of the Board of Directors (acting)	Appointment	March 22, 2023	Appointment of the second board of directors

2. Employment status

The professional background, main work experience and current main responsibilities of the company's current directors, supervisors and senior managers in the company

(1) Board members

1) Mr. Chen Yin, born in 1973, Chinese nationality, holds Hong Kong resident identity card (non-permanent resident), master's degree. From September 1997 to November 1999, he served as the product manager of Shanghai Bioci Gas Co., Ltd.; from November 1999 to July 2003, he served as the product manager of Shanghai Xingjie Enterprise Co., Ltd. (later renamed "Watermeyer Tools (Shanghai) Co., Ltd." Company", now known as "Goluobao Tools (Shanghai) Co., Ltd.") General Manager of the Power Tools Department; from June 2001 to July 2003, he served as General Manager and Director of the Power Tools Department of Shanghai Xingjie International Trading Co., Ltd.; 2003 From July 2004 to May 2004, he served as the general manager of the Asia-Pacific Purchasing Center of Fiskars Group of Finland; from October 2009 to January 2016, he served as the executive director and general manager of Changzhou Grebo Tool Technology R&D Co., Ltd.; from June 2004 to the present , serves as chairman and general manager of Greebo Co., Ltd. and Greebo.

2) Mr. LAWRENCE LEE, born in 1964, British nationality, master's degree. From July 1987 to March 1989, he served as an assistant researcher at the China Institute of Economic Structural Reform; from April 1989 to September 1992, he served as a co-researcher at the London School of Economics; from September 1992 to February 1994, he served as a researcher at the London School of Economics and Political Science Internal auditor of Underground Limited; from February 1994 to November 1996, internal auditor of WasteManagement International plc; from January 1997 to July 2001, financial director of Exel Logistics (Korea) Ltd; from July 2001 to 2004 In July 2015, he served as the chief financial officer of Eagle Holdings Co., Ltd.; from August 2004 to November 2015, he successively served as the chief financial officer of Carson International Holdings Co., Ltd. (a company listed on the Hong Kong stock market, referred to as "Carson International", code: 00496.HK) Officer, executive director and consultant; from October 2007 to December 2009, he served as the chief financial officer of Synutra International Inc (Chinese name "Synutra International Co., Ltd."); from September 2017 to January 2019, he served as the chief financial officer of Guangdong Xinjin Director of Gangxin Materials Technology Co., Ltd.; from March 2015 to present, served as independent non-executive director of Wison Engineering Services Co., Ltd. (Chinese name "Wison Engineering Services Co., Ltd."); from February 2016 to March 2021 From January 2018 to present, he has served as a director of Mattel Technology (Qingdao) Co., Ltd.; from January 2018 to present, he has served as a director of GHHK; from July 2013 to present, he has served as chief financial officer and consultant of Greebo Co., Ltd., and as a director of Greebo. 3) Mr. Zhuang Jianqing, born in 1967, Chinese nationality, no permanent residence abroad, master's degree. From July 1989 to April 1993, he served as an engineer of Nanjing Chemical Industry Company; from April 1993 to February 2001, he served as quality

director and quality assurance engineer of Jiangsu Trane Refrigeration Co., Ltd.; from February 2001 to October 2011 From October 2011 to August 2015, he served as the senior director of operations and R&D of Zhejiang Smith Medical Instruments Co., Ltd. From August 2015 to February 2017, he served as the executive director of Shanghai Yitong Technology Co., Ltd. Vice President of Operations of Si Medical Technology Co., Ltd.; from March 2017 to present, he has served as senior vice president of operations, deputy general manager and director of Grebo and Grebo Co., Ltd. 4) Ms. Song Qiongli, born in 1980, Chinese nationality, no permanent residence abroad, master's degree. From June 2002 to August 2005, he served as the accounting supervisor of the Logistics Division of Haier Group Corporation; from August 2005 to March 2006, he served as the accounting supervisor of Qingdao Zhongda Yanbao Automobile Sales Co., Ltd.; from March 2006 to present, he served as Andre Liesteel Power Tools (Qingdao) Co., Ltd. Financial Director; From April 2020 to present, he serves as a director of Greebo. 5) Ms. Ren Haizhi, born in 1972, Chinese nationality, no permanent residence abroad, master's degree. From August 1992 to present, he has served as an assistant, lecturer, and associate professor in the Accounting School of Shanghai Lixin University of Accounting and Finance; from April 2016 to April 2022, he has served as an independent director of Zhejiang Tianyu Pharmaceutical Co., Ltd.; from September 2017 to present, he has served as Jinchuang Independent Director of the Group Co., Ltd.; from March 2019 to present, he has served as an independent director of Shanghai Guanan Information Technology Co., Ltd.; from April 2020 to present, he has served as an independent director of Shanghai Southern Model Biotechnology Co., Ltd.; from August 2022 to present, he has served as an independent director of Shanghai Guanan Information Technology Co., Ltd. Independent director of Jiangsu Changrong Electric Co., Ltd.; from September 2020 to present, he serves as independent director of Greebo. 6) Mr. Xiao Bo, born in 1968, Chinese nationality, no permanent residence abroad, master's degree. From August 1989 to November 1991, he served as the accountant of the state-owned Shazhou Cotton Textile Factory (now known as "Zhangjiagang Zhenfeng Cotton Textile Factory"); from December 1991 to August 1998, he served as the registered accountant of Suzhou Tianhe Accounting Firm Co., Ltd. Accountant; from September 1998 to August 2002, he served as a lawyer at Jiangsu Zhuhui Law Firm; from February 2005 to February 2007, he served as a lawyer at Shanghai Zheng Chuanben Law Firm; from February 2007 to January 2010, He served as the chief lawyer of Shanghai Zeheng Law Firm; from February 2010 to February 2018, he served as the chief lawyer of Shanghai Xiaobo Law Firm; from September 2012 to October 2018, he served as an independent director of Chuangyuan Technology Co., Ltd.; from 2012 From December to October 2014, he served as an independent director of Ningbo Fulda Intelligent Technology Co., Ltd.; from May 2013 to January 2018, he served as an independent director of Suzhou Novel New Material Technology Co., Ltd.; from May 2013 to 2019 In July, he served as an independent director of Jiangsu Shentong Valve Co., Ltd.; from May 2014 to May 2020, he served as an independent director of Suzhou Longjie Special Fiber Co., Ltd.; from July 2016 to December 2019, he served as the director of Suzhou Huazhijie Director of Telecom Co., Ltd.; from July 2017 to March 2019, served as independent director of Jiangsu Rongcheng Environmental Protection Technology Co., Ltd.; from August 2009 to present, served as supervisor of Shanghai Lirun Tax Consulting Co., Ltd.; from June 2015 to 2021 In June, he served as an independent director of Suzhou Jufeng Electrical Insulation Systems Co., Ltd.; from March 2017 to present, he served as executive partner of Shanghai Kantuo Business Consulting Center (Limited Partnership); from March 2018 to present, he served as Shanghai AllBright Law Firm Senior partner of the firm; from March 2019 to present, he has served as an independent director of Suzhou Guoxin Technology Co., Ltd.; from September 2020 to present, he has served as an independent director of Greebo.

7) Mr. Mo Shenjiang, born in 1984, Chinese nationality, no permanent residence abroad, doctorate degree. From December 2012 to July 2016, he served as an assistant professor in the Department of Economics and Management, Lingnan College, Sun Yat-sen University; from August 2016 to the present, he served as a lecturer, associate professor, and professor at the School of Management, Zhejiang University; from September 2020 to the present, he served as Greebo Independent Director.

(2) Members of the Supervisory Board

1) Mr. Gao Naixin, born in 1967, Chinese nationality, no permanent residence abroad, college degree. From July 1989 to April 2000, he served as technician of the state-owned Shanxi Stamping Factory (State-owned No. 5449 Factory); from April 2000 to July 2003, he served as engineer of Lianxiang Mechanical and Electrical (Shanghai) Co., Ltd.; from July 2003 to In June 2006, he served as an engineer at Shanghai Hongyou Industrial Co., Ltd.; from June 2006 to December 2016, he served as engineering department manager, technical director, and project director of Greebo Co., Ltd.; from December 2016 to June 2019, he served as Bokang Electronics Factory Chief; since June 2019, he has served as technical director and supervisor of Greebo Co., Ltd. and Greebo. 2) Mr. Wu Linchong, born in 1982, Chinese nationality, no permanent residence abroad, bachelor's degree. From July 2005 to November 2006, he served as technician of Changzhou Leili Electric Co., Ltd.; from November 2006 to present, he has successively served as technician, technical manager, and business manager of generator set/air compressor unit/vehicle industry group of Greebo Co., Ltd. and Greebo Co., Ltd. , project manager of the automotive industry project department, deputy director and supervisor of the automotive industry project department. 3) Ms. Shen Xiaoyan, born in 1987, Chinese nationality, no permanent residence abroad, master's degree. From August 2014 to December 2014, he was a paralegal at the Leeds branch of DLA Piper (DLA Piper) in the UK; from December 2014 to October 2017, he was a

lawyer at the Shanghai branch of Beijing Jingtian & Gongcheng Law Firm; from October 2017 From May to May 2019, he served as the legal manager of the investment department of Huazhu Hotel Management Co., Ltd.; from May 2019 to August 2020, he served as the legal manager of the legal department of ESR Cayman Limited; from September 2020 to the present, he has served as the senior legal manager of Greebo , employee representative supervisor.

(3) Non-director senior managers

Mr. Xu Youtao, born in 1981, Chinese nationality, no permanent residence abroad, master's degree. Cost accounting of Nanjing Automobile Group Corporation from May 2004 to January 2006. From January 2006 to January 2008, he was a senior cost accountant at DyStar (Nanjing) Dyestuff Co., Ltd. From January 2008 to August 2011, he was the cost supervisor of Changzhou Gaobo Energy Co., Ltd. From August 2011 to October 2022, he served as global operations and financial director of Sensata Technology (Changzhou) Co., Ltd. From October 2022 to present, he has served as Vice President of Finance, Financial Director and Acting Secretary of the Board of Directors of Greebo.

Employment status in shareholder units? Applicable ☐ Not applicable

Name of employee	Name of shareholder unit	Positions held in shareholder units	Term start date	term end date	Do you receive remuneration allowances from shareholder units?
Chen Yin	GLOBE HOLDINGS (HONG KONG) CO., LIMITED	director	November 30, 2015		yes
LAWRENCE LEE	GLOBE HOLDINGS (HONG KONG) CO., LIMITED	director	January 1, 2018		no
Description of employment status in shareholder units					

GLOBE HOLDINGS (HONG KONG) CO., LIMITED holds 52.5748% of the company's equity and is the company's controlling shareholder. Mr. Chen Yin and Mr. LAWRENCE LEE are directors of GHHK.

Employment status in other units? Applicable ☐ Not applicable

Name of employee	Other unit names	Positions held in other units	Term start date	term end date	Do you receive remuneration allowances from other units?
Chen Yin	Greenworks Holdings	director	April 28, 2016		no
	Limited				
Chen Yin	Artzone Asia Limited	director	March 01, 2014		no
Chen Yin	SCARPAR GLOBAL LIMITED	director	November 21, 2014		no
Chen Yin	Shanghai and Barry Commercial Co., Ltd.	Vice Chairman	November 15, 2016		no
Chen Yin	Ningbo Guangyu Enterprise Management Partnership (Limited Partnership)	Executive partner	May 06, 2020		no
Chen Yin	Ningbo Guangmao Enterprise Management Partnership (Limited Partnership)	Executive partner	May 06, 2020		no
Chen Yin	Ningbo Huihao Enterprise Management Partnership (Limited Partnership)	Executive partner	May 06, 2020		no

LAWRENCE LEE	Wison Engineering & Technical Services Co., Ltd.	Independent non-executive director	March 30, 2015		yes
LAWRENCE LEE	Wanfeng Stone Technology Co., Ltd.	supervisor	January 18, 2011		no
LAWRENCE LEE	Shanghai Youye Information Technology Co., Ltd.	director	February 2, 2021		no
Song Qiongli	Andre Steele Power Tools (Qingdao) Co., Ltd.	financial director	March 20, 2006		yes
Ren Haizhi	Shanghai Lixin College of Accounting and Finance	Associate Professor	January 19, 2009		yes
Ren Haizhi	Jinchuang Group Co., Ltd.	independent director	September 19, 2017		yes
Ren Haizhi	Shanghai Guanan Information Technology Co., Ltd.	independent director	March 12, 2019		yes
Ren Haizhi	Shanghai Southern Model Biotechnology Co., Ltd.	independent director	April 1, 2020		yes
Ren Haizhi	Jiangsu Changrong Electric Co., Ltd.	independent director	August 22, 2022		yes
Ren Haizhi	Zhejiang Tianyu Pharmaceutical Co., Ltd.	independent director	April 21, 2016	May 13, 2022	yes
Xiao Bo	Shanghai AllBright Law Firm	Senior Partner	March 10, 2018		yes
Xiao Bo	Shanghai Lirun Tax Consulting Co., Ltd.	supervisor	August 10, 2009		no
Xiao Bo	Shanghai Kantuo Business Consulting Center (Limited Partnership)	Executive partner	March 01, 2017		no
Xiao Bo	Suzhou Guoxin Technology Co., Ltd.	independent director	March 01, 2019		yes
Mo Shenjiang	Zhejiang University	professor	August 1, 2016		yes

Punishments by securities regulatory authorities in the past three years on the company's current and resigned directors, supervisors and senior managers during the reporting period

□Applicable? Not applicable

3. Remuneration of directors, supervisors and senior managers

Decision-making procedures, basis for determination, and actual payment status of remuneration of directors, supervisors, and senior managers

(1) Decision-making process

The remuneration of the company's directors and supervisors is reviewed and determined by the board of directors and the board of supervisors and approved by the shareholders' meeting. The remuneration of senior management personnel is approved by the board of directors.

(2) Determination basis

The company's independent directors receive independent director allowances from the company in accordance with the "Independent Director Allowance System"; directors, supervisors and senior managers who assume specific positions in the company have their remuneration determined in accordance with the relevant remuneration management system based on their positions in the company, and no additional payments are made. Allowance; outside directors (except independent directors) who do not hold other positions in the company do not receive salary from the company.

(3) Actual payment situation

During the reporting period, the remuneration of directors, supervisors and senior management personnel was actually paid in full. Remuneration of directors, supervisors and senior managers of the company during the reporting period

Unit: 10,000 yuan

Name	Position	gender	age	Employment status	Total pre-tax compensation received from the company	Whether to receive compensation from related parties of the company
Chen Yin	Chairman, General Manager	male	50	Incumbent	124.34	yes
LAWRENCE LEE	director	male	59	Incumbent	81.92	no
Cui Peng	Director, Financial Director	male	46	Resign	118.67	no
Song Qiongli	director	female	43	Incumbent	0	yes
Ren Haizhi	independent director	female	51	Incumbent	8	no
Xiao Bo	independent director	male	55	Incumbent	8	no
Mo Shenjiang	independent director	male	38	Incumbent	8	no
Arata Takano	Chairman of the Supervisory Board	male	55	Incumbent	52.71	no
Wu Linchong	supervisor	male	40	Incumbent	32	no
Shen Xiaoyan	Employee Representative Supervisor	female	35	Incumbent	36.26	no
Zhuang Jianqing	Director, Deputy General Manager	male	55	Incumbent	214.8	no
Ji Zhenghua	Secretary of the Board of Directors	male	33	Resign	40.37	no
Xu Youtao	Financial Director, Secretary of the Board of Directors (acting)	male	42	Incumbent	19.85	no
total	--	--	--	--	744.92	--

8. Directors' performance of duties during the reporting period

1. Status of the Board of Directors during the reporting period

session	convening date	Disclosure date	Meeting Decision
The 15th meeting of the first board of directors	March 02, 2022		1. "Proposal on Changing the Company's Business Scope and Amending Relevant Articles of the Articles of Association" 2. "Proposal on Convening the First Extraordinary General Meeting of Shareholders in 2022"

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The 16th meeting of the first board of directors	March 25, 2022		1. "About confirming the company's 2021
			Proposal on the Financial Report for the Year (January 1, 2021 - December 31, 2021)" 2. "Proposal on Confirming the Company's Related Transactions in 2021 (January 1, 2021 - December 31, 2021)" 3. "The Company's 2021 General Manager Work Report" 4. "The Company's 2021 Board of Directors Work Report" 5. "The Company's 2022 Financial Budget Report" 6. "The Company's 2021 Profit Distribution Plan" 7. "About Re-appointment of the Company's 2022 Financial Proposal of the Audit Institution" 8. "Proposal on Reviewing the Remuneration of the Company's Directors and Senior Management Personnel" 9. "Proposal on the Company's Estimated Daily Related Transactions in 2022" 10. "On the Application for Financing Lines from Banks by the Company and its Holding Subsidiaries in 2022 and guarantee matters" 11. "Proposal on the Company's Purchase of Financial Management Products with Idle Funds in 2022" 12. "Proposal on Convening the 2021 Annual General Meeting of Shareholders"
The 17th meeting of the first board of directors	June 26, 2022		1. "Proposal on the Establishment of Syndicated Loan" 2. "Proposal on Convening the Second Extraordinary General Meeting of Shareholders in 2022"
The 18th meeting of the first board of directors	September 9, 2022		1. "Proposal on the Explanation of the Previous Financial Statement Adjustments" 2. "Proposal on Confirmation of the Company's Financial Reports for 2019, 2020 and 2021" 3. "Consideration and Comparison of the Differences Between the Declared Financial Statements and the Original Financial Statements" Special Instructions > Proposal" 4. "Proposal on Provision for Goodwill Impairment" 5. "Proposal on Convening the Third Extraordinary General Meeting of Shareholders in 2022"
The 19th meeting of the first board of directors	September 21, 2022		1. "Proposal on Confirming the Company's Related Transactions for the Half Year of 2022 (January 1,

			2022 - June 30, 2022)" 2. "Proposal on Confirming the Company's Related Transactions for the Half Year of 2022 (January 1, 2022 - June 30, 2022)" June 30, 2022) Financial Report" 3. "Proposal on Confirming the Company's Internal Control Self-Evaluation Report for the Half Year of 2022 (January 1, 2022 - June 30, 2022)" 4. "On Changes to the Company English name

And the proposal to amend the relevant provisions of the "Articles of Association"

5. "About opening a fund-raising account"

motion"

6. "About convening the fourth meeting in 2022"

Proposal of the Extraordinary General Meeting of Shareholders"

2. Directors' attendance at the board of directors and shareholders' meetings

Directors' attendance at board meetings and shareholders' meetings							
Director's name	Number of times to attend the board of directors during this reporting period	Number of on-site board meetings attended	Number of times attended board of directors via communication	Number of times delegated to attend the board of directors	Number of absences from board meetings	Have you failed to attend two consecutive board meetings in person?	Number of shareholders' meetings attended
Chen Yin	5	3	2	0	0	no	5
LAWRENCE LEE	5	5	0	0	0	no	5
Cui Peng	5	5	0	0	0	no	5
Song Qiongli	5	0	5	0	0	no	5
Ren Haizhi	5	0	5	0	0	no	5
Xiao Bo	5	0	5	0	0	no	5
Mo Shenjiang	5	0	5	0	0	no	5

Explanation for failing to attend the board of directors in person for two consecutive times

not applicable.

3. Directors raise objections to company-related matters

Whether directors raise objections to company-related matters

☐Yes?No

During the reporting period, the directors raised no objections to relevant matters of the company.

4. Other instructions on directors' performance of duties

Have the directors' suggestions regarding the company been adopted? Yes ☐ No The directors' explanation of whether the suggestions regarding the company have been adopted or not adopted

All directors of the company fulfill their duties diligently and diligently, and are able to proactively pay attention to the company's operation and management, financial status and other matters that have a significant impact on the company's development. They can discuss in depth and express their opinions on various proposals submitted to the board of directors for consideration, which serves as a good example for the company. The company actively puts forward suggestions for business

development and fully considers the interests and demands of small and medium-sized shareholders when making decisions, which effectively enhances the scientific nature of the board of directors' decision-making and promotes the sustainable, stable and healthy development of the company's business operations.

9. The situation of the special committees under the board of directors during the reporting period

committee name	Member status	Number of meetings held	convening date	Conference content	Important comments and suggestions put forward	Other performance of duties	Details of objections (if any)
The Audit Committee	Ren Haizhi, Xiao Bo, Cui Peng	3	2022 03 15th of the month	1. "About the correct Proposal on Recognizing the Company's Related Transactions in 2021 (January 1, 2021 - December 31, 2021)" 2. "The Company's Profit Distribution Plan for 2021" 3. "Proposal on Re-appointing the Company's Financial Audit Institution for 2022" 4."Proposal on the Company's Expected Daily Related Transactions in 2022"	The Audit Committee	Carry out work in strict accordance with relevant regulations and express unanimous agreement on matters under review.	not applicable
			September 4, 2022	1. "Proposal on the Explanation of the Previous Financial Statement Adjustments" 2. "Proposal on Confirmation of the Company's Financial Reports for 2019, 2020 and 2021" 3. "Consideration and Comparison of the Differences	The Audit Committee	The Audit Committee carried out its work in strict accordance with relevant regulations and expressed unanimous agreement on matters under review.	not applicable

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					Between the Declared Financial Statements and the Original Financial Statements" Special Instructions > Proposal" 4. "Proposal on Provision for Goodwill Impairment"			
				September 11, 2022	1. "Proposal on Confirming the Company's Related Transactions in the Half Year of 2022 (January 1, 2022 - June 30, 2022)" 2. "Proposal on Confirming the Company's Related Transactions in the Half Year of 2022 (January 2022)"	The Audit Committee carried out its work in strict accordance with relevant regulations and expressed unanimous agreement on matters under review.	not applicable	not applicable
				"Proposal on Confirming the Company's Internal Control Self-Evaluation Report for the Half Year of 2022 (January 1, 2022 - June 30, 2022)"				
Remuneration and Appraisal Committee	Mo Shenjiang, Xiao Bo, LAWRENCE LEE	1	March 15, 2022	1. "Proposal on Review of Remuneration of Directors and Senior Management of the Company"	The Remuneration and Appraisal Committee carried out its work in strict accordance with relevant regulations and unanimously agreed on the matters under review.	not applicable	not applicable	
strategy committee	Chen Yin, LAWRENCE LEE, Mo Shenjiang	2	March 15, 2022	1. "Proposal on the company and its holding subsidiaries' application for financing lines and	The Strategy Committee carried out its work in strict accordance with relevant regulations and	not applicable	not applicable	

				guarantees from banks in 2022″ 2. ″Proposal on the company's purchase of financial products with idle funds in 2022″	unanimously agreed on the matters under review.		
			June 26, 2022	1. ″Proposal on the Establishment of Syndicated Loans″	The Strategy Committee carried out its work in strict accordance with relevant regulations and unanimously agreed on the matters under review.	not applicable	not applicable

10. Work of the Board of Supervisors

The board of supervisors discovered whether there are risks in the company during its supervision activities during the reporting period

□Yes?No

The Board of Supervisors has no objection to the supervision matters during the reporting period.

11. Company employees

1. Number of employees, professional composition and education level

Number of active employees of the parent company at the end of the reporting period (person)	1,942
Number of active employees of major subsidiaries at the end of the reporting period (person)	3,324
Total number of active employees at the end of the reporting period (person)	5,266
Total number of employees receiving salary during the current period (person)	5,266
The number of retired employees (persons) of the parent company and major subsidiaries who need to bear the expenses	90
Professional composition	
Professional composition categories	Number of professional members (people)
Production staff	3,243
salesperson	233
Technical staff	1,139
Financial officer	73
administration staff	531
Procurement staff	47
total	5,266
education level	
Education level category	Quantity (people)
PhD	2
master	153

Undergraduate	1,040
College	697
College degree or below	3,374
total	5,266

2. Remuneration policy

The company strictly abides by national labor laws, regulations and policies, and establishes a standardized salary system to better attract, retain and motivate talents, provide human resources guarantee for the company's development, and help achieve the company's business goals. The design of the company's salary system is guided by the principles of job value and performance, and provides competitive salary and benefits with reference to industry market salary levels. The company implements an internal salary distribution method that combines basic salary and performance salary to further strengthen the corresponding relationship between performance and incentives, and formulates relevant systems to standardize the company's salary system.

3. Training plan

The company attaches great importance to talent training and development, and is committed to creating an environment that values learning and development, laying a solid foundation for building a learning organization so that employees can continue to grow and improve at work and meet new challenges in the future. The company actively trains internal lecturers to comprehensively improve the quality and business skills of all employees. During the reporting period, the company organized a total of 325 training sessions throughout the year, with a total of 24,270 people participating in the training, and the total class hours reached 34,236 hours. The company's training management work in 2022 will be carried out in multiple dimensions such as the integration of new employees, management trainee training plans, English training, and team leader training. A comprehensive onboarding plan has been set up for new employees, including program documents, job teaching materials, mentor guidance, performance goals, cross-department learning and other arrangements to help new employees grow; a training plan has been developed for management trainees to facilitate their rapid integration The company and team provide talent support and guarantee for the company's sustainable development; it organizes English training, testing, practice and assessment to achieve efficient training of key groups; it focuses on team leader training and provides a complete training of classroom learning, action learning, and application of knowledge. system.

4. Labor outsourcing situation

?Applicable□Not applicable

Total number of labor outsourcing hours (hours)	2,087,405
Total remuneration paid for labor outsourcing (yuan)	59,558,578.87

12. Company profit distribution and conversion of capital reserve funds into share capital

How was the profit distribution policy, especially the formulation, implementation or adjustment of the cash dividend policy during the reporting period? Applicable □ Not applicable Article 164 of the Articles of Association that applies after the company's initial public offering of stocks and listing stipulates the company's profit distribution Policies, including the conditions and proportions of company cash dividends, etc. The specific contents are as follows:

(1) The company's profit distribution policy

1. Profit distribution principle: The company should implement a stable and continuous profit distribution policy. Profit distribution should pay attention to the reasonable return on investment of investors and take into account the sustainable development of the company. The company's profit distribution shall not exceed the cumulative distributable profit range.

2. Form of profit distribution: The company's profit distribution can take the form of cash, stocks, a combination of cash and stocks, or other methods permitted by law.

3. Mid-term profit distribution: The company can carry out mid-term profit distribution if conditions permit.

4. Cash profit distribution: When the company's audited net profit for the year is positive and meets the profit distribution conditions stipulated in the "Company Law", if there is no major investment plan or major cash expenditures, the company will adopt profit distribution every year. The method should include a cash distribution method, and the company's profits distributed in cash every year should not be less than 10% of the distributable profits realized in that year.

5. Stock profit distribution: While the company distributes profits in cash, it can also distribute profits in stocks. When the company determines the specific amount of profits to be distributed in the form of stocks, it should fully consider whether the total equity after distributing profits in the form of stocks is suitable for the company's current business scale, and consider the impact on future debt financing costs to ensure that the distribution plan is consistent with the company's current operating scale. The overall interests of all shareholders.

6. If the company's board of directors makes a decision not to implement profit distribution or the profit distribution plan does not include cash distribution, the reasons for its decision not to implement profit distribution or the profit distribution plan does not include cash distribution should be used. It shall be disclosed in periodic reports, and the company's independent directors shall express independent opinions on this matter.

7. The company's profit distribution policy shall not be changed at will. If the current policy does conflict with the company's production and operation conditions, investment planning and long-term development needs, the profit distribution policy can be adjusted. Adjustments to the profit distribution policy should extensively solicit the opinions of independent directors, supervisors, and public investors. The adjusted profit distribution policy must not violate the relevant regulations of the China Securities Regulatory Commission and the stock exchange. Proposals on adjusting the profit distribution policy must be reviewed by the company's board of directors. Submit to the company's general meeting of shareholders for approval.

A major investment plan or major cash expenditure refers to one of the following situations: (1) The company's planned cumulative expenditure on external investment, asset acquisition, or equipment purchase in the next twelve months reaches or exceeds 50% of the company's most recent audited net assets, and More than 50 million yuan; (2) The company's planned cumulative expenditure on external investment, asset acquisition or equipment purchase in the next twelve months reaches or exceeds 30% of the company's most recent audited total assets.

(2) The company's differentiated cash dividend policy

The company's board of directors shall comprehensively consider factors such as the characteristics of the company's industry, development stage, its own business model, profitability level, and whether there are major capital expenditure arrangements, distinguish the following situations, and propose differentiated cash dividend policies in accordance with the procedures stipulated in these articles of association:

1. If the company is in a mature stage of development and has no major capital expenditure arrangements, when distributing profits, the proportion of cash dividends in this profit distribution should be at least 80%;

2. If the company is in a mature stage of development and has major capital expenditure arrangements, when distributing profits, the proportion of cash dividends in this profit distribution should be at least 40%;

3. If the company is in the growth stage and has major capital expenditure arrangements, when distributing profits, the proportion of cash dividends in this profit distribution should be at least 20%.

If the company's board of directors believes that the company's development stages are difficult to distinguish but there are major capital expenditure arrangements, this paragraph shall apply.

(3) The company's profit distribution policy decision-making process

1. The company's profit distribution policy is formulated by the board of directors and submitted to the shareholders' meeting for review.

2. The independent directors and the board of supervisors shall review the profit distribution policy submitted to the shareholders' meeting for review and issue written review opinions.

3. If the company needs to adjust its profit distribution policy based on its production and operation conditions, investment planning and long-term development needs, the adjusted profit distribution policy shall not violate the relevant regulations of the China Securities Regulatory Commission and the stock exchange. When the board of directors believes that it is necessary to adjust the profit distribution policy, it may submit a profit distribution policy adjustment plan for consideration by the shareholders' meeting. The company may use online voting and other methods to facilitate small and medium-sized shareholders to participate in the shareholders' meeting. 4. If a shareholder illegally occupies the company's funds, the company shall deduct the cash dividend distributed by the shareholder when distributing profits to repay the funds occupied by the shareholder.

Special explanation of cash dividend policy

Whether it complies with the provisions of the company's articles of association or the requirements of the shareholders' meeting resolution:	yes
Are the dividend standards and proportions clear and clear:	yes
Are the relevant decision-making procedures and mechanisms complete?	yes
Whether independent directors have performed their duties and played their due role:	yes
Whether small and medium-sized shareholders have the opportunity to fully express their opinions and demands, and whether their legitimate rights and interests are fully protected:	yes
If the cash dividend policy is adjusted or changed, whether the conditions and procedures are compliant and transparent:	not applicable

Are the company's profit distribution plan for the reporting period and the capital reserve conversion plan to share capital consistent with the company's articles of association, dividend management measures, etc.? Yes No Regulations. Profit distribution and capitalization of capital reserve this year

Number of bonus shares for every 10 shares (shares)	0
Dividend amount per 10 shares (yuan) (tax included)	0.617
Number of shares converted per 10 shares (shares)	0
The share capital base of the distribution plan (shares)	486,161,968
Cash dividend amount (yuan) (tax included)	29,996,193.43
Amount of cash dividends distributed in other ways (such as share repurchase) (yuan)	0.00
Total cash dividends (including other methods) (yuan)	29,996,193.43
Distributable profit (yuan)	313,885,359.15
Ratio of total cash dividends (including other forms) to total profit distribution	100.00%
Cash dividend distribution this time	
other	
Detailed explanation of profit distribution or capital reserve conversion plan	
The company's profit distribution plan for 2022 is: based on the company's existing total share capital of 486,161,968 shares, it plans to distribute a cash dividend of 0.617 yuan (tax included) to all shareholders for every 10 shares, with a total cash dividend of 29,996,193.43 yuan (tax included). After the implementation of this profit distribution plan, the company's remaining undistributed profits will be carried forward to subsequent years. No bonus shares will be issued this year, and no capital reserves will be converted into share capital. If the company's total share capital changes between the date of disclosure of this profit distribution plan and the equity registration date for equity distribution, the company will use the total share capital on the equity registration date when the distribution plan is implemented in the future as the base, and the cash dividend distribution ratio will remain unchanged. The total amount of cash dividends shall be adjusted accordingly.	

The company made profits during the reporting period and the parent company's profits available for distribution to shareholders were positive but no cash dividend distribution plan was proposed

□Applicable? Not applicable

13. Implementation of the company's equity incentive plan, employee stock ownership plan or other employee incentive measures

□Applicable? Not applicable

The company has no equity incentive plan, employee stock ownership plan or other employee incentive measures and their implementation during the reporting period.

14. Construction and implementation of internal control system during the reporting period

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1. Construction and implementation of internal control

During the reporting period, the company timely updated and improved the internal control system in accordance with the provisions of the "Basic Standards for Enterprise Internal Control" and its supporting guidelines, and established an internal control system that is scientifically designed, concise and applicable, and operates effectively. The audit committee , internal audit department jointly form the company's risk internal control management organizational system to supervise and evaluate the company's internal control management. Through the operation, analysis and evaluation of the internal control system, the company effectively prevents risks in operation and management and promotes the realization of internal control objectives.

2. Details of major deficiencies in internal control discovered during the reporting period

□Yes?No

15. The company's management and control of subsidiaries during the reporting period

Company Name	Integration plan	Integration progress	Problems encountered during integration	Solutions taken	Resolution progress	Follow-up solution plan
not applicable	not applicable	not applicable	not applicable	not applicable	not applicable	not applicable

16. Internal control self-evaluation report or internal control audit report

1. Internal control self-evaluation report

Disclosure date of the full text of the internal control evaluation report	April 28, 2023
Full Text Disclosure Index of Internal Control Evaluation Report	Juchao Information Network (http://www.cninfo.com.cn)
The ratio of the total assets of the units included in the evaluation scope to the total assets of the company's consolidated financial statements	100.00%
The proportion of operating income of units included in the evaluation scope to the operating income of the company's consolidated financial statements	100.00%

Defect identification standards		
category	financial report	non-financial reporting
Qualitative criteria	The qualitative standards for the evaluation of internal control deficiencies in financial reporting determined by the company are as follows: 1. Major deficiencies (1) Fraud by directors, supervisors and senior managers; (2) Serious violation of the requirements of laws and regulations; (3) Defects in the announced financial reports (4) The audit committee and the internal audit and internal control department are ineffective in supervising the internal control of the financial report; (5) The certified public accountant discovers that there is a major misstatement in the financial report, but the internal control fails to detect it during operation. Misstatement. 2. Important deficiencies (1) Failure to select and apply accounting policies in accordance with generally accepted accounting principles; (2) Failure to establish anti-fraud procedures and control measures; (3) Failure to establish	The qualitative standards for the evaluation of non-financial reporting internal control deficiencies determined by the company are as follows: 1. Major deficiencies (1) The company's decision-making process leads to major mistakes; (2) Negative news frequently appears in the media, covering a wide range of areas and the negative impact has not been eliminated; (3) The company's important business lacks institutional control or the institutional system fails; (4) The company's business activities seriously violate national laws and regulations; (5) There is a serious loss of middle and senior managers, core technical personnel, and business personnel; (6) The company is punished by the Securities Regulatory Commission or stock exchange warnings. 2. Important defects (1) The company's decision-making process leads to general errors; (2) Negative news appears in the media, but it can be eliminated in time;

	corresponding control mechanisms for the accounting treatment of non-routine or special transactions or There is no implementation and corresponding compensatory control; (4) There are one or more deficiencies in the control of the period-end financial reporting process and there is no reasonable guarantee that the prepared financial statements achieve true and accurate goals. 3. General defects include other control defects other than the above-mentioned major defects and important defects.	(3) The company's important business systems or systems have defects; (4) The company's internal control has important or general defects Failure to make rectifications; (5) Company personnel violated the company's internal rules and caused large losses. 3. General defects: In addition to the above-mentioned major defects and important defects, other control defects that have a general impact or cause minor losses.
quantitative standards	The quantitative standards for the evaluation of internal control defects in financial reporting determined by the company are as follows: Potential misstatement of operating income: Major defect: misstatement amount > 5% of operating income; important defect: 3% of operating income < misstatement amount ≤ 5% of operating income %; General defect: misstatement amount ≤ 3% of operating income. Potential misstatement of total assets: major defects: misstatement amount > 2% of total assets; important defects: 1% of total assets < misstatement amount ≤ 2% of total assets; general defects: misstatement amount ≤ 1% of total assets .	The quantitative standards for the evaluation of non-financial reporting internal control defects determined by the company are as follows: Amount of direct property losses: Major defects: misstatement > 10 million yuan; Important defects: 5 million yuan < misstatement ≤ 10 million yuan; General defects: misstatement ≤ 5 million yuan.
Number of major defects in financial reports (number)	0	
Number of major defects in non-financial reports (number)	0	
Number of important flaws in financial reports (number)	0	
Number of important defects in non-financial reports (number)	0	

2. Internal control audit report or assurance report

not applicable

17. Rectification of self-examination issues in the special action on governance of listed companies

not applicable

Section 5 Environmental and Social Responsibility

1. Major environmental issues

Whether the listed company and its subsidiaries are among the key pollutant discharging units announced by the environmental protection department

□Yes?No

Administrative penalties due to environmental problems during the reporting period

Company or subsidiary name	Reason for punishment	Violations	Penalty result	Impact on the production and operation of listed companies	The company's corrective measures
not applicable	not applicable	not applicable	not applicable	not applicable	not applicable

Refer to other environmental information disclosed by key pollutant-discharging units that does not belong to the measures and effects taken by key pollutant-discharging units to reduce their carbon emissions during the reporting period?

Applicable ☐ Not applicable In response to the country's call for energy conservation and emission reduction, the company has established an energy management system , formulated systems such as "Energy Management Procedures" and "Water Saving Implementation Plan" to integrate environmental protection concepts into the company's daily production and operations. At the same time, the company actively designs green products, builds green factories and green supply chains, promotes green offices, and implements energy-saving and low-carbon concepts with actions. The company fully considers environmental factors in the product design and research and development stages, actively launches green products, continuously improves the environmental attributes of products, and continues to develop new environmentally friendly processes, thereby reducing material waste, environmental pollution and energy consumption; in order to help fight the tough battle against pollution, the company has formulated The company has adopted relevant regulations such as "Waste Management Control Procedures" and "Chemical Management Control Procedures" to strictly control pollution, minimize the impact of its business operations on the environment, and achieve green production; the company follows the principles of low-carbon energy, clean production, etc. In accordance with the principle, we promote the green transformation and upgrading of factories and achieve green development through measures such as building rooftop solar energy, using electric forklifts, and automation transformation; the company advocates system upgrades around the concept of green office, and coordinates support with various departments to actively promote green office awareness throughout the country. Popularity of the company. Reasons for not disclosing other environmental information do not apply

2. Social Responsibility

The company strictly abides by national laws, regulations and relevant policies, standardizes operations, and is committed to fulfilling social responsibilities. The company continues to strengthen corporate governance, improve internal operation management, and improve the company's standardized operation level to achieve common growth and harmonious development of enterprises, investors, employees and society.

(1) Protection of shareholders' rights and interests

The company strictly complies with the requirements of laws, regulations and normative documents such as the Company Law, Securities Law, Shenzhen Stock Exchange GEM Stock Listing Rules, Measures for the Administration of Information Disclosure of Listed Companies, etc., constantly improves the corporate governance mechanism, and establishes and improves the company's internal Management and control system, organize and coordinate the work of various functional departments, continue to carry out in-depth corporate governance activities, promote the company's standardized operations, and improve corporate governance levels. It will strictly fulfill its information disclosure obligations and fully protect the rights and interests of investors.

(2) Protection of employees' rights and interests

The company abides by the "Labor Law of the People's Republic of China", "Labor Contract Law of the People's Republic of China" and other relevant laws and regulations, strictly implements the national employment system, labor protection system, social security system and medical security system to protect the legitimate rights and interests of employees. The company continuously improves the management system related to labor employment and welfare security, respects and safeguards the personal rights and interests of employees, provides employees with fair promotion opportunities, provides employees with necessary vocational training and development opportunities, helps employees improve their professional skills and abilities, and establishes A relatively complete salary management and performance appraisal system has been established.

(3) Protection of the rights and interests of customers and suppliers

The company has formulated internal control systems such as the "Supplier Selection and Evaluation Procedures" and "Supplier Comprehensive Evaluation Management Measures", established a complete supplier selection and management system, and protected the legitimate rights and interests of suppliers. It has achieved win-win cooperation with suppliers. develop. The company has established long-term and stable strategic cooperative relationships with many customers, providing customers with high-quality products and services, ensuring product quality and safety, and building a customer system of communication, coordination, and mutual benefit.

(4) Environmental protection and sustainable development

The company integrates green concepts into daily production and operations. By improving the energy management system, formulating a series of environmental protection systems, promoting green products, building green factories and supply chains, and promoting green offices, it actively implements energy conservation and emission reduction tasks and contributes to environmental protection. Make positive contributions and achieve sustainable development of the company.

(5) Social welfare undertakings

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The company has always strived to contribute to the harmonious development of the local economy and society, and actively participated in social welfare undertakings and various public welfare activities. During the reporting period, the company donated a total of nearly 200,000 yuan, including donating epidemic prevention materials to Donghua University.

3. Consolidate and expand the results of poverty alleviation and rural revitalization

not applicable

Section 6 Important Matters

1. Fulfillment of commitments

1. What commitments have been fulfilled by the company's actual controller, shareholders, related parties, acquirers and the company during the reporting period and have not been fulfilled by the end of the reporting period? Applicable □ Not applicable

Reason for commitment	Commitment Party	Promise type	Commitment content	Commitment time	Commitment period	Performance
Commitments made in the acquisition report or equity change report	not applicable					
Commitments made during asset reorganization	not applicable					
Commitments made during initial public offering or refinancing	GLOBE HOLDINGS (HONG KONG) CO., LIMITED	Share restriction commitment	(1) Within 36 months from the date of the issuer's initial public offering of stocks, the company shall not transfer or entrust others to manage the pre-IPO shares directly or indirectly held by the company, nor shall the issuer repurchase such shares. (2) Within 6 months after the issuer's initial public offering of stocks is listed, if the closing price of the stock for 20 consecutive trading days is lower than the initial public offering price, or at the end of 6 months after listing (if that day is not a trading day, then If the closing price on the first trading day after that date is lower than the initial public offering price, the lock-up period of the pre-IPO shares held by the company	February 8, 2023	August 07, 2026	Normally performing

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			will be automatically extended by 6 months on the basis of the original lock-up period. During the period from the listing of the issuer's stocks to the reduction of the company's holdings, if the issuer has any equity distribution,			
		Relevant regulations are implemented.				
Junma Enterprise Co., Ltd.	Share restriction commitment	(1) The shares purchased by the company through capital increase within 12 months before the issuer's application for initial public offering of stocks, within 36 months from the date of completion of industrial and commercial change registration of capital increase and 12 months from the date of listing of the issuer's initial public offering of stocks Within three months, the pre-IPO shares directly or indirectly held by the company will not be transferred or entrusted to others to manage, nor will the issuer repurchase such shares. (2) If the company's shares held by the company change due to the company's equity distribution, etc., the above commitments will still apply to the company's new shares resulting from such events. (3) The company's transfer of the issuer's shares held by the company shall comply with laws and regulations, the relevant rules of the China Securities Regulatory Commission and the Shenzhen Stock	February 8, 2023	February 07, 2024	Normally performing	

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		Exchange. (4) If the company reduces its pre-IPO shares after the expiration of the lock-up period, the reduction method, price and procedures must strictly comply with the "Company Law of the People's Republic of China", "Securities Law of the People's Republic of China", "Listing" "Several Provisions on the Reduction of Shareholdings by Company Shareholders, Directors, Supervisors and Senior Management" and "Shenzhen Stock Exchange GEM Stock Listing Rules"			
		and the "Detailed Implementation Rules for Share Reductions by Shareholders and Directors, Supervisors and Senior Managers of Listed Companies on the Shenzhen Stock Exchange" and other laws, regulations and normative documents regarding share reductions and information disclosure. If the provisions of laws, regulations and normative documents on matters related to reduction of shareholdings change, the relevant provisions shall be followed.			
Chen Yin	Share restriction commitment	(1) Within 36 months from the date of the issuer's initial public offering of stocks, the pre-IPO shares held directly or indirectly shall not be transferred or entrusted to others to manage, nor shall the issuer repurchase such shares. (2) Within 6 months after the issuer's initial public offering of stocks is listed, if the closing price of the stock for 20 consecutive trading days is lower than the initial public offering price, or at the end of 6 months	February 8, 2023	August 07, 2026	Normally performing

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		after listing (if that day is not a trading day, then If the closing price on the first trading day after that date is lower than the initial public offering price, the lock-up period of the pre-IPO shares held by me will be automatically extended for 6 months based on the original lock-up period. During the period from the listing of the issuer's stocks to the time when I reduce my holdings, if the issuer has any ex-rights and dividends matters such as equity distribution, transfer of reserve funds to share capital, allotment of shares, etc.			
		The holding shall not be reduced within 6 months from the date of fulfilling the above commitment.			
LAWRENCE LEE, Chen Yin, Cui Peng, Gao Naixin, Ji Zhenghua, Mo Shenjiang, Ren Haizhi, Shen Xiaoyan, Song Qiongli, Wu Linchong, Xiao Bo, Zhuang Jianqing	Dividend commitment	In order to protect the interests of small and medium-sized investors, I promise to strictly follow the profit distribution policy (including cash dividend policy) stipulated in the "Articles of Association of Grebo (Jiangsu) Co., Ltd. (Draft)" to perform the company's profit distribution decision-making procedures and implement profit distribution. I promise to vote at the company's relevant shareholders' meeting/board of directors/supervisory board meeting in accordance with the profit distribution policy (including cash dividend policy) stipulated in the "Articles of Association of Grebo (Jiangsu) Co., Ltd. (Draft)", and urge the company to implement profit distribution in accordance with relevant resolutions distribute.	February 8, 2023	long	Normally performing
GLOBE HOLDINGS (HONG KONG) CO., LIMITED, Chen Yin, Junma Enterprise Co., Ltd.	Dividend commitment	In order to safeguard the interests of small and medium-sized investors, the company/I promise to strictly follow the profit distribution policy (including cash dividend policy) stipulated in the "Articles of Association of Grebo (Jiangsu) Co., Ltd. (Draft)" to perform the company's profit distribution decision-making	February 8, 2023	long	Normally performing

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		procedures and implement Profit Distribution. The company/I promise to make investments at the company's relevant shareholders' meetings/board meetings in accordance with the profit distribution policy (including cash dividend policy) stipulated in the "Articles of Association of Grebo (Jiangsu) Co., Ltd. (Draft)"			
		vote and urge the company to implement profit distribution in accordance with relevant resolutions.			
Grebo (Jiangsu) Co., Ltd.	Dividend commitment	In order to safeguard the interests of small and medium-sized investors, the company promises to strictly follow the profit distribution policy (including cash dividend policy) stipulated in the "Articles of Association of Grebo (Jiangsu) Co., Ltd. (Draft)" to perform the company's profit distribution decision-making process and implement profit distribution .	February 8, 2023	long	Normally performing
Junma Enterprise Co., Ltd.	Commitments regarding related transactions and capital occupation	During the period when the Company is a related party of the Company, related business transactions or transactions between the Company and the companies controlled by the Company and the issuer will be conducted on an equal and voluntary basis and in accordance with the principles of fairness, equity and equal compensation. The transaction price will be determined based on the reasonable price recognized by the market. The company will strictly abide by the avoidance provisions on related party transactions in the issuer's "Articles of	February 8, 2023	long	Normally performing

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		Association" and "Related Transaction Management System" and other company systems. Related party transactions involved will be conducted in accordance with relevant laws, regulations, normative legal documents and " The company will carry out the decision-making procedures stipulated in the Articles of Association of the Company, perform legal procedures, and promptly disclose information on related-party transactions. If necessary, hire an intermediary agency to evaluate and consult on related transactions.				
		consultation to improve the fairness and transparency of related-party transactions. The company promises not to use related transactions to transfer or convey profits, nor to damage the legitimate rights and interests of the issuer and other shareholders through the issuer's operating decision-making power. The company promises not to take advantage of the issuer's status as a related party to harm the legitimate interests of the issuer and other shareholders.			
GLOBE HOLDINGS （HONG KONG） CO., LIMITED、陈寅	Commitments regarding horizontal competition, related transactions, and capital occupation	1. Commitment to avoid horizontal competition. The issuer's controlling shareholder GHHK and actual controller Chen Yin promise: (1) As of the date of this commitment letter, the company/I have not directly or indirectly competed with Grebo in any way. business, and does not own any shares, equity, capital contribution, etc. in enterprises that may compete with Greebo in the same industry, or have any interests in any competing enterprises of Greebo. (2) This enterprise/company or other organization controlled by me	February 8, 2023	long	Normally performing	

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		will not engage in the production, processing and sales of products that are identical or similar to Grebo's existing main products in any form inside or outside China, including not investing, acquiring, or selling products inside or outside China. Merge companies or other businesses that directly compete with Grebo's existing main business			
		Recognized as a reasonable price. The company/I will strictly abide by the avoidance provisions on related-party transactions in the issuer's "Articles of Association" and "Related Transaction Management System" and other documents. All related-party transactions involved will be carried out in accordance with the prescribed decision-making procedures and legal procedures will be performed. , timely disclosure of information on related party transactions. The company/I promise not to use related transactions to transfer or convey profits, nor to damage the legitimate rights and interests of the issuer and other shareholders through the issuer's operating decision-making power. The company/I promise not to take advantage of the issuer's controlling shareholder or actual controller status to harm the legitimate interests of the issuer and other shareholders.			
Grebo (Jiangsu) Co., Ltd.	Commitment to stabilize stock price	(1) Within three years from the date of initial listing and trading of the issuer's shares, if the closing price of the issuer's shares for 20 consecutive trading days	February 8, 2023	February 07, 2026	Normally performing

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		is lower than the issuer's latest audited net assets per share, the issuer will In accordance with relevant laws, regulations and relevant provisions, measures to stabilize the stock price will be initiated on the premise that it will not cause the issuer to fail to meet the listing conditions and meet the relevant provisions of laws, regulations and normative documents on shareholding increase, repurchase and so on.			
		Directors and senior managers newly hired within three years after listing must perform relevant obligations in accordance with the commitments made by directors and senior managers at the time of listing to stabilize the stock price.			
GLOBE HOLDINGS （HONG KONG） CO., LIMITED、陈寅	Commitment to stabilize stock price	Within three years from the date of initial public offering and listing of the company's stocks, unless due to force majeure factors, if the stock price is lower than the latest audited net assets per share for twenty consecutive trading days (after the latest audit base date, due to If profit distribution, conversion of capital reserve into share capital, additional issuance, allotment and other ex-rights and dividend events lead to changes in the company's net assets or total number of shares, the net assets per share will be adjusted accordingly), that is, triggering the conditions for initiating stock price stabilization measures,	February 8, 2023	February 07, 2026	Normally performing	

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			the company/I shall After the occurrence of the above situation, measures to stabilize the stock price will be initiated in strict accordance with the "Plan for stabilizing the stock price within three years after the company's initial public offering of stocks and listing", and will be based on the "Stabilizing the stock price within three years after the company's initial public offering of stocks and listing" approved by the company's general meeting of shareholders. According to the relevant provisions in the "Pre-plan", at the shareholders' meeting held by the company on the repurchase of shares, the relevant resolutions on the repurchase of shares shall be voted in favor of.			
LAWRENCE LEE, Chen Yin, Cui Peng, Ji Zhenghua, Song Qiongli, Zhuang Jianqing	Commitment to stabilize stock price	Within three years from the date of initial public offering and listing of the company's shares, unless due to force majeure factors, if the closing price is lower than the audited net assets per share of the previous fiscal year for twenty consecutive trading days (due to profit distribution, capital reserve fund If ex-rights and dividends such as capitalization, additional issuance, allotment, etc. lead to changes in the company's net assets or the total number of shares, the net assets per share will be adjusted accordingly), that is, the conditions for initiating stock price stabilization measures will be triggered. The company's directors and senior managers should After the situation, measures to stabilize the	February 8, 2023	February 07, 2026	Normally performing	

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		stock price were initiated in strict accordance with the provisions of the "Plan for Stabilizing the Stock Price within Three Years after the Company's Initial Public Offering of Stocks and Listing." The above commitments are equally binding on the company's new directors and senior managers in the future.				
GLOBE HOLDINGS （HONG KONG） CO., LIMITED、陈寅	Other commitments	Commitment to bear compensation or liability in accordance with the law: (1) The company/I will strictly perform various obligations and responsibilities in all public commitments made during the initial public offering and listing process disclosed in the prospectus. (2) If the company/I fail to fulfill the commitments disclosed in the prospectus, the company	February 8, 2023	long	Normally performing	
		liability, the company shares held by the company/me (excluding the shares transferred from the old shares during the initial public offering of stocks) shall not be transferred until the company/me has fulfilled the aforementioned liability for compensation. At the same time, the company has the right to deduct the shares obtained by the company/me. The cash dividends distributed are used to bear the aforementioned compensation liabilities.				
Grebo (Jiangsu) Co., Ltd.	Other commitments	Share repurchase commitment for fraudulent issuance and listing: The company meets the GEM issuance and listing conditions. The company's application documents for this issuance and listing do not contain false records, misleading statements or major omissions. There are no fraudulent issuances. The	February 8, 2023	long	Normally performing	

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		company's Legal responsibility for authenticity, accuracy, and completeness. If the company's application documents related to this issuance and listing are confirmed by the China Securities Regulatory Commission and other competent authorities to contain false records, misleading statements or major omissions, which will have a significant and substantial impact on whether the company meets the issuance conditions stipulated by law, or there will be a fraudulent issuance. In the case of listing, the company will repurchase all new shares issued by the initial public offering in accordance with the law. If a company does not meet the conditions for issuance and listing and uses deceptive means to obtain issuance registration and has already issued and listed the company, the company				
		The repurchase procedure will be initiated within 5 working days after confirmation by the China Securities Regulatory Commission and other competent authorities, and all new shares that have been publicly issued by the company will be repurchased; the repurchase price shall be based on the issue price plus bank deposit interest for the same period and the triggering point of the repurchase obligation. The highest closing price of the company's stock on the last trading day shall be determined, whichever is higher, and shall be implemented in accordance with the procedures stipulated in relevant laws, regulations and normative documents. If the company's relevant application				

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		documents for this issuance and listing contain false records, misleading statements or major omissions, or there is fraudulent issuance and listing, causing investors to suffer losses in securities transactions, the company will compensate investors for their losses in accordance with the law. The qualifications of investors who are entitled to compensation, the determination of the scope of investor losses, the division of responsibilities among compensation subjects and the reasons for exemption shall be determined in accordance with the Company Law, Securities Law, relevant regulations of the China Securities Regulatory Commission and stock exchanges, and the Company Law. The provisions of the Articles of Association shall be implemented.			
GLOBE HOLDINGS （HONG KONG） CO., LIMITED、陈寅	Other commitments	Share repurchase commitment for fraudulent issuance and listing: The company meets the GEM issuance and listing conditions, and the company's application documents related to this issuance and listing do not contain false records, misleading statements or major omissions.	February 8, 2023	long	Normally performing	
		If there is a major omission, or if there is a fraudulent issuance or listing that is investigated by the securities authorities or judicial authorities, the company/I promise to suspend the transfer of the issuer shares in which the company/I have an interest. If the company's relevant application documents for this issuance and listing contain false records, misleading statements or major omissions, or there is fraudulent issuance and listing, causing investors to suffer losses in securities			

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		transactions, and the company/I am determined by the regulatory agency to be inexcusable , the company/I will compensate investors for their losses in accordance with the law. The qualifications of investors who are entitled to compensation, the determination of the scope of investor losses, the division of responsibilities among compensation subjects and the reasons for exemption shall be determined in accordance with the Company Law, Securities Law, relevant regulations of the China Securities Regulatory Commission and stock exchanges, and the Company Law. The provisions of the Articles of Association shall be implemented.			
GLOBE HOLDINGS （HONG KONG） CO., LIMITED、陈寅	Other commitments	Commitment regarding the issuer's relocation costs. The company's controlling shareholder GHHK and actual controller Chen Yin promise that if the issuer is administratively punished by the competent authorities due to the above-mentioned property defects or causes the demolition of relevant production and office spaces, etc., the company will be unable to continue to rent. , use related production and office spaces	February 8, 2023	long	Normally performing
		As a result, production and operations are damaged, and the issuer's controlling shareholders and actual controllers promise to bear the company's losses caused by administrative penalties or relocation. The controlling shareholder and actual controller of the issuer agrees to bear and compensate for all losses, damages and expenses caused to the issuer due to breach of the above commitments.			
LAWRENCE LEE, Chen Yin, Cui Peng, Gao Naixin, Ji Zhenghua,	Other commitments	Commitment to bear compensation or liability in accordance with the law: (1)	February 8, 2023	long	Normally performing

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	Mo Shenjiang, Ren Haizhi, Shen Xiaoyan, Song Qiongli, Wu Linchong, Xiao Bo, Zhuang Jianqing		I will strictly perform all obligations and responsibilities in all public commitments made during the initial public offering and listing process disclosed in the prospectus. (2) If I fail to fulfill the commitments disclosed in the prospectus, I will publicly explain the specific reasons for not fulfilling the commitments at the shareholders' meeting and in newspapers designated by the China Securities Regulatory Commission, apologize to shareholders and public investors, and propose to the company's investors Supplementary commitments or alternative commitments to protect the rights and interests of investors as much as possible. (3) If investors suffer losses in securities transactions due to my failure to perform relevant commitments, I will compensate investors for the relevant losses in accordance with the law and promise that the proceeds will belong to the issuer.				
			have. After the securities regulatory authorities or other competent departments determine that they should bear responsibility, I will start the relevant work to compensate investors for their losses. Investor losses are determined based on the amount determined through negotiation with the investor, or based on the method or amount determined by the securities regulatory authorities or judicial authorities. (4) I will stop receiving salary from the company within ten days from the date of the occurrence of the above-mentioned events. At the same time, the company shares (if any) I hold shall not be transferred				

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		until the relevant commitments are fulfilled.			
Grebo (Jiangsu) Co., Ltd.	Other commitments	Commitments regarding shareholder-related situations The company promises that the issuer's shareholders do not have the following circumstances: (1) Laws and regulations prohibit shareholding entities from directly or indirectly holding the issuer's shares; (2) The intermediary agency or its person in charge of this issuance , senior managers and handling personnel directly or indirectly hold the issuer's shares; (3) Use the issuer's equity to transfer improper benefits.	February 8, 2023	long	Normally performing
CITIC Securities Co., Ltd.	Other commitments	Commitment to bear compensation or compensation liability in accordance with the law: China Securities Securities Co., Ltd. commits: The documents produced and issued by the company for the issuer's public offering contain false records and misleading statements.	February 8, 2023	long	Normally performing
		If the above statements or major omissions cause losses to investors, the company will compensate investors for their losses in accordance with the law.			
GLOBE HOLDINGS （HONG KONG） CO., LIMITED、陈寅	Other commitments	Commitments on labor and personnel The company's controlling shareholder GHHK and actual controller Chen Yin promise: If the issuer and its subsidiaries provide basic pension insurance, basic medical insurance, The payment of unemployment insurance, maternity insurance, work-related injury insurance and housing provident fund (hereinafter	February 8, 2023	long	Normally performing

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		collectively referred to as the "five insurances and one fund") and the employment situation, the employees are required to make up for the five insurances and one fund or are compensated for the five insurances and one fund, or due to the payment of the five insurances and one fund. Or if defects in labor dispatch and labor outsourcing are punished by relevant government departments, the issuer's controlling shareholders and actual controllers will bear the amount that should be paid or recovered, late payment fees, fines and other related expenses. The controlling shareholder and actual controller of the issuer agrees to bear and compensate for all losses, damages and expenses caused to the issuer and its subsidiaries due to breach of the above commitments.			
Zhejiang Tiance Law Firm	Other commitments	Commitment to bear compensation or liability in accordance with the law: Zhejiang Tiance Law Firm commits: The firm is the issuer	February 8, 2023	long	Normally performing
		There are no false records, misleading statements or major omissions in the documents produced and issued by the Exchange for the initial public offering; if the documents produced and issued by the Exchange for the issuer's initial public offering contain false records, misleading statements or major omissions, the investor shall be If the investor			

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		causes direct economic losses, after the illegal facts are determined in accordance with the law, the Exchange will compensate the investors for their losses in accordance with the law.			
Grebo (Jiangsu) Co., Ltd.	Other commitments	The company will take the following measures to make up for the diluted immediate returns: (1) Strengthen technological innovation. The company has always adhered to the strategy of improving independent innovation capabilities and taking an innovative development path, keeping up with market demand and continuing to expand in new products, new technologies and other fields. Invest in research and development, continue to carry out technological innovation, and further improve the company's business technology level. By taking technological innovation as a breakthrough, we will continue to improve the quality and quality of products and services to meet the differentiated needs of customers, so as to increase the company's profit growth points and enhance the company's sustainable profitability. (2) Increase market development. The company will increase market development efforts for existing main products and new products, enhance product supply capabilities, and continuously improve	February 8, 2023	long	Normally performing
		In accordance with the requirements of normative documents, we will continue to improve the corporate governance structure, further strengthen corporate governance, and provide institutional guarantees			

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		for the company's development. The company will establish a comprehensive human resources training and training system, improve salary, benefits, long-term incentive policies and performance appraisal systems, and continue to increase talent introduction to lay a solid human resources foundation for the company's future development.			
Ernst & Young Hua Ming LLP (Special General Partnership)	Other commitments	Commitment to bear compensation or compensation liability in accordance with the law: Ernst & Young's commitment: Because the following documents issued by our firm for Grebo (Jiangsu) Co., Ltd.'s initial public offering of RMB ordinary shares (A shares) and listing on the GEM contained false records and misleading If any misleading statement or major omission causes losses to investors, the Exchange will compensate investors for their losses in accordance with the law: (1) Audit report issued on September 21, 2022 (Report No.: Ernst & Young Hua Ming (2022) Review No. No. 61457418_B05); (2) Internal control audit report issued on September 21, 2022 (Report No.: Ernst & Young Hua Ming (2022) Special No. 61457418_B10	February 8, 2023	long	Normally performing
		(3) Special explanation of non-recurring gains and losses issued on September 21, 2022 (Special explanation number: Ernst & Young Hua Ming (2022) Special No. 61457418_B11).			
LAWRENCE LEE, Chen Yin, Cui Peng, Ji Zhenghua, Mo Shenjiang, Ren	Other commitments	Commitment to make up for diluted immediate returns: (1) I promise not to transfer benefits to other	February 8, 2023	long	Normally performing

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	Haizhi, Song Qiongli, Xiao Bo, Zhuang Jianqing		units or individuals for free or on unfair terms, nor to harm the interests of the company in other ways. (2) I promise to restrict my job consumption behavior. (3) I promise not to use company assets to engage in investment or consumption activities that have nothing to do with the performance of my duties. (4) I promise that the remuneration system formulated by the board of directors or the remuneration committee will be linked to the implementation of the company's supplementary return measures. (5) If the company subsequently launches an equity incentive policy, I promise that the exercise conditions of the company's equity incentives to be announced will be linked to the implementation of the company's top-up return measures. (6) If the China Securities Regulatory Commission and the Shenzhen Stock Exchange make other new regulatory regulations regarding supplementary return measures and their commitments, and the above commitments cannot meet these regulations of the China Securities Regulatory Commission				
			, I promise that I will issue a supplementary commitment in accordance with the latest regulations of the China Securities Regulatory Commission and the Shenzhen Stock Exchange. (7) I promise to earnestly implement the relevant supplementary return measures formulated by the company and any commitments I make regarding the supplementary return measures. If I				

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			violate these commitments and cause losses to the company or investors, I am willing to bear the liability to the company in accordance with the law. or investor compensation liability. As one of the parties responsible for the repayment measures, if I violate the above commitments or refuse to perform the above commitments, I will unconditionally accept the penalties imposed on me by securities regulatory agencies such as the China Securities Regulatory Commission and the Shenzhen Stock Exchange in accordance with the relevant regulations and rules formulated or issued by them. relevant penalties or relevant management measures taken.			
GLOBE HOLDINGS （HONG KONG） CO., LIMITED、陈寅	Other commitments	Measures and commitments to make up for the diluted immediate returns: (1) Under any circumstances, the company/I will not abuse the position of controlling shareholder or actual controller, nor will it intervene in the company's operation and management activities beyond its authority, nor will it encroach on the company's interests. (2) Supervise the company to effectively implement the measures to replenish returns; (3) From the date this commitment is issued to the completion of the company's issuance	February 8, 2023	long	Normally performing
		Before completion, if the China Securities Regulatory Commission makes other new regulatory regulations regarding supplementary return measures and commitments, and the above commitments cannot meet these regulations of the China Securities Regulatory Commission, the company/I promise to follow the			

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		latest regulations of the China Securities Regulatory Commission. Issue additional commitments. (4) The company/I promise to earnestly implement the relevant supplementary return measures formulated by the company and any commitments made by the company/I regarding the supplementary return measures. If the company/I violate these commitments and cause consequences to the company or investors, In case of loss, the company/I am willing to bear the compensation liability to the company or investors in accordance with the law. As one of the parties responsible for the repayment measures, if the company/I violate the above commitments or refuse to perform the above commitments, the company/I agree to follow the relevant regulations formulated or issued by the China Securities Regulatory Commission, Shenzhen Stock Exchange and other securities regulatory agencies. , rules, impose relevant penalties or take relevant management measures on the company/person.			
Grebo (Jiangsu) Co., Ltd.	Other commitments	Commitment to bear compensation or liability in accordance with the law: (1) The company will strictly implement the provisions disclosed in the prospectus during the initial public disclosure.	February 8, 2023	long	Normally performing

			Limited to stocks, corporate bonds, convertible corporate bonds and other varieties recognized by the securities regulatory authorities.			
Equity Incentive Commitment	not applicable					

Other commitments made to the company's small and medium-sized shareholders	not applicable					
Other commitments	not applicable					
Are commitments fulfilled on time?	yes					
If a commitment is overdue and has not been fulfilled, the specific reasons for the failure to perform and the next work plan should be explained in detail.	not applicable					

2. If there is a profit forecast for the company's assets or projects, and the reporting period is still in the profit forecast period, the company will explain why the assets or projects have reached the original profit forecast and the reasons why.

☐Applicable? Not applicable

2. Non-operating capital occupation of listed companies by controlling shareholders and other related parties

☐Applicable? Not applicable

During the company's reporting period, there was no non-operational occupation of funds by the controlling shareholder or other related parties of the listed company.

3. Illegal external guarantees

☐Applicable? Not applicable

The company had no illegal external guarantees during the reporting period.

4. Explanation of the Board of Directors on the latest "non-standard audit report"

☐Applicable? Not applicable

5. Explanation of the "non-standard audit report" of the accounting firm for this reporting period by the board of directors, the board of supervisors and independent directors (if any)

☐Applicable? Not applicable

6. Explanation of the Board of Directors on changes in accounting policies, accounting estimates or correction of major accounting errors during the reporting period

☐Applicable? Not applicable

7. Compared with the financial report of the previous year, description of changes in the scope of consolidated statements? Applicable ☐ Not applicable

Subsidiaries newly included in the scope of consolidation in this period

serial number	Full name of subsidiary	Subsidiary name	level	Reasons for inclusion in the scope of consolidation in this period
1	Yixinjia Technology (Changzhou) Co., Ltd.	Yixinjia	Subsidiaries	New

8. Appointment and dismissal of accounting firms

Currently employed accounting firm

Name of domestic accounting firm	Ernst & Young Hua Ming LLP (Special General Partnership)

Remuneration of domestic accounting firms (10,000 yuan)	180
Continuous years of audit services provided by domestic accounting firms	5
Name of CPA of domestic accounting firm	Bao Xiaogang Tang Beiyao
Number of consecutive years of CPA audit services provided by domestic accounting firms	4,4

Whether to hire an accounting firm or not?

□Yes?No

Recruitment of internal control audit accounting firms, financial consultants or sponsors

□Applicable? Not applicable

9. Facing delisting after the annual report is disclosed

□Applicable? Not applicable

10. Matters related to bankruptcy and reorganization

□Applicable? Not applicable

The company had no bankruptcy or reorganization related matters during the reporting period.

11. Major litigation and arbitration matters

?Applicable□Not applicable

Basic information on litigation (arbitration)	Amount involved (10,000 yuan)	Whether to form expected liabilities	Litigation (arbitration) progress	Litigation (arbitration) results and impact	Litigation (arbitration) judgment execution status	Disclosure date	Disclosure Index
On April 7, 2021, POWERWOERKS Technology (China Co., Ltd. v. Grebo (Jiangsu) Co., Ltd. POWERWOERKS trademark infringement dispute case,	225	no	The second instance is under trial	The company is dissatisfied with the first-instance judgment and has filed a second-instance appeal. The case is under trial.	The second instance is under trial	January 31, 2023	"Prospectus for Initial Public Offering of Stocks and Listing on GEM"
On March 8, 2022, the court of first instance issued a judgment (Case No. (2021) Shanghai 0115 Minchu 3533) No. 2. Both the original and defendants were dissatisfied and appealed to the Shanghai Intellectual Property Court. The case is still under trial in the court of second instance, case number (2022)							

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Shanghai 73 Min Zhong No. 542.							
Zhejiang Enga Intelligent Technology Co., Ltd. filed a lawsuit on June 22, 2021 as the issuer (the first defendant), Hebei Qingfeng Agriculture and Forestry Technology Co., Ltd. (the second defendant), Beijing Suyang Jiye Agriculture and Forestry Machinery Co., Ltd. (the third defendant), Jinan Guanqing Garden Equipment Co., Ltd. (the fourth defendant) and Beijing Jingdong Sanbailu Shidu E-commerce Co., Ltd. (the fifth defendant) filed a case number "(2021) Su" with the Suzhou Intermediate People's Court for infringement of their utility model patent rights. 05 Minchu No. 1624", the court of first instance issued a judgment on August 30, 2022, rejecting the plaintiff's claim, and the plaintiff filed an appeal with the Supreme People's Court	2,000	no	The second instance is under trial	The plaintiff is dissatisfied with the first-instance judgment and has filed a second-instance appeal. The case is under trial.	The second instance is under trial	January 31, 2023	"Prospectus for Initial Public Offering of Stocks and Listing on GEM"
appeal. The case is still pending in the second instance court.							
Zhejiang Enga Intelligent Technology Co., Ltd. filed a	200	no	Plaintiff withdraws lawsuit	no significant impact	Plaintiff withdraws lawsuit	January 31, 2023	"Prospectus for Initial Public Offering of

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	lawsuit on June 22, 2021 as the issuer (the first defendant), Hebei Qingfeng Agriculture and Forestry Technology Co., Ltd. (the second defendant), Beijing Suyang Jiye Agriculture and Forestry Machinery Co., Ltd. (the third defendant), Jinan Guanqing Garden Equipment Co., Ltd. (the fourth defendant) and Beijing Jingdong Sanbailu Shidu E-commerce Co., Ltd. (the fifth defendant) filed a case number "(2021) Su 05" with the Suzhou Intermediate People's Court for infringement of their appearance patent rights. "Republic of China No. 1625" civil lawsuit, the plaintiff withdrew the lawsuit on May 27, 2022.							Stocks and Listing on GEM"	
	On June 22, 2021, Zhejiang Enjia Intelligent Technology Co., Ltd. filed a separate case number "(2021) Su" with the Suzhou Intermediate People's Court on the grounds that the issuer had infringed upon its property and reputation through malicious litigation and unfair competition. 05 Republic of China	100	no	In first instance	first instance	In first instance	January 31, 2023	"Prospectus for Initial Public Offering of Stocks and Listing on GEM"	

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No. 1364″ civil lawsuit,							
It requests that the defendant be ordered to compensate the defendant for losses and reasonable expenses totaling RMB 1 million in accordance with the law, and that the defendant apologize to the plaintiff and publish it in national newspapers and industry magazines. The issuer filed a jurisdiction objection in this case. The Suzhou Intermediate People's Court issued the ″ (2021) Su 05 Minchu No. 1364″ Civil Ruling on August 12, 2021, ruling that the jurisdiction objection was established and the case was transferred to Beijing. Intellectual Property Court.							
A summary of other lawsuits or arbitrations in which the company or its subsidiaries are plaintiffs and do not meet the disclosure standards for major lawsuits or arbitrations	721.83	no	There are fourteen arbitrations in Europe, four have been concluded and ten are ongoing.	no significant impact	Of the fourteen arbitration cases in Europe, four have been concluded and ten are still pending.	January 31, 2023	The case did not meet disclosure standards.
A summary of other lawsuits or arbitrations in which the company or its subsidiaries are	888.89	no	Of the seven domestic lawsuits, the other party has withdrawn the lawsuit in two	no significant impact	Of the seven domestic lawsuits, the other party has withdrawn the lawsuit in two	January 31, 2023	The case did not meet disclosure standards.

defendants and do not meet the disclosure standards for major lawsuits or arbitrations			cases, 3 cases have been mediated, and 2 cases have been adjudicated. There is an arbitration in Europe that has been concluded. Of the seven lawsuits filed in the United States, four have been settled and three have not yet gone to trial.		cases, 3 cases have been mediated, and 2 cases have been adjudicated. There is an arbitration in Europe that has been concluded. Of the seven lawsuits filed in the United States, four have been settled and three have not yet gone to trial.			

12. Punishment and rectification

□Applicable? Not applicable

There were no penalties or rectifications during the company's reporting period.

13. Integrity status of the company, its controlling shareholders and actual controllers

? Applicable □ Not applicable During the reporting period, the integrity of the company, its controlling shareholders, and actual controllers was in good condition, and there was no failure to perform effective court judgments or large amounts of debts that were due and unpaid.

14. Major related transactions

1. Related transactions related to daily operations

?Applicable□Not applicable

Related parties	connection relation	Related transaction type	Related transaction content	Pricing principles for related party transactions	Related transaction price	Amount of related transactions (10,000 yuan)	Proportion of similar transaction amount	Approved transaction amount (10,000 yuan)	Whether it exceeds the approved quota	Related transaction settlement method	Avai mark pric simi tran
STIHL Tirol GmbH	Controlled by the same company as the company's major investor	Selling goods to related parties	Lawn trimmer, pruning machine, hair dryer, lawn pusher	According to the agreement between the two parties and with reference to the market price	market pricing	22,679.63	4.22%	24,600	no	bank deposit settlement	0
ANDREAS STIHL AG & Co. KG	Controlled by the same company as the company's major investor	Selling goods to related parties	Motors, nozzles, electrical components, etc.	According to the agreement between the two parties and with reference to the market price	market pricing	131.19	0.02%	200	no	bank deposit settlement	0

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Cramer GmbH (currently "Remarc GmbH")	Controlled by the same company as the company's major investor	Selling goods to related parties	Accessories, battery packs, chargers	According to the agreement between the two parties and with reference to the market price	market pricing	52.73	0.01%	100	no	bank deposit settlement	0
Andre Steele Power Tools (Qingdao) Co., Ltd.	Controlled by the same company as the company's major investor	Selling goods to related parties	Hose joints, couplings	According to the agreement between the two parties and with reference to the market price	market pricing	39.73	0.01%	100	no	bank deposit settlement	0
STIHL Tirol GmbH	Major investments with the company	Purchase from related parties	Battery socket	According to the agreement between the parties	market pricing	9.76	0.00%	15	no	bank deposit settlement	0

	Investors are controlled by the same company	merchandise		and refer to the market price								
ANDREAS STIHL AG & Co. KG	Controlled by the same company as the company's major investor	Purchase goods from related parties	Labels, color boxes, plastic bags	According to the agreement between the two parties and with reference to the market price	market pricing	7.71	0.00%	15	no	bank deposit settlement	0	
Andre Steele Power Tools (Qingdao) Co., Ltd.	Controlled by the same company as the company's major investor	Purchase goods from related parties	Lotus nozzle	According to the agreement between the two parties and with reference to the market price	market pricing	13.07	0.00%	20	no	bank deposit settlement	0	
Jiangsu Sovis Enterprise Management Services Co., Ltd.	other	Labor and service fee expenses	service	Agreement price signed based on market price	market pricing	2,437.24	23.58%	4,950	no	bank deposit settlement	0	

total	--	--	25,371.06	--	30,000	--	--	--	--	--
Details of large sales returns	none									
Estimating the total amount of daily related transactions that will occur in the current period by category, and the actual performance during the reporting period (if any)	Related-party transactions are carried out in an actual manner, and the amount of related-party transactions does not exceed the estimated transaction limit approved for daily related-party transactions.									
Reasons for the large difference between the transaction price and the market reference price (if applicable)	none									

2. Related transactions arising from asset or equity acquisition and sale

□Applicable? Not applicable

The company had no related transactions involving acquisition or sale of assets or equity during the reporting period.

3. Related transactions related to joint external investment

□Applicable? Not applicable

The company had no related transactions involving joint external investments during the reporting period.

4. Related credit and debt transactions

□Applicable? Not applicable

The company had no related creditor's rights or debts during the reporting period.

5. Dealings with related financial companies

□Applicable? Not applicable

There are no deposits, loans, credit or other financial business between the company and its related financial companies and related parties.

6. The transactions between the financial companies controlled by the company and related parties

□Applicable? Not applicable

There are no deposits, loans, credit or other financial business between the financial companies controlled by the company and related parties.

7. Other major related transactions

□Applicable? Not applicable

The company had no other major related transactions during the reporting period.

15. Major contracts and their performance

1. Custody, contracting and leasing matters

(1) Custody situation

□Applicable? Not applicable

There was no custody situation during the company's reporting period.

(2) Contracting situation

□Applicable? Not applicable

There was no contracting situation during the reporting period of the company.

(3) Leasing situation

□Applicable? Not applicable

There was no leasing situation during the company's reporting period.

2. Major guarantee

□Applicable? Not applicable

The company had no major guarantees during the reporting period.

3. Entrusting others to manage cash assets

(1) Entrusted financial management situation

?Applicable □Not applicable Overview of entrusted financial management during the reporting period

Unit: 10,000 yuan

concrete type	Sources of funds for entrusted financial management	Amount of entrusted financial management	undue balance	Overdue amount not recovered	The amount of impairment has been accrued for financial management that has not been recovered overdue
Bank financial products	private capital	138,813	1,900	0	0
total		138,813	1,900	0	0

The specific situation of high-risk entrusted financial management with a large single amount or low security and poor liquidity

□Applicable? Not applicable

The entrusted financial management is expected to be unable to recover the principal or there are other situations that may lead to impairment

□Applicable? Not applicable

(2) Entrusted loans

□Applicable? Not applicable

The company had no entrusted loans during the reporting period.

4. Other major contracts

□Applicable? Not applicable

The company had no other major contracts during the reporting period.

16. Description of other major matters

□Applicable? Not applicable

There are no other significant matters that need to be explained during the company's reporting period.

17. Major events of the company's subsidiaries

□Applicable? Not applicable

Section 7 Changes in Shares and Shareholders

1. Changes in shares

1. Changes in shares

Unit: Share

	Before this change		This change increases or decreases (+, -)					After this change	
	quantity	Proportion	issue new shares	Bonus shares	Conversion of Provident Fund into Shares	other	Subtotal	quantity	Proportion
1. Shares subject to sales restrictions	364,621,968	100.00%						364,621,968	100.00%

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1. State shareholding									
2. Shareholding by state-owned legal persons									
3. Other domestic shareholdings	18,232,632	5.00%						18,232,632	5.00%
Including: Shareholdings held by domestic legal persons									
Domestic natural person shareholding	18,232,632	5.00%						18,232,632	5.00%
4. Foreign shareholding	346,389,336	95.00%						346,389,336	95.00%
Including: shares held by overseas legal persons	346,389,336	95.00%						346,389,336	95.00%
Shareholding by foreign natural persons									
2. Shares without selling restrictions									
1. RMB ordinary shares									
2. Domestic-listed foreign shares									
3. Foreign-invested stocks listed overseas									
4. Its									
he									
3. Total number of shares	364,621,968	100.00%						364,621,968	100.00%

Reasons for share changes

☐Applicable? Not applicable

Approval status of share changes

☐Applicable? Not applicable

Transfer status of changes in shares

☐Applicable? Not applicable

The impact of share changes on financial indicators such as basic earnings per share and diluted earnings per share in the most recent year and period, net assets per share attributable to the company's common shareholders, etc.

☐Applicable? Not applicable

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Other content that the company deems necessary or required to be disclosed by securities regulatory authorities

□Applicable? Not applicable

2. Changes in restricted shares

□Applicable? Not applicable

2. Securities issuance and listing

1. Securities issuance (excluding preference shares) during the reporting period

□Applicable? Not applicable

2. Explanation of changes in the company's total number of shares and shareholder structure, and changes in the company's asset and liability structure

□Applicable? Not applicable

3. Existing internal employee shares

□Applicable? Not applicable

3. Shareholders and actual controllers

1. Number of shareholders and shareholding status of the company

Unit: Share

Total number of common shareholders at the end of the reporting period	3	Total number of common shareholders at the end of the previous month before the annual report disclosure date	36,451	The total number of preference shareholders whose voting rights were restored at the end of the reporting period (if any) (see Note 9)	0	The total number of preference shareholders whose voting rights were restored at the end of the previous month before the annual report disclosure date (if any) (see note 9)	0	Total number of shareholders holding shares with special voting rights (if any)	0
Shareholding status of shareholders holding more than 5% of the shares or the top 10 shareholders									
Shareholder name	Nature of shareholders	Shareholding ratio	Number of shares held at the end of the reporting period	Increases and decreases during the reporting period	Number of shares with sales restrictions held	Number of shares held without selling restrictions	Staking, marking or freezing status		
							Share status	quantity	
GLOBE HOLDINGS (HONG KONG) CO., LIMITED	Overseas legal person	70.10%	255,598,466	0	255,598,466	0			
ZAMA CORPORATION LIMITED	Overseas legal person	24.90%	90,790,870	0	90,790,870	0			
Chen Yin	Domestic natural person	5.00%	18,232,632	0	18,232,632	0			
Situations in which strategic investors or general legal persons become the top 10	not applicable								

shareholders due to the placement of new shares (if any) (see Note 4)	
Explanation of the above-mentioned shareholders' related relationships or concerted actions	Mr. Chen Yin indirectly holds 100% of the shares of GHHK.
Explanation of the circumstances in which the above-mentioned shareholders involve entrusted/entrusted voting rights and abstention from voting rights	not applicable
Special instructions for the existence of special repurchase accounts among the top 10 shareholders (if any) (see Note 10)	not applicable

Shareholding status of the top 10 shareholders without selling restrictions

Shareholder name	The number of shares without selling restrictions held at the end of the reporting period	Share type	
		Share type	quantity
not applicable	0	RMB ordinary shares	0

Explanation of the related relationship or concerted action between the top 10 shareholders of tradable shares without sales moratorium, and between the top 10 shareholders of tradable shares without sales moratorium and the top 10 shareholders	not applicable
Description of shareholders participating in margin trading and securities lending business (if any) (see Note 5)	not applicable

Whether the company has differential voting rights arrangements

☐Applicable? Not applicable

Whether the company's top 10 ordinary shareholders and the top 10 unrestricted ordinary shareholders conducted agreed repurchase transactions during the reporting period

☐Yes?No

The company's top 10 common shareholders and the top 10 common shareholders without selling restrictions did not conduct agreed repurchase transactions during the reporting period.

2. Information about the company's controlling shareholders

Nature of controlling shareholder: foreign-controlled shareholder Type of controlling shareholder: legal person

Name of controlling shareholder	Legal representative/person in charge of the unit	Date of establishment	Organization Code	Main business
GLOBE HOLDINGS (HONG KONG) CO., LIMITED	Chen Yin	November 30, 2015	2313473	investment holding

Equity status of other domestic and overseas listed companies controlled and invested by the controlling shareholder during the reporting period	not applicable

Changes in controlling shareholders during the reporting period

□Applicable? Not applicable

The company's controlling shareholder did not change during the reporting period.

3. The actual controller of the company and its persons acting in concert

Nature of actual controller: Domestic natural person Type of actual controller: Natural person

Name of actual controller	Relationship with actual controller	nationality	Whether to obtain the right of residence in other countries or regions
Chen Yin	myself	China	no
Main occupation and position	Chairman and general manager of the company.		
Information on domestic and overseas listed companies that have been controlled in the past 10 years	not applicable		

Changes in actual controller during the reporting period

□Applicable? Not applicable

The actual controller of the company did not change during the reporting period. Block diagram of the property rights and control relationship between the company and the actual controller

The actual controller controls the company through trust or other asset management methods

□Applicable? Not applicable

4. The cumulative number of pledged shares by the company's controlling shareholder or largest shareholder and persons acting in concert accounts for 80% of the number of company shares held by them.

□Applicable? Not applicable

5. Other legal person shareholders holding more than 10% of the shares

?Applicable□Not applicable

Name of legal person shareholder	Legal representative/person in charge of the unit	Date of establishment	Registered capital	Main business or management activities
ZAMA CORPORATION LIMITED	Martin SCHWARZ	December 01, 2000	50 million shares	Enterprise management, business consulting

6. Shareholding restrictions and reductions of controlling shareholders, actual controllers, reorganizers and other commitment entities

□Applicable? Not applicable

4. Specific implementation of share repurchases during the reporting period

Implementation progress of share buybacks

□Applicable? Not applicable

Implementation progress of using centralized bidding transaction method to reduce share repurchases

□Applicable? Not applicable

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Section 8 Related Information on Preference Shares

☐Applicable? Not applicable

There were no preferred shares in the company during the reporting period.

Section 9 Bond-related situations

☐Applicable? Not applicable

Section 10 Financial Report

1. Audit report

Type of audit opinion	Standard unqualified opinion
Audit report signing date	April 26, 2023
Audit agency name	Ernst & Young Hua Ming LLP (Special General Partnership)
Audit report number	Ernst & Young Hua Ming (2023) Review No. 61457418_B01
CPA name	Bao Xiaogang, Tang Beiyao

Audit report text

All shareholders of Grebo (Jiangsu) Co., Ltd.:

1. Audit opinions

We audited the financial statements of Grebo (Jiangsu) Co., Ltd., including the consolidated and company balance sheets on December 31, 2022, the consolidated and company income statements, statements of changes in shareholders' equity and cash flow statements for 2022, as well as related financial statements. Notes to the report.

We believe that the attached financial statements of Grebo (Jiangsu) Co., Ltd. have been prepared in accordance with the Accounting Standards for Business Enterprises in all material respects and fairly reflect the merger and the company of Grebo (Jiangsu) Co., Ltd. on December 31, 2022. Financial status, as well as consolidated and company operating results and cash flow in 2022.

2. The basis for forming audit opinions

We performed the audit work in accordance with the Chinese Certified Public Accountants Auditing Standards. Our responsibilities under these standards are further described in the "CPA's Responsibilities for the Audit of Financial Statements" section of the auditor's report. In accordance with the Chinese Code of Professional Ethics for Certified Public Accountants, we are independent of Grebo (Jiangsu) Co., Ltd. and have fulfilled other responsibilities in professional ethics. We believe that the audit evidence we obtained is sufficient and appropriate and provides a basis for issuing an audit opinion.

3. Key audit matters

Key audit matters are matters that we believe are most important in the audit of the 2022 financial statements based on our professional judgment. The response to these matters is based on the audit of the financial statements as a whole and the formation of audit opinions. We do not express opinions on these matters individually. This is the context for our description of how each of the matters described below was addressed in the audit.

We have fulfilled our responsibilities set forth in the "CPA's Responsibilities for the Audit of Financial Statements" section of this report, including those related to these key audit matters. Accordingly, our audit included performing audit procedures that were designed to respond to the assessed risks of material misstatement of the financial statements. The results of our audit procedures, including the procedures performed in response to the key audit matters described below, provide the basis for our audit opinion on the financial statements as a whole.

