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For Your Excellence

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					%	
1			50,150.00	16,980.00	33.86	2024 3
2			10,800.00	3,324.65	30.78	2024 9
3			15,527.92	9,865.00	63.53	2025 3
			76,477.92	**30,169.65**	**39.45**	**-**

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52,415.21

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1		9,253.00	2022
2		12,000.00	
3		20,000.00	20,000

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2023 2025 25%

	2023	2024	2025
	288,160.94	360,201.17	450,251.46

2022 9 30 2023 2025

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2023-2025 52,415.21

%

	2022 1-9 /2022-9-30		2023 /2023-12-31	2024 /2024-12-31	2025 /2025-12-31
	230,528.75	**100.00**	**288,160.94**	**360,201.17**	**450,251.46**
	4,454.35	1.93	5,567.93	6,959.92	8,699.90
	143,945.93	62.44	179,932.41	224,915.51	281,144.39
	130.87	0.06	163.59	204.49	255.61
	51,432.56	22.31	64,290.70	80,363.38	100,454.22
	231,913.34	100.6	289,891.67	362,364.59	452,955.74
	6,636.35	2.88	8,295.44	10,369.30	12,961.63
	438,513.40	**190.22**	**548,141.75**	**685,177.19**	**856,471.49**
	66,483.81	28.84	83,104.76	103,880.95	129,851.19
	156,219.90	67.77	195,274.88	244,093.60	305,117.00
	160,816.69	69.76	201,020.86	251,276.07	314,095.09
	383,520.40	**166.37**	**479,400.50**	**599,250.62**	**749,063.28**
= -	54,993.00		68,741.25	85,926.57	107,408.21
			13,748.25	**17,185.32**	**21,481.64**
2023-2025					**52,415.21**

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18.79 23,318.36 14,277.28

4,806.00 16,526.52

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				179,547.09	61.16
				65,230.92	22.22
				27,254.87	9.28
				3,890.48	1.33
				3,539.82	1.21

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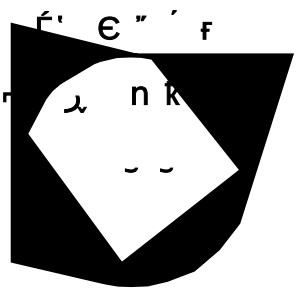

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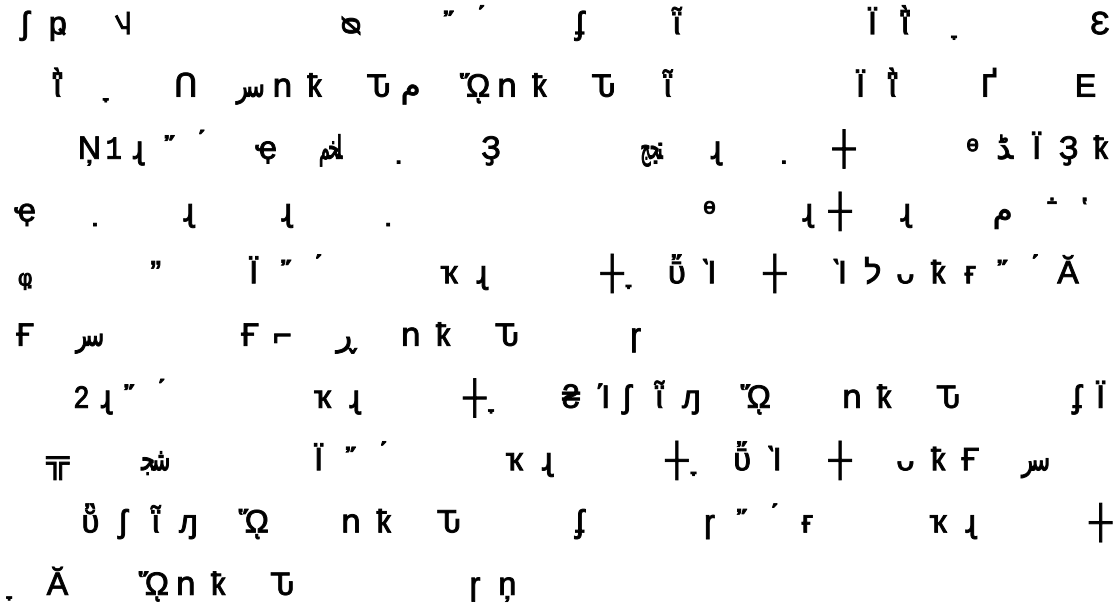

