

002572

2020-010

# 2019

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	020-87533019		020-87533019
	ningji@suofeiya.com.cn		ningji@suofeiya.com.cn

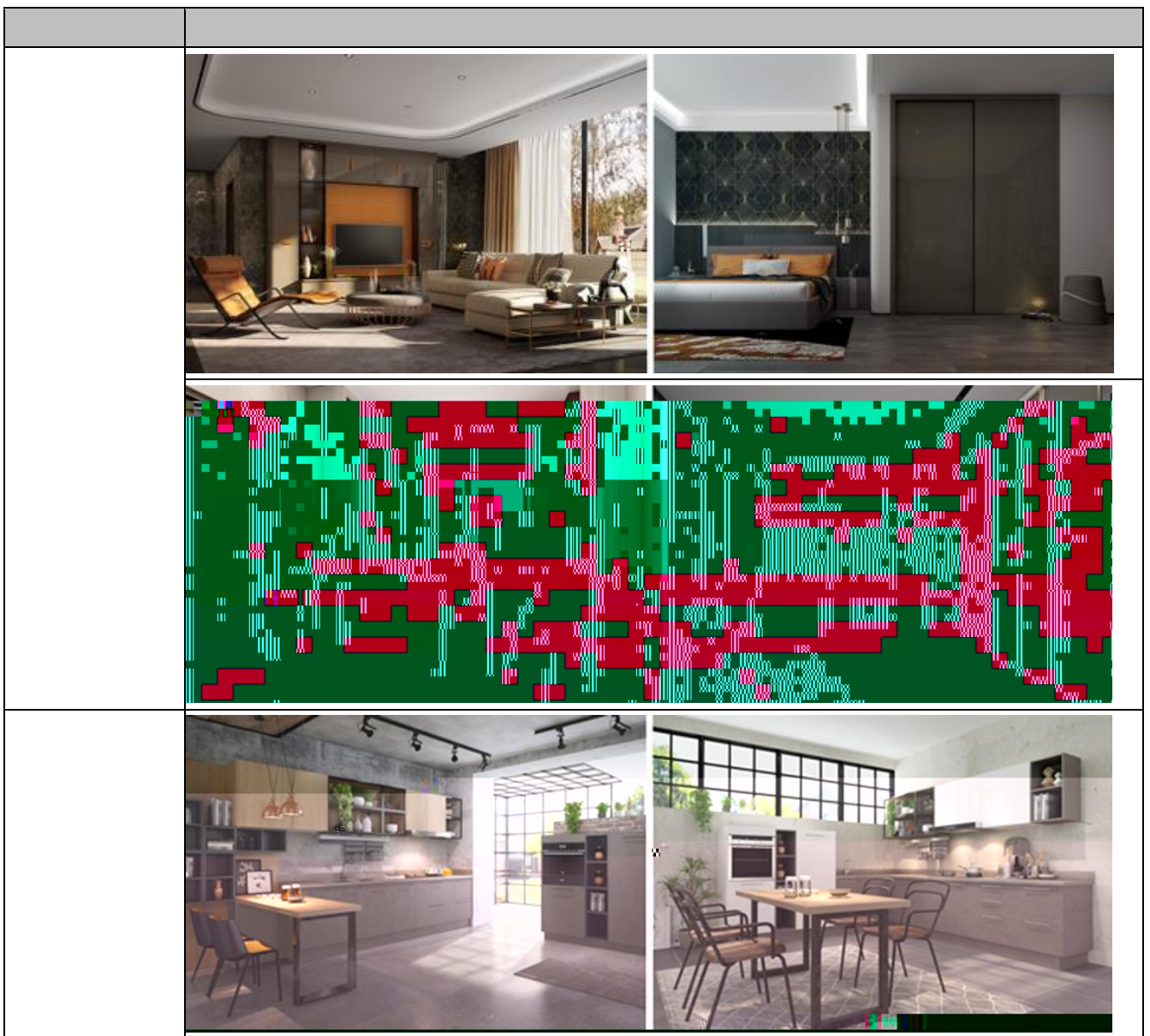
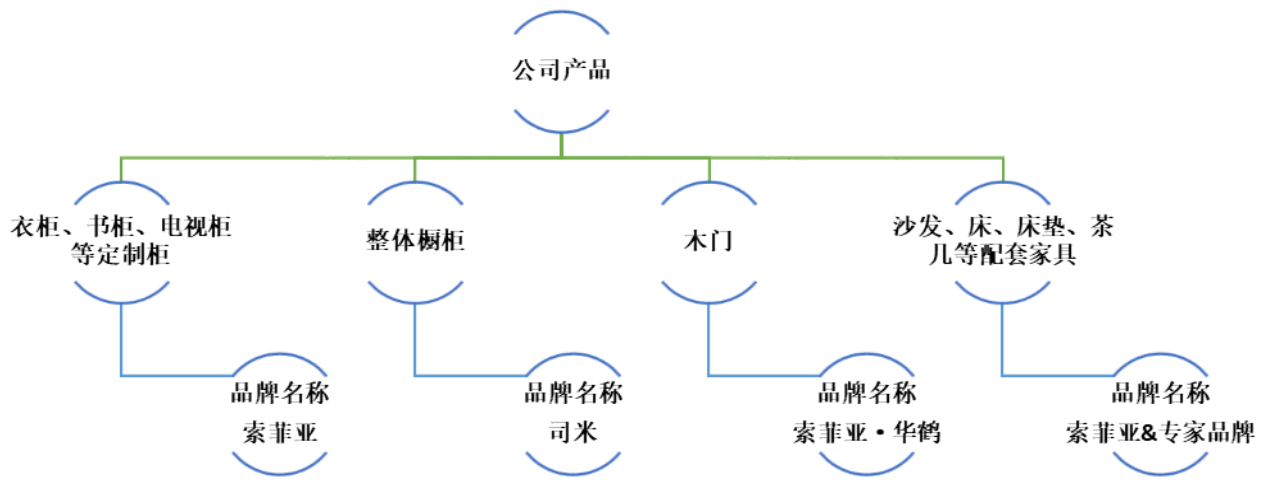
## 2