Key audit matters:	How this matter is dealt with in the audit:
Derivative financial instruments	
The Group purchases exchange rate derivative financial instruments and interest rate derivative financial instruments to control risks related to exchange rates and interest rates. On December 31, 2022, the book value of derivative financial assets in the consolidated financial statements was RMB 51.86 million; the book value of derivative financial liabilities in the consolidated	Our audit procedures include: 1) We understand and test the key internal controls of derivative financial instruments; 2) We perform confirmation procedures on derivative financial instruments; 3) We review the valuation results of derivative financial instruments and evaluate them internally. With the

financial statements was RMB 860,000. We regard derivative financial instruments as a key audit matter because they are large in number, very important to the consolidation and the company's financial statements, and their fair value assessment involves management judgment and estimates. Relevant information is disclosed in Note 5, 45 "Fair value measurement", Note 5, 43 "Other important accounting policies and accounting estimates", Note 7, 3 "Derivative financial assets", Note 7, 34 "Derivative financial liabilities" to the financial statements respectively. " and Note 11. Fair value.	assistance of value experts, we evaluated the rationality of the evaluation methods and important parameters used by the group management for the valuation of derivative financial instruments, including discount rates and underlying exchange rate volatility; 4) We also reviewed relevant information in the notes to the financial statements. Adequacy of disclosure.
Key audit matters:	How this matter is dealt with in the audit:
Inventory impairment	
As of December 31, 2022, the book value of inventories in the consolidated financial statements was RMB 2,972.09 million, and the amount of inventory devaluation provisions was RMB 80.84 million. The Group measures inventories at the lower of cost and net realizable value, and makes provision for inventory depreciation based on the difference between the inventory cost and its net realizable value. We regard the provision of inventory depreciation reserves as a key audit matter because the inventory amount is large and of many types, which is very important to the financial statements, and the determination of the net realizable value of inventory items usually involves management's subjective judgment. Inventory depreciation reserves It is a major accounting estimate and judgment. Relevant information is disclosed in Note 5, 15 "Inventories", Note 5, 44 "Significant Accounting Judgments and Changes in Estimates" and Note 7, 9 "Inventories" to the financial statements respectively.	Our audit procedures include: 1) We understand and evaluate the group' s accounting policy on the provision of inventory depreciation provisions; 2) We pay attention to slow-moving, obsolete or damaged inventory items during the inventory monitoring process, and when such inventory items exist, , compare and check the relevant inventory list with the inventory depreciation reserve calculation sheet prepared by the management; 3) We selected samples to check the accuracy of the inventory age table prepared by the management; 4) We selected samples to calculate the net realizable value of the inventory Check the prices used in the table to the most recent sales price of finished goods, compare the unit costs used in the calculation table with the unit costs in the closing inventory list, and recalculate the net realizable value of the inventory to check the accuracy of management's calculations; 5) We also reviewed the adequacy of relevant disclosures in the notes to the financial statements.
Key audit matters:	How this matter is dealt with in the audit:
Revenue recognition	
In 2022, the operating income in the consolidated financial statements was RMB 5.21111 million. Since the Group involves a large number of sales to foreign customers, the trade terms and risk and reward transfer time points applicable to different customers are different. It is necessary to judge the time point for the recognition of commodity sales revenue according to the contract. There may be a risk that the commodity sales revenue is not recognized in the appropriate period. , has a significant impact on the company's operating results, therefore, we identify its confirmation as a key audit matter. Relevant information is disclosed in Note 5, 39 "Revenue" and Note 7, 61 "Operating Income and Operating Costs" respectively.	Our audit procedures include: 1) We understand and evaluate the group' s internal controls related to revenue recognition, and test the design and operating effectiveness of key internal control systems; 2) We understand the group' s revenue recognition policy and examine the contract-related matters of major customers Terms, analyze and evaluate whether the group's revenue recognition policy is appropriate; 3) We have performed substantive analysis procedures on sales revenue by month, product and customer; 4) We have verified the authenticity of revenue, including sampling sales contracts and sales orders , customs declarations, ocean bills of lading, sales invoices, customer receipts, and original documents to check whether the revenue confirmation is authentic; 5) For the revenue transactions recorded before and after the balance sheet date, select samples to check the key supporting documents for revenue recognition, and evaluate the revenue Whether it is recognized in the appropriate accounting period; 6) We also reviewed the adequacy of relevant disclosures in the notes to the financial statements.

4. Other information

The management of Grebo (Jiangsu) Co., Ltd. is responsible for other information. Other information includes information included in the annual report but does not include the financial statements and our auditor's report.

Our audit opinion on the financial statements does not cover other information, nor do we express any form of assurance conclusion on other information.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained during the audit or otherwise appears to be materially misstated.

If we determine, based on the work we have performed, that other information is materially misstated, we should report that fact. We have nothing to report in this regard.

5. Responsibility of management and those charged with governance for financial statements

The management is responsible for preparing financial statements in accordance with the provisions of the Accounting Standards for Business Enterprises to achieve fair reflection, and to design, implement and maintain necessary internal controls so that the financial statements do not contain material misstatements due to fraud or errors.

When preparing financial statements, management is responsible for assessing Greebo (Jiangsu) Co., Ltd.'s ability to continue as a going concern, disclosing matters related to going concern (if applicable), and applying the going concern assumption, unless it plans to liquidate, terminate operations or otherwise. There is no realistic alternative.

Those charged with governance are responsible for overseeing Grebo (Jiangsu) Co., Ltd.' s financial reporting process.

6. Responsibility of certified public accountants for auditing financial statements

Our goal is to obtain reasonable assurance as to whether the financial statements as a whole are free of material misstatements due to fraud or error, and to issue an audit report containing an audit opinion. Reasonable assurance is a high level of assurance, but it does not guarantee that an audit performed in accordance with auditing standards will always detect a material misstatement when it exists. Misstatements may be due to fraud or error and are generally considered material if the misstatements, individually or in aggregate, are reasonably expected to affect the economic decisions made by users of financial statements based on the financial statements.

In the process of performing audit work in accordance with the auditing standards, we use professional judgment and maintain professional skepticism. At the same time, we also perform the following tasks:

? Identify and assess the risks of material misstatement of financial statements due to fraud or error, and design and implement audit procedures

To address these risks and obtain sufficient and appropriate audit evidence as a basis for issuing an audit opinion. Because fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal controls, the risk of failing to detect a material misstatement resulting from fraud is higher than the risk of failing to detect a material misstatement resulting from error. ? Understand the internal controls relevant to the audit in order to design appropriate audit procedures, but not for the purpose of

Comment on effectiveness.

? Evaluate the appropriateness of management's selection of accounting policies and the reasonableness of accounting estimates and related disclosures. ? Draw conclusions about the appropriateness of management's use of the going concern assumption. At the same time, based on the audit evidence obtained,

Conclude whether there are significant uncertainties regarding events or conditions that may cause significant doubts about Greebo (Jiangsu) Co., Ltd.'s ability to continue as a going concern. If we conclude that significant uncertainty exists, auditing standards require us to draw the attention of users to the relevant disclosures in the financial statements in our audit report; if the disclosures are insufficient, we should issue a qualified opinion. Our conclusions are based on information available as of the date of the auditor's report. However, future events or conditions may cause Greebo (Jiangsu) Co., Ltd. to be unable to continue as a going concern. ? Evaluate the overall presentation (including disclosures), structure and content of the financial statements and evaluate whether the financial statements fairly reflect underlying transactions and events. ? Obtain sufficient and appropriate audit evidence regarding the financial information of entities or business activities in Greebo (Jiangsu) Co., Ltd. to express an audit opinion on the financial statements. We are responsible for directing, supervising and performing group audits and take full responsibility for our audit opinions.

We communicate with those charged with governance regarding, among other matters, the planned audit scope, timing and significant audit findings, including communication of significant internal control deficiencies identified during our audit.

We also provide statements to those charged with governance that we have complied with ethical requirements related to independence and communicate with those charged with governance all relationships and other matters that may reasonably be considered to affect our independence, and related safeguards, if applicable.

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From the matters communicated with those charged with governance, we determine which matters are most significant to the audit of the current period's financial statements and therefore constitute key audit matters. We describe these matters in our audit report unless laws and regulations prohibit public disclosure of these matters, or in rare circumstances, such as

If the adverse consequences of communicating a matter in the auditor's report are reasonably expected to outweigh the benefits in the public interest, we determine that the matter should not be communicated in the auditor's report.

Ernst & Young Hua Ming LLP (Special General Partnership)	Chinese Certified Public Accountant: Bao Xiaogang (Project Partner)
	Chinese Certified Public Accountant: Tang Beiyao
Beijing China	April 26, 2023

2. Financial statements

The unit of statements in the financial notes is: Yuan

1. Consolidated balance sheet

Prepared by: Grebo (Jiangsu) Co., Ltd.

December 31, 2022

unit: yuan

project	December 31, 2022	January 1, 2022
Current assets:		
Money funds	456,658,691.14	616,944,122.04
Settlement provisions		
Loan funds		
trading financial assets	19,033,403.10	12,999,908.23
Derivative financial assets	51,857,801.79	105,904,367.36
bill receivable		
accounts receivable	1,033,395,359.74	925,791,669.55
Receivables Financing	187,747,041.08	133,462,861.60
Prepayments	60,687,599.47	76,382,866.63
premium receivable		
Reinsurance accounts receivable		
Receivable reinsurance contract reserves		
Other receivables	101,764,777.27	79,435,748.27
Among them: interest receivable		
Dividends receivable		
Buy financial assets under resale agreements		
stock	2,972,088,933.59	2,196,562,857.64
contract assets		
Assets held for sale		
Non-current assets due within one year		
Other current assets	76,587,153.47	80,971,705.87
Total current assets	4,959,820,760.65	4,228,456,107.19
Non-current assets:		
Grant loans and advances		

debt investment		
Other debt investments		
Long-term receivables		
long term equity investment		
Other equity instrument investments		
Other non-current financial assets	0.00	73,253,583.71
investment real estate		
fixed assets	557,086,979.17	478,107,900.48
Construction in progress	130,998,479.65	9,465,936.88
productive biological assets		
Oil and gas assets		
right-of-use assets	85,702,244.82	97,275,422.81
intangible assets	224,078,736.79	83,838,249.88
Development expenditure		
goodwill		
Long-term prepaid expenses	63,855,288.49	57,835,401.02
Deferred tax assets	160,905,217.97	44,928,061.10
Other non-current assets	12,283,501.54	146,135,037.96
Total non-current assets	1,234,910,448.43	990,839,593.84
total assets	6,194,731,209.08	5,219,295,701.03
Current liabilities:		
short-term loan	1,411,182,673.90	308,166,749.10
Borrow from the central bank		
borrowing funds		
Trading financial liabilities		
Derivative financial liabilities	858,466.43	2,396,727.17
Notes payable	524,631,569.17	506,125,314.62
accounts payable	1,069,689,753.49	1,510,196,079.66
advance payment		
Contract liabilities	61,047,473.12	101,320,144.93
Financial assets sold and repurchased		
Deposits and deposits		
Agent for buying and selling securities		
Agent underwriting securities funds		
Employee compensation payable	66,234,825.41	86,335,408.07
Taxes payable	22,057,608.39	12,349,622.50
Other payables	85,629,875.75	72,813,943.38
Among them: interest payable		
Dividends payable		
Fees and commissions		

Reinsurance accounts payable		
Liabilities held for sale		
Non-current liabilities due within one year	540,194,246.05	168,809,765.48
Other current liabilities	154,922,484.26	136,695,498.80
Total current liabilities	3,936,448,975.97	2,905,209,253.71
Non-current liabilities:		
Insurance contract reserve		
Long term loan	598,037,925.59	749,872,705.57
Bonds payable		
Among them: preferred shares		
perpetual bond		
Lease liability	54,014,091.17	70,069,998.69
Long-term payables		
Long-term employee benefits payable		
Estimated liabilities	98,152,873.62	90,539,808.09
Deferred income	9,075,456.96	9,855,189.96
Deferred income tax liability	23,244,150.84	37,603,699.23
Other non-current liabilities	0.00	467,003.31
Total non-current liabilities	782,524,498.18	958,408,404.85
Total Liabilities	4,718,973,474.15	3,863,617,658.56
Owners' equity:		
share capital	364,621,968.00	364,621,968.00
Other equity instruments		
Among them: preferred shares		
perpetual bond		
capital reserve	707,569,508.21	700,353,621.54
Less: treasury shares		
Other comprehensive income	-20,558,492.55	132,457,245.68
Special reserves		
Surplus reserve	110,239,392.12	69,075,622.30
general risk preparation		
undistributed profit	313,885,359.15	89,169,584.95
Total owners' equity attributable to the parent company	1,475,757,734.93	1,355,678,042.47
minority interests		
Total owners' equity	1,475,757,734.93	1,355,678,042.47
Total Liabilities and Owner's Equity	6,194,731,209.08	5,219,295,701.03

Legal representative: Chen Yin, person in charge of accounting work: Xu Youtao, person in charge of accounting department: Lu Haoling

2. Balance sheet of the parent company

unit: yuan

project	December 31, 2022	January 1, 2022
Current assets:		
Money funds	196,490,167.99	270,064,458.04
trading financial assets	0.00	3,002,378.37
Derivative financial assets	44,757,086.98	105,904,367.36
bill receivable		
accounts receivable	2,348,238,245.16	2,213,244,025.81
Receivables Financing		
Prepayments	51,088,244.11	48,670,345.77
Other receivables	528,516,819.45	328,734,366.31
Among them: interest receivable		
Dividends receivable		
stock	419,557,334.57	675,722,363.62
contract assets		
Assets held for sale		
Non-current assets due within one year		
Other current assets	47,803,421.53	49,924,848.13
Total current assets	3,636,451,319.79	3,695,267,153.41
Non-current assets:		
debt investment		
Other debt investments		
Long-term receivables	0.00	5,715,831.00
long term equity investment	137,067,330.66	191,188,173.16
Other equity instrument investments		
Other non-current financial assets	0.00	73,253,583.71
investment real estate		
fixed assets	230,235,825.39	200,194,556.15
Construction in progress	42,609,144.25	9,465,936.88
productive biological assets		
Oil and gas assets		
right-of-use assets	12,731,833.46	17,820,459.56
intangible assets	74,095,534.84	79,732,606.69
Development expenditure		
goodwill		
Long-term prepaid expenses	19,593,212.67	19,685,189.88
Deferred tax assets		
Other non-current assets	1,387,227,743.23	31,610,297.45
Total non-current assets	1,903,560,624.50	628,666,634.48
total assets	5,540,011,944.29	4,323,933,787.89
Current liabilities:		

short-term loan	1,041,434,025.33	168,578,074.98
Trading financial liabilities		
Derivative financial liabilities	844,284.16	9,480.67
Notes payable	708,531,569.17	511,610,174.24
accounts payable	874,479,754.62	1,283,218,293.08
advance payment		
Contract liabilities	66,534,032.19	30,330,371.33
Employee compensation payable	31,292,470.05	38,126,869.47
Taxes payable	2,229,563.12	1,503,184.30
Other payables	186,547,287.22	144,431,802.42
Among them: interest payable		
Dividends payable		
Liabilities held for sale		
Non-current liabilities due within one year	510,886,716.30	141,358,605.90
Other current liabilities	23,909,742.39	28,930,104.05
Total current liabilities	3,446,689,444.55	2,348,096,960.44
Non-current liabilities:		
Long term loan	414,011,197.78	563,520,923.38
Bonds payable		
Among them: preferred shares		
perpetual bond		
Lease liability	8,504,824.27	20,407,318.87
Long-term payables		
Long-term employee benefits payable		
Estimated liabilities	7,002,952.37	9,822,490.64
Deferred income	7,147,911.18	7,412,767.20
Deferred income tax liability	14,856,453.25	31,428,825.70
Other non-current liabilities	0.00	461,871.13
Total non-current liabilities	451,523,338.85	633,054,196.92
Total Liabilities	3,898,212,783.40	2,981,151,157.36
Owners' equity:		
share capital	364,621,968.00	364,621,968.00
Other equity instruments		
Among them: preferred shares		
perpetual bond		
capital reserve	217,848,260.76	210,632,374.09
Less: treasury shares		
Other comprehensive income	27,133,393.82	146,970,448.31
Special reserves		
Surplus reserve	110,239,392.12	69,075,622.30

undistributed profit	921,956,146.19	551,482,217.83
Total owners' equity	1,641,799,160.89	1,342,782,630.53
Total Liabilities and Owner's Equity	5,540,011,944.29	4,323,933,787.89

3. Consolidated income statement

unit: yuan

project	2022	2021
I. Total operating income	5,211,106,394.36	5,003,891,313.75
Of which: operating income	5,211,106,394.36	5,003,891,313.75
interest income		
Premiums earned		
Fee and commission income		
2. Total operating costs	5,014,027,038.52	4,746,717,168.71
Of which: Operating costs	3,870,813,847.40	3,627,699,898.14
interest expense		
Handling fees and commission expenses		
surrender deposit		
Net compensation expenses		
Net withdrawal of insurance liability contract reserves		
dividend payment policy		
Reinsurance costs		
Taxes and surcharges	7,827,478.38	10,604,468.35
sales expense	609,832,810.15	442,224,367.84
Management costs	467,241,839.27	413,696,780.46
R&D expenses	213,495,575.26	208,250,638.90
Financial expenses	-155,184,511.94	44,241,015.02
Including: interest expense	54,936,442.30	23,293,811.22
interest income	11,836,122.18	16,555,891.15
Add: other income	11,474,174.20	10,945,001.22
Investment income (losses are listed with "-")	11,896,161.93	31,540,070.73
Including: Investment income from associates and joint ventures		
Gains from derecognition of financial assets measured at amortized cost		
Exchange gains (losses are listed with "-")		
Net exposure hedging income (losses are listed with "-")		
Gains from changes in fair value (losses are listed with "-")	7,933,877.26	5,930,560.42
Credit impairment losses (losses are listed with "-")	3,424,923.96	-10,298,052.44

Asset impairment losses (losses are listed with "-")	-25,073,832.75	-20,465,662.16
Asset disposal income (losses are listed with "-")	-1,135.58	-988,807.12
3. Operating profit (losses are listed with "-")	206,733,524.86	273,837,255.69
Add: non-operating income	10,166,088.59	4,843,964.86
Less: Non-operating expenses	2,233,123.46	3,458,247.79
4. Total profits (total losses are listed with "-")	214,666,489.99	275,222,972.76
Deduct: income tax expense	-51,213,054.03	-4,521,598.12
5. Net profit (net loss is listed with "-")	265,879,544.02	279,744,570.88
(1) Classification by business continuity		
1. Net profit from continuing operations (net loss is listed with "-")	265,879,544.02	279,744,570.88
2. Net profit from discontinued operations (net loss is listed with "-")		
(2) Classification according to ownership ownership		
1. Net profit attributable to shareholders of the parent company	265,879,544.02	279,744,570.88
2. Profit and loss of minority shareholders		
6. Net amount of other comprehensive income after tax	-153,015,738.23	89,337,734.92
Other comprehensive income, net of tax, attributable to owners of the parent company	-153,015,738.23	89,337,734.92
(1) Other comprehensive income that cannot be reclassified into profit or loss		
1. Remeasure the changes in defined benefit plan		
2. Others that cannot be transferred to profit or loss under the equity method		
Comprehensive income		
3. Changes in fair value of other equity instrument investments		
4. Changes in the fair value of the company's own credit risk		
5.Others		
(2) Other comprehensive income that will be reclassified into profit and loss	-153,015,738.23	89,337,734.92
1. Other comprehensive income that can be converted to profit or loss under the equity method		
2. Changes in fair value of other debt investments	164,033.57	4,548,861.86
3. The amount of financial assets reclassified and included in other comprehensive income		

4. Credit impairment provisions for other debt investments	-164,033.57	-4,548,861.86
5. Cash flow hedging reserve	-118,746,183.84	88,805,574.52
6. Translation differences of foreign currency financial statements	-34,269,554.39	532,160.40
7.Others		
Other comprehensive income, net of tax, attributable to minority shareholders		
7. Total comprehensive income	112,863,805.79	369,082,305.80
Total comprehensive income attributable to owners of the parent	112,863,805.79	369,082,305.80
Total comprehensive income attributable to minority shareholders		
8. Earnings per share		
(1) Basic earnings per share	0.73	0.77
(2) Diluted earnings per share	0.71	0.76

If a business merger under the same control occurs in this period, the net profit realized by the merged party before the merger is: 0.00 yuan, and the net profit realized by the merged party in the previous period is: 0.00 yuan. Legal representative: Chen Yin, person in charge of accounting work: Xu Youtao, person in charge of accounting department: Lu Haoling

4. Income statement of the parent company

unit: yuan

project	2022	2021
I. Operating income	4,397,268,974.69	4,567,111,493.85
Less: operating costs	3,586,064,660.37	3,853,865,914.75
Taxes and surcharges	2,975,834.39	3,296,545.22
sales expense	47,657,228.25	62,481,514.27
Management costs	227,433,331.79	233,330,458.56
R&D expenses	218,436,104.71	213,222,631.13
Financial expenses	-166,201,156.24	37,367,993.73
Including: interest expense	33,962,648.17	9,976,711.77
interest income	3,858,946.49	3,673,023.40
Add: other income	9,712,230.91	9,038,079.60
Investment income (losses are listed with "-")	12,779,025.52	19,159,523.41
Including: Investment income from associates and joint ventures	0.00	0.00
Income from derecognition of financial assets measured at amortized cost (losses are listed with a “-” sign)	0.00	0.00
Net exposure hedging income (losses are listed with "-")	0.00	0.00
Gains from changes in fair value (losses are listed with "-")	-384,791.40	3,382,879.81
Credit impairment losses (losses are listed	6,055,108.99	-6,819,628.85

with "-")		
Asset impairment losses (losses are listed with "-")	-63,546,972.96	-5,283,795.93
Asset disposal income (losses are listed with "-")	104,471.79	-365,537.03
2. Operating profit (losses are listed with "-")	445,622,044.27	182,657,957.20
Add: non-operating income	9,524,528.71	4,041,040.78
Less: Non-operating expenses	564,917.61	598,755.61
3. Total profits (total losses are listed with "-")	454,581,655.37	186,100,242.37
Deduct: income tax expense	42,943,957.19	1,592,547.52
4. Net profit (net loss is listed with "-")	411,637,698.18	184,507,694.85
(1) Net profit from continuing operations (net loss is listed with "-")	411,637,698.18	184,507,694.85
(2) Net profit from discontinued operations (net loss is listed with "-")	0.00	0.00
5. Net amount of other comprehensive income after tax	-119,837,054.49	89,579,892.05
(1) Other comprehensive income that cannot be reclassified into profit or loss	0.00	0.00
1. Remeasure the changes in defined benefit plan	0.00	0.00
2. Other comprehensive income that cannot be transferred to profit or loss under the equity method	0.00	0.00
3. Changes in fair value of other equity instrument investments	0.00	0.00
4. Changes in the fair value of the company's own credit risk	0.00	0.00
5.Others	0.00	0.00
(2) Other comprehensive income that will be reclassified into profit and loss	-119,837,054.49	89,579,892.05
1. Other comprehensive income that can be converted to profit or loss under the equity method	0.00	0.00
2. Changes in fair value of other debt investments	0.00	0.00
3. The amount of financial assets reclassified and included in other comprehensive income	0.00	0.00
4. Credit impairment provisions for other debt investments	0.00	0.00
5. Cash flow hedging reserve	-119,837,054.49	89,579,892.05
6. Translation differences of foreign currency financial statements	0.00	0.00
7.Others	0.00	0.00
6. Total comprehensive income	291,800,643.69	274,087,586.90

7. Earnings per share:		
(1) Basic earnings per share		
(2) Diluted earnings per share		

5. Consolidated cash flow statement

unit: yuan

project	2022	2021
1. Cash flow generated from operating activities:		
Cash received from selling goods and providing services	5,370,290,117.75	4,898,907,083.71
Net increase in customer deposits and deposits from banks		
Net increase in borrowing from the central bank		
Net increase in borrowing funds from other financial institutions		
Cash received from premiums from the original insurance contract		
Net cash received from reinsurance business		
Net increase in policyholders' savings and investment funds		
Cash collected from interest, fees and commissions		
Net increase in borrowing funds		
Net increase in repurchase business funds		
Net cash received from buying and selling securities on behalf of agents		
Tax Refund	473,615,040.03	511,983,931.04
Other cash received related to operating activities	17,499,380.79	26,668,644.27
Subtotal cash inflow from operating activities	5,861,404,538.57	5,437,559,659.02
Cash used to purchase goods and receive services	4,916,762,579.89	3,973,818,806.79
Net increase in loans and advances to customers		
Net increase in deposits with central banks and inter-banks		
Cash used to pay compensation from the original insurance contract		
Net increase in lending funds		
Cash payments for interest, fees and commissions		
Cash payment for policy dividends		
Cash payments to and for employees	871,243,323.70	840,459,234.33
Various taxes paid	88,070,749.85	106,171,212.05

Other cash payments related to operating activities	771,521,429.49	578,083,636.67
Subtotal cash outflow from operating activities	6,647,598,082.93	5,498,532,889.84
Net cash flow from operating activities	-786,193,544.36	-60,973,230.82
2. Cash flows generated from investing activities:		
Recover cash received on investment	159,900,649.56	372,771,674.26
Cash received from investment income	4,795,767.48	11,801,027.44
Net cash received from disposal of fixed assets, intangible assets and other long-term assets	3,060,299.65	1,219,074.90
Net cash received from disposal of subsidiaries and other business units		
Other cash received relating to investing activities	25,996,892.09	124,430,319.95
Subtotal of cash inflows from investing activities	193,753,608.78	510,222,096.55
Cash paid for the purchase and construction of fixed assets, intangible assets and other long-term assets	395,757,526.63	342,055,669.97
Cash Investment	19,000,000.00	212,803,167.05
Net increase in mortgage loans		
Net cash received from subsidiaries and other business units		
Other cash paid relating to investing activities	4,422,643.60	
Subtotal of cash outflows from investing activities	419,180,170.23	554,858,837.02
Net cash flows from investing activities	-225,426,561.45	-44,636,740.47
3. Cash flow generated from financing activities:		
Absorbing cash received from investments		
Including: Cash received by subsidiaries from minority shareholders' investments		
Obtain cash received from borrowing money	2,405,178,117.92	1,639,542,045.58
Other cash received related to financing activities		
Subtotal of cash inflows from financing activities	2,405,178,117.92	1,639,542,045.58
Cash paid to repay debt	1,317,650,086.14	1,075,143,701.86
Cash paid to distribute dividends, profits or repay interest	48,638,310.12	20,706,574.66
Including: dividends and profits paid by subsidiaries to minority shareholders		
Other cash payments related to financing activities	106,328,438.41	266,512,128.01

Subtotal of cash outflows from financing activities	1,472,616,834.67	1,362,362,404.53
Net cash flow from financing activities	932,561,283.25	277,179,641.05
4. The impact of exchange rate changes on cash and cash equivalents	17,561,166.88	-5,654,989.28
5. Net increase in cash and cash equivalents	-61,497,655.68	165,914,680.48
Add: Opening cash and cash equivalents balance	310,110,344.32	144,195,663.84
6. Closing balance of cash and cash equivalents	248,612,688.64	310,110,344.32

6. Cash flow statement of the parent company

unit: yuan

project	2022	2021
1. Cash flow generated from operating activities:		
Cash received from selling goods and providing services	2,953,094,397.86	3,273,146,369.15
Tax Refund	460,551,693.12	502,438,329.36
Other cash received related to operating activities	11,745,971.62	18,262,650.52
Subtotal cash inflow from operating activities	3,425,392,062.60	3,793,847,349.03
Cash used to purchase goods and receive services	3,880,339,427.16	3,523,661,069.37
Cash payments to and for employees	320,013,365.39	289,038,808.36
Various taxes paid	45,137,127.57	58,307,910.85
Other cash payments related to operating activities	174,359,204.24	330,715,563.78
Subtotal cash outflow from operating activities	4,419,849,124.36	4,201,723,352.36
Net cash flow from operating activities	-994,457,061.76	-407,876,003.33
2. Cash flows generated from investing activities:		
Recover cash received on investment	3,000,000.00	179,639,784.84
Cash received from investment income	374,430.96	3,072,869.89
Net cash received from disposal of fixed assets, intangible assets and other long-term assets	19,869,988.81	27,804,497.73
Net cash received from disposal of subsidiaries and other business units		
Other cash received relating to investing activities	24,072,629.67	99,049,042.47
Subtotal of cash inflows from investing activities	47,317,049.44	309,566,194.93
Cash paid for the purchase and construction of fixed assets, intangible assets and other long-term assets	112,325,765.10	139,506,222.54
Cash Investment	1,000,000.00	

Net cash received from subsidiaries and other business units		
Other cash paid relating to investing activities	6,547,243.81	
Subtotal of cash outflows from investing activities	119,873,008.91	139,506,222.54
Net cash flows from investing activities	-72,555,959.47	170,059,972.39
3. Cash flow generated from financing activities:		
Absorbing cash received from investments		
Obtain cash received from borrowing money	1,935,840,658.15	1,266,017,241.53
Other cash received related to financing activities		
Subtotal of cash inflows from financing activities	1,935,840,658.15	1,266,017,241.53
Cash paid to repay debt	914,553,596.48	827,942,906.95
Cash paid to distribute dividends, profits or repay interest	27,813,442.35	6,028,243.91
Other cash payments related to financing activities	21,590,582.58	37,554,361.96
Subtotal of cash outflows from financing activities	963,957,621.41	871,525,512.82
Net cash flow from financing activities	971,883,036.74	394,491,728.71
4. The impact of exchange rate changes on cash and cash equivalents	6,564,855.67	-1,059,367.60
5. Net increase in cash and cash equivalents	-88,565,128.82	155,616,330.17
Add: Opening cash and cash equivalents balance	177,800,860.40	22,184,530.23
6. Closing balance of cash and cash equivalents	89,235,731.58	177,800,860.40

7. Consolidated statement of changes in owners' equity

Current Amount

unit: yuan

project	2022										
	Equity attributable to equity holders										
	share capital	Other equity instruments			capital reserve	Less: treasury shares	Other comprehensive income	Special reserves	Surplus reserve	general risk preparation	undistr profit
		preferred stock	perpetual bond	other							
1. Closing balance of the previous year	364,621,968.00				700,353,621.54		132,457,245.68		69,075,622.30		89,169,
Add: Changes in accounting policies											

Early error correction											
Business combination under common control											
other											
2. Opening balance of the current year	364,621,968.00				700,353,621.54		132,457,245.68		69,075,622.30		89,169,
3. Amount of increase or decrease in the current period (minus					7,215,886.67		-153,015,738.23		41,163,769.82		224,715

Please fill in the column with "-" sign less)															
(1) Total comprehensive income						-153,015,738.23				265,879,544.02		112,863,805.79		112,863,805.79	
(2) Owner's investment and capital reduction					7,215,886.67							7,215,886.67		7,215,886.67	
1. Common stock invested by owners												0.00			
2. Capital invested by other equity instrument holders												0.00			
3. The amount of share-based payment included in owners' equity					7,215,886.67							7,215,886.67		7,215,886.67	
4. other												0.00			
(3) Profit distribution								41,163,769.82		-41,163,769.82		0.00			
1. Withdrawal from surplus reserve								41,163,769.82		-41,163,769.82		0.00			
2. Extract												0.00			

general risk																		
Prepare																		
3. Distributions to owners (or shareholders)															0.00			
4. other															0.00			
(4) Internal carryover of owners' equity															0.00			
1. Conversion of capital reserves to capital (or share capital)															0.00			
2. Conversion of surplus reserves into capital (or share capital)															0.00			
3. Surplus reserve to cover losses															0.00			
4. Changes in defined benefit plans are carried forward to retained earnings															0.00			
5. Other comprehensive income carried forward to retained earnings															0.00			
6. other															0.00			
(5) Special reserves															0.00			
1. Extract this period															0.00			
2. Used in this issue															0.00			
(6) Others															0.00			
4. Ending balance of the current period	364,621,968.00				707,569,508.21		-20,558,492.55		110,239,392.12		313,885,359.15		1,475,757,734.93		1,475,757,734.93			

Amount of last period

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unit: yuan

project	2021										
	Equity attributable to equity holders										
	share capital	Other equity instruments			capital reserve	Less: treasury shares	Other comprehensive income	Special reserves	Surplus reserve	general risk preparation	undistrib profit
		preferred stock	perpetual bond	other							
1. Closing balance of the previous year	364,621,968.00				683,387,347.43		43,119,510.76		50,624,852.81		-172,124,
Add: Changes in accounting policies											
Early error correction											
Business combination under common control											
other											
2. This year	364,621,				683,387,		43,119,5		50,624,8		-172,

Opening Balance	968.00				347.43		10.76		52.81		124,216.44		462.56		462.56		
3. Amount of increase or decrease in the current period (decreases are listed with “-”)					16,966,274.11		89,337,734.92		18,450,769.49		261,293,801.39		386,048,579.91		386,048,579.91		
(1) Total comprehensive income							89,337,734.92				279,744,570.88		369,082,305.80		369,082,305.80		
(2) Owner’s investment and capital reduction					16,966,274.11								16,966,274.11		16,966,274.11		
1. Common stock invested by owners													0.00				
2. Capital invested by other equity instrument holders													0.00				

3. The amount of share-based payment included in owners' equity					16,966,274.11										16,966,274.11		16,966,274.11			
4. other															0.00					
(3) Profit distribution									18,450,769.49		-18,450,769.49				0.00					
1. Withdrawal from surplus reserve									18,450,769.49		-18,450,769.49				0.00					
2. Withdraw general risk reserve															0.00					
3. Distributions to owners (or shareholders)															0.00					
4. other															0.00					
(4) Internal carryover of owners' equity															0.00					
1. Conversion of capital reserves to capital (or share capital)															0.00					
2. Conversion of surplus reserves into capital (or share capital)															0.00					
3. Surplus reserve to cover losses															0.00					
4. Changes in defined benefit plans are carried forward and retained															0.00					
beneficial																				
5. Other comprehensive income carried forward to retained earnings															0.00					
6. other															0.00					

| | | |

and capital reduction												
1. Common stock invested by owners												0.00
2. Capital invested by other equity instrument holders												0.00
3. The amount of share-based payment included in owners' equity					7,215,886.67							7,215,886.67
4. other												0.00
(3) Profit distribution									41,163,769.82	-41,163,769.82		0.00
1. Withdrawal from surplus reserve									41,163,769.82	-41,163,769.82		0.00
2. Distributions to owners (or shareholders)												0.00
3. other												0.00
(4) Internal carryover of owners' equity												0.00
1. Conversion of capital reserves to capital (or share capital)												0.00
2. Conversion of surplus reserves into capital (or share capital)												0.00
3. Surplus reserve to cover losses												0.00
4. Changes in defined benefit plans are carried forward to retained earnings												0.00
5. Other comprehensive income carried												0.00

forward and retained													
beneficial													
6. other													0.00
(5) Special reserves													0.00
1. Extract this period													0.00
2. Used in this issue													0.00
(6) Others													0.00
4. Ending balance of the current period	364,621,968.00				217,848,260.76		27,133,393.82		110,239,392.12	921,956,146.19			1,641,799,160.89

Amount of last period

unit: yuan

project	2021										
	share capital	Other equity instruments			capital reserve	Less: treasury shares	Other comprehensive income	Special reserves	Surplus reserve	undistributed profit	other
		preferred stock	perpetual bond	other							
1. Closing balance of the previous year	364,621,968.00				193,666,099.98		57,390,556.26		50,624,852.81	385,425,292.47	
Add: Changes in accounting policies											
Early error correction											
other											
2. Opening balance of the current year	364,621,968.00				193,666,099.98		57,390,556.26		50,624,852.81	385,425,292.47	
3. Increases and decreases in the current period					16,966,274.11		89,579,892.05		18,450,769.49	166,056,925.36	

Amount (reduced by "-")													
(1) Total comprehensive income							89,579,892.05			184,507,694.85		274,087,586.90	
(2) Owner's investment and capital reduction					16,966,274.11							16,966,274.11	
1. Common stock invested by owners												0.00	
2. Capital invested by other equity instrument holders												0.00	
3. The amount of share-based payment included in owners' equity					16,966,274.11							16,966,274.11	
4. other												0.00	
(3) Profit distribution									18,450,769.49	-18,450,769.49		0.00	
1. Withdrawal from surplus reserve									18,450,769.49	-18,450,769.49		0.00	
2. to the owner (or stock												0.00	
East) distribution													
3. other													0.00
(4) Internal carryover of owners' equity													0.00
1. Conversion of capital reserves to capital (or share capital)													0.00
2. Conversion of surplus reserves into capital (or share capital)													0.00
3. Surplus reserve to cover losses													0.00

4. Changes in defined benefit plans are carried forward to retained earnings												0.00
5. Other comprehensive income carried forward to retained earnings												0.00
6. other												0.00
(5) Special reserves												0.00
1. Book												0.00

Period withdrawal												
2. Used in this issue												0.00
(6) Others												0.00
4. Ending balance of the current period	364,621,968.00				210,632,374.09		146,970,448.31		69,075,622.30	551,482,217.83		1,342,782,630.53

3. Basic information of the company

Grebo (Jiangsu) Co., Ltd. (the "Company") is a joint-stock company registered in Jiangsu Province, the People's Republic of China. It was established on July 2, 2002. The unified social credit code is 91320400739433074W. The registered address is Jiangsu Province, China. No. 65-1, Xingang Road, Zhonglou Economic Development Zone, Changzhou City. The legal representative is Chen Yin. The business period is from July 2, 2002 to no fixed period. The RMB common A shares issued by the company were listed on the Shenzhen Stock Exchange on February 8, 2023.

With the approval of the China Securities Regulatory Commission's "Reply on Approving the Registration of the Initial Public Offering of Stocks by Grebo (Jiangsu) Co., Ltd." (CSRC License [2022] No. 2348), the company was listed on the Shenzhen Securities Exchange on February 8, 2023 The initial public offering of RMB ordinary shares (A shares) on the GEM board was 121,540,000 shares, with a par value of RMB 1.00 per share and an issuance subscription price of RMB 30.85 per share. The newly added registered capital (share capital) was RMB 121,540,000.00. This change was approved by Ernst & Young Hua Ming Accounting Firm (Special General Partnership) issued Ernst & Young Hua Ming (2023) Verification No. 61457418_B01. Before this change, your company's registered capital and paid-in capital (share capital) were RMB 364,621,968.00, and your company's paid-in capital (share capital) after the change was RMB 486,161,968.00.

The company and its subsidiaries (hereinafter collectively referred to as the "Group") are mainly engaged in the manufacturing and sales of power tools, hand tools, garden tools, air compressors, cleaning machines, generators, off-road vehicles and household appliance accessories.

The parent company of the Group is GLOBE HOLDINGS (HONG KONG) CO., LTD. registered in Hong Kong. The actual controller of the Group is Mr. Chen Yin.

This financial statement has been approved for issuance by the company's board of directors on April 26, 2023. In accordance with the Company's Articles of Association, these financial statements will be submitted to the shareholders' meeting for review.

The scope of consolidation in the consolidated financial statements is determined based on control. Please refer to Note 8 for changes during the year.

4. Basis for preparation of financial statements

1. Basics of preparation

These financial statements are prepared in accordance with the "Accounting Standards for Business Enterprises - Basic Standards" promulgated by the Ministry of Finance and the specific accounting standards, application guidelines, interpretations and other relevant regulations promulgated and revised subsequently (collectively, the "Accounting Standards for Business Enterprises"). When preparing these financial statements, except for certain financial instruments, the historical cost is used as the pricing principle. If an asset is impaired, corresponding impairment provisions will be made in accordance with relevant regulations.

2. Continued operations

The Company evaluated its ability to continue operating in the 12 months from the end of the reporting period and found no matters or circumstances that cast any significant doubt on its ability to continue operating. Therefore, these financial statements have been prepared on the basis of going concern assumption.

5. Important accounting policies and accounting estimates

Specific accounting policies and accounting estimation tips:

The Group has formulated specific accounting policies and accounting estimates based on actual production and operation characteristics, which are mainly reflected in the provision of bad debt provisions for receivables, inventory valuation methods, depreciation of fixed assets, amortization of intangible assets, revenue recognition and measurement, etc.

1. Statement on compliance with corporate accounting standards

This financial statement complies with the requirements of the Accounting Standards for Business Enterprises and truly and completely reflects the financial status of the company and the Group as of December 31, 2022, as well as the operating results and cash flow in 2022.

2. Accounting period

The Group's accounting year adopts the Gregorian calendar year, that is, from January 1 to December 31 each year.

3. Business cycle

12 months

4. Accounting standard currency

The company's accounting standard currency and the currency used in preparing these financial statements are both RMB. Unless otherwise stated, all prices are expressed in RMB. The Group's subsidiaries determine their accounting functional currencies based on the main economic environment in which they operate, and convert them into RMB when preparing financial statements.

5. Accounting treatment methods for business combinations under the same control and those not under the same control

For subsidiaries acquired through business combinations not under common control, the operating results and cash flows of the acquiree shall be included in the consolidated financial statements from the date the Group obtains control until the Group terminates its control. When preparing consolidated financial statements, the financial statements of subsidiaries are adjusted based on the fair value of each identifiable asset, liability and contingent liability determined on the acquisition date.

For subsidiaries acquired through business combinations under common control, the operating results and cash flows of the merged party will be included in the consolidated financial statements from the beginning of the current period of merger. When preparing comparative consolidated financial statements, adjustments are made to relevant items in the previous period's financial statements, and the reporting entity formed after the merger is deemed to have existed since the final controlling party began to exercise control.

6. Preparation method of consolidated financial statements

The scope of the consolidated financial statements is determined based on control and includes the financial statements of the Company and all its subsidiaries. Subsidiaries refer to entities controlled by the company (including divisible parts of enterprises, investee units, and structured entities controlled by the company, etc.).

When preparing consolidated financial statements, the subsidiaries adopt the same fiscal year and accounting policies as the Company. All assets, liabilities, equity, income, expenses and cash flows arising from transactions between companies within the Group are eliminated in full on consolidation.

For subsidiaries acquired through business combinations not under common control, the operating results and cash flows of the acquiree shall be included in the consolidated financial statements from the date the Group obtains control until the Group terminates its control. When preparing consolidated financial statements, the financial statements of subsidiaries are adjusted based on the fair value of each identifiable asset, liability and contingent liability determined on the acquisition date.

For subsidiaries acquired through business combinations under common control, the operating results and cash flows of the merged party will be included in the consolidated financial statements from the beginning of the current period of merger. When preparing comparative consolidated financial statements, adjustments are made to relevant items in the previous period's financial statements, and the reporting entity formed after the merger is deemed to have existed since the final controlling party began to exercise control. If changes in relevant facts and circumstances lead to changes in one or more of the control elements, the Group will reassess whether it controls the investee.

7. Classification of joint arrangements and accounting treatment methods for joint operations

none

8. Determination standards for cash and cash equivalents

Cash refers to the Group's cash on hand and deposits that can be used for payment at any time; cash equivalents refers to cash held by the Group with short term, strong liquidity, easy to convert into known amounts, and with a small risk of value changes. invest.

9. Foreign currency business and foreign currency statement conversion

For foreign currency transactions that occur, the Group converts the foreign currency amount into the recording currency amount.

When a foreign currency transaction is initially recognized, the foreign currency amount is converted into the recording currency amount using the spot exchange rate on the transaction date, and the spot exchange rate on the transaction date is determined based on the spot exchange rate at the beginning of the month in which the transaction occurs. On the balance sheet date, foreign currency monetary items are translated using the spot exchange rate on the balance sheet date. The resulting settlement and monetary item conversion differences, except for the differences arising from special foreign currency borrowings related to the acquisition and construction of assets eligible for capitalization, are treated in accordance with the principle of capitalization of borrowing costs, and are included in the current profit and loss. Foreign currency non-monetary items measured at historical cost are still converted using the spot exchange rate on the date of transaction, and their recording currency amount does not change. Foreign currency non-monetary items measured at fair value are converted using the spot exchange rate on the date when the fair value is determined. The resulting difference is included in the current profit and loss or other comprehensive income according to the nature of the non-monetary item.

For overseas operations, the Group converts its accounting functional currency into RMB when preparing financial statements: the asset and liability items in the balance sheet are converted using the spot exchange rate on the balance sheet date. Except for the "Profit" item, other items are converted using the spot exchange rate at the time of occurrence; the income and expense items in the income statement are converted using the average exchange rate for the period when the transaction occurs (unless exchange rate fluctuations make it inappropriate to use this exchange rate for conversion, the immediate exchange rate on the date of the transaction is used) Conversion based on period exchange rate). The difference in the translation of foreign currency financial statements arising from the above translation is recognized as other comprehensive income. When an overseas operation is disposed of, other comprehensive income related to the overseas operation will be transferred to the current profit and loss of the disposal, and partial disposal will be calculated according to the disposal ratio.

Foreign currency cash flows are translated using an exchange rate approximate to the spot exchange rate on the date when the cash flow occurs. The cash flows of overseas subsidiaries are translated using the average exchange rate for the period when the cash flows occur (unless exchange rate fluctuations make it inappropriate to use this exchange rate for conversion, then the spot exchange rate for the date when the cash flows occur is used for conversion). The impact of exchange rate changes on cash is presented separately in the cash flow statement as an adjustment item. 10. Financial instruments Financial instruments refer to contracts that form the financial assets of an enterprise and form the financial liabilities or equity instruments of other units.

Recognition and derecognition of financial instruments The Group recognizes a financial asset or financial liability when it becomes a party to a financial instrument contract.

If the following conditions are met, a financial asset (or part of a financial asset, or part of a group of similar financial assets) shall be derecognised, that is, it shall be written off from its account and balance sheet:

(1) The right to receive cash flows from financial assets expires;

(2) Transferred the right to collect cash flows from financial assets, or assumed the obligation to pay the cash flows collected in full to a third party in a timely manner under a "pass-through agreement"; and (a) Substantively transferred almost all of the ownership of financial assets all risks and rewards, or (b) relinquishes control of a financial asset while neither transferring nor retaining substantially all the risks and rewards of ownership of the financial asset.

Financial liabilities are derecognised if the obligation for the financial liability has been performed, canceled or expired. If an existing financial liability is replaced by another financial liability with substantially different terms from the same creditor, or the terms of the existing liability are substantially modified, such replacement or modification shall be deemed as the derecognition of the original liability and the recognition of the new liability. Liabilities are disposed of and the difference is included in the current profit and loss.

Buying and selling financial assets in a regular manner is recognized and derecognized based on transaction date accounting. The conventional way of buying and selling financial assets means collecting or delivering financial assets within the time limit specified by regulations or common practice in accordance with the terms of the contract. Trading date refers to the date when the Group commits to buy or sell financial assets.

Classification and measurement of financial assets

Upon initial recognition, the Group's financial assets are classified into: financial assets measured at amortized cost, measured at fair value with changes included in other comprehensive, based on the Group's business model for managing financial assets and the contractual cash flow characteristics of the financial assets. Financial assets with income and financial assets measured at fair value with changes included in current profits and losses. All affected related financial assets will be reclassified if and only when the Group changes its business model for managing financial assets.

Financial assets are measured at fair value upon initial recognition. However, if accounts receivable arising from the sale of goods or provision of services do not contain a significant financing component or do not consider the financing component that does not exceed one year, they will be initially measured based on the transaction price.

For financial assets measured at fair value and whose changes are included in the current profit and loss, the relevant transaction costs are directly included in the current profit and loss, and the relevant transaction costs of other types of financial assets are included in their initial recognition amount.

The subsequent measurement of a financial asset depends on its classification:

Debt instrument investments measured at amortized cost

If a financial asset meets the following conditions at the same time, it is classified as a financial asset measured at amortized cost: the business model for managing the financial asset is to collect contractual cash flows as the goal; the contract terms of the financial asset stipulate that the cash flow generated on a specific date A payment only of principal and interest on the outstanding principal amount. Such financial assets use the effective interest rate method to recognize interest income, and any gains or losses arising from their derecognition, modification or impairment are included in the current profits and losses.

Debt instrument investments measured at fair value through other comprehensive income

Financial assets that meet the following conditions simultaneously are classified as financial assets measured at fair value with changes included in other comprehensive income: The Group's business model for managing such financial assets is to both collect contractual cash flows and sell financial assets. Objective; the contractual terms of the financial asset provide that the cash flows generated on a specified date are solely payments of principal and interest on the outstanding principal amount. Interest income on such financial assets is recognized using the effective interest rate method. Except for interest income, impairment losses and exchange differences, which are recognized as current profits and losses, other changes in fair value are included in other comprehensive income. When a financial asset is derecognised, the accumulated gains or losses previously included in other comprehensive income are transferred out of other comprehensive income and included in the current profit and loss.

Financial assets measured at fair value and changes included in current profits and losses

Financial assets other than the above-mentioned financial assets measured at amortized cost and financial assets measured at fair value through other comprehensive income are classified as financial assets measured at fair value through profit or

loss for the current period. For such financial assets, fair value is used for subsequent measurement. Except for hedging accounting, all changes in fair value are included in the current profit and loss.

Classification and measurement of financial liabilities The Group's financial liabilities are classified upon initial recognition as: financial liabilities measured at fair value through profit or loss, and financial liabilities measured at amortized cost. For financial liabilities measured at fair value with changes included in current profit and loss, relevant transaction costs are directly included in current profit and loss, and relevant transaction costs for financial liabilities measured at amortized cost are included in their initial recognition amount.

The subsequent measurement of financial liabilities depends on their classification:

Financial liabilities measured at fair value through profit or loss for the current period

Financial liabilities measured at fair value and whose changes are included in current profits and losses mainly refer to trading financial liabilities (including derivatives that are financial liabilities). Trading financial liabilities (including derivatives belonging to financial liabilities) are subsequently measured at fair value. Except for those related to hedging accounting, all changes in fair value are included in the current profit and loss.

Financial liabilities measured at amortized cost

For such financial liabilities, the actual interest rate method is adopted and subsequent measurement is carried out at amortized cost.

Impairment of financial instruments The Group carries out impairment treatment and recognizes loss provisions for financial assets measured at amortized cost and debt instrument investments measured at fair value through other comprehensive income based on expected credit losses.

For receivables that do not contain significant financing components, the Group uses simplified measurement methods to measure loss provisions based on an amount equivalent to the expected credit losses during the entire duration.

In addition to the above-mentioned financial assets using simplified measurement methods, the Group evaluates on each balance sheet date whether its credit risk has increased significantly since initial recognition. If the credit risk has not increased significantly since initial recognition, it is in the first stage. , the Group measures loss provisions based on an amount equivalent to expected credit losses within the next 12 months, and calculates interest income based on the book balance and actual interest rate; if the credit risk has increased significantly since initial recognition but no credit impairment has occurred, In the second stage, the Group measures loss provisions based on an amount equivalent to the expected credit losses during the entire duration, and calculates interest income based on the book balance and actual interest rate; if credit impairment occurs after initial recognition, it is in the third stage. The Group measures loss provisions based on an amount equivalent to the expected credit losses throughout the entire duration, and calculates interest income based on amortized cost and effective interest rates. For financial instruments with low credit risk on the balance sheet date, the Group assumes that their credit risk has not increased significantly since initial recognition.

The Group assesses the expected credit losses of financial instruments on an individual and collective basis. The Group considers the credit risk characteristics of different customers and assesses the expected credit losses of receivables based on the aging portfolio.

Please refer to Note 10 for disclosures on the Group's criteria for determining a significant increase in credit risk and the definition of credit-impaired assets.

The Group's method of measuring expected credit losses on financial instruments reflects factors including: the unbiased probability weighted average amount determined by evaluating a series of possible outcomes, the time value of money, and the need to pay no unnecessary additional costs or losses on the balance sheet date. Reasonable and supportable information readily available regarding past events, current conditions and projections of future economic conditions.

When the Group no longer reasonably expects to recover all or part of the contractual cash flows of a financial asset, the Group directly writes down the book balance of the financial asset.

Derivative financial instruments The Group uses derivative financial instruments, such as forward foreign exchange contracts and foreign exchange options contracts, to hedge exchange rate risks. Derivative financial instruments are initially measured at their fair value on the date when the derivative transaction contract is signed, and are subsequently measured at their fair value. Derivative financial instruments with a positive fair value are recognized as an asset and those with a negative fair value are recognized as a liability.

Except for those related to hedging accounting, gains or losses arising from changes in the fair value of derivative instruments are directly included in the current profit and loss.

Transfer of financial assets If the Group has transferred almost all the risks and rewards of ownership of the financial assets to the transferee, the financial assets will be derecognised; if the Group has retained almost all the risks and rewards of the ownership of the financial assets, the financial assets will not be derecognised. .

If the Group neither transfers nor retains substantially all the risks and rewards of ownership of a financial asset, it shall handle the following situations respectively: if it gives up control of the financial asset, the financial asset shall be derecognised and the assets and liabilities incurred shall be recognized; if it has not given up control of the financial asset, If the financial asset is controlled, the relevant financial assets shall be recognized to the extent of its continued involvement in the transferred financial assets, and the relevant liabilities shall be recognized accordingly.

11. Notes receivable

none

12. Accounts receivable

For details on the determination method and accounting treatment method of expected credit losses of accounts receivable, please refer to Note 5, Important Accounting Policies and Accounting Estimates, 10. Financial Instruments.

13. Accounts receivable financing

For details on the determination method and accounting treatment method of receivables financing, please refer to 10. Financial Instruments in Note 5. Important Accounting Policies and Accounting Estimates.

14. Other receivables

Determination method and accounting treatment method of expected credit losses of other receivables

For details, see Note 5. Important Accounting Policies and Accounting Estimates, 10. Financial Instruments.

15. Inventory

Inventories include materials in transit, raw materials, products in progress, semi-finished products, goods in stock, turnover materials and outsourced processing materials.

Inventories are initially measured at cost. Inventory costs include purchasing costs, processing costs and other costs. When inventory is issued, its actual cost is determined using the weighted average method. Turnover materials include low-value consumables, which are amortized using the periodic write-off method.

The inventory system of inventories adopts the perpetual inventory system.

On the balance sheet date, inventories are measured at the lower of cost and net realizable value. If the cost is higher than the net realizable value, a provision for inventory depreciation is made and included in the current profit and loss. Net realizable value refers to the estimated selling price of inventory in daily activities minus the estimated costs to be incurred upon completion, estimated sales expenses and related taxes. When accruing inventory depreciation provisions, raw materials and finished products are accrued as individual inventory items.

16. Contract assets

none

17. Contract costs

none

18. Assets held for sale

none

19. Debt investment

None 20. Other debt investments None

21. Long-term receivables

none

22. Long-term equity investment

Long-term equity investment includes equity investment in subsidiaries.

Long-term equity investments are initially measured at the initial investment cost when acquired. For long-term equity investments obtained through business combinations under common control, the initial investment cost is the share of the book value of the combined party's owner's equity in the final controlling party's consolidated financial statements on the date of merger; the difference between the initial investment cost and the book value of the merger consideration The difference will be adjusted to the capital reserve (if it is insufficient to offset, the retained earnings will be offset); on the date of merger

When disposing of the investment, the same basis as the investee's direct disposal of relevant assets or liabilities will be used for accounting treatment. Due to changes in other shareholders' equity of the investee other than net profit and loss, other comprehensive income and profit distribution The recognized shareholders' equity will be transferred to the current profit and loss when the investment is disposed; among them, if it is still a long-term equity investment after the disposal, it will be carried forward in proportion, and if it is converted into a financial instrument after the disposal, it will be carried forward in full. For long-term equity investments obtained through business mergers not under common control, the merger cost shall be used as the initial investment cost (if business mergers not under common control are realized step by step through multiple transactions, the book value of the equity investment in the acquiree held before the acquisition date shall be The sum of the new investment costs on the purchase date shall be regarded as the initial investment cost). The merger cost includes the sum of the fair values of the assets paid by the purchaser, liabilities incurred or assumed, and equity securities issued; Other comprehensive income recognized by the method of accounting shall be accounted for on the same basis as the investee's direct disposal of relevant assets or liabilities when disposing of the investment. Because the investee has other comprehensive income other than net profit and loss, other comprehensive income and profit distribution. The shareholders' equity recognized due to changes in shareholders' equity will be transferred to the current profit and loss when the investment is disposed of; among them, if it is still a long-term equity investment after the disposal, it will be carried forward in proportion, and if it is converted into a financial instrument after the disposal, it will be carried forward in full; on the purchase date The accumulated fair value changes of equity investments previously held as other equity instrument investments included in other comprehensive income will all be transferred to retained earnings when the cost method is adopted. For long-term equity investments obtained by other means than those formed through business mergers, the initial investment cost shall be determined according to the following method: if acquired by payment of cash, the actual purchase price paid and expenses, taxes and other necessary expenses directly related to the acquisition of the long-term equity investment shall be determined. The expenditure shall be regarded as the initial investment cost; if it is obtained by issuing equity securities, the fair value of the equity securities issued shall be regarded as the initial investment cost.

Long-term equity investments that the company can control over the investee are accounted for using the cost method in the company's individual financial statements. Control means having power over the investee, enjoying variable returns by participating in the investee's relevant activities, and having the ability to use power over the investee to affect the amount of returns.

When using the cost method, long-term equity investments are valued at the initial investment cost. If the investment is additional or withdrawn, the cost of long-term equity investment will be adjusted. Cash dividends or profits declared by the investee to be distributed shall be recognized as investment income for the current period.

When a long-term equity investment is disposed of, the difference between its book value and the actual price obtained shall be included in the current profit and loss.

23. Investment real estate

The investment real estate measurement model is not applicable

24. Fixed assets

(1) Confirmation conditions

Fixed assets are recognized only when the economic benefits related to them are likely to flow to the Group and their costs can be measured reliably. Subsequent expenditures related to fixed assets that meet the recognition conditions will be included in the cost of the fixed assets, and the book value of the replaced part will be derecognized; otherwise, they will be included in the current profit and loss when incurred.

Fixed assets are initially measured at cost. The cost of purchasing a fixed asset includes the purchase price, relevant taxes, and other expenses directly attributable to the asset that occur before the fixed asset reaches its intended usable condition.

At least at the end of each year, the Group reviews the useful life, estimated net residual value and depreciation method of fixed assets, and makes adjustments when necessary.

(2) Depreciation method

category	Depreciation method	Depreciation life	Residual rate	annual depreciation rate
houses and buildings	Averaging method	15-40 years	0%-10%	2.3%-6.7%
mechanical equipment	Averaging method	3-10 years	4%-10%	9.0%-32.0%
means of transportation	Averaging method	1-8 years	0%-10%	11.3%-100.0%
Computers and electronic equipment	Averaging method	3-5 years	0%-12%	17.6%-33.3%
furniture tools	Averaging method	3-5 years	10%-12%	17.6%-30.0%

(3) Basis for identification, valuation and depreciation method of fixed assets leased under financing

none

25. Projects under construction

The cost of construction in progress is determined based on actual project expenditures, including various necessary project expenditures incurred during the construction period, borrowing costs that should be capitalized before the project reaches its intended usable state, and other related expenses.

Construction in progress is transferred to fixed assets when it reaches the intended usable state.

26. Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of assets that meet the capitalization conditions are capitalized, and other borrowing costs are included in the current profits and losses. Assets that meet the conditions for capitalization refer to fixed assets, inventories and other assets that require a considerable period of acquisition, construction or production activities to reach the intended usable or salable state.

Borrowing costs can only be capitalized if they meet the following conditions at the same time:

(1) Asset expenditure has occurred;

(2) Borrowing costs have been incurred;

(3) The purchase, construction or production activities necessary to bring the asset to its intended usable or salable state have begun.

When the acquisition, construction or production of assets that meet the capitalization conditions reaches the intended usable or salable state, the capitalization of borrowing costs ceases. Borrowing costs incurred thereafter are included in the current profit and loss.

During the capitalization period, the interest capitalization amount for each accounting period is determined according to the following method:

(1) Special borrowings are determined by the actual interest expenses incurred in the current period, minus temporary deposit interest income or investment income;

(2) The occupied general borrowings are calculated and determined based on the weighted average of the asset disbursements exceeding the part of the special borrowings multiplied by the weighted average interest rate of the occupied general borrowings.

If an asset that meets the capitalization conditions is abnormally interrupted during the acquisition, construction or production process other than the procedures necessary to reach the intended usable or salable state, and the interruption lasts for more than 3 months, the capitalization of borrowing costs will be suspended. . Borrowing costs incurred during the interruption period are recognized as expenses and included in the current profit and loss until the acquisition, construction or production activities of the assets restart.

27. Biological assets

none

28. Oil and gas assets

none

29. Right-of-use assets

On the commencement date of the lease term, the Group recognizes its right to use the leased asset during the lease term as a right-of-use asset, which is initially measured at cost. The cost of the right-of-use asset includes: the initial measurement amount of the lease liability; the lease payment amount paid on or before the start date of the lease term, if there is a lease incentive, deduct the amount related to the lease incentive that has been enjoyed; the initial direct costs incurred by the lessee; the lessee's The costs expected to be incurred in dismantling and removing the leased asset, restoring the site where the leased asset is located, or restoring the leased asset to the state agreed upon in the lease terms. If the Group remeasures lease liabilities due to changes in lease payments, the book value of the right-of-use assets will be adjusted accordingly. The Group subsequently uses the straight-line method to calculate depreciation on right-of-use assets. If it is reasonably certain that the ownership of the leased asset will be obtained at the expiration of the lease term, the Group will accrue depreciation over the remaining useful life of the leased asset. If it is not reasonably certain that the ownership of the leased asset will be obtained at the expiration of the lease term, the Group will accrue depreciation during the shorter of the lease term and the remaining useful life of the leased asset. 30. Intangible assets

(1) Pricing method, useful life, impairment test

Intangible assets are recognized only when the economic benefits related to them are likely to flow into the Group and their costs can be measured reliably, and are initially measured at cost. However, if the fair value of intangible assets acquired in a business combination not involving enterprises under common control can be measured reliably, they will be separately recognized as intangible assets and measured at fair value.

The service life of an intangible asset is determined based on the period during which it can bring economic benefits to the Group. If it is impossible to predict the period during which it can bring economic benefits to the Group, it is regarded as an intangible asset with an indefinite service life.

The useful lives of various intangible assets are as follows:

		Service life	
Land use rights		30-50 years	
software		3-10 years	

The land use rights obtained by the Group are usually accounted for as intangible assets. For self-developed and constructed factories and other buildings, the relevant land use rights and buildings are accounted for as intangible assets and fixed assets respectively. The price paid for purchased land and buildings will be allocated between the land use rights and the buildings. If it is difficult to distribute reasonably, all of them will be treated as fixed assets.

Intangible assets with limited useful lives are amortized using the straight-line method over their useful lives. At least at the end of each year, the Group reviews the useful lives and amortization methods of intangible assets with limited useful lives, and makes adjustments when necessary.

(2) Accounting policy for internal research and development expenditures

The Group divides expenditures on internal research and development projects into expenditures in the research phase and expenditures in the development phase. Expenditures in the research stage are included in the current profits and losses when incurred.

31. Impairment of long-term assets

Impairment of assets other than inventories, deferred income taxes and financial assets is determined according to the following method: determine whether there are signs of possible impairment of the assets on the balance sheet date. If there are signs of impairment, the Group will estimate its recoverability The amount is subject to impairment testing.

The recoverable amount is determined based on the higher of the asset's fair value less disposal costs and the present value of the asset's expected future cash flows. The Group estimates the recoverable amount on the basis of a single asset; if it is difficult to estimate the recoverable amount of an individual asset, the Group determines the recoverable amount of the asset group based on the asset group to which the asset belongs. The identification of an asset group is based on whether the main cash inflow generated by the asset group is independent of the cash inflows of other assets or asset groups.

When the recoverable amount of an asset or asset group is lower than its book value, the Group will write down its book value to the recoverable amount, and the amount of the write-down will be included in the current profit and loss, and the

corresponding asset impairment provision will be made.

Once the above-mentioned asset impairment losses are recognized, they will not be reversed in subsequent accounting periods.

32. Long-term deferred expenses

Long-term deferred expenses are amortized using the straight-line method, and the amortization period is as follows:

		amortization period
Internet service fee		3 years
Renovation costs		5 years

33. Contract liabilities

The Group presents contract liabilities in the balance sheet based on the relationship between performance obligations and customer payments.

Contract liabilities refer to the obligation to transfer goods or services to customers for consideration received or receivable, such as payments received by an enterprise before transferring promised goods or services.

34. Employee compensation

(1) Accounting treatment method for short-term compensation

During the accounting period when employees provide services, the actual short-term compensation is recognized as a liability and included in the current profit and loss or related asset costs.

(2) Accounting treatment of post-employment benefits

The employees of the Group participate in pension insurance and unemployment insurance managed by the local government, and corresponding expenses are included in the cost of relevant assets or current profits and losses when incurred.

(3) Accounting treatment method for dismissal benefits

If the Group provides dismissal benefits to employees, the employee compensation liabilities arising from the dismissal benefits will be recognized at the earliest of the following two times, and included in the current profit and loss:

When the enterprise cannot unilaterally withdraw the dismissal benefits provided by the termination of labor relationship plan or redundancy proposal; when the enterprise recognizes the costs or expenses related to the restructuring involving the payment of dismissal benefits.

(4) Accounting treatment methods for other long-term employee benefits

none

35. Lease liabilities

At the beginning of the lease period, the Group recognizes the present value of the unpaid lease payments as lease liabilities, except for short-term leases and leases of low-value assets. Lease payments include fixed payments and actual fixed payments less lease incentives, variable lease payments that depend on an index or ratio, payments expected to be made based on the guaranteed residual value, and the exercise price of the purchase option. or the amount required to be paid to exercise the option to terminate the lease, if the Group is reasonably certain that it will exercise the option or the lease term reflects that the Group will exercise the option to terminate the lease.

When calculating the present value of lease payments, the Group uses the interest rate implicit in the lease as the discount rate; if the interest rate implicit in the lease cannot be determined, the lessee's incremental borrowing rate is used as the discount rate. The Group calculates the interest expense of the lease liability in each period during the lease term based on a fixed periodic interest rate, and includes it in the current profit and loss, unless otherwise stipulated in the cost of related assets. Variable lease payments that are not included in the measurement of lease liabilities are included in the current profit and loss when they actually occur, unless otherwise stipulated to be included in the cost of related assets.

After the start date of the lease term, the Group increases the carrying amount of the lease liability when recognizing interest, and decreases the carrying amount of the lease liability when making lease payments. When the actual fixed payment amount changes, the estimated amount payable of the guaranteed residual value changes, the index or ratio used to determine

the lease payment changes, the evaluation results or actual exercise of the purchase option, lease renewal option or termination option When circumstances change, the Group remeasures the lease liability based on the present value of the changed lease payments.

36. Estimated liabilities

In addition to the contingent consideration and contingent liabilities assumed in business combinations not under common control, when obligations related to contingencies meet the following conditions at the same time, the Group will recognize them as estimated liabilities:

(1) The obligation is a current obligation borne by the Group;

(2) The performance of this obligation is likely to result in the outflow of economic benefits from the Group;

(3) The amount of the obligation can be measured reliably.

Estimated liabilities are initially measured based on the best estimate of the expenditure required to fulfill the relevant current obligations, and factors such as risks, uncertainties, and time value of money related to contingencies are comprehensively considered. The book value of estimated liabilities is reviewed on each balance sheet date. If there is conclusive evidence that the book value cannot reflect the current best estimate, the book value will be adjusted based on the current best estimate.

37. Share-based payment

Share-based payment is divided into equity-settled share-based payment and cash-settled share-based payment. Equity-settled share-based payment refers to a transaction in which the Group uses shares or other equity instruments as consideration to obtain services.

If equity-settled share-based payment is exchanged for services provided by employees, it shall be measured at the fair value of the equity instruments granted to employees. If the rights are vested immediately after grant, the fair value will be included in the relevant costs or expenses on the date of grant, and the capital reserve will be increased accordingly; if the rights are vested after completing the services within the waiting period or meeting the specified performance conditions, each asset and liability during the waiting period will be vested. On the statement date, based on the best estimate of the number of exercisable equity instruments and the fair value on the date of grant, the services obtained in the current period are included in relevant costs or expenses, and the capital reserve is increased accordingly. The fair value of equity instruments is determined using the binomial model, see Note 13.

No cost or expense is recognized for share-based payments that ultimately fail to be exercised due to failure to satisfy non-market conditions and/or service period conditions. If the share-based payment agreement stipulates market conditions or non-vesting conditions, regardless of whether the market conditions or non-vesting conditions are met, as long as all other performance conditions and/or service period conditions are met, it will be deemed to be vested.

If the terms of equity-settled share-based payment are modified, at least the services obtained will be recognized as if the terms had not been modified. In addition, modifications that increase the fair value of equity instruments granted, or changes that are beneficial to employees on the modification date, are recognized as increases in services obtained.

If equity-settled share-based payment is cancelled, it will be treated as accelerated exercise on the cancellation date and the unconfirmed amount will be recognized immediately. If employees or other parties can choose to meet the non-vesting conditions but fail to do so within the waiting period, the equity-settled share-based payment will be cancelled. However, if a new equity instrument is granted and it is determined on the grant date of the new equity instrument that the new equity instrument is used to replace the canceled equity instrument, the modification of the terms and conditions of the original equity instrument shall be treated in the same manner as The replacement equity instruments granted are processed.

38. Preferred shares, perpetual bonds and other financial instruments

none

39. Income

Accounting policies adopted for revenue recognition and measurement The Group recognizes revenue when it fulfills its performance obligations in the contract, that is, when the customer obtains control of the relevant goods or services. Obtaining control over relevant goods or services means being able to direct the use of the goods or the provision of the services and obtain almost all economic benefits from them.

Contracts for the sale of goods Contracts for the sale of goods between the Group and its customers generally contain only the performance obligation to transfer goods. The Group usually recognizes revenue at the point when the customer

obtains control of the relevant goods, based on comprehensive consideration of the following factors. This point is usually the point of delivery of the goods as stipulated in the contract: obtaining the current right to receive payment for the goods, the major ownership rights of the goods. Transfer of risks and rewards, transfer of legal title to the goods, transfer of physical assets of the goods, acceptance of the goods by the customer. The specific sales confirmation principles are as follows:

Domestic sales: In accordance with the contract or order signed with the customer, the Group transports the product to the agreed delivery location or has the buyer pick up the product itself. After completing the product delivery obligation, the Group recognizes product sales revenue.

Export sales: For sales using the FOB trade method, after completing the customs export declaration procedures, the group will confirm product sales revenue after the goods cross the ship's rail at the designated port of shipment; for sales using the DDP trade method, the import of the goods will be processed at the designated destination. For customs clearance procedures, the group will recognize product sales revenue after delivering the goods to the customer; for sales using the EXW trade method, the customer's designated carrier will come to pick up the goods, and the group will recognize product sales revenue after completing the product delivery obligation.

Overseas warehouse shipment and sales: The Group will transport the products to the agreed delivery location or hand them over to the carrier designated by the customer in accordance with the sales contract or order. After completing the product delivery obligation, the Group will recognize product sales revenue.

Service provision contracts The service provision contracts between the Group and its customers usually include the performance obligation to handle customs clearance procedures at the place of import for the customer. The specific sales confirmation principles are as follows:

Customs clearance agency service: Based on the sales contract or order agreement signed with the customer, the Group entrusts an agent to handle the customs clearance procedures for the imported products for the customer. The revenue recognition time is when the agent completes the customs clearance at the import place and notifies the customer's designated carrier.

Variable consideration Some of the contracts between the Group and its customers include sales rebate arrangements, forming variable consideration. The Group determines the best estimate of variable consideration based on the expected value or the most likely amount, but the transaction price including variable consideration does not exceed the cumulative recognized revenue when the relevant uncertainty is eliminated and it is very unlikely that a significant reversal will occur. amount.

Consideration payable to customers For consideration payable to customers, the Group will offset the consideration payable to customers against the transaction price, and offset the current revenue at the later of the recognition of relevant revenue and the payment (or commitment to pay) of the customer consideration, unless the consideration payable is It is to obtain other clearly distinguishable goods or services from customers.

Sales return clause For sales with a sales return clause, when the customer obtains control of the relevant goods, the Group recognizes revenue based on the amount of consideration that it is expected to be entitled to receive for transferring the goods to the customer, and recognizes the amount that will be refunded due to sales return as Estimated liabilities; at the same time, the balance after deducting the estimated cost of recovering the goods (including the impairment of the value of the returned goods) based on the book value of the goods expected to be returned when the goods are transferred is recognized as an asset, that is, the cost of returns receivable. The carrying value of the transferred goods at the time of transfer, less the net carry-over cost of the above-mentioned asset costs. On each balance sheet date, the Group re-estimates future sales returns and re-measures the above assets and liabilities.

Warranty Obligations In accordance with contractual agreements, legal regulations, etc., the Group provides quality assurance for the goods it sells. For guarantee-type quality assurance that is used to ensure that the goods sold meet established standards, the Group conducts accounting treatment in accordance with Note 5.36. For service-type quality assurance that provides a separate service to customers in addition to ensuring that the goods sold meet established standards, the Group treats it as a single performance obligation, based on the separate selling price of the goods and service-type quality assurance provided. In a relative proportion, part of the transaction price is allocated to service quality assurance, and revenue is recognized when the customer obtains control of the service. When assessing whether quality assurance provides a separate service to customers beyond ensuring that the goods sold meet established standards, the Group considers factors such as whether the quality assurance is a legal requirement, the duration of the quality assurance and the nature of the tasks the Group commits to perform.

Principal Person/Agent: After the Group obtains goods from a third party and then transfers them to customers, the Group has the right to independently determine the price of the goods or services being traded, that is, the Group can control the goods before transferring the goods to the customer. Therefore, The Group is the primary responsible party and recognizes revenue based on the total consideration received or receivable. Otherwise, the Group acts as an agent and recognizes revenue based on the amount of commissions or fees that it is expected to be entitled to receive. This amount should be the net amount after deducting the price payable to other related parties from the total consideration received or receivable, or based on the The established commission amount or ratio is determined. There are no differences in accounting policies for revenue recognition due to different business models adopted by similar businesses.

40. Government subsidies Government subsidies will be recognized when the conditions attached to them can be met and received. If government subsidies are monetary assets, they shall be measured based on the amount received or receivable. If the government subsidy is a non-monetary asset, it shall be measured at fair value; if the fair value cannot be obtained reliably, it shall be measured at the nominal amount.

If the government document stipulates that it will be used to purchase, construct or form long-term assets in other ways, it will be regarded as an asset-related government subsidy; if the government document is unclear, the basic conditions that must be met to obtain the subsidy will be used as the basis for judgment. If the basic condition is to form long-term assets, it will be regarded as an asset-related government subsidy, and otherwise, it will be regarded as an income-related government subsidy.

The Group recognizes government subsidies received using the gross method.

Income-related government subsidies that are used to compensate for relevant costs or losses in subsequent periods are recognized as deferred income and included in the current profit and loss during the period when relevant costs or losses are recognized; they are used to compensate for relevant costs that have already occurred. If there is a loss or loss, it will be directly included in the current profit and loss.

Government subsidies related to assets are recognized as deferred income and are included in profits and losses in installments according to a reasonable and systematic method within the useful life of the relevant assets (but government subsidies measured at nominal amounts are directly included in the current profits and losses). When the relevant assets are in use If the asset is sold, transferred, scrapped or damaged before the end of its life, the undistributed balance of relevant deferred income will be transferred to the profit and loss of the current period of asset disposal.

41. Deferred income tax assets/deferred income tax liabilities

The Group based on the temporary differences between the book value and tax basis of assets and liabilities on the balance sheet date, as well as the book value and tax basis of items that are not recognized as assets and liabilities but whose tax basis can be determined in accordance with tax laws. For temporary differences arising from the difference between basis, deferred income tax is provided using the balance sheet liability method.

Deferred income tax liabilities are recognized for various taxable temporary differences. unless:

(1) Taxable temporary differences arise from the following transactions: the initial recognition of goodwill, or the initial recognition of assets or liabilities arising from a transaction with the following characteristics: the transaction is not a business combination, and the transaction is neither It affects accounting profits and does not affect taxable income or deductible losses;

(2) For taxable temporary differences related to subsidiaries, the time of reversal of the temporary difference can be controlled and the temporary difference is likely not to be reversed in the foreseeable future.

For deductible temporary differences, deductible losses and tax credits that can be carried forward to future years, the Group shall use it to offset the deductible temporary differences, deductible losses and tax credits to the extent that it is probable that it will be available. The deferred income tax assets generated will be recognized to the limit of future taxable income, unless:

(1) Deductible temporary differences arise from the following transactions: the transaction is not a business combination, and the transaction affects neither accounting profits nor taxable income or deductible losses when the transaction occurs;

(2) For deductible temporary differences related to subsidiaries, if the following conditions are met at the same time, the corresponding deferred income tax assets are recognized: the temporary differences are likely to be reversed in the foreseeable future, and it is likely to be used in the future The taxable income can be deducted against which the temporary differences can be deducted.

On the balance sheet date, the Group's deferred income tax assets and deferred income tax liabilities are measured at the applicable tax rate during the period when the assets are expected to be recovered or the liabilities are settled in accordance with the provisions of tax laws, and reflect the expected recovery of assets or settlement of liabilities on the balance sheet date. income tax implications.

On the balance sheet date, the Group reviews the book value of deferred income tax assets. If it is likely that sufficient taxable income will not be available in the future to offset the benefits of the deferred income tax assets, the Group will write down the deferred income tax assets. Book value. On the balance sheet date, the

The Group reassesses unrecognized deferred tax assets and recognizes deferred tax assets to the extent that it is probable that sufficient taxable income will be available to reverse all or part of the deferred tax assets.

When the following conditions are met at the same time, deferred income tax assets and deferred income tax liabilities are presented as a net amount after offsetting: having the legal right to settle current income tax assets and current income tax liabilities on a net basis; deferred income tax assets and deferred income tax liabilities It is related to the income tax levied by the same tax collection and administration department on the same taxable entity or on different taxable entities, but in each future period when important deferred income tax assets and deferred income tax liabilities are reversed, the tax payments involved The entity intends to settle current income tax assets and current income tax liabilities on a net basis or to acquire assets and pay off debts at the same time.

42. Leasing

(1) Accounting treatment method for operating leases

On the commencement date of the lease term, the Group recognizes its right to use the leased asset during the lease term as a right-of-use asset, which is initially measured at cost. The cost of the right-of-use asset includes: the initial measurement amount of the lease liability; the lease payment amount paid on or before the start date of the lease term, if there is a lease incentive, deduct the amount related to the lease incentive that has been enjoyed; the initial direct costs incurred by the lessee; the lessee's The costs expected to be incurred in dismantling and removing the leased asset, restoring the site where the leased asset is located, or restoring the leased asset to the state agreed upon in the lease terms. If the Group remeasures lease liabilities due to changes in lease payments, the book value of the right-of-use assets will be adjusted accordingly. The Group subsequently uses the straight-line method to calculate depreciation on right-of-use assets. If it is reasonably certain that the ownership of the leased asset will be obtained at the expiration of the lease term, the Group will accrue depreciation over the remaining useful life of the leased asset. If it is not reasonably certain that the ownership of the leased asset will be obtained at the expiration of the lease term, the Group will accrue depreciation during the shorter of the lease term and the remaining useful life of the leased asset.

(2) Accounting treatment method of finance lease

none

43. Other important accounting policies and accounting estimates

The preparation of financial statements requires management to make judgments, estimates and assumptions that affect the reported amounts and disclosures of revenues, expenses, assets and liabilities, and the disclosure of contingent liabilities at the balance sheet date. However, the results resulting from uncertainties in these assumptions and estimates may result in significant adjustments to the carrying amounts of the assets or liabilities affected in the future.

Judgments In the process of applying the Group's accounting policies, management has made the following judgments that have a significant impact on the amounts recognized in the financial statements:

Business model The classification of financial assets upon initial recognition depends on the Group's business model for managing financial assets. When judging the business model, the Group considers, including the way in which the enterprise evaluates and reports the performance of financial assets to key management personnel, and the factors that affect the performance of financial assets. Risks and how they are managed and how relevant business managers are compensated, etc. When assessing whether to collect contractual cash flows as the goal, the Group needs to analyze and judge the reasons, time, frequency and value of sales of financial assets before their maturity date.

Contractual cash flow characteristics The classification of financial assets at initial recognition depends on the contractual cash flow characteristics of the financial assets. When it is necessary to judge whether the contractual cash flow is only the payment of principal and interest based on the outstanding principal, it includes the payment of monetary time. When evaluating value modifications, judgment and benchmarks are required

Whether there is a significant difference in cash flow comparison, and for financial assets containing early repayment features, it is necessary to determine whether the fair value of early repayment features is very small, etc.

Lease period - a lease contract that includes a renewal option. The lease term is the irrevocable period during which the Group has the right to use the leased asset. If there is an option to renew the lease and it is reasonably certain that the option will be exercised, the lease term also includes the renewal option. The period covered by the option. Some of the Group's lease contracts have renewal options. When the Group evaluates whether it is reasonably certain to exercise the lease renewal option, it comprehensively considers all relevant facts and circumstances that will bring about economic benefits from the Group's exercise of the lease renewal option, including the facts between the start date of the lease term and the date of exercise of the option. and anticipated changes in circumstances. On the commencement date of the lease period, the Group believes that since the contract terms and conditions during the renewal option period are more favorable compared to the market price, the leased assets are important to the Group's operations, and it is difficult to obtain suitable replacement assets. The conditions and the possibility of meeting the relevant conditions are relatively high, and the Group can reasonably determine that it will exercise the lease renewal option. Therefore, the lease term includes the period covered by the lease renewal option. After the start date of the lease period, if a major event or change occurs within the control of the Group and affects whether the Group is reasonably certain to exercise the corresponding lease renewal option, the Group will re-evaluate whether to exercise the lease renewal option and Modify the lease term based on reassessment results.

Estimation Uncertainty The following are key assumptions about the future at the balance sheet date and other key sources of estimation uncertainty that may result in significant adjustments to the carrying amounts of assets and liabilities in future accounting periods.

Impairment of financial instruments The Group uses the expected credit loss model to assess the impairment of financial instruments. Applying the expected credit loss model requires significant judgments and estimates, and all reasonable and evidence-based information, including forward-looking information, must be considered. When making such judgments and estimates, the Group infers the expected changes in the debtor's credit risk based on historical repayment data combined with economic policies, macroeconomic indicators, industry risks and other factors. Different estimates may affect the provision of impairment provisions, and the impairment provisions that have been provided may not be equal to the actual amount of future impairment losses.

Fair value of financial instruments

Valuation techniques are required to determine fair value for financial instruments that do not have an active market for quoted prices. Valuation techniques include using the latest transaction information from the market, discounted cash flow methods and option pricing models. The Group has established a set of work processes to ensure that professionally qualified personnel are responsible for the calculation, verification and review of fair value. The valuation models used by the Group use as much market information as possible and as little information specific to the Group as possible. It should be pointed out that some of the information used in the valuation model requires management to estimate (such as discount rate, underlying exchange rate volatility, etc.). The Group regularly reviews the above estimates and assumptions and makes adjustments when necessary.

Deferred tax assets Deferred tax assets should be recognized for all unused deductible losses to the extent that it is probable that sufficient taxable income will be available against which the deductible losses can be utilized. This requires management to use a lot of judgment to estimate the time and amount of taxable income in the future, combined with tax planning strategies, to determine the amount of deferred income tax assets that should be recognized.

Provision for inventory decline The management of the Group estimates the provision for inventory decline. This estimate is based on historical experience and with reference to the company's relevant inventory depreciation provision accrual policy. The Group will regularly inspect and evaluate the usability status and storage time of the inventory to ensure that the inventory depreciation reserve is fully withdrawn. If the assessment results are significantly different from the previous estimates, management will increase or decrease the annual inventory depreciation reserve in the future.

quality assurance

For contract portfolios with similar characteristics, the Group makes reasonable estimates of warranty rates based on historical warranty data, current warranty status, and taking into account all relevant information such as product improvements and market changes. The estimated warranty rate may not be equal to the actual future warranty rate. The Group will reassess the warranty rate at least on each balance sheet date and determine estimated liabilities based on the reassessed warranty rate.

Variable consideration involving sales discounts

For contract portfolios with similar characteristics, the Group makes reasonable estimates of discount rates based on historical sales data, current sales conditions, and taking into account all relevant information such as customer changes and market changes. The estimated discount rate may not be equal to the actual discount rate in the future. The Group re-evaluates the discount rate at least on each balance sheet date and determines the accounting treatment of sales discounts based on the re-evaluated discount rate.

Lessee's incremental borrowing rate

For leases for which the interest rate implicit in the lease cannot be determined, the Group uses the lessee's incremental borrowing rate as the discount rate to calculate the present value of the lease payments. When determining the incremental borrowing interest rate, the Group uses observable interest rates as the reference basis for determining the incremental borrowing interest rate based on the economic environment in which it operates. On this basis, the Group determines the incremental borrowing interest rate based on its own situation, underlying assets, lease term and amount of lease liabilities, etc. The reference interest rate is adjusted based on the specific conditions of the leasing business to arrive at the applicable incremental borrowing rate.

44. Changes in important accounting policies and accounting estimates

(1) Changes in important accounting policies

□Applicable? Not applicable

(2) Changes in important accounting estimates

□Applicable? Not applicable

45. Others

Hedge accounting In terms of hedge accounting methods, the Group's hedging classifications are:

(1) Fair value hedging refers to hedging the risk of changes in the fair value of recognized assets or liabilities and unconfirmed firm commitments (except exchange rate risk).

(2) Cash flow hedging refers to hedging the risk of changes in cash flow arising from certain types of specific risks related to recognized assets or liabilities, anticipated transactions that are likely to occur, or an unspecified risk. Confirmed firm commitments include exchange rate risk.

At the inception of a hedging relationship, the Group has a formal designation of the hedging relationship and prepares formal written documentation regarding the hedging relationship, risk management objectives and risk management strategies. This document sets out the hedging instruments, hedged items, the nature of the hedged risks, and the Group's method for assessing the effectiveness of hedging. Hedging effectiveness refers to the extent to which changes in the fair value or cash flow of the hedging instrument can offset the fair value or cash flow of the hedged item caused by the hedging risk. Such hedges are continuously evaluated for compliance with the hedge effectiveness requirements on the initial designation date and thereafter.

If the hedging instrument has expired, been sold, contract terminated or exercised (but rollover or replacement as part of the hedging strategy is not treated as expired or contract terminated), or the risk management objectives have changed, resulting in hedging When the relationship no longer meets the risk management objectives, or the hedge no longer meets other conditions for the hedge accounting method, the Group terminates the use of hedge accounting.

If a hedging relationship no longer meets the hedging effectiveness requirements due to the hedging ratio, but the risk management objectives specified for the hedging relationship have not changed, the Group will rebalance the hedging relationship.

For details of the Group's assessment method of hedging effectiveness, its risk management strategy and how it applies this strategy to manage risk, please refer to the Notes

7.83.

If the conditions for the hedge accounting method are met, it will be handled as follows:

Gains or losses arising from fair value hedging instruments are included in the current profits and losses. Gains or losses arising from hedging risk exposures on the hedged items are included in the current profits and losses, and the book value of the hedged items that are not measured at fair value is adjusted at the same time.

For fair value hedges related to debt instruments measured at amortized cost, adjustments to the book value of the hedged item are amortized using the effective interest method over the remaining period of the hedge and included in the current profit and loss. Amortization based on the effective interest method may begin immediately after the book value is adjusted and shall not be adjusted later than the termination of the hedged item based on the changes in fair value arising from the hedging risk. If the hedged item is a debt instrument measured at fair value and its changes are included in other comprehensive income, the cumulative recognized hedging gains or losses will be amortized in the same way and included in the current profit and loss, but the book of financial assets will not be adjusted. value. If the hedged item is derecognised, the unamortized fair value will be recognized as profit or loss for the current period.

