



广生堂药业
cosunter
广播仁爱·关注民生

2016

2016 04

)

(

	81,570,924.73	71,638,785.11	13.86%
	28,198,845.05	27,550,712.48	2.35%
	27,797,763.10	26,575,136.72	4.60%
	18,866,704.88	27,364,553.79	-31.05%
/	0.2014	0.4920	-59.07%
/	0.2014	0.4920	-59.07%
	5.29%	16.14%	-10.85%
	617,719,529.89	600,699,820.42	2.83%
	547,394,792.66	519,195,947.61	5.43%

	456,465.98	
	15,395.14	
	70,779.17	
	401,081.95	--

1

1

1

1

2

3

4

2010 7

2016

5

9.17% 22.91%

17.16% 25.51%

6

2009

1

10



(15.00%	21,000,000	21,000,000		
)		10.71%	15,000,000	15,000,000		6,500,000
		9.64%	13,500,000	13,500,000		
		9.64%	13,500,000	13,500,000		
		5.36%	7,500,000	7,500,000		
		0.85%	1,188,220			
		0.72%	1,013,857			
		0.50%	696,148			
		0.29%	400,000			
10						
				1,188,220		1,188,220
				1,013,857		1,013,857
				696,148		696,148
				400,000		400,000
				350,000		350,000
	1			338,300		338,300
				328,909		328,909
				325,200		325,200
				300,000		300,000

		298,400	298,400
	1	2	

10

10

10

10

2**10****3**

	34,500,000			34,500,000		2020 4 22
	21,000,000			21,000,000		2016 4 22
	13,500,000			13,500,000		2018 4 22
	13,500,000			13,500,000		2018 4 22
	7,500,000			7,500,000		2018 4 22
	15,000,000			15,000,000		2018 4 22
	7,000,000			7,000,000		2016 4 22
	112,000,000	0	0	112,000,000	--	--

资产负债表项目	期末数	年初数	本报告期比上年同期增减	变动原因
应收票据	289,986.00	707,568.00	-59.02%	年初票据已到期承兑，余额为本期新增银行承兑汇票
应收账款	11,192,016.28	8,414,223.71	33.01%	福建地区部分配送商结算方式由到款发货改为货到付款，故应收款余额增加
应收利息	187,479.45	491,334.26	-61.84%	定期存款金额减少及存款利率下降所致
其他应收款	1,399,597.99	811,687.09	72.43%	报告期新增履约保证金及员工备用金所致
其他流动资产	250,771.24	20,133,982.46	-98.75%	期初2000万银行理财产品到期，转入货币资金
长期股权投资	9,747,819.49	4,924,739.66	97.94%	支付联营公司福建博奥医学检验所有限公司的500万投资款
在建工程	5,175,190.50	2,367,899.91	118.56%	报告期口服一生产车间改造等工程按计划进展
其他非流动资产	12,092,777.37	1,257,825.99	861.40%	报告期分别对收购对象上海华舟压敏胶制品有限公司、和心创业（北京）医药科技有限公司各支付500万收购意向金。
应付职工薪酬	8,370,224.39	15,822,748.39	-47.10%	主要为去年末预提年终各项奖金本期支付完成所致
应交税费	9,157,847.02	6,319,027.07	44.92%	增加原因主要为去年三季度企业所得税按25%预缴，12月公司取得高新技术企业认定，按15%调回，致使去年末余额较低所致。
其他应付款	11,770,329.67	16,912,166.05	-30.40%	主要为去年末预提各项费用本期已核销所致
利润表项目	2016年1-3月	上年同期数	本报告期比上年同期增减	变动原因
销售费用	25,477,656.79	19,127,801.07	33.20%	报告期较去年同期，加大了直接模式的终端开发及销售推广力度，直销模式销售占比从36%提高到44%，同时也使公司市场推广费增加700万元
财务费用	-2,390,632.13	-105,011.87	2176.54%	通过对暂时闲置的募集资金及自有资金进行现金管理，公司利息收入同比增加228万
营业外收入	684,274.79	1,270,518.82	-46.14%	主要为本期政府补助较去年同期减少所致
营业外支出	212,413.67	122,782.63	73.00%	报告期公益性捐赠增加所致