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	<div data-bbox="507 1059 762 1301"><p data-bbox="507 1317 762 1391">索菲亚柜类定制专家 扫一扫获取更多资讯</p></div> <div data-bbox="962 987 1121 1137"><p data-bbox="962 1144 1121 1171">索菲亚全屋定制</p></div> <div data-bbox="1193 987 1353 1137"><p data-bbox="1193 1144 1353 1171">司米橱柜</p></div> <div data-bbox="962 1227 1121 1377"><p data-bbox="962 1384 1121 1411">索菲亚&amp;华鹤木门</p></div> <div data-bbox="1193 1227 1353 1377"><p data-bbox="1193 1384 1353 1411">索菲亚工程</p></div>	

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DIYHome

a.

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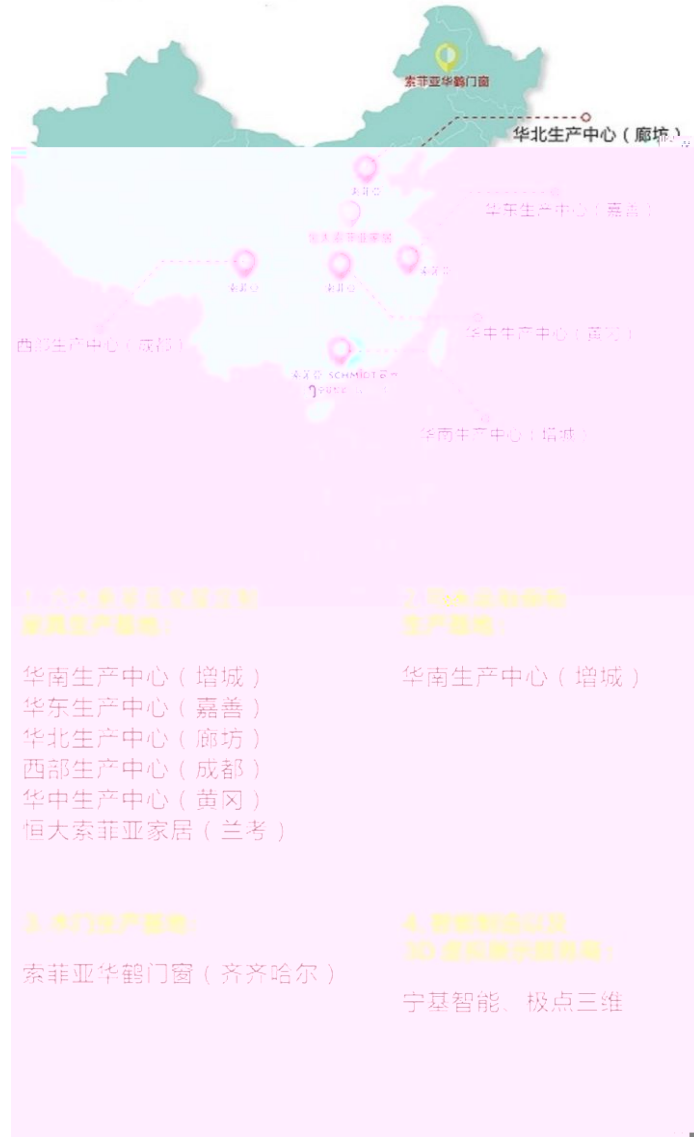
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<sup>1</sup> DIYHome 3D VR CAD AI 3D CAM