			-		“ ”
		14,835.20	562.81		
		-	49.90		
		14,844.63	**612.71**	**7,496.44**	

		564.85	1,138.97	

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	/	**18,370.88**	/	/	/
	/	**82.15%**	/	/	/

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	/	**4,266.15**	/	/	/
	/	**80.03%**	/	/	/

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	174.43	0.25-1.04		0.27-1.07
	100%	/	/	/

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1		2020	2020

2			2017 2018 2019 2020 1-9
3		2021	2021
4			2018 2019 2020
5		2022	2022

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	2022	2021	2020

	2022	2021	2020
	194,641.02	314,613.28	188,987.14
	32,166.37	-	38,418.96
	-	46,996.86	29,155.32
	66,764.64	28,478.52	16,189.26
	293,572.03	**390,088.66**	**272,750.68**
	164,166.14	256,150.35	150,847.92
	27,238.57	-	30,827.79
	-31.71	40,673.66	25,964.09
	48,253.60	21,069.98	12,609.43
	239,626.59	**317,894.00**	**220,249.23**
	30,474.89	58,462.93	38,139.23
	4,927.81	-	7,591.17
	31.71	6,323.20	3,191.23
	18,511.04	7,408.53	3,579.83
	53,945.44	**72,194.66**	**52,501.45**
	15.66	18.58	20.18
	15.32	/	19.76
	/	13.45	10.95
	27.73	26.01	22.11
	18.38	**18.51**	**19.25**

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%

	2022	2021	2020
	27.68	28.18	34.60
	-4.47	7.31	5.69

	14.00	16.83	10.60
		8.86	9.97
	24.08	22.54	30.32
	15.32	**16.74**	**18.24**
	18.38	**18.51**	**19.25**

19.25% 18.51% 18.38%

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2022 1-9 6,036.30

47.49% 2022

13,558.95 43.01%

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2 2022 1-9 46,907.86

21.34% 2022 96,516.63 24.74%

2022

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2022 1-9 2022

		2022 1-9	**2021 1-9**	**2022**	**2021**	
		189,815.15	142,502.77	287,928.17	200,263.23	
		21,699.50	25,326.53	33,651.13	30,459.98	
				465,878.00	627,954.90	
				-118,548.60	-9,261.10	LNG
		306,609.48	273,624.49	498,033.09	403,706.10	
		14,487.36	9,806.90	17,593.32	12,272.86	

		2022 1-9	**2021 1-9**	**2022**	**2021**	
		1,882,055.52	1,686,325.61			
		6,977.32	6,716.58			
		80,739.82	69,455.71	107,539.53	94,813.70	

2 2022 498,033.09

17,593.32

2022

2021 2022

%

	2022			2021		
	232,037.75	31,052.99	13.38	197,461.38	33,327.21	16.88
	58,460.50	1,283.40	2.20	89,929.55	11,732.49	13.05
	290,498.25	**32,336.38**	**/**	**287,390.93**	**45,059.70**	**/**

2022

1.08% 28.24%

3 2022 107,539.53

12,122.56

2022

2021 2022

%

	2022			2021		
	16,638.13	2,339.53	14.06	40,500.64	8,547.94	21.11

2022 58.92%

72.63%

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2022

	2022	2021	2020
	17,651.50	28,271.75	24,413.63
	-506.93	539.04	4.70
	5,706.67	5,308.95	3,019.46
	5,373.20	6,244.71	1,992.57
	2,736.04	3,821.72	
	1,427.13	1,319.17	621.48
	460.27	381.48	76.80
“ - ”	0.18	1.81	0.58
“ - ”	210.95	416.47	-
“ - ”	-	-	-
“ - ”	2,281.11	3,869.05	692.36
“ - ”	2,840.68	-822.91	-1,511.21
“ - ”	-758.26	-716.96	-159.01
“ - ”	-	-	-

“ - ”	4,227.58	54,466.58	-124,608.71
“ - ”	-4,509.58	-82,109.31	-82,109.31
“ - ”	1,220.37	-75,534.92	191,693.65
	733.38	-	-
	39,094.29	-6,997.80	14,126.99