现金流量表项目	2016年1-3月	上年同期数	本报告期比上年同期增减	变动原因	
支付其他与经营活动有关的现金	30,806,575.20	18,090,614.62	70.29%	主要为支付销售费用、管理费用增加所致	
收到其他与投资活动有关的现金	340,000,000.00	-		使用受限定期存款到期收回	
购建固定资产、无形资产和其他长期资产支付的现金	18,374,598.18	6,545,786.58	180.71%	主要为支付收购对象1000万意向金所致	
资本公积					
			5,000,000.00	-	支付经营公司
			175,000,000.00		

1

()

()

8,157.09 13.86%

8,133.32 99.71% 1,838.74 17.16%

824.69 25.51% 5,469.88 43.15%

2

4,573.46 56.07%

3,583.64 36%

43.93%

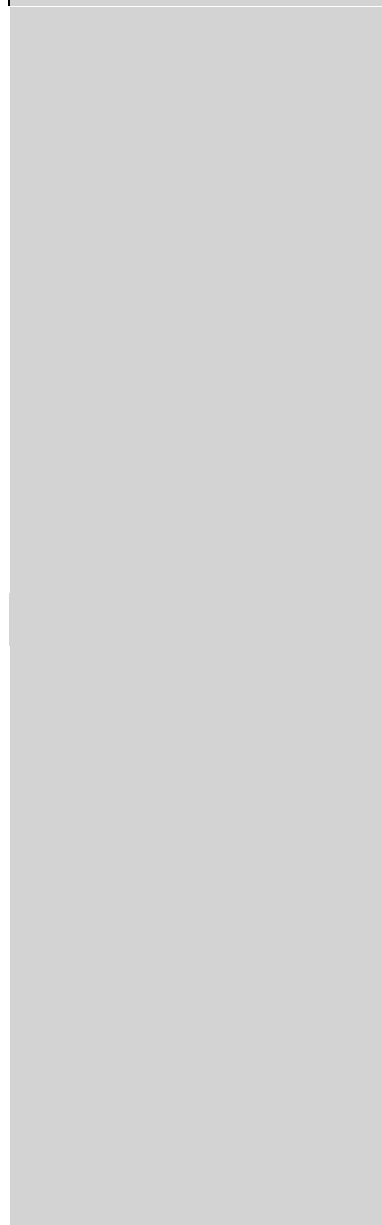
656.06	757.36	9.28%	216.80	40.11%
	101.30			
		:		

5

报告期前5大供应商	2016年1-3月采购金额 (单位: 元)	上年同期前5大供应商	2015年1-3月采购金额 (单位: 元)
供应商1	1,049,573.27	供应商1	2,162,507.57
供应商2	993,261.53	供应商2	641,025.63
供应商3	590,720.89	供应商3	615,384.61
供应商4	551,897.44	供应商4	398,340.10
供应商5	479,487.20	供应商5	254,163.59

5

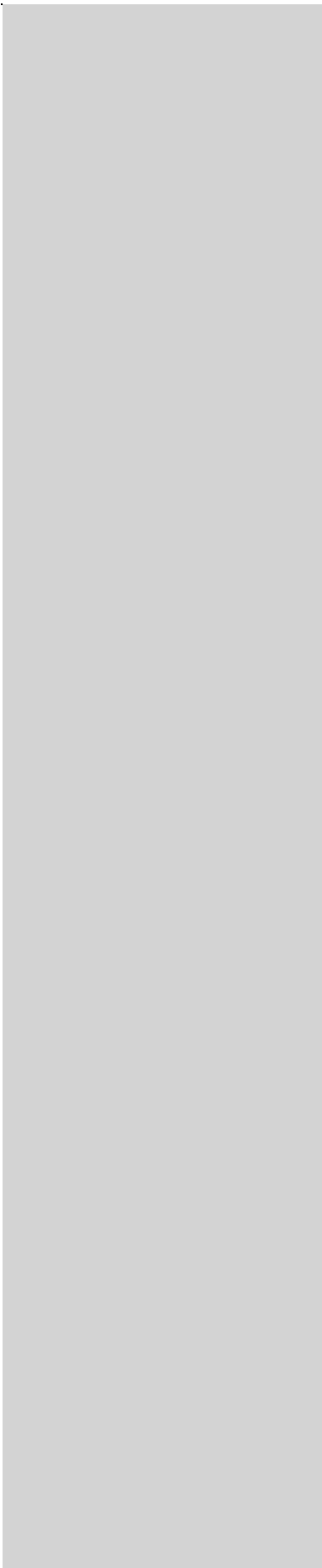
报告期前5大客户	2016年1-3月销售金额 (单位: 元)	上年同期前5大客户	2015年1-3月销售金额 (单位: 元)
客户1	6,134,043.12	客户1	4,119,487.18
客户2	5,786,184.62	客户2	3,891,097.29
客户3	4,703,806.44	客户3	3,795,642.13
客户4	3,934,128.21	客户4	3,249,555.24
客户5	3,828,475.04	客户5	3,006,047.77