The part of the gains or losses on cash flow hedging instruments that are effective as hedging is directly recognized as other comprehensive income, and the part that is ineffective as hedging is included in the current profit and loss.

In cash flow hedging, during the same period when the hedged expected cash flow affects profit and loss, such as when expected sales occur, the cash flow hedging reserve recognized in other comprehensive income is transferred out and included in the current profit and loss.

When the Group terminates the use of hedge accounting for cash flow hedging, if the hedged future cash flow is still expected to occur, the amount previously included in other comprehensive income will not be transferred out until the expected transaction actually occurs or the commitment is confirmed to be fulfilled; If the hedged future cash flow is not expected to occur again, the amount of accumulated cash flow hedging reserves shall be transferred out of other comprehensive income and included in the current profit and loss.

Profit Distribution

The company's cash dividends are recognized as liabilities after approval by the shareholders' meeting.

Fair value measurement

The Group measures derivative financial instruments and equity instrument investments at fair value on each balance sheet date. Fair value refers to the price that can be received from selling an asset or paid to transfer a liability in an orderly transaction between market participants on the measurement date.

For assets and liabilities measured or disclosed at fair value in financial statements, the fair value level to which they belong is determined based on the lowest level input value that is significant to the overall fair value measurement: the first level input value can be obtained on the measurement date. The unadjusted quoted price of the same asset or liability in an active market; the second level input value, in addition to the first level input value, the directly or indirectly observable input value of the relevant asset or debt; the third level input value, the relevant asset or debt Unobservable inputs for liabilities.

At each balance sheet date, the Group reassesses the assets and liabilities recognized in the financial statements that continue to be measured at fair value to determine whether there is a transition between fair value measurement levels.

6. Taxes

1. Main tax types and tax rates

tax type	Tax basis	tax rate
VAT	Output tax is calculated on taxable income at the applicable tax rate, and value-added tax is calculated on the difference after deducting the input tax allowed to be deducted in the current period.	13%、6%、0%、20%、21%、25%、19%、20%
Urban maintenance and construction tax	Amount of turnover tax payable	7%
corporate income tax	Taxable income	25、20%、21%、20.6%、32.45%、27%、16.5%
Education fee surcharge	Amount of turnover tax payable	3%
Local education fee surcharge	Amount of turnover tax payable	2%
property tax	The payment is calculated based on the original value of the property after deducting a certain percentage or based on the rental income at the tax rate prescribed by the state.	State-mandated tax rate

land holding tax	Chinese enterprises calculate and pay based on the land use area.	State-mandated tax rate
stamp duty	Taxable items are calculated and paid according to the tax rate stipulated in the "Interim Regulations of the People's Republic of China on Stamp Duty".	The tax rate shall be calculated and paid according to the "Interim Regulations of the People's Republic of China on Stamp Duty".

If there are taxpayers with different corporate income tax rates, a description of the disclosure

Taxpayer name	income tax rate
Yixinjia Technology (Changzhou) Co., Ltd.	25%
Grebo (Nantong) Trading Co., Ltd.	25%
Shanghai Xusheng Garden Technology Co., Ltd.	25%
Grebo (Jiangsu) Co., Ltd.	25%
Changzhou Geteng Auto Parts Manufacturing Co., Ltd.	25%
Changzhou Vika Plastic Co., Ltd.	25%
GREENWORKS (VIETNAM) Co.,Ltd.	20%
Sunrise Global Holding,Inc.	21%
Sunrise Global Marketing,LLC	21%
Sunrise Global Logistics,Inc.	21%
Greenworks TN MFG,LLC	21%
Greenworks TN Real Estate,LLC	21%
GLOBGRO Limited Liability Company	20.6%
Fastighetsbolaget Gr?narbete AB	20.6%
Greenworks Tools Europe GmbH	32.45%
Greenworkstools Eurasia Limited	20%
Greenworks Tools Canada Inc.	27%
Hong Kong Sun Rise Trading Limited	16.5%
Aegis (Hong Kong) Limited	16.5%

2. Tax incentives

The company received the "High-tech Enterprise Certificate" (Certificate No.: GR202132009198) jointly issued by the Jiangsu Provincial Department of Science and Technology, the Jiangsu Provincial Department of Finance, and the State Administration of Taxation and the Jiangsu Provincial Taxation Bureau on November 30, 2021, identifying the company as a high-tech enterprise technology companies. According to the relevant national tax policies for high-tech enterprises, the company's applicable corporate income tax rate from 2021 to 2023 is 15%.

According to the local income tax preferential regulations, the Vietnamese subsidiary GREENWORKS (VIETNAM) Co., Ltd. will calculate and pay corporate income tax at a reduced rate of 10% for 15 years from the year of establishment. At the same time, starting from the first profit-making year (to make up for the previous years After losses), corporate income tax is exempted from the first to fourth years, and corporate income tax is reduced by half from the fifth to thirteenth years. GREENWORKS (VIETNAM) Co., Ltd. started making profits in 2020.

Hong Kong subsidiaries Hong Kong Sun Rise Trading Limited and Aegis (Hong Kong) Limited enjoy the Hong Kong profits tax exemption policy for profits from Hong Kong offshore operations that meet the requirements.

The company's subsidiaries Yixinjia Technology (Changzhou) Co., Ltd., Grebo (Nantong) Trading Co., Ltd., and Shanghai Xusheng Garden Technology Co., Ltd. are based on the "Announcement of the Ministry of Finance and the State Administration of Taxation on Further Implementing Preferential Income Tax Policies for Small and Micro Enterprises" (According to the relevant provisions of the State Administration of Taxation Announcement [2022] No. 13), small and low-profit enterprises enjoy preferential corporate income tax policies. For the annual taxable income of small and low-profit enterprises not

exceeding RMB 1 million, a reduced rate of 12.5% will be included in the taxable income, and a rate of 20% will be included in the taxable income. Corporate income tax is paid at the tax rate; for the portion of the annual taxable income exceeding RMB 1 million but not exceeding RMB 3 million, a reduced rate of 25% is included in the taxable income, and corporate income tax is paid at a tax rate of 20%.

3. Others

none

7. Notes on Consolidated Financial Statement Items

1. Monetary funds

unit: yuan

project	Ending balance	Opening Balance
cash in stock	292.56	9,597.42
Bank savings	296,382,812.03	521,240,700.88
Other monetary fund	160,275,586.55	95,693,823.74
total	456,658,691.14	616,944,122.04
Including: total amount of money deposited abroad	234,580,873.29	304,155,973.34
The total amount of funds that are restricted in use due to mortgage, pledge or freeze	151,406,721.38	94,030,610.67

other instructions:

As of December 31, 2022, the Group's monetary funds with restricted ownership or use rights were RMB 151,406,721.38 (December 31, 2021: RMB 94,030,610.67), please refer to Note VII. 81.

As of December 31, 2022, the Group's monetary funds deposited overseas were RMB 234,580,873.29 (December 31, 2021:

RMB 304,155,973.34). Bank demand deposits earn interest income based on bank demand deposit interest rates. The deposit period of short-term time deposits is determined according to the Group's cash needs, and interest income is obtained according to the corresponding bank time deposit interest rates.

2. Trading financial assets

unit: yuan

project	Ending balance	Opening Balance
Financial assets measured at fair value and changes included in current profits and losses	19,033,403.10	12,999,908.23
in:		
Bank financial products	19,033,403.10	12,999,908.23
in:		
total	19,033,403.10	12,999,908.23

other instructions:

none

3. Derivative financial assets

unit: yuan

project	Ending balance	Opening Balance
Forward foreign exchange contracts on derivative financial assets formed by current partial hedging instruments	45,044,985.84	99,652,826.07

Derivative financial assets forward foreign exchange contracts formed as non-hedging instruments		6,251,541.29
Derivative financial asset interest rate swap contracts formed as non-hedging instruments	6,812,815.95	
total	51,857,801.79	105,904,367.36

other instructions:

Please refer to Note VII. 83 for the Group's use of derivative financial instruments for hedging.

4. Notes receivable

(1) Classified presentation of notes receivable

unit: yuan

project	Ending balance	Opening Balance

unit: yuan

category	Ending balance					Opening Balance				
	Book balance		Provision for bad debts		Book value	Book balance		Provision for bad debts		Book value
	Amount	Proportion	Amount	Provision ratio		Amount	Proportion	Amount	Provision ratio	
in:										
in:										

If bad debt provisions for notes receivable are made in accordance with the general expected credit loss model, please refer to the disclosure methods for other receivables to disclose relevant information about bad debt provisions:

□Applicable? Not applicable

(2) Bad debt provisions accrued, recovered or reversed in the current period

Bad debt provisions for the current period:

unit: yuan

category	Opening Balance	Amount of changes in the current period				Ending balance
		Provision	withdraw or transfer	Write off	other	

Among them, the amount of recovery or reversal of bad debt provisions for the current period is important:

□Applicable? Not applicable

(3) The company's pledged notes receivable at the end of the period

unit: yuan

project	Amount pledged at the end of the period

(4) Notes receivable that have been endorsed or discounted by the company at the end of the period and have not yet matured on the balance sheet date

unit: yuan

project	Amount derecognized at the end of the period	Amount not derecognized at the end of the period

(5) At the end of the period, the company transferred the notes to accounts receivable due to the drawer's failure to perform the contract.

unit: yuan

project	Amount transferred to accounts receivable at the end of the period

other instructions:

(6) Notes receivable actually written off in the current period

unit: yuan

project	Write-off amount

Among them, the important write-off of bills receivable:

unit: yuan

company name	Nature of notes receivable	Write-off amount	Reason for write-off	The write-off procedures performed	Whether the payment is generated by related transactions

Instructions for writing off notes receivable:

5. Accounts receivable

(1) Disclosure of accounts receivable by category

unit: yuan

category	Ending balance					Opening Balance				
	Book balance		Provision for bad debts		Book price	Book balance		Provision for bad debts		Book price
	Amount	Proportion	Amount	Provision ratio	value	Amount	Proportion	Amount	Provision ratio	value
Accounts receivable with provision for bad debts on an individual basis	6,267,656.81	0.59%	6,267,656.81	100.00%	0.00	6,528,861.82	0.68%	6,528,861.82	100.00%	0.00
in:										
Interskol JSC	3,982,169.41	0.37%	3,982,169.41	100.00%	0.00	3,817,627.70	0.40%	3,817,627.70	100.00%	0.00
Yulmarket LLC	1,341,539.70	0.13%	1,341,539.70	100.00%	0.00	1,217,639.53	0.13%	1,217,639.53	100.00%	0.00
SIBGARANT LLC	277,022.43	0.03%	277,022.43	100.00%	0.00	0.00	0.00%	0.00	100.00%	0.00
Trade Expert LLC	270,865.70	0.03%	270,865.70	100.00%	0.00	245,849.45	0.03%	245,849.45	100.00%	0.00
Taymbt LLC	123,621.53	0.01%	123,621.53	100.00%	0.00	112,204.26	0.01%	112,204.26	100.00%	0.00
Brusnikin, Dmitry Alekseevich	109,293.71	0.01%	109,293.71	100.00%	0.00	0.00	0.00%	0.00	100.00%	0.00
Garden Machines LLC	0.00	0.00%	0.00	0.00%	0.00	896,528.18	0.09%	896,528.18	100.00%	0.00
Other sporadic customers	163,144.33	0.01%	163,144.33	100.00%	0.00	239,012.70	0.02%	239,012.70	100.00%	0.00

Accounts receivable with provision for bad debts on a group basis	1,058,293,799.97	99.41%	24,898,440.23	2.35%	1,033,395,359.74	954,340,701.63	99.32%	28,549,032.08	2.99%	925,7
in:										
Within 1 year	1,055,324,832.33	99.13%	24,537,302.64	2.33%	1,030,787,529.69	952,472,256.05	99.13%	28,322,857.73	2.97%	924,1
1 year to 2 years	2,380,888.06	0.22%	230,390.18	9.68%	2,150,497.88	1,559,095.09	0.16%	160,909.51	10.32%	1,398
2 years to 3 years	565,367.25	0.05%	121,616.02	21.51%	443,751.23	302,925.26	0.03%	62,585.05	20.66%	240,3
3 years to 4 years	19,871.57	0.01%	6,855.89	34.50%	13,015.68	5,493.48	0.00%	1,748.04	31.82%	3,745
4 years to 5 years	1,909.01	0.00%	1,343.75	70.39%	565.26	0.00	0.00%	0.00	0.00%	0.00
More than 5 years	931.75	0.00%	931.75	100.00%	0.00	931.75	0.00%	931.75	100.00%	0.00
total	1,064,561,456.78	100.00%	31,166,097.04	2.93%	1,033,395,359.74	960,869,563.45	100.00%	35,077,893.90	3.65%	925,7

Provision for bad debts on an individual basis: RMB 3,982,169.41

unit: yuan

name	Ending balance			
	Book balance	Provision for bad debts	Provision ratio	Reasons for provision
Interskol JSC	3,982,169.41	3,982,169.41	100.00%	Not expected to be recycled
total	3,982,169.41	3,982,169.41		

Provision for bad debts on an individual basis: RMB 1,341,539.70

unit: yuan

name	Ending balance			
	Book balance	Provision for bad debts	Provision ratio	Reasons for provision
Yulmarket LLC	1,341,539.70	1,341,539.70	100.00%	Not expected to be recycled
total	1,341,539.70	1,341,539.70		

Provision for bad debts on an individual basis: RMB 277,022.43

unit: yuan

name	Ending balance			
	Book balance	Provision for bad debts	Provision ratio	Reasons for provision
SIBGARANT LLC	277,022.43	277,022.43	100.00%	Not expected to be recycled
total	277,022.43	277,022.43		

Provision for bad debts on an individual basis: RMB 270,865.70

unit: yuan

name	Ending balance

	Book balance	Provision for bad debts	Provision ratio	Reasons for provision
Trade Expert LLC	270,865.70	270,865.70	100.00%	Not expected to be recycled
total	270,865.70	270,865.70		

Provision for bad debts on an individual basis: RMB 123,621.53

unit: yuan

name	Ending balance			
	Book balance	Provision for bad debts	Provision ratio	Reasons for provision
Taymbt LLC	123,621.53	123,621.53	100.00%	Not expected to be recycled
total	123,621.53	123,621.53		

Provision for bad debts on an individual basis: RMB 109,293.71

unit: yuan

name	Ending balance			
	Book balance	Provision for bad debts	Provision ratio	Reasons for provision
Brusnikin, Dmitry Alekseevich	109,293.71	109,293.71	100.00%	Not expected to be recycled
total	109,293.71	109,293.71		

Provision for bad debts on an individual basis: RMB 163,144.33

unit: yuan

name	Ending balance			
	Book balance	Provision for bad debts	Provision ratio	Reasons for provision
Other sporadic customers	163,144.33	163,144.33	100.00%	Not expected to be recycled
total	163,144.33	163,144.33		

Provision for bad debts based on combination: RMB 24,537,302.64

unit: yuan

name	Ending balance		
	Book balance	Provision for bad debts	Provision ratio
Within 1 year	1,055,324,832.33	24,537,302.64	2.33%
total	1,055,324,832.33	24,537,302.64	

Description of what this combination is based on:

Combined by credit risk characteristics

Provision for bad debts based on combination: RMB 230,390.18

unit: yuan

name	Ending balance		
	Book balance	Provision for bad debts	Provision ratio
1 year to 2 years	2,380,888.06	230,390.18	9.68%
total	2,380,888.06	230,390.18	

Description of what this combination is based on:

Combined by credit risk characteristics

Provision for bad debts based on combination: RMB 121,616.02

unit: yuan

name	Ending balance		
	Book balance	Provision for bad debts	Provision ratio
2 years to 3 years	565,367.25	121,616.02	21.51%
total	565,367.25	121,616.02	

Description of what this combination is based on:

Combined by credit risk characteristics

Provision for bad debts based on combination: RMB 6,855.89

unit: yuan

name	Ending balance		
	Book balance	Provision for bad debts	Provision ratio
3 years to 4 years	19,871.57	6,855.89	34.50%
total	19,871.57	6,855.89	

Description of what this combination is based on:

Combined by credit risk characteristics

Provision for bad debts based on combination: RMB 1,343.75

unit: yuan

name	Ending balance		
	Book balance	Provision for bad debts	Provision ratio
4 years to 5 years	1,909.01	1,343.75	70.39%
total	1,909.01	1,343.75	

Description of what this combination is based on:

Combined by credit risk characteristics

Provision for bad debts based on combination: 931.75 yuan

unit: yuan

name	Ending balance		
	Book balance	Provision for bad debts	Provision ratio
More than 5 years	931.75	931.75	100.00%
total	931.75	931.75	

Description of what this combination is based on:

Combined by credit risk characteristics

If bad debt provisions for accounts receivable are made based on the general expected credit loss model, please refer to the disclosure methods for other receivables to disclose the relevant information about bad debt provisions:

☐Applicable? Not applicable

Disclosure by age

unit: yuan

Aging	Book balance
Within 1 year (including 1 year)	1,055,324,832.34
1 to 2 years	2,548,818.50

2 to 3 years	709,027.57
over 3 years	5,978,778.37
3 to 4 years	495,313.00
4 to 5 years	5,394,606.79
More than 5 years	88,858.58
total	1,064,561,456.78

(2) Bad debt provisions accrued, recovered or reversed in the current period

Bad debt provisions for the current period:

unit: yuan

category	Opening Balance	Amount of changes in the current period				Ending balance
		Provision	withdraw or transfer	Write off	other	
Bad debt provision for accounts receivable	35,077,893.90		3,741,147.15	3,111,854.08	2,941,204.37	31,166,097.04
total	35,077,893.90		3,741,147.15	3,111,854.08	2,941,204.37	31,166,097.04

Among them, the amount of recovery or reversal of bad debt provisions for the current period is important:

unit: yuan

company name	Recover or transfer amount	Recovery method

(3) Accounts receivable actually written off in the current period

unit: yuan

project	Write-off amount
Accounts receivable actually written off	3,111,854.08

Important write-offs of accounts receivable:

unit: yuan

company name	Nature of accounts receivable	Write-off amount	Reason for write-off	The write-off procedures performed	Whether the payment is generated by related transactions
Garden Machines LLC	payment	1,077,930.95	Convinced that it cannot be taken back	Management approval	no
total		1,077,930.95			

Instructions for writing off accounts receivable:

none

(4) Accounts receivable with the top five closing balances based on debtors

unit: yuan

company name	Closing balance of accounts receivable	Proportion of the total closing balance of accounts receivable	Ending balance of bad debt provision
Customer one	154,622,837.80	14.52%	3,583,695.76
Customer two	59,978,965.26	5.63%	1,390,133.35
Customer three	56,659,403.87	5.32%	1,313,195.83

Stihl Tirol GMBH	53,685,839.62	5.04%	1,244,277.48
Customer five	53,542,271.85	5.03%	1,240,950.01
total	378,489,318.40	35.54%	

(5) Accounts receivable derecognized due to transfer of financial assets

none

(6) Amount of assets and liabilities formed by transferring accounts receivable and continuing to be involved

none

other instructions:

none

6. Accounts receivable financing

unit: yuan

project	Ending balance	Opening Balance
accounts receivable	187,747,041.08	133,462,861.60
total	187,747,041.08	133,462,861.60

Increases and decreases in receivables financing during the current period and changes in fair value

□Applicable? Not applicable

If financing impairment provisions for receivables are accrued in accordance with the general expected credit loss model, please refer to the disclosure methods for other receivables to disclose relevant information on impairment provisions:

?Applicable□Not applicable

	initial balance	Provision for this year	Less: Reversal this year	Foreign currency statement conversion	end of year balance
Provision for impairment of accounts receivable financing	4,007,370.21	35,815.90	-	411,475.54	4,454,661.65

other instructions:

none

7. Prepayment

(1) Prepayments are listed based on aging

unit: yuan

Aging	Ending balance		Opening Balance	
	Amount	Proportion	Amount	Proportion
Within 1 year	56,952,240.61	93.84%	72,994,251.24	95.56%
1 to 2 years	3,171,903.50	5.23%	2,370,301.84	3.10%
2 to 3 years	301,766.68	0.50%	622,870.94	0.82%
over 3 years	261,688.68	0.43%	395,442.61	0.52%
total	60,687,599.47		76,382,866.63	

Explanation of the reasons why prepayments with an aging of more than 1 year and significant amounts are not settled in a timely manner:

As of December 31, 2022, the Group had no significant prepayments aged more than one year (December 31, 2021: Nil).

(2) Prepayments with the top five ending balances by prepayment objects

Grebo: 2022 Annual Report (Download Announcement)

As of December 31, 2022, a summary analysis of the top five prepayments with balances by debtors is as follows:

		balance	Proportion of total prepayment balance (%)
Supplier one		5,824,566.61	9.60
Supplier two		5,819,142.80	9.59
Supplier three		4,926,031.21	8.12
Supplier four		3,764,014.22	6.20
Supplier five		1,476,239.30	2.43
		21,809,994.14	35.94

other instructions:

none

8. Other receivables

unit: yuan

project	Ending balance	Opening Balance
Other receivables	101,764,777.27	79,435,748.27
total	101,764,777.27	79,435,748.27

(1) Interest receivable

1) Classification of interest receivable

unit: yuan

project	Ending balance	Opening Balance

2) Important overdue interest

unit: yuan

Borrowing unit	Ending balance	Overdue time	Reason for overdue	Whether impairment occurs and the basis for judgment

other instructions:

3) Bad debt provision accrual status

□Applicable? Not applicable

(2) Dividends receivable

1) Classification of dividends receivable

unit: yuan

Project (or invested unit)	Ending balance	Opening Balance

2) Important dividends receivable aged more than 1 year

unit: yuan

Project (or invested unit)	Ending balance	Aging	Reason for not withdrawing	Whether impairment occurs and the basis for judgment

3) Bad debt provision accrual status

□Applicable? Not applicable

other instructions:

(3) Other receivables

1) Classification of other receivables according to nature of payment

unit: yuan

Nature of payment	Ending book balance	Opening book balance
Deposits and security deposits	64,045,861.69	31,878,840.67
Export tax refund	27,001,364.54	33,678,965.44
Receivables from related parties	37,016.80	0.00
Employee reserves and loans	4,149,832.73	2,249,094.63
Disbursement fee	3,972,740.66	6,369,007.53
other	3,553,135.83	5,965,520.08
total	102,759,952.25	80,141,428.35

2) Bad debt provision accrual status

unit: yuan

Provision for bad debts	The first stage	second stage	The third phase	total
	Expected credit losses over the next 12 months	Expected credit losses throughout the entire duration (no credit impairment has occurred)	Expected credit losses throughout the lifetime (credit impairment has occurred)	
Balance as of January 1, 2022	178,152.04	527,528.04		705,680.08
The balance on January 1, 2022 is in this period				
——Transfer to the second stage	-329,562.60	329,562.60		
Provision for this period	294,759.43	69,629.57		364,389.00
Transferred in this period		83,981.71		83,981.71
Other changes	-19,027.96	28,115.57		9,087.61
Balance as of December 31, 2022	124,320.91	870,854.07		995,174.98

Changes in book balances with significant changes in loss provision during the current period

□Applicable? Not applicable

Disclosure by age

unit: yuan

Aging	Book balance
Within 1 year (including 1 year)	81,397,426.46
1 to 2 years	17,754,688.18
2 to 3 years	296,509.29
over 3 years	3,311,328.32
3 to 4 years	3,311,328.32
total	102,759,952.25

3) Bad debt provisions accrued, recovered or reversed in the current period: Bad debt provisions accrued in the current period:

unit: yuan

category	Opening Balance	Amount of changes in the current period				Ending balance
		Provision	withdraw or transfer	Write off	other	
Provision for bad debts of other receivables	705,680.08	364,389.00	83,981.71		9,087.61	995,174.98
total	705,680.08	364,389.00	83,981.71		9,087.61	995,174.98

Among them, the amount of bad debt provision for the current period that is reversed or recovered is important:

unit: yuan

company name	Transfer or recover amount	Recovery method

4) Other receivables actually written off in the current period

unit: yuan

project	Write-off amount
Other receivables actually written off	0.00

Important write-offs of other receivables:

unit: yuan

company name	Nature of other receivables	Write-off amount	Reason for write-off	The write-off procedures performed	Whether the payment is generated by related transactions

Instructions for writing off other receivables:

As of December 31, 2022, the Group had no other receivables that were actually written off. 5) Other receivables with the top five closing balances based on debtors

unit: yuan

company name	Nature of payment	Ending balance	Aging	Proportion to the total closing balance of other receivables	Ending balance of bad debt provision
first place	Export tax rebate receivable	27,001,364.54	Within 1 year	26.28%	0.00
second place	Deposits and security deposits	21,500,173.80	Within 1 year	20.92%	0.00
third place	Deposits and security deposits	11,143,360.00	Within 1 year	10.84%	0.00
fourth place	Deposits and security deposits	5,710,972.00	Within 1 year	5.56%	0.00
the fifth place	Deposits and security deposits	3,949,500.00	Within 2 years	3.84%	0.00
total		69,305,370.34		67.44%	0.00

6) Accounts receivable involving government subsidies

unit: yuan

company name	Government subsidy project name	Ending balance	Period-end aging	Estimated time, amount and basis for collection

7) There are no other receivables that have been derecognized due to the transfer of financial assets. 8) There are no other explanations for the amount of assets and liabilities formed by transferring other receivables and continuing to be involved:

none

9. Inventory

Does the company need to comply with the disclosure requirements of the real estate industry? No

(1) Inventory classification

unit: yuan

project	Ending balance			Opening Balance		
	Book balance	Provision for inventory depreciation or provision for impairment of contract performance costs	Book value	Book balance	Provision for inventory depreciation or provision for impairment of contract performance costs	Book value
raw materials	444,338,276.50	14,356,927.94	429,981,348.56	415,477,704.46	7,334,497.24	408,143,207.22
in product	41,926,733.37		41,926,733.37	52,098,877.04		52,098,877.04
In stock items	2,460,676,231.74	64,669,871.54	2,396,006,360.20	1,663,550,366.85	43,000,342.54	1,620,550,024.31
Reusable materials	25,455,718.07	998,285.11	24,457,432.96	29,755,256.05	1,467,664.30	28,287,591.75
Goods in transit	28,593,299.54		28,593,299.54	16,837,542.64		16,837,542.64
Semi-finished products	45,207,017.73	817,882.18	44,389,135.55	52,159,517.18	165,213.16	51,994,304.02
Consigned processing materials	6,734,623.41		6,734,623.41	18,651,310.66		18,651,310.66
total	3,052,931,900.36	80,842,966.77	2,972,088,933.59	2,248,530,574.88	51,967,717.24	2,196,562,857.64

(2) Provision for inventory depreciation and provision for impairment of contract performance costs

unit: yuan

project	Opening Balance	Increase amount in this period		Decrease amount in this period		Ending balance
		Provision	other	Transfer or resale	other	
raw materials	7,334,497.24	7,107,083.50	367,512.70	452,165.50		14,356,927.94
In stock items	43,000,342.54	17,362,889.19	4,640,372.02	333,732.21		64,669,871.54
Reusable materials	1,467,664.30		18,989.48	488,368.67		998,285.11
Semi-finished products	165,213.16	1,092,228.73	20,779.15	460,338.86		817,882.18
total	51,967,717.24	25,562,201.42	5,047,653.35	1,734,605.24		80,842,966.77

(3) Explanation that the closing balance of inventory includes the capitalized amount of borrowing costs

none

(4) Explanation of the amortization amount of contract performance costs for the current period

None 10. Contract assets

unit: yuan

project	Ending balance			Opening Balance		
	Book balance	Impairment provision	Book value	Book balance	Impairment provision	Book value
none	0.00	0.00	0.00	0.00	0.00	0.00
total	0.00	0.00		0.00	0.00	

The amount and reasons of significant changes in the book value of contract assets during the period:

unit: yuan

project	Change amount	Reason for change
none	0.00	none
total	0.00	——

If bad debt provisions for contract assets are made in accordance with the general expected credit loss model, please refer to the disclosure method of other receivables to disclose the relevant information about bad debt provisions:

□Applicable? Not applicable

Impairment provisions for contract assets in the current period:

unit: yuan

project	Provision for this period	Transferred in this period	Write-off/write-off in current period	reason

other instructions:

11. Assets held for sale

unit: yuan

project	Ending book balance	Impairment provision	Closing book value	Fair value	Estimated disposal costs	Estimated disposal time

other instructions:

12. Non-current assets due within one year

unit: yuan

project	Ending balance	Opening Balance

Important debt investments/other debt investments

unit: yuan

Debt items	Ending balance				Opening Balance			
	face value	Coupon rate	real interest rate	expiry date	face value	Coupon rate	real interest rate	expiry date

other instructions:

13. Other current assets

unit: yuan

project	Ending balance	Opening Balance
Prepayment of corporate income tax	17,757,644.21	36,702,520.52
Prepay other taxes and fees	5,314,468.65	2,075,730.50
Input tax to be deducted	22,070,753.83	19,845,550.32

Prepaid expenses	7,696,160.81	5,463,997.93
other	23,748,125.97	16,883,906.60
total	76,587,153.47	80,971,705.87

other instructions:

none

14. Debt investment

unit: yuan

project	Ending balance			Opening Balance		
	Book balance	Impairment provision	Book value	Book balance	Impairment provision	Book value

Important debt investments

unit: yuan

Debt items	Ending balance				Opening Balance			
	face value	Coupon rate	real interest rate	expiry date	face value	Coupon rate	real interest rate	expiry date

Impairment provision accrual

unit: yuan

Provision for bad debts	The first stage	second stage	The third phase	total
	Expected credit losses over the next 12 months	Expected credit losses throughout the entire duration (no credit impairment has occurred)	Expected credit losses throughout the lifetime (credit impairment has occurred)	
The balance on January 1, 2022 is in this period				

Changes in book balances with significant changes in loss provision during the current period

□Applicable? Not applicable

other instructions:

15. Other debt investments

unit: yuan

project	Opening Balance	Accrued interest	Changes in fair value during the period	Ending balance	cost	Cumulative changes in fair value	Accumulated loss provisions recognized in other comprehensive income	Remark

Important other debt investments

unit: yuan

Other debt items	Ending balance				Opening Balance			
	face value	Coupon rate	real interest rate	expiry date	face value	Coupon rate	real interest rate	expiry date

Impairment provision accrual

unit: yuan

Provision for bad debts	The first stage	second stage	The third phase	total
	Expected credit losses over the next 12 months	Expected credit losses throughout the entire duration (no credit impairment has occurred)	Expected credit losses throughout the lifetime (credit impairment has occurred)	
The balance on January 1, 2022 is in this period				

Changes in book balances with significant changes in loss provision during the current period

□Applicable? Not applicable

other instructions:

16. Long-term receivables

(1) Long-term receivables

unit: yuan

project	Ending balance			Opening Balance			discount rate range
	Book balance	Provision for bad debts	Book value	Book balance	Provision for bad debts	Book value	

Impairment of bad debt provisions

unit: yuan

Provision for bad debts	The first stage	second stage	The third phase	total
	Expected credit losses over the next 12 months	Expected credit losses throughout the entire duration (no credit impairment has occurred)	Expected credit losses throughout the lifetime (credit impairment has occurred)	
The balance on January 1, 2022 is in this period				

Changes in book balances with significant changes in loss provision during the current period

□Applicable? Not applicable

(2) Long-term receivables derecognized due to transfer of financial assets

(3) The amount of assets and liabilities resulting from the transfer of long-term receivables and continued involvement

other instructions:

17. Long-term equity investment

unit: yuan

Investee	Opening balance (book value)	Increases and decreases in the current period								Closing balance (book value)	Closing balance of impairment provision
		additional investment	Reduce investment	Investment gains and losses recognized under the equity method	Other comprehensive income adjustments	Other changes in equity	Declaration of cash dividends or profits	Provision for impairment	other		
1. Joint ventures											
2. Associated enterprises											

other instructions:

18. Investment in other equity instruments

unit: yuan

project	Ending balance	Opening Balance

Disclosure of non-trading equity instrument investments in the current period by items

unit: yuan

project name	Recognized dividend income	Accumulated profits	Accumulated losses	The amount of other comprehensive income transferred to retained earnings	Reasons for designation at fair value through other comprehensive income	Reasons why other comprehensive income is transferred to retained earnings

other instructions:

19. Other non-current financial assets

unit: yuan

project	Ending balance	Opening Balance
forward foreign exchange contract		73,253,583.71
total	0.00	73,253,583.71

other instructions:

20. Investment real estate

(1) Investment real estate using cost measurement model

□Applicable? Not applicable

(2) Investment real estate using fair value measurement model

□Applicable? Not applicable

(3) Investment real estate for which title certificates have not been obtained

unit: yuan

project	Book value	Reasons for not completing the property ownership certificate

other instructions:

21. Fixed assets

unit: yuan

project	Ending balance	Opening Balance
fixed assets	557,086,979.17	478,107,900.48
total	557,086,979.17	478,107,900.48

(1) Fixed assets

unit: yuan

project	houses and buildings	mechanical equipment	means of transportation	Computers and electronic equipment	furniture tools	total
1. Original book value:						
1. Opening balance	167,039,845.48	436,072,589.82	39,606,175.43	103,334,194.30	48,439,586.00	794,492,391.03
2. Increase amount in this	5,718,508.76	112,972,441.69	11,634,925.41	15,727,894.80	19,376,231.33	165,430,001.99

period						
（1		99,260,602.1	9,900,429.88	13,597,659.4	15,875,652.6	138,634,344.
) purchase		5		3	0	06
(2) Transfer of projects under construction		626,548.67				626,548.67
(3) Increase in business mergers						
Foreign currency statement conversion	5,718,508.76	13,085,290.87	1,734,495.53	2,130,235.37	3,500,578.73	26,169,109.26
3. Reduction amount in this period		3,294,119.83	1,529,110.39	4,393,543.88	3,171,738.33	12,388,512.43
(1) Disposal or scrapping		3,294,119.83	1,529,110.39	4,393,543.88	3,171,738.33	12,388,512.43
4. Ending balance	172,758,354.24	545,750,911.68	49,711,990.45	114,668,545.22	64,644,079.00	947,533,880.59
2. Accumulated depreciation						
1. Opening balance	38,511,364.80	156,496,975.64	19,238,779.29	74,467,278.94	25,945,144.58	314,659,543.25
2. Increase amount in this period	7,098,530.38	48,601,596.41	5,951,321.71	12,816,329.28	9,496,130.85	83,963,908.63
(1) Provision	6,601,233.49	46,236,911.93	5,565,904.11	12,170,981.33	8,184,190.69	78,759,221.55
Foreign currency statement conversion	497,296.89	2,364,684.48	385,417.60	645,347.95	1,311,940.16	5,204,687.08
3. Reduction amount in this period		2,965,951.00	1,179,191.21	4,315,409.26	1,412,059.47	9,872,610.94
(1) Disposal or scrapping		2,965,951.00	1,179,191.21	4,315,409.26	1,412,059.47	9,872,610.94
4. Ending balance	45,609,895.18	202,132,621.05	24,010,909.79	82,968,198.96	34,029,215.96	388,750,840.94
3. Impairment provision						
1. Opening balance		1,566,678.93	89,371.36	50,287.81	18,609.20	1,724,947.30
2. Increase amount in this period		139,704.18	3,461.49		-3,461.49	139,704.18
(1) Provision						
Foreign currency statement conversion		139,704.18	3,461.49		-3,461.49	139,704.18
3. Reduction amount in this		156,815.23		11,775.77		168,591.00

period						
(1) Disposal or scrapping		156,815.23		11,775.77		168,591.00
4. Ending balance		1,549,567.88	92,832.85	38,512.04	15,147.71	1,696,060.48
4. Book value						
1. Book value at the end of the period	127,148,459.06	342,068,722.75	25,608,247.81	31,661,834.22	30,599,715.33	557,086,979.17
2. Opening accounts	128,528,480.	278,008,935.	20,278,024.7	28,816,627.5	22,475,832.2	478,107,900.
face value	68	25	8	5	2	48

(2) Temporarily idle fixed assets

unit: yuan

project	original book value	Accumulated depreciation	Impairment provision	Book value	Remark

(3) Fixed assets leased through operating leases

unit: yuan

project	Closing book value

(4) Fixed assets whose property rights certificates have not been obtained

unit: yuan

project	Book value	Reasons for not completing the property ownership certificate

other instructions:

none

(5) Fixed assets liquidation

unit: yuan

project	Ending balance	Opening Balance

other instructions:

none

22. Projects under construction

unit: yuan

project	Ending balance	Opening Balance
Construction in progress	130,998,479.65	9,465,936.88
total	130,998,479.65	9,465,936.88

(1) Projects under construction

unit: yuan

project	Ending balance			Opening Balance		
	Book balance	Impairment provision	Book value	Book balance	Impairment provision	Book value

Xinzha three-dimensional warehouse project	23,420,968.39	0.00	23,420,968.39	9,465,936.88		9,465,936.88
Vietnam Nam Dinh Vu Warehouse	26,140,619.37	0.00	26,140,619.37	0.00		0.00
Equipment to be installed	68,573,186.27	0.00	68,573,186.27	0.00		0.00
Other sporadic projects	12,863,705.62	0.00	12,863,705.62	0.00		0.00
total	130,998,479.	0.00	130,998,479.	9,465,936.88		9,465,936.88

(2) Changes in important projects under construction during the current period

unit: yuan

project name	budget number	Opening Balance	Increase amount in this period	Amount transferred to fixed assets in this period	Other decreases in the current period	Ending balance	The cumulative investment in the project as a proportion of the budget	project progress	Accumulated amount of interest capitalization	Inclu Amoun inter capit for t curre
Xinzha three-dimensional warehouse project	70,770,000.00	9,465,936.88	13,955,031.51			23,420,968.39	33.09%	under construction		
Vietnam Nam Dinh Vu Warehouse	42,484,060.00		26,140,619.37			26,140,619.37	61.53%	under construction		
Equipment to be installed			69,199,734.94	626,548.67		68,573,186.27		under construction		
Other sporadic projects			12,863,705.62			12,863,705.62		under construction		
total	113,254,060.00	9,465,936.88	122,159,091.44	626,548.67		130,998,479.65				

(3) Provision for impairment of projects under construction in the current period

unit: yuan

project	Amount accrued for the current period	Reasons for provision

other instructions:

(4) Engineering materials

unit: yuan

project	Ending balance			Opening Balance		
	Book balance	Impairment provision	Book value	Book balance	Impairment provision	Book value

other instructions:

23. Productive biological assets

(1) Productive biological assets using cost measurement model

□Applicable? Not applicable

(2) Productive biological assets using fair value measurement model

□Applicable? Not applicable

24. Oil and gas assets

□Applicable? Not applicable

25. Right-of-use assets

unit: yuan

project	building	means of transportation	mechanical equipment	total
1. Original book value:				
1. Opening balance	120,351,164.85	10,422,425.49		130,773,590.34
2. Increase amount in this period	23,608,383.60	5,130,492.90	729,970.59	29,468,847.09
New	23,608,383.60	5,130,492.90	729,970.59	29,468,847.09
3. Reduction amount in this period	2,429,608.67	2,497,432.87		4,927,041.54
Dispose	2,429,608.67	2,497,432.87		4,927,041.54
4. Ending balance	141,529,939.78	13,055,485.52	729,970.59	155,315,395.89
2. Accumulated depreciation				
1. Opening balance	26,777,141.83	6,721,025.70		33,498,167.53
2. Increase amount in this period	35,974,566.57	3,185,395.80	182,492.58	39,342,454.95
(1) Provision	35,974,566.57	3,185,395.80	182,492.58	39,342,454.95
New	35,974,566.57	3,185,395.80	182,492.58	39,342,454.95
3. Reduction amount in this period	730,038.54	2,497,432.87		3,227,471.41
(1) Disposal	730,038.54	2,497,432.87		3,227,471.41
Dispose	730,038.54	2,497,432.87		3,227,471.41
4. Ending balance	62,021,669.86	7,408,988.63	182,492.58	69,613,151.07
3. Impairment provision				
1. Opening balance				
2. Increase amount in this period				
(1) Provision				
3. Reduction amount in this period				
(1) Disposal				
4. Ending balance				
4. Book value				
1. Book value at the end of the period	79,508,269.92	5,646,496.89	547,478.01	85,702,244.82

2. Book value at the beginning of the period	93,574,023.02	3,701,399.79		97,275,422.81

other instructions:

none

26. Intangible assets

(1) Intangible assets

unit: yuan

project	Land use rights	patent	Unpatented technology	software	total
1. Original book value:					
1. Opening balance	62,237,296.02			54,989,986.45	117,227,282.47
2. Increase amount in this period	140,680,445.58			13,658,743.02	154,339,188.60
(1) Purchase	140,680,445.58			13,658,743.02	154,339,188.60
(2) Internal research and development					
(3) Increase in business mergers					
3. Reduction amount in this period				50,679.75	50,679.75
(1) Disposal				50,679.75	50,679.75
4. Ending balance	202,917,741.60			68,598,049.72	271,515,791.32
2. Accumulated amortization					
1. Opening balance	7,481,871.65			25,907,160.94	33,389,032.59
2. Increase amount in this period	4,212,689.88			9,850,254.41	14,062,944.29
(1) Provision	4,212,689.88			9,850,254.41	14,062,944.29
3. Reduction amount in this period				14,922.35	14,922.35
(1) Disposal				14,922.35	14,922.35
4. Ending balance	11,694,561.53			35,742,493.00	47,437,054.53
3. Impairment provision					
1. Opening balance					
2. Increase amount in this period					
(1) Provision					
3. Reduction amount in this period					
(1) Disposal					
4. Ending balance					

4. Book value					
1. Book value at the end of the period	191,223,180.07			32,855,556.72	224,078,736.79
2. Book value at the beginning of the period	54,755,424.37			29,082,825.51	83,838,249.88

At the end of the period, the intangible assets formed through the company's internal research and development accounted for 0.00% of the balance of intangible assets.

(2) Land use rights for which property rights certificates have not been obtained

unit: yuan

project	Book value	Reasons for not completing the property ownership certificate

other instructions:

none

27. Development expenses

unit: yuan

project	Opening Balance	Increase amount in this period			Decrease amount in this period			Ending balance
		internal development expenditure	other		Recognized as intangible assets	Transfer to current profit and loss		
total								

other instructions:

none

28. Goodwill

(1) Original book value of goodwill

unit: yuan

Name of the invested unit or matters forming goodwill	Opening Balance	Increased in this issue		Decrease in this period		Ending balance
		Formed by business merger		Dispose		
total						

(2) Goodwill impairment provision

unit: yuan

Name of the invested unit or matters forming goodwill	Opening Balance	Increased in this issue		Decrease in this period		Ending balance
		Provision		Dispose		
total						

Information related to the asset group or asset group combination where goodwill is located

No description of the goodwill impairment test process, key parameters (such as the forecast period growth rate, stable period growth rate, profit rate, discount rate, forecast period, etc. when the present value of future cash flows is estimated) and the recognition of goodwill impairment losses method:

Impact of no goodwill impairment test

other instructions:

29. Long-term deferred expenses

unit: yuan

project	Opening Balance	Increase amount in this period	Amortization amount for the current period	Other reduction amounts	Ending balance
Renovation costs	57,830,306.69	27,625,541.44	21,600,559.64		63,855,288.49
Internet service fee	5,094.33		5,094.33		
total	57,835,401.02	27,625,541.44	21,605,653.97		63,855,288.49

other instructions:

None 30. Deferred income tax assets/deferred income tax liabilities

(1) Deferred income tax assets without offset

unit: yuan

project	Ending balance		Opening Balance	
	Deductible temporary differences	Deferred tax assets	Deductible temporary differences	Deferred tax assets
Impairment of assets	95,622,949.32	22,352,709.97	53,911,914.67	11,080,121.84
Unrealized profits from insider transactions	171,752,876.88	35,975,643.83	142,866,282.78	29,741,966.43
Deductible losses	478,684,066.41	97,656,213.47	36,012,689.67	7,259,068.83
Loss from changes in fair value of derivative financial instruments	844,284.16	126,642.62	2,451,301.07	539,693.18
Accrued expenses and employee benefits payable	114,287,057.91	20,608,621.67	38,939,687.72	8,024,469.11
Deferred income	9,075,456.96	1,510,226.48	9,855,189.96	1,678,545.42
other	564,317.95	114,054.44	527,332.70	79,099.90
total	870,831,009.59	178,344,112.48	284,564,398.57	58,402,964.71

(2) Deferred income tax liabilities without offset

unit: yuan

project	Ending balance		Opening Balance	
	Taxable temporary differences	Deferred income tax liability	Taxable temporary differences	Deferred income tax liability
Difference in depreciation life of fixed assets	178,727,065.31	33,718,173.60	125,355,519.05	24,204,553.43
Gains from changes in fair value of derivative financial instruments	6,812,815.95	1,567,035.00	6,251,541.29	937,731.19
Fairness of trading financial assets	33,403.10	8,350.78	2,378.37	356.76
Gains from changes in value				
Cash flow hedges in other comprehensive income	31,921,639.79	4,788,245.97	172,906,409.78	25,935,961.46

other	2,404,960.00	601,240.00		
total	219,899,884.15	40,683,045.35	304,515,848.49	51,078,602.84

(3) Deferred income tax assets or liabilities presented on a net basis after offsetting

unit: yuan

project	The amount of offset of deferred income tax assets and liabilities at the end of the period	Closing balance of deferred income tax assets or liabilities after offsetting	The amount of offset between deferred income tax assets and liabilities at the beginning of the period	Opening balance of deferred income tax assets or liabilities after offsetting
Deferred tax assets	17,438,894.51	160,905,217.97	13,474,903.61	44,928,061.10
Deferred income tax liability	17,438,894.51	23,244,150.84	13,474,903.61	37,603,699.23

(4) Details of deferred income tax assets not recognized

unit: yuan

project	Ending balance	Opening Balance
Deductible temporary differences	40,449.08	17,949,635.79
Deductible losses	19,639,085.83	269,861,260.58
total	19,679,534.91	287,810,896.37

(5) Deductible losses that have not been recognized as deferred income tax assets will expire in the following years

unit: yuan

years	Ending amount	Beginning amount	Remark
2027	6,234,415.49		
permanent	13,445,119.42	269,861,260.58	
total	19,679,534.91	269,861,260.58	

other instructions:

Note: The period for making up losses for overseas subsidiaries is unlimited.

31. Other non-current assets

unit: yuan

project	Ending balance			Opening Balance		
	Book balance	Impairment provision	Book value	Book balance	Impairment provision	Book value
Prepayment for engineering equipment	10,760,206.35		10,760,206.35	43,827,650.73		43,827,650.73
advance payment for land				100,814,752.84		100,814,752.84
other	1,523,295.19		1,523,295.19	1,492,634.39		1,492,634.39
total	12,283,501.54		12,283,501.54	146,135,037.96		146,135,037.96

other instructions:

none

32. Short-term borrowing

(1) Classification of short-term loans

unit: yuan

project	Ending balance	Opening Balance
Pledge loan	421,379,096.10	96,437,586.58
mortgage loan	5,817,893.51	13,239,378.67
credit garanteed	251,849,127.24	
Credit loan	732,136,557.05	198,489,783.85
total	1,411,182,673.90	308,166,749.10

Description of short-term loan classification:

As of December 31, 2022, the annual interest rate of the above-mentioned borrowings is 1.20%-5.40% (December 31, 2021: 0.54%-1.45%). Please refer to Note 12.5(4) for details of the guarantee of the above guaranteed loans. Please refer to Note 7.81 for details of the pledge and mortgaged assets of the above pledged and mortgaged loans.

(2) Overdue short-term borrowings that have not been repaid

The total amount of overdue and unpaid short-term borrowings at the end of the period was RMB, among which the important overdue and unpaid short-term borrowings are as follows:

unit: yuan

Borrowing unit	Ending balance	Borrowing interest rate	Overdue time	Overdue interest rate

other instructions:

33. Trading financial liabilities

unit: yuan

project	Ending balance	Opening Balance
in:		
in:		

other instructions:

34. Derivative financial liabilities

unit: yuan

project	Ending balance	Opening Balance
Derivative financial liabilities forward foreign exchange contracts formed by current partial hedging instruments		765,711.48
Derivative financial liabilities foreign exchange option contracts formed by non-hedging instruments	858,466.43	22,369.20
interest rate swap contract		1,608,646.49
total	858,466.43	2,396,727.17

other instructions:

none

35. Notes payable

unit: yuan

type	Ending balance	Opening Balance
bank acceptance draft	524,631,569.17	497,514,649.83
letter of credit		8,610,664.79

total	524,631,569.17	506,125,314.62

The total amount of due and unpaid bills payable at the end of this period is RMB 0.00.

36. Accounts payable

(1) Presentation of accounts payable

unit: yuan

project	Ending balance	Opening Balance
Materials payable	1,068,102,219.30	1,493,126,626.80
Labor charges payable	1,587,534.19	17,069,452.86
total	1,069,689,753.49	1,510,196,079.66

(2) Important accounts payable with an aging of more than 1 year

unit: yuan

project	Ending balance	Reasons for non-repayment or carry-over

other instructions:

As of December 31, 2022, the Group had no significant accounts payable aged more than one year (December 31, 2021: Nil).

37. Advance payments

(1) Presentation of advance receipts

unit: yuan

project	Ending balance	Opening Balance

(2) Important advances from customers aged more than 1 year

unit: yuan

project	Ending balance	Reasons for non-repayment or carry-over

38. Contract liabilities

unit: yuan

project	Ending balance	Opening Balance
Advance payment	16,351,244.69	24,537,684.56
Advance Sales Discount	44,696,228.43	76,782,460.37
total	61,047,473.12	101,320,144.93

Amount and reasons for significant changes in book value during the reporting period

unit: yuan

project	Change amount	Reason for change

39. Employee compensation payable

(1) Presentation of employee benefits payable

unit: yuan

project	Opening Balance	Increased in this issue	Decrease in this period	Ending balance
1. Short-term compensation	83,247,653.06	723,893,985.80	744,233,740.21	62,907,898.65
2. Post-employment benefits-defined	3,087,755.01	52,563,836.47	52,324,664.72	3,326,926.76

contribution plan				
total	86,335,408.07	776,457,822.27	796,558,404.93	66,234,825.41

(2) Presentation of short-term remuneration

unit: yuan

project	Opening Balance	Increased in this issue	Decrease in this period	Ending balance
1. Salaries, bonuses, allowances and subsidies	71,119,007.71	649,533,006.83	663,163,609.43	57,488,405.11
2. Employee welfare fees	635,683.47	37,340,808.17	37,331,130.91	645,360.73
3. Social insurance premiums	965,077.05	25,895,373.05	25,871,738.82	988,711.28
Among them: medical insurance premiums	843,667.37	22,609,898.84	22,586,868.01	866,698.20
Work injury insurance premium	63,414.29	1,845,686.79	1,845,604.41	63,496.67
maternity insurance premium	57,995.39	1,439,787.42	1,439,266.40	58,516.41
4. Housing provident fund	9,497,849.00	2,214,281.00	8,842,131.00	2,869,999.00
5. Trade union funds and employee education funds	1,021,964.16	4,833,190.30	4,954,685.02	900,469.44
6. Other short-term compensation	8,071.67	4,077,326.45	4,070,445.03	14,953.09
total	83,247,653.06	723,893,985.80	744,233,740.21	62,907,898.65

(3) Display of defined contribution plan

unit: yuan

project	Opening Balance	Increased in this issue	Decrease in this period	Ending balance
1. Basic pension insurance	3,049,617.40	49,876,378.93	49,635,606.66	3,290,389.67
2. Unemployment insurance premiums	38,137.61	2,687,457.54	2,689,058.06	36,537.09
total	3,087,755.01	52,563,836.47	52,324,664.72	3,326,926.76

other instructions:

none

40. Taxes payable

unit: yuan

project	Ending balance	Opening Balance
VAT	11,399,600.65	6,825,550.52
corporate income tax	4,902,327.79	736,997.78
Personal Income Tax	2,796,976.12	2,441,397.15
Urban maintenance and construction tax	338,115.90	422,846.57
property tax	286,245.42	286,246.86
land holding tax	175,411.57	278,098.56
stamp duty	744,468.72	238,575.91
other	1,172,978.89	817,912.03
Education fee surcharge	241,483.33	301,997.12

total	22,057,608.39	12,349,622.50

other instructions:

none

41. Other payables

unit: yuan

project	Ending balance	Opening Balance
Other payables	85,629,875.75	72,813,943.38
total	85,629,875.75	72,813,943.38

(1) Interest payable

unit: yuan

project	Ending balance	Opening Balance

Important overdue and unpaid interest information:

unit: yuan

Borrowing unit	Overdue amount	Reason for overdue

other instructions:

(2) Dividends payable

unit: yuan

project	Ending balance	Opening Balance

Other explanations, including important dividends payable that have not been paid for more than 1 year, should disclose the reasons for non-payment:

(3) Other payables

1) List other payables according to the nature of the payment

unit: yuan

project	Ending balance	Opening Balance
Project payment and warranty deposit	39,918,891.11	20,125,753.60
Expenses payable	39,075,137.70	37,414,137.34
Accounts payable from related parties	181,279.01	85,895.50
other	6,454,567.93	15,188,156.94
total	85,629,875.75	72,813,943.38

2) Important other payables aged more than 1 year

unit: yuan

project	Ending balance	Reasons for non-repayment or carry-over

other instructions:

As of December 31, 2022 and 2021, there were no significant other payables aged more than 1 year.

42. Liabilities held for sale

unit: yuan

project	Ending balance	Opening Balance

other instructions:

43. Non-current liabilities due within one year

unit: yuan

project	Ending balance	Opening Balance
Long-term borrowings due within one year	507,847,405.45	136,663,163.83
Lease liabilities due within one year	32,346,840.60	32,146,601.65
total	540,194,246.05	168,809,765.48

other instructions:

As of December 31, 2022, the annual interest rate for long-term borrowings is 1.14%-4.76% (December 31, 2021: 1.37%-1.88%).

44. Other current liabilities

unit: yuan

project	Ending balance	Opening Balance
Withholding expenses	58,832,680.51	68,821,483.16
Output tax to be reversed	76,876.92	165,896.43
Advance Sales Discount	96,012,926.83	67,708,119.21
total	154,922,484.26	136,695,498.80

Changes in short-term bonds payable:

unit: yuan

Bond name	face value	issue date	bond term	Issue amount	Opening Balance	Issued in this issue	Interest accrued on face value	Amortization of premiums and discounts	Repay this period		Ending balance
total											

other instructions:

45. Long-term borrowing

(1) Classification of long-term loans

unit: yuan

project	Ending balance	Opening Balance
mortgage loan	10,500,000.00	
Credit loan	285,419,420.00	413,933,851.07
Guaranteed and pledged loans	118,091,777.78	149,587,072.31
Mortgages and pledged loans	184,026,727.81	186,351,782.19
total	598,037,925.59	749,872,705.57

Description of long-term loan classification:

Other instructions, including interest rate ranges:

As of December 31, 2022, the annual interest rate of the above-mentioned borrowings is 2.75%-6.70% (December 31, 2021: 1.10%-3.20%). Please refer to Note 12.5(4) for details of the guarantee of the above guaranteed loans. Please refer to Note 7.81 for details of the mortgages and pledged assets of the above mortgages and pledged loans.

46. Bonds payable

(1) Bonds payable

unit: yuan

project	Ending balance	Opening Balance

(2) Increases and decreases in bonds payable (excluding preference shares, perpetual bonds and other financial instruments classified as financial liabilities)

unit: yuan

Bond name	face value	issue date	bond term	Issue amount	Opening Balance	Issued in this issue	Interest accrued on face value	Amortization of premiums and discounts	Repay this period		Ending balance
total	——										

(3) Description of conversion conditions and conversion time of convertible corporate bonds

(4) Description of other financial instruments classified as financial liabilities

Basic information on preferred shares, perpetual bonds and other financial instruments outstanding at the end of the period

Statement of changes in outstanding preferred stocks, perpetual bonds and other financial instruments at the end of the period

unit: yuan

financial instruments outstanding	Beginning of period		Increased in this issue		Decrease in this period		End of term	
	quantity	Book value	quantity	Book value	quantity	Book value	quantity	Book value

Explanation of the basis for classifying other financial instruments as financial liabilities

other instructions:

47. Lease liabilities

unit: yuan

project	Ending balance	Opening Balance
building	85,562,039.43	101,630,697.76
means of transportation	715,476.17	585,902.58
mechanical equipment	83,416.17	0.00
Less: Lease liabilities due within one year	-32,346,840.60	-32,146,601.65
total	54,014,091.17	70,069,998.69

other instructions:

none

48. Long-term payables

unit: yuan

project	Ending balance	Opening Balance

(1) List long-term payables according to the nature of the payment

unit: yuan

project	Ending balance	Opening Balance

other instructions:

none

(2) Special accounts payable

unit: yuan

project	Opening Balance	Increased in this issue	Decrease in this period	Ending balance	Causes

other instructions:

none

49. Long-term employee benefits payable

(1) Long-term employee salary payable table

unit: yuan

project	Ending balance	Opening Balance

(2) Changes in defined benefit plans

Present value of defined benefit plan obligations:

unit: yuan

project	Amount incurred this period	Amount incurred last period

Plan assets:

unit: yuan

project	Amount incurred this period	Amount incurred last period

Net liabilities (net assets) of defined benefit plans

unit: yuan

project	Amount incurred this period	Amount incurred last period

Description of the content of the defined benefit plan and the risks associated with it, as well as the impact on the company's future cash flows, timing and uncertainty:

Explanation of significant actuarial assumptions and sensitivity analysis results of defined benefit plans:

other instructions:

50. Estimated liabilities

unit: yuan

project	Ending balance	Opening Balance	Causes
pending litigation	0.00	1,631,628.13	
product quality assurance	98,152,873.62	88,908,179.96	legal obligations
total	98,152,873.62	90,539,808.09	

Other explanations, including important assumptions and estimation instructions related to important estimated liabilities:

In accordance with agreements with customers, the Group provides product warranty services in accordance with the laws and regulations of different sales countries, and promises to compensate or replace malfunctioning product accessories. Product quality assurance is an estimate based on historical warranty data, current warranty status, and taking into account all relevant information such as product improvements and market changes. The Group reassesses the warranty rate at least on each balance sheet date, and determines estimated liabilities based on the reassessed warranty rate.

51. Deferred income

unit: yuan

project	Opening Balance	Increased in this issue	Decrease in this period	Ending balance	Causes

government subsidy	9,855,189.96		779,733.00	9,075,456.96	Asset-related government grants
total	9,855,189.96		779,733.00	9,075,456.96	

Projects involving government subsidies:

unit: yuan

Liabilities	Opening Balance	New subsidy amount for this period	The amount included in non-operating income in the current period	The amount included in other income in the current period	Amount of offset costs and expenses in the current period	Other changes	Ending balance	Asset related/income related
"Trinity" special funds	4,913,523.29			679,733.04			4,233,790.25	related to assets
New energy garden machinery R&D and production integration project	4,941,666.67			99,999.96			4,841,666.71	related to assets

other instructions:

none

52. Other non-current liabilities

unit: yuan

project	Ending balance	Opening Balance
Derivative financial liabilities		467,003.31
total	0.00	467,003.31

other instructions:

none

53. Share capital

unit: yuan

	Opening Balance	This change increases or decreases (+, -)					Ending balance
		issue new shares	Bonus shares	Conversion of Provident Fund into Shares	other	Subtotal	
Total number of shares	364,621,968.00						364,621,968.00

other instructions:

none

54. Other equity instruments

(1) Basic information on preferred shares, perpetual bonds and other financial instruments outstanding at the end of the period

(2) Statement of changes in outstanding preferred stocks, perpetual bonds and other financial instruments at the end of the period

unit: yuan

Out of stock	Beginning of period		Increased in this issue		Decrease in this period		End of term	
financial instruments	quantity	Book value	quantity	Book value	quantity	Book value	quantity	Book value

Changes in other equity instruments during the current period, explanations of the reasons for the changes, and the basis for relevant accounting treatments:

No other instructions:

none

55. Capital reserve

unit: yuan

project	Opening Balance	Increased in this issue	Decrease in this period	Ending balance
Capital premium (equity premium)	681,782,212.66			681,782,212.66
Other capital reserves	18,571,408.88	7,215,886.67		25,787,295.55
total	700,353,621.54	7,215,886.67		707,569,508.21

Other explanations, including changes in increases and decreases in the current period and explanations of reasons for changes:

On December 31, 2022, the capital reserve increased by RMB 7,215,886.67 due to the company's grant of stock options to employees (December 31, 2021: RMB 16,966,274.11).

56. Treasury stocks

unit: yuan

project	Opening Balance	Increased in this issue	Decrease in this period	Ending balance

Other explanations, including changes in increases and decreases in the current period and explanations of reasons for changes:

none

57. Other comprehensive income

unit: yuan

project	Opening Balance	Amount incurred this period						Ending balance
		Amount before income tax for the current period	Less: included in other comprehensive income in the previous period and transferred to profit and loss in the current period	Less: Included in other comprehensive income in the previous period and transferred to retained earnings in the current period	Deduct: income tax expense	Attributable to parent company after tax	Attributable to minority shareholders after tax	
2. Other comprehensive income that will be reclassified into profit and loss	132,457,245.68	-56,983,306.84	117,180,146.88		-21,147,715.49	-153,015,738.23		-20,558,492.55

Changes in fair value of other debt investments	-4,618,695.22	-4,454,661.65	-4,618,695.22			164,033.57		-4,454,661.65
other	4,618,695	4,454,661	4,618,695			-		4,454,661
Credit impairment provisions for debt investments	.22	.65	.22			164,033.57		.65
Cash flow hedging reserve	146,196,130.78	-22,713,752.45	117,180,146.88		-21,147,715.49	-118,746,183.84		27,449,946.94
Translation differences of foreign currency financial statements	-13,738,885.10	-34,269,554.39				-34,269,554.39		-48,008,439.49
Total other comprehensive income	132,457,245.68	-56,983,306.84	117,180,146.88		-21,147,715.49	-153,015,738.23		-20,558,492.55

Other explanations include adjustments to the initial recognition amount of the effective portion of cash flow hedging gains and losses converted into hedged items:

none

58. Special reserves

unit: yuan

project	Opening Balance	Increased in this issue	Decrease in this period	Ending balance

Other explanations, including changes in increases and decreases in the current period and explanations of reasons for changes:

59. Surplus reserve

unit: yuan

project	Opening Balance	Increased in this issue	Decrease in this period	Ending balance
Statutory surplus reserve	69,075,622.30	41,163,769.82		110,239,392.12
total	69,075,622.30	41,163,769.82		110,239,392.12

Description of surplus reserve, including changes in increases and decreases in the current period and explanation of reasons for changes:

No 60, undistributed profits

unit: yuan

project	This period	Previous period
Undistributed profits at the end of the previous period before adjustments	89,169,584.95	-172,124,216.44
Adjusted opening undistributed profits	89,169,584.95	
Add: Net profit attributable to owners of the parent company for the current period	265,879,544.02	279,744,570.88

Less: Withdrawal from statutory surplus reserve	41,163,769.82	18,450,769.49
Undistributed profit at the end of the period	313,885,359.15	89,169,584.95

Adjust the details of undistributed profits at the beginning of the period:

1). Due to the retrospective adjustment of the "Accounting Standards for Business Enterprises" and its related new regulations, the undistributed profit at the beginning of the period was affected by RMB 0.00.

2) Due to changes in accounting policies, the undistributed profit at the beginning of the period was affected by RMB 0.00.

3) Due to the correction of major accounting errors, the undistributed profit at the beginning of the period was affected by RMB 0.00.

4). Changes in the scope of consolidation due to the same control affect the undistributed profit at the beginning of the period by RMB 0.00.

5) The total impact of other adjustments on the undistributed profit at the beginning of the period is RMB 0.00.

61. Operating income and operating costs

unit: yuan

project	Amount incurred this period		Amount incurred last period	
	income	cost	income	cost
Main business	5,194,581,717.69	3,854,658,442.84	4,979,371,768.85	3,603,496,423.02
Other business	16,524,676.67	16,155,404.56	24,519,544.90	24,203,475.12
total	5,211,106,394.36	3,870,813,847.40	5,003,891,313.75	3,627,699,898.14

Is the lower of the audited net profit before and after deducting extraordinary gains and losses negative?

□Yes?No

Income related information:

unit: yuan

Contract classification	Division 1	Division 2		total
Product Types	5,211,106,394.36			5,211,106,394.36
in:				
New energy garden machinery	3,921,691,325.83			3,921,691,325.83
AC garden machinery	827,733,998.00			827,733,998.00
other	461,681,070.53			461,681,070.53
Classified by business area	5,211,106,394.36			5,211,106,394.36
in:				
overseas	5,140,988,147.28			5,140,988,147.28
within the territory	70,118,247.08			70,118,247.08
Market or customer type				
in:				
type of contract				
in:				
Classification by time of transfer of goods	5,211,106,394.36			5,211,106,394.36

in:				
Recognize revenue at a certain point in time	5,211,106,394.36			5,211,106,394.36
Classification by contract period				
in:				
Classified by sales channel				
in:				
total	5,211,106,394.36			5,211,106,394.36

Information related to performance obligations:

none

Information related to the transaction price allocated to the remaining performance obligations:

At the end of the reporting period, the amount of income corresponding to the performance obligations that have been signed but have not been performed or have not been completed is RMB 0.00, of which,

Revenue of 0.00 yuan is expected to be recognized in the year, revenue of 0.00 yuan is expected to be recognized in the year, and revenue of 0.00 yuan is expected to be recognized in the year. other instructions:

none

62. Taxes and surcharges

unit: yuan

project	Amount incurred this period	Amount incurred last period
Urban maintenance and construction tax	1,309,531.61	2,139,612.34
Education fee surcharge	981,750.06	1,528,514.90
property tax	1,565,164.24	1,679,921.76
land holding tax	717,444.00	560,103.81
stamp duty	1,700,613.81	1,333,703.41
other	1,552,974.66	3,362,612.13
total	7,827,478.38	10,604,468.35

other instructions:

none

63. Sales expenses

unit: yuan

project	Amount incurred this period	Amount incurred last period
Salary	144,488,623.74	121,030,695.97
travel expenses	9,139,733.51	7,101,171.72
Business Hospitality	637,678.99	3,235,247.72
Advertising and marketing fees	219,355,733.14	118,266,410.81
Depreciation and amortization	8,337,669.81	5,759,262.08
Sample fee	10,787,232.80	6,665,980.52
Consulting service fee	7,812,326.80	11,001,011.77
Warranty fee	62,255,602.69	86,461,935.00

Warehousing and leasing fees	116,449,209.20	67,141,989.77
other	30,568,999.47	15,560,662.48
total	609,832,810.15	442,224,367.84

other instructions:

none

64. Management expenses

unit: yuan

project	Amount incurred this period	Amount incurred last period
Salary	253,351,982.38	221,091,636.69
commercial insurance premium	21,077,993.14	13,889,409.68
office expenses	31,259,925.83	22,333,877.74
travel expenses	11,672,424.81	11,730,388.73
Rental fees	10,531,213.13	8,628,521.50
Business Hospitality	4,878,314.46	4,301,338.15
Depreciation and amortization	40,717,625.38	36,483,296.77
Consulting service fee	53,717,072.32	39,161,540.26
Material consumption	9,299,082.21	6,853,399.71
other	30,736,205.61	49,223,371.23
total	467,241,839.27	413,696,780.46

other instructions:

none

65. Research and development expenses

unit: yuan

project	Amount incurred this period	Amount incurred last period
Trial production and material costs	54,573,270.66	69,121,149.51
Depreciation and amortization	5,228,716.93	4,315,144.73
Fuel and power	991,041.68	851,275.69
Salary	131,393,707.90	109,131,896.06
travel expenses	1,187,011.34	1,234,683.10
Consulting service fee	12,455,303.99	17,723,028.05
other	7,666,522.76	5,873,461.76
total	213,495,575.26	208,250,638.90

other instructions:

none

66. Financial expenses

unit: yuan

project	Amount incurred this period	Amount incurred last period
Interest expense	54,936,442.30	23,293,811.22
Less: Interest income	11,836,122.18	16,555,891.15

(Exchange-gain)/loss	-206,091,777.46	32,938,974.19
other	7,806,945.40	4,564,120.76
total	-155,184,511.94	44,241,015.02

other instructions:

none

67. Other income

unit: yuan

Generate other sources of income	Amount incurred this period	Amount incurred last period
Government subsidies related to daily activities	11,237,162.83	10,575,519.87
Refund of personal income tax withholding fees	237,011.37	369,481.35

68. Investment income

unit: yuan

project	Amount incurred this period	Amount incurred last period
Financial product investment income	679,567.37	5,184,405.56
Investment income from foreign exchange derivative financial instruments	11,216,594.56	26,355,665.17
total	11,896,161.93	31,540,070.73

other instructions:

none

69. Net exposure hedging income

unit: yuan

project	Amount incurred this period	Amount incurred last period

other instructions:

None 70. Gains from changes in fair value

unit: yuan

Sources of gains from changes in fair value	Amount incurred this period	Amount incurred last period
Foreign exchange derivative financial instruments	-378,574.59	3,362,480.73
Interest rate derivative financial instruments	8,314,961.37	2,918,977.01
Bank financial products	-2,509.52	-350,897.32
total	7,933,877.26	5,930,560.42

other instructions:

none

71. Credit impairment losses

unit: yuan

project	Amount incurred this period	Amount incurred last period
Bad debt losses on other receivables	-280,407.29	932,734.18
Reversal/(accrual) of bad debt losses on	3,741,147.15	-15,779,648.48

accounts receivable		
Bad debt losses on accounts receivable financing (accrual)/reversal	-35,815.90	4,548,861.86
total	3,424,923.96	-10,298,052.44

other instructions:

none

72. Asset impairment losses

unit: yuan

project	Amount incurred this period	Amount incurred last period
2. Inventory depreciation losses and contract performance cost impairment losses	-25,073,832.75	-20,465,662.16
total	-25,073,832.75	-20,465,662.16

other instructions:

none

73. Income from asset disposal

unit: yuan

Sources of income from asset disposals	Amount incurred this period	Amount incurred last period
Fixed asset disposal losses	-1,135.58	-988,807.12

74. Non-operating income

unit: yuan

project	Amount incurred this period	Amount incurred last period	Amount included in non-recurring gains and losses for the current period
Insurance claims income	402,918.51	4,491,040.78	402,918.51
fine income	521,740.69	121,397.91	521,740.69
No payments required to be written off	9,157,015.15	0.00	9,157,015.15
other	84,414.24	231,526.17	84,414.24
total	10,166,088.59	4,843,964.86	10,166,088.59

Government subsidies included in current profits and losses:

unit: yuan

Subsidy project	Issuing subject	Reason for issuance	Property type	Does the subsidy affect the profit and loss of the year?	Is there any special subsidy?	Amount incurred in this period	Amount incurred in the previous period	Asset related/income related

other instructions:

none

75. Non-operating expenses

unit: yuan

project	Amount incurred this period	Amount incurred last period	Amount included in non-recurring gains and losses for the current period
external donation	294,807.95	341,323.15	294,807.95
Losses due to damage or scrapping of non-current assets	114,875.59	591,467.00	114,875.59
Product fines and compensation expenses	924,548.63	1,063,842.81	924,548.63
other	898,891.29	1,461,614.83	898,891.29
total	2,233,123.46	3,458,247.79	2,233,123.46

other instructions:

none

76. Income tax expenses

(1) Income tax expense schedule

unit: yuan

project	Amount incurred this period	Amount incurred last period
Current income tax expense	49,565,266.37	10,357,911.51
Deferred income tax expense	-100,778,320.40	-14,879,509.63
total	-51,213,054.03	-4,521,598.12

(2) Adjustment process of accounting profits and income tax expenses

unit: yuan

project	Amount incurred this period
The total profit	214,666,489.99
Income tax expense calculated at statutory/applicable tax rates	53,666,622.50
The impact of different tax rates applicable to subsidiaries	11,913,179.12
Effect of Adjusting Prior Period Income Taxes	-1,787,575.36
Effect of non-deductible costs, expenses and losses	5,164,301.63
The impact of using deductible losses that have not been recognized as deferred income tax assets in prior periods	-33,516,302.66
No deductible temporary differences or deductible losses were recognized for deferred income tax assets in the current period.	-4,426,739.11
Super deduction for research and development expenses	-54,993,215.19
Impact of preferential tax rates on high-tech enterprises	-29,174,742.75
Cross-border profit distribution withholding income tax	1,941,417.79
Income tax expense	-51,213,054.03

other instructions:

Note: Please refer to Note 6 for the income tax rates applicable to the subsidiaries of the Group.

77. Other comprehensive income

See Note 7, 57 for details.

78. Cash flow statement items

(1) Other cash received related to operating activities

unit: yuan

project	Amount incurred this period	Amount incurred last period
government subsidy	10,694,441.20	14,454,019.11
interest income	5,795,866.15	7,452,579.10
other	1,009,073.44	4,762,046.06
total	17,499,380.79	26,668,644.27

Description of other cash received related to operating activities:

none

(2) Other cash paid related to operating activities

unit: yuan

project	Amount incurred this period	Amount incurred last period
Breach of contract and compensation expenses	924,548.63	1,063,842.81
Deposits and security deposit payments	24,068,141.00	14,044,894.07
Donation expenditure	294,807.95	341,323.15
sales expense	469,137,190.65	298,905,843.72
Management costs	173,172,231.51	123,713,244.93
R&D expenses	79,638,681.39	96,655,556.87
other	24,285,828.36	43,358,931.12
total	771,521,429.49	578,083,636.67

Description of other cash paid related to operating activities:

none

(3) Other cash received related to investment activities

unit: yuan

project	Amount incurred this period	Amount incurred last period
Foreign exchange margin recovery	8,651,869.52	39,514,148.02
Net income from foreign exchange derivatives delivery	17,345,022.57	84,916,171.93
total	25,996,892.09	124,430,319.95

Description of other cash received related to investing activities:

none

(4) Other cash paid related to investment activities

unit: yuan

project	Amount incurred this period	Amount incurred last period
Foreign exchange margin expenditure	4,422,643.60	
total	4,422,643.60	

Description of other cash paid related to investment activities:

none

(5) Other cash received related to financing activities

unit: yuan

project	Amount incurred this period	Amount incurred last period

Description of other cash received related to financing activities:

none

(6) Other cash paid related to financing activities

unit: yuan

project	Amount incurred this period	Amount incurred last period
Repayment of related party loans	0.00	194,631,619.53
Lease liability expense	37,902,332.37	28,164,287.43
Bank invoicing and bank loan pledge deposit expenses	61,561,886.67	32,276,102.28
listing fees	6,864,219.37	11,440,118.77
total	106,328,438.41	266,512,128.01

Description of other cash payments related to financing activities:

none

79. Supplementary information for cash flow statement

(1) Supplementary information for cash flow statement

unit: yuan

additional materials	Current Amount	Amount of last period
1. Adjust net profit to cash flow from operating activities		
net profit	265,879,544.02	279,744,570.88
Add: Asset impairment provision	21,648,908.79	30,763,714.60
Depreciation of fixed assets, depreciation of oil and gas assets, depreciation of productive biological assets	78,759,221.55	63,534,545.01
Depreciation of right-of-use assets	36,183,999.16	30,142,380.85
Amortization of intangible assets	13,695,878.40	7,937,694.12
Amortization of long-term deferred expenses	21,605,653.97	12,461,426.77
Losses from disposal of fixed assets, intangible assets and other long-term assets (income is listed with a “-” sign)	1,135.58	988,807.12
Loss from scrapping of fixed assets (income is listed with "-")	114,875.59	591,467.00
Loss from changes in fair value (income is listed with a “-” sign)	-7,933,877.26	-5,930,560.42
Financial expenses (income is listed with "-")	-11,665,989.18	49,508,255.20
Investment losses (income is listed with "-")	-11,896,161.93	-31,540,070.73
Decrease in deferred income tax assets (increases are indicated with "-")	-107,566,487.54	-18,404,550.50
Increase in deferred income tax liabilities (decreases are indicated with "-")	6,788,167.14	3,525,040.87
Decrease in inventory (increases are listed with "-")	-692,400,137.84	-855,977,729.14

Decrease in operating receivables (increases are indicated with a “-” sign)	-55,487,248.65	-295,460,075.12
Increase in operating payables (decreases are indicated with a “-” sign)	-351,136,912.83	650,175,578.56
other	7,215,886.67	16,966,274.11
Net cash flow from operating activities	-786,193,544.36	-60,973,230.82
2. Major investment and financing activities that do not involve cash receipts and payments		
Conversion of debt into capital		
Convertible corporate bonds due within one year		
Financing leased fixed assets	20,341,829.84	41,102,897.09
3. Net changes in cash and cash equivalents:		
Closing balance of cash	248,612,688.64	310,110,344.32
Less: Opening balance of cash	310,110,344.32	144,195,663.84
Add: Closing balance of cash equivalents		
Less: Opening balance of cash equivalents		
Net increase in cash and cash equivalents	-61,497,655.68	165,914,680.48

(2) Net cash paid in the current period to acquire subsidiaries

unit: yuan

	Amount
in:	
in:	
in:	

other instructions:

(3) Net cash received from disposal of subsidiaries in the current period

unit: yuan

	Amount
in:	
in:	
in:	

other instructions:

(4) Composition of cash and cash equivalents

unit: yuan

project	Ending balance	Opening Balance
1. Cash	248,612,688.64	310,110,344.32
Of which: cash on hand	292.56	9,597.42
Bank deposits available for payment at any time	239,743,530.91	310,100,746.90
Funds in other currencies readily available for payment	8,868,865.17	

3. Closing balance of cash and cash equivalents	248,612,688.64	310,110,344.32

other instructions:

80. Notes on the items in the statement of changes in owners' equity indicate the names of "other" items and the amount of adjustments to be made to the closing balance of the previous year:

none

81. Assets whose ownership or use rights are restricted

unit: yuan

project	Closing book value	Reason for restriction
Money funds	151,406,721.38	Note 1/Note 3
bill receivable	0.00	
stock	1,607,472,530.33	Note 2
fixed assets	87,648,137.28	Note 2
intangible assets	41,721,933.13	Note 2/Note 4
accounts receivable	825,037,454.82	Note 2/Note 3
total	2,713,286,776.94	

other instructions:

Note 1: As of December 31, 2022, the book value was RMB 350,086.04 (December 31, 2021: RMB 4,579,311.96

The bank deposits with a book value of RMB 68,690,508.67 (December 31, 2021: RMB 79,717,888.17) are used for forward foreign exchange contracts and foreign exchange option contract margins; the bank deposits with a book value of RMB 9,678,560.43 (December 31, 2021: RMB 79,717,888.17) 31st: RMB 6,012,665.84) time deposits are used as bank acceptance bill margins; bank deposits with a book value of RMB 534,206.83 (December 31, 2021: RMB 1,903,809.02) are used as bank letter of credit margins; the book value is RMB 1,650,847.58 Bank deposits with a book value of RMB 27,234,519.73 (December 31, 2021: RMB 14,957.24) were used to obtain bank loan pledges; book value was RMB 27,234,519.73 (December 31, 2021: RMB 14,957.24). Bank deposits worth RMB 183,790.71 (December 31, 2021: RMB 194,581.02) are used for lease security deposits.

Note 2: As of December 31, 2022, the Group's book value was RMB 393,638,839.62 (December 31, 2021: person

Accounts receivable with a book value of RMB 376,220,709.12) and inventories with a book value of RMB 1,607,472,530.33 (December 31, 2021: RMB 647,742,173.50) (December 31, 2021: RMB 79,080,68) 3.39 yuan) The ownership of fixed assets and intangible assets with a book value of RMB 10,064,627.98 (December 31, 2021: RMB 1,049,301.16) is restricted and used to obtain Branch Banking and Trust Company term and revolving credit loans, with a revolving loan limit of USD 30,000,000.00. (December 31, 2021: USD 30,000,000.00), the term loan limit is USD 15,000,000.00 (December 31, 2021:

USD 15,000,000.00). On December 31, 2022, under this agreement, the balance of the revolving credit loan was US$18,340,162.57, with a maturity date of July 15, 2024, and the balance of term loans was US$7,847,281.00, with a maturity date of October 2029. 5th (December 31, 2021: The balance of the revolving credit loan was US$21,380,445.71, with a maturity date of July 15, 2024, and the balance of term loans was US$8,078,091.00, with a maturity date of October 5, 2029) .

Note 3: As of December 31, 2022, the book value was RMB 431,398,615.20 (December 31, 2021: RMB

112,622,007.99 yuan) and the book value of accounts receivable is RMB 43,084,201.39 yuan (December 31, 2021:

None) time deposit certificates are restricted and used to obtain short-term borrowings of RMB 421,379,096.10 (December 31, 2021: RMB 96,437,586.58).

Note 4: As of December 31, 2022, intangible assets with a book value of RMB 31,657,305.15 were restricted and used to obtain long-term

The loan amount is RMB 10,500,000.00.

82. Foreign currency monetary items

(1) Foreign currency monetary items

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unit: yuan

project	Ending foreign currency balance	Conversion exchange rate	Ending balance converted into RMB
Money funds			300,486,506.45
Of which: US dollars	17,657,326.30	6.9646	122,976,214.78
EUR	3,391,507.21	7.4229	25,174,818.85
Hong Kong dollar	7,778,505.85	0.8933	6,948,539.28
Vietnamese dong	343,927,641,274.21	0.0003	101,410,603.32
GBP	391,754.35	8.3941	3,288,425.21
Swedish Krona	3,771,398.93	0.6659	2,511,374.55
ruble	338,008,242.36	0.0942	31,840,376.43
Canadian dollar	1,233,074.64	5.1385	6,336,154.03
accounts receivable			1,007,571,516.01
Of which: US dollars	129,161,888.71	6.9646	899,560,890.14
EUR	4,968,861.99	7.4229	36,883,365.69
Hong Kong dollar			
JPY	14,118,082.62	0.0524	739,194.57
GBP	536,754.95	8.3941	4,505,574.72
Swedish Krona	6,119.51	0.6659	4,074.98
ruble	530,763,289.07	0.0942	49,997,901.83
Canadian dollar	3,090,496.07	5.1385	15,880,514.08
Long term loan			376,946,147.81
Of which: US dollars	54,123,158.23	6.9646	376,946,147.81
EUR			
Hong Kong dollar			
Receivables Financing			187,747,041.08
Of which: US dollars	26,957,332.95	6.9646	187,747,041.08
Other receivables			60,139,633.10
Of which: US dollars	6,253,441.84	6.9646	43,552,721.04
EUR	186,323.07	7.4229	1,383,057.52
Vietnamese dong	47,212,032,517.30	0.0003	13,920,953.50
Swedish Krona	70,256.46	0.6659	46,783.78
Hong Kong dollar	141,587.13	0.8933	126,479.78
ruble	1,722,109.13	0.0942	162,222.68
Canadian dollar	183,844.78	5.1385	944,686.42
JPY	52,110.09	0.0524	2,728.38
short-term loan			400,450,593.89
Of which: US dollars	57,498,003.32	6.9646	400,450,593.89
accounts payable			72,268,133.27
Of which: US dollars	7,024,455.96	6.9646	48,922,525.99
EUR	345,024.64	7.4229	2,561,083.43

Vietnamese dong	57,193,320,133.36	0.0003	16,864,038.84
Canadian dollar	749,309.53	5.1385	3,850,327.02
JPY	1,339,966.96	0.0524	70,157.99
Other payables			38,738,705.53
Of which: US dollars	4,435,021.62	6.9646	30,888,151.57
EUR	95,507.85	7.4229	708,945.25
Vietnamese dong	12,139,806,806.79	0.0003	3,579,546.93
GBP	73,492.82	8.3941	616,906.10
Swedish Krona	3,489,626.84	0.6659	2,323,742.51
ruble	6,596,742.78	0.0942	621,413.17
Non-current liabilities due within one year			508,730,162.17
Of which: US dollars	72,709,513.82	6.9646	506,392,679.98
EUR	260,104.42	7.4229	1,930,729.10
ruble	4,317,973.35	0.0942	406,753.09
Lease liability			40,799,378.64
Of which: US dollars	4,466,838.33	6.9646	31,109,742.21
EUR	1,077,178.91	7.4229	7,995,791.34
ruble	17,981,370.38	0.0942	1,693,845.09

other instructions:

(2) Description of overseas operating entities, including for important overseas operating entities, their main overseas business location, accounting standard currency and basis for selection should be disclosed. If the accounting standard currency changes, the reasons should also be disclosed.

□Applicable? Not applicable

83. Hedging

Disclose qualitative and quantitative information on hedging projects, related hedging instruments, and hedged risks according to hedging category:

cash flow hedging

The Group designates foreign exchange forward contracts as hedging instruments for future sales settled in USD/EUR. The balances of these foreign currency forward contracts vary with the size of expected foreign currency sales and changes in forward exchange rates. The key terms of the foreign exchange forward contracts have been negotiated to match anticipated sales that are more likely to occur.