1 2021 28,271.75 3,858.12

-6,997.80 21,124.79

1 2021 2020 124,608.71

54,466.58 2

2020 82,109.31 82,109.31

2020 191,693.65 75,534.92

2021

2021

2 2022 17,651.50 10,620.25

39,094.29 46,092.09

1 2022 2021 54,466.58

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2021 82,109.31 4,509.58

2021 75,534.92 1,220.37 2022

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1 19.25% 18.51% 18.38%

2019 23.69%

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					%		
2022	1			179,547.09	61.16	125	2020
	2			65,230.92	22.22	4,000 /	2017
	3			27,254.87	9.28		2020
	3			3,890.48	1.33		2021
	4			3,539.82	1.21		2021
				279,463.18	**95.19**		
	2022			**293,572.03**	**100.00**		
2021	1			154,756.29	39.67	3#140 /	2017
	2			99,292.04	25.45	125 /	2020
	3			46,996.86	12.05	15 /	2020

4			43,955.71	110 /	
5			16,979.73	100 / 100 2007 / SEI	
			9,374.77		
			5,213.34		
			2,323.85		
			65.59		
			2.18		
			361,980.63		
2021			**390,088.66**		

	2022	2021	2020
	40.14	36.44	42.57
	68.00	74.60	69.60
	30.62	39.03	38.56
		18.89	29.63
	44.68	45.04	46.92
	45.86	**42.80**	**45.46**
	95.19	**92.79**	**92.37**

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	2,628.75	2-3	525.75		2,000.00	2023 8	
	4,045.74	2-3	809.15		1,981.20	2024 1	

	6,674.49		**1,334.90**				

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99.22%

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Ų Ÿ Ї ˝ ˊ ╥ ة ŋ ɟ ⌡ ҿ 252,007.45 Ѣ ώ ɭ 361,980.63 Ѣ ώ م 279,463.18 Ѣ ώ Ї ﾍ l ƙ ŋ ɟ ⌡ ҿ 92.37% ɭ 92.79% م 95.19% ɼ ΐ Ҳ ƙ ” Ї' Ї ΐ ˛ ʒ l ﾍ ɭ . ƙ Ї ʃ . ˏ ƙ ↔ ʄ ⌐ Ї ıı . ' φ Ȣ ƙ ˧ Ї ɭ . ƙ ƙ Ҳ ' Ї ɰ ₴ . م Ш Ж ' Ї ΐ ɭ . Ʒ ƙ Ї ɭ . ɭ Ḫ . Ш Ї ʒ ΐ . Ⱨ ƙ Ÿ م Ї ﾍ γ Ғ ɼ l Ő ΐ . ˏ ʒ Ғ ώ Ư Ї ΐ " ـہ ɼ ŋ

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11.14 15.75 16.25

%

	2022		2021		2020	
	3,327.12	1.13	10,314.22	2.64	38,093.79	13.97
	164,742.74	56.12	177,176.32	45.42	2,056.51	0.75
	4,826.70	1.64	32,313.87	8.28	148,107.19	54.30
	120,675.47	41.11	170,284.24	43.65	84,493.19	30.98
	293,572.03	**100.00**	**390,088.66**	**100.00**	**272,750.68**	**100.00**

30.98% 43.65%

41.11% 2022

2022 9 2022

%

	2022-12-31	2021-12-31	2020-12-31
	28.68	29.51	34.12
	83.60	61.97	53.52
	55.08	68.41	90.49
		44.70	40.26
	58.31	57.62	60.48
	56.42	**52.44**	**55.77**
	67.15	**48.02**	**49.12**

45.35% 49.12% 48.02% 71.26% 2022

67.15% 2022 9

2022

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2022

136,184.25 2022 1-9 2022 78.77%

46.39% 2022 9 2022

39.33% 31.19%

2022 9

2022

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30.98% 43.65% 41.11% 2022

2022 9

2022

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55.77% 52.44% 56.69% 29.51%-90.49%

2022 9 2022

125

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2.77 2.43 1.53 2022

	2022-12-31	2021-12-31	2020-12-31
	197,137.87	169,491.82	133,970.52
	29,468.24	104,952.81	111,757.04

3

%

	2022-12-31	2021-12-31	2020-12-31
1 1	55.24	76.03	83.57
1-2	32.97	13.45	12.27
2-3	7.49	7.64	1.22
3	4.30	2.88	2.94

	100.00	**100.00**	**100.00**

%

	2022-12-31	**2021-12-31**	**2020-12-31**
1 1	55.22	53.86	58.83
1-2	14.68	22.21	17.38
2-3	13.66	7.38	11.79
3	16.45	16.55	12.00
	100.00	**100.00**	**100.00**