2015 4
2015 04 22
22

			6			
				2015 04 22	2018 4 22 2020 4 21	
			20	2015 04 22	2015 4 22 2018 4 21	

			3			
			3			
			3			



1

20% 2

			50%			
				2015 04 22		

			1	2015 04 22		

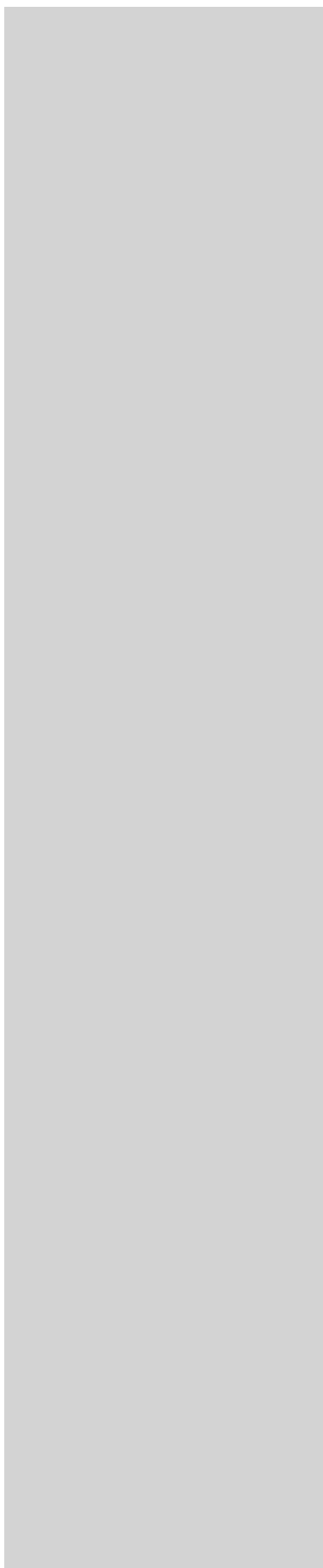
			2			
			3			

			4			
			"			
				2015 04 22		
				2015 04 22	2015 4 22 2016 4 21	
			2015 04 22	2016 4 22 2018 4 21		

			1			
			2		2015 04 22	
			3			

				4		
				2015 04 22		

				2015 04 22		
				2015 04 22		



				2015 04 22		
--	--	--	--	---------------	--	--

			6			
			25%			
			40%			
				2015 04 22		

			10			
			3			
			5			
				2015 04 22		

			1	2015 04 22		

			2			
			3			
			4			
			5			

			6			

1

2015 04
22

			2			
			3			
			4			

2015 04
22

		25,883							606.66	
		0								
		0							8,715.45	
		0.00%								
	()	(1)		(2)	(3) (2)/(1)					
GMP		6,965	6,965	44.6	501.06	7.19%		0	0	
		4,020	4,020	163.77	1,121.66	27.90%		0	0	
		5,508.3	5,508.3	157.52	2,422.2	43.98%				

1

2016 03 31

	409,052,197.28	393,414,337.16
	289,986.00	707,568.00
	11,192,016.28	8,414,223.71
	3,063,789.92	3,208,498.06
	187,479.45	491,334.26
	1,399,597.99	811,687.09
	13,097,043.73	13,203,987.09
	83,500.17	117,000.16
	250,771.24	20,133,982.46
	438,616,382.06	440,502,617.99