The time distribution of the notional amount of the hedging instrument and the average exchange rate are as follows:

December 31, 2022

	within 6 months	6 to 12 months	1 year later	total
USD forward contract notional amount	63,000,000.00	105,000,000.00	-	168,000,000.00
Average exchange rate of RMB against US dollar	7.0832	7.0262	-	
Euro forward contract notional amount	3,000,000.00	3,000,000.00	-	6,000,000.00
Average exchange rate of RMB to Euro	7.4159	7.3750	-	

USD forward contract notional amount		3,600,000.00			-			-			3,600,000.00	
Average exchange rate of Vietnamese dong to US dollar		0.000044			-			-				

December 31, 2021

		within 6 months			6 to 12 months			1 year later			total	
USD forward contract notional amount		80,000,000.00			135,000,000.00			160,000,000.00			375,000,000.00	
Average exchange rate of RMB against US dollar		6.8940			6.9214			7.0248				
Euro forward contract notional amount		3,000,000.00			3,000,000.00			-			6,000,000.00	
Average exchange rate of RMB to Euro		7.5072			7.6341			-				
USD forward contract notional amount		6,000,000.00			4,000,000.00			-			10,000,000.00	
Average exchange rate of Vietnamese dong to US dollar		0.000044			0.000044			-				

The changes in book value and fair value of hedging instruments are as follows:

December 31, 2022

		Notional amount of the hedging instrument			Carrying value of hedging instruments						Balance sheet items including hedging instruments			Changes in the fair value of hedging instruments used as the basis for recognizing the ineffective portion of the hedging this year		
					assets			Liabilities								
Exchange rate risk - anticipated transactions that are likely to occur		114,600,000.00			30,382,782.28			-			Derivative financial assets				9,350,263.36	
Exchange rate risk - recognized accounts receivable		63,000,000.00			14,662,203.56			-			Derivative financial assets			-		

December 31, 2021

		Notional amount of the hedging instrument			Carrying value of hedging instruments			Balance sheet items including hedging instruments			Changes in the fair value of		

| | | |

										ineffective portion of the hedging this year						
		assets			Liabilities											
Exchange rate risk - anticipated transactions that are likely to occur		-			-			-		6,025,058.53			146,196,130.78			
Exchange rate risk - recognized accounts receivable		37,686,500.00			-			accounts receivable		-			-			

Changes in the fair value of hedging instruments in current profits and losses and other comprehensive income are listed as follows:

2022

		Changes in fair value of hedging instruments included in other comprehensive income			The ineffective portion of the hedging included in the current profit and loss			Income statement items containing recognized hedging ineffectiveness			Amount reclassified from cash flow hedging reserve to current profit and loss			Income statement presentation items including reclassification adjustments	
Exchange rate risk - anticipated transactions that are likely to occur		(22,713,752.45	)		9,350,263.36			investment income			91,109,317.50			Main business income	
Exchange rate risk - recognized accounts receivable		-			-			-			(1,826,756.37	)		Main business income	

2021

		Changes in fair value of hedging instruments included in other comprehensive income			The ineffective portion of the hedging included in the current profit and loss			Income statement items containing recognized hedging ineffectiveness			Amount reclassified from cash flow hedging reserve to current profit and loss			Income statement presentation items including reclassification adjustments	
Exchange rate risk - anticipated transactions that are likely to occur		120,091,948.09			6,025,058.53			investment income			38,668,614.01			Main business income	
Exchange rate risk - recognized		-			-			-			4,965,748.67			Main business income	

accounts receivable																				

84. Government subsidies

(1) Basic information on government subsidies

unit: yuan

type	Amount	Presentation items	Amount included in current profit and loss
"Trinity" special funds	9,678,000.00	Deferred income	679,733.04
New energy garden machinery R&D and production integration project	5,000,000.00	Deferred income	99,999.96
Stable job subsidy	3,080,454.00	Other income	3,080,454.00
Special funds for science and technology plans	1,200,000.00	Other income	1,200,000.00
Government funding for foreign-invested headquarters enterprises from the Bureau of Commerce	1,000,000.00	Other income	1,000,000.00
Special funds for high-quality industrial development	1,000,000.00	Other income	1,000,000.00
Industrial Internet Benchmark Factory Award	1,000,000.00	Other income	1,000,000.00
Special funds for foreign trade development	895,293.37	Other income	895,293.37
Special funds for development of the Bureau of Commerce	659,400.00	Other income	659,400.00
Special funds for enterprise share reform and listing	500,000.00	Other income	500,000.00
Green Finance Award Subsidy	400,000.00	Other income	400,000.00
Enterprise joint innovation center operating expenses	250,000.00	Other income	250,000.00
High enterprise rewards	200,000.00	Other income	200,000.00
Intellectual property protection patent subsidies	115,000.00	Other income	115,000.00
Special Fund for Industrial Internet Learning Special Fund	100,000.00	Other income	100,000.00
Other income-related government subsidies	57,282.46	Other income	57,282.46

(2) Return of government subsidies

□Applicable? Not applicable

other instructions:

none

85. Others

none

8. Changes in the scope of consolidation

1. Business merger not under common control

(1) Business mergers not under common control that occurred during the current period

unit: yuan

Purchased party name	Equity acquisition time	equity acquisition cost	Equity acquisition ratio	Equity acquisition method	Purchase date	Basis for determining purchase date	Income of the purchased party from the date of purchase to the end of the period	Net profit of the purchased party from the date of purchase to the end of the period

other instructions:

none

(2) Merger costs and goodwill

unit: yuan

Merger costs	
--cash	
--Fair value of non-cash assets	
--Fair value of debt issued or assumed	
--Fair value of equity securities issued	
--Fair value of contingent consideration	
--The fair value of the equity held before the purchase date on the purchase date	
--other	
Total combined costs	
Less: Share of fair value of identifiable net assets acquired	
The amount by which goodwill/merger cost is less than the fair value share of identifiable net assets acquired	

Determination method of fair value of merger cost, description of contingent consideration and its changes:

The main reasons for the formation of large amounts of goodwill:

other instructions:

(3) The identifiable assets and liabilities of the purchased party on the purchase date

unit: yuan

	Fair value on purchase date	Book value on purchase date
assets:		
Money funds		
Accounts receivable		
stock		
fixed assets		
intangible assets		
Liabilities:		
loan		
Accounts payable		
Deferred income tax liability		

Net assets		
Less: Minority interests		
Net assets acquired		

Method for determining the fair value of identifiable assets and liabilities:

Contingent liabilities of the purchased party assumed in a business combination:

other instructions:

(4) Gains or losses arising from the remeasurement of equity held before the purchase date at fair value

Is there any transaction that realizes the business combination step by step through multiple transactions and obtains control during the reporting period?

□Yes?No

(5) Relevant explanation that the merger consideration or the fair value of the acquiree's identifiable assets and liabilities cannot be reasonably determined on the acquisition date or at the end of the current period of merger.

(6) Other instructions

2. Merger of enterprises under common control

(1) Business mergers under the same control that occurred in the current period

unit: yuan

Name of merged party	Proportion of equity obtained in business combination	Form the basis for a business combination under common control	Merger date	Basis for determination of merger date	Income of the merged party from the beginning of the current period to the date of merger	Net profit of the merged party from the beginning of the current period to the date of merger	Income of the merged party during the comparison period	Net profit of the merged party during the comparison period

other instructions:

(2) Merger cost

unit: yuan

Merger costs	
--cash	
--Book value of non-cash assets	
--The book value of debt issued or assumed	
--The face value of the equity securities issued	
--Contingent consideration	

Description of contingent consideration and its changes:

other instructions:

(3) Book value of the assets and liabilities of the merged party on the date of merger

unit: yuan

	Merger date	End of last period
assets:		
Money funds		

Accounts receivable		
stock		
fixed assets		
intangible assets		
Liabilities:		
loan		
Accounts payable		
Net assets		
Less: Minority interests		
Net assets acquired		

Contingent liabilities of the merged party assumed in a business merger:

other instructions:

3. Reverse purchase

Basic information of the transaction, the basis for the transaction to constitute a reverse purchase, whether the assets and liabilities retained by the listed company constitute business and the basis for it, the determination of the merger cost, the amount of equity adjustment when dealing with equity transactions and its calculation:

4. Disposal of subsidiaries

Is there any situation where a single disposal of an investment in a subsidiary means loss of control?

□Yes?No

Is there any situation where investments in subsidiaries are disposed of step by step through multiple transactions and control is lost in the current period?

□Yes?No

5. Changes in the scope of consolidation due to other reasons

Explain the changes in the scope of consolidation caused by other reasons (such as the establishment of new subsidiaries, liquidation of subsidiaries, etc.) and their related circumstances:

For information on newly established subsidiaries, please refer to Note IX.1.

6. Others

9. Interests in other entities

1. Interests in subsidiaries

(1) Composition of enterprise group

Subsidiary name	principal place of business	Registration	Nature of business	Shareholding ratio		How to obtain
				direct	indirect	
Changzhou Bokang Electronic Technology Co., Ltd.	Changzhou, Jiangsu	Changzhou, Jiangsu	Industrial manufacturing	100.00%	0.00%	Investment and establishment
GREENWORKS(VIETNAM)Co., Ltd.	Vietnam Haiphong	Vietnam Haiphong	Industrial manufacturing	100.00%	0.00%	Investment and establishment
Grebo (Nantong) Trading Co., Ltd.	Nantong, Jiangsu	Nantong, Jiangsu	trading	100.00%	0.00%	Investment and establishment
Changzhou Geteng Auto Parts Co., Ltd.	Changzhou, Jiangsu	Changzhou, Jiangsu	Industrial manufacturing	100.00%	0.00%	Investment and establishment
Changzhou Vika Plastic Co., Ltd.	Changzhou, Jiangsu	Changzhou, Jiangsu	Industrial manufacturing	100.00%	0.00%	Investment and establishment

Shanghai Xusheng Garden Technology Co., Ltd.	Shanghai	Shanghai	Garden technology development services	100.00%	0.00%	Investment and establishment
Hong Kong Sun Rise Trading Limited	China Hong Kong	China Hong Kong	investment, trade	100.00%	0.00%	Investment and establishment
Aegis (Hong Kong) Limited	China Hong Kong	China Hong Kong	trading	100.00%	0.00%	Investment and establishment
Sunrise Global Holding, Inc.	USA	USA	invest	0.00%	100.00%	Investment and establishment
Sunrise Global Marketing, LLC	USA	USA	trading	0.00%	100.00%	Investment and establishment
Sunrise Global Logistics, Inc.	USA	USA	E-commerce operations	0.00%	100.00%	Investment and establishment
Greenworks Tools Europe GmbH	Germany	Germany	trading	0.00%	100.00%	Investment and establishment
Greenworks Tools Canada Inc.	Canada	Canada	After-sales service	0.00%	100.00%	Investment and establishment
Globgro AB(formerly known as “Globe Tools Nordic Europe AB”)	Sweden	Sweden	trading	0.00%	100.00%	Investment and establishment
Fastighetsbolaget Gr?narbete AB	Sweden	Sweden	invest	0.00%	100.00%	Investment and establishment
Greenworks TN MFG,LLC	USA	USA	Industrial manufacturing	0.00%	100.00%	Investment and establishment
Greenworks TN Real Estate,LLC	USA	USA	invest	0.00%	100.00%	Investment and establishment
Yixinjia Technology (Changzhou) Co., Ltd.	Changzhou, Jiangsu	Changzhou, Jiangsu	trading	100.00%	0.00%	Investment and establishment

Explanation on the difference between the proportion of shareholding in subsidiaries and the proportion of voting rights:

Basis for holding half or less of the voting rights but still controlling the invested unit, and holding more than half of the voting rights but not controlling the invested unit:

There is no basis for control of important structured entities included in the scope of consolidation:

Basis for determining whether a company is agent or principal:

other instructions:

(2) Important non-wholly owned subsidiaries

unit: yuan

Subsidiary name	Shareholding ratio of minority shareholders	Profit and loss attributable to minority shareholders in the current period	Dividends declared to minority shareholders in this period	Balance of minority shareholders’ equity at the end of the period

Explanation on the difference between the shareholding ratio of minority shareholders of subsidiaries and the voting rights ratio:

No other instructions:

none

(3) Main financial information of important non-wholly owned subsidiaries

unit: yuan

Subsidiary name	Ending balance						Opening Balance					
	current assets	Non-current assets	Total assets	Current liabilities	Non-current liabilities	Total Liabilities	current assets	Non-current assets	Total assets	Current liabilities	Non-current liabilities	Total Liabilities

unit: yuan

Subsidiary name	Amount incurred this period				Amount incurred last period			
	operating income	net profit	Total comprehensive income	cash flow from operating activities	operating income	net profit	Total comprehensive income	cash flow from operating activities

other instructions:

(4) Significant restrictions on the use of enterprise group assets and repayment of enterprise group debts

none

(5) There is no other explanation for the financial support or other support provided to structured entities included in the scope of consolidated financial statements:

2. Transactions in which the ownership share of the subsidiary changes and the subsidiary is still controlled

(1) Description of changes in owner's equity shares of subsidiaries

none

(2) The impact of the transaction on minority shareholders' equity and owner's equity attributable to the parent company

unit: yuan

Purchase cost/disposal consideration	
--cash	
--Fair value of non-cash assets	
Total purchase cost/disposal consideration	
Less: Share of net assets of subsidiaries calculated based on the proportion of equity acquired/disposed of	
difference	
Including: Adjustment of capital reserve	
Adjust the surplus reserve	
Adjust undistributed profits	

other instructions:

3. Interests in joint arrangements or joint ventures

(1) Important joint ventures or associates

Name of joint venture or associated enterprise	principal place of business	Registration	Nature of business	Shareholding ratio		Accounting treatment for investments in joint ventures or associates
				direct	indirect	

Explanation on the difference between the proportion of shareholdings in joint ventures or associates and the proportion of voting rights:

There is no basis for holding less than 20% of the voting rights but having significant influence, or holding 20% or more of the voting rights but having no significant influence:

none

(2) Main financial information of important joint ventures

unit: yuan

	Ending balance/Amount incurred in the current period	Beginning balance/Amount incurred in the previous period
current assets		
Of which: cash and cash equivalents		
Non-current assets		
Total assets		
Current liabilities		
Non-current liabilities		
Total Liabilities		
minority interests		
Equity attributable to shareholders of the parent company		
Share of net assets calculated based on shareholding ratio		
Adjustments		
--Goodwill		
--Unrealized profits from internal transactions		
--other		
Book value of equity investments in joint ventures		
Fair value of equity investments in joint ventures with publicly quoted prices		
operating income		
Financial expenses		
Income tax expense		
net profit		
Net profit from discontinued operations		
Other comprehensive income		
Total comprehensive income		
Dividends received from joint ventures during the year		

other instructions:

(3) Main financial information of important associates

unit: yuan

	Ending balance/Amount incurred in the current period	Beginning balance/Amount incurred in the previous period
current assets		

Non-current assets		
Total assets		
Current liabilities		
Non-current liabilities		
Total Liabilities		
minority interests		
Equity attributable to shareholders of the parent company		
Share of net assets calculated based on shareholding ratio		
Adjustments		
--Goodwill		
--Unrealized profits from internal transactions		
--other		
Book value of equity investments in associates		
Fair value of equity investments in associates with publicly quoted prices		
operating income		
net profit		
Net profit from discontinued operations		
Other comprehensive income		
Total comprehensive income		
Dividends received from associates during the year		

other instructions:

(4) Summary financial information of unimportant joint ventures and associates

unit: yuan

	Ending balance/Amount incurred in the current period	Beginning balance/Amount incurred in the previous period
Joint ventures:		
The total of the following items calculated based on shareholding ratio		
Associates:		
The total of the following items calculated based on shareholding ratio		

other instructions:

(5) Explanation of significant restrictions on the ability of joint ventures or associates to transfer funds to the company

(6) Excess losses incurred by joint ventures or associates

unit: yuan

Name of joint venture or associated enterprise	Accumulated unrecognized losses accumulated in previous periods	Unrecognized losses in the current period (or net profit shared in the current period)	Accumulated unrecognized losses at the end of the period

•

(7) Unconfirmed commitments related to investment in joint ventures

none

(8) Contingent liabilities related to investments in joint ventures or associates

none

4. Important joint operations

joint business name	principal place of business	Registration	Nature of business	Shareholding ratio/share enjoyed	
				direct	indirect

Explanation on the difference between the proportion of shareholding or the share enjoyed in the joint operation and the proportion of voting rights:

If there is no joint operation as a separate entity, the basis for classifying it as a joint operation is:

No other instructions:

none

5. Equity in structured entities not included in the scope of consolidated financial statements

Relevant instructions for structured entities not included in the scope of consolidated financial statements:

6. Others

none

10. Risks related to financial instruments

The Group faces risks from various financial instruments in its daily activities, mainly including credit risk, liquidity risk and market risk (including exchange rate risk and interest rate risk). The Group's main financial instruments include monetary funds, trading financial assets, derivative financial instruments, loans, accounts receivable, receivable financing, other receivables, notes payable, accounts payable and other payables, etc. The risks associated with these financial instruments and the risk management strategies adopted by the Group to mitigate these risks are described below.

The Group diversifies financial instrument risks through appropriate diversification of investments and business portfolios, and reduces risks concentrated in any single industry, specific region or specific counterparty by formulating corresponding risk management policies.

credit risk

The Group only conducts transactions with related parties and recognized and reputable third parties. In accordance with the Group's policy, credit risk is assessed when accepting new customers and limits are set on individual customer credit risk exposures. In addition, the Group continuously monitors the balance of accounts receivable to ensure that the Group does not face significant bad debt risks.

Since the counterparties of monetary funds, bank wealth management products and derivative financial instruments are banks with good reputations and high credit ratings, the credit risk of these financial instruments is low.

The Group's other financial assets include accounts receivable, receivable financing and other receivables. The credit risk of these financial assets arises from counterparty default, and the maximum credit risk exposure is equal to their carrying amount.

The Group's maximum credit risk exposure at each balance sheet date is the total amount charged to customers less provisions.

As the Group only conducts transactions with related parties and recognized and reputable third parties, no collateral is required. Credit risk is managed centrally by customer, geographic region and industry. As of December 31, 2022, the Group had specific credit risk concentrations, accounting for 14.52% (December 31, 2021: 30.49%) and 35.54% (December 31, 2021: 59.89%) of the Group's accounts receivable) respectively originate from the largest accounts receivable balance and the top

five customers. The Group signed a short-term export credit insurance contract with China Export and Credit Insurance Corporation, stipulating that the insurance coverage covers all exports paid by non-letter of credit and all exports paid by letter of credit. The compensation ratio is different under letters of credit and non-letters of credit. .

Credit risk significantly increases judgment criteria

The Group assesses at each balance sheet date whether the credit risk of relevant financial instruments has increased significantly since initial recognition. When determining whether credit risk has increased significantly since initial recognition, the Group considers obtaining reasonable and evidence-based information without unnecessary additional cost or effort, including qualitative and quantitative analysis based on the Group's historical data, external Credit risk ratings and forward-looking information. Based on a single financial instrument or a combination of financial instruments with similar credit risk characteristics, the Group determines the expected duration of the financial instrument by comparing the risk of default of the financial instrument on the balance sheet date with the risk of default on the initial recognition date. Changes in default risk.

When the following qualitative criteria are triggered, the Group believes that the credit risk of financial instruments has increased significantly:

? Qualitative standards mainly include major adverse changes in the debtor's operating or financial conditions, early warning customer lists, etc.;

Definition of credit-impaired assets

In order to determine whether credit impairment has occurred, the definition standards adopted by the Group are consistent with the internal credit risk management objectives for relevant financial instruments, while taking into account qualitative indicators. When the Group assesses whether a debtor has suffered credit impairment, it mainly considers the following factors:

(1) The issuer or debtor encounters major financial difficulties;

(2) The debtor violates the contract, such as default or overdue payment of interest or principal;

(3) The creditor grants concessions to the debtor that the debtor would not make under any other circumstances due to economic or contractual considerations related to the debtor's financial difficulties;

(4) The debtor is likely to go bankrupt or undergo other financial reorganization;

(5) Financial difficulties of the issuer or debtor cause the active market for the financial asset to disappear;

(6) Purchase or originate a financial asset at a substantial discount that reflects the fact that credit losses have occurred.

Credit impairment of financial assets may be caused by the combined effect of multiple events and may not be caused by an individually identifiable event.

Credit risk exposure

The maximum risk exposure of the Group's financial assets and their year-end classification according to credit risk levels are as follows:

2022

		Expected credit losses over the next 12 months		Lifetime expected credit losses			
		The first stage	second stage	The third phase	Easy method		total
Money funds		456,658,691.14	-	-	-		456,658,691.14
accounts receivable		-	-	-	1,033,395,359.74		1,033,395,359.74
Receivables Financing		-	-	-	187,747,041.08		187,747,041.08
Other		97,036,135.37	4,728,641.90	-	-		101,764,777.27

receivables										
		553,694,826.51		4,728,641.90		-		1,221,142,400.82		1,779,565,869.23

2021

		Expected credit losses over the next 12 months		Lifetime expected credit losses						
		The first stage		second stage		The third phase		Easy method		total
Money funds		616,944,122.04		-		-		-		616,944,122.04
accounts receivable		-		-		-		925,791,669.55		925,791,669.55
Receivables Financing		-		-		-		133,462,861.60		133,462,861.60
Other receivables		78,237,059.74		1,198,688.53		-		-		79,435,748.27
		695,181,181.78		1,198,688.53		-		1,059,254,531.15		1,755,634,401.46

Liquidity risk

The Group manages the risk of funding shortages by taking into account both the maturity dates of the Group's financial instruments and the expected cash flows generated by the Group's operations.

The Group's goal is to use bank borrowings and other financing methods to maintain a balance between financing continuity and flexibility. As of December 31, 2022, 84.45% (December 31, 2021: 75.51%) of the Group's debts were due in less than one year.

The following table summarizes the maturity analysis of financial liabilities based on undiscounted contractual cash flows:

2022

	Within 1 year		1 year-5 years		More than 5 years		total	
short-term loan	1,426,620,036.57		-		-		1,426,620,036.57	
Long term loan	-		564,458,064.79		52,172,872.45		616,630,937.24	
Lease liability	-		57,854,887.03		1,620,202.32		59,475,089.35	
Notes payable	524,631,569.17		-		-		524,631,569.17	
accounts payable	1,069,689,753.49		-		-		1,069,689,753.49	
Other payables	85,629,875.75		-		-		85,629,875.75	
Non-current liabilities due within one year	564,486,237.11		-		-		564,486,237.11	
	3,671,057,472.09		622,312,951.82		53,793,074.77		4,347,163,498.68	

2021

	Within 1 year		1 year-5 years		More than 5 years		total	
short-term loan	309,351,383.36		-		-		309,351,383.36	
Long term loan	15,727,621.57		720,853,707.35		46,623,684.59		783,205,013.51	
Lease liability	-		72,878,627.75		294,048.27		73,172,676.02	

Notes payable	506,125,314.62		-		-	506,125,314.62
accounts payable	1,510,196,079.66		-		-	1,510,196,079.66
Other payables	72,813,943.38		-		-	72,813,943.38
Non-current liabilities due within one year	177,095,928.09		-		-	177,095,928.09
	2,591,310,270.68		793,732,335.10		46,917,732.86	3,431,960,338.64

market risk

Interest Rate Risk

The risk of changes in market interest rates faced by the Group is mainly related to the Group's long-term borrowings with floating interest rates.

The Group manages interest costs by maintaining an appropriate mix of fixed-rate debt and variable-rate debt. In order to manage its debt portfolio in a cost-effective manner, the Group uses interest rate swaps, whereby the Group agrees to exchange the difference between a fixed interest amount and a variable interest amount calculated based on an agreed notional principal amount at specific time intervals. As of December 31, 2022, after considering the impact of interest rate swaps, approximately 65.86% (December 31, 2021: 28.92%) of the Group's interest-bearing borrowings accrued interest at fixed interest rates.

The following table is a sensitivity analysis of interest rate risk, reflecting the impact on net profit and loss (through the impact on floating rate borrowings) and other comprehensive income when reasonably possible changes in interest rates occur, assuming all other variables remain constant. The impact is net of tax.

2022

	Basis point increase/(decrease)	Increase/(decrease) in net profit or loss	Increase/(decrease) in other comprehensive income, net of tax	Total shareholders' equity increased/(decreased)
RMB	100	(7,226,637.71)	-	(7,226,637.71)
	(100)	7,226,637.71	-	7,226,637.71

2021

	Basis point increase/(decrease)	Increase/(decrease) in net profit or loss	Increase/(decrease) in other comprehensive income, net of tax	Total shareholders' equity increased/(decreased)
RMB	100	（7,548,787.32）	-	（7,548,787.32）
	(100)	7,548,787.32	-	7,548,787.32

currency risk

The Group is exposed to transactional exchange rate risk. Such risks arise from sales or purchases made by an operating unit in a currency other than its functional currency. The Group's main production is located in China, but part of its business is settled in US dollars. Therefore, the Group's confirmed foreign currency assets and liabilities and future foreign currency transactions (the denominated currency of foreign currency assets and liabilities and foreign currency transactions are mainly US dollars) are subject to foreign exchange risks. The financial department of the Group's headquarters is responsible for monitoring the Group's foreign currency transactions and the scale of foreign currency assets and liabilities to minimize the foreign exchange risks it faces; to this end, the Group signs forward foreign exchange contracts and foreign exchange option contracts to avoid part of the foreign exchange risks. the goal of.

In addition, the Group has exchange rate risk exposure arising from foreign currency borrowings. The Group uses forward foreign exchange contracts to reduce its exposure to exchange rate risk.

The following table is a sensitivity analysis of exchange rate risk, reflecting the impact on net profit and loss (due to financial instruments denominated in U.S. dollars) and other comprehensive income when reasonably possible changes in the U.S. dollar exchange rate occur, assuming that all other variables remain unchanged. net of tax (due to changes in the fair value of foreign exchange forward contracts).

2022

	USD exchange rate	net profit or loss	Other comprehensive income, net of tax	Total shareholders' equity
	Increase Decrease)	(decrease)/increase	Increase Decrease)	Increase Decrease)
RMB appreciates against US dollar	1%	(7,630,322.29)	6,030,890.25	(1,599,432.04)
RMB depreciates against US dollar	(1%)	7,630,322.29	(6,030,890.25)	1,599,432.04
Euro appreciates against US dollar	1%	720,619.47	-	720,619.47
Euro depreciates against US dollar	(1%)	(720,619.47)	-	(720,619.47)
Ruble appreciates against US dollar	1%	322.54	-	322.54
Ruble depreciates against US dollar	(1%)	(322.54)	-	(322.54)

2021

	USD exchange rate	net profit or loss	Other comprehensive income, net of tax	Total shareholders' equity
	Increase Decrease)	(decrease)/increase	Increase Decrease)	Increase Decrease)
RMB appreciates against US dollar	1%	(9,568,139.92)	20,879,769.96	11,311,630.04
RMB depreciates against US dollar	(1%)	9,568,139.92	(20,879,769.96)	(11,311,630.04)
Euro appreciates against US dollar	1%	364,506.03	-	364,506.03
Euro depreciates against US dollar	(1%)	(364,506.03)	-	(364,506.03)
Ruble appreciates against US dollar	1%	1,436,608.56	-	1,436,608.56
Ruble depreciates against US dollar	(1%)	(1,436,608.56)	-	(1,436,608.56)

4. Capital Management

The main objectives of the Group's capital management are to ensure the Group's ability to continue as a going concern, provide returns to owners, and maintain an optimal capital structure to reduce the cost of capital.

The Group manages and adjusts its capital structure according to the economic situation. In order to maintain or adjust the capital structure, the Group may adjust profit distribution to shareholders, return capital to shareholders or issue new shares. There are no changes in capital management objectives, policies or procedures between 2022 and 2021.

The Group uses the asset-liability ratio to manage capital. The Group's asset-liability ratio as of December 31, 2022 was 76.18% (December 31, 2021: 74.03%). The management of the Group believes that it meets the requirements of the Group's capital management. Require.

11. Disclosure of fair value

1. Closing fair value of assets and liabilities measured at fair value

unit: yuan

project	Closing fair value			
	Level 1 fair value measurement	Level 2 fair value measurement	Level 3 fair value measurement	total
1. Continuous fair value measurement	--	--	--	--
(1) Trading financial assets	19,033,403.10	239,604,842.87		258,638,245.90
1. Financial assets measured at fair value and changes included in current profits and losses	19,033,403.10	239,604,842.87		258,638,245.90
(3) Derivative financial assets		51,857,801.79		51,857,801.79
Bank financial management	19,033,403.10			19,033,403.10
Receivables Financing		187,747,041.08		187,747,041.08
(6) Trading financial liabilities		858,466.43		858,466.43
2. Non-continuous fair value measurement	--	--	--	--

2. Basis for determining the market price of continuous and non-continuous first-level fair value measurement items

none

3. Continuous and non-continuous second-level fair value measurement items, the valuation techniques used and qualitative and quantitative information on important parameters. The Group uses the date of the event that causes the conversion between each level as the time point to confirm the conversion between each level. . There is no conversion between Level 1 and Level 2 during the period of this financial statement.

For financial instruments traded in active markets, the Group determines its fair value based on active market quotes; for financial instruments not traded in active markets, the Group uses valuation techniques to determine its fair value. The valuation model used is the discounted cash flow model. The input values of valuation technology mainly include risk-free interest rates and forward exchange rates.

Management has evaluated monetary funds, accounts receivable, other receivables, notes payable, accounts payable and other payables, etc. Since the remaining term is not long, the fair value is similar to the book value.

The Group's finance department is headed by the Finance Manager, who is responsible for formulating policies and procedures for the fair value measurement of financial instruments. The Financial Manager reports directly to the Chief Financial Officer. On each balance sheet date, the finance department analyzes changes in the value of financial instruments and determines the main input values applicable to the valuation. Valuations are subject to review and approval by the Chief Financial Officer.

The fair value of financial assets and financial liabilities is determined based on the amount at which the parties to the transaction who are familiar with the situation voluntarily exchange assets or pay off debts in an arm's length transaction, rather than the amount in the case of forced sale or liquidation. The following methods and assumptions are used to estimate fair value.

For long-term and short-term borrowings and non-current liabilities due within one year, the future cash flow discount method is used to determine the fair value, and the market rate of return of other financial instruments with similar contract terms, credit risk and remaining term is used as the discount rate. As of December 31, 2022, its own non-performance risks such as long-term and short-term borrowings and non-current liabilities due within one year were assessed as not significant.

The Group has entered into derivative financial instrument contracts with multiple counterparties. Derivative financial instruments, including forward foreign exchange contracts, foreign exchange option contracts and interest rate swap contracts, are measured using valuation techniques similar to forward pricing and swap models and present value methods. The model covers multiple market observable inputs, including counterparty credit quality, spot and forward exchange rates, and interest rate curves. The carrying value of foreign exchange forward contracts and interest rate swaps is the same as fair value. As of December 31, 2022, the mark-to-market value of derivative financial assets is the net value after offsetting the credit valuation adjustment attributable to the default risk of the counterparty of the derivative instrument. Changes in counterparty credit risk have no significant impact on the evaluation of the hedging effectiveness of designated derivative instruments in the hedging relationship and other financial instruments measured at fair value.

fair value valuation

	December 31, 2022		
	Closing fair value	Valuation techniques	input value
Derivative financial assets			
forward foreign exchange contract	45,044,985.84	discounted cash flow model	The forward rate reflects the discount rate for counterparty credit risk
interest rate swap contract	6,812,815.95	discounted cash flow model	USD risk-free interest rate, 1M Libor historical price, 1M Libor forward price curve
Receivables Financing	187,747,041.08	discounted cash flow model	annual discount rate
Derivative financial liabilities			
Forex options contracts	858,466.43	option pricing model	Foreign exchange forward exchange rate, foreign exchange spot exchange rate, local currency risk-free interest rate, foreign currency risk-free interest rate, foreign exchange volatility

4. For continuous and non-continuous third-level fair value measurement projects, there is no qualitative and quantitative information on the valuation techniques and important parameters used.

5. Continuous third-level fair value measurement items, reconciliation information between the opening and closing book values and sensitivity analysis of unobservable parameters None

6. For ongoing fair value measurement items, if there is a conversion between various levels during the current period, the reasons for the conversion and the policy for determining the time of conversion are not available.

7. Valuation technology changes that occurred during the current period and reasons for the changes

none

8. Fair value of financial assets and financial liabilities not measured at fair value

none

9. Others

none

12. Related parties and related transactions

1. Information about the parent company of this enterprise

Parent company name	Registration	Nature of business	Registered capital	The parent company's shareholding ratio in the company	Proportion of voting rights of the parent company to the enterprise
GLOBE HOLDINGS (HONG KONG) CO., LTD.	Hongkong	investment management	20,000	70.0996%	70.0996%

Explanation of the parent company of this enterprise The parent company of the group is GLOBE HOLDINGS (HONG KONG) CO., LTD. registered in Hong Kong. The actual controller of the Group is Mr. Chen Yin.

The ultimate controller of the company is Chen Yin. other instructions:

none

2. Information about the company's subsidiaries

For details of the company's subsidiaries, please refer to Note IX.1.

3. Information on joint ventures and associated enterprises of the enterprise

Please see the notes for details of the company's important joint ventures or associates. The situation of other joint ventures or associates that have related party transactions with the company in the current period, or related party transactions with the company in previous periods that resulted in balances is as follows:

Name of joint venture or associated enterprise	Relationship with this company

other instructions:

4. Other related parties

Other related party names	Relationship between other related parties and the company
Stihl Tirol GMBH	Companies controlled by the company's major investors
ANDREAS STIHL AG & Co. KG	Companies controlled by the company's major investors
Andre Steele Power Tools (Qingdao) Co., Ltd.	Companies controlled by the company's major investors
Lawrence Lee	Director of the Company
Ji Zhenghua	Executives of the Company
Shen Xiaoyan	Supervisor of the Company
Jiangsu Sovis Enterprise Management Services Co., Ltd.	Other Note 1
Changzhou Zhaojun Enterprise Management Services Co., Ltd.	Other Note 1
Cramer GmbH	Subsidiaries disposed of by the Group Note 2

other instructions:

Note 1: The actual controllers of Jiangsu Solvis Enterprise Management Services Co., Ltd. and Changzhou Zhaojun Enterprise Management Services Co., Ltd. are Tang Zhaojun and Tang Zhaogen respectively. Tang Zhaogen and Tang Zhaojun are brothers. Tang Zhaojun is a former employee of the Group. Out of prudence, the Group has concluded the transactions between Tang Zhaojun, Jiangsu Sovis Enterprise Management Services Co., Ltd. controlled by Tang Zhaojun and Changzhou Zhaojun Enterprise Management Services Co., Ltd. controlled by Tang Zhaogen and the Group. Disclosure shall be made in accordance with the requirements for related party transactions.

Note 2: Cramer GmbH has been disassociated from the Group for more than 12 months and will no longer be included as a related party of the Group starting from the fourth quarter of this year.

5. Related transactions

(1) Related transactions related to the purchase and sale of goods, provision and receipt of services

Procurement of goods/service acceptance form

unit: yuan

Related party	Related transaction content	Amount incurred this period	Approved transaction limit	Whether the transaction amount is exceeded	Amount incurred last period
				Every time	
Stihl Tirol GMBH	Purchase goods from related parties	97,617.34			99,353.21

ANDREAS STIHL AG & Co. KG	Purchase goods from related parties	77,121.80			6,564.27
Andre Steele Power Tools (Qingdao) Co., Ltd.	Purchase goods from related parties	130,717.21			3,120,337.05
Jiangsu Sovis Enterprise Management Services Co., Ltd.	Labor and service fee expenses	24,372,396.18			31,699,079.72
Changzhou Zhaojun Enterprise Management Services Co., Ltd.	Labor and service fee expenses				32,852.61

List of goods sold/services provided

unit: yuan

Related party	Related transaction content	Amount incurred this period	Amount incurred last period
Stihl Tirol GMBH	Selling goods to related parties	226,796,273.34	207,132,896.38
ANDREAS STIHL AG & Co. KG	Selling goods to related parties	1,311,879.50	1,468,539.56
Cramer GmbH	Selling goods to related parties	527,274.49	321,735.77
Andre Steele Power Tools (Qingdao) Co., Ltd.	Selling goods to related parties	397,341.33	522,994.93

Description of related-party transactions related to the purchase and sale of goods, provision and receipt of services. Goods sold by the Group to Stihl Tirol GMBH are priced according to the cost plus method, and goods sold to other related parties are based on mutual agreement and with reference to market prices as the pricing basis. The Group purchases goods from related parties based on mutual agreements and with reference to market prices as the basis for pricing. In 2022, related parties provided labor, security, catering, maintenance and other services to the Group, and charged the Group a labor or service fee of RMB 24,372,396.18 (2021: RMB 31,731,932.33) at an agreed price based on market prices. The transaction volume of Cramer GmbH is the transaction volume from January to September 2022.

(2) Related entrusted management/contracting and entrusted management/outsourcing situation

The company's entrusted management/contracting status table:

unit: yuan

Name of the client/outsourcing party	Name of trustee/contractor	Trusted/Contracted Asset Type	Entrustment/contracting start date	End date of entrustment/contracting	Escrow income/contracting income pricing basis	Custody income/contract income recogniz in the current period

Description of associated hosting/contracting situations

The company's entrusted management/outsourcing status table:

unit: yuan

Name of the client/outsourcing party	Name of trustee/contractor	Entrusted/outsourced asset type	Commissioning/outsourcing start date	Commission/outsourcing end date	Pricing basis for hosting fee/outsourcing fee	The custody fee/contract fee confirmed in this period

Description of association management/outsourcing situation

(3) Related leasing situation

As a lessor, our company:

unit: yuan

Lessee name	Lease asset type	Lease income recognized in the current period	Lease income recognized in the previous period

As a lessee, our company:

unit: yuan

Lessor name	Lease asset type	Simplified treatment of rental charges for short-term leases and leases of low-value assets (if applicable)		Variable lease payments not included in the measurement of lease liabilities (if applicable)		rent paid		Interest expense on lease liabilities borne		Increased right-of-use assets	
		Amount incurred this period	Amount incurred last period	Amount incurred this period	Amount incurred last period	Amount incurred this period	Amount incurred last period	Amount incurred this period	Amount incurred last period	Amount incurred this period	Amount incurred last period

Description of related leasing situation

(4) Related guarantees

The company acts as a guarantor

unit: yuan

secured party	Guaranteed amount	Guarantee start date	Guarantee expiry date	Has the guarantee been fulfilled?

The company as the guaranteed party

unit: yuan

guarantor	Guaranteed amount	Guarantee start date	Guarantee expiry date	Has the guarantee been fulfilled?
Chen Yin	450,000,000.00	August 22, 2022	December 31, 2025	no

Description of Related Guarantees: On August 22, 2022, Chen Yin agreed with the Company to provide guarantee for its borrowings from the Export-Import Bank of China Jiangsu Branch. The total guarantee is RMB 450,000,000.00. The expiration date of the guarantee is the expiration of the debt performance period. One year from that date. As of December 31, 2022, the guaranteed loan amount was RMB 399,903,326.23.

(5) Fund lending from related parties

unit: yuan

Related party	Lending amount	start date	expiry date	illustrate
dismantle				
take out				

(6) Asset transfer and debt restructuring of related parties

unit: yuan

Related party	Related transaction content	Amount incurred this period	Amount incurred last period

(7) Remuneration of key management personnel

unit: yuan

project	Amount incurred this period	Amount incurred last period
Key management personnel compensation	7,449,343.47	6,870,946.99

(8) Other related transactions

		2022		2021	
Advances from related parties					
ANDREAS STIHL AG & Co. KG		-		125,792.03	

		2022		2021	
Advance payments for related parties					
ANDREAS STIHL AG & Co. KG		48,661.99		-	

6. Accounts receivable and payable from related parties

(1) Items receivable

unit: yuan

project name	Related party	Ending balance		Opening Balance	
		Book balance	Provision for bad debts	Book balance	Provision for bad debts
accounts receivable	Stihl Tirol GMBH	53,685,839.62	1,244,277.48	41,143,416.48	1,240,493.13
accounts receivable	ANDREAS STIHL AG & Co. KG	502,398.81	11,644.10	418,968.95	12,925.63
accounts receivable	Andre Steele Power Tools (Qingdao) Co., Ltd.	35,222.22	816.35	127,482.94	3,824.49
Other receivables	Ji Zhenghua	20,000.00	600.00		
Other receivables	Shen Xiaoyan	8,812.50	264.38		
Other receivables	ANDREAS STIHL AG & Co. KG	8,204.30	246.13		

(2) Items payable

unit: yuan

project name	Related party	Ending book balance	Opening book balance
accounts payable	Stihl Tirol GMBH	142,873.58	116,981.48
accounts payable	ANDREAS STIHL AG & Co. KG	666,436.38	579,378.20
accounts payable	Andre Steele Power Tools (Green	9,836.75	472,033.84
	Island) Co., Ltd.		
Other payables	Jiangsu Sovis Enterprise Management Services Co., Ltd.	119,454.90	6,252.50
Other payables	GLOBE HOLDINGS (HONG KONG) CO., LTD.	13,755.69	12,590.00
Other payables	Changzhou Zhaojun Enterprise Management Services Co., Ltd.	3,296.00	3,296.00
Other payables	Lawrence Lee	44,772.42	63,757.00
Contract liabilities	ANDREAS STIHL AG & Co. KG	24,475.35	
Contract liabilities	Stihl Tirol GMBH		3,322,919.59
Other current liabilities	Jiangsu Sovis Enterprise Management Services Co., Ltd.	2,141,868.76	2,807,557.73

7. Related party commitments

none

8. Others

none

13. Share-based payment

1. Overall situation of share-based payment

?Applicable□Not applicable

unit: yuan

The total number of equity instruments granted by the company in the current period	0.00
The total number of equity instruments exercised by the company in the current period	0.00
The total number of equity instruments that have expired during the current period of the company	8,818,291.58
The range of exercise prices of the company's outstanding stock options at the end of the period and the remaining contract period	9.00 1-6 years

other instructions:

			2022			2021
Total employee services in exchange for share-based payment			7,215,886.67			16,966,274.11

In 2022, the total amount of equity instruments that expired was RMB 8,818,291.58, which was the related expenses offset by the Group's failure to meet the 2022 performance assessment indicators and the options corresponding to the third exercise period could not be exercised.

2. Equity-settled share-based payment

?Applicable□Not applicable

unit: yuan

Method for determining the fair value of equity instruments on the date of grant	binomial model
Reasons for significant differences between the current period's estimates and the previous period's estimates	none
The cumulative amount of equity-settled share-based payments included in capital reserves	25,787,295.55
Total expenses recognized for equity-settled share-based payments in the current period	7,215,886.67

other instructions:

none

3. Share-based payment settled in cash

□Applicable? Not applicable

4. Modification and termination of share-based payment

none

5. Others

On November 25, 2020, the company's board of directors reviewed and approved the "Grebo (Jiangsu) Co., Ltd. Stock Option Incentive Plan (Draft)" and other proposals. On December 10, 2020, the company held the fourth extraordinary shareholders' meeting of 2020, and reviewed and approved the "Grebo (Jiangsu) Co., Ltd. Stock Option Incentive Plan (Draft)" (hereinafter referred to as the "Plan"). The incentive objects involved in the stock options granted under this plan include directors, senior managers, core technical personnel, core business personnel, and consultants of the company or its domestic and

overseas holding subsidiaries, with a total of no more than 497 people. The maximum number of unexercised share options that can currently be granted under this plan does not exceed 25,508,127.

The exercise period of the granted share options is determined by the Board of Directors, begins after a waiting period of 1 to 6 years, and ends within 7 years from the date of grant of share options or the expiry date of the plan, whichever is earlier.

The exercise price of a share option is determined by the board of directors. The share option does not entitle the holder to receive dividends or vote at a general meeting of shareholders.

The fair value of the share options granted in 2020 is RMB 58,262,129.44, of which the share option expense recognized by the Group in 2022 is RMB 7,215,886.67 (2021: RMB 16,966,274.11). The fair value of equity-settled share options granted on the grant date is estimated using a binomial model based on the terms and conditions of the share options granted. The following table lists the input variables of the model used:

Expected volatility (%)				47.52-52.79	
Historical volatility (%)				47.52-52.79	
Risk-free interest rate (%)				2.92-3.29	
Liquidity discount (%)				26.65-31.78	
exercise multiple				2.8	

Estimated volatility is based on the assumption that historical volatility reflects future trends, but may not necessarily be the actual result.

Fair value does not take into account other characteristics of the share options granted.

14. Commitments and contingencies

1. Important commitments

Important commitments existing at the balance sheet date

	December 31, 2022		December 31, 2021	
Contracted but not provisioned				
capital commitments	112,671,420.43		112,156,066.09	

2. Contingent matters

(1) Important contingencies existing on the balance sheet date

As at the balance sheet date, the Group has no contingencies that require disclosure.

(2) If the company has no important contingencies that need to be disclosed, this should also be explained.

The company has no important contingencies that need to be disclosed.

3. Others

none

15. Events after the balance sheet date

1. Important non-adjustment matters

unit: yuan

project	content	Impact on financial condition and results of operations	Reasons why the impact cannot be estimated

2. Profit distribution

unit: yuan

Profits or dividends declared and distributed upon review and approval	29,996,193.43

Profit distribution plan	On April 26, 2023, the company held the second meeting of the second board of directors and passed a resolution approving the company's total share capital of 486,161,968 registered with the Shenzhen Branch of China Securities Depository and Clearing Co., Ltd. on February 1, 2023. The company will distribute cash dividends of RMB [0.617] yuan (tax included) to all shareholders for every [10] shares, and a total cash dividend of RMB [29,996,193.43] yuan (tax included) will be distributed to all shareholders.

3. Sales return

none

4. Description of other post-balance sheet events

The company applied for an initial public offering of shares and was listed on the GEM of the Shenzhen Stock Exchange.

On September 30, 2022, with the approval of the China Securities Regulatory Commission's "Reply on Approving the Registration of the Initial Public Offering of Stocks by Grebo (Jiangsu) Co., Ltd." (CSRC License [2022] No. 2348), it was agreed to approve the company's public offering Not more than 121,540,000 new shares will be issued. The company priced and issued 121,540,000 RMB ordinary shares (A shares) to public investors on February 8, 2023, with a face value of RMB 1.00 per share, an issuance subscription price of RMB 30.85 per share, and a total amount of funds raised of RMB 3,749,509,000.00. For the first time After the public issuance, the share capital was changed to RMB 486,161,968.00. The company's stock code is 301260 and it was officially listed for trading on the Shenzhen Stock Exchange on February 8, 2023.

16. Other important matters

1. Correction of accounting errors in the previous period

(1) Retrospective restatement method

unit: yuan

Accounting error correction content	handler	Name of report items for each affected comparison period	cumulative impact

(2) Prospective applicable law

Accounting error correction content	approval process	Reasons for adopting prospective application

2. Debt restructuring

3. Asset replacement

(1) Non-monetary asset exchange

(2) Other asset swaps

4. Annuity plan

5. Termination of operations

unit: yuan

project	income	cost	The total profit	Income tax expense	net profit	Profit from discontinued operations attributable to owners of the parent company

other instructions:

none

6. Branch information

(1) Determination basis and accounting policies of reporting segments

Operating segments

The products sold by the Group are of similar nature and are subject to similar risks and similar returns. Therefore, the Group's operating business only belongs to a single business segment.

(2) Financial information of reporting segments

unit: yuan

project		Inter-segment elimination	total

(3) If the company has no reportable segments, or cannot disclose the total assets and total liabilities of each reportable segment, the reasons should be explained. The products sold by the Group are of similar nature and are subject to similar risks and similar returns. Therefore, the Group's operating business only belongs to a single business segment.

(4) Other instructions

other information

Product and service information

Please refer to Note 7.61 for the transaction income disclosed by the Group based on product and service information.

geographical information

foreign transaction income

	2022		2021	
Kitami	4,409,274,078.49		3,985,406,781.68	
Europe	624,655,325.98		780,454,087.24	
other	177,176,989.89		238,030,444.83	
	5,211,106,394.36		5,003,891,313.75	

Income from external transactions is attributed to the region where the customer is located.

Total non-current assets

	2022		2021	
Chinese mainland	457,550,213.90		448,553,590.57	
Kitami	201,984,790.91		116,169,900.41	
Europe	29,814,812.36		2,542,684.06	
Vietnam	384,655,413.29		305,391,773.99	
	1,074,005,230.46		872,657,949.03	

Non-current assets belong to the region where the assets are located, excluding financial assets and deferred income tax assets.

Key customer information

Operating income (income generated reaches or exceeds 10% of the Group's revenue) of RMB770,387,949.22 (2021: RMB1,241,531,032.72) comes from the Group's income from a single customer.

7. Other important transactions and matters that have an impact on investors' decision-making

none

8. Others

lease

as lessee

		2022			2021	

Interest expense on lease liabilities		2,822,958.05			3,026,675.70	
Short-term lease expenses with simplified treatment included in current profit and loss		134,892,940.82			84,522,618.84	
Total cash outflow related to leases		172,795,273.19			112,686,906.27	

The lease assets leased by the Group include houses and buildings, machinery and equipment, transportation equipment and other equipment used in the operation process. The lease period of houses, buildings and machinery and equipment is usually 1-8 years. The lease of transportation equipment and other equipment The term is usually 1-4 years. Lease contracts usually stipulate that the Group cannot sublease leased assets, and some lease contracts require the Group's financial indicators to be maintained at a certain level. Some lease contracts contain terms with renewal options and termination options.

17. Notes on main items of the parent company's financial statements

1. Accounts receivable

(1) Disclosure of accounts receivable by category

unit: yuan

category	Ending balance					Opening Balance				
	Book balance		Provision for bad debts		Book value	Book balance		Provision for bad debts		Book
	Amount	Proportion	Amount	Provision ratio		Amount	Proportion	Amount	Provision ratio	
in:										
Accounts receivable with provision for bad debts on a group basis	2,352,421,180.80	100.00%	4,182,935.64	0.18%	2,348,238,245.16	2,223,555,835.28	100.00%	10,311,809.47	0.46%	2,213
in:										
Within 1 year	1,854,787,069.02	78.75%	2,400,856.06	0.13%	1,852,386,212.96	2,122,778,103.12	95.46%	4,495,891.99	0.21%	2,118
1 year to 2 years	442,917,045.78	18.83%	1,003,720.41	0.23%	441,913,325.37	100,410,336.32	4.52%	5,778,119.81	5.75%	94,63
2 years to 3 years	54,717,066.00	2.32%	778,359.17	1.42%	53,938,706.83	367,395.84	0.02%	37,797.67	10.29%	329,5
total	2,352,421,180.80	100.00%	4,182,935.64	0.18%	2,348,238,245.16	2,223,555,835.28	100.00%	10,311,809.47	0.46%	2,213

Provision for bad debts on a group basis: 2,400,856.06

unit: yuan

name	Ending balance		
	Book balance	Provision for bad debts	Provision ratio
Within 1 year	1,854,787,069.02	2,400,856.06	0.13%
total	1,854,787,069.02	2,400,856.06	

Description of what this combination is based on:

Provision for bad debts based on combinations of credit risk characteristics: 1,003,720.41

unit: yuan

name	Ending balance		
	Book balance	Provision for bad debts	Provision ratio
1 year to 2 years	442,917,045.78	1,003,720.41	0.23%
total	442,917,045.78	1,003,720.41	

Description of what this combination is based on:

Provision for bad debts based on combinations of credit risk characteristics: 778,359.17

unit: yuan

name	Ending balance		
	Book balance	Provision for bad debts	Provision ratio
2 years to 3 years	54,717,066.00	778,359.17	1.42%
total	54,717,066.00	778,359.17	

Description of what this combination is based on:

Combined by credit risk characteristics

If bad debt provisions for accounts receivable are made based on the general expected credit loss model, please refer to the disclosure methods for other receivables to disclose the relevant information about bad debt provisions:

□Applicable? Not applicable

Disclosure by age

unit: yuan

Aging	Book balance
Within 1 year (including 1 year)	1,854,787,069.02
1 to 2 years	442,917,045.78
2 to 3 years	54,717,066.00
total	2,352,421,180.80

(2) Bad debt provisions accrued, recovered or reversed in the current period

Bad debt provisions for the current period:

unit: yuan

category	Opening Balance	Amount of changes in the current period				Ending balance
		Provision	withdraw or transfer	Write off	other	
Bad debt provision for accounts receivable	10,311,809.47		6,128,873.83			4,182,935.64
total	10,311,809.47		6,128,873.83			4,182,935.64

Among them, the amount of recovery or reversal of bad debt provisions for the current period is important:

unit: yuan

company name	Recover or transfer amount	Recovery method

(3) Accounts receivable actually written off in the current period

unit: yuan

project	Write-off amount

Important write-offs of accounts receivable:

unit: yuan

company name	Nature of accounts receivable	Write-off amount	Reason for write-off	The write-off procedures performed	Whether the payment is generated by related transactions

Instructions for writing off accounts receivable:

(4) Accounts receivable with the top five closing balances based on debtors

unit: yuan

company name	Closing balance of accounts receivable	Proportion of the total closing balance of accounts receivable	Ending balance of bad debt provision
GREENWORKS (VIETNAM) Co., Ltd.	1,011,201,526.26	42.99%	36,212.61
Hong Kong Sun Rise Trading Limited	704,881,917.98	29.96%	5,960.21
Globgro AB	409,167,551.44	17.39%	22,903.76
Greenworks TN MFG, LLC	63,299,385.25	2.69%	1,962.36
Stihl Tirol GMBH	53,685,839.62	2.28%	1,244,277.48
total	2,242,236,220.55	95.31%	

(5) Accounts receivable derecognized due to transfer of financial assets

none

(6) Amount of assets and liabilities formed by transferring accounts receivable and continuing to be involved

none

other instructions:

none

2. Other receivables

unit: yuan

project	Ending balance	Opening Balance
Other receivables	528,516,819.45	328,734,366.31
total	528,516,819.45	328,734,366.31

(1) Interest receivable

1) Classification of interest receivable

unit: yuan

project	Ending balance	Opening Balance

2) Important overdue interest

unit: yuan

Borrowing unit	Ending balance	Overdue time	Reason for overdue	Whether impairment occurs and the basis for judgment

other instructions:

3) Bad debt provision accrual status

□Applicable? Not applicable

(2) Dividends receivable

1) Classification of dividends receivable

unit: yuan

Project (or invested unit)	Ending balance	Opening Balance

2) Important dividends receivable aged more than 1 year

unit: yuan

Project (or invested unit)	Ending balance	Aging	Reason for not withdrawing	Whether impairment occurs and the basis for judgment

3) Bad debt provision accrual status

□Applicable? Not applicable

other instructions:

(3) Other receivables

1) Classification of other receivables according to nature of payment

unit: yuan

Nature of payment	Ending book balance	Opening book balance
Receivables from related parties	490,130,931.19	287,525,701.83
Export tax refund	27,001,364.54	29,750,445.27
Employee reserves and loans	2,374,807.45	1,723,626.15
Deposits and security deposits	7,699,916.86	6,274,259.20
Disbursement fee	820,826.17	1,487,227.67
other	1,437,371.92	2,847,740.03
total	529,465,218.13	329,609,000.15

2) Bad debt provision accrual status

unit: yuan

Provision for bad debts	The first stage	second stage	The third phase	total
	Expected credit losses over the next 12 months	Expected credit losses throughout the entire duration (no credit impairment has occurred)	Expected credit losses throughout the lifetime (credit impairment has occurred)	
Balance as of January 1, 2022	453,513.54	421,120.30		874,633.84
The balance on January 1, 2022 is in this period				
--Transfer to the second stage	-180,131.03	180,131.03		
Provision for this period		73,764.84		73,764.84
Transferred in this period	-176,416.35	176,416.35		
Balance as of December 31, 2022	96,966.16	851,432.52		948,398.68

Changes in book balances with significant changes in loss provision during the current period

□Applicable? Not applicable

Disclosure by age

unit: yuan

Aging	Book balance
Within 1 year (including 1 year)	521,152,352.99
1 to 2 years	7,648,727.17
2 to 3 years	244,784.75
over 3 years	419,353.22
3 to 4 years	419,353.22
total	529,465,218.13

3) Bad debt provisions accrued, recovered or reversed in the current period: Bad debt provisions accrued in the current period:

unit: yuan

category	Opening Balance	Amount of changes in the current period				Ending balance
		Provision	withdraw or transfer	Write off	other	
Provision for bad debts of other receivables	874,633.84	73,764.84				948,398.68
total	874,633.84	73,764.84				948,398.68

Among them, the amount of bad debt provision for the current period that is reversed or recovered is important:

unit: yuan

company name	Transfer or recover amount	Recovery method

4) Other receivables actually written off in the current period

unit: yuan

project	Write-off amount

Important write-offs of other receivables:

unit: yuan

company name	Nature of other receivables	Write-off amount	Reason for write-off	The write-off procedures performed	Whether the payment is generated by related transactions

Instructions for writing off other receivables:

5) Other receivables with the top five closing balances based on debtors

unit: yuan

company name	Nature of payment	Ending balance	Aging	Proportion to the total closing balance of other receivables	Ending balance of bad debt provision
GREENWORKS (VIETNAM)Co., Ltd.	Receivables from related parties	367,054,082.78	Within 1 year	69.33%	0.00
Hong Kong Sun Rise Trading Limited	Receivables from related parties	90,475,238.12	Within 1 year	17.09%	0.00
third place	Export tax refund	27,001,364.54	Within 1 year	5.10%	0.00
Globgro AB	Receivables from related parties	19,171,189.86	Within 1 year	3.62%	0.00

Greenworks TN MFG,LLC	Receivables from related parties	9,041,682.83	Within 1 year	1.71%	0.00
total		512,743,558.13		96.85%	0.00

6) Accounts receivable involving government subsidies

unit: yuan

company name	Government subsidy project name	Ending balance	Period-end aging	Estimated time, amount and basis for collection

7) There are no other receivables derecognized due to transfer of financial assets. 8) Amount of assets and liabilities formed by transferring other receivables and continuing to be involved.

other instructions:

3. Long-term equity investment

unit: yuan

project	Ending balance			Opening Balance		
	Book balance	Impairment provision	Book value	Book balance	Impairment provision	Book value
Investment in subsidiaries	194,448,494.62	57,381,163.96	137,067,330.66	191,188,173.16		191,188,173.16
total	194,448,494.62	57,381,163.96	137,067,330.66	191,188,173.16		191,188,173.16

(1) Investment in subsidiaries

unit: yuan

Investee	Opening balance (book value)	Increases and decreases in the current period				Closing balance (book value)	Closing balance of impairment provision
		additional investment	Reduce investment	Provision for impairment	other		
Changzhou Bokang Electronic Technology Co., Ltd.	11,639,349.14				324,858.01	11,964,207.15	
Grebo (Nantong) New Energy Power Co., Ltd.	2,490,000.00					2,490,000.00	
Changzhou Geteng Auto Parts Co., Ltd.	16,326,172.74				276,338.87	16,602,511.61	
Changzhou Vika Plastic	3,273,863.				430,680.68	3,704,544.	
Industry Co., Ltd.	94					62	
Shanghai Xusheng Garden Technology Co., Ltd.	573,003.69				37,597.90	610,601.59	
Hong Kong Sun Rise Trading Limited	9,282,120.56				1,190,846.00	10,472,966.56	

Aegis (Hong Kong) Limited	57,381,163.96			57,381,163.96		0.00	57,381,163.96
GREENWORKS (VIETNAM) Co., Ltd.	90,222,499.13					90,222,499.13	
Yixinjia Technology (Changzhou) Co., Ltd.		1,000,000.00				1,000,000.00	
total	191,188,173.16	1,000,000.00		57,381,163.96	2,260,321.46	137,067,330.66	57,381,163.96

(2) Investment in associates and joint ventures

unit: yuan

investment unit	Opening balance (book value)	Increases and decreases in the current period								Closing balance (book value)	Closing balance of impairment provision
		additional investment	Reduce investment	Investment gains and losses recognized under the equity method	Other comprehensive income adjustments	Other changes in equity	Declaration of cash dividends or profits	Provision for impairment	other		
1. Joint ventures											
2. Associated enterprises											

(3) Other instructions

none

4. Operating income and operating costs

unit: yuan

project	Amount incurred this period		Amount incurred last period	
	income	cost	income	cost
Main business	4,243,130,664.30	3,580,716,876.86	4,403,909,698.20	3,834,201,919.67
Other business	154,138,310.39	5,347,783.51	163,201,795.65	19,663,995.08
total	4,397,268,974.69	3,586,064,660.37	4,567,111,493.85	3,853,865,914.75

Income related information:

unit: yuan

Contract classification	Division 1	Division 2		total
Product Types	4,396,211,189.62	1,057,785.07		4,397,268,974.69
in:				
Sales of goods	4,243,130,664.30			4,243,130,664.30
Service fee income	146,097,650.25			146,097,650.25
scrap revenue	4,259,440.21			4,259,440.21
other	2,723,434.86	1,057,785.07		3,781,219.93
Classified by business area	4,396,211,189.62	1,057,785.07		4,397,268,974.69
in:				
overseas	4,333,981,299.71			4,333,981,299.71

within the territory	62,229,889.91	1,057,785.07		63,287,674.98
Market or customer type				
in:				
type of contract				
in:				
Classification by time of transfer of goods	4,396,211,189.62	1,057,785.07		4,397,268,974.69
in:				
Recognize revenue at a certain point in time	4,396,211,189.62	1,057,785.07		4,397,268,974.69
Classification by contract period				
in:				
Classified by sales channel				
in:				
total	4,396,211,189.62	1,057,785.07		4,397,268,974.69

Information related to performance obligations:

There is no information related to the transaction price allocated to the remaining performance obligations:

At the end of the reporting period, the amount of income corresponding to the performance obligations that have been signed but have not been performed or have not been completed is RMB 0.00, of which,

0.00 Yuan is expected to recognize revenue in the year, Yuan is expected to recognize revenue in the year, Yuan is expected to recognize revenue in the year. other instructions:

none

5. Investment income

unit: yuan

project	Amount incurred this period	Amount incurred last period
Investment income from foreign exchange derivative financial instruments	12,404,594.56	16,086,653.52
Financial product investment income	374,430.96	3,072,869.89
total	12,779,025.52	19,159,523.41

6. Others

18. Supplementary information

1. Detailed statement of non-recurring profits and losses for the current period

?Applicable□Not applicable

unit: yuan

project	Amount	illustrate
Gains and losses on disposal of non-current assets	-116,011.17	
Government subsidies included in the current profit and loss (except for government subsidies that are closely related to the	11,474,174.20	

company's normal business operations, comply with national policies and regulations, and are continuously enjoyed in fixed amounts or rations according to certain standards)		
In addition to the effective hedging business related to the company's normal operating business, gains and losses from changes in fair value arising from holding trading financial assets and trading financial liabilities, as well as gains and losses from the disposal of trading financial assets, trading financial liabilities and available-for-sale financial assets investment income	19,830,039.19	
Reversal of impairment provision for accounts receivable that has been individually tested for impairment	1,052,765.25	
Other non-operating income and expenses other than the above	8,047,840.72	
Other profit and loss items that meet the definition of non-recurring profits and losses	10,504,006.04	
Less: Income tax impact	6,407,383.81	
Amount affected by minority shareholders' equity	0.00	
total	44,385,430.42	--

Details of other profit and loss items that meet the definition of non-recurring profits and losses:

? Applicable □ Not applicable The liquidation of long-term payables is mainly to offset the main business costs. The non-recurring profit and loss items listed in the "Explanatory Announcement No. 1 on Information Disclosure of Companies that Issue Securities to the Public - Non-recurring Profit and Loss" are defined as Description of recurring profit and loss items

□Applicable? Not applicable

2. Return on net assets and earnings per share

Profit during the reporting period	Weighted average return on equity	earnings per share	
		Basic earnings per share (yuan/share)	Diluted earnings per share (yuan/share)
Net profit attributable to the company's ordinary shareholders	18.78%	0.73	0.71
Net profit attributable to the company's ordinary shareholders after deducting non-recurring gains and losses	15.65%	0.61	0.59

3. Differences in accounting data under domestic and foreign accounting standards

(1) Differences in net profit and net assets in financial reports disclosed in accordance with both international accounting standards and Chinese accounting standards

□Applicable? Not applicable

(2) Differences in net profit and net assets in financial reports disclosed in accordance with both foreign accounting standards and Chinese accounting standards

□Applicable? Not applicable

(3) Explanation of the reasons for the differences in accounting data under domestic and foreign accounting standards. If differences are adjusted for data that have been audited by an overseas audit institution, the name of the overseas

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institution should be indicated.

4. Others

none

Attachment: Original text of announcement

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格力博（江苏）股份有限公司

2022 年年度报告

2023-031

2023 年 4 月

2022 年年度报告

第一节 重要提示、目录和释义

公司董事会、监事会及董事、监事、高级管理人员保证年度报告内容的真实、准确、完整，不存在虚假记载、误导性陈述或者重大遗漏，并承担个别和连带的法律责任。

公司负责人陈寅、主管会计工作负责人徐友涛及会计机构负责人(会计主管人员)陆浩凌声明：保证本年度报告中财务报告的真实、准确、完整。

所有董事均已出席了审议本报告的董事会会议。

本年度报告中涉及未来计划等前瞻性陈述的，均不构成公司对投资者的实质承诺，投资者及相关人士均应对此保持足够的风险认识，并且应当理解计划、预测与承诺之间的差异，敬请投资者注意投资风险。

公司在本报告“第三节 管理层讨论与分析”之“第十一条 公司未来发展的展望”中描述了公司可能面对的风险，敬请广大投资者注意查阅。

公司经本次董事会审议通过的利润分配预案为：以 486,161,968 股为基数，向全体股东每 10 股派发现金红利 0.617 元（含税），送红股 0 股（含税），以资本公积金向全体股东每 10 股转增 0 股。

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备查文件目录

一、载有法定代表人、主管会计工作负责人、会计机构负责人（会计主管人员）签名并盖章的财务报表。

二、载有会计师事务所盖章、注册会计师签名并盖章的审计报告原件。

三、报告期内在中国证监会指定网站上公开披露过的所有公司文件的正本及公告的原稿。

四、其他有关资料。

以上备查文件的备置地点：公司董事会办公室

释义

释义项	指	释义内容
公司、本公司、格力博	指	格力博（江苏）股份有限公司
GHHK	指	GLOBE HOLDINGS (HONG KONG) CO., LIMITED，系公司控股股东
Greenworks Holdings	指	Greenworks Holdings Limited，系公司间接股东
ZAMA，ZAMA CORPORATION LIMITED	指	駿馬企業有限公司，系公司股东
STIHL	指	STIHL Holding AG & Co. KG 及其同一控制下企业
格腾汽车	指	常州格腾汽车零部件制造有限公司
维卡塑业	指	常州维卡塑业有限公司
博康电子	指	常州博康电子技术有限公司
煦升园林	指	上海煦升园林技术有限公司
一芯家	指	一芯家科技（常州）有限公司
AEGIS	指	AEGIS（HONG KONG）LIMITED
格力博越南	指	GREENWORKS（VIET NAM）COMPANY LIMITED
AndreasSTIHL	指	AndreasSTIHL AG & Co. KG
STIHLTirol	指	STIHLTirol GmbH
STIHL International	指	STIHL International GmbH
斯蒂尔（青岛）	指	安德烈斯蒂尔动力工具（青岛）有限公司
Lowe’s	指	LOWES COMPANIES INC（LOW.N）及其同一控制下企业
Amazon	指	AMAZON COM INC（AMZN.O）及其同一控制下企业
Harbor Freight Tools	指	CENTRAL PURCHASING LLC 及其同一控制下企业
Toro	指	THE TORO COMPANY（TTC.N）及其同一控制下企业
Bauhaus	指	InterbauhausAG 及其同一控制下企业
Walmart、沃尔玛	指	Walmart Inc（WMT.N）及其同一控制下企业
Costco	指	COSTCO WHOLESALE CORPORATION（COST.O）及其同一控制下企业
TSC	指	TRACTOR SUPPLY COMPANY（TSCO.O）
MPH	指	每小时所行英里数
salesforce	指	一家客户关系管理(CRM)软件服务提供商以及所开发的软件
AVG	指	机器人自动运输
HP	指	马力，是工程技术上常用的一种计量功率的常用单位
PSI	指	是一种计量单位，美国习惯使用 psi 作单位，意为磅力/平方英寸
IBP	指	预测库存系统
A 股、股票	指	本公司本次发行的人民币普通股股票
本次公开发行、本次发行	指	本公司向社会公开发行人民币普通股（A 股）股票

中国证监会、证监会	指	中国证券监督管理委员会
深交所、交易所	指	深圳证券交易所
创业板	指	深圳证券交易所创业板
《公司章程》	指	公司制定并适时修订的《格力博（江苏）股份有限公司章程》
《公司法》	指	《中华人民共和国公司法》及其修订
《证券法》	指	《中华人民共和国证券法》及其修订
《上市规则》	指	《深圳证券交易所创业板股票上市规则》
元、万元、亿元	指	人民币元、万元、亿元
报告期	指	2022 年 1 月 1 日至 2022 年 12 月 31 日

第二节 公司简介和主要财务指标

一、公司信息

股票简称	格力博	股票代码	301260
公司的中文名称	格力博（江苏）股份有限公司		
公司的中文简称	格力博		
公司的外文名称（如有）	Greenworks (Jiangsu) Co., Ltd.		
公司的外文名称缩写（如有）	Greenworks		
公司的法定代表人	陈寅		
注册地址	常州市钟楼经济开发区星港路 65-1 号		
注册地址的邮政编码	213000		
公司注册地址历史变更情况	2002 年 12 月 24 日，公司注册地址由“新北区天安工业村 G 座”变更为“新北区天安工业村 C 座厂房三层西”；2004 年 3 月 18 日，公司注册地址由“新北区天安工业村 C 座厂房三层西”变更为“武进区横林镇狄坂村”；2005 年 6 月 27 日，公司注册地址由“武进区横林镇狄坂村”变更为“常州市钟楼经济开发区星港 65 号”；2018 年 11 月 31 日，公司注册地址由“常州市钟楼经济开发区星港 65 号”变更为“常州市钟楼经济开发区星港路 65-1 号”。		
办公地址	常州市钟楼经济开发区星港路 65-6 号车事业部		
办公地址的邮政编码	213000		
公司国际互联网网址	http://www.greenworkstools.com.cn		
电子信箱	ir@globetools.com		

二、联系人和联系方式

	董事会秘书	证券事务代表
姓名	徐友涛	王青
联系地址	常州市钟楼经济开发区星港路 65-6 号车事业部	常州市钟楼经济开发区星港路 65-6 号车事业部
电话	0519-89805880	0519-89805880
传真	0519-89800520	0519-89800520
电子信箱	ir@globetools.com	ir@globetools.com

三、信息披露及备置地点

公司披露年度报告的证券交易所网站	深圳证券交易所：http://www.szse.cn
公司披露年度报告的媒体名称及网址	《中国证券报》《证券日报》《证券时报》《上海证券报》《经济参考报》；巨潮资讯网 www.cninfo.com.cn
公司年度报告备置地点	公司董事会办公室

四、其他有关资料

公司聘请的会计师事务所

会计师事务所名称	安永华明会计师事务所（特殊普通合伙）

会计师事务所办公地址	北京市东城区东长安街 1 号东方广场安永大楼 16 层
签字会计师姓名	鲍小刚、唐蓓瑶

公司聘请的报告期内履行持续督导职责的保荐机构

☑适用 □不适用

保荐机构名称	保荐机构办公地址	保荐代表人姓名	持续督导期间
中信建投证券股份有限公司	上海市浦东南路 528 号上海证券大厦北塔 22 楼 2206 室	刘新浩、黄建飞	2023 年 2 月 8 日-2026 年 12 月 31 日

公司聘请的报告期内履行持续督导职责的财务顾问

□适用 ☑不适用

五、主要会计数据和财务指标

公司是否需追溯调整或重述以前年度会计数据

□是 ☑否

	2022 年	2021 年	本年比上年增减	2020 年
营业收入（元）	5,211,106,394.36	5,003,891,313.75	4.14%	4,291,276,340.99
归属于上市公司股东的净利润（元）	265,879,544.02	279,744,570.88	-4.96%	565,277,723.85
归属于上市公司股东的扣除非经常性损益的净利润（元）	221,494,113.60	236,392,361.24	-6.30%	404,500,476.09
经营活动产生的现金流量净额（元）	-786,193,544.36	-60,973,230.82	-1,189.41%	673,383,157.83
基本每股收益（元/股）	0.73	0.77	-5.19%	2
稀释每股收益（元/股）	0.71	0.76	-6.58%	1.96
加权平均净资产收益率	18.78%	24.06%	-5.28%	103.04%
	2022 年末	2021 年末	本年末比上年末增减	2020 年末
资产总额（元）	6,194,731,209.08	5,219,295,701.03	18.69%	3,683,404,553.07
归属于上市公司股东的净资产（元）	1,475,757,734.93	1,355,678,042.47	8.86%	969,629,462.56

公司最近三个会计年度扣除非经常性损益前后净利润孰低者均为负值，且最近一年审计报告显示公司持续经营能力存在不确定性

□是 ☑否

扣除非经常损益前后的净利润孰低者为负值

□是 ☑否

六、分季度主要财务指标

单位：元

	第一季度	第二季度	第三季度	第四季度
营业收入	1,563,313,243.58	1,614,632,635.02	996,205,545.37	1,036,954,970.39
归属于上市公司股东	147,730,875.24	106,094,168.54	-51,904,208.03	63,958,708.27

的净利润				
归属于上市公司股东的扣除非经常性损益的净利润	136,783,345.75	98,132,578.56	-60,391,221.00	46,969,410.29
经营活动产生的现金流量净额	-163,035,990.96	-125,589,328.62	-139,978,571.46	-357,589,653.32

上述财务指标或其加总数是否与公司已披露季度报告、半年度报告相关财务指标存在重大差异

□是 ☑否

七、境内外会计准则下会计数据差异

1、同时按照国际会计准则与按照中国会计准则披露的财务报告中净利润和净资产差异情况

□适用 ☑不适用

公司报告期不存在按照国际会计准则与按照中国会计准则披露的财务报告中净利润和净资产差异情况。

2、同时按照境外会计准则与按照中国会计准则披露的财务报告中净利润和净资产差异情况

□适用 ☑不适用

公司报告期不存在按照境外会计准则与按照中国会计准则披露的财务报告中净利润和净资产差异情况。

八、非经常性损益项目及金额

☑适用 □不适用

单位：元

项目	2022 年金额	2021 年金额	2020 年金额	说明
非流动资产处置损益（包括已计提资产减值准备的冲销部分）	-116,011.17	-1,645,397.58	-1,754,594.04	
计入当期损益的政府补助（与公司正常经营业务密切相关，符合国家政策规定、按照一定标准定额或定量持续享受的政府补助除外）	11,474,174.20	10,945,001.22	11,692,341.63	
同一控制下企业合并产生的子公司期初至合并日的当期净损益			55,985,886.69	
除同公司正常经营业务相关的有效套期保值业务外，持有交易性金融资产、交易性金融负债产生的公允价值变动损益，以及处置交易性金融资产交易性金融负债和可供出售金融资产取得的投资收益	19,830,039.19	37,470,631.15	127,914,369.97	

单独进行减值测试的应收款项减值准备转回	1,052,765.25	984,477.57	693,769.60	
除上述各项之外的其他营业外收入和支出	8,047,840.72	1,977,184.07	-503,078.43	
其他符合非经常性损益定义的损益项目	10,504,006.04		11,787,738.05	
			-12,456,627.40	
减：所得税影响额	6,407,383.81	6,379,686.79	32,318,998.32	
少数股东权益影响额（税后）	0.00		263,559.99	
合计	44,385,430.42	43,352,209.64	160,777,247.76	--

其他符合非经常性损益定义的损益项目的具体情况：

☑适用 □不适用

主要系冲减主营业务成本的长期应付款清理

将《公开发行证券的公司信息披露解释性公告第 1 号——非经常性损益》中列举的非经常性损益项目界定为经常性损益项目的情况说明

□适用 ☑不适用

公司不存在将《公开发行证券的公司信息披露解释性公告第 1 号——非经常性损益》中列举的非经常性损益项目界定为经常性损益的项目的情形。

第三节 管理层讨论与分析

一、报告期内公司所处行业情况

公司主营业务为新能源园林机械的研发、设计、生产及销售，主要产品为割草机、打草机、清洗机、吹风机、修枝机、链锯等。根据中国证监会发布的《上市公司行业分类指引》（2012 年修订），公司所处行业属于制造业门类下的专用设备制造业（C35）；根据《国民经济行业分类》（GB/T4754-2017），公司所处行业属于机械化农业及园艺机具制造（C3572）。

园林机械行业最早起源于欧洲，距今已有超过百年的历史。随着人与自然和谐相处理念的深入普及，园艺文化在全球各国逐渐兴起，进一步拓展了园林机械产品的市场空间。特别是在欧美发达国家和地区，由于居民大量使用独立式建筑，且人均绿地面积较大，当地居民生活水平较高，许多居民有自己护理花园的爱好，同时受西方人文环境和社区理念影响，大多数家庭都会在花园庭院的打理投入人力和物力，园林机械产品从而进入千家万户，成为家庭园艺生活必不可少的好帮手，而且经常被作为一种相互馈赠的礼品，同时，城区绿化的逐步提升，也极大地增加了对园林机械产品的需求。进入 21 世纪以后，随着世界经济持续增长和机械制造技术的不断进步，园林机械技术水平开始向更高层次发展，园林机械产品，特别是锂电环保动力产品已经成为很多欧美国家居民的生活必需品。

整体来看，园林机械行业的发展经过了手工工具、燃油和交流电动力、直流电动力三个阶段。传统以燃油动力驱动的园林机械产品，能源利用率较低，热能损失严重，且由于缺乏尾气处理装置，所产生的尾气对大气会造成严重污染，近年来，随着全球变暖和环境污染的加剧，世界各国对环保问题日益重视，各国环保法律法规对园林机械产品的要求也逐步提高，如欧盟的欧 II 排放标准、美国的 EPA 标准等，美国加州已出台法律，2024 年禁止销售使用小型非道路用发动机的汽油动力设备，具体包括使用汽油动力的发电机、高压清洗机以及草坪工具如吹叶机和割草机等，园林机械产品面临更高的环保要求。相较于传统燃油动力园林机械产品，基于锂电动力的新能源园林机械产品具有清洁环保、噪声小、振动小、维护简单、运行成本低等优良产品特性；随着锂电池技术不断取得进展，电池续航和制造成本限制逐渐被突破，新能源园林机械产品开始普及市场并取得各类终端用户认可，其市场占有率也在产业技术升级趋势引领下逐年递增。以割草机为例，根据 OPEI 数据，燃油式割草机北美地区出货量由 2017 年的 508 万台，下降至 2022 年的 268 万台，锂电式割草机出货量由 2017 年的 56 万台，上升至 2022 年的 209 万台。随着电动机技术对内燃机技术的逐步超越，新能源园林机械的优势更加明显，预计未来在除林场伐木、市政环卫等专业领域外，一般家用、商用领域，燃油动力园林机械市场份额将持续下降，新能源园林机械对燃油动力园林机械具有很强的替代性。

二、报告期内公司从事的主要业务

公司自 2007 年开始从事新能源园林机械的研发、设计、生产及销售，是新能源园林机械行业先行者。公司产品按动力类型可分为新能源园林机械和交流电园林机械，其中以新能源园林机械为主，收入占比约 70%。公司新能源园林机械覆盖手持式、手推式、坐骑式和智能式全系列产品，主要包括割草机、打草机、吹风机、修枝机、链锯、智能割草机器人、智能坐骑式割草车及配套的电池包；交流电园林机械主要为清洗机、割草机，其他产品主要为空压机、电动工具和配件等。公司产品具体情况如下：

1、新能源园林机械

公司当前大批量销售的新能源园林机械主要为手持式及手推式产品，具体包括割草机、打草机、吹风机、链锯、修枝机以及配套的电池包产品，产品线覆盖 20V、40V、60V、80V、82V 等锂电池平台，可以有效满足普通家庭消费者、专业人士以及专业园林公司的各类需求。本报告期内，公司新能源园林机械实现收入 392,169.13 万元，占营业收入的比重为 75.26%。




新能源割草机




新能源链锯




新能源修枝机




新能源打草机和吹风机

2、交流电园林机械

公司交流电园林机械产品主要包括交流电清洗机、交流电割草机，空压机等，产品具有环保性好，续航能力强，功率高，性能优异等特点，基本覆盖全系列的园林工具产品包括割草机、打草机、吹风机、修枝机、链锯等，在市场仍具有竞争力。

交流电高压清洗机按应用领域主要可分为家用高压清洗机和商用高压清洗机；公司通过多年的技术和平台积累，推出不同的压力及流量多系列产品，覆盖不同消费者的需求。

家用高压清洗机对压力、流量的要求相对较低，具有清洗能力强，工作效率高，能够大大节省清洗

成本，携带轻便灵活，多功能，操作简单，更安全等特点，清洗作业不受形状、材质的限制，清洗范围相当广泛，主要用于居民庭院、屋顶、墙面、游泳池、车辆等清洁。

商用高压清洗机，对标汽油性能和参数，且使用次数频繁，使用时间长，设计寿命比较长。具有如下特点：①产品环保无污染；②产品配置关枪停机功能，操作使用简单；③导入大功率无刷智能电机和高压力泵，机器标称压力做到 3000PSI，可以取代部分汽油清洗机，实现电动清洗机替代汽油清洗机目标。公司生产的多款清洗机入榜美国权威消费者报告推荐的产品，并获pro-tools等多家知名媒体评选为2022年最佳交流清洗机。

报告期内，公司交流电园林机械产品实现收入 82,773.40 万元，占营业收入的比重为 15.88%。




交流电清洗机

3、其他产品

公司其他产品主要包括空压机、电动工具、配件等。报告期内，公司其他园林机械产品实现收入 46,168.11 万元，占营业收入的比重为 8.86%。




电动工具

三、核心竞争力分析

（一）创新优势

公司拥有一支资深的全球研发团队，始终致力于新产品的研发。报告期内，公司推出多款新产品，重点如下：

1.全新一代商用锂电割草车--“擎天柱 OptimusZ”及其系列



与传统燃油类商用割草车相比，该产品在动力、割草效率、为客户节省费用方面均处于优势地位。2022 年 10 月，在美国路易斯维尔国际园艺、户外动力机械及设备展览会上，“擎天柱 OptimusZ”系列产品一经推出，就受到了与会者的关注，会后，北美最大的绿化服务公司 BrightView 与公司就该产品的战略合作进行了协商， 此举是公司进军商用锂电园林机械领域的里程碑。作为中国领先的能够生产锂电类商用割草车的企业，以“擎天柱 OptimusZ”系列为核心的商用锂电园林机械产品将成为公司未来重要的业绩增长点。

“OptimusZ 60”具有强劲动力输出、智能化系统和超长续航能力，可以最大化提升园林工作效率。

动力性能：最大输出功率高达 65HP，远高于目前市面 38HP 的汽油发动机的动力。所搭载的最先进的 19K 恒速智能割草系统 (19K Constant Smart Cutting System) 和 PowrTraq 智能驱动系统(PowrTraq Smart Drive System)，能够让刀尖速度维持在 19,000 FPM 并针对不同草况调节速度，割草速度可以达到 16 MPH。

电池技术：OptimusZ 60”搭载 24kWh 磷酸铁锂电池，最大可覆盖 21 英亩割草面积以及 最高 8 小时的使用时间，如选用 8kW 充电器，最快可在 3 小时充满，在使用时间和充电 时长等方面都优于 Toro Z Master。公司的方形磷酸铁锂电池技术最大限度确保设备在极 端条件下的安全性和性能表现，在承受剧烈冲击和 2000 次循环充电后，仍能保持 70% 的电量状态。

智能化：OptimusZ 具备实时 4G/GPS 通信连接能力，可以通过单元软件和 Greenworks 商业应用软件进行车队管理，这种通信能力提供了实时可见的统计数据、电池状态以及 系统功能。同时 4G 通信模块支持 OTA (Over-the-air) 软件升级，确保机器始终拥有最新 的软件，无需前往经销商或修理店。公司自主开发的 Greenworks Fleet Connect 车队管 理系统可以远程查看设备的工作状态以及员工的行动轨迹；Greenshield Theft Protection 防盗系统可规定设备的使用范围并支持远程关闭和 4G GPS 定位追踪的功能。 与同级别 Toro Z Master Revolution 作为对比，格力博产品在价格、性能等方面皆优于竞争对手，greenworks OptimusZ 60”目前售价$26,999.99 美元，相比竞品便宜约$13,000 美元，替代优势明显。

2. 82V 3.4kW 链锯

2022 年,公司推出适合专业人员户外工作的重型锂电链锯——82V 3.4kW 链锯，该产品是全球首款适配 20 寸刀板锂电链锯，配置了 82V 大电压直流充电式电池包，整机额定 3400W，由于取消齿轮箱结构，采用外转子无刷电机，板链转速达到 25m/s，具有高转速直传输出，具有轻型轻便、高速切削、高效作业的特点，拥有传统油锯不可比拟的优势。该产品的成功推出将带动电动园林工具向深层次、专业化迈进，从而降低油锯的市场占比。





3. 82V 单手锯

在公司常州和瑞典研发团队的合作下，2022 年成功研发并推出了全球首款 82V 锂电单手锯，该产品是为了专业工人在树上进行修枝、锯切、修剪而设计的专用园艺工具，具备轻巧、紧凑、便携、快捷、安全的特点，属于本公司单手锯第三代智能型工具产品。82V 单手锯采用背包电池包供电，将供电负重设置为身体躯干，从而使手上握持单手锯更加轻巧便利、操作简单。本工具具备 PCB 控制智能化，避免过多的人工干预，仅需单手操作，即可实现握持、启动电源送电、开启反自锁、启动扳机实现工具运行，同时，本工具具备刀链自润滑、刀链高速运转、高效率切割、过载自保护断电、堵转释放自启动、故障自动报警、电压不足保护、反踢瞬间刹车等智能功能特点，与同类型汽油单手锯比较，具备操作简单便捷，环保，轻量，马力强劲等优势，该产品在澳洲市场颇受欢迎。



4. GC82V 修枝机

2022 年,公司研发成功了 GC82V 商用款修枝机，产品创新性地采用小型无刷外转子电机+小传动比的技术，实现了整机既能在空载状态下功耗小，又能在使用负载状态下输出功率强劲，从而实现整体的高效率，轻量化，该款整机重量仅 3.5KG，是目前最轻的商用修枝机，极大提高了用户操作舒适性。同时具有良好的防水防尘效果，已取得 IPX5 证书，在尘土环境和阴雨天气正常使用。整机输出转速在 5000SPM，是目前输出转速最高的锂电修枝类工具，可全面替代汽油动力修枝机。



5. 24 寸双步扫雪机

2022 年，公司推出了由锂电池驱动主刀和自走系统的 24 寸双步扫雪机，主推 60V，80V 和 82V 平台系列。该产品采用智能无刷电控+大功率无刷电机+多包并联的创新技术，可以根据实际使用环境，负载状态，调节输出功率，整机设置分为 5 档调速来控制输出大小、抛雪的远度和高度等，比如在面对厚雪，湿雪或冻雪时会输出更大的功率，不容易被堵转停机，抗过载能力强劲，超过汽油类扫雪机，当扫薄雪时，扫雪刀可以选择低速模式，避免将雪抛到邻居院子里。产品采用 3 包电池并联放电模块，额定功率超 5KW, 24inch 扫雪宽度，抛雪 50 英尺远，并且具有超长的续航时间，单次充电可以清扫 18 辆车的车道，从而满足客户的需求。双步扫雪机自 2022 年上市以来，在美国、加拿大和欧洲受到市场好评。






6.1.2KW 打草机

2022 年，公司研发出了新一代 1.2KW 专业款打草机，该产品结合以往用户反馈和经验，始终抓住轻量化、高可靠性、长续航等几大核心方向，各方面性能相比于上一代均有较大的提升，与传统汽油机比较，具有明显低噪音，低振动，轻量化，马力强劲的优势。（1）采用更小的无刷外转子电机，通过优化风道，同时满足了轻量化和高功率输出的要求，（2）由于改善了安装构造，电机可以实现快拆快换，以便于安装维修，（3）产品防水等级由 IPX4 提升到 IPX5，从而满足了在水边和浅水区域打草的需求，扩大了使用场景。目前该款打草机已陆续在美国、澳洲等地区上市，产品得到经销商以及用户的一致好评！



（二）品牌优势

公司高度重视自有品牌的建设和培育，经过多年努力，公司已经与北美和欧洲知名商超 Lowe’s、Costco、TSC、Harbor Freight Tools、Menards、Bauhaus 等建立了长期稳定的合作关系；公司产品在 Amazon 等主要电商平台上多年占据领先的品类市场份额，greenworks 品牌割草机、吹风机等多款产品常年位于 Amazon“Best Seller”（最畅销产品）之列，greenworks 品牌清洗机在美国 Consumer Reports 发布的清洗机推荐榜单中稳居前列，同时公司与欧美主要园林机械经销商 Carswell、Willand 等建立稳定的合作关系。报告期内公司自有品牌产品销售比例持续提高，自有品牌产品的销售收入占比达 66.81%，同比增长 22.73%，已成为公司业务收入的主要组成部分，销量及用户口碑均保持市场前列。

（三）供应链优势

公司建立了以中国为核心的全球化供应链管理体系，与全球数千家供应商建立了良好的合作关系。公司在中国、越南、美国建立 3 大制造基地，可以根据客户的需求，不断优化生产管理，保障同时提供多品类、多型号产品，同时开展多订单生产的制造能力，保证生产效率和品质，为客户提供定制化的产品，并且极大的降低综合采购成本，提升公司产品的市场竞争力。

（四）垂直制造优势

公司拥有垂直一体化的智能制造体系，掌握了领先行业的三电技术，80%以上核心零部件实现自主设计与制造，自产比例高于同行，在产品性能、寿命及推新频率上优势显著，垂直一体化的智能制造体系是公司核心竞争力之一，也是快速响应客户需求的有效保障。