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	5,275.65	1,055.13	2-3	5,275.65 1	40 / 2020 9 6,000

2022 12 31 1

	34,221.00	3,422.10	1-2	8,415.00 1	
	3,826.23	382.62	1-2	3,826.23 1	
	102.23	20.45	2-3	102.23 1	
	14,395.31	1,439.53	1-2	5,612.38 1	2022 6 2,380.00

	2.16		
	28.24		
	1.53		
	1.59		
	8.38		
	1.76		
	1.27		

	58.97	0.03	50.42	0.03	57.14	0.02
	141,563.41	75.93	167,146.41	87.66	219,110.85	89.38
	16,030.50	8.60	-	-	8,313.98	3.40
	186,438.23	**100.00**	**190,665.80**	**100.00**	**245,132.38**	**100.00**

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	2022-12-31	**2021-12-31**	**2020-12-31**
	180.47	167.28	165.91
	-	-	-
	-	-	-
	-	-	-

	180.47	**167.28**	**165.91**

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		2022-12-31	**2021-12-31**	**2020-12-31**
	/	28,785.34	23,468.97	17,650.41
	/	26,166.84	18,394.86	14,843.50
	3	2,438.03	4,906.83	2,641.00
	3	180.47	167.28	165.91
		180.47	167.28	161.21
		180.47	167.28	161.21

3#140 /	127.13	93,429.67	-	121,460.40	
100 EO/EG					
125 /	-	24,065.87	-	31,243.59	

3#140 /	127.13	91,552.77	119,704.19	
125 /	1,183.60	41,127.30	48,412.04	
310 /	2.14	23,090.53	26,457.80	
4000 /	-	5,052.03	5,550.82	
100 EO/EG 125 /	-	2,887.49	3,770.13	
MOC	367.92	384.44	982.34	
	-	353.07	461.00	
ROC	18.41	249.05	349.22	
4#5#	8,621.58	-	9,716.21	
4#5#	5,297.73	-	6,369.63	
	2,503.47	-	3,003.66	
	229.41	-	267.74	
	43.47	2,449.73	3,041.33	
	18,394.86	**167,146.41**	**228,086.11**	

15 /	-	-	8,313.98	9,055.78	
SEI	-	2,783.43	-	4,338.24	
310 /	384.80	5,378.18	-	7,015.76	
110 /	52.78	3,893.39	-	4,812.52	
CO BA-15201	-	978.17	-	1,214.57	
100 /	-	2,766.49	-	3,619.14	

3#140 /	11,733.76	137,817.43	-	176,908.12	
110 /	1,745.26	8,453.77	-	12,438.13	
100 /	-	1,932.43	-	2,429.74	
125 /	77.36	4,480.75	-	5,666.09	
3#140 /	-	48,283.69	-	49,269.07	
	849.52	2,343.12	-	3,964.20	
	14,843.48	**219,110.85**	**8,313.99**	**280,731.36**	

	2022		2021		2020		
	79,393.40	-	31,971.92	-	-	-	
	9,291.05	-	-	-	-	-	
	88,684.45		**31,971.92**	-	-	-	

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2022

%

	7,670.16	-	21.00
	469.85	-	40.00

	2022-12-31	2021-12-31	2020-12-31
	212.92	127.86	203.00
	6,972.75	123.36	172.72
	282.88	202.44	46.40
	7,468.55	**453.66**	**422.12**