	9,747,819.49	4,924,739.66
	105,216,602.88	105,583,962.74
	5,175,190.50	2,367,899.91
	21,670,379.80	21,947,958.41
	21,425,737.75	20,412,732.08
	941,813.29	729,208.51
	2,832,826.75	2,972,875.13
	12,092,777.37	1,257,825.99
	179,103,147.83	160,197,202.43
	617,719,529.89	600,699,820.42
	16,616,812.96	16,083,894.02
	8,298,785.01	9,902,833.12
	8,370,224.39	15,822,748.39
	9,157,847.02	6,319,027.07

	11,770,329.67	16,912,166.05
	54,213,999.05	65,040,668.65
	16,110,738.18	16,463,204.16
	16,110,738.18	16,463,204.16
	70,324,737.23	81,503,872.81
	140,000,000.00	140,000,000.00
	175,257,973.90	175,257,973.90

	30,873,267.95	30,873,267.95
	201,263,550.81	173,064,705.76
	547,394,792.66	519,195,947.61
	547,394,792.66	519,195,947.61
	617,719,529.89	600,699,820.42

	103,910,684.39	104,823,633.03
	5,175,190.50	2,367,899.91
	21,634,942.91	21,947,958.41
	21,425,737.75	20,412,732.08
	641,813.29	729,208.51
	2,829,080.98	2,969,129.36
	11,439,576.27	1,257,825.99
	181,804,845.58	164,433,126.95
	618,224,870.34	600,741,463.58
	16,611,962.96	16,083,894.02
	8,298,785.01	9,902,833.12
	8,364,338.83	15,822,748.39
	9,157,337.36	6,315,964.47
	11,770,329.67	16,912,166.05
	54,202,753.83	65,037,606.05

	16,110,738.18	16,463,204.16
	16,110,738.18	16,463,204.16
	70,313,492.01	81,500,810.21
	140,000,000.00	140,000,000.00
	175,257,973.90	175,257,973.90

	10,389,949.35	9,015,770.25
	1,254,124.78	1,119,458.40
	25,477,656.79	19,127,801.07
	13,564,975.17	10,867,510.12
	-2,390,632.13	-105,011.87
	292,397.60	331,070.07
	-31,166.75	
	-176,920.17	
-		
	32,951,286.42	31,282,187.07
	684,274.79	1,270,518.82
	212,413.67	122,782.63
	33,423,147.54	32,429,923.26
	5,224,302.49	4,879,210.78
	28,198,845.05	27,550,712.48
	28,198,845.05	27,550,712.48

1.		
2.		
1.		
2.		
3.		
4.		
5.		
6.		
	28,198,845.05	27,550,712.48
	28,198,845.05	27,550,712.48
	0.2014	0.4920
	0.2014	0.4920

4

	81,570,924.73	71,638,785.11
	10,389,949.35	9,015,770.25
	1,254,124.78	1,119,458.40

	25,394,639.99	19,127,801.07
	13,175,040.55	10,867,510.12
	-2,389,560.62	-105,011.87
	292,397.60	331,070.07
	-31,166.75	
	-176,920.17	
	33,423,166.33	31,282,187.07
	684,274.79	1,270,518.82
	212,413.67	122,782.63

5.		
6.		
	28,670,724.96	27,550,712.48

	21,866,089.37	19,128,576.05
	15,966,927.41	15,347,704.51
	30,806,575.20	18,090,614.62
	75,720,699.54	58,466,574.04
	18,866,704.88	27,364,553.79
	20,000,000.00	
	145,753.42	
	340,000,000.00	
	360,145,753.42	
	18,374,598.18	6,545,786.58
	5,000,000.00	
	175,000,000.00	
	198,374,598.18	6,545,786.58
	161,771,155.24	-6,545,786.58

	20,000,000.00	
	145,753.42	
	340,000,000.00	
	360,145,753.42	
	16,704,171.05	6,545,786.58
	5,000,000.00	
	175,000,000.00	
	196,704,171.05	6,545,786.58
	163,441,582.37	-6,545,786.58
	182,505,298.79	20,818,767.21

	110,637,325.47	75,724,402.92
	293,142,624.26	96,543,170.13