（五）渠道优势

公司已经在美国、加拿大、欧洲等地区建立多家子公司，经过 10 多年的市场拓展和客户积累，建立了“商超+电商+经销商”线上线下全渠道覆盖的销售模式。其中，线下渠道涵盖商超渠道、经销商渠道

和制造商，线上渠道涵盖 B2B 电商渠道及 B2C 电商渠道。

在北美市场中，公司产品成功入驻全球第二大家居装饰用品商超 Lowe’s、美国最大的农村生活方式零售店经营者 TSC、加拿大第一大家居建材超市 CTC、全球第一大零售超市 Walmart、美国商超 Costco 及 Menards、美国折扣工具和设备零售商 Harbor Freight Tools 等；在欧洲市场中，公司成功进入欧洲最大建材超市 Leroy Merlin、德国第二大建材超市 Bauhaus 等。



基于互联网的快速发展，公司敏锐地认识到电子商务消费的巨大潜力，在创办自有品牌伊始即开展与线上渠道的合作，目前线上渠道发展态势向好，公司的产品在 Amazon 等主要电商平台上多年占据领先的品类市场份额。

（六）国际化优势

公司积极利用欧美本土团队的优势，为客户继续提供完善的当地就近服务体系，确保了订单交付和售后维修的相互匹配和快速响应。国际化优势有效保证了公司在和对手的竞争中，既能发挥亚洲制造业集群低成本的优势，又能利用美国物流体系和欧美市场本土渠道高效的服务，打造更强的核心竞争力，公司正加速成为全球化公司。

四、主营业务分析

1、概述

本公司作为全球新能源园林机械行业的领先企业，主要从事自有品牌新能源园林机械的研发、设计、生产和销售。本报告期内，因宏观环境反复变化和国际摩擦不断加剧，面对物流运力紧张、人力成本上涨、原材料及海运价格大幅变化等形势，全公司积极采取措施，克服各种困难和挑战，基本完成公司年度目标，且公司成功通过了深圳证券交易所创业板上市委员会的首次公开发行新股申请，并获得了中国证监会同意的注册函，从而为进一步巩固行业优势地位和未来长远发展打下了坚实的基础。

报告期内，公司实现营业收入 521,110.64 万元，与去年同期相比增加 4.14%；实现归属于上市公司股东的净利润 26,587.95 万元,与去年同期相比减少 4.96% 。

2022 年公司的主要工作围绕以下几个方面展开：

（一） 加强商用领域的开发力度

公司自 2015 年起就开始在 82V 商用系列进行布局，在业界首先推出高电压锂电平台产品，从而满足专

业人士的需求。82V 系列产品兼具强劲动力和卓越性能，适用于全天候重型专业用途，产品涵盖打草机、修枝机、吹风机、链锯、推草机、扫雪机、全地形车、零转向割草机等。报告期内，公司推出的新一代 82v 园林机械产品，在大功率、高效率和为客户节省费用方面均处于优势地位。随着 82v 商用平台的完善，公司在商用市场获得了先机。



（二）优化生产基地布局

报告期内，公司紧紧围绕董事会制定的发展战略，积极开展各项工作，进一步夯实主营业务，在原有基础上，谋划新的生产基地布局。具体措施包括：

为进一步降低关税的影响，公司利用越南无关税、劳动力成本低、管理方便等优势，进一步扩大在越南的生产规模，增强越南工厂制造能力。2020 年公司在越南太平增购 20 公顷土地，2022 年，公司对新建厂房作了规划设计，一期拟建厂房面积 45000 平米，相关的设计工作已经完成。



越南工厂照片

公司在美国田纳西州的 Morristown 拥有占地面积 8 万平米、建筑面积 4 万平米的工厂，随着“擎天

柱 OptimusZ”系列产品的成功发布，为节约运输成本、方便售后服务等因素，2022 年，公司启动了美国制造工厂的建设，2023 年 1 月，“擎天柱 OptimusZ”在美国工厂实现量产。同时，为了提高业务快速响应能力和产品交付能力，根据 B2C 业务的需要,实现 48 小时交付计划，目前已经完成了美东和美西地区的布局和现有仓库的自动化改造升级，以美东仓库为例，B2C 业务已经满足 AGV 自动取货出库，实现了高效的仓储运作。



美国工厂照片

为了应对公司业务增长带来的复杂性，公司持续加大 IT 方面的投入，利用信息化打通全球。2022 年公司成功上线了 salesforce 系统，实现了用户与公司之间友好方便的交互，提升了客户服务能力，促进了销售。

通过上述举措，公司积极探索新的发展机遇，加强自身核心竞争力，为实现长期稳健发展打下坚实的基础。

（三）加强 greenworks 自有品牌建设





公司高度重视自有品牌的建设和培育，2022 年，公司全面投入 greenworks 品牌产品研发和升级。报告期内公司自有品牌产品销售比例持续提高，自有品牌产品的销售收入占比达 66.81%，同比增长 22.73%，已成为公司业务收入的主要组成部分。目前，greenworks 品牌产品割草机、吹风机等多款产品在美国电商平台 Amazon 位于“Best Seller”（最畅销产品）之列，销量及用户口碑均保持市场前列。

（四）加大研发投入，提升竞争壁垒




公司一直重视并不断提高技术研发实力，将不断创新升级专业技术作为公司持续发展的重要推动力。2022 年，公司研发投入 21,349.56 万元，同比增长 2.52%。截至 2022 年 12 月末，公司共有 1504 项境内外专利，其中发明专利 164 项。在坚持以市场和客户需求为导向的研发机制下，公司建立了完善的技术创新机制，保持行业技术领先优势，保证公司可持续发展。

2、收入与成本

（1） 营业收入构成

营业收入整体情况

单位：元

	2022 年		2021 年		同比增减
	金额	占营业收入比重	金额	占营业收入比重	
营业收入合计	5,211,106,394.36	100%	5,003,891,313.75	100%	4.14%
分行业					
园林机械	5,181,177,006.22	99.43%	4,979,371,768.85	99.51%	4.05%
其他	29,929,388.14	0.57%	24,519,544.90	0.49%	22.06%
分产品					
新能源园林机械	3,921,691,325.83	75.26%	3,425,578,781.92	68.46%	14.48%
交流电园林机械	827,733,998.00	15.88%	1,149,199,251.42	22.97%	-27.97%
其他	461,681,070.53	8.86%	429,113,280.41	8.58%	7.59%
分地区					
境外	5,140,988,147.28	98.65%	4,926,831,484.05	98.46%	4.35%
境内	70,118,247.08	1.35%	77,059,829.70	1.54%	-9.01%
分销售模式					
自有品牌	3,481,736,120.15	66.81%	2,836,957,440.59	56.70%	22.73%
客户品牌	1,729,370,274.21	33.19%	2,166,933,873.16	43.30%	-20.19%

（2） 占公司营业收入或营业利润 10%以上的行业、产品、地区、销售模式的情况

☑适用 □不适用

单位：元

	营业收入	营业成本	毛利率	营业收入比上年同期增减	营业成本比上年同期增减	毛利率比上年同期增减

分行业						
园林机械	5,181,177,006.22	3,843,025,299.48	25.83%	4.05%	6.65%	-1.81%
分产品						
新能源园林机械	3,921,691,325.83	2,843,727,697.02	27.49%	14.48%	18.93%	-2.71%
交流电园林机械	827,733,998.00	659,768,079.43	20.29%	-27.97%	-25.11%	-3.05%
其他	431,751,682.39	339,529,523.39	21.36%	6.72%	2.45%	3.27%
分地区						
境外	5,139,541,895.11	3,811,825,835.42	25.83%	4.31%	7.09%	-1.92%
境内	41,635,111.11	31,199,464.06	25.06%	-20.75%	-28.83%	8.51%
分销售模式						
自有品牌	3,451,806,732.01	2,568,878,084.25	25.58%	21.68%	25.22%	-2.11%
客户品牌	1,729,370,274.21	1,274,147,215.23	26.32%	-19.28%	-17.90%	-1.24%

公司主营业务数据统计口径在报告期发生调整的情况下，公司最近 1 年按报告期末口径调整后的主营业务数据

□适用 ☑不适用

（3） 公司实物销售收入是否大于劳务收入

☑是 □否

行业分类	项目	单位	2022 年	2021 年	同比增减
园林机械	销售量	万件	679.69	763.83	-11.02%
	生产量	万件	600.29	849.73	-29.36%
	库存量	万件	226.91	253.14	-10.36%

相关数据同比发生变动 30%以上的原因说明

□适用 ☑不适用

（4） 公司已签订的重大销售合同、重大采购合同截至本报告期的履行情况

□适用 ☑不适用

（5） 营业成本构成

行业分类

行业分类

单位：元

行业分类	项目	2022 年		2021 年		同比增减
		金额	占营业成本比重	金额	占营业成本比重	
园林机械	直接材料	2,959,596,127.84	77.01%	2,781,102,953.69	77.18%	-0.17%

园林机械	直接人工	246,085,981.70	6.40%	231,892,887.64	6.44%	-0.04%
园林机械	制造费用	637,343,189.94	16.59%	590,500,581.69	16.38%	0.21%

说明

无

（6） 报告期内合并范围是否发生变动

☑是 □否

（1）本期新纳入合并范围的子公司

序号	子公司全称	子公司简称	级次	本期纳入合并范围的原因
1	一芯家科技(常州)有限公司	一芯家	子公司	新设

（7） 公司报告期内业务、产品或服务发生重大变化或调整有关情况

□适用 ☑不适用

（8） 主要销售客户和主要供应商情况

公司主要销售客户情况

前五名客户合计销售金额（元）	2,500,978,945.04
前五名客户合计销售金额占年度销售总额比例	47.99%
前五名客户销售额中关联方销售额占年度销售总额比例	0.00%

公司前 5 大客户资料

序号	客户名称	销售额（元）	占年度销售总额比例
1	客户一	770,387,949.22	14.78%
2	客户二	512,103,475.97	9.83%
3	客户三	478,528,139.18	9.18%
4	客户四	452,806,239.59	8.69%
5	客户五	287,153,141.08	5.51%
合计	--	2,500,978,945.04	47.99%

主要客户其他情况说明

□适用 ☑不适用

公司主要供应商情况

前五名供应商合计采购金额（元）	884,214,794.15
前五名供应商合计采购金额占年度采购总额比例	28.26%
前五名供应商采购额中关联方采购额占年度采购总额比例	0.00%

公司前 5 名供应商资料

序号	供应商名称	采购额（元）	占年度采购总额比例
1	供应商一	535,589,399.34	17.12%

2	供应商二	148,656,455.00	4.75%
3	供应商三	83,504,915.56	2.67%
4	供应商四	61,382,199.24	1.96%
5	供应商五	55,081,825.01	1.76%
合计	--	884,214,794.15	28.26%

主要供应商其他情况说明

□适用 ☑不适用

3、费用

单位：元

	2022 年	2021 年	同比增减	重大变动说明
销售费用	609,832,810.15	442,224,367.84	37.90%	主要系自主品牌业务拓展，销售人员增加，广告投入增加，仓储租赁费增加所致
管理费用	467,241,839.27	413,696,780.46	12.94%	主要系人员增加以及年度薪酬调整所致的
财务费用	-155,184,511.94	44,241,015.02	-450.77%	主要系汇率波动导致的。
研发费用	213,495,575.26	208,250,638.90	2.52%	

4、研发投入

☑适用 □不适用

主要研发项目名称	项目目的	项目进展	拟达到的目标	预计对公司未来发展的影响
园林机械产品的监测与远程操控 APP 和云平台的研发	为未来的产品智能化、联网化建立云端操作平台以及配套用户使用 APP	已完成	建立完整的智能化产品生态链	对企业产品的预测，研发，以及售后提供数据分析平台
双步扫雪机研发	专业款产品，功率大，效率高	已完成	2022 年北美市场开始销售	进入专业市场
电动零转向割草机自动驾驶系统	开发割草车的无人驾驶系统	已完成	实现割草车无人驾驶	应用于 Optimus Z，推出 Optimus AI
双无刷电机割草机研发	提高割草效率，增加续航时间	已完成	2022 年已全球销售	拓展推草机大尺寸产品线，提高产品性能
82V 切割锯研发（国际合作项目）	专业款产品，高功率，切割速度快	进行中	2023 年底上市	完善切割锯产品线
双包无刷割灌打草机研发	提高平台通用性，增加续航	已完成	2022 年已全球销售	增加产品平台，提升使用用途
无刷地钻研发	丰富产品品类，满足客户的 ODM 开发需求	已完成	EB 阶段	增加销售，稳固 OEM 客户
3000W 大功率电机研发	增加高速大功率电机平台	已完成	实现转速 30000RPM，输出功率 3000W 高功率密度电机	使用风冷散热的技术条件下，电机功率密度达到 3KW/kg，峰值功率密度可达 5KW/kg，用于手持式工具，可以降低产品重量
锂电农夫车研发	扩大产品线，进入农夫车市场	已完成	已在北美开始销售	增加销售额和提高市场占有率

82V 智能锂电池包研发	增加无线数据传输功能	已完成	电池包内增加蓝牙模块，可实现产品数据与 APP 的传输	搭建物联网的硬件基础，建立以电池包为核心的产品生态圈，提高用户的使用体验并增加客户粘性，可为公司产品的持续销售提供技术支持
82V 多槽充电器研发	多槽同时充电，提高充电效率	已完成	2022 年已全球销售	扩展充电器平台，提高整机产品续航
美款智能割草机研发（国际合作项目）	开发一款适用于北美市场的智能割草机	已完成	2022 年北美市场开始销售	北美市场智能割草机产品普及率不高，提前布局抢占北美市场该种类产品份额
专业款双包背包吹风机研发	开拓工业吸尘器品类，满足客户 ODM 需求	已完成	2023 年 6 月量产	增加销售额，稳固大客户
静音空压机研发	解决行业噪音大的痛点，扩大产品链	进行中	2023 年第四季度上市	丰富产品平台，增加公司销售额以及市场占有率
智能物联网锂电零转向割草机研发	开发更大割幅的机型	进行中	2023 年第四季度出货	增加销售额和提高市场占有率
家用智能园林产品的互联互通项目研发	对传统的园林工具赋予智能化、数据化、联网化	进行中	2024 年系列产品上市	可更精准的定位用户在不同场景下使用痛点，对未来产品的开发升级提供数据依据；同时可以更好地提高客户服务满意度
转头修边打草机研发	轻便　小巧，功能全面家用型	已完成	2022 年已全球销售	进一步提高家用产品线的竞争力
140 高效永磁同步电机研发	增加 140mm 高效永磁同步电机平台	已完成	外径 140mm 永磁同步电机，电机效率实现双 90，最高效率大于 92%	配合使用 MTPA 控制算法，充分利用电机的永磁转矩和磁阻转矩，有效降低电机体积和重量，节省成本，提高性能
专业款多功能杆修研发	专业款产品，高效率，续航时间长	已完成	2022 年已全球销售	进入专业市场
82V 轻型背包式单手锯	专业款产品，轻便，续航时间长	已完成	2022 年已全球销售	进入专业市场
24V 洗地机研发	主流架构的洗地机，消费电子类电池包	已完成	2022 年 10 月量产	全新类目，增加销售额
多功能充电器研发	拓展充电器的使用范围	进行中	不仅可以给电池包充电，也可拓展使用给 3C 类产品充电	积极引入行业发展新技术，实现充电器产品更高的功率密度。拓展了公司产品的应用范围，不仅限于园林工具且适用于 3C 类产品。为公司增加新的增长点
超高转速静音节能高效电机研发	开发 100000RPM 电机	进行中	电机转速达到 10-15WRPM	超高速电机可用于吸尘器等家用电器上，为公司拓展清洁业务提供有性价比和可靠的核心动力
82V 专业款二代双包背包吹风机研发	大功率，大吹力，低噪音，专业款产品	进行中	2023 年中上市	全面和专业汽油吹风机竞争
家用零转向六并割草	开发 30“、54”、	进行中	2023 年第四季度出货	降低成本、增加销售

车研发	60“等割幅的新机型，并通过采用二合一控制器、三合一控制器等新技术降低成本			额、提高市场占有率
三代智能割草机研发	解决智能割草机需要布置电子篱笆才能使用的痛点，采用卫星定位的新一代技术	进行中	2024 年上市	随着人工成本和生活压力的上升，产品智能化无人化是技术发展的趋势；随着大量的机器人技术积累和人员沉淀，将会更一步的提升企业产品的市场竞争力
DC 无刷高压清洗机研发	大功率直流高压清洗机，树立行业技术领先	进行中	2023 年第一季度已经上市一款，剩余四季度上市	取代汽油动力，行业技术领先，增加公司技术核心竞争力，增加市场占有率。
锂电新型动力头研发	高效无刷，可适配多款整机产品	进行中	2023 年底上市	取代汽油机常规动力头
高容量锂电电池包研发	增加电池续航时间	进行中	大幅度增加电池包产品的放电时间	根据电芯行业技术的发展，积极的开发大容量锂电池包产品，给整机产品提供更长的使用时间，提高客户的使用体验，丰富公司电池包产品线，不断引领新能源园林工具行业的发展
43CM 大切割尺寸打草机	大功率，切割范围广 ，效率高，专业款产品	已完成	2022 年已全球销售	替代常规款汽油打草机
大功率冲击钻	丰富产品品类，完善产品生态	进行中	已上市	增加销售额，提升产品竞争力
锂电跨界多功能全地形车	开发多包并联供电的全地形车，锂电池包可以和园林工具共享	进行中	2023 年第四季度出货	增加销售额和提高市场占有率
电动棕榈机研发	全新品类，功率强劲，轻便	进行中	2023 年中上市	替代手动和汽油工具，专业款产品
分体式采茶机研发	专业款产品，功率强劲，轻便	进行中	2023 年中上市	替代汽油工具，专业款产品
自走扫雪机研发	大功率，零转向，效率高	已完成	2022 年北美市场开始销售	增加扫雪机自走产品线

公司研发人员情况

	2022 年	2021 年	变动比例
研发人员数量（人）	390	371	5.12%
研发人员数量占比	7.41%	7.05%	0.36%
研发人员学历			
本科	243	241	0.83%
硕士	17	20	-15.00%
研发人员年龄构成			
30 岁以下	93	79	17.72%
30~40 岁	227	169	34.32%

近三年公司研发投入金额及占营业收入的比例

	2022 年	2021 年	2020 年
研发投入金额（元）	213,495,575.26	208,250,638.90	186,809,711.58
研发投入占营业收入比例	4.10%	4.16%	4.35%
研发支出资本化的金额（元）	0.00	0.00	0.00
资本化研发支出占研发投入的比例	0.00%	0.00%	0.00%
资本化研发支出占当期净利润的比重	0.00%	0.00%	0.00%

公司研发人员构成发生重大变化的原因及影响

□适用 ☑不适用

研发投入总额占营业收入的比重较上年发生显著变化的原因

□适用 ☑不适用

研发投入资本化率大幅变动的原因及其合理性说明

□适用 ☑不适用

5、现金流

单位：元

项目	2022 年	2021 年	同比增减
经营活动现金流入小计	5,861,404,538.57	5,437,559,659.02	7.79%
经营活动现金流出小计	6,647,598,082.93	5,498,532,889.84	20.90%
经营活动产生的现金流量净额	-786,193,544.36	-60,973,230.82	-1,189.41%
投资活动现金流入小计	193,753,608.78	510,222,096.55	-62.03%
投资活动现金流出小计	419,180,170.23	554,858,837.02	-24.45%
投资活动产生的现金流量净额	-225,426,561.45	-44,636,740.47	-405.02%
筹资活动现金流入小计	2,405,178,117.92	1,639,542,045.58	46.70%
筹资活动现金流出小计	1,472,616,834.67	1,362,362,404.53	8.09%
筹资活动产生的现金流量净额	932,561,283.25	277,179,641.05	236.45%
现金及现金等价物净增加额	-61,497,655.68	165,914,680.48	-137.07%

相关数据同比发生重大变动的主要影响因素说明

☑适用 □不适用

1、报告期内，经营活动产生的现金流量净额较上年减少 1,189.41%，主要系报告期内库存增加，支付的货款和工资比上年同期增加所致

2、报告期内，投资活动产生的现金流量净额较上年减少 405.02%，主要系报告期内远期外汇合约的保证金和未执行套期会计的远期外汇的交割收益减少

3、报告期内，筹资活动产生的现金流量净额较上年增加 236.45%，主要系本期增加借款较多所致。

报告期内公司经营活动产生的现金净流量与本年度净利润存在重大差异的原因说明

☑适用 □不适用

主要系随着公司自主品牌业务规模的扩大，需要在欧美当地储备足够的库存，导致整体库存量增加。

五、非主营业务情况

☑适用 □不适用

单位：元

	金额	占利润总额比例	形成原因说明	是否具有可持续性
投资收益	11,896,161.93	5.54%	主要系外汇衍生金融工具公允价值变动所致	否
公允价值变动损益	7,933,877.26	3.70%	主要系利率衍生金融工具公允价值变动所致	否
资产减值	-25,073,832.75	-11.68%	主要系计提存货跌价准备所致	否
营业外收入	10,166,088.59	4.74%	主要系无法支付的款项	否
营业外支出	2,233,123.46	1.04%	主要系罚款赔偿支出	否
其他收益	11,474,174.20	5.35%	主要系政府补助	否
信用减值损失	3,424,923.96	1.60%	主要系计提应收账款坏账准备所致	否

六、资产及负债状况分析

1、资产构成重大变动情况

单位：万元

	2022 年末		2022 年初		比重增减	重大变动说明
	金额	占总资产比例	金额	占总资产比例		
货币资金	45,665.87	7.37%	61,694.41	11.82%	-4.45%	主要系支付供应商货款和海运费以及海外子公司业务开展，支付资金较多导致的
应收账款	103,339.54	16.68%	92,579.17	17.74%	-1.06%	主要系销售额较上年有所增加，应收账款余额对应相对增加。
存货	297,208.89	47.98%	219,656.29	42.09%	5.89%	主要系公司扩大自主品牌业务的发展，期末余额较上年有所增加。
固定资产	55,708.70	8.99%	47,810.79	9.16%	-0.17%	主要系为扩大生产购置设备
在建工程	13,099.85	2.11%	946.59	0.18%	1.93%	主要系新闸立体库的建设，美国工厂生产设备的调试，越南南亭武厂房建设。
使用权资产	8,570.22	1.38%	9,727.54	1.86%	-0.48%	主要系正常折旧计提导致的

短期借款	141,118.27	22.78%	30,816.67	5.90%	16.88%	主要系新增借款较多导致
合同负债	6,104.75	0.99%	10,132.01	1.94%	-0.95%	主要系 Lowes 销售额减少，对应的预提返利减少
长期借款	59,803.79	9.65%	74,987.27	14.37%	-4.72%	主要系转到一年内到期的非流动负债所致
租赁负债	5,401.41	0.87%	7,007.00	1.34%	-0.47%	主要系随着租赁费的支付，期末租赁负债余额
无形资产	22,407.87	3.62%	8,383.82	1.61%	2.01%	主要系新增越南太平土地

境外资产占比较高

□适用 ☑不适用

2、以公允价值计量的资产和负债

☑适用 □不适用

单位：万元

项目	期初数	本期公允价值变动损益	计入权益的累计公允价值变动	本期计提的减值	本期购买金额	本期出售金额	其他变动	期末数
金融资产								
1.交易性金融资产（不含衍生金融资产）	1,299.99	-0.76			138,813.00	138,208.89		1,903.34
2.衍生金融资产	10,590.44	793.64	-11,874.62		47,748.06	213,181.68		5,185.78
金融资产小计	11,890.43	792.88	-11,874.62	0.00	186,561.06	351,390.57	0.00	7,089.12
上述合计	11,890.43	792.88	-11,874.62	0.00	186,561.06	351,390.57	0.00	7,089.12
金融负债	286.37							85.85

其他变动的内容

报告期内公司主要资产计量属性是否发生重大变化

□是 ☑否

3、截至报告期末的资产权利受限情况

单位：元

项目	2022 年 12 月 31 日	受限原因

货币资金	151,406,721.38	保证金/质押
应收账款	825,037,454.82	质押
存货	1,607,472,530.33	抵押
固定资产	87,648,137.28	抵押
无形资产	41,721,933.13	抵押
合计	2,713,286,776.94	

七、投资状况分析

1、总体情况

☑适用 □不适用

报告期投资额（元）	上年同期投资额（元）	变动幅度
419,180,170.23	554,858,837.02	-24.45%

2、报告期内获取的重大的股权投资情况

□适用 ☑不适用

3、报告期内正在进行的重大的非股权投资情况

□适用 ☑不适用

4、金融资产投资

（1） 证券投资情况

□适用 ☑不适用

公司报告期不存在证券投资。

（2） 衍生品投资情况

☑适用 □不适用

1） 报告期内以套期保值为目的的衍生品投资

☑适用 □不适用

单位：万元

衍生品投资类型	初始投资金额	本期公允价值变动损益	计入权益的累计公允价值变动	报告期内购入金额	报告期内售出金额	期末金额	期末投资金额占公司报告期末净资产比例
外汇合约、外汇期权及利率互换合约	17,629.42	793.64	-11,874.62	47,748.06	213,181.68	5,099.93	3.46%
合计	17,629.42	793.64	-11,874.62	47,748.06	213,181.68	5,099.93	3.46%

报告期内套期保值业务的会计政策、会计核算具体原则，以及与上一报告期相比是否发生重大变化的说明	报告期内套期保值业务的会计政策、会计核算具体原则：详见第十节、财务报告的“附注五、重要会计政策及会计估计”的“10、金融工具”。 与上一报告期相比未发生重大变化。
报告期实际损益情况的说明	报告期实际损益金额合计 1,915.30 万元。
套期保值效果的说明	有效规避外汇市场风险，防范汇率大幅波动对公司造成不利影响。
衍生品投资资金来源	自有资金
报告期衍生品持仓的风险分析及控制措施说明（包括但不限于市场风险、流动性风险、信用风险、操作风险、法律风险等）	（一）风险分析：公司开展外汇衍生品交易遵循合法、谨慎、安全和有效的原则，不做投机性、套利性的交易操作，但外汇衍生品交易操作仍存在一定的风险。 1、市场风险。外汇衍生品交易合约汇率、利率与到期日实际汇率、利率的差异将产生交易损益；于特定的时间间隔交换根据商定的名义本金金额计算出来的固定利息金额与可变利息金额之间的差额等于交易损益。 2、流动性风险。外汇衍生品以公司外汇资产、负债为依据，与实际金融工具的到期日与运营产生的预计现金流量相匹配，以保持融资的持续性与灵活性的平衡。 3、信用风险。公司开展外汇衍生品交易的对手均为交易对手是声誉良好并拥有较高信用评级的银行，金融工具信用风险较低。 （二）风险控制措施 1、公司开展的外汇衍生品交易以锁定成本、规避和防范汇率、利率风险为目的。 2、公司将通过适当的多样化投资及业务组合来分散金融工具风险，并通过制定相应的风险管理政策减少集中于任何单一行业、特定地区或特定交易对手的风险；审慎审查与银行签订的合约条款，严格执行风险管理制度，以防范法律风险。 3、公司财务部将监控集团外币交易和外币资产及负债的规模，持续跟踪外汇衍生品公开市场价格或公允价值变动，及时评估外汇衍生品交易的风险敞口变化情况，及时提示风险并执行应急措施。 4、严格遵循《外汇衍生品交易业务管理制度》。内审内控部门对外汇衍生品交易的决策、管理、执行等工作的合规性进行监督检查。
已投资衍生品报告期内市场价格或产品公允价值变动的情况，对衍生品公允价值的分析应披露具体使用的方法及相关假设与参数的设定	本公司对衍生品公允价值的核算主要是针对报告期本公司与银行签订的远期结售汇交易未到期合同，根据期末的未到期远期结售汇合同报价与远期外汇价格的差异确认交易性金融资产或交易性金融负债。
涉诉情况（如适用）	不适用
独立董事对公司衍生品投资及风险控制情况的专项意见	公司及合并报表范围内的子公司开展外汇衍生品交易业务与公司日常经营需求相匹配，充分利用外汇衍生产品的套期保值功能，对冲经营活动中的汇率风险，一定程度上有效规避外汇市场的风险，降低汇率大幅波动对公司的影响。公司及合并报表范围内的子公司开展外汇衍生品交易业务的相关审议程序符合国家相关法律法规、《公司章程》及《外汇衍生品交易业务管理制度》的规定，内控程序健全，不存在损害公司和股东利益，尤其是中小股东利益的情形。

2） 报告期内以投机为目的的衍生品投资

□适用 ☑不适用

公司报告期不存在以投机为目的的衍生品投资。

5、募集资金使用情况

□适用 ☑不适用

公司报告期无募集资金使用情况。

八、重大资产和股权出售

1、出售重大资产情况

□适用 ☑不适用

公司报告期未出售重大资产。

2、出售重大股权情况

□适用 ☑不适用

九、主要控股参股公司分析

☑适用 □不适用

主要子公司及对公司净利润影响达 10%以上的参股公司情况

单位：万元

公司名称	公司类型	主要业务	注册资本	总资产	净资产	营业收入	营业利润	净利润
格力博越南	子公司	园林机械生产	35,019,000 万越南盾	214,908.06	51,855.66	156,710.41	15,206.12	15,200.16
HKSR	子公司	园林机械贸易	1,001 股	166,858.79	18,141.69	255,751.14	-7,267.90	-7,458.49
Sunrise Holding	子公司	园林机械电商运营、园林机械贸易	100 股普通股	237,742.16	-22,211.53	138,616.99	-32,324.21	-25,088.78
AEGIS	子公司	园林机械贸易	100 股	24,042.20	-2,567.67	37,369.99	-6,608.53	-6,608.53

报告期内取得和处置子公司的情况

☑适用 □不适用

公司名称	报告期内取得和处置子公司方式	对整体生产经营和业绩的影响
一芯家科技（常州）有限公司	新设	无重大影响

主要控股参股公司情况说明

无

十、公司控制的结构化主体情况

□适用 ☑不适用

十一、公司未来发展的展望

（一）公司发展战略

公司的总体发展战略是立足中国、聚焦主业、布局全球。公司将充分利用以中国为核心的亚太供应链网络和工程师红利，加强研发中心建设，增强新技术应用和新产品开发能力，加大规模化制造的投入，以提升公司的核心竞争力。同时，公司将继续扩大欧美线下和线上渠道，聚焦新能源园林机械设备为核心的主营业务，并通过布局商用割草车入手，逐步成为全球新能源 OPE 行业的领军企业。

公司将加强欧美自有品牌服务体系建设和亚太产能布局，更好地获取国际资源和国际市场。公司将规划长期，以新能源园林机械设备领域稳定增长的现金流为基础，长远规划自身业务和发展路径，不断推陈出新，培养新的业务增长点，成为一家稳健经营、持续增长、健康发展、为社会创造长期价值的优秀上市公司。

（二）经营计划

1.加大自有品牌销售力度

自有品牌是公司长期稳定的核心竞争力，公司将继续保持对自有品牌产品的推广投入，尤其是新一代商用锂电割草车——“擎天柱 OptimusZ”及其系列产品的销售，公司将以此为突破点，布局商用市场，从而获取园林机械商用产品锂电替代率提升所产生的红利。

公司将以 greenworks 品牌为主，将自主品牌产品定位为专业化、中高档、精品化，持续扩大自主品牌在销售中的比例，提高公司的全球知名度和品牌影响力，将自主品牌打造成为国际知名品牌，促进公司持续快速发展。2023 年，公司目标是确保自有品牌产品销售收入占比的继续提升。

2.进一步扩大销售渠道

公司将继续利用现有的北美欧洲商超、电商、经销商和直销渠道，聚焦新能源园林机械为核心产品的主营业务。除了在现有的渠道内扩展产品线外，还将拓展针对东南亚和其他地区的直销渠道。同时，随着北美欧洲日常生活常态化，当地的零售分销渠道也逐步恢复，这将为公司业务发展带来了新的机遇，公司将加大这方面的开拓力度，获取新的销售渠道。

3.生产模式升级，满足客户需求

公司将通过不断优化生产管理，提高生产线智能化和自动化程度，保障同时提供多品类、多型号产品，从而实现多订单生产，以提高生产能力、生产效率和生产品质，用不断创新升级生产模式，来满足客户的市场需求。

2023 年，公司将完成 IBP 系统的实施，这套系统可以实现对多客户、多产品、多 DC、多工厂之间的需求预测和供应能力之间的协同运算和优化，达到库存与客户交付满意度之间的最优解，最终满足产品按时交付的情况下保证最低库存。

为了匹配售后服务和维修配件的供应能力，公司在美国规划了专用配件仓库，同时将配套立体库存储系统，逐步完成在全美的六大仓库布局，管理好维修配件的进货、存储和出货，实现“货找人”的配件分选、配送系统。

4.优化生产基地布局

公司正在优化生产基地布局，在国内，作为募投项目的“年产 500 万件新能源园林机械智能制造基地建设项目”已经开工建设，在海外，公司已经建设了格力博越南工厂和格力博美国制造工厂。

格力博越南工厂现拥有厂房面积 7.2 万平方米，业务涵盖钣金、电子、电机、注塑、仓库与总装车间。因业务扩展需要，公司于 2020 年在越南太平增购了 20 公顷土地，报告期内进行了规划设计，一期拟建厂房 45000 平米，计划于 2023 年开工，2024 年完工投产。

格力博美国制造工厂位于田纳西州的 Morristown，占地面积 8 万平米，建筑面积 4 万平米。工厂目前拥有钣金车间和总装车间，能够从产品装配到测试包装一次性完成，年产量达到 3 万多台；未来将陆续投入注塑机，电池包生产线，从而打造产品垂直一体化、智能化的制造工厂。未来随着割草车需求的高速增长，公司将进一步增加在美国的投入。

综上所述，公司正在优化生产基地布局，通过在国内建设新能源园林机械智能制造基地，以及在海外建设格力博越南工厂和格力博美国制造工厂等措施，提高生产能力和生产效率，进一步拓展业务规模和海外市场。

5.继续加大新产品研发投入

公司将继续深耕新能源园林机械领域，加强研发建设和资金投入，扩大新技术应用和增强新产品开发能力，特别是“擎天柱 OptimusZ”及其系列，后续产品将成为研发重点方向。通过持续开发优秀的产品，公司将逐步培养新的业务增长点，为客户提供从户外到户内，从普通消费者到专业工人，从小型电动化到智能化的全系列产品。

（三）可能面对的风险

综合分析公司的外部环境和企业实际情况，公司面临的主要经营风险包括：

1.汇率波动风险

目前公司营业收入基本来自于境外市场，如人民币汇率宽幅波动，将对公司的营业收入产生一定影响。公司主营业务订单大部分以美元计价，人民币对美元汇率波动直接影响产品的价格竞争力，从而对公司经营业绩产生影响。对此，公司将继续加强海外布局和结汇调控，对冲和降低汇率波动对公司业绩的影响。

2.原材料价格上升风险

近期，公司主要原材料价格波动较大，造成公司生产成本也有所波动。对此，公司将继续加强采购和成本控制，与供应商建立战略合作关系并签订长期协议来消化原材料价格波动风险；同时持续优化产品结构，加强新产品的研发，依靠创新型产品确定合理价格，维持产品毛利率。

3.贸易摩擦风险

目前美国是公司的最大单一市场，公司向美国出口的部分产品依然被征收 25%的关税，对公司发展存在不利影响。对此，公司将密切关注国际局势，继续实施国际化战略，推进海外制造基地建设，培育海外供应链，建立全球化的产能布局和供应链体系，确保公司业务稳定发展。

4.海运周期风险

最近 12 个月，全球海运市场由于运力周期等问题导致海运价格大幅度波动，公司产品绝大部分需要通过海路运输到全球不同地区，海运价格的上涨和时有发生的运力不足将导致公司产品销售存在一定的风险。对此，公司积极和全球各大船运公司沟通，提早锁定运力和运价，确保公司业务不因海运周期波动产生较大的负面影响。

十二、报告期内接待调研、沟通、采访等活动登记表

□适用 ☑不适用

公司报告期内未发生接待调研、沟通、采访等活动。

第四节 公司治理

一、公司治理的基本状况

报告期内，公司严格按照《公司法》、《证券法》、《上市公司治理准则》、《深圳证券交易所创业板股票上市规则》、《深圳证券交易所上市公司自律监管指引第 2 号 创业板上市公司规范运作》等法律法规和中国证监会有关法律法规的要求，不断完善公司法人治理结构，建立健全公司内部管理和控制制度，持续深入开展公司治理活动，促进公司规范运作，不断加强信息披露工作，积极开展投资者关系管理工作，维护了上市公司及股东利益，确保了公司安全、稳定、健康、持续的发展。

截至本报告期末，公司治理的实际情况符合《上市公司治理准则》、《深圳证券交易所上市公司自律监管指引第 2 号 创业板上市公司规范运作》等相关法律法规的要求，不存在尚未解决的公司治理问题。

2022 年度公司治理具体情况如下：

（一）关于股东与股东大会

公司严格按照《公司法》、《上市公司股东大会规则》、深圳证券交易所创业板的相关规定和要求以及《公司章程》、《股东大会议事规则》等规定，规范股东大会的召集、召开和表决程序。报告期内，公司共召开 5 次股东大会，均由董事会召集，公司按规定时间发出股东大会会议通知，并设置现场投票和网络投票。现场股东大会由公司董事会秘书、监事、股东代表及见证律师共同查验参会股东及股东代理人的身份证明、持股凭证、授权委托书及表决票，保证出席公司股东大会的股东及股东代理人均具有合法有效的资格。在股东大会上能够保证各位股东有充分的发言权，确保全体股东特别是中小股东享有平等地位，充分行使股东的权力。公司至今未发生重大事项绕过股东大会的情况，也未发生重大事项先实施后审议的情况。公司不存在违反《上市公司股东大会规则》的其他情形。

（二）关于公司与控股股东、实际控制人

公司拥有独立完整的主营业务和自主经营能力，在人员、资产、业务、管理机构、财务核算体系上独立于控股股东和实际控制人，能够独立运作、独立经营、独立承担责任和风险。公司的控股股东和实际控制人能够依法行使权利，并承担相应义务。报告期内，未发生超越股东大会和董事会的授权权限，直接或间接干预公司决策和经营活动及利用其控制地位侵害其他股东利益的行为出现，对公司治理结构、独立性等没有产生不利影响。

（三）关于董事和董事会

公司董事会设董事 7 名，其中独立董事 3 名，董事会的人数及人员构成符合法律、法规和《公司章程》的要求。董事会成员专业结构合理，能够有效、科学、迅速、谨慎的做出决策。公司董事能够依据《董事会议事规则》、《独立董事工作制度》、《深圳证券交易所上市公司自律监管指引第 2 号 创业板上市公司规范运作》等规定开展工作，出席董事会和股东大会，勤勉尽责地履行职责和义务，同时积极参加相关培训，熟悉并掌握相关法律法规。独立董事按照《公司章程》等法律、法规不受影响的独立履行职责，出席公司董事会、股东大会，对公司重大投资、董事、高级管理人员的任免发表自己的独立意见，保证了公司的规范运作。

公司董事会已根据《上市公司治理准则》设立了提名委员会、审计委员会、战略委员会和薪酬与考核委员会四个专门委员会，各专门委员会根据各自职责为董事会的决策提供了科学和专业的意见和参考。

（四）关于监事和监事会

公司监事会设监事 3 名，其中职工代表监事 1 名，监事会的人数和构成符合法律、法规和《公司章程》的规定与要求。监事会会议的召集、召开程序，完全按照《监事会议事规则》的要求履行，并按照拟定的会议议程进行。在日常工作中，各位监事能够按照《公司章程》、《监事会议事规则》等规定

的要求，认真履行自己的职责，本着对公司和全体股东负责的精神，审核公司定期报告，对公司董事、高级管理人员的行为进行监督，对公司重大事项、重大财务决策事项进行监督。

（五）关于绩效评价与激励约束机制

公司董事会下设的薪酬和考核委员会负责对公司的董事、高管进行绩效考核，既考核评估当年的绩效，又兼顾公司的长期发展要求，定期对高管团队的年度绩效进行评估，同时将年度经营目标与年度评估结果相挂钩。公司现有的考核及激励约束机制符合公司的发展要求。

（六）关于信息披露与透明度

公司严格按照有关法律法规以及《信息披露管理制度》、《投资者关系管理制度》等规章制度的要求做好公司信息的管理与披露工作，真实、准确、及时、公平、完整地披露有关信息。指定公司董事会秘书负责信息披露工作，协调公司与投资者的关系，接待投资者来访和咨询，向投资者提供公司已披露的资料；并指定《中国证券报》、《证券时报 》、《上海证券报》、《证券日报》、《经济参考报》和巨潮资讯网为公司信息披露的指定报纸和网站，真实、准确、完整地披露信息，确保公司所有投资者均能够以平等的机会获取公司信息。

（七）关于相关利益者

公司充分尊重和维护相关利益者的合法权益，重视公司的社会责任，实现股东、员工、社会等各方利益的协调平衡，共同推动公司持续、健康的发展。

（八）关于投资者关系管理

公司一直高度重视投资者关系管理工作，不断学习先进的投资者关系管理经验。公司指定董事会秘书作为投资者关系管理负责人，安排专人负责投资者来访接待工作，并做好投资者关系管理工作档案的建立和保管，合理妥善地安排个人投资者、机构投资者、行业分析师等相关人员到公司进行调研，并切实做好信息的保密工作。

公司治理的实际状况与法律、行政法规和中国证监会发布的关于上市公司治理的规定是否存在重大差异

□是 ☑否

公司治理的实际状况与法律、行政法规和中国证监会发布的关于上市公司治理的规定不存在重大差异。

二、公司相对于控股股东、实际控制人在保证公司资产、人员、财务、机构、业务等方面的独立情况

公司成立以来，严格按照《公司法》、《证券法》等相关法律、法规和《公司章程》的要求规范运作，在资产、人员、财务、机构、业务等方面均独立于控股股东、实际控制人及其控制的其他企业，具有独立完整的业务体系及面向市场自主经营的能力。

1、资产独立

公司目前具备与生产经营有关的主要生产系统、辅助生产系统和配套设施，拥有完整的独立于控股股东、实际控制人及其控制的其他企业进行生产经营所需要的土地、厂房、机器设备、专利权、商标权等资产，具有独立的原材料采购和商品销售系统。公司资产权属清晰、完整，不存在对控股股东、实际控制人及其控制的其他企业的依赖情况，不存在资金或其他资产被控股股东、实际控制人及其控制的其他企业占用而损害公司利益的情况。

2、人员独立

公司董事、监事及高级管理人员严格按照《公司法》、《证券法》等法律法规和《公司章程》的有关规定选举和聘任产生，不存在控股股东、实际控制人越权作出人事任免决定的情况。公司的总经理、副总经理、财务负责人和董事会秘书等高级管理人员不在控股股东单位担任除董事、监事以外的其他行政职务，不在控股股东、实际控制人及其控制的其他企业领薪；公司的财务人员不在控股股东、实际控

制人及其控制的其他企业中兼职。公司独立于各股东及其他关联方，公司已建立并独立执行劳动、人事及薪酬管理制度。

3、财务独立

公司已建立独立的财务核算体系、能够独立作出财务决策、具有规范的财务会计制度和对子公司的财务管理制度；公司未与控股股东、实际控制人及其控制的其他企业共用银行账户。公司财务独立，不存在为控股股东、实际控制人及其控制的其他企业提供任何形式的担保，或被控股股东、实际控制人及其控制的其他企业占用资金的情况。

4、机构独立

公司已建立健全内部经营管理机构、独立行使经营管理职权，与控股股东和实际控制人及其控制的其他企业间不存在机构混同的情形。

5、业务独立

公司具备独立的业务资质和独立开展业务的能力，拥有独立的经营决策权和实施权，并完全独立于控股股东、实际控制人及其控制的其他企业。公司的采购、研发、销售等重要职能完全由自身承担，不存在控股股东、实际控制人及其控制的其他企业通 过保留上述机构损害公司利益的情形。公司的业务独立于控股股东、实际控制人及其控制的其他企业，与控股股东、实际控制人及其控制的其他企业间不存在同业竞争或者显失公平的关联交易。

三、同业竞争情况

□适用 ☑不适用

四、报告期内召开的年度股东大会和临时股东大会的有关情况

1、本报告期股东大会情况

会议届次	会议类型	投资者参与比例	召开日期	披露日期	会议决议
2022 年第一次临时股东大会	临时股东大会	100.00%	2022 年 03 月 17 日		1、《关于变更公司经营范围并修订<公司章程>相关条款的议案》
2021 年度股东大会	年度股东大会	100.00%	2022 年 04 月 14 日		1、《关于确认公司 2021 年年度（2021 年 1 月 1 日－2021 年 12 月 31 日）财务报告的议案》 2、《公司 2021 年度董事会工作报告》； 3、《公司 2021 年度监事会工作报告》； 4、《公司 2022 年度财务预算报告的议案》； 5、《公司 2021 年度利润分配预

					案》； 6、《关于续聘公司 2022 年财务审计机构的议案》； 7、《关于审核公司董事、高级管理人员薪酬的议案》； 8、《关于公司 2022 年度预计日常关联交易的议案》； 9、《关于公司及控股子公司 2022 年度向银行申请融资额度及担保事项的议案》； 10、《关于公司 2022 年度以闲置资金购买理财产品的议案》； 11、《关于确认公司 2021 年度（2021 年 1 月 1 日－2021 年 12 月 31 日）关联交易事项的议案》
2022 年第二次临时股东大会	临时股东大会	100.00%	2022 年 07 月 16 日		1、审议《关于组建银团贷款的议案》
2022 年第三次临时股东大会	临时股东大会	100.00%	2022 年 09 月 24 日		1、《关于前次财务报表调整的情况说明的议案》 2、《关于确认公司 2019 年度、2020 年度及 2021 年度财务报告的议案》 3、《关于审议<申报财务报表与原始财务报表差异比较表的专项说明>的议案》 4、《关于计提商誉减值准备的议案》
2022 年第四次临时股东大会	临时股东大会	100.00%	2022 年 10 月 06 日		1、《关于确认公司 2022 年半年度（2022 年 1 月 1 日—2022 年 6 月 30 日）关联交易事项的议案》 2、《关于变更公司英文名称并修订<公司章程>相关条款的议案》

2、表决权恢复的优先股股东请求召开临时股东大会

□适用 ☑不适用

五、公司具有表决权差异安排

□适用 ☑不适用

六、红筹架构公司治理情况

□适用 ☑不适用

七、董事、监事和高级管理人员情况

1、基本情况

姓名	职务	任职状态	性别	年龄	任期起始日期	任期终止日期	期初持股数（股）	本期增持股份数量（股）	本期减持股份数量（股）	其他增减变动（股）	期末持股数（股）	股份增减变动的原因
陈寅	董事长、总经理	现任	男	50	2020 年 04 月 27 日	2026 年 03 月 21 日	18,232,632	0	0	0	18,232,632	不适用
LAWRENCE LEE	董事	现任	男	59	2020 年 04 月 27 日	2026 年 03 月 21 日	0	0	0	0	0	不适用
崔鹏	董事、财务总监	离任	男	46	2020 年 04 月 27 日	2023 年 03 月 22 日	0	0	0	0	0	不适用
宋琼丽	董事	现任	女	43	2020 年 04 月 27 日	2026 年 03 月 21 日	0	0	0	0	0	不适用
任海峙	独立董事	现任	女	51	2020 年 09 月 28 日	2026 年 03 月 21 日	0	0	0	0	0	不适用
肖波	独立董事	现任	男	55	2020 年 09 月 28 日	2026 年 03 月 21 日	0	0	0	0	0	不适用
莫申江	独立董事	现任	男	38	2020 年 09 月 28 日	2026 年 03 月 21 日	0	0	0	0	0	不适用
高乃新	监事会主席	现任	男	55	2020 年 10 月 23 日	2026 年 03 月 21 日	0	0	0	0	0	不适用

吴林冲	监事	现任	男	40	2020 年 10 月 23 日	2026 年 03 月 21 日	0	0	0	0	0	不适用
沈晓燕	职工代表监事	现任	女	35	2021 年 02 月 18 日	2026 年 03 月 21 日	0	0	0	0	0	不适用
庄建清	董事、副总经理	现任	男	55	2020 年 04 月 27 日	2026 年 03 月 21 日	0	0	0	0	0	不适用
季正华	董事会秘书	离任	男	33	2020 年 04 月 27 日	2023 年 03 月 22 日	0	0	0	0	0	不适用
徐友涛	财务总监、董事会秘书（代行）	现任	男	42	2023 年 03 月 22 日	2026 年 03 月 21 日	0	0	0	0	0	不适用
合计	--	--	--	--	--	--	18,232,632	0	0	0	18,232,632	--

报告期是否存在任期内董事、监事离任和高级管理人员解聘的情况

□是 ☑否

公司董事、监事、高级管理人员变动情况

☑适用 □不适用

姓名	担任的职务	类型	日期	原因
崔鹏	董事、财务总监	任期满离任	2023 年 03 月 22 日	任期满离任
季正华	董事会秘书	任期满离任	2023 年 03 月 22 日	任期满离任
庄建清	董事、副总经理	被选举	2023 年 03 月 22 日	第二届董事会换届选举产生
徐友涛	财务总监、董事会秘书（代行）	聘任	2023 年 03 月 22 日	第二届董事会聘任

2、任职情况

公司现任董事、监事、高级管理人员专业背景、主要工作经历以及目前在公司的主要职责

（1）董事会成员

1）陈寅先生，1973 年出生，中国国籍，持有香港居民身份证（非永居），硕士学历。1997 年 9 月至 1999 年 11 月，任上海比欧西气体有限公司产品经理；1999 年 11 月至 2003 年 7 月任上海星杰克企业有限公司（后更名为“华特麦尔工具（上海）有限公司”，现名称“戈洛宝工具（上海）有限公司”）电动工具部总经理；2001 年 6 月至 2003 年 7 月，任上海星杰克国际贸易有限公司电动工具部总经理、董事；2003 年 7 月至 2004 年 5 月，任芬兰 Fiskars 集团公司亚太采购中心总经理；2009 年 10 月至 2016 年 1 月，任常州格力博工具技术研发有限公司执行董事兼总经理；2004 年 6 月至今，任格力博有限及格力博董事长、总经理。

2）LAWRENCE LEE 先生，1964 年出生，英国国籍，硕士学历。1987 年 7 月至 1989 年 3 月，任中国经济体制改革研究所助理研究员；1989 年 4 月至 1992 年 9 月，任伦敦政治经济学院合作研究员；1992 年 9 月至 1994 年 2 月，任 London Underground Limited 内部审计师；1994 年 2 月至 1996 年 11 月，任 Waste Management International plc 内部审计师；1997 年 1 月至 2001 年 7 月，任 Exel Logistics (Korea) Ltd 财务总监；2001 年 7 月至 2004 年 7 月，任鹰牌控股有限公司首席财务官；2004 年 8 月至 2015 年 11 月，历任卡森国际控股有限公司（港股上市公司简称“卡森国际”，代码：00496.HK）首席财务官、执行董事、顾问；2007 年 10 月至 2009 年 12 月，任 Synutra International Inc（中文名称“圣元国际有限公司”）首席财务官；2017 年 9 月至 2019 年 1 月，任广东新劲刚新材料科技股份有限公司董事；2015 年 3 月至今，任 Wison Engineering Services Co., Ltd.（中文名“惠生工程技术服务有限公司”）独立非执行董事；2016 年 2 月至 2021 年 3 月，任美泰科技（青岛）股份有限公司董事；2018 年 1 月至今，任 GHHK 董事；2013 年 7 月至今，历任格力博有限首席财务官、顾问，格力博董事。

3）庄建清先生，1967 年出生，中国国籍，无境外永久居留权，硕士学历。1989 年 7 月至 1993 年 4 月，任南京化学工业公司工程师；1993 年 4 月至 2001 年 2 月，任江苏特灵电制冷机有限公司品质总监兼质保工程师；2001 年 2 月至 2011 年 10 月，任百得（苏州）科技有限公司执行总监；2011 年 10 月至 2015 年 8 月，任浙江史密斯医学仪器有限公司运营与研发高级总监；2015 年 8 月至 2017 年 2 月，任上海逸思医疗科技有限公司运营副总裁；2017 年 3 月至今，历任格力博及格力博有限高级运营副总裁、副总经理、董事。

4）宋琼丽女士，1980 年出生，中国国籍，无境外永久居留权，硕士学历。2002 年 6 月至 2005 年 8 月，任海尔集团公司物流事业部会计主管；2005 年 8 月至 2006 年 3 月，任青岛中达燕宝汽车销售有限公司会计主管；2006 年 3 月至今，任安德烈斯蒂尔动力工具（青岛）有限公司财务总监；2020 年 4 月至今，任格力博董事。

5）任海峙女士，1972 年出生，中国国籍，无境外永久居留权，硕士学历。1992 年 8 月至今，历任上海立信会计金融学院会计学院助教、讲师、副教授；2016 年 4 月至 2022 年 4 月，任浙江天宇药业股份有限公司独立董事；2017 年 9 月至今，任今创集团股份有限公司独立董事；2019 年 3 月至今，任上海观安信息技术股份有限公司独立董事；2020 年 4 月至今，任上海南方模式生物科技股份有限公司独立董事；2022 年 8 月至今，任江苏常荣电器股份有限公司独立董事；2020 年 9 月至今，任格力博独立董事。

6）肖波先生，1968 年出生，中国国籍，无境外永久居留权，硕士学历。1989 年 8 月至 1991 年 11 月，任国营沙洲棉纺织厂（现名称“张家港市振丰棉纺织厂”）会计；1991 年 12 月至 1998 年 8 月，任苏州天和会计师事务所有限公司注册会计师；1998 年 9 月至 2002 年 8 月，任江苏竹辉律师事务所律师；2005 年 2 月至 2007 年 2 月，任上海市郑传本律师事务所律师；2007 年 2 月至 2010 年 1 月，任上海泽衡律师事务所主任律师；2010 年 2 月至 2018 年 2 月，任上海肖波律师事务所主任律师；2012 年 9 月至 2018 年 10 月，任创元科技股份有限公司独立董事；2012 年 12 月至 2014 年 10 月，任宁波福尔达智能科技股份有限公司独立董事；2013 年 5 月至 2018 年 1 月，任苏州新颖新材料科技股份有限公司独立董事；2013 年 5 月至 2019 年 7 月，任江苏神通阀门股份有限公司独立董事；2014 年 5 月至 2020 年 5 月，任苏州龙杰特种纤维股份有限公司独立董事；2016 年 7 月至 2019 年 12 月，任苏州华之杰电讯股份有限公司董事；2017 年 7 月至 2019 年 3 月，任江苏荣成环保科技股份有限公司独立董事；2009 年 8 月至今，任上海立润税务咨询有限公司监事；2015 年 6 月至 2021 年 6 月，任苏州巨峰电气绝缘系统股份有限公司独立董事；2017 年 3 月至今，任上海侃拓商务咨询中心（有限合伙）执行事务合伙人；2018 年 3 月至今，任上海市锦天城律师事务所高级合伙人；2019 年 3 月至今，任苏州国芯科技股份有限公司独立董事；2020 年 9 月至今，任格力博独立董事。

7）莫申江先生，1984 年出生，中国国籍，无境外永久居留权，博士学历。2012 年 12 月至 2016 年 7 月，任中山大学岭南（大学）学院经济管理系助理教授；2016 年 8 月至今，历任浙江大学管理学院讲师、副教授、教授；2020 年 9 月至今，任格力博独立董事。

（2）监事会成员

1）高乃新先生，1967 年生，中国国籍，无境外永久居留权，大专学历。1989 年 7 月至 2000 年 4 月，任国营山西冲压厂（国营第五四四九厂）技术员；2000 年 4 月至 2003 年 7 月，任联翔机电（上海）有限公司工程师；2003 年 7 月至 2006 年 6 月，任上海宏友工业有限公司工程师；2006 年 6 月至 2016 年 12 月历任格力博有限工程部经理、技术总监、项目总监；2016 年 12 月至 2019 年 6 月任博康电子厂长；2019 年 6 月至今历任格力博有限及格力博技术总监、监事。

2）吴林冲先生，1982 年生，中国国籍，无境外永久居留权，本科学历。2005 年 7 月至 2006 年 11 月，任常州雷利电器有限公司技术员；2006 年 11 月至今，历任格力博有限及格力博技术员、技术经理、发电机组/空压机组/车业组业务经理、车业项目部项目经理、车业项目部副部长、监事。

3）沈晓燕女士，1987 年生，中国国籍，无境外永久居留权，硕士学历。2014 年 8 月至 2014 年 12 月，DLA Piper（欧华）英国利兹分所律师助理；2014 年 12 月至 2017 年 10 月，任北京市竞天公诚律师事务所上海分所律师；2017 年 10 月至 2019 年 5 月，任华住酒店管理有限公司投资部法务经理；2019 年 5 月至 2020 年 8 月，任 ESR Cayman Limited 法务部法务经理；2020 年 9 月至今，历任格力博高级法务经理、职工代表监事。

（3）非董事高级管理人员

徐友涛先生，1981 年生，中国国籍，无境外永久居留权，硕士学历。2004 年 5 月至 2006 年 1 月南京汽车集团公司成本会计。2006 年 1 月至 2008 年 1 月德司达（南京）染料有限公司高级成本会计。2008 年 1 月至 2011 年 8 月常州高博能源有限公司成本主管。2011 年 8 月至 2022 年 10 月森萨塔科技（常州）有限公司全球运营财务总监。2022 年 10 月至今任格力博财务副总裁、财务总监、代行董事会秘书职责。

在股东单位任职情况

☑适用 □不适用

任职人员姓名	股东单位名称	在股东单位担任的职务	任期起始日期	任期终止日期	在股东单位是否领取报酬津贴
陈寅	GLOBE HOLDINGS (HONG KONG) CO., LIMITED	董事	2015 年 11 月 30 日		是
LAWRENCE LEE	GLOBE HOLDINGS (HONG KONG) CO., LIMITED	董事	2018 年 01 月 01 日		否
在股东单位任职情况的说明	GLOBE HOLDINGS (HONG KONG) CO., LIMITED 持有公司 52.5748%股权，为公司控股股东，陈寅先生、LAWRENCE LEE 先生为 GHHK 董事。				

在其他单位任职情况

☑适用 □不适用

任职人员姓名	其他单位名称	在其他单位担任的职务	任期起始日期	任期终止日期	在其他单位是否领取报酬津贴
陈寅	Greenworks Holdings	董事	2016 年 04 月 28 日		否

	Limited				
陈寅	Artzone Asia Limited	董事	2014 年 03 月 01 日		否
陈寅	SCARPAR GLOBAL LIMITED	董事	2014 年 11 月 21 日		否
陈寅	上海和百瑞商业有限公司	副董事长	2016 年 11 月 15 日		否
陈寅	宁波广予企业管理合伙企业（有限合伙）	执行事务合伙人	2020 年 05 月 06 日		否
陈寅	宁波广茂企业管理合伙企业（有限合伙）	执行事务合伙人	2020 年 05 月 06 日		否
陈寅	宁波慧好企业管理合伙企业（有限合伙）	执行事务合伙人	2020 年 05 月 06 日		否
LAWRENCE LEE	惠生工程技术服务有限公司	独立非执行董事	2015 年 03 月 30 日		是
LAWRENCE LEE	万峰石材科技股份有限公司	监事	2011 年 01 月 18 日		否
LAWRENCE LEE	上海优也信息科技有限公司	董事	2021 年 02 月 02 日		否
宋琼丽	安德烈斯蒂尔动力工具（青岛）有限公司	财务总监	2006 年 03 月 20 日		是
任海峙	上海立信会计金融学院	副教授	2009 年 01 月 19 日		是
任海峙	今创集团股份有限公司	独立董事	2017 年 09 月 19 日		是
任海峙	上海观安信息技术股份有限公司	独立董事	2019 年 03 月 12 日		是
任海峙	上海南方模式生物科技股份有限公司	独立董事	2020 年 04 月 01 日		是
任海峙	江苏常荣电器股份有限公司	独立董事	2022 年 08 月 22 日		是
任海峙	浙江天宇药业股份有限公司	独立董事	2016 年 04 月 21 日	2022 年 05 月 13 日	是
肖波	上海市锦天城律师事务所	高级合伙人	2018 年 03 月 10 日		是
肖波	上海立润税务咨询有限公司	监事	2009 年 08 月 10 日		否
肖波	上海侃拓商务咨询中心（有限合伙）	执行事务合伙人	2017 年 03 月 01 日		否
肖波	苏州国芯科技股份有限公司	独立董事	2019 年 03 月 01 日		是
莫申江	浙江大学	教授	2016 年 08 月 01 日		是

公司现任及报告期内离任董事、监事和高级管理人员近三年证券监管机构处罚的情况

□适用 ☑不适用

3、董事、监事、高级管理人员报酬情况

董事、监事、高级管理人员报酬的决策程序、确定依据、实际支付情况

（一） 决策程序

公司董事、监事报酬经董事会、监事会审议并经股东大会批准确定，高级管理人员薪酬经董事会批准执行。

（二） 确定依据

公司独立董事根据《独立董事津贴制度》，在公司领取独立董事津贴；在公司承担具体职务的董事、监事及高级管理人员，以其在公司担任的职务按照相关薪酬管理制度确定薪酬，不另外发放津贴；未在公司担任其他职务的外部董事（独立董事除外）不在公司领薪。

（三） 实际支付情况

报告期内，董事、监事及高级管理人员的报酬均已实际全额支付。

公司报告期内董事、监事和高级管理人员报酬情况

单位：万元

姓名	职务	性别	年龄	任职状态	从公司获得的税前报酬总额	是否在公司关联方获取报酬
陈寅	董事长、总经理	男	50	现任	124.34	是
LAWRENCE LEE	董事	男	59	现任	81.92	否
崔鹏	董事、财务总监	男	46	离任	118.67	否
宋琼丽	董事	女	43	现任	0	是
任海峙	独立董事	女	51	现任	8	否
肖波	独立董事	男	55	现任	8	否
莫申江	独立董事	男	38	现任	8	否
高乃新	监事会主席	男	55	现任	52.71	否
吴林冲	监事	男	40	现任	32	否
沈晓燕	职工代表监事	女	35	现任	36.26	否
庄建清	董事、副总经理	男	55	现任	214.8	否
季正华	董事会秘书	男	33	离任	40.37	否
徐友涛	财务总监、董事会秘书（代行）	男	42	现任	19.85	否
合计	--	--	--	--	744.92	--

八、报告期内董事履行职责的情况

1、本报告期董事会情况

会议届次	召开日期	披露日期	会议决议
第一届董事会第十五次会议	2022 年 03 月 02 日		1、《关于变更公司经营范围并修订<公司章程>相关条款的议案》 2、《关于召开 2022 年第一次临时股东大会的议案》
第一届董事会第十六次会议	2022 年 03 月 25 日		1、《关于确认公司 2021 年

			年度（2021 年 1 月 1 日－2021 年 12 月 31 日）财务报告的议案》 2、《关于确认公司 2021 年度（2021 年 1 月 1 日－2021 年 12 月 31 日）关联交易事项的议案》 3、《公司 2021 年度总经理工作报告》 4、《公司 2021 年度董事会工作报告》 5、《公司 2022 年度财务预算报告》 6、《公司 2021 年度利润分配预案》 7、《关于续聘公司 2022 年财务审计机构的议案》 8、《关于审核公司董事、高级管理人员薪酬的议案》 9、《关于公司 2022 年度预计日常关联交易的议案》 10、《关于公司及控股子公司 2022 年度向银行申请融资额度及担保事项的议案》 11、《关于公司 2022 年度以闲置资金购买理财产品的议案》 12、《关于召开 2021 年度股东大会的议案》
第一届董事会第十七次会议	2022 年 06 月 26 日		1、《关于组建银团贷款的议案》 2、《关于召开 2022 年第二次临时股东大会的议案》
第一届董事会第十八次会议	2022 年 09 月 09 日		1、《关于前次财务报表调整的情况说明的议案》 2、《关于确认公司 2019 年度、2020 年度及 2021 年度财务报告的议案》 3、《关于审议<申报财务报表与原始财务报表差异比较表的专项说明>的议案》 4、《关于计提商誉减值准备的议案》 5、《关于召开 2022 年第三次临时股东大会的议案》
第一届董事会第十九次会议	2022 年 09 月 21 日		1、《关于确认公司 2022 年半年度（2022 年 1 月 1 日—2022 年 6 月 30 日）关联交易事项的议案》 2、《关于确认公司 2022 年半年度（2022 年 1 月 1 日—2022 年 6 月 30 日）财务报告的议案》 3、《关于确认公司 2022 年半年度（2022 年 1 月 1 日—2022 年 6 月 30 日）内部控制自我评价报告的议案》 4、《关于变更公司英文名称

			并修订<公司章程>相关条款的议案》 5、《关于开立募集资金账户的议案》 6、《关于召开 2022 年第四次临时股东大会的议案》

2、董事出席董事会及股东大会的情况

董事出席董事会及股东大会的情况							
董事姓名	本报告期应参加董事会次数	现场出席董事会次数	以通讯方式参加董事会次数	委托出席董事会次数	缺席董事会次数	是否连续两次未亲自参加董事会会议	出席股东大会次数
陈寅	5	3	2	0	0	否	5
LAWRENCE LEE	5	5	0	0	0	否	5
崔鹏	5	5	0	0	0	否	5
宋琼丽	5	0	5	0	0	否	5
任海峙	5	0	5	0	0	否	5
肖波	5	0	5	0	0	否	5
莫申江	5	0	5	0	0	否	5

连续两次未亲自出席董事会的说明

不适用。

3、董事对公司有关事项提出异议的情况

董事对公司有关事项是否提出异议

□是 ☑否

报告期内董事对公司有关事项未提出异议。

4、董事履行职责的其他说明

董事对公司有关建议是否被采纳

☑是 □否

董事对公司有关建议被采纳或未被采纳的说明

公司全体董事恪尽职守、勤勉尽责，能够主动关注公司经营管理情况、财务状况及其他对公司发展具有重大影响的事项，对提交董事会审议的各项议案均能深入讨论、各抒己见，为公司的经营发展积极提出建议，在作出决策时充分考虑了中小股东的利益和诉求，切实增强了董事会决策的科学性，推动公司经营项工作的持续、稳定、健康发展。

九、董事会下设专门委员会在报告期内的情况

委员会名称	成员情况	召开会议次数	召开日期	会议内容	提出的重要意见和建议	其他履行职责的情况	异议事项具体情况（如有）
审计委员会	任海峙、肖	3	2022 年 03	1.《关于确	审计委员会	不适用	不适用

	波、崔鹏		月 15 日	认公司 2021 年度（2021 年 1 月 1 日－2021 年 12 月 31 日）关联交易事项的议案》 2.《公司 2021 年度利润分配预案》 3.《关于续聘公司 2022 年财务审计机构的议案》 4.《关于公司 2022 年度预计日常关联交易的议案》	严格按照相关规定开展工作，对审议事项表示一致同意。		
			2022 年 09 月 04 日	1、《关于前次财务报表调整的情况说明的议案》 2、《关于确认公司 2019 年度、2020 年度及 2021 年度财务报告的议案》 3、《关于审议<申报财务报表与原始财务报表差异比较表的专项说明>的议案》 4、《关于计提商誉减值准备的议案》	审计委员会严格按照相关规定开展工作，对审议事项表示一致同意。	不适用	不适用
			2022 年 09 月 11 日	1、《关于确认公司 2022 年半年度（2022 年 1 月 1 日—2022 年 6 月 30 日）关联交易事项的议案》 2、《关于确认公司 2022 年半年度（2022 年 1	审计委员会严格按照相关规定开展工作，对审议事项表示一致同意。	不适用	不适用

				月 1 日—2022 年 6 月 30 日）财务报告的议案》 3、《关于确认公司 2022 年半年度（2022 年 1 月 1 日—2022 年 6 月 30 日）内部控制自我评价报告的议案》			
薪酬与考核委员会	莫申江、肖波、LAWRENCE LEE	1	2022 年 03 月 15 日	1.《关于审核公司董事、高级管理人员薪酬的议案》	薪酬与考核委员会严格按照相关规定开展工作，对审议事项表示一致同意。	不适用	不适用
战略委员会	陈寅、LAWRENCE LEE、莫申江	2	2022 年 03 月 15 日	1.《关于公司及控股子公司 2022 年度向银行申请融资额度及担保事项的议案》 2.《关于公司 2022 年度以闲置资金购买理财产品的议案》	战略委员会严格按照相关规定开展工作，对审议事项表示一致同意。	不适用	不适用
			2022 年 06 月 26 日	1、《关于组建银团贷款的议案》	战略委员会严格按照相关规定开展工作，对审议事项表示一致同意。	不适用	不适用

十、监事会工作情况

监事会在报告期内的监督活动中发现公司是否存在风险

□是 ☑否

监事会对报告期内的监督事项无异议。

十一、公司员工情况

1、员工数量、专业构成及教育程度

报告期末母公司在职员工的数量（人）	1,942
报告期末主要子公司在职员工的数量（人）	3,324

报告期末在职员工的数量合计（人）	5,266
当期领取薪酬员工总人数（人）	5,266
母公司及主要子公司需承担费用的离退休职工人数（人）	90
专业构成	
专业构成类别	专业构成人数（人）
生产人员	3,243
销售人员	233
技术人员	1,139
财务人员	73
行政人员	531
采购人员	47
合计	5,266
教育程度	
教育程度类别	数量（人）
博士	2
硕士	153
本科	1,040
大专	697
大专以下	3,374
合计	5,266

2、薪酬政策

公司严格遵守国家劳动法律法规政策，建立规范的薪酬体系，以更好地吸引、保留和激励人才，为公司发展提供人力资源保障，助力公司经营目标的达成。公司薪酬体系设计以岗位价值及业绩为原则导向，参照行业市场薪酬水平，提供具有竞争力的薪酬福利。公司实行基础工资和绩效工资相结合的内部工资分配方法，进一步强化绩效与激励的对应关系，并制定相关制度，以规范公司的薪酬体系。

3、培训计划

公司高度重视人才培养与发展，致力创造重视学习及发展的环境，为打造学习型组织做好夯实的基础工作，让员工在工作中不断成长、持续提升、迎接未来新挑战。公司积极培养内部讲师，全方位提升全员素质和业务技能。

报告期内，全年公司共组织培训 325 场，共计 24270 人次参加培训，总课时累计达 34236 小时。公司 2022 年的培训管理工作围绕新员工融入、管培生培养计划、英语培训、班组长培训等多维度开展。对新员工设置了全面的入职计划，从程序文件、岗位教材、导师传帮带、绩效目标、跨部门学习等安排，助力新人的成长；针对管培生制定了培养计划，以便于其快速融入公司和团队，为公司的持续发展提供人才支持保障；组织了英语培训，测学练考评，实现关键人群的高效培养；聚焦班组长培训，提供了课堂学习、行动学习、学以致用的完整培养体系。

4、劳务外包情况

☑适用 □不适用

劳务外包的工时总数（小时）	2,087,405
劳务外包支付的报酬总额（元）	59,558,578.87

十二、公司利润分配及资本公积金转增股本情况

报告期内利润分配政策，特别是现金分红政策的制定、执行或调整情况

☑适用 □不适用

公司首次公开发行股票并上市后适用的《公司章程》第一百六十四条规定了公司利润分配政策，包括公司现金分红的条件和比例等。具体内容如下：

（一）公司的利润分配政策

1、利润分配原则：公司应当执行稳定、持续的利润分配政策，利润分配应当重视对投资者的合理投资回报并兼顾公司的可持续发展。公司利润分配不得超过累计可分配利润范围。

2、利润分配形式：公司利润分配可采取现金、股票、现金股票相结合或者法律许可的其他方式。

3、中期利润分配：在有条件的情况下，公司可以进行中期利润分配。

4、现金利润分配：在公司当年经审计的净利润为正数且符合《公司法》规定的利润分配条件的情况下，如无重大投资计划或重大现金支出发生，公司每年度采取的利润分配方式中应当含有现金分配方式，且公司每年以现金方式分配的利润应不低于当年实现的可供分配利润的 10%。

5、股票利润分配：公司在实施以现金方式分配利润的同时，可以以股票方式分配利润。公司在确定以股票方式分配利润的具体金额时，应充分考虑以股票方式分配利润后的总股本是否与公司目前的经营规模相适应，并考虑对未来债权融资成本的影响，以确保分配方案符合全体股东的整体利益。

6、如公司董事会做出不实施利润分配或实施利润分配的方案中不含现金分配方式决定的，应就其作出不实施利润分配或实施利润分配的方案中不含现金分配方式的理由，在定期报告中予以披露，公司独立董事应对此发表独立意见。

7、公司的利润分配政策不得随意变更。如现行政策与公司生产经营情况、投资规划和长期发展的需要确实发生冲突的，可以调整利润分配政策。调整利润分配政策应广泛征求独立董事、监事、公众投资者的意见，调整后的利润分配政策不得违反中国证监会和证券交易所的有关规定，有关调整利润分配政策的议案需经公司董事会审议后提交公司股东大会批准。

重大投资计划或重大现金支出指以下情形之一：（1）公司未来十二个月内拟对外投资、收购资产或购买设备累计支出达到或超过公司最近一期经审计净资产的 50%，且超过 5,000 万元；（2）公司未来十二个月内拟对外投资、收购资产或购买设备累计支出达到或超过公司最近一期经审计总资产的 30%。

（二）公司的差异化现金分红政策

公司董事会应当综合考虑公司所处行业特点、发展阶段、自身经营模式、盈利水平以及是否有重大资金支出安排等因素，区分下列情形，并按照本章程规定的程序，提出差异化的现金分红政策：

1、公司发展阶段属成熟期且无重大资金支出安排的，进行利润分配时，现金分红在本次利润分配中所占比例最低应达到 80%；

2、公司发展阶段属成熟期且有重大资金支出安排的，进行利润分配时，现金分红在本次利润分配中所占比例最低应达到 40%；

3、公司发展阶段属成长期且有重大资金支出安排的，进行利润分配时，现金分红在本次利润分配中所占比例最低应达到 20%。

公司董事会认为公司发展阶段不易区分但有重大资金支出安排的，适用本款规定。

（三）公司的利润分配政策决策程序

1、公司的利润分配政策由董事会拟定，提请股东大会审议。

2、独立董事及监事会应当对提请股东大会审议的利润分配政策进行审核并出具书面审核意见。

3、公司根据生产经营情况、投资规划和长期发展的需要，需调整利润分配政策的，调整后的利润分配政策不得违反中国证监会和证券交易所的有关规定。董事会认为需要调整利润分配政策时，可以提交利润分配政策调整方案供股东大会审议，公司可以采取网络投票方式等方式为中小股东参加股东大会提供便利。

4、存在股东违规占用公司资金情况的，公司在进行利润分配时，应当扣减该股东所分配的现金红利，以偿还其占用的资金。

现金分红政策的专项说明	
是否符合公司章程的规定或股东大会决议的要求：	是
分红标准和比例是否明确和清晰：	是
相关的决策程序和机制是否完备：	是
独立董事是否履职尽责并发挥了应有的作用：	是
中小股东是否有充分表达意见和诉求的机会，其合法权益是否得到了充分保护：	是
现金分红政策进行调整或变更的，条件及程序是否合规、透明：	不适用

公司报告期利润分配预案及资本公积金转增股本预案与公司章程和分红管理办法等的相关规定一致

☑是 □否 □不适用

公司报告期利润分配预案及资本公积金转增股本预案符合公司章程等的相关规定。

本年度利润分配及资本公积金转增股本情况

每 10 股送红股数（股）	0
每 10 股派息数（元）（含税）	0.617
每 10 股转增数（股）	0
分配预案的股本基数（股）	486,161,968
现金分红金额（元）（含税）	29,996,193.43
以其他方式（如回购股份）现金分红金额（元）	0.00
现金分红总额（含其他方式）（元）	29,996,193.43

可分配利润（元）	313,885,359.15
现金分红总额（含其他方式）占利润分配总额的比例	100.00%
本次现金分红情况	
其他	
利润分配或资本公积金转增预案的详细情况说明	
公司 2022 年度利润分配预案为：拟以公司现有总股本 486,161,968 股为基数，向全体股东每 10 股派发现金 0.617 元（含税），共计派发现金红利 29,996,193.43 元（含税）。本次利润分配预案实施后，公司剩余未分配利润结转至以后年度，本年度不送红股，不以资本公积转增股本。 若在本次利润分配预案披露之日起至实施权益分派股权登记日期间公司总股本发生变动的，公司则以未来实施分配预案时股权登记日的总股本为基数，按照现金分红分配比例不变的原则对现金分红总额进行相应调整。	

公司报告期内盈利且母公司可供股东分配利润为正但未提出现金红利分配预案

□适用 ☑不适用

十三、公司股权激励计划、员工持股计划或其他员工激励措施的实施情况

□适用 ☑不适用

公司报告期无股权激励计划、员工持股计划或其他员工激励措施及其实施情况。

十四、报告期内的内部控制制度建设及实施情况

1、内部控制建设及实施情况

报告期内公司根据《企业内部控制基本规范》及其配套指引的规定，对内部控制体系进行适时的更新和完善，建立一套设计科学、简洁适用、运行有效的内部控制体系，并由审计委员会、内部审计部门共同组成公司的风险内控管理组织体系，对公司的内部控制管理进行监督与评价。公司通过内部控制体系的运行、分析与评价，有效防范了经营管理中的风险，促进了内部控制目标的实现。

2、报告期内发现的内部控制重大缺陷的具体情况

□是 ☑否

十五、公司报告期内对子公司的管理控制情况

公司名称	整合计划	整合进展	整合中遇到的问题	已采取的解决措施	解决进展	后续解决计划
不适用	不适用	不适用	不适用	不适用	不适用	不适用

十六、内部控制自我评价报告或内部控制审计报告

1、内控自我评价报告

内部控制评价报告全文披露日期	2023 年 04 月 28 日
内部控制评价报告全文披露索引	巨潮资讯网（ http://www.cninfo.com.cn）
纳入评价范围单位资产总额占公司合并财务报表资产总额的比例	100.00%
纳入评价范围单位营业收入占公司合并财务报表营业收入的比例	100.00%

缺陷认定标准		
类别	财务报告	非财务报告
定性标准	公司确定的财务报告内部控制缺陷评价的定性标准如下： 1、重大缺陷 （1）董事、监事和高级管理人员舞弊； （2）严重违反法律法规的要求； （3）对已经公告的财务报告出现的重大差错进行错报更正； （4）审计委员会以及内审内控部对财务报告内部控制监督无效； （5）注册会计师发现财务报告存在重大错报，而内部控制在运行过程中未能发现该错报。 2、重要缺陷 （1）未依照公认会计准则选择和应用会计政策； （2）未建立反舞弊程序和控制措施； （3）对于非常规或特殊交易的账务处理没有建立相应的控制机制或没有实施且没有相应的补偿性控制； （4）对于期末财务报告过程的控制存在一项或多项缺陷且不能合理保证编制的财务报表达到真实、准确的目标。 3、一般缺陷 除上述重大缺陷、重要缺陷之外的其他控制缺陷。	公司确定的非财务报告内部控制缺陷评价的定性标准如下： 1、重大缺陷 （1）公司决策程序导致重大失误； （2）媒体频现负面新闻，涉及面广且负面影响一直未能消除； （3）公司重要业务缺乏制度控制或制度体系失效； （4）公司经营活动严重违反国家法律法规； （5）中高级管理人员、核心技术人员、业务人员严重流失； （6）公司遭受证监会处罚或证券交易所警告。 2、重要缺陷 （1）公司决策程序导致出现一般失误； （2）媒体出现负面新闻，但能及时消除； （3）公司重要业务制度或系统存在缺陷； （4）公司内部控制重要或一般缺陷未得到整改； （5）公司人员违反企业内部规章，形成较大损失。 3、一般缺陷 除上述重大缺陷、重要缺陷之外的其他产生一般影响或造成轻微损失的控制缺陷。
定量标准	公司确定的财务报告内部控制缺陷评价的定量标准如下： 营业收入潜在错报：重大缺陷：错报金额>营业收入的 5%；重要缺陷：营业收入的 3%<错报金额≤营业收入的 5%；一般缺陷:错报金额≤营业收入的 3%。资产总额潜在错报：重大缺陷：错报金额>资产总额的 2%；重要缺陷：资产总额的 1%<错报金额≤资产总额的 2%；一般缺陷:错报金额≤资产总额的 1%。	公司确定的非财务报告内部控制缺陷评价的定量标准如下： 直接财产损失金额：重大缺陷：错报>1000 万元；重要缺陷：500 万元<错报≤1000 万元；一般缺陷:错报≤500 万元。
财务报告重大缺陷数量（个）	0	
非财务报告重大缺陷数量（个）	0	
财务报告重要缺陷数量（个）	0	
非财务报告重要缺陷数量（个）	0	

2、内部控制审计报告或鉴证报告

不适用

十七、上市公司治理专项行动自查问题整改情况

不适用

第五节 环境和社会责任

一、重大环保问题

上市公司及其子公司是否属于环境保护部门公布的重点排污单位

□是 ☑否

报告期内因环境问题受到行政处罚的情况

公司或子公司名称	处罚原因	违规情形	处罚结果	对上市公司生产经营的影响	公司的整改措施
不适用	不适用	不适用	不适用	不适用	不适用

参照重点排污单位披露的其他环境信息

不属于重点排污单位

在报告期内为减少其碳排放所采取的措施及效果

☑适用 □不适用

为响应国家对于节能减排的号召，公司建立了能源管理体系，制定了《能源管理程序》、《节水实施方案》等制度，将环保理念融入公司日常生产经营中。同时，公司积极设计绿色产品、建设绿色工厂、绿色供应链，推进绿色办公，以行动落实节能低碳理念。公司在产品设计和研发阶段充分考虑环境因素，积极推出绿色产品，不断提升产品环保属性，持续研发环保新工艺，从而减少材料浪费、环境污染和能源消耗；为助力打好污染防治攻坚战，公司制定了《废弃物管理控制程序》、《化学品管理控制程序》等相关规范，从而严格控制污染，最大化降低自身业务运营对环境的影响，实现绿色生产；公司按照能源低碳化、生产洁净化等原则，通过建设屋顶太阳能、使用电动叉车、自动化改造等举措，推动工厂绿色转型升级，实现绿色发展；公司围绕绿色办公理念，倡导系统升级，并与各部门协同支持，积极推进绿色办公意识在全公司的普及。

未披露其他环境信息的原因

不适用

二、社会责任情况

公司严格遵守国家法律法规及相关政策的规定，规范经营，致力于社会责任的履行。公司持续加强公司治理，完善内部运营管理，提高公司规范运作水平，以实现企业、投资者、员工和社会的共同成长和和谐发展。

（一）股东权益保护

公司严格按照《公司法》《证券法》《深圳证券交易所创业板股票上市规则》 《上市公司信息披露管理办法》等法律法规和规范性文件的要求，不断完善公司治理机制，建立健全公司内部管理和控制制度，组织协调各职能部门工作，持续深入开展公司治理活动，促进公司规范运作，提高公司治理水平。并将严格履行信息披露义务，充分保障投资者的各项权益。

（二）职工权益保护

公司遵守《中华人民共和国劳动法》 《中华人民共和国劳动合同法》 等相关法律法规的规定，严格执行国家用工制度、劳动保护制度、社会保障制度和医疗保障制度，保障员工的合法权益。公司不断完善劳动用工与福利保障的相关管理制度，尊重和维护员工的个人权益，为职工提供公平的晋升机会，为职工提供必要的职业培训和发展机会，帮助职工提高职业技能和能力，并建立了较为完善的薪酬管理和绩效考核体系。

（三）客户及供应商权益保护

公司制定了《供应商选择与评价程序》《供应商综合考评管理办法》等内控制度，建立完善的供应商选择与管理体系，并保障供应商合法权益，已实现与供应商合作共赢、共同发展。公司与多家客户建立了长期稳定的战略合作关系，为客户提供优质的产品和服务，确保产品的质量和安全性，构建沟通协调、互利共赢的客户体系。

（四）环境保护与可持续发展

公司将绿色理念融入日常生产经营中，通过完善能源管理体系、制定一系列环保制度、推广绿色产品、建设绿色工厂和供应链以及推进绿色办公，积极落实节能减排的任务，为环境保护事业做出积极贡献，并实现公司的可持续发展。

（五）社会公益事业

公司一直努力为地方经济社会的和谐发展贡献自己的力量，积极参与社会公益事业和各项公益活动。报告期内，公司累计捐款近 20 万元，为东华大学捐赠防疫物资等。

三、巩固拓展脱贫攻坚成果、乡村振兴的情况

不适用

第六节 重要事项

一、承诺事项履行情况

1、公司实际控制人、股东、关联方、收购人以及公司等承诺相关方在报告期内履行完毕及截至报告期末尚未履行完毕的承诺事项

☑适用 □不适用

承诺事由	承诺方	承诺类型	承诺内容	承诺时间	承诺期限	履行情况
收购报告书或权益变动报告书中所作承诺	不适用					
资产重组时所作承诺	不适用					
首次公开发行或再融资时所作承诺	GLOBE HOLDINGS （HONG KONG） CO., LIMITED	股份限售承诺	（1）自发行人首次公开发行股票上市之日起 36 个月内，不转让或者委托他人管理本公司直接或间接持有的首发前股份，也不由发行人回购该等股份。 （2）发行人首次公开发行股票上市后 6 个月内，如股票连续 20 个交易日的收盘价均低于首次公开发行价格，或者上市后 6 个月期末（如该日不是交易日，则为该日后第 1 个交易日）收盘价低于首次公开发行价格，本公司持有首发前股份的锁定期限在原有锁定期限基础上自动延长 6 个月。自发行人股票上市至本公司减持期间，发行人如有权益分派、	2023 年 02 月 08 日	2026 年 08 月 07 日	正常履行中

			公积金转增股本、配股等除权除息事项，则发行价格将进行相应调整。 （3）若因公司进行权益分派等导致本公司持有的发行人股份发生变化的，就该类事项导致本公司新增股份仍适用上述承诺。 （4）本公司转让所持有的发行人股份，应遵守法律法规、中国证监会及深圳证券交易所相关规则的规定。 （5）本公司在锁定期届满后减持公司首发前股份的，减持方式、减持价格、减持程序需严格遵守《中华人民共和国公司法》、《中华人民共和国证券法》、《上市公司股东、董监高减持股份的若干规定》、《深圳证券交易所创业板股票上市规则》及《深圳证券交易所上市公司股东及董事、监事、高级管理人员减持股份实施细则》等法律、法规、规范性文件关于股份减持及信息披露的规定。如法律法规、规范性文件对减持股份相关事项的规定发生变化时，按照			

			相关规定执行。			
	骏马企業有限公司	股份限售承诺	（1）本公司自发行人首次公开发行股票申请前 12 个月内通过增资入股的股份，自完成增资工商变更登记之日起 36 个月内且自发行人首次公开发行股票上市之日起 12 个月内，不转让或者委托他人管理本公司直接或间接持有的首发前股份，也不由发行人回购该等股份。 （2）若因公司进行权益分派等导致本公司持有的公司股份发生变化的，就该类事项导致本公司新增股份仍适用上述承诺。 （3）本公司转让所持有的发行人股份，应遵守法律法规、中国证监会及深圳证券交易所相关规则的规定。 （4）本公司在锁定期届满后减持公司首发前股份的，减持方式、减持价格、减持程序需严格遵守《中华人民共和国公司法》、《中华人民共和国证券法》、《上市公司股东、董监高减持股份的若干规定》、《深圳证券交易所创业板股票上市规则》	2023 年 02 月 08 日	2024 年 02 月 07 日	正常履行中