及

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1 ˛ ╦ ˆ ǚ ᴸ ᵣ

Ҳ ᶍ ‖ u ᴰ л 2021 7 27 ₴ ˈl ʃ ĩ л n ꝑ

Ч ᴓ ˮ ˊ ˮ ỉ ῳ ʄŕ ˜

[2021]2498 ˋ ЄЇ ꝑ ‖ˬ n Ї ˮ ˊ ɋ ᴰ ˮ ỉ ˬ

50,666,667 Ї ỉ м ҿˬ 18.16 ῳ Їˆ ҿˬ

920,106,672.72 ῳ Ж ỉ u ˆ ‰ ҿˬ

856,713,084.57 ῳ Ї ˈl Ҳ Ї ˆ ҿˬ 247,213,084.57 ῳ ɼ ꝑ

л 2021 9 1 Ӈ ᴸ ᵣ Ї Ḫ Ҳ ᶆ ᴰ Ɛ ŕ Uᴮ Є

л 2021 9 1 ₴ ˈl ҥ Ḫ Ҳ ᶆ [2021] XYZH/2021SHAA20272

ˋ ʃ Ҷ ʄɼ

2 ˛ ╦ ˆ ᶆ ˶

ҿ ҥ ˆ ᶆ ə Ї ə ᶆ Ї Ӹ

Ї ˮ ˊ ʃ Ҳ Ꮙˬ ỉ ᶆ ᶍ ˮ ˊ ʄʃ Ҳ Ꮙˬ ỉ ᶆ ᶍ ‖ ʄʃ ꝑ

‖ˬ / ꝑ ∑ ʄʃ ꝑ ‖ˬ / ꝑ ˮ ˊ

1 ˋ ꟷ ꟷ ꞙ ʄ ǚ ʃ ꝑ ˮ ˊ 2 ˋ ꟷ ꝑ ˮ ˊˆ

ᶆ ə ʄ ĩ ˛ ᶆ ɫ Ї U ˮ ˊ

˶ Ї ˮ ˊ ┼ ҥ ʃ ꝑ Ч ᴓ ˮ ˊˆ ə ┼ ʄЇ ˮ

ˊ ˆ ȝ Ƴ ┼ Ї Ç ə Ї ˆ

Ƴ ˛ ˛ ə ˛ ꞙ Ȁ ₴ ҥ Ї ‖ Ç ˆ ᶆ ə

Ї Ӹ ȝ ȝ ɼ

2022 12 31 Ї ╦ ˆ سر ˈl φ ˶ ɼ E

Ꮙ ᵣ E Ҍ ῳ

o	ˆ ȝ	2022 12 31 ₥
Ҳ ᶍ ᴓ ˮ ˊ ꝑ	455981945827	3,014.11
ȝ ƙ ᴓ ˮ ˊ	565670120100900058484	12.68
Ҳ Ḫ ᴓ ˮ ˊ ꝑ Ⅎ	8110201012701357246	4,107.48
ꝑ ᴓ ˮ ˊ Ⅎ	03004660918	1,663.10

Ĭ ƙ ȹ ˮ ˊ ɥ	216300100100308289	-
ȹ ˮ ˊ ɥ	70120122000420849	-
˧ ȹ ˮ ˊ ɥ ɟ	10567000000411853	10.93
ڒ ȹ ˮ ˊ ɥ ɟ	2900000010120100770659	-
ɥ ĸ ȉ ȹ ˮ ˊ ɥ ɟ	97020078801700003930	-
ɥ ĸ ȉ ȹ ˮ ˊ	67010078801700000633	2,027.12
ɥ ĸ ȉ ȹ ˮ ˊ	67010078801600000639	25.48
ڒ ȹ ˮ ˊ ɥ ɟ	2900000010120100846167	5,665.61
U		16,526.52

E U ғ ˇ Ă ɥ Ï ɲ ˇ ῇ ɼ

ŕ ɛ Є ╦ ˆ ə ͈

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Ḫ Ҳ ҽ ˊ XYZH/2023SHAA2F0011 ˋ ʃ ғ ə

͈ ɥ ʆ Ï 2022 12 31 Ï ˮ ˊ ˮ ȉ / ɥ ˆ

ə ͈ ˊ φ ɼ E

				85,671.31					20,929.65		
									30,169.65		
			(1)		(2)	(3)И (2)-(1)	(%)(4)И (2)/(1)				
	50,150.00	50,150.00	50,150.00	8,700.00	16,980.00	-33,170.00	33.86	2024 3			
	10,800.00	10,800.00	10,800.00	2,364.65	3,324.65	-7,475.35	30.78	2024 9			
	15,527.92	15,527.92	15,527.92	9,865.00	9,865.00	-5,662.92	63.53	2025 3			
	76,477.92	76,477.92	76,477.92	20,929.65	30,169.65	-46,308.27	39.45	-	-	-	-

[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible] 2022 [illegible] 9 [illegible] 12 [illegible] 30,000 [illegible] 12 [illegible] 2022 [illegible] 12 [illegible] 31 [illegible] 30,000.00 [illegible]
[illegible]	[illegible]
[illegible]	[illegible] 2022 [illegible] 11 [illegible] 30 [illegible] 18,561,541.27 [illegible] 2022 [illegible] 12 [illegible] 16 [illegible] 2022 [illegible]
[illegible]	[illegible]
[illegible]	[illegible]

1 [illegible]

2 [illegible]

2 ɬ ╦ ˜ "