			及《深圳证券交易所上市公司股东及董事、监事、高级管理人员减持股份实施细则》等法律、法规、规范性文件关于股份减持及信息披露的规定。如法律法规、规范性文件对减持股份相关事项的规定发生变化时，按照相关规定执行。			
	陈寅	股份限售承诺	（1）自发行人首次公开发行股票上市之日起 36 个月内，不转让或者委托他人管理本人直接或间接持有的首发前股份，也不由发行人回购该等股份。（2）发行人首次公开发行股票上市后 6 个月内，如股票连续 20 个交易日的收盘价均低于首次公开发行价格，或者上市后 6 个月期末（如该日不是交易日，则为该日后第 1 个交易日）收盘价低于首次公开发行价格，本人持有首发前股份的锁定期限在原有锁定期限基础上自动延长 6 个月。自发行人股票上市至本人减持期间，发行人如有权益分派、公积金转增股本、配股等除权除息事项，则发	2023 年 02 月 08 日	2026 年 08 月 07 日	正常履行中

			行价格将进行相应调整。 （3）本人在发行人担任董事、高级管理人员期间每年转让直接或间接持有的发行人股份不超过本人直接或间接持有发行人股份总数的 25%；在离职后半年内，本人不转让所直接或间接持有发行人的股份。本人所持发行人首发前股份限售期满之日起 4 年内，每年转让的上述股份不得超过上市时本人所持发行人首发前股份总数的 25%，减持比例可以累积使用。 （4）本人在发行人担任董事、高级管理人员任期届满前离职的，应当在本人就任时确定的任期内和任期届满后 6 个月内，遵守下列限制性规定： 1）每年转让的股份不得超过本人所持有本公司股份总数的 25%； 2）离职后半年内，不得转让本人所持本公司股份。 （5）若因公司进行权益分派等导致本人持有的公司股份发生变化的，就该类事项导致本人新增股份仍适用上述承诺。			

			（6）上述股份的流通限制及自愿锁定的承诺不因本人职务变更或离职等原因而终止。 （7）本人在锁定期届满后减持公司首发前股份的，减持方式、减持价格、减持程序需严格遵守《中华人民共和国公司法》、《中华人民共和国证券法》、《上市公司股东、董监高减持股份的若干规定》、《深圳证券交易所创业板股票上市规则》及《深圳证券交易所上市公司股东及董事、监事、高级管理人员减持股份实施细则》等法律、法规、规范性文件关于股份减持及信息披露的规定。如法律法规、规范性文件对减持股份相关事项的规定发生变化时，按照相关规定执行。 （8）如未履行上述承诺，本人将在股东大会及中国证监会指定的披露媒体上公开说明未履行承诺的具体原因并向公司股东和社会公众投资者道歉； （9）如未履行上述承诺，本人所持有的公司股份自未			

			履行上述承诺之日起 6 个月内不得减持。			
	LAWRENCE LEE、陈寅、崔鹏、高乃新、季正华、莫申江、任海峙、沈晓燕、宋琼丽、吴林冲、肖波、庄建清	分红承诺	为维护中小投资者的利益，本人承诺将严格按照《格力博（江苏）股份有限公司章程（草案）》规定的利润分配政策（包括现金分红政策）履行公司利润分配决策程序，并实施利润分配。本人承诺根据《格力博（江苏）股份有限公司章程（草案）》规定的利润分配政策（包括现金分红政策）在公司相关股东大会/董事会/监事会会议进行投票表决，并督促公司根据相关决议实施利润分配。	2023 年 02 月 08 日	长期	正常履行中
	GLOBE HOLDINGS （HONG KONG） CO., LIMITED、陈寅、駿馬企業有限公司	分红承诺	为维护中小投资者的利益，本公司/本人承诺将严格按照《格力博（江苏）股份有限公司章程（草案）》规定的利润分配政策（包括现金分红政策）履行公司利润分配决策程序，并实施利润分配。本公司/本人承诺根据《格力博（江苏）股份有限公司章程（草案）》规定的利润分配政策（包括现金分红政策）在公司相关股东大会/董事会会议进行投	2023 年 02 月 08 日	长期	正常履行中

			票表决，并督促公司根据相关决议实施利润分配。			
	格力博（江苏）股份有限公司	分红承诺	为维护中小投资者的利益，本公司承诺将严格按照《格力博（江苏）股份有限公司章程（草案）》规定的利润分配政策（包括现金分红政策）履行公司利润分配决策程序，并实施利润分配。	2023 年 02 月 08 日	长期	正常履行中
	骏马企業有限公司	关于关联交易、资金占用方面的承诺	本公司在作为公司关联方期间，本公司及本公司控制的企业与发行人之间产生关联业务往来或交易，将在平等、自愿的基础上，按照公平、公允和等价有偿的原则进行，交易价格将按照市场公认的合理价格确定。本公司将严格遵守发行人《公司章程》及《关联交易管理制度》等公司制度中关于关联交易事项的回避规定，所涉及的关联交易均将按照有关法律法规、规章、规范性法律文件及《公司章程》规定的决策程序进行，并将履行合法程序，及时对关联交易事项进行信息披露。必要时聘请中介机构对关联交易进行评估和咨	2023 年 02 月 08 日	长期	正常履行中

			询，提高关联交易公允度和透明度。本公司承诺不会利用关联交易转移、输送利润，不会通过发行人的经营决策权损害发行人及其他股东的合法权益。本公司承诺不利用发行人关联方地位，损害发行人及其他股东的合法利益。			
	GLOBE HOLDINGS （HONG KONG） CO., LIMITED、陈寅	关于同业竞争、关联交易、资金占用方面的承诺	1、关于避免同业竞争的承诺 发行人控股股东 GHHK 以及实际控制人陈寅承诺： （1）截至本承诺函出具之日，本企业/本人并未以任何方式直接或间接从事与格力博相竞争的业务，并未拥有与格力博可能产生同业竞争企业的任何股份、股权、出资份额等，或在任何格力博的竞争企业中有任何权益。 （2）本企业/本人控制的公司或其他组织将不在中国境内外以任何形式从事与格力博现有主要产品相同或相似产品的生产、加工及销售业务，包括不在中国境内外投资、收购、兼并与格力博现有主要业务有直接竞争的公司或者其他经	2023 年 02 月 08 日	长期	正常履行中

			济组织。 （3）本企业/本人在被法律法规认定为格力博的控股股东/实际控制人期间，若格力博今后从事新的业务领域，则本企业/本人控制的公司或其他组织将不在中国境内外以控股方式，或以参股但拥有实质控制权的方式从事与格力博新的业务领域有直接竞争的业务活动，包括在中国境内外投资、收购、兼并与格力博今后从事的新业务有直接竞争的公司或者其他经济组织。 （4）如若本企业/本人控制的公司或其他组织出现与格力博有直接竞争的经营业务情况时，格力博有权以优先收购或委托经营的方式将相竞争的业务集中到格力博经营。 （5）本企业/本人承诺不以格力博控股股东/实际控制人的地位谋求不正当利益，进而损害格力博其他股东的权益。 以上声明与承诺自本企业/本人签署之日起正式生效。此承诺为不可撤销的承诺，如因本企业/			

			本人及本人近亲属控制的公司或其他组织违反上述声明与承诺而导致发行人的权益受到损害的，则本企业/本人同意向发行人承担相应的损害赔偿责任。 2、关于减少和规范关联交易的承诺 本公司控股股东 GHHK、实际控制人陈寅承诺： 本公司/本人已按照证券监管法律、法规以及规范性文件的要求对发行人的关联方以及关联交易进行了完整、详尽披露。本人以及本人控制的其他企业与发行人之间不存在其他任何依照法律法规和中国证监会的有关规定应披露而未披露的关联交易。 本公司/本人在作为控股股东、发行人实际控制人期间，本人及本人控制的企业将尽量避免与发行人之间产生关联交易，对于不可避免发生的关联业务往来或交易，将在平等、自愿的基础上，按照公平、公允和等价有偿的原则进行，交易价格将按照市场			

			公认的合理价格确定。本公司/本人将严格遵守发行人《公司章程》及《关联交易管理制度》等文件中关于关联交易事项的回避规定，所涉及的关联交易均将按照规定的决策程序进行，并将履行合法程序，及时对关联交易事项进行信息披露。本公司/本人承诺不会利用关联交易转移、输送利润，不会通过发行人的经营决策权损害发行人及其他股东的合法权益。本公司/本人承诺不利用发行人的控股股东、实际控制人地位，损害发行人及其他股东的合法利益。			
	格力博（江苏）股份有限公司	稳定股价承诺	（1）发行人股票自首次上市交易之日起三年内，一旦出现连续 20 个交易日发行人股票收盘价均低于发行人最近一期经审计的每股净资产的情形时，发行人将依据相关法律、法规及有关规定，在保证不会导致发行人不符合上市条件且满足法律、法规和规范性文件关于增持、回购等相关规定的前提下启动稳定股价措施一回	2023 年 02 月 08 日	2026 年 02 月 07 日	正常履行中

			购公司股票。发行人最近一期审计基准日后，因利润分配、资本公积金转增股本、增发、配股等情况导致公司净资产或股票数量出现变化时，则每股净资产的金额应进行相应调整。 （2）发行人应当在前述情形发生（“稳定股价的启动条件”）之日起的 5 个交易日内召开董事会审议稳定股价具体方案，明确该等具体方案的实施期间，并在董事会审议通过该等方案后的 5 个交易日内启动稳定股价具体方案的实施。发行人董事会对回购股票作出决议，须经三分之二以上董事出席的董事会会议决议，并经全体董事三分之二以上通过。 （3）发行人为稳定股价之目的进行股票回购的，除应符合相关法律法规要求之外，还应符合下列各项： 1）回购股票的价格不高于每股净资产； 2）发行人单次用以回购股票的资金金额原则上不低于人民币 1,000 万元； 3）连续十二			

			个月内累计回购股票的数量不超过发行人发行后总股票的 2%； 4）发行人用于回购股票的资金总额累计不超过发行人本次发行上市所募集资金的总额。 （4）在稳定股价具体方案的实施期间，如出现连续 10 个交易日发行人股票收盘价均高于发行人经审计的每股净资产的情形，发行人将停止实施股价稳定措施。 若某一会计年度内发行人股价多次出现触发本承诺规定的股价稳定措施的情形（不包括发行人实施稳定股价措施期间及实施完毕当次稳定股价措施并公告日后开始计算的连续 40 个交易日股票收盘价仍低于最近一期经审计的每股净资产的情形），发行人将分别按照本承诺执行股价稳定措施，除非发行人出现股票回购方案约定的当年度可中止实施稳定股价措施的情形。 在某一会计年度发行人中止执行股价稳定措施的情况下，若下一年度继续出现触发本承诺规定			

			的稳定股价措施的情形时，发行人将继续按照本承诺执行。 （5）在发行人符合本承诺规定的回购股票的相关条件的情况下，发行人董事会应当综合考虑公司经营发展实际情况、发行人所处行业情况、发行人股价的二级市场表现情况、发行人现金流量状况、社会资金成本和外部融资环境等因素，制定稳定股价具体方案。 （6）发行人将依照相关法律、法规及公司章程的规定，及时履行相关法定程序后采取措施稳定股价，并保证股价稳定措施实施后，发行人仍符合上市条件。 （7）如发行人在触发稳定股价的启动条件后未及时采取稳定股价的具体措施，发行人将在股东大会及中国证券监督管理委员会指定报刊上公开说明未履行的具体原因并向股东和社会公众投资者道歉，并自愿接受主管机关对发行人股价稳定措施的制定、实施等进行监督。 （8）发行人			

			于上市后三年内新聘用的董事、高级管理人员须遵照本次发行上市时董事、高级管理人员已作出的稳定股价的承诺要求履行相关义务。			
	GLOBE HOLDINGS （HONG KONG） CO., LIMITED、陈寅	稳定股价承诺	公司股票自首次公开发行并上市之日起三年内，若非因不可抗力因素所致，如股价连续二十个交易日低于最近一期经审计的每股净资产（最近一期审计基准日后，因利润分配、资本公积金转增股本、增发、配股等除权除息事项导致公司净资产或股份总数发生变化的，每股净资产进行相应调整），即触及启动股价稳定措施的条件，本企业/本人应在发生上述情形后严格按照《公司首次公开发行股票并上市后三年内稳定股价预案》的规定启动稳定股价措施，并将根据公司股东大会批准的《公司首次公开发行股票并上市后三年内稳定股价预案》中的相关规定，在公司就回购股份事宜召开的股东大会上，对回购股份的相关决议投赞成票。	2023 年 02 月 08 日	2026 年 02 月 07 日	正常履行中

	LAWRENCE LEE、陈寅、崔鹏、季正华、宋琼丽、庄建清	稳定股价承诺	公司股票自首次公开发行并上市之日起三年内，若非因不可抗力因素所致，如收盘价连续二十个交易日低于上一会计年度经审计的每股净资产（因利润分配、资本公积金转增股本、增发、配股等除权除息事项导致公司净资产或股份总数发生变化的，每股净资产进行相应调整），即触及启动股价稳定措施的条件，公司董事、高级管理人员应在发生上述情形后，严格按照《公司首次公开发行股票并上市后三年内稳定股价预案》的规定启动稳定股价措施。 上述承诺对公司未来新任职的董事、高级管理人员具有同样的约束力。	2023 年 02 月 08 日	2026 年 02 月 07 日	正常履行中
	GLOBE HOLDINGS （HONG KONG） CO., LIMITED、陈寅	其他承诺	依法承担赔偿或赔偿责任的承诺： （1）本公司/本人将严格履行招股说明书披露的在首次公开发行股票并上市过程中所作出的全部公开承诺事项中的各项义务和责任。 （2）如果本公司/本人未履行招股说明书披露的承诺事项，本公司	2023 年 02 月 08 日	长期	正常履行中

			/本人将在股东大会及中国证监会指定报刊上公开说明未履行承诺的具体原因并向股东和社会公众投资者道歉，并向公司投资者提出补充承诺或替代承诺，以尽可能保护投资者的权益。 （3）如果本公司/本人违反股份锁定、持股意向及减持意向的承诺进行减持的，自愿将减持所得收益上缴发行人；本公司/本人因未履行或未及时履行相关承诺所获得的收益归发行人所有。 （4）如果因本公司/本人未履行相关承诺事项，致使投资者在证券交易中遭受损失的，本公司/本人将依法向投资者赔偿相关损失。在证券监督管理部门或其他有权部门认定应当承担责任后十日内，本公司/本人将启动赔偿投资者损失的相关工作。投资者损失根据与投资者协商确定的金额，或者依据证券监督管理部门、司法机关认定的方式或金额确定。 （5）如果本公司/本人未承担前述赔偿			

			责任，则本公司/本人持有的公司股份（扣除首次公开发行股票时老股转让股份）在本公司/本人履行完毕前述赔偿责任之前不得转让，同时公司有权扣减本公司/本人所获分配的现金分红用于承担前述赔偿责任。			
	格力博（江苏）股份有限公司	其他承诺	对欺诈发行上市的股份购回承诺： 公司符合创业板发行上市条件，公司申请本次发行上市相关申报文件不存在虚假记载、误导性陈述或重大遗漏，不存在任何欺诈发行的情形，公司对其真实性、准确性、完整性承担法律责任。 如公司本次发行上市相关申报文件被中国证监会等有权部门确认存在虚假记载、误导性陈述或者重大遗漏，对判断公司是否符合法律规定的发行条件构成重大、实质影响的，或存在欺诈发行上市情形的，公司将依法回购首次公开发行的全部新股。 如公司不符合发行上市条件，以欺骗手段骗取发行注册并已经发行上市的，公司	2023 年 02 月 08 日	长期	正常履行中

			将在中国证监会等有权部门确认后 5 个工作日内启动回购程序，回购公司已公开发行的全部新股；回购价格以发行价并加算银行同期存款利息和回购义务触发时点前最后一个交易日公司股票的收盘价孰高确定，并根据相关法律、法规和规范性文件规定的程序实施。 如公司本次发行上市相关申报文件有虚假记载、误导性陈述或者重大遗漏，或存在欺诈发行上市情形的，致使投资者在证券交易中遭受损失的，公司将依法赔偿投资者损失。有权获得赔偿的投资者资格、投资者损失的范围认定、赔偿主体之间的责任划分和免责事由按照《公司法》、《证券法》、中国证监会和证券交易所的相关规定以及《公司章程》的规定执行。			
	GLOBE HOLDINGS （HONG KONG） CO., LIMITED、陈寅	其他承诺	对欺诈发行上市的股份购回承诺： 公司符合创业板发行上市条件，公司申请本次发行上市相关申报文件不存在虚假记载、误导性陈述或重大遗	2023 年 02 月 08 日	长期	正常履行中

			漏，不存在任何欺诈发行的情形，公司对其真实性、准确性、完整性承担法律责任。 如公司本次发行上市相关申报文件被中国证监会等有权部门确认存在虚假记载、误导性陈述或者重大遗漏，对判断公司是否符合法律规定的发行条件构成重大、实质影响的，或存在欺诈发行上市情形的，本公司/本人将督促公司依法回购首次公开发行的全部新股。 如公司不符合发行上市条件，以欺骗手段骗取发行注册并已经发行上市的，公司将在中国证监会等有权部门确认后 5 个工作日内启动回购程序，回购公司已公开发行的全部新股；购回价格以发行价并加算银行同期存款利息和购回义务触发时点前最后一个交易日公司股票的收盘价孰高确定，并根据相关法律、法规和规范性文件规定的程序实施。 如公司因本次发行上市相关申报文件有虚假记载、误导性陈述或者重			

			大遗漏，或存在欺诈发行上市情形被证券主管部门或司法机关立案调查的，本公司/本人承诺暂停转让本公司/本人拥有权益的发行人股份。 如公司本次发行上市相关申报文件有虚假记载、误导性陈述或者重大遗漏，或存在欺诈发行上市情形的，致使投资者在证券交易中遭受损失，且本公司/本人被监管机构认定不能免责的，本公司/本人将依法赔偿投资者的损失。有权获得赔偿的投资者资格、投资者损失的范围认定、赔偿主体之间的责任划分和免责事由按照《公司法》、《证券法》、中国证监会和证券交易所的相关规定以及《公司章程》的规定执行。			
	GLOBE HOLDINGS （HONG KONG） CO., LIMITED、陈寅	其他承诺	关于发行人搬迁费用的承诺 本公司控股股东 GHHK、实际控制人陈寅承诺：如果发行人因上述房产瑕疵被主管机关予以行政处罚或致使相关生产、办公场所拆迁等原因，从而使公司无法继续承租、使用相关生产、办公场	2023 年 02 月 08 日	长期	正常履行中

			所而导致生产经营受损，发行人控股股东、实际控制人承诺将承担公司因行政处罚或搬迁而造成的损失。发行人控股股东、实际控制人同意承担并赔偿因违反上述承诺而给发行人造成的一切损失、损害和开支。			
	LAWRENCE LEE、陈寅、崔鹏、高乃新、季正华、莫申江、任海峙、沈晓燕、宋琼丽、吴林冲、肖波、庄建清	其他承诺	依法承担赔偿或赔偿责任的承诺： （1）本人将严格履行招股说明书披露的在首次公开发行股票并上市过程中所作出的全部公开承诺事项中的各项义务和责任。 （2）如果本人未履行招股说明书披露的承诺事项，本人将在股东大会及中国证监会指定报刊上公开说明未履行承诺的具体原因并向股东和社会公众投资者道歉，并向公司投资者提出补充承诺或替代承诺，以尽可能保护投资者的权益。 （3）如果因本人未履行相关承诺事项，致使投资者在证券交易中遭受损失的，本人将依法向投资者赔偿相关损失，并承诺所获得的收益归发行人所	2023 年 02 月 08 日	长期	正常履行中

			有。在证券监督管理部门或其他有权部门认定应当承担责任后，本人将启动赔偿投资者损失的相关工作。投资者损失根据与投资者协商确定的金额，或者依据证券监督管理部门、司法机关认定的方式或金额确定。 （4）本人将在前述事项发生之日起十日内，开始停止从公司领取薪酬，同时本人持有的公司股份（若有）不得转让，直至相关承诺履行完毕。			
	格力博（江苏）股份有限公司	其他承诺	关于股东相关情况的承诺 公司承诺，发行人股东不存在如下情形： （1）法律法规规定禁止持股的主体直接或间接持有发行人股份； （2）本次发行的中介机构或其负责人、高级管理人员、经办人员直接或间接持有发行人股份； （3）以发行人股权进行不当利益输送。	2023 年 02 月 08 日	长期	正常履行中
	中信建投证券股份有限公司	其他承诺	依法承担赔偿或赔偿责任的承诺： 中信建投证券承诺：因本公司为发行人本次公开发行制作、出具的文件有虚假记载、误导性陈	2023 年 02 月 08 日	长期	正常履行中

			述或者重大遗漏，给投资者造成损失的，本公司将依法赔偿投资者损失。			
	GLOBE HOLDINGS （HONG KONG） CO., LIMITED、陈寅	其他承诺	关于劳动人事的承诺 本公司控股股东 GHHK、实际控制人陈寅承诺：如应有权部门要求或决定，如果发行人及其子公司就其本次发行上市前的基本养老保险、基本医疗保险、失业保险、生育保险、工伤保险和住房公积金（以下统称“五险一金”）的缴纳以及用工情况，被要求为其员工补缴或被追偿五险一金，或因五险一金缴纳问题或劳务派遣及劳务外包瑕疵受到有关政府部门的处罚，发行人控股股东、实际控制人将承担应补缴或被追偿的金额、承担滞纳金和罚款等相关费用。 发行人控股股东、实际控制人同意承担并赔偿因违反上述承诺而给发行人及其子公司造成的一切损失、损害和开支。	2023 年 02 月 08 日	长期	正常履行中
	浙江天册律师事务所	其他承诺	依法承担赔偿或赔偿责任的承诺： 浙江天册律师事务所承诺：本所为发行人	2023 年 02 月 08 日	长期	正常履行中

			首次公开发行制作、出具的文件不存在虚假记载、误导性陈述或者重大遗漏的情形；若因本所为发行人首次公开发行制作、出具的文件有虚假记载、误导性陈述或者重大遗漏，给投资者造成直接经济损失的，在该等违法事实经依法认定后，本所将依法赔偿投资者损失。			
	格力博（江苏）股份有限公司	其他承诺	公司将采取以下措施填补被摊薄即期回报： （1）加强技术创新 公司一直坚持提高自主创新能力、走创新型发展道路为战略，紧跟市场需求，继续在新产品、新技术等领域加大研发投入，不断进行技术创新，进一步提升企业业务技术水平。通过以技术创新为突破口，持续提升产品和服务质量与品质，满足客户差异化需求，以增加公司盈利增长点，提升公司持续盈利能力。 （2）加大市场开拓 公司将加大现有主营产品和新产品的市场开发力度，增强产品供应能力，不断提升	2023 年 02 月 08 日	长期	正常履行中

			公司市场份额，开拓新的产品应用领域，寻求更多合作伙伴。 （3）加强经营管理，提高运营效率 公司将不断加强管理运营效率，持续提升研发设计、生产制造、营销服务等环节的组织管理水平和对客户需求的快速响应能力，促进公司核心竞争力进一步提升，提高运营效率和盈利能力。 （4）加强募投项目和募集资金管理 公司已制定《募集资金管理制度》，募集资金到位后将存放于董事会制定的专项账户中。公司将加强募投项目建设和管理，尽快实现预期效益。公司将定期检查募集资金使用情况，在确保募集资金使用合法合规提升募集资金运用效率，提升公司盈利能力以填补即期回报下降的影响。 （5）完善公司治理，加大人才培养和引进力度 公司已建立完善的公司治理制度，将遵守《公司法》、《证券法》、《上市公司治理准则》等法律、法规和规			

			范性文件的要求，不断完善公司治理结构，进一步加强公司治理，为公司发展提供制度保障。公司将建立全面的人力资源培养、培训体系，完善薪酬、福利、长期激励政策和绩效考核制度，不断加大人才引进力度，为公司未来的发展奠定坚实的人力资源基础。			
	安永华明会计师事务所（特殊普通合伙）	其他承诺	依法承担赔偿或赔偿责任的承诺： 安永会计师承诺：因本所为格力博（江苏）股份有限公司首次公开发行人民币普通股（A 股）股票并在创业板上市出具的以下文件有虚假记载、误导性陈述或重大遗漏，从而给投资者造成损失的，本所将依法赔偿投资者损失： （1）于 2022 年 9 月 21 日出具的审计报告（报告编号：安永华明（2022）审字第 61457418_B05 号）； （2）于 2022 年 9 月 21 日出具的内部控制审核报告（报告编号：安永华明（2022）专字第 61457418_B10	2023 年 02 月 08 日	长期	正常履行中

			号）； （3）于 2022 年 9 月 21 日出具的非经常性损益的专项说明（专项说明编号：安永华明（2022）专字第 61457418_B11 号）。			
	LAWRENCE LEE、陈寅、崔鹏、季正华、莫申江、任海峙、宋琼丽、肖波、庄建清	其他承诺	填补被摊薄即期回报的承诺： （1）本人承诺不无偿或以不公平条件向其他单位或者个人输送利益，也不采用其他方式损害公司利益。 （2）本人承诺对本人的职务消费行为进行约束。 （3）本人承诺不动用公司资产从事与本人履行职责无关的投资、消费活动。 （4）本人承诺由董事会或薪酬委员会制定的薪酬制度与公司填补回报措施的执行情况相挂钩。 （5）若公司后续推出股权激励政策，本人承诺拟公布的公司股权激励的行权条件与公司填补回报措施的执行情况相挂钩。 （6）若中国证监会、深圳证券交易所作出关于填补回报措施及其承诺的其他新的监管规定的，且上述承诺不能满足中国证监会该等规定	2023 年 02 月 08 日	长期	正常履行中

			的，本人承诺届时将按照中国证监会及深圳证券交易所的最新规定出具补充承诺。 （7）本人承诺切实履行公司制定的有关填补回报措施以及本人对此作出的任何有关填补回报措施的承诺，若本人违反该等承诺并给公司或者投资者造成损失的，本人愿意依法承担对公司或者投资者的补偿责任。 作为填补回报措施相关责任主体之一，本人若违反上述承诺或拒不履行上述承诺，本人将无条件接受中国证监会和深圳证券交易所等证券监管机构按照其制定或发布的有关规定、规则对本人作出的相关处罚或采取的相关管理措施。			
	GLOBE HOLDINGS （HONG KONG） CO., LIMITED、陈寅	其他承诺	填补被摊薄即期回报的措施及承诺： （1）任何情形下，本公司/本人均不会滥用控股股东、实际控制人地位，均不会越权干预公司经营管理活动，不会侵占公司利益。 （2）督促公司切实履行填补回报措施； （3）本承诺出具日后至公司本次发行完	2023 年 02 月 08 日	长期	正常履行中

			毕前，若中国证监会作出关于填补回报措施及其承诺的其他新的监管规定的，且上述承诺不能满足中国证监会该等规定时，本公司/本人承诺届时将按照中国证监会的最新规定出具补充承诺。（4）本公司/本人承诺切实履行公司制定的有关填补回报措施以及本公司/本人对此作出的任何有关填补回报措施的承诺，若本公司/本人违反该等承诺并给公司或者投资者造成损失的，本公司/本人愿意依法承担对公司或者投资者的补偿责任。作为填补回报措施相关责任主体之一，本公司/本人若违反上述承诺或拒不履行上述承诺，本公司/本人同意按照中国证监会和深圳证券交易所等证券监管机构按照其制定或发布的有关规定、规则，对本公司/本人作出相关处罚或采取相关管理措施。			
	格力博（江苏）股份有限公司	其他承诺	依法承担赔偿或赔偿责任的承诺：（1）本公司将严格履行招股说明书披露的在首次公开	2023 年 02 月 08 日	长期	正常履行中

			发行股票并上市过程中所作出的全部公开承诺事项中的各项义务和责任。 （2）如果本公司未履行招股说明书披露的承诺事项，本公司将在股东大会及中国证监会指定报刊上公开说明未履行承诺的具体原因并向股东和社会公众投资者道歉，并向本公司投资者提出补充承诺或替代承诺，以尽可能保护投资者的权益。 （3）如果因本公司未履行相关承诺事项，致使投资者在证券交易中遭受损失的，公司将依法向投资者赔偿相关损失。在证券监督管理部门或其他有权部门认定应当承担责任后十日内，本公司将启动赔偿投资者损失的相关工作。投资者损失根据与投资者协商确定的金额，或者依据证券监督管理部门、司法机关认定的方式或金额确定。 （4）自本公司完全消除未履行相关承诺事项所有不利影响之日起 12 个月的期间内，本公司将不得发行证券，包括但不			

			限于股票、公司债券、可转换的公司债券及证券监督管理部门认可的其他品种等。			
股权激励承诺	不适用					
其他对公司中小股东所作承诺	不适用					
其他承诺	不适用					
承诺是否按时履行	是					
如承诺超期未履行完毕的，应当详细说明未完成履行的具体原因及下一步的工作计划	不适用					

2、公司资产或项目存在盈利预测，且报告期仍处在盈利预测期间，公司就资产或项目达到原盈利预测及其原因做出说明

□适用 ☑不适用

二、控股股东及其他关联方对上市公司的非经营性占用资金情况

□适用 ☑不适用

公司报告期不存在控股股东及其他关联方对上市公司的非经营性占用资金。

三、违规对外担保情况

□适用 ☑不适用

公司报告期无违规对外担保情况。

四、董事会对最近一期“非标准审计报告”相关情况的说明

□适用 ☑不适用

五、董事会、监事会、独立董事（如有）对会计师事务所本报告期“非标准审计报告”的说明

□适用 ☑不适用

六、董事会关于报告期会计政策、会计估计变更或重大会计差错更正的说明

□适用 ☑不适用

七、与上年度财务报告相比，合并报表范围发生变化的情况说明

☑适用 □不适用

本期新纳入合并范围的子公司

序号	子公司全称	子公司简称	级次	本期纳入合并范围的原因
1	一芯家科技(常州)有限公司	一芯家	子公司	新设

八、聘任、解聘会计师事务所情况

现聘任的会计师事务所

境内会计师事务所名称	安永华明会计师事务所（特殊普通合伙）
境内会计师事务所报酬（万元）	180
境内会计师事务所审计服务的连续年限	5
境内会计师事务所注册会计师姓名	鲍小刚 唐蓓瑶
境内会计师事务所注册会计师审计服务的连续年限	4,4

是否改聘会计师事务所

□是 ☑否

聘请内部控制审计会计师事务所、财务顾问或保荐人情况

□适用 ☑不适用

九、年度报告披露后面临退市情况

□适用 ☑不适用

十、破产重整相关事项

□适用 ☑不适用

公司报告期未发生破产重整相关事项。

十一、重大诉讼、仲裁事项

☑适用 □不适用

诉讼(仲裁)基本情况	涉案金额（万元）	是否形成预计负债	诉讼(仲裁)进展	诉讼(仲裁)审理结果及影响	诉讼(仲裁)判决执行情况	披露日期	披露索引
2021 年 4 月 7 日宝时得科技（中国）有限公司诉格力博（江苏）股份有限公司 POWERWOERKS 商标侵权纠纷案，	225	否	二审审理中	公司不服一审判决，已提起二审上诉，案件审理中	二审审理中	2023 年 01 月 31 日	《首次公开发行股票并在创业板上市招股说明书》

2022 年 3 月 8 日一审法院作出案号（2021）沪 0115 民初 3533）2 号判决，原被告均不服向上海知识产权法院提起上诉。该案仍在二审法院审理中，案号（2022）沪 73 民终 542 号。							
浙江恩加智能科技有限公司于 2021 年 6 月 22 日以发行人（第一被告）、河北青风农林科技有限公司（第二被告）、北京苏阳基业农林机械有限公司（第三被告）、济南冠庆园林设备有限公司（第四被告）、北京京东叁佰陆拾度电子商务有限公司（第五被告）侵害其实用新型专利权向苏州市中级人民法院提起案件编号为“（2021）苏 05 民初 1624 号”的民事诉讼，2022 年 8 月 30 日一审法院作出判决，驳回原告诉讼请求，原告不服向最高人民法院提起	2,000	否	二审审理中	原告不服一审判决，已提起二审上诉，案件审理中	二审审理中	2023 年 01 月 31 日	《首次公开发行股票并在创业板上市招股说明书》

上诉。该案仍在二审法院审理中。							
浙江恩加智能科技有限公司于 2021 年 6 月 22 日以发行人（第一被告）、河北青风农林科技有限公司（第二被告）、北京苏阳基业农林机械有限公司（第三被告）、济南冠庆园林设备有限公司（第四被告）、北京京东叁佰陆拾度电子商务有限公司（第五被告）侵害其外观专利权向苏州市中级人民法院提起案件编号为“（2021）苏 05 民初 1625 号”的民事诉讼，2022 年 5 月 27 日原告撤诉。	200	否	原告撤诉	无重大影响	原告撤诉	2023 年 01 月 31 日	《首次公开发行股票并在创业板上市招股说明书》
浙江恩加智能科技有限公司于 2021 年 6 月 22 日以发行人通过恶意诉讼和实施不正当竞争行为侵害其财产和声誉为由，向苏州市中级人民法院另行提起案件编号为“（2021）苏 05 民初 1364 号”的民事诉讼，	100	否	一审中	一审	一审中	2023 年 01 月 31 日	《首次公开发行股票并在创业板上市招股说明书》

请求依法判令被告赔偿损失及合理费用合计人民币 100 万元，并要求被告向原告赔礼道歉并在全国性报纸及行业杂志上登载。发行人就该案提起管辖权异议，苏州市中级人民法院于 2021 年 8 月 12 日作出“（2021）苏 05 民初 1364 号”《民事裁定书》，裁定管辖权异议成立，本案移送至北京知识产权法院。							
公司或其子公司作为原告，未达到重大诉讼或仲裁披露标准的其他诉讼或仲裁汇总	721.83	否	欧洲有十四起仲裁，四起已结案，十起还在审理中。	无重大影响	欧洲十四起仲裁案件，四起已结案，十起还在审理中。	2023 年 01 月 31 日	案件未达到披露标准。
公司或其子公司作为被告，未达到重大诉讼或仲裁披露标准的其他诉讼或仲裁汇总	888.89	否	国内七起诉讼，两起对方撤诉，三起已调解，两起已判决。欧洲有一起仲裁，已结案。美国七起诉讼，四起已和解，另外三起未开庭。	无重大影响	国内七起诉讼，两起对方撤诉，三起已调解，两起已判决。欧洲有一起仲裁，已结案。美国七起诉讼，四起已和解，另外三起未开庭。	2023 年 01 月 31 日	案件未达到披露标准。

十二、处罚及整改情况

□适用 ☑不适用

公司报告期不存在处罚及整改情况。

十三、公司及其控股股东、实际控制人的诚信状况

☑适用 □不适用

报告期内，公司及其控股股东、实际控制人的诚信状况良好，不存在未履行法院生效判决、所负数额较大的债务到期未清偿等情况。

十四、重大关联交易

1、与日常经营相关的关联交易

☑适用 □不适用

关联交易方	关联关系	关联交易类型	关联交易内容	关联交易定价原则	关联交易价格	关联交易金额（万元）	占同类交易金额的比例	获批的交易额度（万元）	是否超过获批额度	关联交易结算方式	可获得的同类交易市价	披露日期	披露索引
STIHL Tirol GmbH	与公司主要投资者受同一公司控制	向关联方销售商品	打草机，修枝机，吹风机，推草机	根据双方协议并参考市场价	市场定价	22,679.63	4.22%	24,600	否	银行存款结算	0		
ANDREAS STIHL AG & Co. KG	与公司主要投资者受同一公司控制	向关联方销售商品	电机，喷嘴，电气组件等	根据双方协议并参考市场价	市场定价	131.19	0.02%	200	否	银行存款结算	0		
Cramer GmbH（现名“Remarc GmbH”）	与公司主要投资者受同一公司控制	向关联方销售商品	配件、电池包、充电器	根据双方协议并参考市场价	市场定价	52.73	0.01%	100	否	银行存款结算	0		
安德烈斯蒂尔动力工具（青岛）有限公司	与公司主要投资者受同一公司控制	向关联方销售商品	软管接头，联结件	根据双方协议并参考市场价	市场定价	39.73	0.01%	100	否	银行存款结算	0		
STIHL Tirol GmbH	与公司主要投	向关联方购买	电池插片座	根据双方协议	市场定价	9.76	0.00%	15	否	银行存款结算	0		

	资者受同一公司控制	商品		并参考市场价									
ANDREAS STIHL AG & Co. KG	与公司主要投资者受同一公司控制	向关联方购买商品	标贴、彩盒、塑料袋	根据双方协议并参考市场价	市场定价	7.71	0.00%	15	否	银行存款结算	0		
安德烈斯蒂尔动力工具（青岛）有限公司	与公司主要投资者受同一公司控制	向关联方购买商品	莲花喷头	根据双方协议并参考市场价	市场定价	13.07	0.00%	20	否	银行存款结算	0		
江苏索唯斯企业管理服务有限公司	其他	劳务及服务费支出	劳务	根据市场价格签署的协议价	市场定价	2,437.24	23.58%	4,950	否	银行存款结算	0		
合计				--	--	25,371.06	--	30,000	--	--	--	--	--
大额销货退回的详细情况				无									
按类别对本期将发生的日常关联交易进行总金额预计的，在报告期内的实际履行情况（如有）				按实履行关联交易，关联交易金额未超出日常关联交易获批的预计交易额度									
交易价格与市场参考价格差异较大的原因（如适用）				无									

2、资产或股权收购、出售发生的关联交易

□适用 ☑不适用

公司报告期未发生资产或股权收购、出售的关联交易。

3、共同对外投资的关联交易

□适用 ☑不适用

公司报告期未发生共同对外投资的关联交易。

4、关联债权债务往来

□适用 ☑不适用

公司报告期不存在关联债权债务往来。

5、与存在关联关系的财务公司的往来情况

□适用 ☑不适用
公司与存在关联关系的财务公司与关联方之间不存在存款、贷款、授信或其他金融业务。

6、公司控股的财务公司与关联方的往来情况

□适用 ☑不适用

公司控股的财务公司与关联方之间不存在存款、贷款、授信或其他金融业务。

7、其他重大关联交易

□适用 ☑不适用
公司报告期无其他重大关联交易。

十五、重大合同及其履行情况

1、托管、承包、租赁事项情况

（1） 托管情况

□适用 ☑不适用
公司报告期不存在托管情况。

（2） 承包情况

□适用 ☑不适用
公司报告期不存在承包情况。

（3） 租赁情况

□适用 ☑不适用
公司报告期不存在租赁情况。

2、重大担保

□适用 ☑不适用
公司报告期不存在重大担保情况。

3、委托他人进行现金资产管理情况

（1） 委托理财情况

☑适用 □不适用
报告期内委托理财概况

单位：万元

具体类型	委托理财的资金来源	委托理财发生额	未到期余额	逾期未收回的金额	逾期未收回理财已计提减值金额
银行理财产品	自有资金	138,813	1,900	0	0
合计		138,813	1,900	0	0

单项金额重大或安全性较低、流动性较差的高风险委托理财具体情况

□适用 ☑不适用

委托理财出现预期无法收回本金或存在其他可能导致减值的情形

□适用 ☑不适用

（2） 委托贷款情况

□适用 ☑不适用

公司报告期不存在委托贷款。

4、其他重大合同

□适用 ☑不适用

公司报告期不存在其他重大合同。

十六、其他重大事项的说明

□适用 ☑不适用

公司报告期不存在需要说明的其他重大事项。

十七、公司子公司重大事项

□适用 ☑不适用

第七节 股份变动及股东情况

一、股份变动情况

1、股份变动情况

单位：股

	本次变动前		本次变动增减（＋，－）					本次变动后	
	数量	比例	发行新股	送股	公积金转股	其他	小计	数量	比例
一、有限售条件股份	364,621,968	100.00%						364,621,968	100.00%
1、国家持股									
2、国有法人持股									
3、其他内资持股	18,232,632	5.00%						18,232,632	5.00%
其中：境内法人持股									
境内自然人持股	18,232,632	5.00%						18,232,632	5.00%
4、外资持股	346,389,336	95.00%						346,389,336	95.00%
其中：境外法人持股	346,389,336	95.00%						346,389,336	95.00%
境外自然人持股									
二、无限售条件股份									
1、人民币普通股									
2、境内上市的外资股									
3、境外上市的外资股									
4、其									

他									
三、股份总数	364,621,968	100.00%						364,621,968	100.00%

股份变动的原因

□适用 ☑不适用

股份变动的批准情况

□适用 ☑不适用

股份变动的过户情况

□适用 ☑不适用

股份变动对最近一年和最近一期基本每股收益和稀释每股收益、归属于公司普通股股东的每股净资产等财务指标的影响

□适用 ☑不适用

公司认为必要或证券监管机构要求披露的其他内容

□适用 ☑不适用

2、限售股份变动情况

□适用 ☑不适用

二、证券发行与上市情况

1、报告期内证券发行（不含优先股）情况

□适用 ☑不适用

2、公司股份总数及股东结构的变动、公司资产和负债结构的变动情况说明

□适用 ☑不适用

3、现存的内部职工股情况

□适用 ☑不适用

三、股东和实际控制人情况

1、公司股东数量及持股情况

单位：股

报告期末普通股股东总数	3	年度报告披露日前上一月末普通股股东总数	36,451	报告期末表决权恢复的优先股股东总数（如有）（参见注9）	0	年度报告披露日前上一月末表决权恢复的优先股股东总数（如有）（参见注	0	持有特别表决权股份的股东总数（如有）	0

						9）			
持股 5%以上的股东或前 10 名股东持股情况									
股东名称	股东性质	持股比例	报告期末持股数量	报告期内增减变动情况	持有有限售条件的股份数量	持有无限售条件的股份数量	质押、标记或冻结情况		
							股份状态	数量	
GLOBE HOLDINGS (HONG KONG) CO., LIMITED	境外法人	70.10%	255,598,466	0	255,598,466	0			
ZAMA CORPORATION LIMITED	境外法人	24.90%	90,790,870	0	90,790,870	0			
陈寅	境内自然人	5.00%	18,232,632	0	18,232,632	0			
战略投资者或一般法人因配售新股成为前 10 名股东的情况（如有）（参见注 4）	不适用								
上述股东关联关系或一致行动的说明	陈寅先生间接持有 GHHK100%的股份。								
上述股东涉及委托/受托表决权、放弃表决权情况的说明	不适用								
前 10 名股东中存在回购专户的特别说明（如有）（参见注 10）	不适用								
前 10 名无限售条件股东持股情况									
股东名称	报告期末持有无限售条件股份数量						股份种类		
							股份种类	数量	
不适用	0						人民币普通股	0	
前 10 名无限售流通股股东之间，以及前 10 名无限售流通股股东和前 10 名股东之间关联关系或一致行动的说明	不适用								
参与融资融券业务股东情况说明（如有）（参见注 5）	不适用								

公司是否具有表决权差异安排

□适用 ☑不适用

公司前 10 名普通股股东、前 10 名无限售条件普通股股东在报告期内是否进行约定购回交易

□是 ☑否

公司前 10 名普通股股东、前 10 名无限售条件普通股股东在报告期内未进行约定购回交易。

2、公司控股股东情况

控股股东性质：外商控股

控股股东类型：法人

控股股东名称	法定代表人/单位负责人	成立日期	组织机构代码	主要经营业务
GLOBE HOLDINGS (HONG KONG) CO., LIMITED	陈寅	2015 年 11 月 30 日	2313473	投资控股
控股股东报告期内控股和参股的其他境内外上市公司的股权情况	不适用			

控股股东报告期内变更

□适用 ☑不适用

公司报告期控股股东未发生变更。

3、公司实际控制人及其一致行动人

实际控制人性质：境内自然人

实际控制人类型：自然人

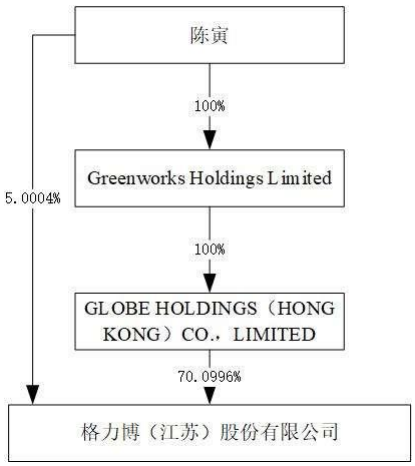
实际控制人姓名	与实际控制人关系	国籍	是否取得其他国家或地区居留权
陈寅	本人	中国	否
主要职业及职务	公司董事长、总经理。		
过去 10 年曾控股的境内外上市公司情况	不适用		

实际控制人报告期内变更

□适用 ☑不适用

公司报告期实际控制人未发生变更。

公司与实际控制人之间的产权及控制关系的方框图



实际控制人通过信托或其他资产管理方式控制公司

□适用 ☑不适用

4、公司控股股东或第一大股东及其一致行动人累计质押股份数量占其所持公司股份数量比例达到 80%

□适用 ☑不适用

5、其他持股在 10%以上的法人股东

☑适用 □不适用

法人股东名称	法定代表人/单位负责人	成立日期	注册资本	主要经营业务或管理活动
ZAMA CORPORATION LIMITED	Martin SCHWARZ	2000 年 12 月 01 日	5,000 万股	企业管理、商务咨询

6、控股股东、实际控制人、重组方及其他承诺主体股份限制减持情况

□适用 ☑不适用

四、股份回购在报告期的具体实施情况

股份回购的实施进展情况

□适用 ☑不适用

采用集中竞价交易方式减持回购股份的实施进展情况

□适用 ☑不适用

第八节 优先股相关情况

□适用 ☑不适用

报告期公司不存在优先股。

第九节 债券相关情况

□适用 ☑不适用

第十节 财务报告

一、审计报告

审计意见类型	标准的无保留意见
审计报告签署日期	2023 年 04 月 26 日
审计机构名称	安永华明会计师事务所(特殊普通合伙)
审计报告文号	安永华明（2023）审字第 61457418_B01 号
注册会计师姓名	鲍小刚、唐蓓瑶

审计报告正文

格力博（江苏）股份有限公司全体股东：

一、审计意见

我们审计了格力博（江苏）股份有限公司的财务报表，包括 2022 年 12 月 31 日的合并及公司资产负债表，2022 年度的合并及公司利润表、股东权益变动表和现金流量表以及相关财务报表附注。

我们认为，后附的格力博（江苏）股份有限公司的财务报表在所有重大方面按照企业会计准则的规定编制，公允反映了格力博（江苏）股份有限公司 2022 年 12 月 31 日的合并及公司财务状况以及 2022 年度的合并及公司经营成果和现金流量。

二、形成审计意见的基础

我们按照中国注册会计师审计准则的规定执行了审计工作。审计报告的“注册会计师对财务报表审计的责任”部分进一步阐述了我们在这些准则下的责任。按照中国注册会计师职业道德守则，我们独立于格力博（江苏）股份有限公司，并履行了职业道德方面的其他责任。我们相信，我们获取的审计证据是充分、适当的，为发表审计意见提供了基础。

三、关键审计事项

关键审计事项是我们根据职业判断，认为对 2022 年度财务报表审计最为重要的事项。这些事项的应对以对财务报表整体进行审计并形成审计意见为背景，我们不对这些事项单独发表意见。我们对下述每一事项在审计中是如何应对的描述也以此为背景。

我们已经履行了本报告“注册会计师对财务报表审计的责任”部分阐述的责任，包括与这些关键审计事项相关的责任。相应地，我们的审计工作包括执行为应对评估的财务报表重大错报风险而设计的审计程序。我们执行审计程序的结果，包括应对下述关键审计事项所执行的程序，为财务报表整体发表审计意见提供了基础。

关键审计事项：	该事项在审计中是如何应对：
衍生金融工具	
集团购买汇率衍生金融工具和利率衍生金融工具以控制与汇率和利率相关的风险。 2022 年 12 月 31 日，合并财务报表中的衍生金融资产的账面价值为人民币 5,186 万元；合并财务报表中的衍生金融负债的账面价值为人民币 86 万元。 我们将衍生金融工具作为关键审计事项，是由于其数量较多，对合并及公司财务报表非常重要，且其公允价值评估涉及管理层判断和估计。 相关信息分别披露于财务报表附注五、45 “公允价值计量”、附注五、43 “其他重要的会计政策和会计估计”、附注七、3“衍生金融资产”、附注七、34“衍生金融负债”及附注十一、公允价值。	我们的审计程序包括： 1）我们了解并测试了衍生金融工具的关键内部控制； 2）我们对衍生金融工具执行了函证程序； 3）我们复核了衍生金融工具的估值结果，在内部估值专家的协助下评估了集团管理层对衍生金融工具估值所使用的评估方法及重要参数的合理性，包括折现率和标的汇率波动率等； 4）我们也复核了财务报表附注中相关披露的充分性。

关键审计事项：	该事项在审计中是如何应对：
存货跌价准备	
2022 年 12 月 31 日，合并财务报表中存货的账面价值为人民币 297,209 万元，存货跌价准备金额为人民币 8,084 万元。 集团按成本与可变现净值孰低计量存货，按存货成本高于其可变现净值的差额计提存货跌价准备。 我们将存货跌价准备的计提作为关键审计事项，是由于其存货金额重大、类型众多，对财务报表非常重要，且存货项目的可变现净值的确定通常会涉及管理层的主观判断，存货跌价准备属于重大会计估计及判断。 相关信息分别披露于财务报表附注五、15“存货”、附注五、44“重大会计判断和估计变更”及附注七、9“存货”。	我们的审计程序包括： 1）我们了解并评价集团关于存货跌价准备计提的会计政策； 2）我们在存货监盘过程中关注滞销、陈旧或者损毁的存货项目，并在存在此类存货项目时，将相关存货清单与管理层编制的存货跌价准备计算表进行比较核对； 3）我们选取样本检查了管理层编制的存货库龄表的准确性； 4）我们选取样本，将存货可变现净值计算表中使用的价格核对至产成品的最近销售价格，将计算表中使用的单位成本与期末存货清单中的单位成本进行比较，并重新计算存货的可变现净值，检查管理层计算的准确性； 5）我们也复核了财务报表附注中相关披露的充分性。

关键审计事项：	该事项在审计中是如何应对：
收入的确认	
2022 年度，合并财务报表中的营业收入为人民币 521,111 万元。 由于集团涉及较多国外客户销售，不同客户适用的贸易条款及风险和报酬转移时点各异，需要根据合同约定判断商品销售收入确认的时点，可能存在商品销售收入未在恰当期间确认的风险，对公司经营成果影响重大，因此,我们将其确认识别为关键审计事项。 相关信息分别披露于附注五、39“收入”以及附注七、61“营业收入和营业成本”。	我们的审计程序包括： 1）我们了解并评价集团与收入确认相关的内部控制，并测试了关键内控制度的设计和运行有效性； 2）我们了解集团的收入确认政策，检查主要客户的合同相关条款，分析并评价集团的收入确认政策是否恰当； 3）我们对销售收入按月份、产品及客户执行了实质性分析程序； 4）我们对收入真实性进行核查，包括抽样检查销售合同、销售订单、报关单、海运提单、销售发票、客户签收单、原始单据，检查收入确认是否真实； 5）针对资产负债表日前后记录的收入交易，选取样本核对至收入确认的关键支持性文件，评价收入是否确认在恰当的会计期间； 6）我们也复核了财务报表附注中相关披露的充分性。

四、其他信息

格力博（江苏）股份有限公司管理层对其他信息负责。其他信息包括年度报告中涵盖的信息，但不包括财务报表和我们的审计报告。

我们对财务报表发表的审计意见不涵盖其他信息，我们也不对其他信息发表任何形式的鉴证结论。

结合我们对财务报表的审计，我们的责任是阅读其他信息，在此过程中，考虑其他信息是否与财务报表或我们在审计过程中了解到的情况存在重大不一致或者似乎存在重大错报。

基于我们已执行的工作，如果我们确定其他信息存在重大错报，我们应当报告该事实。在这方面，我们无任何事项需要报告。

五、管理层和治理层对财务报表的责任

管理层负责按照企业会计准则的规定编制财务报表，使其实现公允反映，并设计、执行和维护必要的内部控制，以使财务报表不存在由于舞弊或错误导致的重大错报。

在编制财务报表时，管理层负责评估格力博（江苏）股份有限公司的持续经营能力，披露与持续经营相关的事项（如适用），并运用持续经营假设，除非计划进行清算、终止运营或别无其他现实的选择。

治理层负责监督格力博（江苏）股份有限公司的财务报告过程。

六、注册会计师对财务报表审计的责任

我们的目标是对财务报表整体是否不存在由于舞弊或错误导致的重大错报获取合理保证，并出具包含审计意见的审计报告。合理保证是高水平的保证，但并不能保证按照审计准则执行的审计在某一重大错报存在时总能发现。错报可能由于舞弊或错误导致，如果合理预期错报单独或汇总起来可能影响财务报表使用者依据财务报表作出的经济决策，则通常认为错报是重大的。

在按照审计准则执行审计工作的过程中，我们运用职业判断，并保持职业怀疑。同时，我们也执行以下工作：

- 识别和评估由于舞弊或错误导致的财务报表重大错报风险，设计和实施审计程序以应对这些风险，并获取充分、适当的审计证据，作为发表审计意见的基础。由于舞弊可能涉及串通、伪造、故意遗漏、虚假陈述或凌驾于内部控制之上，未能发现由于舞弊导致的重大错报的风险高于未能发现由于错误导致的重大错报的风险。
- 了解与审计相关的内部控制，以设计恰当的审计程序，但目的并非对内部控制的有效性发表意见。
- 评价管理层选用会计政策的恰当性和作出会计估计及相关披露的合理性。
- 对管理层使用持续经营假设的恰当性得出结论。同时，根据获取的审计证据，就可能导致对格力博（江苏）股份有限公司持续经营能力产生重大疑虑的事项或情况是否存在重大不确定性得出结论。如果我们得出结论认为存在重大不确定性，审计准则要求我们在审计报告中提请报表使用者注意财务报表中的相关披露；如果披露不充分，我们应当发表非无保留意见。我们的结论基于截至审计报告日可获得的信息。然而，未来的事项或情况可能导致格力博（江苏）股份有限公司不能持续经营。
- 评价财务报表的总体列报（包括披露）、结构和内容，并评价财务报表是否公允反映相关交易和事项。

- 就格力博（江苏）股份有限公司中实体或业务活动的财务信息获取充分、适当的审计证据，以对财务报表发表审计意见。我们负责指导、监督和执行集团审计，并对审计意见承担全部责任。

我们与治理层就计划的审计范围、时间安排和重大审计发现等事项进行沟通，包括沟通我们在审计中识别出的值得关注的内部控制缺陷。

我们还就已遵守与独立性相关的职业道德要求向治理层提供声明，并与治理层沟通可能被合理认为影响我们独立性的所有关系和其他事项，以及相关的防范措施（如适用）。

从与治理层沟通过的事项中，我们确定哪些事项对本期财务报表审计最为重要，因而构成关键审计事项。我们在审计报告中描述这些事项，除非法律法规禁止公开披露这些事项，或在极少数情形下，如

果合理预期在审计报告中沟通某事项造成的负面后果超过在公众利益方面产生的益处，我们确定不应在审计报告中沟通该事项。

安永华明会计师事务所（特殊普通合伙） **中国注册会计师： 鲍小刚**
（项目合伙人）

中国注册会计师： 唐蓓瑶

中国 北京 **2023 年 4 月 26 日**

二、财务报表

财务附注中报表的单位为：元

1、合并资产负债表

编制单位：格力博（江苏）股份有限公司

2022 年 12 月 31 日

单位：元

项目	2022 年 12 月 31 日	2022 年 1 月 1 日
流动资产：		
货币资金	456,658,691.14	616,944,122.04
结算备付金		
拆出资金		
交易性金融资产	19,033,403.10	12,999,908.23
衍生金融资产	51,857,801.79	105,904,367.36
应收票据		
应收账款	1,033,395,359.74	925,791,669.55
应收款项融资	187,747,041.08	133,462,861.60
预付款项	60,687,599.47	76,382,866.63
应收保费		
应收分保账款		
应收分保合同准备金		
其他应收款	101,764,777.27	79,435,748.27
其中：应收利息		
应收股利		
买入返售金融资产		
存货	2,972,088,933.59	2,196,562,857.64
合同资产		
持有待售资产		
一年内到期的非流动资产		
其他流动资产	76,587,153.47	80,971,705.87
流动资产合计	4,959,820,760.65	4,228,456,107.19
非流动资产：		
发放贷款和垫款		
债权投资		
其他债权投资		
长期应收款		
长期股权投资		
其他权益工具投资		
其他非流动金融资产	0.00	73,253,583.71
投资性房地产		
固定资产	557,086,979.17	478,107,900.48
在建工程	130,998,479.65	9,465,936.88

生产性生物资产		
油气资产		
使用权资产	85,702,244.82	97,275,422.81
无形资产	224,078,736.79	83,838,249.88
开发支出		
商誉		
长期待摊费用	63,855,288.49	57,835,401.02
递延所得税资产	160,905,217.97	44,928,061.10
其他非流动资产	12,283,501.54	146,135,037.96
非流动资产合计	1,234,910,448.43	990,839,593.84
资产总计	6,194,731,209.08	5,219,295,701.03
流动负债：		
短期借款	1,411,182,673.90	308,166,749.10
向中央银行借款		
拆入资金		
交易性金融负债		
衍生金融负债	858,466.43	2,396,727.17
应付票据	524,631,569.17	506,125,314.62
应付账款	1,069,689,753.49	1,510,196,079.66
预收款项		
合同负债	61,047,473.12	101,320,144.93
卖出回购金融资产款		
吸收存款及同业存放		
代理买卖证券款		
代理承销证券款		
应付职工薪酬	66,234,825.41	86,335,408.07
应交税费	22,057,608.39	12,349,622.50
其他应付款	85,629,875.75	72,813,943.38
其中：应付利息		
应付股利		
应付手续费及佣金		
应付分保账款		
持有待售负债		
一年内到期的非流动负债	540,194,246.05	168,809,765.48
其他流动负债	154,922,484.26	136,695,498.80
流动负债合计	3,936,448,975.97	2,905,209,253.71
非流动负债：		
保险合同准备金		
长期借款	598,037,925.59	749,872,705.57
应付债券		
其中：优先股		
永续债		

租赁负债	54,014,091.17	70,069,998.69
长期应付款		
长期应付职工薪酬		
预计负债	98,152,873.62	90,539,808.09
递延收益	9,075,456.96	9,855,189.96
递延所得税负债	23,244,150.84	37,603,699.23
其他非流动负债	0.00	467,003.31
非流动负债合计	782,524,498.18	958,408,404.85
负债合计	4,718,973,474.15	3,863,617,658.56
所有者权益：		
股本	364,621,968.00	364,621,968.00
其他权益工具		
其中：优先股		
永续债		
资本公积	707,569,508.21	700,353,621.54
减：库存股		
其他综合收益	-20,558,492.55	132,457,245.68
专项储备		
盈余公积	110,239,392.12	69,075,622.30
一般风险准备		
未分配利润	313,885,359.15	89,169,584.95
归属于母公司所有者权益合计	1,475,757,734.93	1,355,678,042.47
少数股东权益		
所有者权益合计	1,475,757,734.93	1,355,678,042.47
负债和所有者权益总计	6,194,731,209.08	5,219,295,701.03

法定代表人：陈寅　　主管会计工作负责人：徐友涛　　会计机构负责人：陆浩凌

2、母公司资产负债表

单位：元

项目	2022 年 12 月 31 日	2022 年 1 月 1 日
流动资产：		
货币资金	196,490,167.99	270,064,458.04
交易性金融资产	0.00	3,002,378.37
衍生金融资产	44,757,086.98	105,904,367.36
应收票据		
应收账款	2,348,238,245.16	2,213,244,025.81
应收款项融资		
预付款项	51,088,244.11	48,670,345.77
其他应收款	528,516,819.45	328,734,366.31
其中：应收利息		
应收股利		
存货	419,557,334.57	675,722,363.62
合同资产		
持有待售资产		
一年内到期的非流动资产		

其他流动资产	47,803,421.53	49,924,848.13
流动资产合计	3,636,451,319.79	3,695,267,153.41
非流动资产：		
债权投资		
其他债权投资		
长期应收款	0.00	5,715,831.00
长期股权投资	137,067,330.66	191,188,173.16
其他权益工具投资		
其他非流动金融资产	0.00	73,253,583.71
投资性房地产		
固定资产	230,235,825.39	200,194,556.15
在建工程	42,609,144.25	9,465,936.88
生产性生物资产		
油气资产		
使用权资产	12,731,833.46	17,820,459.56
无形资产	74,095,534.84	79,732,606.69
开发支出		
商誉		
长期待摊费用	19,593,212.67	19,685,189.88
递延所得税资产		
其他非流动资产	1,387,227,743.23	31,610,297.45
非流动资产合计	1,903,560,624.50	628,666,634.48
资产总计	5,540,011,944.29	4,323,933,787.89
流动负债：		
短期借款	1,041,434,025.33	168,578,074.98
交易性金融负债		
衍生金融负债	844,284.16	9,480.67
应付票据	708,531,569.17	511,610,174.24
应付账款	874,479,754.62	1,283,218,293.08
预收款项		
合同负债	66,534,032.19	30,330,371.33
应付职工薪酬	31,292,470.05	38,126,869.47
应交税费	2,229,563.12	1,503,184.30
其他应付款	186,547,287.22	144,431,802.42
其中：应付利息		
应付股利		
持有待售负债		
一年内到期的非流动负债	510,886,716.30	141,358,605.90
其他流动负债	23,909,742.39	28,930,104.05
流动负债合计	3,446,689,444.55	2,348,096,960.44
非流动负债：		
长期借款	414,011,197.78	563,520,923.38

应付债券		
其中：优先股		
永续债		
租赁负债	8,504,824.27	20,407,318.87
长期应付款		
长期应付职工薪酬		
预计负债	7,002,952.37	9,822,490.64
递延收益	7,147,911.18	7,412,767.20
递延所得税负债	14,856,453.25	31,428,825.70
其他非流动负债	0.00	461,871.13
非流动负债合计	451,523,338.85	633,054,196.92
负债合计	3,898,212,783.40	2,981,151,157.36
所有者权益：		
股本	364,621,968.00	364,621,968.00
其他权益工具		
其中：优先股		
永续债		
资本公积	217,848,260.76	210,632,374.09
减：库存股		
其他综合收益	27,133,393.82	146,970,448.31
专项储备		
盈余公积	110,239,392.12	69,075,622.30
未分配利润	921,956,146.19	551,482,217.83
所有者权益合计	1,641,799,160.89	1,342,782,630.53
负债和所有者权益总计	5,540,011,944.29	4,323,933,787.89

3、合并利润表

单位：元

项目	2022 年度	2021 年度
一、营业总收入	5,211,106,394.36	5,003,891,313.75
其中：营业收入	5,211,106,394.36	5,003,891,313.75
利息收入		
已赚保费		
手续费及佣金收入		
二、营业总成本	5,014,027,038.52	4,746,717,168.71
其中：营业成本	3,870,813,847.40	3,627,699,898.14
利息支出		
手续费及佣金支出		
退保金		
赔付支出净额		
提取保险责任合同准备金净额		
保单红利支出		
分保费用		
税金及附加	7,827,478.38	10,604,468.35

销售费用	609,832,810.15	442,224,367.84
管理费用	467,241,839.27	413,696,780.46
研发费用	213,495,575.26	208,250,638.90
财务费用	-155,184,511.94	44,241,015.02
其中：利息费用	54,936,442.30	23,293,811.22
利息收入	11,836,122.18	16,555,891.15
加：其他收益	11,474,174.20	10,945,001.22
投资收益（损失以“－”号填列）	11,896,161.93	31,540,070.73
其中：对联营企业和合营企业的投资收益		
以摊余成本计量的金融资产终止确认收益		
汇兑收益（损失以“-”号填列）		
净敞口套期收益（损失以“－”号填列）		
公允价值变动收益（损失以“－”号填列）	7,933,877.26	5,930,560.42
信用减值损失（损失以“-”号填列）	3,424,923.96	-10,298,052.44
资产减值损失（损失以“-”号填列）	-25,073,832.75	-20,465,662.16
资产处置收益（损失以“-”号填列）	-1,135.58	-988,807.12
三、营业利润（亏损以“－”号填列）	206,733,524.86	273,837,255.69
加：营业外收入	10,166,088.59	4,843,964.86
减：营业外支出	2,233,123.46	3,458,247.79
四、利润总额（亏损总额以“－”号填列）	214,666,489.99	275,222,972.76
减：所得税费用	-51,213,054.03	-4,521,598.12
五、净利润（净亏损以“－”号填列）	265,879,544.02	279,744,570.88
（一）按经营持续性分类		
1.持续经营净利润（净亏损以“－”号填列）	265,879,544.02	279,744,570.88
2.终止经营净利润（净亏损以“－”号填列）		
（二）按所有权归属分类		
1.归属于母公司股东的净利润	265,879,544.02	279,744,570.88
2.少数股东损益		
六、其他综合收益的税后净额	-153,015,738.23	89,337,734.92
归属母公司所有者的其他综合收益的税后净额	-153,015,738.23	89,337,734.92
（一）不能重分类进损益的其他综合收益		
1.重新计量设定受益计划变动额		
2.权益法下不能转损益的其他		

综合收益		
3.其他权益工具投资公允价值变动		
4.企业自身信用风险公允价值变动		
5.其他		
（二）将重分类进损益的其他综合收益	-153,015,738.23	89,337,734.92
1.权益法下可转损益的其他综合收益		
2.其他债权投资公允价值变动	164,033.57	4,548,861.86
3.金融资产重分类计入其他综合收益的金额		
4.其他债权投资信用减值准备	-164,033.57	-4,548,861.86
5.现金流量套期储备	-118,746,183.84	88,805,574.52
6.外币财务报表折算差额	-34,269,554.39	532,160.40
7.其他		
归属于少数股东的其他综合收益的税后净额		
七、综合收益总额	112,863,805.79	369,082,305.80
归属于母公司所有者的综合收益总额	112,863,805.79	369,082,305.80
归属于少数股东的综合收益总额		
八、每股收益		
（一）基本每股收益	0.73	0.77
（二）稀释每股收益	0.71	0.76

本期发生同一控制下企业合并的，被合并方在合并前实现的净利润为：0.00 元，上期被合并方实现的净利润为：0.00 元。
法定代表人：陈寅　　主管会计工作负责人：徐友涛　　会计机构负责人：陆浩凌

4、母公司利润表

单位：元

项目	2022 年度	2021 年度
一、营业收入	4,397,268,974.69	4,567,111,493.85
减：营业成本	3,586,064,660.37	3,853,865,914.75
税金及附加	2,975,834.39	3,296,545.22
销售费用	47,657,228.25	62,481,514.27
管理费用	227,433,331.79	233,330,458.56
研发费用	218,436,104.71	213,222,631.13
财务费用	-166,201,156.24	37,367,993.73
其中：利息费用	33,962,648.17	9,976,711.77
利息收入	3,858,946.49	3,673,023.40
加：其他收益	9,712,230.91	9,038,079.60
投资收益（损失以“－”号填列）	12,779,025.52	19,159,523.41
其中：对联营企业和合营企业的投资收益	0.00	0.00
以摊余成本计量的金融资产终止确认收益（损失以“-”号填列）	0.00	0.00

净敞口套期收益（损失以“－”号填列）	0.00	0.00
公允价值变动收益（损失以“－”号填列）	-384,791.40	3,382,879.81
信用减值损失（损失以“-”号填列）	6,055,108.99	-6,819,628.85
资产减值损失（损失以“-”号填列）	-63,546,972.96	-5,283,795.93
资产处置收益（损失以“-”号填列）	104,471.79	-365,537.03
二、营业利润（亏损以“－”号填列）	445,622,044.27	182,657,957.20
加：营业外收入	9,524,528.71	4,041,040.78
减：营业外支出	564,917.61	598,755.61
三、利润总额（亏损总额以“－”号填列）	454,581,655.37	186,100,242.37
减：所得税费用	42,943,957.19	1,592,547.52
四、净利润（净亏损以“－”号填列）	411,637,698.18	184,507,694.85
（一）持续经营净利润（净亏损以“－”号填列）	411,637,698.18	184,507,694.85
（二）终止经营净利润（净亏损以“－”号填列）	0.00	0.00
五、其他综合收益的税后净额	-119,837,054.49	89,579,892.05
（一）不能重分类进损益的其他综合收益	0.00	0.00
1.重新计量设定受益计划变动额	0.00	0.00
2.权益法下不能转损益的其他综合收益	0.00	0.00
3.其他权益工具投资公允价值变动	0.00	0.00
4.企业自身信用风险公允价值变动	0.00	0.00
5.其他	0.00	0.00
（二）将重分类进损益的其他综合收益	-119,837,054.49	89,579,892.05
1.权益法下可转损益的其他综合收益	0.00	0.00
2.其他债权投资公允价值变动	0.00	0.00
3.金融资产重分类计入其他综合收益的金额	0.00	0.00
4.其他债权投资信用减值准备	0.00	0.00
5.现金流量套期储备	-119,837,054.49	89,579,892.05
6.外币财务报表折算差额	0.00	0.00
7.其他	0.00	0.00
六、综合收益总额	291,800,643.69	274,087,586.90
七、每股收益：		
（一）基本每股收益		
（二）稀释每股收益		

5、合并现金流量表

单位：元

项目	2022 年度	2021 年度
一、经营活动产生的现金流量：		
销售商品、提供劳务收到的现金	5,370,290,117.75	4,898,907,083.71
客户存款和同业存放款项净增加额		
向中央银行借款净增加额		
向其他金融机构拆入资金净增加额		
收到原保险合同保费取得的现金		
收到再保业务现金净额		
保户储金及投资款净增加额		
收取利息、手续费及佣金的现金		
拆入资金净增加额		
回购业务资金净增加额		
代理买卖证券收到的现金净额		
收到的税费返还	473,615,040.03	511,983,931.04
收到其他与经营活动有关的现金	17,499,380.79	26,668,644.27
经营活动现金流入小计	5,861,404,538.57	5,437,559,659.02
购买商品、接受劳务支付的现金	4,916,762,579.89	3,973,818,806.79
客户贷款及垫款净增加额		
存放中央银行和同业款项净增加额		
支付原保险合同赔付款项的现金		
拆出资金净增加额		
支付利息、手续费及佣金的现金		
支付保单红利的现金		
支付给职工以及为职工支付的现金	871,243,323.70	840,459,234.33
支付的各项税费	88,070,749.85	106,171,212.05
支付其他与经营活动有关的现金	771,521,429.49	578,083,636.67
经营活动现金流出小计	6,647,598,082.93	5,498,532,889.84
经营活动产生的现金流量净额	-786,193,544.36	-60,973,230.82
二、投资活动产生的现金流量：		
收回投资收到的现金	159,900,649.56	372,771,674.26
取得投资收益收到的现金	4,795,767.48	11,801,027.44
处置固定资产、无形资产和其他长期资产收回的现金净额	3,060,299.65	1,219,074.90
处置子公司及其他营业单位收到的现金净额		
收到其他与投资活动有关的现金	25,996,892.09	124,430,319.95
投资活动现金流入小计	193,753,608.78	510,222,096.55
购建固定资产、无形资产和其他长期资产支付的现金	395,757,526.63	342,055,669.97
投资支付的现金	19,000,000.00	212,803,167.05
质押贷款净增加额		
取得子公司及其他营业单位支付的现金净额		
支付其他与投资活动有关的现金	4,422,643.60	
投资活动现金流出小计	419,180,170.23	554,858,837.02
投资活动产生的现金流量净额	-225,426,561.45	-44,636,740.47
三、筹资活动产生的现金流量：		
吸收投资收到的现金		

其中：子公司吸收少数股东投资收到的现金		
取得借款收到的现金	2,405,178,117.92	1,639,542,045.58
收到其他与筹资活动有关的现金		
筹资活动现金流入小计	2,405,178,117.92	1,639,542,045.58
偿还债务支付的现金	1,317,650,086.14	1,075,143,701.86
分配股利、利润或偿付利息支付的现金	48,638,310.12	20,706,574.66
其中：子公司支付给少数股东的股利、利润		
支付其他与筹资活动有关的现金	106,328,438.41	266,512,128.01
筹资活动现金流出小计	1,472,616,834.67	1,362,362,404.53
筹资活动产生的现金流量净额	932,561,283.25	277,179,641.05
四、汇率变动对现金及现金等价物的影响	17,561,166.88	-5,654,989.28
五、现金及现金等价物净增加额	-61,497,655.68	165,914,680.48
加：期初现金及现金等价物余额	310,110,344.32	144,195,663.84
六、期末现金及现金等价物余额	248,612,688.64	310,110,344.32

6、母公司现金流量表

单位：元

项目	2022 年度	2021 年度
一、经营活动产生的现金流量：		
销售商品、提供劳务收到的现金	2,953,094,397.86	3,273,146,369.15
收到的税费返还	460,551,693.12	502,438,329.36
收到其他与经营活动有关的现金	11,745,971.62	18,262,650.52
经营活动现金流入小计	3,425,392,062.60	3,793,847,349.03
购买商品、接受劳务支付的现金	3,880,339,427.16	3,523,661,069.37
支付给职工以及为职工支付的现金	320,013,365.39	289,038,808.36
支付的各项税费	45,137,127.57	58,307,910.85
支付其他与经营活动有关的现金	174,359,204.24	330,715,563.78
经营活动现金流出小计	4,419,849,124.36	4,201,723,352.36
经营活动产生的现金流量净额	-994,457,061.76	-407,876,003.33
二、投资活动产生的现金流量：		
收回投资收到的现金	3,000,000.00	179,639,784.84
取得投资收益收到的现金	374,430.96	3,072,869.89
处置固定资产、无形资产和其他长期资产收回的现金净额	19,869,988.81	27,804,497.73
处置子公司及其他营业单位收到的现金净额		
收到其他与投资活动有关的现金	24,072,629.67	99,049,042.47
投资活动现金流入小计	47,317,049.44	309,566,194.93
购建固定资产、无形资产和其他长期资产支付的现金	112,325,765.10	139,506,222.54
投资支付的现金	1,000,000.00	
取得子公司及其他营业单位支付的现金净额		
支付其他与投资活动有关的现金	6,547,243.81	
投资活动现金流出小计	119,873,008.91	139,506,222.54
投资活动产生的现金流量净额	-72,555,959.47	170,059,972.39
三、筹资活动产生的现金流量：		
吸收投资收到的现金		
取得借款收到的现金	1,935,840,658.15	1,266,017,241.53
收到其他与筹资活动有关的现金		

筹资活动现金流入小计	1,935,840,658.15	1,266,017,241.53
偿还债务支付的现金	914,553,596.48	827,942,906.95
分配股利、利润或偿付利息支付的现金	27,813,442.35	6,028,243.91
支付其他与筹资活动有关的现金	21,590,582.58	37,554,361.96
筹资活动现金流出小计	963,957,621.41	871,525,512.82
筹资活动产生的现金流量净额	971,883,036.74	394,491,728.71
四、汇率变动对现金及现金等价物的影响	6,564,855.67	-1,059,367.60
五、现金及现金等价物净增加额	-88,565,128.82	155,616,330.17
加：期初现金及现金等价物余额	177,800,860.40	22,184,530.23
六、期末现金及现金等价物余额	89,235,731.58	177,800,860.40

7、合并所有者权益变动表

本期金额

单位：元

项目	2022 年度														
	归属于母公司所有者权益													少数股东权益	所有者权益合计
	股本	其他权益工具			资本公积	减：库存股	其他综合收益	专项储备	盈余公积	一般风险准备	未分配利润	其他	小计		
		优先股	永续债	其他											
一、上年期末余额	364,621,968.00				700,353,621.54		132,457,245.68		69,075,622.30		89,169,584.95		1,355,678,042.47		1,355,678,042.47
加：会计政策变更													0.00		
期差错更正													0.00		
一控制下企业合并													0.00		
他													0.00		
二、本年期初余额	364,621,968.00				700,353,621.54		132,457,245.68		69,075,622.30		89,169,584.95		1,355,678,042.47		1,355,678,042.47
三、本期增减变动金额（减					-7,215,886.67		-153,015,738.23		41,163,769.82		224,715,774.20		120,079,692.46		120,079,692.46

少以“－”号填列）															
（一）综合收益总额							-153,015,738.23				265,879,544.02		112,863,805.79		112,863,805.79
（二）所有者投入和减少资本					7,215,886.67								7,215,886.67		7,215,886.67
1.所有者投入的普通股													0.00		
2.其他权益工具持有者投入资本													0.00		
3.股份支付计入所有者权益的金额					7,215,886.67								7,215,886.67		7,215,886.67
4.其他													0.00		
（三）利润分配									41,163,769.82		-41,163,769.82		0.00		
1.提取盈余公积									41,163,769.82		-41,163,769.82		0.00		
2.提取一般风险													0.00		

准备															
3.对所有者（或股东）的分配													0.00		
4.其他													0.00		
（四）所有者权益内部结转													0.00		
1.资本公积转增资本（或股本）													0.00		
2.盈余公积转增资本（或股本）													0.00		
3.盈余公积弥补亏损													0.00		
4.设定受益计划变动额结转留存收益													0.00		
5.其他综合收益结转留存收益													0.00		

6.其他													0.00		
（五）专项储备													0.00		
1.本期提取													0.00		
2.本期使用													0.00		
（六）其他													0.00		
四、本期期末余额	364,621,968.00				707,569,508.21		-20,558,492.55		110,239,392.12		313,885,359.15		1,475,757,734.93		1,475,757,734.93

上期金额

单位：元

项目	2021 年度														
	归属于母公司所有者权益													少数股东权益	所有者权益合计
	股本	其他权益工具			资本公积	减：库存股	其他综合收益	专项储备	盈余公积	一般风险准备	未分配利润	其他	小计		
		优先股	永续债	其他											
一、上年期末余额	364,621,968.00				683,387,347.43		43,119,510.76		50,624,852.81		-172,124,216.44		969,629,462.56		969,629,462.56
加：会计政策变更													0.00		
期差错更正													0.00		
一控制下企业合并													0.00		
他													0.00		
二、本年	364,621,				683,387,		43,119,5		50,624,8		-172,		969,629,		969,629,

期初余额	968.00				347.43		10.76		52.81		124,216.44		462.56		462.56
三、本期增减变动金额（减少以“－”号填列）					16,966,274.11		89,337,734.92		18,450,769.49		261,293,801.39		386,048,579.91		386,048,579.91
（一）综合收益总额							89,337,734.92				279,744,570.88		369,082,305.80		369,082,305.80
（二）所有者投入和减少资本					16,966,274.11								16,966,274.11		16,966,274.11
1.所有者投入的普通股													0.00		
2.其他权益工具持有者投入资本													0.00		
3.股份支付计入所有者权益的金额					16,966,274.11								16,966,274.11		16,966,274.11
4.其他													0.00		
（三）利润分配									18,450,769.49		－18,450,769.49		0.00		

1.提取盈余公积									18,450,769.49		-18,450,769.49		0.00		
2.提取一般风险准备													0.00		
3.对所有者（或股东）的分配													0.00		
4.其他													0.00		
（四）所有者权益内部结转													0.00		
1.资本公积转增资本（或股本）													0.00		
2.盈余公积转增资本（或股本）													0.00		
3.盈余公积弥补亏损													0.00		
4.设定受益计划变动额结转留存收													0.00		

益															
5.其他综合收益结转留存收益													0.00		
6.其他													0.00		
（五）专项储备													0.00		
1.本期提取													0.00		
2.本期使用													0.00		
（六）其他													0.00		
四、本期期末余额	364,621,968.00				700,353,621.54		132,457,245.68		69,075,622.30		89,169,584.95		1,355,678,042.47		1,355,678,042.47

8、母公司所有者权益变动表

本期金额

单位：元

项目	2022 年度											
	股本	其他权益工具			资本公积	减：库存股	其他综合收益	专项储备	盈余公积	未分配利润	其他	所有者权益合计
		优先股	永续债	其他								
一、上年期末余额	364,621,968.00				210,632,374.09		146,970,448.31		69,075,622.30	551,482,217.83		1,342,782,630.53
加：会计政策变更												
期差错更正												

他												
二、本年期初余额	364,621,968.00				210,632,374.09		146,970,448.31		69,075,622.30	551,482,217.83		1,342,782,630.53
三、本期增减变动金额（减少以“－”号填列）					7,215,886.67		-119,837,054.49		41,163,769.82	370,473,928.36		299,016,530.36
（一）综合收益总额							-119,837,054.49			411,637,698.18		291,800,643.69
（二）所有者投入和减少资本					7,215,886.67							7,215,886.67
1．所有者投入的普通股												0.00
2．其他权益工具持有者投入资本												0.00
3．股份支付计入所有者权益的金额					7,215,886.67							7,215,886.67
4．其他												0.00
（三）利润分配									41,163,769.82	-41,163,769.82		0.00

1．提取盈余公积									41,163,769.82	-41,163,769.82		0.00
2．对所有者（或股东）的分配												0.00
3．其他												0.00
（四）所有者权益内部结转												0.00
1．资本公积转增资本（或股本）												0.00
2．盈余公积转增资本（或股本）												0.00
3．盈余公积弥补亏损												0.00
4．设定受益计划变动额结转留存收益												0.00
5．其他综合收益结转留存收												0.00

益												
6．其他												0.00
（五）专项储备												0.00
1．本期提取												0.00
2．本期使用												0.00
（六）其他												0.00
四、本期期末余额	364,621,968.00				217,848,260.76		27,133,393.82		110,239,392.12	921,956,146.19		1,641,799,160.89

上期金额

单位：元

项目	2021 年度											
	股本	其他权益工具			资本公积	减：库存股	其他综合收益	专项储备	盈余公积	未分配利润	其他	所有者权益合计
		优先股	永续债	其他								
一、上年期末余额	364,621,968.00				193,666,099.98		57,390,556.26		50,624,852.81	385,425,292.47		1,051,728,769.52
加：会计政策变更												
期差错更正												
他												
二、本年期初余额	364,621,968.00				193,666,099.98		57,390,556.26		50,624,852.81	385,425,292.47		1,051,728,769.52
三、本期增减变动					16,966,274.11		89,579,892.05		18,450,769.49	166,056,925.36		291,053,861.01

金额（减少以“－”号填列）												
（一）综合收益总额							89,579,892.05			184,507,694.85		274,087,586.90
（二）所有者投入和减少资本					16,966,274.11							16,966,274.11
1．所有者投入的普通股												0.00
2．其他权益工具持有者投入资本												0.00
3．股份支付计入所有者权益的金额					16,966,274.11							16,966,274.11
4．其他												0.00
（三）利润分配									18,450,769.49	-18,450,769.49		0.00
1．提取盈余公积									18,450,769.49	-18,450,769.49		0.00
2．对所有者（或股												0.00

东）的分配												
3．其他												0.00
（四）所有者权益内部结转												0.00
1．资本公积转增资本（或股本）												0.00
2．盈余公积转增资本（或股本）												0.00
3．盈余公积弥补亏损												0.00
4．设定受益计划变动额结转留存收益												0.00
5．其他综合收益结转留存收益												0.00
6．其他												0.00
（五）专项储备												0.00
1．本												0.00

期提取												
2．本期使用												0.00
（六）其他												0.00
四、本期期末余额	364,621,968.00				210,632,374.09		146,970,448.31		69,075,622.30	551,482,217.83		1,342,782,630.53

三、公司基本情况

格力博(江苏)股份有限公司（“本公司”）是一家在中华人民共和国江苏省注册的股份有限公司，于 2002 年 7 月 2 日成立，统一社会信用代码为 91320400739433074W，注册地址为中国江苏省常州市钟楼经济开发区星港路 65-1 号，法定代表人为陈寅，营业期限为 2002 年 7 月 2 日至无固定期限。本公司所发行人民币普通股 A 股股票，已于 2023 年 2 月 8 日在深圳证券交易所上市。

经中国证券监督管理委员会《关于同意格力博（江苏）股份有限公司首次公开发行股票注册的批复》（证监许可[2022]2348 号）的批准，本公司于 2023 年 2 月 8 日在深圳证券交易所创业板首次公开发行人民币普通股（A 股）股票 121,540,000 股，每股面值人民币 1.00 元，每股发行认购价格为人民币 30.85 元，新增注册资本(股本)人民币 121,540,000.00 元，该变更事项经安永华明会计师事务所（特殊普通合伙）出具安永华明（2023）验字第 61457418_B01 号。本次变更前，贵公司的注册资本及实收资本（股本）为人民币 364,621,968.00 元，贵公司变更后的实收资本（股本）为人民币 486,161,968.00 元。

本公司及下属子公司（以下统称“本集团”），主要从事电动工具、手工具、园林工具、空压机、清洗机、发电机、非道路用车和家用电器配件等的制造与销售。

本集团的母公司为注册地在香港的GLOBE HOLDINGS (HONG KONG) CO., LTD.。本集团的实际控制人为陈寅先生。

本财务报表业经本公司董事会于 2023 年 4 月 26 日决议批准报出。根据本公司章程，本财务报表将提交股东大会审议。

合并财务报表的合并范围以控制为基础确定，本年度变化情况参见附注八。

四、财务报表的编制基础

1、编制基础

本财务报表按照财政部颁布的《企业会计准则——基本准则》以及其后颁布及修订的具体会计准则、应用指南、解释以及其他相关规定（统称“企业会计准则”）编制。
编制本财务报表时，除某些金融工具外，均以历史成本为计价原则。资产如果发生减值，则按照相关规定计提相应的减值准备。

2、持续经营

本公司对报告期末起 12 个月的持续经营能力进行了评价，未发现对持续经营能力产生重大怀疑的事项或情况。因此，本财务报表系在持续经营假设的基础上编制。

五、重要会计政策及会计估计

具体会计政策和会计估计提示：

本集团根据实际生产经营特点制定了具体会计政策和会计估计，主要体现在应收款项坏账准备的计提、存货计价方法、固定资产折旧、无形资产摊销、收入确认和计量等。

1、遵循企业会计准则的声明

本财务报表符合企业会计准则的要求，真实、完整地反映了本公司及本集团于 2022 年 12 月 31 日的财务状况以及 2022 年度的经营成果和现金流量。

2、会计期间

本集团会计年度采用公历年度，即每年自 1 月 1 日起至 12 月 31 日止。

3、营业周期

12 个月

4、记账本位币

本公司记账本位币和编制本财务报表所采用的货币均为人民币。除有特别说明外，均以人民币元为单位表示。
本集团下属子公司，根据其经营所处的主要经济环境自行决定其记账本位币，编制财务报表时折算为人民币。

5、同一控制下和非同一控制下企业合并的会计处理方法

对于通过非同一控制下企业合并取得的子公司，被购买方的经营成果和现金流量自本集团取得控制权之日起纳入合并财务报表，直至本集团对其控制权终止。在编制合并财务报表时，以购买日确定的各项可辨认资产、负债及或有负债的公允价值为基础对子公司的财务报表进行调整。

对于通过同一控制下企业合并取得的子公司，被合并方的经营成果和现金流量自合并当期期初纳入合并财务报表。编制比较合并财务报表时，对前期财务报表的相关项目进行调整，视同合并后形成的报告主体自最终控制方开始实施控制时一直存在。

6、合并财务报表的编制方法

合并财务报表的合并范围以控制为基础确定，包括本公司及全部子公司的财务报表。子公司，是指被本公司控制的主体（含企业、被投资单位中可分割的部分，以及本公司所控制的结构化主体等）。

编制合并财务报表时，子公司采用与本公司一致的会计年度和会计政策。本集团内部各公司之间的所有交易产生的资产、负债、权益、收入、费用和现金流量于合并时全额抵销。

对于通过非同一控制下企业合并取得的子公司，被购买方的经营成果和现金流量自本集团取得控制权之日起纳入合并财务报表，直至本集团对其控制权终止。在编制合并财务报表时，以购买日确定的各项可辨认资产、负债及或有负债的公允价值为基础对子公司的财务报表进行调整。

对于通过同一控制下企业合并取得的子公司，被合并方的经营成果和现金流量自合并当期期初纳入合并财务报表。编制比较合并财务报表时，对前期财务报表的相关项目进行调整，视同合并后形成的报告主体自最终控制方开始实施控制时一直存在。

如果相关事实和情况的变化导致对控制要素中的一项或多项发生变化的，本集团重新评估是否控制被投资方。

7、合营安排分类及共同经营会计处理方法

无

8、现金及现金等价物的确定标准

现金，是指本集团的库存现金以及可以随时用于支付的存款；现金等价物，是指本集团持有的期限短、流动性强、易于转换为已知金额的现金、价值变动风险很小的投资。

9、外币业务和外币报表折算

本集团对于发生的外币交易，将外币金额折算为记账本位币金额。

外币交易在初始确认时，采用交易发生日的即期汇率将外币金额折算为记账本位币金额，与交易发生日即期汇率按交易发生当月月初即期汇率确定。于资产负债表日，对于外币货币性项目采用资产负债表日即期汇率折算。由此产生的结算和货币性项目折算差额，除属于与购建符合资本化条件的资产相关的外币专门借款产生的差额按照借款费用资本化的原则处理之外，均计入当期损益。以历史成本计量的外币非货币性项目，仍采用交易发生日的即期汇率折算，不改变其记账本位币金额。以公允价值计量的外币非货币性项目，采用公允价值确定日的即期汇率折算，由此产生的差额根据非货币性项目的性质计入当期损益或其他综合收益。

对于境外经营，本集团在编制财务报表时将其记账本位币折算为人民币：对资产负债表中的资产和负债项目，采用资产负债表日的即期汇率折算，股东权益项目除“未分配利润”项目外，其他项目采用发生时的即期汇率折算；利润表中的收入和费用项目，采用交易发生当期平均汇率（除非汇率波动使得采用该汇率折算不适当，则采用交易发生日的即期汇率折算）折算。按照上述折算产生的外币财务报表折算差额，确认为其他综合收益。处置境外经营时，将与该境外经营相关的其他综合收益转入处置当期损益，部分处置的按处置比例计算。

外币现金流量，采用现金流量发生日的即期汇率近似的汇率折算。境外子公司的现金流量，采用现金流量发生当期平均汇率（除非汇率波动使得采用该汇率折算不适当，则采用现金流量发生日的即期汇率折算）折算。汇率变动对现金的影响额作为调节项目，在现金流量表中单独列报。

10、金融工具

金融工具，是指形成一个企业的金融资产，并形成其他单位的金融负债或权益工具的合同。

金融工具的确认和终止确认

本集团于成为金融工具合同的一方时确认一项金融资产或金融负债。

满足下列条件的，终止确认金融资产（或金融资产的一部分，或一组类似金融资产的一部分），即从其账户和资产负债表内予以转销：

（1）收取金融资产现金流量的权利届满；

（2）转移了收取金融资产现金流量的权利，或在“过手协议”下承担了及时将收取的现金流量全额支付给第三方的义务；并且（a）实质上转让了金融资产所有权上几乎所有的风险和报酬，或（b）虽然实质上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，但放弃了对该金融资产的控制。

如果金融负债的责任已履行、撤销或届满，则对金融负债进行终止确认。如果现有金融负债被同一债权人以实质上几乎完全不同条款的另一金融负债所取代，或现有负债的条款几乎全部被实质性修改，则此类替换或修改作为终止确认原负债和确认新负债处理，差额计入当期损益。

以常规方式买卖金融资产，按交易日会计进行确认和终止确认。常规方式买卖金融资产，是指按照合同条款的约定，在法规或通行惯例规定的期限内收取或交付金融资产。交易日，是指本集团承诺买入或卖出金融资产的日期。

金融资产分类和计量

本集团的金融资产于初始确认时根据本集团企业管理金融资产的业务模式和金融资产的合同现金流量特征分类为：以摊余成本计量的金融资产、以公允价值计量且其变动计入其他综合收益的金融资产、以公允价值计量且其变动计入当期损益的金融资产。当且仅当本集团改变管理金融资产的业务模式时，才对所有受影响的相关金融资产进行重分类。

金融资产在初始确认时以公允价值计量，但是因销售商品或提供服务等产生的应收账款未包含重大融资成分或不考虑不超过一年的融资成分的，按照交易价格进行初始计量。

对于以公允价值计量且其变动计入当期损益的金融资产，相关交易费用直接计入当期损益，其他类别的金融资产相关交易费用计入其初始确认金额。

金融资产的后续计量取决于其分类：

以摊余成本计量的债务工具投资

金融资产同时符合下列条件的，分类为以摊余成本计量的金融资产：管理该金融资产的业务模式是以收取合同现金流量为目标；该金融资产的合同条款规定，在特定日期产生的现金流量仅为对本金和以未偿付本金金额为基础的利息的支付。此类金融资产采用实际利率法确认利息收入，其终止确认、修改或减值产生的利得或损失，均计入当期损益。

以公允价值计量且其变动计入其他综合收益的债务工具投资

金融资产同时符合下列条件的，分类为以公允价值计量且其变动计入其他综合收益的金融资产：本集团管理该金融资产的业务模式是既以收取合同现金流量为目标又以出售金融资产为目标；该金融资产的合同条款规定，在特定日期产生的现金流量仅为对本金和以未偿付本金金额为基础的利息的支付。此类金融资产采用实际利率法确认利息收入。除利息收入、减值损失及汇兑差额确认为当期损益外，其余公允价值变动计入其他综合收益。当金融资产终止确认时，之前计入其他综合收益的累计利得或损失从其他综合收益转出，计入当期损益。

以公允价值计量且其变动计入当期损益的金融资产

上述以摊余成本计量的金融资产和以公允价值计量且其变动计入其他综合收益的金融资产之外的金融资产，分类为以公允价值计量且其变动计入当期损益的金融资产。对于此类金融资产，采用公允价值进行后续计量，除与套期会计有关外，所有公允价值变动计入当期损益。

金融负债分类和计量

本集团的金融负债于初始确认时分类为：以公允价值计量且其变动计入当期损益的金融负债、以摊余成本计量的金融负债。对于以公允价值计量且其变动计入当期损益的金融负债，相关交易费用直接计入当期损益，以摊余成本计量的金融负债的相关交易费用计入其初始确认金额。

金融负债的后续计量取决于其分类：

以公允价值计量且其变动计入当期损益的金融负债

以公允价值计量且其变动计入当期损益的金融负债，主要指交易性金融负债（含属于金融负债的衍生工具）。交易性金融负债（含属于金融负债的衍生工具），按照公允价值进行后续计量，除与套期会计有关外，所有公允价值变动均计入当期损益。

以摊余成本计量的金融负债

对于此类金融负债，采用实际利率法，按照摊余成本进行后续计量。

金融工具减值

本集团以预期信用损失为基础，对以摊余成本计量的金融资产、以公允价值计量且其变动计入其他综合收益的债务工具投资进行减值处理并确认损失准备。

对于不含重大融资成分的应收款项，本集团运用简化计量方法，按照相当于整个存续期内的预期信用损失金额计量损失准备。

除上述采用简化计量方法以外的金融资产，本集团在每个资产负债表日评估其信用风险自初始确认后是否已经显著增加，如果信用风险自初始确认后未显著增加，处于第一阶段，本集团按照相当于未来 12 个月内预期信用损失的金额计量损失准备，并按照账面余额和实际利率计算利息收入；如果信用风险自初始确认后已显著增加但尚未发生信用减值的，处于第二阶段，本集团按照相当于整个存续期内预期信用损失的金额计量损失准备，并按照账面余额和实际利率计算利息收入；如果初始确认后发生信用减值的，处于第三阶段，本集团按照相当于整个存续期内预期信用损失的金额计量损失准备，并按照摊余成本和实际利率计算利息收入。对于资产负债表日只具有较低信用风险的金融工具，本集团假设其信用风险自初始确认后未显著增加。

本集团基于单项和组合评估金融工具的预期信用损失。本集团考虑了不同客户的信用风险特征，以账龄组合为基础评估应收款项的预期信用损失。

关于本集团对信用风险显著增加判断标准、已发生信用减值资产的定义等披露参见附注十。

本集团计量金融工具预期信用损失的方法反映的因素包括：通过评价一系列可能的结果而确定的无偏概率加权平均金额、货币时间价值，以及在资产负债表日无须付出不必要的额外成本或努力即可获得的有关过去事项、当前状况以及未来经济状况预测的合理且有依据的信息。

当本集团不再合理预期能够全部或部分收回金融资产合同现金流量时，本集团直接减记该金融资产的账面余额。

衍生金融工具

本集团使用衍生金融工具，例如以远期外汇合约和外汇期权合约对汇率风险进行套期。衍生金融工具初始以衍生交易合同签订当日的公允价值进行计量，并以其公允价值进行后续计量。公允价值为正数的衍生金融工具确认为一项资产，公允价值为负数的确认为一项负债。

除与套期会计有关外，衍生工具公允价值变动产生的利得或损失直接计入当期损益。

金融资产转移

本集团已将金融资产所有权上几乎所有的风险和报酬转移给转入方的，终止确认该金融资产；保留了金融资产所有权上几乎所有的风险和报酬的，不终止确认该金融资产。

本集团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的，分别下列情况处理：放弃了对该金融资产控制的，终止确认该金融资产并确认产生的资产和负债；未放弃对该金融资产控制的，按照其继续涉入所转移金融资产的程度确认有关金融资产，并相应确认有关负债。

11、应收票据

无

12、应收账款

应收账款的预期信用损失的确定方法及会计处理方法，详见本附注五、重要会计政策及会计估计之 10、金融工具。

13、应收款项融资

应收款项融资的确定方法及会计处理方法，详见本附注五、重要会计政策及会计估计之 10、金融工具。

14、其他应收款

其他应收款的预期信用损失的确定方法及会计处理方法

详见本附注五、重要会计政策及会计估计之 10、金融工具。

15、存货

存货包括在途物资、原材料、在产品、半成品、库存商品、周转材料和委外加工物资 。

存货按照成本进行初始计量。存货成本包括采购成本、加工成本和其他成本。发出存货，采用加权平均法确定其实际成本。周转材料包括低值易耗品，采用分次转销法进行摊销。

存货的盘存制度采用永续盘存制。

于资产负债表日，存货按照成本与可变现净值孰低计量，对成本高于可变现净值的，计提存货跌价准备，计入当期损益。可变现净值，是指在日常活动中，存货的估计售价减去至完工时估计将要发生的成本、估计的销售费用以及相关税费后的金额。计提存货跌价准备时，原材料和产成品按单个存货项目计提。

16、合同资产

无

17、合同成本

无

18、持有待售资产

无

19、债权投资

无

20、其他债权投资

无

21、长期应收款

无

22、长期股权投资

长期股权投资包括对子公司的权益性投资。

长期股权投资在取得时以初始投资成本进行初始计量。通过同一控制下企业合并取得的长期股权投资，以合并日取得被合并方所有者权益在最终控制方合并财务报表中的账面价值的份额作为初始投资成本；初始投资成本与合并对价账面价值之间差额，调整资本公积（不足冲减的，冲减留存收益）；合并日之

前的其他综合收益，在处置该项投资时采用与被投资单位直接处置相关资产或负债相同的基础进行会计处理，因被投资方除净损益、其他综合收益和利润分配以外的其他股东权益变动而确认的股东权益，在处置该项投资时转入当期损益；其中，处置后仍为长期股权投资的按比例结转，处置后转换为金融工具的则全额结转。通过非同一控制下企业合并取得的长期股权投资，以合并成本作为初始投资成本（通过多次交易分步实现非同一控制下企业合并的，以购买日之前所持被购买方的股权投资的账面价值与购买日新增投资成本之和作为初始投资成本），合并成本包括购买方付出的资产、发生或承担的负债、发行的权益性证券的公允价值之和；购买日之前持有的因采用权益法核算而确认的其他综合收益，在处置该项投资时采用与被投资单位直接处置相关资产或负债相同的基础进行会计处理，因被投资方除净损益、其他综合收益和利润分配以外的其他股东权益变动而确认的股东权益，在处置该项投资时转入当期损益；其中，处置后仍为长期股权投资的按比例结转，处置后转换为金融工具的则全额结转；购买日之前持有的股权投资作为其他权益工具投资计入其他综合收益的累计公允价值变动在改按成本法核算时全部转入留存收益。除企业合并形成的长期股权投资以外方式取得的长期股权投资，按照下列方法确定初始投资成本：支付现金取得的，以实际支付的购买价款及与取得长期股权投资直接相关的费用、税金及其他必要支出作为初始投资成本；发行权益性证券取得的，以发行权益性证券的公允价值作为初始投资成本。

本公司能够对被投资单位实施控制的长期股权投资，在本公司个别财务报表中采用成本法核算。控制，是指拥有对被投资方的权力，通过参与被投资方的相关活动而享有可变回报，并且有能力运用对被投资方的权力影响回报金额。

采用成本法时，长期股权投资按初始投资成本计价。追加或收回投资的，调整长期股权投资的成本。被投资单位宣告分派的现金股利或利润，确认为当期投资收益。

处置长期股权投资，其账面价值与实际取得价款的差额，计入当期损益。

23、投资性房地产

投资性房地产计量模式
不适用

24、固定资产

（1）确认条件
固定资产仅在与其有关的经济利益很可能流入本集团，且其成本能够可靠地计量时才予以确认。与固定资产有关的后续支出，符合该确认条件的，计入固定资产成本，并终止确认被替换部分的账面价值；否则，在发生时计入当期损益。

固定资产按照成本进行初始计量。购置固定资产的成本包括购买价款、相关税费、使固定资产达到预定可使用状态前所发生的可直接归属于该项资产的其他支出。

本集团至少于每年年度终了，对固定资产的使用寿命、预计净残值和折旧方法进行复核，必要时进行调整。

（2） 折旧方法

类别	折旧方法	折旧年限	残值率	年折旧率
房屋及建筑物	年限平均法	15-40 年	0%-10%	2.3%-6.7%
机器设备	年限平均法	3-10 年	4%-10%	9.0%-32.0%
运输工具	年限平均法	1-8 年	0%-10%	11.3%-100.0%
计算机及电子设备	年限平均法	3-5 年	0%-12%	17.6%-33.3%
家具工具	年限平均法	3-5 年	10%-12%	17.6%-30.0%

(3) 融资租入固定资产的认定依据、计价和折旧方法

无

25、在建工程

在建工程成本按实际工程支出确定，包括在建期间发生的各项必要工程支出、工程达到预定可使用状态前的应予资本化的借款费用以及其他相关费用等。

在建工程在达到预定可使用状态时转入固定资产。

26、借款费用

可直接归属于符合资本化条件的资产的购建或者生产的借款费用，予以资本化，其他借款费用计入当期损益。符合资本化条件的资产，是指需要经过相当长时间的购建或者生产活动才能达到预定可使用或者可销售状态的固定资产和存货等资产。

借款费用同时满足下列条件的，才能开始资本化：
（1）资产支出已经发生；
（2）借款费用已经发生；
（3）为使资产达到预定可使用或者可销售状态所必要的购建或者生产活动已经开始。

购建或者生产符合资本化条件的资产达到预定可使用或者可销售状态时，借款费用停止资本化。之后发生的借款费用计入当期损益。

在资本化期间内，每一会计期间的利息资本化金额，按照下列方法确定：
（1）专门借款以当期实际发生的利息费用，减去暂时性的存款利息收入或投资收益后的金额确定；
（2）占用的一般借款，根据累计资产支出超过专门借款部分的资产支出加权平均数乘以所占用一般借款的加权平均利率计算确定。

符合资本化条件的资产在购建或者生产过程中，发生除达到预定可使用或者可销售状态必要的程序之外的非正常中断、且中断时间连续超过 3 个月的，暂停借款费用的资本化。在中断期间发生的借款费用确认为费用，计入当期损益，直至资产的购建或者生产活动重新开始。

27、生物资产

无

28、油气资产

无

29、使用权资产

在租赁期开始日，本集团将其可在租赁期内使用租赁资产的权利确认为使用权资产，按照成本进行初始计量。使用权资产成本包括：租赁负债的初始计量金额；在租赁期开始日或之前支付的租赁付款额，存在租赁激励的，扣除已享受的租赁激励相关金额；承租人发生的初始直接费用；承租人为拆卸及移除租赁资产、复原租赁资产所在场地或将租赁资产恢复至租赁条款约定状态预计将发生的成本。本集团因租赁付款额变动重新计量租赁负债的，相应调整使用权资产的账面价值。本集团后续采用年限平均法对使用权资产计提折旧。能够合理确定租赁期届满时取得租赁资产所有权的，本集团在租赁资产剩余使用寿命内计提折旧。无法合理确定租赁期届满时能够取得租赁资产所有权的，本集团在租赁期与租赁资产剩余使用寿命两者孰短的期间内计提折旧。

30、无形资产

（1）计价方法、使用寿命、减值测试

无形资产仅在与其有关的经济利益很可能流入本集团，且其成本能够可靠地计量时才予以确认，并以成本进行初始计量。但非同一控制下企业合并中取得的无形资产，其公允价值能够可靠地计量的，即单独确认为无形资产并按照公允价值计量。

无形资产按照其能为本集团带来经济利益的期限确定使用寿命，无法预见其为本集团带来经济利益期限的作为使用寿命不确定的无形资产。

各项无形资产的使用寿命如下：

	使用寿命
土地使用权	30-50 年
软件	3-10 年

本集团取得的土地使用权，通常作为无形资产核算。自行开发建造厂房等建筑物，相关的土地使用权和建筑物分别作为无形资产和固定资产核算。外购土地及建筑物支付的价款在土地使用权和建筑物之间进行分配，难以合理分配的，全部作为固定资产处理。

使用寿命有限的无形资产，在其使用寿命内采用直线法摊销。本集团至少于每年年度终了，对使用寿命有限的无形资产的使用寿命及摊销方法进行复核，必要时进行调整。

（2） 内部研究开发支出会计政策

本集团将内部研究开发项目的支出，区分为研究阶段支出和开发阶段支出。研究阶段的支出，于发生时计入当期损益。

31、长期资产减值

对除存货、递延所得税及金融资产外的资产减值，按以下方法确定：于资产负债表日判断资产是否存在可能发生减值的迹象，存在减值迹象的，本集团将估计其可收回金额，进行减值测试。

可收回金额根据资产的公允价值减去处置费用后的净额与资产预计未来现金流量的现值两者之间较高者确定。本集团以单项资产为基础估计其可收回金额；难以对单项资产的可收回金额进行估计的，以该资产所属的资产组为基础确定资产组的可收回金额。资产组的认定，以资产组产生的主要现金流入是否独立于其他资产或者资产组的现金流入为依据。

当资产或者资产组的可收回金额低于其账面价值时，本集团将其账面价值减记至可收回金额，减记的金额计入当期损益，同时计提相应的资产减值准备。

上述资产减值损失一经确认，在以后会计期间不再转回。

32、长期待摊费用

长期待摊费用采用直线法摊销，摊销期如下：

	摊销期
网络服务费	3年
装修费	5年

33、合同负债

本集团根据履行履约义务与客户付款之间的关系在资产负债表中列示合同负债。

合同负债是指已收或应收客户对价而应向客户转让商品或服务的义务，如企业在转让承诺的商品或服务之前已收取的款项

34、职工薪酬

（1） 短期薪酬的会计处理方法

在职工提供服务的会计期间，将实际发生的短期薪酬确认为负债，并计入当期损益或相关资产成本。

（2） 离职后福利的会计处理方法

本集团的职工参加由当地政府管理的养老保险和失业保险，相应支出在发生时计入相关资产成本或当期损益。

（3） 辞退福利的会计处理方法

本集团向职工提供辞退福利的，在下列两者孰早日确认辞退福利产生的职工薪酬负债，并计入当期损益：企业不能单方面撤回因解除劳动关系计划或裁减建议所提供的辞退福利时；企业确认与涉及支付辞退福利的重组相关的成本或费用时。

（4） 其他长期职工福利的会计处理方法

无

35、租赁负债

在租赁期开始日，本集团将尚未支付的租赁付款额的现值确认为租赁负债，短期租赁和低价值资产租赁除外。租赁付款额包括固定付款额及实质固定付款额扣除租赁激励后的金额、取决于指数或比率的可变租赁付款额、根据担保余值预计应支付的款项，还包括购买选择权的行权价格或行使终止租赁选择权需支付的款项，前提是本集团合理确定将行使该选择权或租赁期反映出本集团将行使终止租赁选择权。

在计算租赁付款额的现值时，本集团采用租赁内含利率作为折现率；无法确定租赁内含利率的，采用承租人增量借款利率作为折现率。本集团按照固定的周期性利率计算租赁负债在租赁期内各期间的利息费用，并计入当期损益，但另有规定计入相关资产成本的除外。未纳入租赁负债计量的可变租赁付款额于实际发生时计入当期损益，但另有规定计入相关资产成本的除外。

租赁期开始日后，本集团确认利息时增加租赁负债的账面金额，支付租赁付款额时减少租赁负债的账面金额。当实质固定付款额发生变动、担保余值预计的应付金额发生变化、用于确定租赁付款额的指数或比率发生变动、购买选择权、续租选择权或终止选择权的评估结果或实际行权情况发生变化时，本集团按照变动后的租赁付款额的现值重新计量租赁负债。

36、预计负债

除了非同一控制下企业合并中的或有对价及承担的或有负债之外，当与或有事项相关的义务同时符合以下条件，本集团将其确认为预计负债：

（1）该义务是本集团承担的现时义务；
（2）该义务的履行很可能导致经济利益流出本集团；
（3）该义务的金额能够可靠地计量。

预计负债按照履行相关现时义务所需支出的最佳估计数进行初始计量，并综合考虑与或有事项有关的风险、不确定性和货币时间价值等因素。每个资产负债表日对预计负债的账面价值进行复核。有确凿证据表明该账面价值不能反映当前最佳估计数的，按照当前最佳估计数对该账面价值进行调整。

37、股份支付

股份支付，分为以权益结算的股份支付和以现金结算的股份支付。以权益结算的股份支付，是指本集团为获取服务以股份或其他权益工具作为对价进行结算的交易。

以权益结算的股份支付换取职工提供服务的，以授予职工权益工具的公允价值计量。授予后立即可行权的，在授予日按照公允价值计入相关成本或费用，相应增加资本公积；完成等待期内的服务或达到规定业绩条件才可行权的，在等待期内每个资产负债表日，以对可行权权益工具数量的最佳估计为基础，按照授予日的公允价值，将当期取得的服务计入相关成本或费用，相应增加资本公积。权益工具的公允价值采用二项式模型确定，参见附注十三。

对由于未满足非市场条件和/或服务期限条件而最终未能行权的股份支付，不确认成本或费用。股份支付协议中规定了市场条件或非可行权条件的，无论是否满足市场条件或非可行权条件，只要满足所有其他业绩条件和/或服务期限条件，即视为可行权。

如果修改了以权益结算的股份支付的条款，至少按照未修改条款的情况确认取得的服务。此外，增加所授予权益工具公允价值的修改，或在修改日对职工有利的变更，均确认取得服务的增加。

如果取消了以权益结算的股份支付，则于取消日作为加速行权处理，立即确认尚未确认的金额。职工或其他方能够选择满足非可行权条件但在等待期内未满足的，作为取消以权益结算的股份支付处理。但是，如果授予新的权益工具，并在新权益工具授予日认定所授予的新权益工具是用于替代被取消的权益工具的，则以与处理原权益工具条款和条件修改相同的方式，对所授予的替代权益工具进行处理。

38、优先股、永续债等其他金融工具

无

39、收入

收入确认和计量所采用的会计政策

本集团在履行了合同中的履约义务，即在客户取得相关商品或服务控制权时确认收入。取得相关商品或服务的控制权，是指能够主导该商品的使用或该服务的提供并从中获得几乎全部的经济利益。

销售商品合同

本集团与客户之间的销售商品合同通常仅包含转让商品的履约义务。本集团通常在综合考虑了下列因素的基础上，以客户取得相关商品控制权时点确认收入，该时点通常为合同约定的商品交付时点：取得商品的现时收款权利、商品所有权上的主要风险和报酬的转移、商品的法定所有权的转移、商品实物资产的转移、客户接受该商品。具体销售确认原则如下：

国内销售：本集团根据与客户签订的合同或订单的约定将产品运至约定交货地点或由买方自行提货，完成产品交付义务后，确认产品销售收入。

出口销售：采用 FOB 贸易方式的销售在办理完海关出口报关程序后，集团在货物在指定的装运港越过船舷后确认产品销售收入；采用 DDP 贸易方式的销售在指定的目的地办理完货物的进口清关手续，集团将货物交付给客户后确认产品销售收入；采用 EXW 贸易方式的销售在客户指定承运人上门提货，集团完成产品交付义务后确认产品销售收入。

海外仓库出货销售：本集团将产品按照销售合同或订单约定将产品运至约定交货地点或将移交给客户指定的承运商，完成产品交付义务后，确认产品销售收入。

提供服务合同

本集团与客户之间的提供服务合同通常包含为客户办理进口地清关手续的履约义务。具体销售确认原则如下：

代理清关服务：本集团根据与客户签订的销售合同或订单约定，委托代理商为客户办理进口地产品的清关手续，收入确认时点为代理商办理完成进口地通关并通知客户指定承运商。

可变对价

本集团部分与客户之间的合同存在销售返利的安排，形成可变对价。本集团按照期望值或最有可能发生金额确定可变对价的最佳估计数，但包含可变对价的交易价格不超过在相关不确定性消除时累计已确认收入极可能不会发生重大转回的金额。

应付客户对价

对于应付客户对价，本集团将该应付客户对价冲减交易价格，并在确认相关收入与支付（或承诺支付）客户对价二者孰晚的时点冲减当期收入，除非该应付对价是为了向客户取得其他可明确区分商品或服务。

销售退回条款

对于附有销售退回条款的销售，本集团在客户取得相关商品控制权时，按照因向客户转让商品而预期有权收取的对价金额确认收入，按照预期因销售退回将退还的金额确认为预计负债；同时，按照预期将退回商品转让时的账面价值，扣除收回该商品预计发生的成本（包括退回商品的价值减损）后的余额，确认为一项资产，即应收退货成本，按照所转让商品转让时的账面价值，扣除上述资产成本的净额结转成本。每一资产负债表日，本集团重新估计未来销售退回情况，并对上述资产和负债进行重新计量。

质保义务

根据合同约定、法律规定等，本集团为所销售的商品提供质量保证。对于为向客户保证所销售的商品符合既定标准的保证类质量保证，本集团按照附注五、36 进行会计处理。对于为向客户保证所销售的商品符合既定标准之外提供了一项单独服务的服务类质量保证，本集团将其作为一项单项履约义务，按照提供商品和服务类质量保证的单独售价的相对比例，将部分交易价格分摊至服务类质量保证，并在客户取得服务控制权时确认收入。在评估质量保证是否在向客户保证所销售商品符合既定标准之外提供了一项单独服务时，本集团考虑该质量保证是否为法定要求、质量保证期限以及本集团承诺履行任务的性质等因素。

主要责任人/代理人

对于本集团自第三方取得商品后，再转让给客户，本集团有权自主决定所交易商品或服务的价格，即本集团在向客户转让商品前能够控制该商品，因此本集团是主要责任人，按照已收或应收对价总额确认收入。否则，本集团为代理人，按照预期有权收取的佣金或手续费的金额确认收入，该金额应当按照已收或应收对价总额扣除应支付给其他相关方的价款后的净额，或者按照既定的佣金金额或比例等确定。

同类业务采用不同经营模式导致收入确认会计政策存在差异的情况

无

40、政府补助

政府补助在能够满足其所附的条件并且能够收到时，予以确认。政府补助为货币性资产的，按照收到或应收的金额计量。政府补助为非货币性资产的，按照公允价值计量；公允价值不能可靠取得的，按照名义金额计量。

政府文件规定用于购建或以其他方式形成长期资产的，作为与资产相关的政府补助；政府文件不明确的，以取得该补助必须具备的基本条件为基础进行判断，以购建或其他方式形成长期资产为基本条件的作为与资产相关的政府补助，除此之外的作为与收益相关的政府补助。

本集团对于收到的政府补助按总额法确认。

与收益相关的政府补助，用于补偿以后期间的相关成本费用或损失的，确认为递延收益，并在确认相关成本费用或损失的期间计入当期损益；用于补偿已发生的相关成本费用或损失的，直接计入当期损益。

与资产相关的政府补助，确认为递延收益，在相关资产使用寿命内按照合理、系统的方法分期计入损益（但按照名义金额计量的政府补助，直接计入当期损益），相关资产在使用寿命结束前被出售、转让、报废或发生毁损的，尚未分配的相关递延收益余额转入资产处置当期的损益。

41、递延所得税资产/递延所得税负债

本集团根据资产与负债于资产负债表日的账面价值与计税基础之间的暂时性差异，以及未作为资产和负债确认但按照税法规定可以确定其计税基础的项目的账面价值与计税基础之间的差额产生的暂时性差异，采用资产负债表债务法计提递延所得税。

各种应纳税暂时性差异均据以确认递延所得税负债。除非：
（1）应纳税暂时性差异是在以下交易中产生的：商誉的初始确认，或者具有以下特征的交易中产生的资产或负债的初始确认：该交易不是企业合并，并且交易发生时既不影响会计利润也不影响应纳税所得额或可抵扣亏损；
（2）对于与子公司相关的应纳税暂时性差异，该暂时性差异转回的时间能够控制并且该暂时性差异在可预见的未来很可能不会转回。

对于可抵扣暂时性差异、能够结转以后年度的可抵扣亏损和税款抵减，本集团以很可能取得用来抵扣可抵扣暂时性差异、可抵扣亏损和税款抵减的未来应纳税所得额为限，确认由此产生的递延所得税资产，除非：
（1）可抵扣暂时性差异是在以下交易中产生的：该交易不是企业合并，并且交易发生时既不影响会计利润也不影响应纳税所得额或可抵扣亏损；
（2）对于与子公司相关的可抵扣暂时性差异，同时满足下列条件的，确认相应的递延所得税资产：暂时性差异在可预见的未来很可能转回，且未来很可能获得用来抵扣可抵扣暂时性差异的应纳税所得额。

本集团于资产负债表日，对于递延所得税资产和递延所得税负债，依据税法规定，按照预期收回该资产或清偿该负债期间的适用税率计量，并反映资产负债表日预期收回资产或清偿负债方式的所得税影响。

于资产负债表日，本集团对递延所得税资产的账面价值进行复核，如果未来期间很可能无法获得足够的应纳税所得额用以抵扣递延所得税资产的利益，减记递延所得税资产的账面价值。于资产负债表日，本

集团重新评估未确认的递延所得税资产，在很可能获得足够的应纳税所得额可供所有或部分递延所得税资产转回的限度内，确认递延所得税资产。

同时满足下列条件时，递延所得税资产和递延所得税负债以抵销后的净额列示：拥有以净额结算当期所得税资产及当期所得税负债的法定权利；递延所得税资产和递延所得税负债是与同一税收征管部门对同一应纳税主体征收的所得税相关或者对不同的纳税主体相关，但在未来每一具有重要性的递延所得税资产和递延所得税负债转回的期间内，涉及的纳税主体意图以净额结算当期所得税资产及当期所得税负债或是同时取得资产、清偿债务。

42、租赁

（1） 经营租赁的会计处理方法

在租赁期开始日，本集团将其可在租赁期内使用租赁资产的权利确认为使用权资产，按照成本进行初始计量。使用权资产成本包括：租赁负债的初始计量金额；在租赁期开始日或之前支付的租赁付款额，存在租赁激励的，扣除已享受的租赁激励相关金额；承租人发生的初始直接费用；承租人为拆卸及移除租赁资产、复原租赁资产所在场地或将租赁资产恢复至租赁条款约定状态预计将发生的成本。本集团因租赁付款额变动重新计量租赁负债的，相应调整使用权资产的账面价值。本集团后续采用年限平均法对使用权资产计提折旧。能够合理确定租赁期届满时取得租赁资产所有权的，本集团在租赁资产剩余使用寿命内计提折旧。无法合理确定租赁期届满时能够取得租赁资产所有权的，本集团在租赁期与租赁资产剩余使用寿命两者孰短的期间内计提折旧。

（2） 融资租赁的会计处理方法

无

43、其他重要的会计政策和会计估计

编制财务报表要求管理层作出判断、估计和假设，这些判断、估计和假设会影响收入、费用、资产和负债的列报金额及其披露，以及资产负债表日或有负债的披露。然而，这些假设和估计的不确定性所导致的结果可能造成对未来受影响的资产或负债的账面金额进行重大调整。

判断

在应用本集团的会计政策的过程中，管理层作出了以下对财务报表所确认的金额具有重大影响的判断：

业务模式

金融资产于初始确认时的分类取决于本集团管理金融资产的业务模式，在判断业务模式时，本集团考虑包括企业评价和向关键管理人员报告金融资产业绩的方式、影响金融资产业绩的风险及其管理方式以及相关业务管理人员获得报酬的方式等。在评估是否以收取合同现金流量为目标时，本集团需要对金融资产到期日前的出售原因、时间、频率和价值等进行分析判断。

合同现金流量特征

金融资产于初始确认时的分类取决于金融资产的合同现金流量特征，需要判断合同现金流量是否仅为对本金和以未偿付本金为基础的利息的支付时，包含对货币时间价值的修正进行评估时，需要判断与基准

现金流量相比是否具有显著差异、对包含提前还款特征的金融资产，需要判断提前还款特征的公允价值是否非常小等。

租赁期——包含续租选择权的租赁合同

租赁期是本集团有权使用租赁资产且不可撤销的期间，有续租选择权，且合理确定将行使该选择权的，租赁期还包含续租选择权涵盖的期间。本集团部分租赁合同拥有续租选择权。本集团在评估是否合理确定将行使续租选择权时，综合考虑与本集团行使续租选择权带来经济利益的所有相关事实和情况，包括自租赁期开始日至选择权行使日之间的事实和情况的预期变化。租赁期开始日，本集团认为，由于与市价相比，续租选择权期间的合同条款和条件更优惠，租赁资产对本集团的运营重要，且不易获取合适的替换资产，与行使选择权相关的条件及满足相关条件的可能性较大，本集团能够合理确定将行使续租选择权，因此，租赁期中包含续租选择权涵盖的期间。租赁期开始日后，如发生本集团可控范围内的重大事件或变化，且影响本集团是否合理确定将行使相应续租选择权的，本集团将对是否行使续租选择权进行重新评估，并根据重新评估结果修改租赁期。

估计的不确定性

以下为于资产负债表日有关未来的关键假设以及估计不确定性的其他关键来源，可能会导致未来会计期间资产和负债账面金额重大调整。

金融工具减值

本集团采用预期信用损失模型对金融工具的减值进行评估，应用预期信用损失模型需要做出重大判断和估计，需考虑所有合理且有依据的信息，包括前瞻性信息。在做出该等判断和估计时，本集团根据历史还款数据结合经济政策、宏观经济指标、行业风险等因素推断债务人信用风险的预期变动。不同的估计可能会影响减值准备的计提，已计提的减值准备可能并不等于未来实际的减值损失金额。

金融工具的公允价值

对没有交易活跃的市场可提供报价的金融工具需要采用估值技术确定公允价值。估值技术包括采用市场的最新交易信息、现金流量折现法和期权定价模型等。本集团建立了一套工作流程，以确保由符合专业资格的人员负责公允价值的计算、验证和审阅工作。本集团使用的估值模型尽可能多地采用市场信息并尽少采用本集团特有信息。需要指出的是估值模型使用的部分信息需要管理层进行估计(例如折现率、标的汇率波动率等)。本集团定期审阅上述估计和假设，必要时进行调整。

递延所得税资产

在很可能有足够的应纳税所得额用以抵扣可抵扣亏损的限度内，应就所有尚未利用的可抵扣亏损确认递延所得税资产。这需要管理层运用大量的判断来估计未来取得应纳税所得额的时间和金额，结合纳税筹划策略，以决定应确认的递延所得税资产的金额。

存货跌价准备

本集团管理层对存货跌价准备作出估计。该估计是以历史经验为基础，并参考公司相关的存货跌价准备计提政策而作出的。本集团会定期对存货的可使用状况、在库时间等进行检查、评估，以确定是足额提取存货跌价准备。如果评估结果较先前所做的估计有较大差异时，管理层将会在未来增加或减少年度存货跌价准备。

质量保证

本集团对具有类似特征的合同组合，根据历史保修数据、当前保修情况，考虑产品改进、市场变化等全部相关信息后，对保修费率予以合理估计。估计的保修费率可能并不等于未来实际的保修费率，本集团至少于每一资产负债表日对保修费率进行重新评估，并根据重新评估后的保修费率确定预计负债。

涉及销售折扣的可变对价
本集团对具有类似特征的合同组合，根据销售历史数据、当前销售情况，考虑客户变动、市场变化等全部相关信息后，对折扣率予以合理估计。估计的折扣率可能并不等于未来实际的折扣率，本集团至少于每一资产负债表日对折扣率进行重新评估，并根据重新评估后的折扣率确定销售折扣的会计处理。

承租人增量借款利率
对于无法确定租赁内含利率的租赁，本集团采用承租人增量借款利率作为折现率计算租赁付款额的现值。确定增量借款利率时，本集团根据所处经济环境，以可观察的利率作为确定增量借款利率的参考基础，在此基础上，根据自身情况、标的资产情况、租赁期和租赁负债金额等租赁业务具体情况对参考利率进行调整以得出适用的增量借款利率。

44、重要会计政策和会计估计变更

（1） 重要会计政策变更

□适用 ☑不适用

（2） 重要会计估计变更

□适用 ☑不适用

45、其他

套期会计
就套期会计方法而言，本集团的套期分类为：
（1）公允价值套期，是指对已确认资产或负债，尚未确认的确定承诺（除汇率风险外）的公允价值变动风险进行的套期。
（2）现金流量套期，是指对现金流量变动风险进行的套期，此现金流量变动源于与已确认资产或负债、很可能发生的预期交易有关的某类特定风险，或一项未确认的确定承诺包含的汇率风险。

在套期关系开始时，本集团对套期关系有正式指定，并准备了关于套期关系、风险管理目标和风险管理策略的正式书面文件。该文件载明了套期工具、被套期项目，被套期风险的性质，以及本集团对套期有效性评估方法。套期有效性，是指套期工具的公允价值或现金流量变动能够抵销被套期风险引起的被套期项目公允价值或现金流量的程度。此类套期在初始指定日及以后期间被持续评价符合套期有效性要求。

如果套期工具已到期、被出售、合同终止或已行使（但作为套期策略组成部分的展期或替换不作为已到期或合同终止处理），或因风险管理目标发生变化，导致套期关系不再满足风险管理目标，或者该套期不再满足套期会计方法的其他条件时，本集团终止运用套期会计。

套期关系由于套期比率的原因不再符合套期有效性要求的，但指定该套期关系的风险管理目标没有改变的，本集团对套期关系进行再平衡。

本集团对套期有效性的评估方法，风险管理策略以及如何应用该策略来管理风险的详细信息，参见附注七、83。

满足套期会计方法条件的，按如下方法进行处理：

公允价值套期

套期工具产生的利得或损失计入当期损益。被套期项目因套期风险敞口形成利得或损失，计入当期损益，同时调整未以公允价值计量的被套期项目的账面价值。

就与按摊余成本计量的债务工具有关的公允价值套期而言，对被套期项目账面价值所作的调整，在套期剩余期间内采用实际利率法进行摊销，计入当期损益。按照实际利率法的摊销可于账面价值调整后随即开始，并不得晚于被套期项目终止根据套期风险而产生的公允价值变动而进行的调整。被套期项目为以公允价值计量且其变动计入其他综合收益的债务工具，按照同样的方式对累积已确认的套期利得或损失进行摊销，并计入当期损益，但不调整金融资产账面价值。如果被套期项目终止确认，则将未摊销的公允价值确认为当期损益。

现金流量套期

套期工具利得或损失中属于套期有效的部分，直接确认为其他综合收益，属于套期无效的部分，计入当期损益。

现金流量套期在被套期的预期现金流量影响损益的相同期间，如预期销售发生时，将其他综合收益中确认的现金流量套期储备转出，计入当期损益。

本集团对现金流量套期终止运用套期会计时，如果被套期的未来现金流量预期仍然会发生的，则以前计入其他综合收益的金额不转出，直至预期交易实际发生或确定承诺履行；如果被套期的未来现金流量预期不再发生的，则累计现金流量套期储备的金额应当从其他综合收益中转出，计入当期损益。

利润分配

本公司的现金股利，于股东大会批准后确认为负债。

公允价值计量

本集团于每个资产负债表日以公允价值计量衍生金融工具和权益工具投资等。公允价值，是指市场参与者在计量日发生的有序交易中，出售一项资产所能收到或者转移一项负债所需支付的价格。

在财务报表中以公允价值计量或披露的资产和负债，根据对公允价值计量整体而言具有重要意义的最低层次输入值，确定所属的公允价值层次：第一层次输入值，在计量日能够取得的相同资产或负债在活跃市场上未经调整的报价；第二层次输入值，除第一层次输入值外相关资产或债直接或间接可观察的输入值；第三层次输入值，相关资产或负债的不可观察输入值。

每个资产负债表日，本集团对在财务报表中确认的持续以公允价值计量的资产和负债进行重新评估，以确定是否在公允价值计量层次之间发生转换。

六、税项

1、主要税种及税率

税种	计税依据	税率
增值税	应税收入按适用税率计算销项税，并按扣除当期允许抵扣的进项税额后的差额计缴增值税。	13%、6%、0%、20%、21%、25%、19%、20%
城市维护建设税	应缴流转税税额	7%
企业所得税	应纳税所得额	25、20%、21%、20.6%、32.45%、27%、16.5%
教育费附加	应缴流转税税额	3%
地方教育费附加	应缴流转税税额	2%
房产税	按房产原值扣除一定比例后计缴或按租金收入以国家规定的税率计缴。	国家规定的税率
土地使用税	中国企业按土地使用面积计缴。	国家规定的税率
印花税	应税项目按《中华人民共和国印花税暂行条例》规定的税率计缴。	按《中华人民共和国印花税暂行条例》规定的税率计缴。

存在不同企业所得税税率纳税主体的，披露情况说明

纳税主体名称	所得税税率
一芯家科技(常州)有限公司	25%
格力博(南通)贸易有限公司	25%
上海煦升园林技术有限公司	25%
格力博（江苏）股份有限公司	25%
常州格腾汽车零部件制造有限公司	25%
常州维卡塑业有限公司	25%
GREENWORKS (VIETNAM) Co.,Ltd.	20%
Sunrise Global Holding,Inc.	21%
Sunrise Global Marketing,LLC	21%
Sunrise Global Logistics,Inc.	21%
Greenworks TN MFG,LLC	21%
Greenworks TN Real Estate,LLC	21%
GLOBGRO Aktiebolag	20.6%
Fastighetsbolaget Grönarbete AB	20.6%
Greenworks Tools Europe GmbH	32.45%
Greenworkstools Eurasia Limited	20%
Greenworks Tools Canada Inc.	27%
Hong Kong Sun Rise Trading Limited	16.5%
Aegis (Hong Kong) Limited	16.5%

2、税收优惠

本公司接获由江苏省科学技术厅、江苏省财政厅、国家税务总局江苏省税务局于 2021 年 11 月 30 日联合颁发的《高新技术企业证书》（证书编号：GR202132009198），认定公司为高新技术企业。根据国家对高新技术企业的相关税收政策，本公司 2021 年度至 2023 年度适用的企业所得税税率为 15%。

越南子公司 GREENWORKS (VIETNAM) Co., Ltd.根据当地的所得税税收优惠规定，自成立年度起 15 年内减按 10%的税率计缴企业所得税，同时自第一个获利年度起(弥补以前年度亏损后)，第一至第四年免缴企业所得税，第五年至第十三年减半计缴企业所得税。GREENWORKS (VIETNAM) Co., Ltd.自 2020 年度开始获利。

香港子公司 Hong Kong Sun Rise Trading Limited 和 Aegis (Hong Kong) Limited 对于符合要求的香港离岸经营业务利得享受香港利得税免税政策。

本公司下属子公司一芯家科技(常州)有限公司、格力博(南通)贸易有限公司、上海煦升园林技术有限公司根据《财政部税务总局关于进一步实施小微企业所得税优惠政策的公告》（税务总局公告[2022]13 号）的有关规定享受企业所得税优惠政策，对小型微利企业年应纳税所得额不超过人民币 100 万元的部分，减按 12.5%计入应纳税所得额，按 20%的税率缴纳企业所得税；对年应纳税所得额超过人民币 100 万元但不超过人民币 300 万元的部分，减按 25%计入应纳税所得额，按 20%的税率缴纳企业所得税。

3、其他

无

七、合并财务报表项目注释

1、货币资金

单位：元

项目	期末余额	期初余额
库存现金	292.56	9,597.42
银行存款	296,382,812.03	521,240,700.88
其他货币资金	160,275,586.55	95,693,823.74
合计	456,658,691.14	616,944,122.04
其中：存放在境外的款项总额	234,580,873.29	304,155,973.34
因抵押、质押或冻结等对使用有限制的款项总额	151,406,721.38	94,030,610.67

其他说明：

于 2022 年 12 月 31 日，本集团所有权或使用权受到限制的货币资金为人民币 151,406,721.38 元（2021 年 12 月 31 日：人民币 94,030,610.67 元），参见附注七、81。

于 2022 年 12 月 31 日，本集团存放于境外的货币资金为人民币 234,580,873.29 元（2021 年 12 月 31 日：人民币 304,155,973.34 元）。

银行活期存款按照银行活期存款利率取得利息收入。短期定期存款的存款期依本集团的现金需求而定，并按照相应的银行定期存款利率取得利息收入。

2、交易性金融资产

单位：元

项目	期末余额	期初余额
以公允价值计量且其变动计入当期损益的金融资产	19,033,403.10	12,999,908.23
其中：		
银行理财产品	19,033,403.10	12,999,908.23
其中：		
合计	19,033,403.10	12,999,908.23

其他说明：

无

3、衍生金融资产

单位：元

项目	期末余额	期初余额
流动部分套期工具形成的衍生金融资产远期外汇合约	45,044,985.84	99,652,826.07
非套期工具形成的衍生金融资产远期外汇合约		6,251,541.29
非套期工具形成的衍生金融资产利率互换合约	6,812,815.95	
合计	51,857,801.79	105,904,367.36

其他说明：

本集团利用衍生金融工具进行套期保值的情况参见附注七、83。

4、应收票据

（1） 应收票据分类列示

单位：元

项目	期末余额	期初余额

单位：元

类别	期末余额					期初余额				
	账面余额		坏账准备		账面价值	账面余额		坏账准备		账面价值
	金额	比例	金额	计提比例		金额	比例	金额	计提比例	
其中：										
其中：										

如是按照预期信用损失一般模型计提应收票据坏账准备，请参照其他应收款的披露方式披露坏账准备的相关信息：

□适用 ☑不适用

（2） 本期计提、收回或转回的坏账准备情况

本期计提坏账准备情况：

单位：元

类别	期初余额	本期变动金额				期末余额
		计提	收回或转回	核销	其他	

其中本期坏账准备收回或转回金额重要的：

□适用 ☑不适用

（3） 期末公司已质押的应收票据

单位：元

项目	期末已质押金额

（4） 期末公司已背书或贴现且在资产负债表日尚未到期的应收票据

单位：元

项目	期末终止确认金额	期末未终止确认金额

（5） 期末公司因出票人未履约而将其转应收账款的票据

单位：元

项目	期末转应收账款金额

其他说明：

（6） 本期实际核销的应收票据情况

单位：元

项目	核销金额

其中重要的应收票据核销情况：

单位：元

单位名称	应收票据性质	核销金额	核销原因	履行的核销程序	款项是否由关联交易产生

应收票据核销说明：

5、应收账款

（1） 应收账款分类披露

单位：元

类别	期末余额			期初余额		
	账面余额	坏账准备	账面价	账面余额	坏账准备	账面价

	金额	比例	金额	计提比例	值	金额	比例	金额	计提比例	值
按单项计提坏账准备的应收账款	6,267,656.81	0.59%	6,267,656.81	100.00%	0.00	6,528,861.82	0.68%	6,528,861.82	100.00%	0.00
其中：										
Intersk ol JSC	3,982,169.41	0.37%	3,982,169.41	100.00%	0.00	3,817,627.70	0.40%	3,817,627.70	100.00%	0.00
Yulmark et LLC	1,341,539.70	0.13%	1,341,539.70	100.00%	0.00	1,217,639.53	0.13%	1,217,639.53	100.00%	0.00
SIBGARA NT LLC	277,022.43	0.03%	277,022.43	100.00%	0.00	0.00	0.00%	0.00	100.00%	0.00
Trade Expert LLC	270,865.70	0.03%	270,865.70	100.00%	0.00	245,849.45	0.03%	245,849.45	100.00%	0.00
Taymbt LLC	123,621.53	0.01%	123,621.53	100.00%	0.00	112,204.26	0.01%	112,204.26	100.00%	0.00
Brusnik in, Dmitry Alekseev ich	109,293.71	0.01%	109,293.71	100.00%	0.00	0.00	0.00%	0.00	100.00%	0.00
Garden Machine s LLC	0.00	0.00%	0.00	0.00%	0.00	896,528.18	0.09%	896,528.18	100.00%	0.00
其他零星客户	163,144.33	0.01%	163,144.33	100.00%	0.00	239,012.70	0.02%	239,012.70	100.00%	0.00
按组合计提坏账准备的应收账款	1,058,293,799.97	99.41%	24,898,440.23	2.35%	1,033,395,359.74	954,340,701.63	99.32%	28,549,032.08	2.99%	925,791,669.55
其中：										
1 年以内	1,055,324,832.33	99.13%	24,537,302.64	2.33%	1,030,787,529.69	952,472,256.05	99.13%	28,322,857.73	2.97%	924,149,398.32
1 年至 2 年	2,380,888.06	0.22%	230,390.18	9.68%	2,150,497.88	1,559,095.09	0.16%	160,909.51	10.32%	1,398,185.58
2 年至 3 年	565,367.25	0.05%	121,616.02	21.51%	443,751.23	302,925.26	0.03%	62,585.05	20.66%	240,340.21
3 年至 4 年	19,871.57	0.01%	6,855.89	34.50%	13,015.68	5,493.48	0.00%	1,748.04	31.82%	3,745.44
4 年至 5 年	1,909.01	0.00%	1,343.75	70.39%	565.26	0.00	0.00%	0.00	0.00%	0.00
5 年以上	931.75	0.00%	931.75	100.00%	0.00	931.75	0.00%	931.75	100.00%	0.00
合计	1,064,561,456.78	100.00%	31,166,097.04	2.93%	1,033,395,359.74	960,869,563.45	100.00%	35,077,893.90	3.65%	925,791,669.55

按单项计提坏账准备：3,982,169.41 元

单位：元

名称	期末余额			
	账面余额	坏账准备	计提比例	计提理由
Interskol JSC	3,982,169.41	3,982,169.41	100.00%	预计无法回收
合计	3,982,169.41	3,982,169.41		

按单项计提坏账准备：1,341,539.70 元

单位：元

名称	期末余额			
	账面余额	坏账准备	计提比例	计提理由
Yulmarket LLC	1,341,539.70	1,341,539.70	100.00%	预计无法回收
合计	1,341,539.70	1,341,539.70		

按单项计提坏账准备：277,022.43 元

单位：元

名称	期末余额			
	账面余额	坏账准备	计提比例	计提理由
SIBGARANT LLC	277,022.43	277,022.43	100.00%	预计无法回收
合计	277,022.43	277,022.43		

按单项计提坏账准备：270,865.70 元

单位：元

名称	期末余额			
	账面余额	坏账准备	计提比例	计提理由
Trade Expert LLC	270,865.70	270,865.70	100.00%	预计无法回收
合计	270,865.70	270,865.70		

按单项计提坏账准备：123,621.53 元

单位：元

名称	期末余额			
	账面余额	坏账准备	计提比例	计提理由
Taymbt LLC	123,621.53	123,621.53	100.00%	预计无法回收
合计	123,621.53	123,621.53		

按单项计提坏账准备：109,293.71 元

单位：元

名称	期末余额			
	账面余额	坏账准备	计提比例	计提理由
Brusnikin, Dmitry Alekseevich	109,293.71	109,293.71	100.00%	预计无法回收
合计	109,293.71	109,293.71		

按单项计提坏账准备：163,144.33 元

单位：元

名称	期末余额			
	账面余额	坏账准备	计提比例	计提理由
其他零星客户	163,144.33	163,144.33	100.00%	预计无法回收
合计	163,144.33	163,144.33		

按组合计提坏账准备：24,537,302.64 元

单位：元

名称	期末余额		
	账面余额	坏账准备	计提比例
1 年以内	1,055,324,832.33	24,537,302.64	2.33%
合计	1,055,324,832.33	24,537,302.64	

确定该组合依据的说明：

按信用风险特征组合

按组合计提坏账准备：230,390.18 元

单位：元

名称	期末余额		
	账面余额	坏账准备	计提比例
1 年至 2 年	2,380,888.06	230,390.18	9.68%
合计	2,380,888.06	230,390.18	

确定该组合依据的说明：

按信用风险特征组合

按组合计提坏账准备：121,616.02 元

单位：元

名称	期末余额		
	账面余额	坏账准备	计提比例
2 年至 3 年	565,367.25	121,616.02	21.51%
合计	565,367.25	121,616.02	

确定该组合依据的说明：

按信用风险特征组合

按组合计提坏账准备：6,855.89 元

单位：元

名称	期末余额		
	账面余额	坏账准备	计提比例
3 年至 4 年	19,871.57	6,855.89	34.50%
合计	19,871.57	6,855.89	

确定该组合依据的说明：

按信用风险特征组合

按组合计提坏账准备：1,343.75 元

单位：元

名称	期末余额		
	账面余额	坏账准备	计提比例
4 年至 5 年	1,909.01	1,343.75	70.39%
合计	1,909.01	1,343.75	

确定该组合依据的说明：

按信用风险特征组合

按组合计提坏账准备：931.75 元

单位：元

名称	期末余额		
	账面余额	坏账准备	计提比例
5 年以上	931.75	931.75	100.00%
合计	931.75	931.75	

确定该组合依据的说明：

按信用风险特征组合

如是按照预期信用损失一般模型计提应收账款坏账准备，请参照其他应收款的披露方式披露坏账准备的相关信息：
□适用 ☑不适用

按账龄披露

单位：元

账龄	账面余额
1 年以内（含 1 年）	1,055,324,832.34
1 至 2 年	2,548,818.50
2 至 3 年	709,027.57
3 年以上	5,978,778.37
3 至 4 年	495,313.00
4 至 5 年	5,394,606.79
5 年以上	88,858.58
合计	1,064,561,456.78

（2） 本期计提、收回或转回的坏账准备情况

本期计提坏账准备情况：

单位：元

类别	期初余额	本期变动金额				期末余额
		计提	收回或转回	核销	其他	
应收账款坏账准备	35,077,893.90		3,741,147.15	3,111,854.08	2,941,204.37	31,166,097.04

合计	35,077,893.90		3,741,147.15	3,111,854.08	2,941,204.37	31,166,097.04

其中本期坏账准备收回或转回金额重要的：

单位：元

单位名称	收回或转回金额	收回方式

（3） 本期实际核销的应收账款情况

单位：元

项目	核销金额
实际核销的应收账款	3,111,854.08

其中重要的应收账款核销情况：

单位：元

单位名称	应收账款性质	核销金额	核销原因	履行的核销程序	款项是否由关联交易产生
Garden Machines LLC	货款	1,077,930.95	确信无法收回	管理层审批	否
合计		1,077,930.95			

应收账款核销说明：
无

（4） 按欠款方归集的期末余额前五名的应收账款情况

单位：元

单位名称	应收账款期末余额	占应收账款期末余额合计数的比例	坏账准备期末余额
客户一	154,622,837.80	14.52%	3,583,695.76
客户二	59,978,965.26	5.63%	1,390,133.35
客户三	56,659,403.87	5.32%	1,313,195.83
Stihl Tirol GMBH	53,685,839.62	5.04%	1,244,277.48
客户五	53,542,271.85	5.03%	1,240,950.01
合计	378,489,318.40	35.54%	

（5） 因金融资产转移而终止确认的应收账款

无

（6） 转移应收账款且继续涉入形成的资产、负债金额

无

其他说明：
无

6、应收款项融资

单位：元

项目	期末余额	期初余额
应收账款	187,747,041.08	133,462,861.60
合计	187,747,041.08	133,462,861.60

应收款项融资本期增减变动及公允价值变动情况

□适用 ☑不适用

如是按照预期信用损失一般模型计提应收款项融资减值准备，请参照其他应收款的披露方式披露减值准备的相关信息：

☑适用 □不适用

	年初余额	本年计提	减：本年转回	外币报表折算	年末余额
应收款项融资减值准备	4,007,370.21	35,815.90	-	411,475.54	4,454,661.65

其他说明：

无

7、预付款项

（1） 预付款项按账龄列示

单位：元

账龄	期末余额		期初余额	
	金额	比例	金额	比例
1 年以内	56,952,240.61	93.84%	72,994,251.24	95.56%
1 至 2 年	3,171,903.50	5.23%	2,370,301.84	3.10%
2 至 3 年	301,766.68	0.50%	622,870.94	0.82%
3 年以上	261,688.68	0.43%	395,442.61	0.52%
合计	60,687,599.47		76,382,866.63	

账龄超过 1 年且金额重要的预付款项未及时结算原因的说明：

于 2022 年 12 月 31 日，本集团无账龄超过一年且金额重要的预付款项（2021 年 12 月 31 日：无）。

（2） 按预付对象归集的期末余额前五名的预付款情况

于 2022 年 12 月 31 日，按欠款方归集的余额前五名的预付款项汇总分析如下：

	余额	占预付款项余额总额比例（%）
供应商一	5,824,566.61	9.60
供应商二	5,819,142.80	9.59
供应商三	4,926,031.21	8.12

供应商四	3,764,014.22	6.20
供应商五	1,476,239.30	2.43
	21,809,994.14	35.94

其他说明：
无

8、其他应收款

单位：元

项目	期末余额	期初余额
其他应收款	101,764,777.27	79,435,748.27
合计	101,764,777.27	79,435,748.27

（1） 应收利息

1） 应收利息分类

单位：元

项目	期末余额	期初余额

2） 重要逾期利息

单位：元

借款单位	期末余额	逾期时间	逾期原因	是否发生减值及其判断依据

其他说明：

3） 坏账准备计提情况

□适用 ☑不适用

（2） 应收股利

1） 应收股利分类

单位：元

项目(或被投资单位)	期末余额	期初余额

2） 重要的账龄超过 1 年的应收股利

单位：元

项目(或被投资单位)	期末余额	账龄	未收回的原因	是否发生减值及其判断依据

3） 坏账准备计提情况

□适用 ☑不适用
其他说明：

（3） 其他应收款

1） 其他应收款按款项性质分类情况

单位：元

款项性质	期末账面余额	期初账面余额
押金及保证金	64,045,861.69	31,878,840.67
出口退税款	27,001,364.54	33,678,965.44
关联方应收款	37,016.80	0.00
员工备用金及借款	4,149,832.73	2,249,094.63
代垫费用	3,972,740.66	6,369,007.53
其他	3,553,135.83	5,965,520.08
合计	102,759,952.25	80,141,428.35

2） 坏账准备计提情况

单位：元

坏账准备	第一阶段	第二阶段	第三阶段	合计
	未来 12 个月预期信用损失	整个存续期预期信用损失(未发生信用减值)	整个存续期预期信用损失(已发生信用减值)	
2022 年 1 月 1 日余额	178,152.04	527,528.04		705,680.08
2022 年 1 月 1 日余额在本期				
——转入第二阶段	-329,562.60	329,562.60		
本期计提	294,759.43	69,629.57		364,389.00
本期转回		83,981.71		83,981.71
其他变动	-19,027.96	28,115.57		9,087.61
2022 年 12 月 31 日余额	124,320.91	870,854.07		995,174.98

损失准备本期变动金额重大的账面余额变动情况
□适用 ☑不适用
按账龄披露

单位：元

账龄	账面余额
1 年以内（含 1 年）	81,397,426.46
1 至 2 年	17,754,688.18
2 至 3 年	296,509.29
3 年以上	3,311,328.32
3 至 4 年	3,311,328.32

合计	102,759,952.25

3） 本期计提、收回或转回的坏账准备情况

本期计提坏账准备情况：

单位：元

类别	期初余额	本期变动金额				期末余额
		计提	收回或转回	核销	其他	
其他应收款坏账准备	705,680.08	364,389.00	83,981.71		9,087.61	995,174.98
合计	705,680.08	364,389.00	83,981.71		9,087.61	995,174.98

其中本期坏账准备转回或收回金额重要的：

单位：元

单位名称	转回或收回金额	收回方式

4） 本期实际核销的其他应收款情况

单位：元

项目	核销金额
实际核销的其他应收款	0.00

其中重要的其他应收款核销情况：

单位：元

单位名称	其他应收款性质	核销金额	核销原因	履行的核销程序	款项是否由关联交易产生

其他应收款核销说明：

于 2022 年 12 月 31 日，本集团无实际核销的其他应收款。

5） 按欠款方归集的期末余额前五名的其他应收款情况

单位：元

单位名称	款项的性质	期末余额	账龄	占其他应收款期末余额合计数的比例	坏账准备期末余额
第一名	应收出口退税	27,001,364.54	1 年以内	26.28%	0.00
第二名	押金及保证金	21,500,173.80	1 年以内	20.92%	0.00
第三名	押金及保证金	11,143,360.00	1 年以内	10.84%	0.00
第四名	押金及保证金	5,710,972.00	1 年以内	5.56%	0.00
第五名	押金及保证金	3,949,500.00	2 年以内	3.84%	0.00
合计		69,305,370.34		67.44%	0.00

6） 涉及政府补助的应收款项

单位：元

单位名称	政府补助项目名称	期末余额	期末账龄	预计收取的时间、金额及依据

7） 因金融资产转移而终止确认的其他应收款

无

8） 转移其他应收款且继续涉入形成的资产、负债金额

无

其他说明：

无

9、存货

公司是否需要遵守房地产行业的披露要求

否

（1） 存货分类

单位：元

项目	期末余额			期初余额		
	账面余额	存货跌价准备或合同履约成本减值准备	账面价值	账面余额	存货跌价准备或合同履约成本减值准备	账面价值
原材料	444,338,276.50	14,356,927.94	429,981,348.56	415,477,704.46	7,334,497.24	408,143,207.22
在产品	41,926,733.37		41,926,733.37	52,098,877.04		52,098,877.04
库存商品	2,460,676,231.74	64,669,871.54	2,396,006,360.20	1,663,550,366.85	43,000,342.54	1,620,550,024.31
周转材料	25,455,718.07	998,285.11	24,457,432.96	29,755,256.05	1,467,664.30	28,287,591.75
在途物资	28,593,299.54		28,593,299.54	16,837,542.64		16,837,542.64
半成品	45,207,017.73	817,882.18	44,389,135.55	52,159,517.18	165,213.16	51,994,304.02
委托加工物资	6,734,623.41		6,734,623.41	18,651,310.66		18,651,310.66
合计	3,052,931,900.36	80,842,966.77	2,972,088,933.59	2,248,530,574.88	51,967,717.24	2,196,562,857.64

（2） 存货跌价准备和合同履约成本减值准备

单位：元

项目	期初余额	本期增加金额		本期减少金额		期末余额
		计提	其他	转回或转销	其他	
原材料	7,334,497.24	7,107,083.50	367,512.70	452,165.50		14,356,927.94
库存商品	43,000,342.54	17,362,889.19	4,640,372.02	333,732.21		64,669,871.54
周转材料	1,467,664.30		18,989.48	488,368.67		998,285.11
半成品	165,213.16	1,092,228.73	20,779.15	460,338.86		817,882.18
合计	51,967,717.24	25,562,201.42	5,047,653.35	1,734,605.24		80,842,966.77

（3） 存货期末余额含有借款费用资本化金额的说明

无

（4） 合同履约成本本期摊销金额的说明

无

10、合同资产

单位：元

项目	期末余额			期初余额		
	账面余额	减值准备	账面价值	账面余额	减值准备	账面价值
无	0.00	0.00	0.00	0.00	0.00	0.00
合计	0.00	0.00		0.00	0.00	

合同资产的账面价值在本期内发生的重大变动金额和原因：

单位：元

项目	变动金额	变动原因
无	0.00	无
合计	0.00	——

如是按照预期信用损失一般模型计提合同资产坏账准备，请参照其他应收款的披露方式披露坏账准备的相关信息：
□适用 ☑不适用

本期合同资产计提减值准备情况：

单位：元

项目	本期计提	本期转回	本期转销/核销	原因

其他说明：

11、持有待售资产

单位：元

项目	期末账面余额	减值准备	期末账面价值	公允价值	预计处置费用	预计处置时间

其他说明：

12、一年内到期的非流动资产

单位：元

项目	期末余额	期初余额

重要的债权投资/其他债权投资

单位：元

债权项目	期末余额				期初余额			
	面值	票面利率	实际利率	到期日	面值	票面利率	实际利率	到期日

其他说明：

13、其他流动资产

单位：元

项目	期末余额	期初余额
预缴企业所得税	17,757,644.21	36,702,520.52
预缴其他税费	5,314,468.65	2,075,730.50
待抵扣进项税额	22,070,753.83	19,845,550.32
待摊费用	7,696,160.81	5,463,997.93
其他	23,748,125.97	16,883,906.60
合计	76,587,153.47	80,971,705.87

其他说明：
无

14、债权投资

单位：元

项目	期末余额			期初余额		
	账面余额	减值准备	账面价值	账面余额	减值准备	账面价值

重要的债权投资

单位：元

债权项目	期末余额				期初余额			
	面值	票面利率	实际利率	到期日	面值	票面利率	实际利率	到期日

减值准备计提情况

单位：元

坏账准备	第一阶段	第二阶段	第三阶段	合计

	未来 12 个月预期信用损失	整个存续期预期信用损失(未发生信用减值)	整个存续期预期信用损失(已发生信用减值)	
2022 年 1 月 1 日余额在本期				

损失准备本期变动金额重大的账面余额变动情况
□适用 ☑不适用

其他说明：

15、其他债权投资

单位：元

项目	期初余额	应计利息	本期公允价值变动	期末余额	成本	累计公允价值变动	累计在其他综合收益中确认的损失准备	备注

重要的其他债权投资

单位：元

其他债权项目	期末余额				期初余额			
	面值	票面利率	实际利率	到期日	面值	票面利率	实际利率	到期日

减值准备计提情况

单位：元

坏账准备	第一阶段	第二阶段	第三阶段	合计
	未来 12 个月预期信用损失	整个存续期预期信用损失(未发生信用减值)	整个存续期预期信用损失(已发生信用减值)	
2022 年 1 月 1 日余额在本期				

损失准备本期变动金额重大的账面余额变动情况
□适用 ☑不适用

其他说明：

16、长期应收款

（1） 长期应收款情况

单位：元

项目	期末余额			期初余额			折现率区间
	账面余额	坏账准备	账面价值	账面余额	坏账准备	账面价值	

坏账准备减值情况

单位：元

坏账准备	第一阶段	第二阶段	第三阶段	合计
	未来 12 个月预期信用损失	整个存续期预期信用损失(未发生信用减值)	整个存续期预期信用损失(已发生信用减值)	
2022 年 1 月 1 日余额在本期				

损失准备本期变动金额重大的账面余额变动情况
□适用 ☑不适用

（2） 因金融资产转移而终止确认的长期应收款

（3） 转移长期应收款且继续涉入形成的资产、负债金额

其他说明：

17、长期股权投资

单位：元

被投资单位	期初余额（账面价值）	本期增减变动								期末余额（账面价值）	减值准备期末余额
		追加投资	减少投资	权益法下确认的投资损益	其他综合收益调整	其他权益变动	宣告发放现金股利或利润	计提减值准备	其他		
一、合营企业											
二、联营企业											

其他说明：

18、其他权益工具投资

单位：元

项目	期末余额	期初余额

分项披露本期非交易性权益工具投资

单位：元

项目名称	确认的股利收入	累计利得	累计损失	其他综合收益转入留存收益的金额	指定为以公允价值计量且其变动计入其他综合收益的原因	其他综合收益转入留存收益的原因

其他说明：

19、其他非流动金融资产

单位：元

项目	期末余额	期初余额
远期外汇合约		73,253,583.71
合计	0.00	73,253,583.71

其他说明：

20、投资性房地产

（1） 采用成本计量模式的投资性房地产

□适用 ☑不适用

（2） 采用公允价值计量模式的投资性房地产

□适用 ☑不适用

（3） 未办妥产权证书的投资性房地产情况

单位：元

项目	账面价值	未办妥产权证书原因

其他说明：

21、固定资产

单位：元

项目	期末余额	期初余额
固定资产	557,086,979.17	478,107,900.48
合计	557,086,979.17	478,107,900.48

（1） 固定资产情况

单位：元

项目	房屋及建筑物	机器设备	运输工具	计算机及电子设备	家具工具	合计
一、账面原值：						
1.期初余额	167,039,845.48	436,072,589.82	39,606,175.43	103,334,194.30	48,439,586.00	794,492,391.03
2.本期增加金额	5,718,508.76	112,972,441.69	11,634,925.41	15,727,894.80	19,376,231.33	165,430,001.99
（1		99,260,602.1	9,900,429.88	13,597,659.4	15,875,652.6	138,634,344.

）购置		5		3	0	06
（2）在建工程转入		626,548.67				626,548.67
（3）企业合并增加						
外币报表折算	5,718,508.76	13,085,290.87	1,734,495.53	2,130,235.37	3,500,578.73	26,169,109.26
3.本期减少金额		3,294,119.83	1,529,110.39	4,393,543.88	3,171,738.33	12,388,512.43
（1）处置或报废		3,294,119.83	1,529,110.39	4,393,543.88	3,171,738.33	12,388,512.43
4.期末余额	172,758,354.24	545,750,911.68	49,711,990.45	114,668,545.22	64,644,079.00	947,533,880.59
二、累计折旧						
1.期初余额	38,511,364.80	156,496,975.64	19,238,779.29	74,467,278.94	25,945,144.58	314,659,543.25
2.本期增加金额	7,098,530.38	48,601,596.41	5,951,321.71	12,816,329.28	9,496,130.85	83,963,908.63
（1）计提	6,601,233.49	46,236,911.93	5,565,904.11	12,170,981.33	8,184,190.69	78,759,221.55
外币报表折算	497,296.89	2,364,684.48	385,417.60	645,347.95	1,311,940.16	5,204,687.08
3.本期减少金额		2,965,951.00	1,179,191.21	4,315,409.26	1,412,059.47	9,872,610.94
（1）处置或报废		2,965,951.00	1,179,191.21	4,315,409.26	1,412,059.47	9,872,610.94
4.期末余额	45,609,895.18	202,132,621.05	24,010,909.79	82,968,198.96	34,029,215.96	388,750,840.94
三、减值准备						
1.期初余额		1,566,678.93	89,371.36	50,287.81	18,609.20	1,724,947.30
2.本期增加金额		139,704.18	3,461.49		-3,461.49	139,704.18
（1）计提						
外币报表折算		139,704.18	3,461.49		-3,461.49	139,704.18
3.本期减少金额		156,815.23		11,775.77		168,591.00
（1）处置或报废		156,815.23		11,775.77		168,591.00
4.期末余额		1,549,567.88	92,832.85	38,512.04	15,147.71	1,696,060.48
四、账面价值						
1.期末账面价值	127,148,459.06	342,068,722.75	25,608,247.81	31,661,834.22	30,599,715.33	557,086,979.17
2.期初账	128,528,480.	278,008,935.	20,278,024.7	28,816,627.5	22,475,832.2	478,107,900.

面价值	68	25	8	5	2	48

（2） 暂时闲置的固定资产情况

单位：元

项目	账面原值	累计折旧	减值准备	账面价值	备注

（3） 通过经营租赁租出的固定资产

单位：元

项目	期末账面价值

（4） 未办妥产权证书的固定资产情况

单位：元

项目	账面价值	未办妥产权证书的原因

其他说明：

无

（5） 固定资产清理

单位：元

项目	期末余额	期初余额

其他说明：

无

22、在建工程

单位：元

项目	期末余额	期初余额
在建工程	130,998,479.65	9,465,936.88
合计	130,998,479.65	9,465,936.88

（1） 在建工程情况

单位：元

项目	期末余额			期初余额		
	账面余额	减值准备	账面价值	账面余额	减值准备	账面价值
新闸立体仓项目	23,420,968.39	0.00	23,420,968.39	9,465,936.88		9,465,936.88
越南南亭武仓库	26,140,619.37	0.00	26,140,619.37	0.00		0.00
待安装设备	68,573,186.27	0.00	68,573,186.27	0.00		0.00
其他零星工程	12,863,705.62	0.00	12,863,705.62	0.00		0.00
合计	130,998,479.	0.00	130,998,479.	9,465,936.88		9,465,936.88

	65		65			

（2） 重要在建工程项目本期变动情况

单位：元

项目名称	预算数	期初余额	本期增加金额	本期转入固定资产金额	本期其他减少金额	期末余额	工程累计投入占预算比例	工程进度	利息资本化累计金额	其中：本期利息资本化金额	本期利息资本化率	资金来源
新闸立体仓项目	70,770,000.00	9,465,936.88	13,955,031.51			23,420,968.39	33.09%	建设中				募股资金
越南南亭武仓库	42,484,060.00		26,140,619.37			26,140,619.37	61.53%	建设中				其他
待安装设备			69,199,734.94	626,548.67		68,573,186.27		建设中				其他
其他零星工程			12,863,705.62			12,863,705.62		建设中				其他
合计	113,254,060.00	9,465,936.88	122,159,091.44	626,548.67		130,998,479.65						

（3） 本期计提在建工程减值准备情况

单位：元

项目	本期计提金额	计提原因

其他说明：

（4） 工程物资

单位：元

项目	期末余额			期初余额		
	账面余额	减值准备	账面价值	账面余额	减值准备	账面价值

其他说明：

23、生产性生物资产

（1） 采用成本计量模式的生产性生物资产

□适用 ☑不适用

（2） 采用公允价值计量模式的生产性生物资产

□适用 ☑不适用

24、油气资产

□适用 ☑不适用

25、使用权资产

单位：元

项目	房屋建筑物	运输工具	机器设备	合计
一、账面原值：				
1.期初余额	120,351,164.85	10,422,425.49		130,773,590.34
2.本期增加金额	23,608,383.60	5,130,492.90	729,970.59	29,468,847.09
新增	23,608,383.60	5,130,492.90	729,970.59	29,468,847.09
3.本期减少金额	2,429,608.67	2,497,432.87		4,927,041.54
处置	2,429,608.67	2,497,432.87		4,927,041.54
4.期末余额	141,529,939.78	13,055,485.52	729,970.59	155,315,395.89
二、累计折旧				
1.期初余额	26,777,141.83	6,721,025.70		33,498,167.53
2.本期增加金额	35,974,566.57	3,185,395.80	182,492.58	39,342,454.95
（1）计提	35,974,566.57	3,185,395.80	182,492.58	39,342,454.95
新增	35,974,566.57	3,185,395.80	182,492.58	39,342,454.95
3.本期减少金额	730,038.54	2,497,432.87		3,227,471.41
（1）处置	730,038.54	2,497,432.87		3,227,471.41
处置	730,038.54	2,497,432.87		3,227,471.41
4.期末余额	62,021,669.86	7,408,988.63	182,492.58	69,613,151.07
三、减值准备				
1.期初余额				
2.本期增加金额				
（1）计提				
3.本期减少金额				
（1）处置				
4.期末余额				
四、账面价值				
1.期末账面价值	79,508,269.92	5,646,496.89	547,478.01	85,702,244.82
2.期初账面价值	93,574,023.02	3,701,399.79		97,275,422.81

其他说明：

无

26、无形资产

（1） 无形资产情况

单位：元

项目	土地使用权	专利权	非专利技术	软件	合计
一、账面原值：					
1.期初余额	62,237,296.02			54,989,986.45	117,227,282.47
2.本期增加金额	140,680,445.58			13,658,743.02	154,339,188.60
（1）购置	140,680,445.58			13,658,743.02	154,339,188.60
（2）内部研发					
（3）企业合并增加					
3.本期减少金额				50,679.75	50,679.75
（1）处置				50,679.75	50,679.75
4.期末余额	202,917,741.60			68,598,049.72	271,515,791.32
二、累计摊销					
1.期初余额	7,481,871.65			25,907,160.94	33,389,032.59
2.本期增加金额	4,212,689.88			9,850,254.41	14,062,944.29
（1）计提	4,212,689.88			9,850,254.41	14,062,944.29
3.本期减少金额				14,922.35	14,922.35
（1）处置				14,922.35	14,922.35
4.期末余额	11,694,561.53			35,742,493.00	47,437,054.53
三、减值准备					
1.期初余额					
2.本期增加金额					
（1）计提					
3.本期减少金额					
（1）处置					

4.期末余额					
四、账面价值					
1.期末账面价值	191,223,180.07			32,855,556.72	224,078,736.79
2.期初账面价值	54,755,424.37			29,082,825.51	83,838,249.88

本期末通过公司内部研发形成的无形资产占无形资产余额的比例 0.00%。

（2） 未办妥产权证书的土地使用权情况

单位：元

项目	账面价值	未办妥产权证书的原因

其他说明：

无

27、开发支出

单位：元

项目	期初余额	本期增加金额			本期减少金额			期末余额
		内部开发支出	其他		确认为无形资产	转入当期损益		
合计								

其他说明：

无

28、商誉

（1） 商誉账面原值

单位：元

被投资单位名称或形成商誉的事项	期初余额	本期增加		本期减少		期末余额
		企业合并形成的		处置		
合计						

（2） 商誉减值准备

单位：元

被投资单位名称或形成商誉的事项	期初余额	本期增加		本期减少		期末余额
		计提		处置		
合计						

商誉所在资产组或资产组组合的相关信息

无

说明商誉减值测试过程、关键参数（如预计未来现金流量现值时的预测期增长率、稳定期增长率、利润率、折现率、预测期等）及商誉减值损失的确认方法：

无

商誉减值测试的影响

其他说明：

29、长期待摊费用

单位：元

项目	期初余额	本期增加金额	本期摊销金额	其他减少金额	期末余额
装修费	57,830,306.69	27,625,541.44	21,600,559.64		63,855,288.49
网络服务费	5,094.33		5,094.33		
合计	57,835,401.02	27,625,541.44	21,605,653.97		63,855,288.49

其他说明：

无

30、递延所得税资产/递延所得税负债

（1） 未经抵销的递延所得税资产

单位：元

项目	期末余额		期初余额	
	可抵扣暂时性差异	递延所得税资产	可抵扣暂时性差异	递延所得税资产
资产减值准备	95,622,949.32	22,352,709.97	53,911,914.67	11,080,121.84
内部交易未实现利润	171,752,876.88	35,975,643.83	142,866,282.78	29,741,966.43
可抵扣亏损	478,684,066.41	97,656,213.47	36,012,689.67	7,259,068.83
衍生金融工具公允价值变动损失	844,284.16	126,642.62	2,451,301.07	539,693.18
预提费用及应付职工薪酬	114,287,057.91	20,608,621.67	38,939,687.72	8,024,469.11
递延收益	9,075,456.96	1,510,226.48	9,855,189.96	1,678,545.42
其他	564,317.95	114,054.44	527,332.70	79,099.90
合计	870,831,009.59	178,344,112.48	284,564,398.57	58,402,964.71

（2） 未经抵销的递延所得税负债

单位：元

项目	期末余额		期初余额	
	应纳税暂时性差异	递延所得税负债	应纳税暂时性差异	递延所得税负债
固定资产折旧年限差异	178,727,065.31	33,718,173.60	125,355,519.05	24,204,553.43
衍生金融工具公允价值变动收益	6,812,815.95	1,567,035.00	6,251,541.29	937,731.19
交易性金融资产公允	33,403.10	8,350.78	2,378.37	356.76

价值变动收益				
其他综合收益中的现金流量套期	31,921,639.79	4,788,245.97	172,906,409.78	25,935,961.46
其他	2,404,960.00	601,240.00		
合计	219,899,884.15	40,683,045.35	304,515,848.49	51,078,602.84

（3） 以抵销后净额列示的递延所得税资产或负债

单位：元

项目	递延所得税资产和负债期末互抵金额	抵销后递延所得税资产或负债期末余额	递延所得税资产和负债期初互抵金额	抵销后递延所得税资产或负债期初余额
递延所得税资产	17,438,894.51	160,905,217.97	13,474,903.61	44,928,061.10
递延所得税负债	17,438,894.51	23,244,150.84	13,474,903.61	37,603,699.23

（4） 未确认递延所得税资产明细

单位：元

项目	期末余额	期初余额
可抵扣暂时性差异	40,449.08	17,949,635.79
可抵扣亏损	19,639,085.83	269,861,260.58
合计	19,679,534.91	287,810,896.37

（5） 未确认递延所得税资产的可抵扣亏损将于以下年度到期

单位：元

年份	期末金额	期初金额	备注
2027 年	6,234,415.49		
永久	13,445,119.42	269,861,260.58	
合计	19,679,534.91	269,861,260.58	

其他说明：

注：系境外子公司的弥补亏损年限为无限期。

31、其他非流动资产

单位：元

项目	期末余额			期初余额		
	账面余额	减值准备	账面价值	账面余额	减值准备	账面价值
预付工程设备款	10,760,206.35		10,760,206.35	43,827,650.73		43,827,650.73
预付土地款				100,814,752.84		100,814,752.84
其他	1,523,295.19		1,523,295.19	1,492,634.39		1,492,634.39
合计	12,283,501.54		12,283,501.54	146,135,037.96		146,135,037.96

其他说明：

无

32、短期借款

（1） 短期借款分类

单位：元

项目	期末余额	期初余额
质押借款	421,379,096.10	96,437,586.58
抵押借款	5,817,893.51	13,239,378.67
保证借款	251,849,127.24	
信用借款	732,136,557.05	198,489,783.85
合计	1,411,182,673.90	308,166,749.10

短期借款分类的说明：

于 2022 年 12 月 31 日，上述借款的年利率为 1.20%-5.40%（2021 年 12 月 31 日：0.54%-1.45%）。上述保证借款之保证情况详见附注十二、5（4），上述质押及抵押借款之质押及抵押资产情况详见附注七、81。

（2） 已逾期未偿还的短期借款情况

本期末已逾期未偿还的短期借款总额为元，其中重要的已逾期未偿还的短期借款情况如下：

单位：元

借款单位	期末余额	借款利率	逾期时间	逾期利率

其他说明：

33、交易性金融负债

单位：元

项目	期末余额	期初余额
其中：		
其中：		

其他说明：

34、衍生金融负债

单位：元

项目	期末余额	期初余额
流动部分套期工具形成的衍生金融负债远期外汇合约		765,711.48
非套期工具形成的衍生金融负债外汇期权合约	858,466.43	22,369.20
利率互换合约		1,608,646.49
合计	858,466.43	2,396,727.17

其他说明：

无

35、应付票据

单位：元

种类	期末余额	期初余额
银行承兑汇票	524,631,569.17	497,514,649.83
信用证		8,610,664.79
合计	524,631,569.17	506,125,314.62

本期末已到期未支付的应付票据总额为 0.00 元。

36、应付账款

（1） 应付账款列示

单位：元

项目	期末余额	期初余额
应付材料款	1,068,102,219.30	1,493,126,626.80
应付劳务费	1,587,534.19	17,069,452.86
合计	1,069,689,753.49	1,510,196,079.66

（2） 账龄超过 1 年的重要应付账款

单位：元

项目	期末余额	未偿还或结转的原因

其他说明：

于 2022 年 12 月 31 日，本集团无账龄超过一年的重要应付账款（2021 年 12 月 31 日：无）。

37、预收款项

（1） 预收款项列示

单位：元

项目	期末余额	期初余额

（2） 账龄超过 1 年的重要预收款项

单位：元

项目	期末余额	未偿还或结转的原因

38、合同负债

单位：元

项目	期末余额	期初余额
预收货款	16,351,244.69	24,537,684.56
预提销售折扣	44,696,228.43	76,782,460.37
合计	61,047,473.12	101,320,144.93

报告期内账面价值发生重大变动的金额和原因

单位：元

项目	变动金额	变动原因

39、应付职工薪酬

（1） 应付职工薪酬列示

单位：元

项目	期初余额	本期增加	本期减少	期末余额
一、短期薪酬	83,247,653.06	723,893,985.80	744,233,740.21	62,907,898.65
二、离职后福利-设定提存计划	3,087,755.01	52,563,836.47	52,324,664.72	3,326,926.76
合计	86,335,408.07	776,457,822.27	796,558,404.93	66,234,825.41

（2） 短期薪酬列示

单位：元

项目	期初余额	本期增加	本期减少	期末余额
1、工资、奖金、津贴和补贴	71,119,007.71	649,533,006.83	663,163,609.43	57,488,405.11
2、职工福利费	635,683.47	37,340,808.17	37,331,130.91	645,360.73
3、社会保险费	965,077.05	25,895,373.05	25,871,738.82	988,711.28
其中：医疗保险费	843,667.37	22,609,898.84	22,586,868.01	866,698.20
工伤保险费	63,414.29	1,845,686.79	1,845,604.41	63,496.67
生育保险费	57,995.39	1,439,787.42	1,439,266.40	58,516.41
4、住房公积金	9,497,849.00	2,214,281.00	8,842,131.00	2,869,999.00
5、工会经费和职工教育经费	1,021,964.16	4,833,190.30	4,954,685.02	900,469.44
6、其他短期薪酬	8,071.67	4,077,326.45	4,070,445.03	14,953.09
合计	83,247,653.06	723,893,985.80	744,233,740.21	62,907,898.65

（3） 设定提存计划列示

单位：元

项目	期初余额	本期增加	本期减少	期末余额
1、基本养老保险	3,049,617.40	49,876,378.93	49,635,606.66	3,290,389.67
2、失业保险费	38,137.61	2,687,457.54	2,689,058.06	36,537.09
合计	3,087,755.01	52,563,836.47	52,324,664.72	3,326,926.76

其他说明：

无

40、应交税费

单位：元

项目	期末余额	期初余额
增值税	11,399,600.65	6,825,550.52
企业所得税	4,902,327.79	736,997.78
个人所得税	2,796,976.12	2,441,397.15
城市维护建设税	338,115.90	422,846.57
房产税	286,245.42	286,246.86
土地使用税	175,411.57	278,098.56
印花税	744,468.72	238,575.91
其他	1,172,978.89	817,912.03
教育费附加	241,483.33	301,997.12
合计	22,057,608.39	12,349,622.50

其他说明：

无

41、其他应付款

单位：元

项目	期末余额	期初余额
其他应付款	85,629,875.75	72,813,943.38
合计	85,629,875.75	72,813,943.38

（1） 应付利息

单位：元

项目	期末余额	期初余额

重要的已逾期未支付的利息情况：

单位：元

借款单位	逾期金额	逾期原因

其他说明：

（2） 应付股利

单位：元

项目	期末余额	期初余额

其他说明，包括重要的超过 1 年未支付的应付股利，应披露未支付原因：

（3） 其他应付款

1） 按款项性质列示其他应付款

单位：元

项目	期末余额	期初余额
工程款及质保金	39,918,891.11	20,125,753.60
应付费用款	39,075,137.70	37,414,137.34
关联方应付款	181,279.01	85,895.50
其他	6,454,567.93	15,188,156.94
合计	85,629,875.75	72,813,943.38