2021 12 10 Ï ˝ ˊ˜ ε Ɛ ᴰ ᴰ ٍم ε Ɛ ᴰ
" ᴰ Ï Ꮒ ʃ Ĩ л ə ˜ ᑫ Ἡ ˝ ˊ ॥ ˜
ʆÏ n ˝ ˊ ɪɾ́ 25,950.00ƀ ῳ̈ ᑫ Ἡ ˝ ˊ Ч ŕ Є
┼ ˝ ˊ Ï ˋl Ҳ1,000.00ƀ ῳ̈ ɟ ẹ ῳ Ï ˋl ₥24,950.00ƀ ῳ̈ ŋ̣
˝ ɼ

2021 12 27 Ï ˝ ˊ˜ ε Ɛ ᴰ ᒣ " ᴰ ٍم ε Ɛ ᴰ
Й ᴰ Ï Ꮒ ʃ Ĩ л ə ˜ ᑫ Ἡ ˝ ˊ ॥ ˜
ʆÏ n ˝ ˊ ɪɾ́ 5,000.00ƀ ῳ̈ ᑫ Ἡ ˝ ˊ Ч ŕ Є ┼
˝ ˊ Ï ˋl Ҳ200.00ƀ ῳ̈ ɟ ẹ ῳ Ï ˋl ₥4,800.00ƀ ῳ̈ ŋ̣
˝ ɼ

˝ ˊ Ἡ ˝ ˊ Ч ŕ Є ┼ ˝ ˊ سر ᵱ ĸ ỉ
ᴓ ˝ ˊ Ꮒ́ ȝ Ï ˜ ȝ Ỵ ٍم ə
Ï л 2021 12 20 ű 2022 1 4 ғ ᵱ ű Ḫ ‖ ᴓ ˝ ˊ
م ˝ ˊ Ꮒ ʃ́ غم Ɩ ʆɼ غم Ɩ ғ ᵱ ‖ غم
Ɩ Ғ سر Ï غم Ɩ Ғ سر ɼ

3 ɬ ˜ ə "

2021 9 14 Ï ˝ ˊ˜ ε Ɛ ᴰ ᒣ غم ᴰ ű ε Ɛ ᴰ
ᴰ Ï Ꮒ ʃ Ĩ л ə Ⅎ ˜ ῳ̈ " ʆÏ
n ˝ ˊ سر Ḧ Ғ ہ ű ə " ŕ Ï Ғ
. 30,000ƀ ῳ̈ л ῳ̈ ˝ ˊ " ɼ ə ˝ ˊ Ɛ ᴰ
Ă Ғ 12 γ Ï ȝ ˝ ˊ ˜ ű "
ű ˜ ȝ ɼ 2022 9 10 Ï ˝ ˊ ᵱ л
ῳ̈ " ˜ Ἡ ˜ ȝ Ï ə 12
γ ɼ

2022 9 12 Ï ˝ ˊ˜ ε Ɛ ᴰ ε ᒣ غم ᴰ ű ε Ɛ ᴰ
ᒣ ᴰ Ï Ꮒ ʃ Ĩ л ə Ⅎ ˜ ῳ̈ "

ą ″ ´ ı ƙ˚ ѕѓ м p └ʻH ɾ Ї ʻH

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ʃ p ″ ´ 2 ` ‘ ‘ p ″ ´ ˊ м ą ʃ

Ґ 2022 1 ¦ ЄЃ D ″ Ц [2022]15 ` ЄЏʃ p ‖ ˬ /

p ∑ ʃҐ 2020 12 ¦ Є ŏ ʃ p ‖ ˬ / p ″ ´

1 ` ⊦ ⊦ ғ ʃ ї ┼ Ї ѕѓ ŏ ʜ ч

ѽ 2022 ˊ ғ ą " ɾ ŋ

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（本页无正文，为上海卓然工程技术股份有限公司《关于上海卓然工程技术股份有限公司向特定对象发行股票申请文件的审核问询函的回复》之盖章页）

发行人董事长声明

本人已认真阅读上海卓然工程技术股份有限公司本次审核问询函回复的全部内容，确认回复的内容不存在虚假记载、误导性陈述或者重大遗漏，并对上述文件的真实性、准确性、完整性、及时性承担相应法律责任。

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（本页无正文，为安信证券股份有限公司《关于上海卓然工程技术股份有限公司向特定对象发行股票申请文件的审核问询函的回复》之签章页）

保荐代表人签字：

许杲杲　　郭青岳

安信证券股份有限公司

2024年[illegible]月[illegible]日

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