2） 账龄超过 1 年的重要其他应付款

单位：元

项目	期末余额	未偿还或结转的原因

其他说明：

于 2022 年 12 月 31 日及 2021 年 12 月 31 日，无账龄超过 1 年的重大其他应付款。

42、持有待售负债

单位：元

项目	期末余额	期初余额

其他说明：

43、一年内到期的非流动负债

单位：元

项目	期末余额	期初余额
一年内到期的长期借款	507,847,405.45	136,663,163.83
一年内到期的租赁负债	32,346,840.60	32,146,601.65
合计	540,194,246.05	168,809,765.48

其他说明：

于 2022 年 12 月 31 日，长期借款的年利率为 1.14%-4.76%（2021 年 12 月 31 日：1.37%-1.88%）。

44、其他流动负债

单位：元

项目	期末余额	期初余额
预提费用	58,832,680.51	68,821,483.16
待转销项税额	76,876.92	165,896.43
预提销售折扣	96,012,926.83	67,708,119.21
合计	154,922,484.26	136,695,498.80

短期应付债券的增减变动：

单位：元

债券名称	面值	发行日期	债券期限	发行金额	期初余额	本期发行	按面值计提利息	溢折价摊销	本期偿还		期末余额
合计											

其他说明：

45、长期借款

（1） 长期借款分类

单位：元

项目	期末余额	期初余额
抵押借款	10,500,000.00	
信用借款	285,419,420.00	413,933,851.07
保证及质押借款	118,091,777.78	149,587,072.31
抵押及质押借款	184,026,727.81	186,351,782.19
合计	598,037,925.59	749,872,705.57

长期借款分类的说明：

其他说明，包括利率区间：

于 2022 年 12 月 31 日，上述借款的年利率为 2.75%-6.70%（2021 年 12 月 31 日：1.10%-3.20%）。上述保证借款之保证情况详见附注十二、5（4），上述抵押及质押借款之抵押及质押资产情况详见附注七、81。

46、应付债券

（1） 应付债券

单位：元

项目	期末余额	期初余额

（2） 应付债券的增减变动（不包括划分为金融负债的优先股、永续债等其他金融工具）

单位：元

债券名称	面值	发行日期	债券期限	发行金额	期初余额	本期发行	按面值计提利息	溢折价摊销	本期偿还		期末余额
合计	——										

（3） 可转换公司债券的转股条件、转股时间说明

（4） 划分为金融负债的其他金融工具说明

期末发行在外的优先股、永续债等其他金融工具基本情况

期末发行在外的优先股、永续债等金融工具变动情况表

单位：元

发行在外的金融工具	期初		本期增加		本期减少		期末	
	数量	账面价值	数量	账面价值	数量	账面价值	数量	账面价值

其他金融工具划分为金融负债的依据说明

其他说明：

47、租赁负债

单位：元

项目	期末余额	期初余额
房屋建筑物	85,562,039.43	101,630,697.76
运输工具	715,476.17	585,902.58
机器设备	83,416.17	0.00
减：一年内到期的租赁负债	-32,346,840.60	-32,146,601.65
合计	54,014,091.17	70,069,998.69

其他说明：

无

48、长期应付款

单位：元

项目	期末余额	期初余额

（1） 按款项性质列示长期应付款

单位：元

项目	期末余额	期初余额

其他说明：

无

（2） 专项应付款

单位：元

项目	期初余额	本期增加	本期减少	期末余额	形成原因

其他说明：

无

49、长期应付职工薪酬

（1） 长期应付职工薪酬表

单位：元

项目	期末余额	期初余额

（2） 设定受益计划变动情况

设定受益计划义务现值：

单位：元

项目	本期发生额	上期发生额

计划资产：

单位：元

项目	本期发生额	上期发生额

设定受益计划净负债（净资产）

单位：元

项目	本期发生额	上期发生额

设定受益计划的内容及与之相关风险、对公司未来现金流量、时间和不确定性的影响说明：

设定受益计划重大精算假设及敏感性分析结果说明：

其他说明：

50、预计负债

单位：元

项目	期末余额	期初余额	形成原因
未决诉讼	0.00	1,631,628.13	
产品质量保证	98,152,873.62	88,908,179.96	法定义务
合计	98,152,873.62	90,539,808.09	

其他说明，包括重要预计负债的相关重要假设、估计说明：

本集团根据与客户的协议按照不同销售国家的法律法规要求提供产品保修服务，并承诺赔偿或更换运行不良的产品配件。产品质量保证为基于历史保修数据、当前保修情况，考虑产品改进、市场变化等全部相关信息后而作出的预计。本集团至少于每一资产负债表日对保修费率进行重新评估，并根据重新评估后的保修费率确定预计负债。

51、递延收益

单位：元

项目	期初余额	本期增加	本期减少	期末余额	形成原因

政府补助	9,855,189.96		779,733.00	9,075,456.96	与资产相关的政府补助
合计	9,855,189.96		779,733.00	9,075,456.96	

涉及政府补助的项目：

单位：元

负债项目	期初余额	本期新增补助金额	本期计入营业外收入金额	本期计入其他收益金额	本期冲减成本费用金额	其他变动	期末余额	与资产相关/与收益相关
“三位一体”专项资金	4,913,523.29			679,733.04			4,233,790.25	与资产相关
新能源园林机械研发及生产一体化项目	4,941,666.67			99,999.96			4,841,666.71	与资产相关

其他说明：

无

52、其他非流动负债

单位：元

项目	期末余额	期初余额
衍生金融负债		467,003.31
合计	0.00	467,003.31

其他说明：

无

53、股本

单位：元

	期初余额	本次变动增减（+、-）					期末余额
		发行新股	送股	公积金转股	其他	小计	
股份总数	364,621,968.00						364,621,968.00

其他说明：

无

54、其他权益工具

（1） 期末发行在外的优先股、永续债等其他金融工具基本情况

（2） 期末发行在外的优先股、永续债等金融工具变动情况表

单位：元

发行在外	期初	本期增加	本期减少	期末

的金融工具	数量	账面价值	数量	账面价值	数量	账面价值	数量	账面价值

其他权益工具本期增减变动情况、变动原因说明，以及相关会计处理的依据：

无

其他说明：

无

55、资本公积

单位：元

项目	期初余额	本期增加	本期减少	期末余额
资本溢价（股本溢价）	681,782,212.66			681,782,212.66
其他资本公积	18,571,408.88	7,215,886.67		25,787,295.55
合计	700,353,621.54	7,215,886.67		707,569,508.21

其他说明，包括本期增减变动情况、变动原因说明：

于 2022 年 12 月 31 日，因本公司向员工授予股票期权而增加资本公积人民币 7,215,886.67 元（2021 年 12 月 31 日：人民币 16,966,274.11 元）。

56、库存股

单位：元

项目	期初余额	本期增加	本期减少	期末余额

其他说明，包括本期增减变动情况、变动原因说明：

无

57、其他综合收益

单位：元

项目	期初余额	本期发生额						期末余额
		本期所得税前发生额	减：前期计入其他综合收益当期转入损益	减：前期计入其他综合收益当期转入留存收益	减：所得税费用	税后归属于母公司	税后归属于少数股东	
二、将重分类进损益的其他综合收益	132,457,245.68	-56,983,306.84	117,180,146.88		-21,147,715.49	-153,015,738.23		-20,558,492.55
其他债权投资公允价值变动	-4,618,695.22	-4,454,661.65	-4,618,695.22			164,033.57		-4,454,661.65
其他	4,618,695	4,454,661	4,618,695			-		4,454,661

债权投资信用减值准备	.22	.65	.22			164,033.57		.65
现金流量套期储备	146,196,130.78	-22,713,752.45	117,180,146.88		-21,147,715.49	-118,746,183.84		27,449,946.94
外币财务报表折算差额	-13,738,885.10	-34,269,554.39				-34,269,554.39		-48,008,439.49
其他综合收益合计	132,457,245.68	-56,983,306.84	117,180,146.88		-21,147,715.49	-153,015,738.23		-20,558,492.55

其他说明，包括对现金流量套期损益的有效部分转为被套期项目初始确认金额调整：

无

58、专项储备

单位：元

项目	期初余额	本期增加	本期减少	期末余额

其他说明，包括本期增减变动情况、变动原因说明：

59、盈余公积

单位：元

项目	期初余额	本期增加	本期减少	期末余额
法定盈余公积	69,075,622.30	41,163,769.82		110,239,392.12
合计	69,075,622.30	41,163,769.82		110,239,392.12

盈余公积说明，包括本期增减变动情况、变动原因说明：

无

60、未分配利润

单位：元

项目	本期	上期
调整前上期末未分配利润	89,169,584.95	-172,124,216.44
调整后期初未分配利润	89,169,584.95	
加：本期归属于母公司所有者的净利润	265,879,544.02	279,744,570.88
减：提取法定盈余公积	41,163,769.82	18,450,769.49
期末未分配利润	313,885,359.15	89,169,584.95

调整期初未分配利润明细：

1)、由于《企业会计准则》及其相关新规定进行追溯调整，影响期初未分配利润 0.00 元。

2)、由于会计政策变更，影响期初未分配利润 0.00 元。

3)、由于重大会计差错更正，影响期初未分配利润 0.00 元。

4)、由于同一控制导致的合并范围变更，影响期初未分配利润 0.00 元。

5)、其他调整合计影响期初未分配利润 0.00 元。

61、营业收入和营业成本

单位：元

项目	本期发生额		上期发生额	
	收入	成本	收入	成本
主营业务	5,194,581,717.69	3,854,658,442.84	4,979,371,768.85	3,603,496,423.02
其他业务	16,524,676.67	16,155,404.56	24,519,544.90	24,203,475.12
合计	5,211,106,394.36	3,870,813,847.40	5,003,891,313.75	3,627,699,898.14

经审计扣除非经常损益前后净利润孰低是否为负值

□是 ☑否

收入相关信息：

单位：元

合同分类	分部 1	分部 2		合计
商品类型	5,211,106,394.36			5,211,106,394.36
其中：				
新能源园林机械	3,921,691,325.83			3,921,691,325.83
交流电园林机械	827,733,998.00			827,733,998.00
其他	461,681,070.53			461,681,070.53
按经营地区分类	5,211,106,394.36			5,211,106,394.36
其中：				
境外	5,140,988,147.28			5,140,988,147.28
境内	70,118,247.08			70,118,247.08
市场或客户类型				
其中：				
合同类型				
其中：				
按商品转让的时间分类	5,211,106,394.36			5,211,106,394.36
其中：				
在某一时点确认收入	5,211,106,394.36			5,211,106,394.36
按合同期限分类				
其中：				
按销售渠道分类				
其中：				
合计	5,211,106,394.36			5,211,106,394.36

与履约义务相关的信息：

无

与分摊至剩余履约义务的交易价格相关的信息：

本报告期末已签订合同、但尚未履行或尚未履行完毕的履约义务所对应的收入金额为 0.00 元，其中，0.00 元预计将于年度确认收入，0.00 元预计将于年度确认收入，0.00 元预计将于年度确认收入。

其他说明：

无

62、税金及附加

单位：元

项目	本期发生额	上期发生额
城市维护建设税	1,309,531.61	2,139,612.34
教育费附加	981,750.06	1,528,514.90
房产税	1,565,164.24	1,679,921.76
土地使用税	717,444.00	560,103.81
印花税	1,700,613.81	1,333,703.41
其他	1,552,974.66	3,362,612.13
合计	7,827,478.38	10,604,468.35

其他说明：

无

63、销售费用

单位：元

项目	本期发生额	上期发生额
工资薪酬	144,488,623.74	121,030,695.97
差旅费	9,139,733.51	7,101,171.72
业务招待费	637,678.99	3,235,247.72
广告宣传及市场推广费	219,355,733.14	118,266,410.81
折旧与摊销	8,337,669.81	5,759,262.08
样品费	10,787,232.80	6,665,980.52
咨询服务费	7,812,326.80	11,001,011.77
质保费	62,255,602.69	86,461,935.00
仓储及租赁费用	116,449,209.20	67,141,989.77
其他	30,568,999.47	15,560,662.48
合计	609,832,810.15	442,224,367.84

其他说明：

无

64、管理费用

单位：元

项目	本期发生额	上期发生额
工资薪酬	253,351,982.38	221,091,636.69
商业保险费	21,077,993.14	13,889,409.68
办公费	31,259,925.83	22,333,877.74
差旅费	11,672,424.81	11,730,388.73

租赁费	10,531,213.13	8,628,521.50
业务招待费	4,878,314.46	4,301,338.15
折旧与摊销	40,717,625.38	36,483,296.77
咨询服务费	53,717,072.32	39,161,540.26
物料消耗	9,299,082.21	6,853,399.71
其他	30,736,205.61	49,223,371.23
合计	467,241,839.27	413,696,780.46

其他说明：

无

65、研发费用

单位：元

项目	本期发生额	上期发生额
试制及材料费	54,573,270.66	69,121,149.51
折旧与摊销	5,228,716.93	4,315,144.73
燃料及动力	991,041.68	851,275.69
工资薪酬	131,393,707.90	109,131,896.06
差旅费	1,187,011.34	1,234,683.10
咨询服务费	12,455,303.99	17,723,028.05
其他	7,666,522.76	5,873,461.76
合计	213,495,575.26	208,250,638.90

其他说明：

无

66、财务费用

单位：元

项目	本期发生额	上期发生额
利息费用	54,936,442.30	23,293,811.22
减：利息收入	11,836,122.18	16,555,891.15
(汇兑-收益)/损失	-206,091,777.46	32,938,974.19
其他	7,806,945.40	4,564,120.76
合计	-155,184,511.94	44,241,015.02

其他说明：

无

67、其他收益

单位：元

产生其他收益的来源	本期发生额	上期发生额
与日常活动相关的政府补助	11,237,162.83	10,575,519.87
代扣个人所得税手续费返还	237,011.37	369,481.35

68、投资收益

单位：元

项目	本期发生额	上期发生额

理财产品投资收益	679,567.37	5,184,405.56
外汇衍生金融工具投资收益	11,216,594.56	26,355,665.17
合计	11,896,161.93	31,540,070.73

其他说明：

无

69、净敞口套期收益

单位：元

项目	本期发生额	上期发生额

其他说明：

无

70、公允价值变动收益

单位：元

产生公允价值变动收益的来源	本期发生额	上期发生额
外汇衍生金融工具	-378,574.59	3,362,480.73
利率衍生金融工具	8,314,961.37	2,918,977.01
银行理财产品	-2,509.52	-350,897.32
合计	7,933,877.26	5,930,560.42

其他说明：

无

71、信用减值损失

单位：元

项目	本期发生额	上期发生额
其他应收款坏账损失	-280,407.29	932,734.18
应收账款坏账损失转回/（计提）	3,741,147.15	-15,779,648.48
应收款项融资坏账损失（计提）/转回	-35,815.90	4,548,861.86
合计	3,424,923.96	-10,298,052.44

其他说明：

无

72、资产减值损失

单位：元

项目	本期发生额	上期发生额
二、存货跌价损失及合同履约成本减值损失	-25,073,832.75	-20,465,662.16
合计	-25,073,832.75	-20,465,662.16

其他说明：

无

73、资产处置收益

单位：元

资产处置收益的来源	本期发生额	上期发生额
固定资产处置损失	-1,135.58	-988,807.12

74、营业外收入

单位：元

项目	本期发生额	上期发生额	计入当期非经常性损益的金额
保险理赔收入	402,918.51	4,491,040.78	402,918.51
罚款收入	521,740.69	121,397.91	521,740.69
核销的无需支付款项	9,157,015.15	0.00	9,157,015.15
其他	84,414.24	231,526.17	84,414.24
合计	10,166,088.59	4,843,964.86	10,166,088.59

计入当期损益的政府补助：

单位：元

补助项目	发放主体	发放原因	性质类型	补贴是否影响当年盈亏	是否特殊补贴	本期发生金额	上期发生金额	与资产相关/与收益相关

其他说明：

无

75、营业外支出

单位：元

项目	本期发生额	上期发生额	计入当期非经常性损益的金额
对外捐赠	294,807.95	341,323.15	294,807.95
非流动资产毁损报废损失	114,875.59	591,467.00	114,875.59
产品罚款及赔偿支出	924,548.63	1,063,842.81	924,548.63
其他	898,891.29	1,461,614.83	898,891.29
合计	2,233,123.46	3,458,247.79	2,233,123.46

其他说明：

无

76、所得税费用

（1） 所得税费用表

单位：元

项目	本期发生额	上期发生额
当期所得税费用	49,565,266.37	10,357,911.51
递延所得税费用	-100,778,320.40	-14,879,509.63
合计	-51,213,054.03	-4,521,598.12

（2） 会计利润与所得税费用调整过程

单位：元

项目	本期发生额
利润总额	214,666,489.99
按法定/适用税率计算的所得税费用	53,666,622.50
子公司适用不同税率的影响	11,913,179.12
调整以前期间所得税的影响	-1,787,575.36
不可抵扣的成本、费用和损失的影响	5,164,301.63
使用前期未确认递延所得税资产的可抵扣亏损的影响	-33,516,302.66
本期未确认递延所得税资产的可抵扣暂时性差异或可抵扣亏损的影响	-4,426,739.11
研发费用加计扣除	-54,993,215.19
高新技术企业优惠税率影响	-29,174,742.75
跨境利润分配扣缴所得税	1,941,417.79
所得税费用	-51,213,054.03

其他说明：

注：本集团下属企业适用所得税税率情况参见附注六。

77、其他综合收益

详见附注七、57。

78、现金流量表项目

（1） 收到的其他与经营活动有关的现金

单位：元

项目	本期发生额	上期发生额
政府补助	10,694,441.20	14,454,019.11
利息收入	5,795,866.15	7,452,579.10
其他	1,009,073.44	4,762,046.06
合计	17,499,380.79	26,668,644.27

收到的其他与经营活动有关的现金说明：

无

（2） 支付的其他与经营活动有关的现金

单位：元

项目	本期发生额	上期发生额
违约及赔偿支出	924,548.63	1,063,842.81
押金和保证金支出	24,068,141.00	14,044,894.07
捐赠支出	294,807.95	341,323.15
销售费用	469,137,190.65	298,905,843.72
管理费用	173,172,231.51	123,713,244.93
研发费用	79,638,681.39	96,655,556.87
其他	24,285,828.36	43,358,931.12

合计	771,521,429.49	578,083,636.67

支付的其他与经营活动有关的现金说明：

无

（3） 收到的其他与投资活动有关的现金

单位：元

项目	本期发生额	上期发生额
外汇保证金收回	8,651,869.52	39,514,148.02
外汇衍生品交割净收益	17,345,022.57	84,916,171.93
合计	25,996,892.09	124,430,319.95

收到的其他与投资活动有关的现金说明：

无

（4） 支付的其他与投资活动有关的现金

单位：元

项目	本期发生额	上期发生额
外汇保证金支出	4,422,643.60	
合计	4,422,643.60	

支付的其他与投资活动有关的现金说明：

无

（5） 收到的其他与筹资活动有关的现金

单位：元

项目	本期发生额	上期发生额

收到的其他与筹资活动有关的现金说明：

无

（6） 支付的其他与筹资活动有关的现金

单位：元

项目	本期发生额	上期发生额
关联方借款偿还	0.00	194,631,619.53
租赁负债支出	37,902,332.37	28,164,287.43
银行开票及银行借款质押保证金支出	61,561,886.67	32,276,102.28
上市费用	6,864,219.37	11,440,118.77
合计	106,328,438.41	266,512,128.01

支付的其他与筹资活动有关的现金说明：

无

79、现金流量表补充资料

（1） 现金流量表补充资料

单位：元

补充资料	本期金额	上期金额
1．将净利润调节为经营活动现金流量		
净利润	265,879,544.02	279,744,570.88
加：资产减值准备	21,648,908.79	30,763,714.60
固定资产折旧、油气资产折耗、生产性生物资产折旧	78,759,221.55	63,534,545.01
使用权资产折旧	36,183,999.16	30,142,380.85
无形资产摊销	13,695,878.40	7,937,694.12
长期待摊费用摊销	21,605,653.97	12,461,426.77
处置固定资产、无形资产和其他长期资产的损失（收益以“－”号填列）	1,135.58	988,807.12
固定资产报废损失（收益以“－”号填列）	114,875.59	591,467.00
公允价值变动损失（收益以“－”号填列）	-7,933,877.26	-5,930,560.42
财务费用（收益以“－”号填列）	-11,665,989.18	49,508,255.20
投资损失（收益以“－”号填列）	-11,896,161.93	-31,540,070.73
递延所得税资产减少（增加以“－”号填列）	-107,566,487.54	-18,404,550.50
递延所得税负债增加（减少以“－”号填列）	6,788,167.14	3,525,040.87
存货的减少（增加以“－”号填列）	-692,400,137.84	-855,977,729.14
经营性应收项目的减少（增加以“－”号填列）	-55,487,248.65	-295,460,075.12
经营性应付项目的增加（减少以“－”号填列）	-351,136,912.83	650,175,578.56
其他	7,215,886.67	16,966,274.11
经营活动产生的现金流量净额	-786,193,544.36	-60,973,230.82
2．不涉及现金收支的重大投资和筹资活动		
债务转为资本		
一年内到期的可转换公司债券		
融资租入固定资产	20,341,829.84	41,102,897.09
3．现金及现金等价物净变动情况：		
现金的期末余额	248,612,688.64	310,110,344.32
减：现金的期初余额	310,110,344.32	144,195,663.84
加：现金等价物的期末余额		

减：现金等价物的期初余额		
现金及现金等价物净增加额	-61,497,655.68	165,914,680.48

（2） 本期支付的取得子公司的现金净额

单位：元

	金额
其中：	
其中：	
其中：	

其他说明：

（3） 本期收到的处置子公司的现金净额

单位：元

	金额
其中：	
其中：	
其中：	

其他说明：

（4） 现金和现金等价物的构成

单位：元

项目	期末余额	期初余额
一、现金	248,612,688.64	310,110,344.32
其中：库存现金	292.56	9,597.42
可随时用于支付的银行存款	239,743,530.91	310,100,746.90
可随时用于支付的其他货币资金	8,868,865.17	
三、期末现金及现金等价物余额	248,612,688.64	310,110,344.32

其他说明：

80、所有者权益变动表项目注释

说明对上年期末余额进行调整的“其他”项目名称及调整金额等事项：
无

81、所有权或使用权受到限制的资产

单位：元

项目	期末账面价值	受限原因
货币资金	151,406,721.38	注 1/注 3
应收票据	0.00	
存货	1,607,472,530.33	注 2
固定资产	87,648,137.28	注 2
无形资产	41,721,933.13	注 2/注 4
应收账款	825,037,454.82	注 2/注 3
合计	2,713,286,776.94	

其他说明：

注 1： 于 2022 年 12 月 31 日，账面价值为人民币 350,086.04 元（2021 年 12 月 31 日：人民币 4,579,311.96 元）的银行存款用于远期外汇合约和外汇期权合约保证金；账面价值为人民币 68,690,508.67 元（2021 年 12 月 31 日：人民币 79,717,888.17 元）的银行存款和账面价值为人民币 9,678,560.43 元（2021 年 12 月 31 日：人民币 6,012,665.84 元）的定期存款用于银行承兑汇票保证金；账面价值为人民币 534,206.83 元（2021 年 12 月 31 日：人民币 1,903,809.02 元）的银行存款用于银行信用证保证金；账面价值为人民币 1,650,847.58 元（2021 年 12 月 31 日：人民币 1,607,397.42 元）的银行存款用于保函保证金；账面价值为人民币 27,234,519.73 元的银行存款（2021 年 12 月 31 日：人民币 14,957.24 元）用于取得银行借款质押；账面价值为人民币 183,790.71 元（2021 年 12 月 31 日：人民币 194,581.02 元）的银行存款用于租赁保证金。

注 2： 于 2022 年 12 月 31 日，本集团以账面价值为人民币 393,638,839.62 元（2021 年 12 月 31 日：人民币 376,220,709.12 元）的应收账款，账面价值为人民币 1,607,472,530.33 元（2021 年 12 月 31 日：人民币 647,742,173.50 元）的存货，账面价值为人民币 87,648,137.28 元（2021 年 12 月 31 日：人民币 79,080,683.39 元）的固定资产，以及账面价值为人民币 10,064,627.98 元（2021 年 12 月 31 日：人民币 1,049,301.16 元）的无形资产所有权受到限制，用于取得 Branch Banking and Trust Company 定期及循环信用贷款，循环贷款额度为美元 30,000,000.00 元（2021 年 12 月 31 日：美元 30,000,000.00 元），定期借款额度为美元 15,000,000.00 元（2021 年 12 月 31 日：美元 15,000,000.00 元）。于 2022 年 12 月 31 日，在该协议下，取得循环信用贷款余额美元 18,340,162.57 元，到期日为 2024 年 7 月 15 日，取得定期借款余额为美元 7,847,281.00 元，到期日为 2029 年 10 月 5 日（2021 年 12 月 31 日：取得循环信用贷款余额美元 21,380,445.71 元，到期日为 2024 年 7 月 15 日，取得定期借款余额为美元 8,078,091.00 元，到期日为 2029 年 10 月 5 日）。

注 3： 于 2022 年 12 月 31 日，账面价值为人民币 431,398,615.20 元（2021 年 12 月 31 日：人民币 112,622,007.99 元）的应收账款和账面价值为人民币 43,084,201.39 元 （2021 年 12 月 31 日：无）的定期存款存单受到限制，用于取得短期借款人民币 421,379,096.10 元（2021 年 12 月 31 日：人民币 96,437,586.58 元）。

注 4： 于 2022 年 12 月 31 日，账面价值为人民币 31,657,305.15 元的无形资产受到限制，用于取得长期借款人民币 10,500,000.00 元。

82、外币货币性项目

（1） 外币货币性项目

单位：元

项目	期末外币余额	折算汇率	期末折算人民币余额
货币资金			300,486,506.45
其中：美元	17,657,326.30	6.9646	122,976,214.78
欧元	3,391,507.21	7.4229	25,174,818.85
港币	7,778,505.85	0.8933	6,948,539.28
越南盾	343,927,641,274.21	0.0003	101,410,603.32
英镑	391,754.35	8.3941	3,288,425.21
瑞典克朗	3,771,398.93	0.6659	2,511,374.55
卢布	338,008,242.36	0.0942	31,840,376.43
加拿大元	1,233,074.64	5.1385	6,336,154.03
应收账款			1,007,571,516.01
其中：美元	129,161,888.71	6.9646	899,560,890.14
欧元	4,968,861.99	7.4229	36,883,365.69
港币			
日元	14,118,082.62	0.0524	739,194.57
英镑	536,754.95	8.3941	4,505,574.72
瑞典克朗	6,119.51	0.6659	4,074.98
卢布	530,763,289.07	0.0942	49,997,901.83
加拿大元	3,090,496.07	5.1385	15,880,514.08
长期借款			376,946,147.81
其中：美元	54,123,158.23	6.9646	376,946,147.81
欧元			
港币			
应收款项融资			187,747,041.08
其中：美元	26,957,332.95	6.9646	187,747,041.08
其他应收款			60,139,633.10
其中：美元	6,253,441.84	6.9646	43,552,721.04
欧元	186,323.07	7.4229	1,383,057.52
越南盾	47,212,032,517.30	0.0003	13,920,953.50
瑞典克朗	70,256.46	0.6659	46,783.78
港币	141,587.13	0.8933	126,479.78
卢布	1,722,109.13	0.0942	162,222.68
加拿大元	183,844.78	5.1385	944,686.42
日元	52,110.09	0.0524	2,728.38
短期借款			400,450,593.89
其中：美元	57,498,003.32	6.9646	400,450,593.89
应付账款			72,268,133.27
其中：美元	7,024,455.96	6.9646	48,922,525.99
欧元	345,024.64	7.4229	2,561,083.43
越南盾	57,193,320,133.36	0.0003	16,864,038.84
加拿大元	749,309.53	5.1385	3,850,327.02
日元	1,339,966.96	0.0524	70,157.99
其他应付款			38,738,705.53
其中：美元	4,435,021.62	6.9646	30,888,151.57
欧元	95,507.85	7.4229	708,945.25
越南盾	12,139,806,806.79	0.0003	3,579,546.93

英镑	73,492.82	8.3941	616,906.10
瑞典克朗	3,489,626.84	0.6659	2,323,742.51
卢布	6,596,742.78	0.0942	621,413.17
一年内到期的非流动负债			508,730,162.17
其中：美元	72,709,513.82	6.9646	506,392,679.98
欧元	260,104.42	7.4229	1,930,729.10
卢布	4,317,973.35	0.0942	406,753.09
租赁负债			40,799,378.64
其中：美元	4,466,838.33	6.9646	31,109,742.21
欧元	1,077,178.91	7.4229	7,995,791.34
卢布	17,981,370.38	0.0942	1,693,845.09

其他说明：

（2） 境外经营实体说明，包括对于重要的境外经营实体，应披露其境外主要经营地、记账本位币及选择依据，记账本位币发生变化的还应披露原因。

□适用 ☑不适用

83、套期

按照套期类别披露套期项目及相关套期工具、被套期风险的定性和定量信息：

现金流量套期

本集团将外汇远期合同指定为以美元/欧元计价结算的未来销售的套期工具。这些外汇远期合同的余额随预期外币销售的规模以及远期汇率的变动而变化。外汇远期合同的关键条款已进行商议从而与很有可能发生的预期销售相匹配。

套期工具的名义金额的时间分布以及平均汇率如下：

2022 年 12 月 31 日

	6 个月内	6 至 12 个月	1 年以后	合计
美元远期合同名义金额	63,000,000.00	105,000,000.00	-	168,000,000.00
人民币兑美元的平均汇率	7.0832	7.0262	-	
欧元远期合同名义金额	3,000,000.00	3,000,000.00	-	6,000,000.00
人民币兑欧元的平均汇率	7.4159	7.3750	-	
美元远期合同名义金额	3,600,000.00	-	-	3,600,000.00
越南盾兑美元的平均汇率	0.000044	-	-	

2021 年 12 月 31 日

	6 个月内	6 至 12 个月	1 年以后	合计
美元远期合同名义金额	80,000,000.00	135,000,000.00	160,000,000.00	375,000,000.00
人民币兑美元的平均汇率	6.8940	6.9214	7.0248	

欧元远期合同名义金额	3,000,000.00	3,000,000.00	-	6,000,000.00
人民币兑欧元的平均汇率	7.5072	7.6341	-	
美元远期合同名义金额	6,000,000.00	4,000,000.00	-	10,000,000.00
越南盾兑美元的平均汇率	0.000044	0.000044	-	

套期工具的账面价值以及公允价值变动如下：

2022 年 12 月 31 日

	套期工具的名义金额	套期工具的账面价值		包含套期工具的资产负债表列示项目	本年用作确认套期无效部分基础的套期工具公允价值变动
		资产	负债		
汇率风险 — 很可能发生的预期交易	114,600,000.00	30,382,782.28	-	衍生金融资产	9,350,263.36
汇率风险 — 已确认的应收账款	63,000,000.00	14,662,203.56	-	衍生金融资产	-

2021 年 12 月 31 日

	套期工具的名义金额	套期工具的账面价值		包含套期工具的资产负债表列示项目	本年用作确认套期无效部分基础的套期工具公允价值变动
		资产	负债		
汇率风险 — 很可能发生的预期交易	380,500,000.00	167,940,661.11	765,711.48	衍生金融资产/其他非流动金融资产/衍生金融负债	6,025,058.53
汇率风险 — 已确认的应收账款	10,500,000.00	4,965,748.67	-	衍生金融资产	-

被套期项目的账面价值以及相关调整如下：

2022 年

	被套期项目的账面价值		包含被套期项目的资产负债表列示项目	本年用作确认套期无效部分基础的被套期项目公允价值变动	现金流量套期储备
	资产	负债			
汇率风险 — 很可能发生的预期交易	-	-	-	9,350,263.36	27,449,946.94
汇率风险 — 已确认的应收账款	438,769,800.00	-	应收账款	-	-

2021 年

	被套期项目的账面价值		包含被套期项目的资产负债表列示项目	本年用作确认套期无效部分基础的被套期项目公允价值变动	现金流量套期储备
	资产	负债			
汇率风险 — 很可能发生的预期交易	-	-	-	6,025,058.53	146,196,130.78
汇率风险 — 已确认的应收账款	37,686,500.00	-	应收账款	-	-

套期工具公允价值变动在当期损益及其他综合收益列示如下：

2022 年

	计入其他综合收益的套期工具的公允价值变动	计入当期损益的套期无效部分	包含已确认的套期无效部分的利润表列示项目	从现金流量套期储备重分类至当期损益的金额	包含重分类调整的利润表列示项目
汇率风险 — 很可能发生的预期交易	(22,713,752.45)	9,350,263.36	投资收益	91,109,317.50	主营业务收入
汇率风险 — 已确认的应收账款	-	-	-	(1,826,756.37)	主营业务收入

2021 年

	计入其他综合收益的套期工具的公允价值变动	计入当期损益的套期无效部分	包含已确认的套期无效部分的利润表列示项目	从现金流量套期储备重分类至当期损益的金额	包含重分类调整的利润表列示项目
汇率风险 — 很可能发生的预期交易	120,091,948.09	6,025,058.53	投资收益	38,668,614.01	主营业务收入
汇率风险 — 已确认的应收账款	-	-	-	4,965,748.67	主营业务收入

84、政府补助

（1） 政府补助基本情况

单位：元

种类	金额	列报项目	计入当期损益的金额
“三位一体”专项资金	9,678,000.00	递延收益	679,733.04
新能源园林机械研发及生产一体化项目	5,000,000.00	递延收益	99,999.96
稳岗补贴	3,080,454.00	其他收益	3,080,454.00
科技计划专项资金	1,200,000.00	其他收益	1,200,000.00
商务局外资总部企业政府拨款	1,000,000.00	其他收益	1,000,000.00
工业高质量发展专项资金	1,000,000.00	其他收益	1,000,000.00
工业互联网标杆工厂奖励	1,000,000.00	其他收益	1,000,000.00
外贸发展专项资金	895,293.37	其他收益	895,293.37
商务局发展专项资金	659,400.00	其他收益	659,400.00
企业股改上市专项资金	500,000.00	其他收益	500,000.00
绿色金融奖补贴	400,000.00	其他收益	400,000.00
企业联创中心运营费用	250,000.00	其他收益	250,000.00
高企奖励	200,000.00	其他收益	200,000.00

知识产权保护专利补贴	115,000.00	其他收益	115,000.00
工业互联网学习专项资金专项资金	100,000.00	其他收益	100,000.00
其他与收益相关的政府补助	57,282.46	其他收益	57,282.46

（2） 政府补助退回情况

□适用 ☑不适用

其他说明：

无

85、其他

无

八、合并范围的变更

1、非同一控制下企业合并

（1） 本期发生的非同一控制下企业合并

单位：元

被购买方名称	股权取得时点	股权取得成本	股权取得比例	股权取得方式	购买日	购买日的确定依据	购买日至期末被购买方的收入	购买日至期末被购买方的净利润

其他说明：

无

（2） 合并成本及商誉

单位：元

合并成本	
--现金	
--非现金资产的公允价值	
--发行或承担的债务的公允价值	
--发行的权益性证券的公允价值	
--或有对价的公允价值	
--购买日之前持有的股权于购买日的公允价值	
--其他	
合并成本合计	
减：取得的可辨认净资产公允价值份额	
商誉/合并成本小于取得的可辨认净资产公允价值份额的金额	

合并成本公允价值的确定方法、或有对价及其变动的说明：

大额商誉形成的主要原因：

其他说明：

（3） 被购买方于购买日可辨认资产、负债

单位：元

	购买日公允价值	购买日账面价值
资产：		
货币资金		
应收款项		
存货		
固定资产		
无形资产		
负债：		
借款		
应付款项		
递延所得税负债		
净资产		
减：少数股东权益		
取得的净资产		

可辨认资产、负债公允价值的确定方法：

企业合并中承担的被购买方的或有负债：

其他说明：

（4） 购买日之前持有的股权按照公允价值重新计量产生的利得或损失

是否存在通过多次交易分步实现企业合并且在报告期内取得控制权的交易
□是 ☑否

（5） 购买日或合并当期期末无法合理确定合并对价或被购买方可辨认资产、负债公允价值的相关说明

（6） 其他说明

2、同一控制下企业合并

（1） 本期发生的同一控制下企业合并

单位：元

被合并方名称	企业合并中取得的权益比例	构成同一控制下企业合并的依据	合并日	合并日的确定依据	合并当期期初至合并日被合并方的收入	合并当期期初至合并日被合并方的净利润	比较期间被合并方的收入	比较期间被合并方的净利润

其他说明：

（2） 合并成本

单位：元

合并成本	
--现金	
--非现金资产的账面价值	
--发行或承担的债务的账面价值	
--发行的权益性证券的面值	
--或有对价	

或有对价及其变动的说明：

其他说明：

（3） 合并日被合并方资产、负债的账面价值

单位：元

	合并日	上期期末
资产：		
货币资金		
应收款项		
存货		
固定资产		
无形资产		
负债：		
借款		
应付款项		
净资产		
减：少数股东权益		

取得的净资产		

企业合并中承担的被合并方的或有负债：

其他说明：

3、反向购买

交易基本信息、交易构成反向购买的依据、上市公司保留的资产、负债是否构成业务及其依据、合并成本的确定、按照权益性交易处理时调整权益的金额及其计算：

4、处置子公司

是否存在单次处置对子公司投资即丧失控制权的情形

□是 ☑否

是否存在通过多次交易分步处置对子公司投资且在本期丧失控制权的情形

□是 ☑否

5、其他原因的合并范围变动

说明其他原因导致的合并范围变动（如，新设子公司、清算子公司等）及其相关情况：

新设子公司情况参见附注九、1。

6、其他

九、在其他主体中的权益

1、在子公司中的权益

（1） 企业集团的构成

子公司名称	主要经营地	注册地	业务性质	持股比例		取得方式
				直接	间接	
常州博康电子技术有限公司	江苏常州	江苏常州	工业制造	100.00%	0.00%	投资设立
GREENWORKS(VIETNAM)Co.,Ltd.	越南海防	越南海防	工业制造	100.00%	0.00%	投资设立
格力博(南通)贸易有限公司	江苏南通	江苏南通	贸易	100.00%	0.00%	投资设立
常州格腾汽车零部件有限公司	江苏常州	江苏常州	工业制造	100.00%	0.00%	投资设立

常州维卡塑业有限公司	江苏常州	江苏常州	工业制造	100.00%	0.00%	投资设立
上海煦升园林技术有限公司	上海	上海	园林技术开发服务	100.00%	0.00%	投资设立
Hong Kong Sun Rise Trading Limited	中国香港	中国香港	投资、贸易	100.00%	0.00%	投资设立
Aegis (Hong Kong) Limited	中国香港	中国香港	贸易	100.00%	0.00%	投资设立
Sunrise Global Holding, Inc.	美国	美国	投资	0.00%	100.00%	投资设立
Sunrise Global Marketing, LLC	美国	美国	贸易	0.00%	100.00%	投资设立
Sunrise Global Logistics, Inc.	美国	美国	电商运营	0.00%	100.00%	投资设立
Greenworks Tools Europe GmbH	德国	德国	贸易	0.00%	100.00%	投资设立
Greenworks Tools Canada Inc.	加拿大	加拿大	售后服务	0.00%	100.00%	投资设立
Globgro AB(formerly known as“Globe Tools Nordic Europe AB”)	瑞典	瑞典	贸易	0.00%	100.00%	投资设立
Fastighetsbolaget Grönarbete AB	瑞典	瑞典	投资	0.00%	100.00%	投资设立
Greenworks TN MFG,LLC	美国	美国	工业制造	0.00%	100.00%	投资设立
Greenworks TN Real Estate,LLC	美国	美国	投资	0.00%	100.00%	投资设立
一芯家科技(常州)有限公司	江苏常州	江苏常州	贸易	100.00%	0.00%	投资设立

在子公司的持股比例不同于表决权比例的说明：

持有半数或以下表决权但仍控制被投资单位、以及持有半数以上表决权但不控制被投资单位的依据：

无

对于纳入合并范围的重要的结构化主体，控制的依据：

确定公司是代理人还是委托人的依据：

其他说明：

（2） 重要的非全资子公司

单位：元

子公司名称	少数股东持股比例	本期归属于少数股东的损益	本期向少数股东宣告分派的股利	期末少数股东权益余额

子公司少数股东的持股比例不同于表决权比例的说明：

无

其他说明：

无

（3） 重要非全资子公司的主要财务信息

单位：元

子公司名称	期末余额						期初余额					
	流动资产	非流动资产	资产合计	流动负债	非流动负债	负债合计	流动资产	非流动资产	资产合计	流动负债	非流动负债	负债合计

单位：元

子公司名称	本期发生额				上期发生额			
	营业收入	净利润	综合收益总额	经营活动现金流量	营业收入	净利润	综合收益总额	经营活动现金流量

其他说明：

（4） 使用企业集团资产和清偿企业集团债务的重大限制

无

（5） 向纳入合并财务报表范围的结构化主体提供的财务支持或其他支持

无

其他说明：

2、在子公司的所有者权益份额发生变化且仍控制子公司的交易

（1） 在子公司所有者权益份额发生变化的情况说明

无

（2） 交易对于少数股东权益及归属于母公司所有者权益的影响

单位：元

购买成本/处置对价	
--现金	
--非现金资产的公允价值	
购买成本/处置对价合计	
减：按取得/处置的股权比例计算的子公司净资产份额	
差额	
其中：调整资本公积	
调整盈余公积	
调整未分配利润	

其他说明：

3、在合营安排或联营企业中的权益

（1） 重要的合营企业或联营企业

合营企业或联营企业名称	主要经营地	注册地	业务性质	持股比例		对合营企业或联营企业投资的会计处理方法
				直接	间接	

在合营企业或联营企业的持股比例不同于表决权比例的说明：

无

持有 20%以下表决权但具有重大影响，或者持有 20%或以上表决权但不具有重大影响的依据：

无

（2） 重要合营企业的主要财务信息

单位：元

	期末余额/本期发生额	期初余额/上期发生额
流动资产		
其中：现金和现金等价物		
非流动资产		
资产合计		
流动负债		

非流动负债		
负债合计		
少数股东权益		
归属于母公司股东权益		
按持股比例计算的净资产份额		
调整事项		
--商誉		
--内部交易未实现利润		
--其他		
对合营企业权益投资的账面价值		
存在公开报价的合营企业权益投资的公允价值		
营业收入		
财务费用		
所得税费用		
净利润		
终止经营的净利润		
其他综合收益		
综合收益总额		
本年度收到的来自合营企业的股利		

其他说明：

（3） 重要联营企业的主要财务信息

单位：元

	期末余额/本期发生额	期初余额/上期发生额
流动资产		
非流动资产		
资产合计		
流动负债		
非流动负债		
负债合计		
少数股东权益		
归属于母公司股东权益		
按持股比例计算的净资产份额		
调整事项		
--商誉		
--内部交易未实现利润		
--其他		
对联营企业权益投资的账面价值		

存在公开报价的联营企业权益投资的公允价值		
营业收入		
净利润		
终止经营的净利润		
其他综合收益		
综合收益总额		
本年度收到的来自联营企业的股利		

其他说明：

（4） 不重要的合营企业和联营企业的汇总财务信息

单位：元

	期末余额/本期发生额	期初余额/上期发生额
合营企业：		
下列各项按持股比例计算的合计数		
联营企业：		
下列各项按持股比例计算的合计数		

其他说明：

（5） 合营企业或联营企业向本公司转移资金的能力存在重大限制的说明

（6） 合营企业或联营企业发生的超额亏损

单位：元

合营企业或联营企业名称	累积未确认前期累计的损失	本期未确认的损失（或本期分享的净利润）	本期末累积未确认的损失

.

（7） 与合营企业投资相关的未确认承诺

无

（8） 与合营企业或联营企业投资相关的或有负债

无

4、重要的共同经营

共同经营名称	主要经营地	注册地	业务性质	持股比例/享有的份额	
				直接	间接

在共同经营中的持股比例或享有的份额不同于表决权比例的说明：

无

共同经营为单独主体的，分类为共同经营的依据：

无

其他说明：

无

5、在未纳入合并财务报表范围的结构化主体中的权益

未纳入合并财务报表范围的结构化主体的相关说明：

6、其他

无

十、与金融工具相关的风险

本集团在日常活动中面临各种金融工具的风险，主要包括信用风险、流动性风险及市场风险（包括汇率风险和利率风险）。本集团的主要金融工具包括货币资金、交易性金融资产、衍生金融工具、借款、应收账款、应收款项融资、其他应收款、应付票据、应付账款和其他应付款等。与这些金融工具相关的风险，以及本集团为降低这些风险所采取的风险管理策略如下所述。

本集团通过适当的多样化投资及业务组合来分散金融工具风险，并通过制定相应的风险管理政策减少集中于任何单一行业、特定地区或特定交易对手的风险。

信用风险

本集团仅与关联方及经认可的、信誉良好的第三方进行交易。按照本集团的政策，需在接受新客户时评价信用风险，并对单个客户信用风险敞口设定限额。另外，本集团对应收账款余额进行持续监控，以确保本集团不致面临重大坏账风险。

由于货币资金、银行理财产品和衍生金融工具的交易对手是声誉良好并拥有较高信用评级的银行，这些金融工具信用风险较低。

本集团其他金融资产包括应收账款、应收款项融资和其他应收款，这些金融资产的信用风险源自交易对手违约，最大信用风险敞口等于其账面金额。

本集团在每一资产负债表日面临的最大信用风险敞口为向客户收取的总金额减去准备后的金额。

由于本集团仅与关联方及经认可的且信誉良好的第三方进行交易，所以无需担保物。信用风险集中按照客户、地理区域和行业进行管理。于 2022 年 12 月 31 日，本集团具有特定信用风险集中，本集团的应收账款的 14.52%（2021 年 12 月 31 日：30.49%）和 35.54%（2021 年 12 月 31 日：59.89%）分别源于应收账款余额最大和前五大客户。本集团与中国出口信用保险公司签订短期出口信用保险合同，约定保险范围为全部非信用证支付方式的出口和全部信用证支付方式的出口，赔偿比例在信用证和非信用证项下有所不同。

信用风险显著增加判断标准

本集团在每个资产负债表日评估相关金融工具的信用风险自初始确认后是否已显著增加。在确定信用风险自初始确认后是否显著增加时，本集团考虑在无须付出不必要的额外成本或努力即可获得合理且有依据的信息，包括基于本集团历史数据的定性和定量分析、外部信用风险评级以及前瞻性信息。本集团以单项金融工具或者具有相似信用风险特征的金融工具组合为基础，通过比较金融工具在资产负债表日发生违约的风险与在初始确认日发生违约的风险，以确定金融工具预计存续期内发生违约风险的变化情况。

当触发以下定性标准时，本集团认为金融工具的信用风险已发生显著增加：

- 定性标准主要为债务人经营或财务情况出现重大不利变化、预警客户清单等；

已发生信用减值资产的定义

为确定是否发生信用减值，本集团所采用的界定标准，与内部针对相关金融工具的信用风险管理目标保持一致，同时考虑定性指标。本集团评估债务人是否发生信用减值时，主要考虑以下因素：

（1）发行方或债务人发生重大财务困难；
（2）债务人违反合同，如偿付利息或本金违约或逾期等；
（3）债权人出于与债务人财务困难有关的经济或合同考虑，给予债务人在任何其他情况下都不会做出的让步；
（4）债务人很可能破产或进行其他财务重组；
（5）发行方或债务人财务困难导致该金融资产的活跃市场消失；
（6）以大幅折扣购买或源生一项金融资产，该折扣反映了发生信用损失的事实。

金融资产发生信用减值，有可能是多个事件的共同作用所致，未必是可单独识别的事件所致。

信用风险敞口

本集团金融资产的最大风险敞口及年末按照信用风险等级的分类如下：

2022 年

	未来 12 个月预期信用损失	整个生命周期预期信用损失

	第一阶段	第二阶段	第三阶段	简易方法	合计
货币资金	456,658,691.14	-	-	-	456,658,691.14
应收账款	-	-	-	1,033,395,359.74	1,033,395,359.74
应收款项融资	-	-	-	187,747,041.08	187,747,041.08
其他应收款	97,036,135.37	4,728,641.90	-	-	101,764,777.27
	553,694,826.51	4,728,641.90	-	1,221,142,400.82	1,779,565,869.23

2021 年

	未来 12 个月预期信用损失	整个生命周期预期信用损失			
	第一阶段	第二阶段	第三阶段	简易方法	合计
货币资金	616,944,122.04	-	-	-	616,944,122.04
应收账款	-	-	-	925,791,669.55	925,791,669.55
应收款项融资	-	-	-	133,462,861.60	133,462,861.60
其他应收款	78,237,059.74	1,198,688.53	-	-	79,435,748.27
	695,181,181.78	1,198,688.53	-	1,059,254,531.15	1,755,634,401.46

流动性风险

本集团管理资金短缺风险，既考虑了本集团金融工具的到期日，也考虑了本集团运营产生的预计现金流量。

本集团的目标是运用银行借款等多种融资手段以保持融资的持续性与灵活性的平衡。于 2022 年 12 月 31 日，本集团 84.45%（2021 年 12 月 31 日：75.51%）的债务在不足 1 年内到期。

下表概括了金融负债按未折现的合同现金流量所作的到期期限分析：

2022 年

	1 年以内	1 年-5 年	5 年以上	合计
短期借款	1,426,620,036.57	-	-	1,426,620,036.57
长期借款	-	564,458,064.79	52,172,872.45	616,630,937.24
租赁负债	-	57,854,887.03	1,620,202.32	59,475,089.35
应付票据	524,631,569.17	-	-	524,631,569.17
应付账款	1,069,689,753.49	-	-	1,069,689,753.49
其他应付款	85,629,875.75	-	-	85,629,875.75
一年内到期的非流动负债	564,486,237.11	-	-	564,486,237.11
	3,671,057,472.09	622,312,951.82	53,793,074.77	4,347,163,498.68

2021 年

	1 年以内	1 年-5 年	5 年以上	合计

短期借款	309,351,383.36	-	-	309,351,383.36
长期借款	15,727,621.57	720,853,707.35	46,623,684.59	783,205,013.51
租赁负债	-	72,878,627.75	294,048.27	73,172,676.02
应付票据	506,125,314.62	-	-	506,125,314.62
应付账款	1,510,196,079.66	-	-	1,510,196,079.66
其他应付款	72,813,943.38	-	-	72,813,943.38
一年内到期的非流动负债	177,095,928.09	-	-	177,095,928.09
	2,591,310,270.68	793,732,335.10	46,917,732.86	3,431,960,338.64

市场风险

利率风险

本集团面临的市场利率变动的风险主要与本集团以浮动利率计息的长期借款有关。

本集团通过维持适当的固定利率债务与可变利率债务组合以管理利息成本。为了以成本—效益方式管理债务组合，本集团采用利率互换，即本集团同意于特定的时间间隔交换根据商定的名义本金金额计算出来的固定利息金额与可变利息金额之间的差额。于 2022 年 12 月 31 日，在考虑利率互换的影响后，本集团约 65.86%（2021 年 12 月 31 日：28.92%）的计息借款按固定利率计息。

下表为利率风险的敏感性分析，反映了在所有其他变量保持不变的假设下，利率发生合理、可能的变动时，将对净损益（通过对浮动利率借款的影响）和其他综合收益的税后净额产生的影响。

2022 年

	基点增加/（减少）	净损益增加/（减少）	其他综合收益的税后净额增加/（减少）	股东权益合计增加/（减少）
人民币	100	(7,226,637.71)	-	(7,226,637.71)
	(100)	7,226,637.71	-	7,226,637.71

2021 年

	基点增加/（减少）	净损益增加/（减少）	其他综合收益的税后净额增加/（减少）	股东权益合计增加/（减少）
人民币	100	(7,548,787.32)	-	(7,548,787.32)
	(100)	7,548,787.32	-	7,548,787.32

汇率风险

本集团面临交易性的汇率风险。此类风险由于经营单位以其记账本位币以外的货币进行的销售或采购所致。本集团的主要生产位于中国境内，但部分业务以美元进行结算。故本集团已确认的外币资产和负债及未来的外币交易(外币资产和负债及外币交易的计价货币主要为美元)存在外汇风险。本集团总部财务部门负责监控集团外币交易和外币资产及负债的规模，以最大程度降低面临的外汇风险；为此，本集团以签署远期外汇合约和外汇期权合约的方式来达到规避部分外汇风险的目的。

此外，本集团存在源于外币借款的汇率风险敞口。本集团采用远期外汇合约减少汇率风险敞口。

下表为汇率风险的敏感性分析，反映了在其所有他变量保持不变的假设下，美元汇率发生合理、可能的变动时，将对净损益（由于美元计价的金融工具）和其他综合收益的税后净额（由于外汇远期合同的公允价值变化）产生的影响。

2022 年

	美元汇率增加/（减少）	净损益（减少）/增加	其他综合收益的税后净额增加/（减少）	股东权益合计增加/（减少）
人民币对美元升值	1%	(7,630,322.29)	6,030,890.25	(1,599,432.04)
人民币对美元贬值	(1%)	7,630,322.29	(6,030,890.25)	1,599,432.04
欧元对美元升值	1%	720,619.47	-	720,619.47
欧元对美元贬值	(1%)	(720,619.47)	-	(720,619.47)

卢布对美元升值	1%	322.54	-	322.54
卢布对美元贬值	(1%)	(322.54)	-	(322.54)

2021 年

	美元汇率增加/（减少）	净损益（减少）/增加	其他综合收益的税后净额增加/（减少）	股东权益合计增加/（减少）
人民币对美元升值	1%	(9,568,139.92)	20,879,769.96	11,311,630.04
人民币对美元贬值	(1%)	9,568,139.92	(20,879,769.96)	(11,311,630.04)
欧元对美元升值	1%	364,506.03	-	364,506.03
欧元对美元贬值	(1%)	(364,506.03)	-	(364,506.03)
卢布对美元升值	1%	1,436,608.56	-	1,436,608.56
卢布对美元贬值	(1%)	(1,436,608.56)	-	(1,436,608.56)

4. 资本管理

本集团资本管理的主要目标是确保本集团持续经营的能力，为所有者提供回报，并保持最佳资本结构以降低资本成本。

本集团根据经济形势管理资本结构并对其进行调整。为维持或调整资本结构，本集团可以调整对股东的利润分配、向股东归还资本或发行新股。2022 年度和 2021 年度，资本管理目标、政策或程序未发生变化。

本集团采用资产负债率来管理资本，本集团于 2022 年 12 月 31 日的资产负债率为 76.18%(2021 年 12 月 31 日：74.03%)，本集团管理层认为其符合本集团资本管理的要求。

十一、公允价值的披露

1、以公允价值计量的资产和负债的期末公允价值

单位：元

项目	期末公允价值			
	第一层次公允价值计量	第二层次公允价值计量	第三层次公允价值计量	合计
一、持续的公允价值计量	--	--	--	--
（一）交易性金融资产	19,033,403.10	239,604,842.87		258,638,245.90
1.以公允价值计量且其变动计入当期损益的金融资产	19,033,403.10	239,604,842.87		258,638,245.90
（3）衍生金融资产		51,857,801.79		51,857,801.79
银行理财	19,033,403.10			19,033,403.10
应收款项融资		187,747,041.08		187,747,041.08
（六）交易性金融负债		858,466.43		858,466.43

二、非持续的公允价值计量	--	--	--	--

2、持续和非持续第一层次公允价值计量项目市价的确定依据

无

3、持续和非持续第二层次公允价值计量项目，采用的估值技术和重要参数的定性及定量信息

本集团以导致各层次之间转换的事项发生日为确认各层次之间转换的时点。本财务报表期间内无第一层次与第二层次间的转换。

对于在活跃市场上交易的金融工具，本集团以其活跃市场报价确定其公允价值；对于不在活跃市场上交易的金融工具，本集团采用估值技术确定其公允价值。所使用的估值模型为现金流量折现模型。估值技术的输入值主要包括无风险利率、远期汇率。

管理层已经评估了货币资金、应收账款、其他应收款、应付票据、应付账款和其他应付款等，因剩余期限不长，公允价值与账面价值相若。

本集团的财务部门由财务经理领导，负责制定金融工具公允价值计量的政策和程序。财务经理直接向首席财务官报告。每个资产负债表日，财务部门分析金融工具价值变动，确定估值适用的主要输入值。估值须经首席财务官审核批准。

金融资产和金融负债的公允价值，以在公平交易中，熟悉情况的交易双方自愿进行资产交换或者债务清偿的金额确定，而不是被迫出售或清算情况下的金额。以下方法和假设用于估计公允价值。

长短期借款和一年内到期的非流动负债等，采用未来现金流量折现法确定公允价值，以有相似合同条款、信用风险和剩余期限的其他金融工具的市场收益率作为折现率。于 2022 年 12 月 31 日，针对长短期借款和一年内到期的非流动负债等自身不履约风险评估为不重大。

本集团与多个交易对手订立了衍生金融工具合同。衍生金融工具，包括远期外汇合约、外汇期权合约和利率互换合约，采用类似于远期定价和互换模型以及现值方法的估值技术进行计量。模型涵盖了多个市场可观察到的输入值，包括交易对手的信用质量、即期和远期汇率和利率曲线。外汇远期合同和利率互换的账面价值，与公允价值相同。于2022年12月31日，衍生金融资产的盯市价值，是抵销了归属于衍生工具交易对手违约风险的信用估值调整之后的净值。交易对手信用风险的变化，对于套期关系中指定衍生工具的套期有效性的评价和其他以公允价值计量的金融工具，均无重大影响。

公允价值估值

	2022 年 12 月 31 日 期末公允价值	估值技术	输入值
衍生金融资产			
远期外汇合约	45,044,985.84	现金流量折现模型	远期汇率反映了交易对手信用风险的折现率
利率互换合约	6,812,815.95	现金流量折现模型	美元无风险利率、1M Libor 历史价格、1M Libor 远期价格曲线

应收款项融资	187,747,041.08	现金流量折现模型	年贴现率
衍生金融负债			
外汇期权合约	858,466.43	期权定价模型	外汇远期汇率、外汇即期汇率、本币无风险利率、外币无风险利率、外汇波动率

4、持续和非持续第三层次公允价值计量项目，采用的估值技术和重要参数的定性及定量信息

无

5、持续的第三层次公允价值计量项目，期初与期末账面价值间的调节信息及不可观察参数敏感性分析

无

6、持续的公允价值计量项目，本期内发生各层级之间转换的，转换的原因及确定转换时点的政策

无

7、本期内发生的估值技术变更及变更原因

无

8、不以公允价值计量的金融资产和金融负债的公允价值情况

无

9、其他

无

十二、关联方及关联交易

1、本企业的母公司情况

母公司名称	注册地	业务性质	注册资本	母公司对本企业的持股比例	母公司对本企业的表决权比例
GLOBE HOLDINGS (HONG KONG) CO., LTD.	香港	投资管理	20,000	70.0996%	70.0996%

本企业的母公司情况的说明

本集团的母公司为注册地在香港的GLOBE HOLDINGS (HONG KONG) CO., LTD.。本集团的实际控制人为陈寅先生。

本企业最终控制方是陈寅。

其他说明：

无

2、本企业的子公司情况

本企业子公司的情况详见附注九、1。

3、本企业合营和联营企业情况

本企业重要的合营或联营企业详见附注。
本期与本公司发生关联方交易，或前期与本公司发生关联方交易形成余额的其他合营或联营企业情况如下：

合营或联营企业名称	与本企业关系

其他说明：

4、其他关联方情况

其他关联方名称	其他关联方与本企业关系
Stihl Tirol GMBH	本公司的主要投资者控制的公司
ANDREAS STIHL AG & Co. KG	本公司的主要投资者控制的公司
安德烈斯蒂尔动力工具（青岛）有限公司	本公司的主要投资者控制的公司
Lawrence Lee	本公司董事
季正华	本公司高管
沈晓燕	本公司监事
江苏索唯斯企业管理服务有限公司	其他 注 1
常州兆军企业管理服务有限公司	其他 注 1
Cramer GmbH	本集团处置的子公司 注 2

其他说明：

注 1：江苏索唯斯企业管理服务有限公司和常州兆军企业管理服务有限公司的实际控制人分别为唐兆军和唐兆根，唐兆根与唐兆军系亲兄弟。唐兆军为本集团的前员工，本集团出于谨慎性考虑，将唐兆军、唐兆军控制的江苏索唯斯企业管理服务有限公司及唐兆根控制的常州兆军企业管理服务有限公司与本集团之间的交易比照关联交易的要求进行披露。

注 2：Cramer GmbH 与本集团解除关联关系超过 12 个月，于本年度第四季度起，不再纳入本集团关联方。

5、关联交易情况

（1） 购销商品、提供和接受劳务的关联交易

采购商品/接受劳务情况表

单位：元

关联方	关联交易内容	本期发生额	获批的交易额度	是否超过交易额	上期发生额

				度	
Stihl Tirol GMBH	向关联方购买商品	97,617.34			99,353.21
ANDREAS STIHL AG & Co. KG	向关联方购买商品	77,121.80			6,564.27
安德烈斯蒂尔动力工具（青岛）有限公司	向关联方购买商品	130,717.21			3,120,337.05
江苏索唯斯企业管理服务有限公司	劳务及服务费支出	24,372,396.18			31,699,079.72
常州兆军企业管理服务有限公司	劳务及服务费支出				32,852.61

出售商品/提供劳务情况表

单位：元

关联方	关联交易内容	本期发生额	上期发生额
Stihl Tirol GMBH	向关联方销售商品	226,796,273.34	207,132,896.38
ANDREAS STIHL AG & Co. KG	向关联方销售商品	1,311,879.50	1,468,539.56
Cramer GmbH	向关联方销售商品	527,274.49	321,735.77
安德烈斯蒂尔动力工具（青岛）有限公司	向关联方销售商品	397,341.33	522,994.93

购销商品、提供和接受劳务的关联交易说明

本集团向 Stihl Tirol GMBH 销售商品根据成本加成方式定价，向其他关联方销售商品根据双方协议并参考市场价作为定价基础。

本集团自关联方采购商品根据双方协议并参考市场价作为定价基础。

2022 年，关联方为本集团提供劳务、保安、餐饮、维修及其他服务，以根据市场价格签署的协议价向本集团收取劳务或服务费人民币 24,372,396.18 元（2021 年：人民币 31,731,932.33 元）。

Cramer GmbH 的交易额为 2022 年 1-9 月交易额。

（2） 关联受托管理/承包及委托管理/出包情况

本公司受托管理/承包情况表：

单位：元

委托方/出包方名称	受托方/承包方名称	受托/承包资产类型	受托/承包起始日	受托/承包终止日	托管收益/承包收益定价依据	本期确认的托管收益/承包收益

关联托管/承包情况说明

本公司委托管理/出包情况表：

单位：元

委托方/出包方名称	受托方/承包方名称	委托/出包资产类型	委托/出包起始日	委托/出包终止日	托管费/出包费定价依据	本期确认的托管费/出包费

关联管理/出包情况说明

（3） 关联租赁情况

本公司作为出租方：

单位：元

承租方名称	租赁资产种类	本期确认的租赁收入	上期确认的租赁收入

本公司作为承租方：

单位：元

出租方名称	租赁资产种类	简化处理的短期租赁和低价值资产租赁的租金费用（如适用）		未纳入租赁负债计量的可变租赁付款额（如适用）		支付的租金		承担的租赁负债利息支出		增加的使用权资产	
		本期发生额	上期发生额	本期发生额	上期发生额	本期发生额	上期发生额	本期发生额	上期发生额	本期发生额	上期发生额

关联租赁情况说明

（4） 关联担保情况

本公司作为担保方

单位：元

被担保方	担保金额	担保起始日	担保到期日	担保是否已经履行完毕

本公司作为被担保方

单位：元

担保方	担保金额	担保起始日	担保到期日	担保是否已经履行完毕
陈寅	450,000,000.00	2022 年 08 月 22 日	2025 年 12 月 31 日	否

关联担保情况说明

于 2022 年 8 月 22 日，陈寅与本公司约定，对其向中国进出口银行江苏省分行的借款提供担保，担保总额为人民币 450,000,000.00 元，担保到期日为债务履行期届满之日起一年止。于 2022 年 12 月 31 日，被担保借款金额为人民币 399,903,326.23 元。

（5） 关联方资金拆借

单位：元

关联方	拆借金额	起始日	到期日	说明
拆入				
拆出				

（6） 关联方资产转让、债务重组情况

单位：元

关联方	关联交易内容	本期发生额	上期发生额

（7） 关键管理人员报酬

单位：元

项目	本期发生额	上期发生额
关键管理人员薪酬	7,449,343.47	6,870,946.99

（8） 其他关联交易

	2022 年	2021 年
关联方代垫款项		
ANDREAS STIHL AG & Co. KG	-	125,792.03

	2022 年	2021 年
为关联方代垫款项		
ANDREAS STIHL AG & Co. KG	48,661.99	-

6、关联方应收应付款项

（1） 应收项目

单位：元

项目名称	关联方	期末余额		期初余额	
		账面余额	坏账准备	账面余额	坏账准备
应收账款	Stihl Tirol GMBH	53,685,839.62	1,244,277.48	41,143,416.48	1,240,493.13
应收账款	ANDREAS STIHL AG & Co. KG	502,398.81	11,644.10	418,968.95	12,925.63
应收账款	安德烈斯蒂尔动力工具（青岛）有限公司	35,222.22	816.35	127,482.94	3,824.49
其他应收款	季正华	20,000.00	600.00		
其他应收款	沈晓燕	8,812.50	264.38		
其他应收款	ANDREAS STIHL AG & Co. KG	8,204.30	246.13		

（2） 应付项目

单位：元

项目名称	关联方	期末账面余额	期初账面余额
应付账款	Stihl Tirol GMBH	142,873.58	116,981.48
应付账款	ANDREAS STIHL AG & Co. KG	666,436.38	579,378.20
应付账款	安德烈斯蒂尔动力工具（青	9,836.75	472,033.84

	岛）有限公司		
其他应付款	江苏索唯斯企业管理服务有限公司	119,454.90	6,252.50
其他应付款	GLOBE HOLDINGS (HONG KONG) CO., LTD.	13,755.69	12,590.00
其他应付款	常州兆军企业管理服务有限公司	3,296.00	3,296.00
其他应付款	Lawrence Lee	44,772.42	63,757.00
合同负债	ANDREAS STIHL AG & Co. KG	24,475.35	
合同负债	Stihl Tirol GMBH		3,322,919.59
其他流动负债	江苏索唯斯企业管理服务有限公司	2,141,868.76	2,807,557.73

7、关联方承诺

无

8、其他

无

十三、股份支付

1、股份支付总体情况

☑适用 □不适用

单位：元

公司本期授予的各项权益工具总额	0.00
公司本期行权的各项权益工具总额	0.00
公司本期失效的各项权益工具总额	8,818,291.58
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	9.00 1-6 年

其他说明：

	2022 年	2021 年
以股份支付换取的职工服务总额	7,215,886.67	16,966,274.11

2022 年，失效的各项权益工具总额为人民币 8,818,291.58 元，系因本集团未达到 2022 年业绩考核指标使得第三个行权期对应的期权无法行权而冲销的相关费用。

2、以权益结算的股份支付情况

☑适用 □不适用

单位：元

授予日权益工具公允价值的确定方法	二项式模型

本期估计与上期估计有重大差异的原因	无
以权益结算的股份支付计入资本公积的累计金额	25,787,295.55
本期以权益结算的股份支付确认的费用总额	7,215,886.67

其他说明：
无

3、以现金结算的股份支付情况

□适用 ☑不适用

4、股份支付的修改、终止情况

无

5、其他

2020 年 11 月 25 日，公司董事会审议通过了《格力博（江苏）股份有限公司股票期权激励计划（草案）》等议案。2020 年 12 月 10 日，公司召开 2020 年第四次临时股东大会，审议通过《格力博（江苏）股份有限公司股票期权激励计划（草案）》（以下称“本计划”）。本计划授予股票期权涉及的激励对象包括公司或其境内、境外控股子公司的董事、高级管理人员、核心技术人员、核心业务人员、顾问，总计不超过 497 人。本计划当前可授予的未行权股份期权的最大数量不超过 25,508,127 份。

所授予的股份期权的行权期由董事会决定，在为期 1 至 6 年的等待期后开始，并在提供授予股份期权之日起 7 年内或本计划到期之日的孰早日结束。

股份期权的行权价格由董事会决定，股份期权未赋予持有人取得股利的权利或于股东大会的表决权。

2020 年授予的股份期权的公允价值为人民币 58,262,129.44 元，其中本集团于 2022 年确认的股份期权费用为人民币 7,215,886.67 元（2021 年：人民币 16,966,274.11 元）。
授予的以权益结算的股份期权于授予日的公允价值，采用二项式模型，结合授予股份期权的条款和条件，作出估计。下表列示了所用模型的输入变量：

预计波动率（%）	47.52-52.79
历史波动率（%）	47.52-52.79
无风险利率（%）	2.92-3.29
流动性折扣（%）	26.65-31.78
行权倍数	2.8

预计波动率是基于历史波动率能反映出未来趋势的假设，但并不一定是实际的结果。

公允价值未考虑所授予股份期权的其他特征。

十四、承诺及或有事项

1、重要承诺事项

资产负债表日存在的重要承诺

	2022 年 12 月 31 日	2021 年 12 月 31 日
已签约但未拨备资本承诺	112,671,420.43	112,156,066.09

2、或有事项

（1） 资产负债表日存在的重要或有事项

于资产负债表日，本集团并无须作披露的或有事项。

（2） 公司没有需要披露的重要或有事项，也应予以说明

公司不存在需要披露的重要或有事项。

3、其他

无

十五、资产负债表日后事项

1、重要的非调整事项

单位：元

项目	内容	对财务状况和经营成果的影响数	无法估计影响数的原因

2、利润分配情况

单位：元

经审议批准宣告发放的利润或股利	29,996,193.43
利润分配方案	于 2023 年 4 月 26 日，本公司召开了第二届董事会第二次会议并通过决议，批准公司以 2023 年 2 月 1 日在中国证券登记结算有限责任公司深圳分公司登记完成的总股本 486,161,968 股为基数，向全体股东每【10】股分配现金股利人民币【0.617】元（含税），共分配现金红利人民币【29,996,193.43】元(含税)。

3、销售退回

无

4、其他资产负债表日后事项说明

公司申请首次公开发行股票并在深圳证券交易所创业板上市

于 2022 年 9 月 30 日，经中国证券监督管理委员会《关于同意格力博（江苏）股份有限公司首次公开发行股票注册的批复》（证监许可[2022]2348 号）的批准，同意核准本公司公开发行不超过 121,540,000 股新股。公司于 2023 年 2 月 8 日向社会公众投资者定价发行人民币普通股（A 股）121,540,000 股，每股面值人民币 1.00 元，每股发行认购价格为人民币 30.85 元，募集资金总额为人民币 3,749,509,000.00 元，首次公开发行后股本变更为人民币 486,161,968.00 元。公司股票代码为 301260，于 2023 年 2 月 8 日在深交所正式挂牌交易。

十六、其他重要事项

1、前期会计差错更正

（1） 追溯重述法

单位：元

会计差错更正的内容	处理程序	受影响的各个比较期间报表项目名称	累积影响数

（2） 未来适用法

会计差错更正的内容	批准程序	采用未来适用法的原因

2、债务重组

3、资产置换

（1） 非货币性资产交换

（2） 其他资产置换

4、年金计划

5、终止经营

单位：元

项目	收入	费用	利润总额	所得税费用	净利润	归属于母公司所有者的终止经营利润

其他说明：

无

6、分部信息

（1） 报告分部的确定依据与会计政策

经营分部

本集团销售的产品性质相若，并承受类似风险及类似回报。因此，本集团的经营业务仅属于单一业务分部。

（2） 报告分部的财务信息

单位：元

项目		分部间抵销	合计

（3） 公司无报告分部的，或者不能披露各报告分部的资产总额和负债总额的，应说明原因。

本集团销售的产品性质相若，并承受类似风险及类似回报。因此，本集团的经营业务仅属于单一业务分部。

（4） 其他说明

其他信息

产品和劳务信息

本集团按照产品和劳务信息而披露的交易收入请参见附注七、61。

地理信息

对外交易收入

	2022 年	2021 年
北美	4,409,274,078.49	3,985,406,781.68
欧洲	624,655,325.98	780,454,087.24
其他	177,176,989.89	238,030,444.83
	5,211,106,394.36	5,003,891,313.75

对外交易收入归属于客户所处区域。

非流动资产总额

	2022 年	2021 年
中国大陆	457,550,213.90	448,553,590.57
北美	201,984,790.91	116,169,900.41
欧洲	29,814,812.36	2,542,684.06
越南	384,655,413.29	305,391,773.99
	1,074,005,230.46	872,657,949.03

非流动资产归属于该资产所处区域，不包括金融资产和递延所得税资产。

主要客户信息

营业收入（产生的收入达到或超过本集团收入 10%）人民币 770,387,949.22 元（2021 年：人民币 1,241,531,032.72 元）来自于本集团对某一单个客户的收入。

7、其他对投资者决策有影响的重要交易和事项

无

8、其他

租赁

作为承租人

	2022 年	2021 年
租赁负债利息费用	2,822,958.05	3,026,675.70
计入当期损益的采用简化处理的短期租赁费用	134,892,940.82	84,522,618.84
与租赁相关的总现金流出	172,795,273.19	112,686,906.27

本集团承租的租赁资产包括经营过程中使用的房屋及建筑物、机器设备、运输设备和其他设备，房屋及建筑物和机器设备的租赁期通常为 1-8 年，运输设备和其他设备的租赁期通常为 1-4 年。租赁合同通常约定本集团不能将租赁资产进行转租，部分租赁合同要求本集团财务指标保持在一定水平。部分租赁合同包含续租选择权、终止选择权的条款。

十七、母公司财务报表主要项目注释

1、应收账款

（1） 应收账款分类披露

单位：元

类别	期末余额					期初余额				
	账面余额		坏账准备		账面价值	账面余额		坏账准备		账面价值
	金额	比例	金额	计提比例		金额	比例	金额	计提比例	
其中：										
按组合计提坏账准备的应收账款	2,352,421,180.80	100.00%	4,182,935.64	0.18%	2,348,238,245.16	2,223,555,835.28	100.00%	10,311,809.47	0.46%	2,213,244,025.81
其中：										
1 年以内	1,854,787,069.02	78.75%	2,400,856.06	0.13%	1,852,386,212.96	2,122,778,103.12	95.46%	4,495,891.99	0.21%	2,118,282,211.13
1 年至 2 年	442,917,045.78	18.83%	1,003,720.41	0.23%	441,913,325.37	100,410,336.32	4.52%	5,778,119.81	5.75%	94,632,216.51
2 年至 3 年	54,717,066.00	2.32%	778,359.17	1.42%	53,938,706.83	367,395.84	0.02%	37,797.67	10.29%	329,598.17
合计	2,352,421,180.80	100.00%	4,182,935.64	0.18%	2,348,238,245.16	2,223,555,835.28	100.00%	10,311,809.47	0.46%	2,213,244,025.81

按组合计提坏账准备：2,400,856.06

单位：元

名称	期末余额		
	账面余额	坏账准备	计提比例
1 年以内	1,854,787,069.02	2,400,856.06	0.13%
合计	1,854,787,069.02	2,400,856.06	

确定该组合依据的说明：
按信用风险特征组合
按组合计提坏账准备：1,003,720.41

单位：元

名称	期末余额		
	账面余额	坏账准备	计提比例
1 年至 2 年	442,917,045.78	1,003,720.41	0.23%
合计	442,917,045.78	1,003,720.41	

确定该组合依据的说明：
按信用风险特征组合
按组合计提坏账准备：778,359.17

单位：元

名称	期末余额		
	账面余额	坏账准备	计提比例
2 年至 3 年	54,717,066.00	778,359.17	1.42%
合计	54,717,066.00	778,359.17	

确定该组合依据的说明：

按信用风险特征组合

如是按照预期信用损失一般模型计提应收账款坏账准备，请参照其他应收款的披露方式披露坏账准备的相关信息：

□适用 ☑不适用

按账龄披露

单位：元

账龄	账面余额
1 年以内（含 1 年）	1,854,787,069.02
1 至 2 年	442,917,045.78
2 至 3 年	54,717,066.00
合计	2,352,421,180.80

（2） 本期计提、收回或转回的坏账准备情况

本期计提坏账准备情况：

单位：元

类别	期初余额	本期变动金额				期末余额
		计提	收回或转回	核销	其他	
应收账款坏账准备	10,311,809.47		6,128,873.83			4,182,935.64
合计	10,311,809.47		6,128,873.83			4,182,935.64

其中本期坏账准备收回或转回金额重要的：

单位：元

单位名称	收回或转回金额	收回方式

（3） 本期实际核销的应收账款情况

单位：元

项目	核销金额

其中重要的应收账款核销情况：

单位：元

单位名称	应收账款性质	核销金额	核销原因	履行的核销程序	款项是否由关联交易产生

应收账款核销说明：

（4） 按欠款方归集的期末余额前五名的应收账款情况

单位：元

单位名称	应收账款期末余额	占应收账款期末余额合计数的比例	坏账准备期末余额
GREENWORKS (VIETNAM) Co., Ltd.	1,011,201,526.26	42.99%	36,212.61
Hong Kong Sun Rise Trading Limited	704,881,917.98	29.96%	5,960.21
Globgro AB	409,167,551.44	17.39%	22,903.76
Greenworks TN MFG, LLC	63,299,385.25	2.69%	1,962.36

Stihl Tirol GMBH	53,685,839.62	2.28%	1,244,277.48
合计	2,242,236,220.55	95.31%	

（5） 因金融资产转移而终止确认的应收账款

无

（6） 转移应收账款且继续涉入形成的资产、负债金额

无

其他说明：
无

2、其他应收款

单位：元

项目	期末余额	期初余额
其他应收款	528,516,819.45	328,734,366.31
合计	528,516,819.45	328,734,366.31

（1） 应收利息

1） 应收利息分类

单位：元

项目	期末余额	期初余额

2） 重要逾期利息

单位：元

借款单位	期末余额	逾期时间	逾期原因	是否发生减值及其判断依据

其他说明：

3） 坏账准备计提情况

□适用 ☑不适用

（2） 应收股利

1） 应收股利分类

单位：元

项目(或被投资单位)	期末余额	期初余额

2） 重要的账龄超过 1 年的应收股利

单位：元

项目(或被投资单位)	期末余额	账龄	未收回的原因	是否发生减值及其判断依据

3） 坏账准备计提情况

□适用 ☑不适用
其他说明：

（3） 其他应收款

1） 其他应收款按款项性质分类情况

单位：元

款项性质	期末账面余额	期初账面余额
关联方应收款	490,130,931.19	287,525,701.83
出口退税款	27,001,364.54	29,750,445.27
员工备用金及借款	2,374,807.45	1,723,626.15
押金及保证金	7,699,916.86	6,274,259.20
代垫费用	820,826.17	1,487,227.67
其他	1,437,371.92	2,847,740.03
合计	529,465,218.13	329,609,000.15

2） 坏账准备计提情况

单位：元

坏账准备	第一阶段	第二阶段	第三阶段	合计
	未来 12 个月预期信用损失	整个存续期预期信用损失(未发生信用减值)	整个存续期预期信用损失(已发生信用减值)	
2022 年 1 月 1 日余额	453,513.54	421,120.30		874,633.84
2022 年 1 月 1 日余额在本期				
--转入第二阶段	-180,131.03	180,131.03		
本期计提		73,764.84		73,764.84
本期转回	-176,416.35	176,416.35		
2022 年 12 月 31 日余额	96,966.16	851,432.52		948,398.68

损失准备本期变动金额重大的账面余额变动情况
□适用 ☑不适用

按账龄披露

单位：元

账龄	账面余额
1 年以内（含 1 年）	521,152,352.99
1 至 2 年	7,648,727.17

2 至 3 年	244,784.75
3 年以上	419,353.22
3 至 4 年	419,353.22
合计	529,465,218.13

3） 本期计提、收回或转回的坏账准备情况

本期计提坏账准备情况：

单位：元

类别	期初余额	本期变动金额				期末余额
		计提	收回或转回	核销	其他	
其他应收款坏账准备	874,633.84	73,764.84				948,398.68
合计	874,633.84	73,764.84				948,398.68

其中本期坏账准备转回或收回金额重要的：

单位：元

单位名称	转回或收回金额	收回方式

4） 本期实际核销的其他应收款情况

单位：元

项目	核销金额

其中重要的其他应收款核销情况：

单位：元

单位名称	其他应收款性质	核销金额	核销原因	履行的核销程序	款项是否由关联交易产生

其他应收款核销说明：

5） 按欠款方归集的期末余额前五名的其他应收款情况

单位：元

单位名称	款项的性质	期末余额	账龄	占其他应收款期末余额合计数的比例	坏账准备期末余额
GREENWORKS (VIETNAM)Co., Ltd.	关联方应收款	367,054,082.78	1 年以内	69.33%	0.00
Hong Kong Sun Rise Trading Limited	关联方应收款	90,475,238.12	1 年以内	17.09%	0.00
第三名	出口退税款	27,001,364.54	1 年以内	5.10%	0.00
Globgro AB	关联方应收款	19,171,189.86	1 年以内	3.62%	0.00

Greenworks TN MFG,LLC	关联方应收款	9,041,682.83	1 年以内	1.71%	0.00
合计		512,743,558.13		96.85%	0.00

6） 涉及政府补助的应收款项

单位：元

单位名称	政府补助项目名称	期末余额	期末账龄	预计收取的时间、金额及依据

7） 因金融资产转移而终止确认的其他应收款

无

8） 转移其他应收款且继续涉入形成的资产、负债金额

其他说明：

3、长期股权投资

单位：元

项目	期末余额			期初余额		
	账面余额	减值准备	账面价值	账面余额	减值准备	账面价值
对子公司投资	194,448,494.62	57,381,163.96	137,067,330.66	191,188,173.16		191,188,173.16
合计	194,448,494.62	57,381,163.96	137,067,330.66	191,188,173.16		191,188,173.16

（1） 对子公司投资

单位：元

被投资单位	期初余额（账面价值）	本期增减变动				期末余额（账面价值）	减值准备期末余额
		追加投资	减少投资	计提减值准备	其他		
常州博康电子技术有限公司	11,639,349.14				324,858.01	11,964,207.15	
格力博（南通）新能源动力有限公司	2,490,000.00					2,490,000.00	
常州格腾汽车零部件有限公司	16,326,172.74				276,338.87	16,602,511.61	
常州维卡塑	3,273,863.				430,680.68	3,704,544.	

业有限公司	94					62	
上海煦升园林技术有限公司	573,003.69				37,597.90	610,601.59	
Hong Kong Sun Rise Trading Limited	9,282,120.56				1,190,846.00	10,472,966.56	
Aegis (Hong Kong) Limited	57,381,163.96			57,381,163.96		0.00	57,381,163.96
GREENWORKS (VIETNAM) Co., Ltd.	90,222,499.13					90,222,499.13	
一芯家科技（常州）有限公司		1,000,000.00				1,000,000.00	
合计	191,188,173.16	1,000,000.00		57,381,163.96	2,260,321.46	137,067,330.66	57,381,163.96

（2） 对联营、合营企业投资

单位：元

投资单位	期初余额（账面价值）	本期增减变动								期末余额（账面价值）	减值准备期末余额
		追加投资	减少投资	权益法下确认的投资损益	其他综合收益调整	其他权益变动	宣告发放现金股利或利润	计提减值准备	其他		
一、合营企业											
二、联营企业											

（3） 其他说明

无

4、营业收入和营业成本

单位：元

项目	本期发生额		上期发生额	
	收入	成本	收入	成本
主营业务	4,243,130,664.30	3,580,716,876.86	4,403,909,698.20	3,834,201,919.67
其他业务	154,138,310.39	5,347,783.51	163,201,795.65	19,663,995.08
合计	4,397,268,974.69	3,586,064,660.37	4,567,111,493.85	3,853,865,914.75

收入相关信息：

单位：元

合同分类	分部 1	分部 2		合计
商品类型	4,396,211,189.62	1,057,785.07		4,397,268,974.69
其中：				

销售商品	4,243,130,664.30			4,243,130,664.30
服务费收入	146,097,650.25			146,097,650.25
废料收入	4,259,440.21			4,259,440.21
其他	2,723,434.86	1,057,785.07		3,781,219.93
按经营地区分类	4,396,211,189.62	1,057,785.07		4,397,268,974.69
其中：				
境外	4,333,981,299.71			4,333,981,299.71
境内	62,229,889.91	1,057,785.07		63,287,674.98
市场或客户类型				
其中：				
合同类型				
其中：				
按商品转让的时间分类	4,396,211,189.62	1,057,785.07		4,397,268,974.69
其中：				
在某一时点确认收入	4,396,211,189.62	1,057,785.07		4,397,268,974.69
按合同期限分类				
其中：				
按销售渠道分类				
其中：				
合计	4,396,211,189.62	1,057,785.07		4,397,268,974.69

与履约义务相关的信息：

无

与分摊至剩余履约义务的交易价格相关的信息：

本报告期末已签订合同、但尚未履行或尚未履行完毕的履约义务所对应的收入金额为 0.00 元，其中，0.00 元预计将于年度确认收入，元预计将于年度确认收入，元预计将于年度确认收入。

其他说明：

无

5、投资收益

单位：元

项目	本期发生额	上期发生额
外汇衍生金融工具投资收益	12,404,594.56	16,086,653.52
理财产品投资收益	374,430.96	3,072,869.89
合计	12,779,025.52	19,159,523.41

6、其他

十八、补充资料

1、当期非经常性损益明细表

☑适用 □不适用

单位：元

项目	金额	说明
非流动资产处置损益	-116,011.17	
计入当期损益的政府补助（与公司正常经营业务密切相关，符合国家政策规定、按照一定标准定额或定量持续享受的政府补助除外）	11,474,174.20	
除同公司正常经营业务相关的有效套期保值业务外，持有交易性金融资产、交易性金融负债产生的公允价值变动损益，以及处置交易性金融资产交易性金融负债和可供出售金融资产取得的投资收益	19,830,039.19	
单独进行减值测试的应收款项减值准备转回	1,052,765.25	
除上述各项之外的其他营业外收入和支出	8,047,840.72	
其他符合非经常性损益定义的损益项目	10,504,006.04	
减：所得税影响额	6,407,383.81	
少数股东权益影响额	0.00	
合计	44,385,430.42	--

其他符合非经常性损益定义的损益项目的具体情况：

☑适用□不适用

主要系冲减主营业务成本的长期应付款清理

将《公开发行证券的公司信息披露解释性公告第 1 号——非经常性损益》中列举的非经常性损益项目界定为经常性损益项目的情况说明

□适用 ☑不适用

2、净资产收益率及每股收益

报告期利润	加权平均净资产收益率	每股收益	
		基本每股收益（元/股）	稀释每股收益（元/股）
归属于公司普通股股东的净利润	18.78%	0.73	0.71
扣除非经常性损益后归属于公司普通股股东的净利润	15.65%	0.61	0.59

3、境内外会计准则下会计数据差异

（1） 同时按照国际会计准则与按中国会计准则披露的财务报告中净利润和净资产差异情况

□适用 ☑不适用

（2） 同时按照境外会计准则与按中国会计准则披露的财务报告中净利润和净资产差异情况

□适用 ☑不适用

（3） 境内外会计准则下会计数据差异原因说明，对已经境外审计机构审计的数据进行差异调节的，应注明该境外机构的名称

4、其他

无