# 产品工业布局



1	1	2019	2020	1545	2011	7117.2
1.5%	1.07%	3102	984	793	1557	0.2%
2	2					1870

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2—6

7 — 1

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12-24

2018

40%

2

2000-5000 /m2

8% 51.5%

2016-2017

2000/m2

5.5% 56.3%

3 O2O

2013-2018

3.2%

O2O

+

O2O Online To Offline

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	2019	2018		2017
	7,686,076,828.85	7,310,892,202.73	5.13%	6,161,444,143.42
	1,077,432,106.09	959,073,298.42	12.34%	906,770,852.81
	970,918,663.86	916,922,618.07	5.89%	876,349,946.07
	1,301,235,479.79	1,099,798,631.79	18.32%	1,242,681,584.77
/	1.18	1.04	13.46%	0.98
/	1.18	1.04	13.46%	0.98

	21.34%	20.64%	0.70%	21.98%
	2019	2018		2017
	8,484,011,304.03	7,811,968,729.41	8.60%	7,059,946,920.31
	5,444,552,991.97	4,832,346,540.60	12.67%	4,471,384,323.06

2

	1,184,928,496.59	1,957,464,374.41	2,169,164,513.68	2,374,519,444.17
	106,890,474.81	284,052,499.46	328,899,511.78	357,589,620.04
	79,418,775.49	268,892,157.38	289,110,428.72	333,497,302.27
	-418,990,588.03	646,814,767.16	375,355,417.55	698,055,883.11

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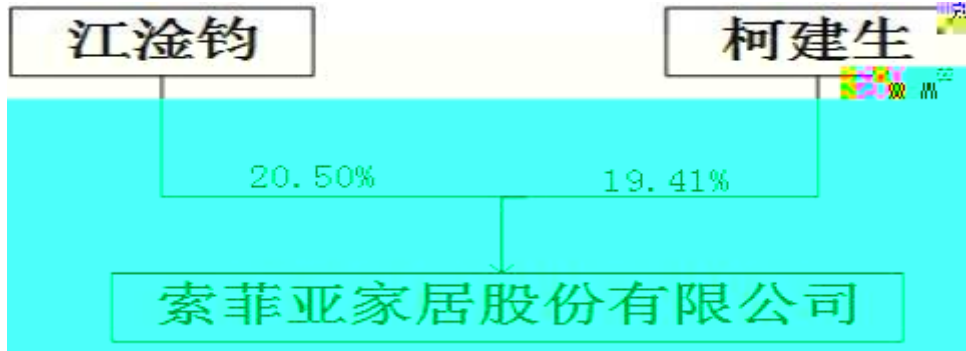
	33,092		35,645		0		0
10							
		20.50%	187,063,600	140,297,700			25,000,000
		19.41%	177,124,000	132,843,000			25,000,000
		14.89%	135,884,305	0			
	38	3.25%	29,654,427	0			
		2.68%	24,420,400	0			
GIC PRIVATE LIMITED		1.52%	13,886,367	0			
		0.98%	8,934,323	0			
		0.85%	7,718,625	0			
		0.82%	7,512,400	0			
		0.77%	7,000,000	0			

200 10 2018 12 31 0

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2019 2019 76.86 5.13% 10.77 12.34% 2019

12.23% 83.86% 3.44%

2019

2019 12 31

“ ” 1500 2501 20m<sup>2</sup>60m<sup>2</sup> 137 54% 18% 32.4% 28% 31.99% 5.8% 35.61% 2019 11,592 / 95

2019

16% 27%

45%





2019 “ 2017 4 “ 2017 5 ” 2019 12 31 “ ” 227 470 560

2014

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10%

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	6,175,501,666.98	2,500,316,123.18	40.49%	1.90%	3.06%	0.47%
	851,213,968.95	242,954,207.86	28.54%	20.14%	22.56%	0.56%
	429,713,732.10	68,685,815.52	15.98%	28.98%	-16.29%	-8.65%
	187,840,793.65	29,774,284.34	15.85%	18.76%	59.63%	4.06%
	129,403.00	-82,876.98	-64.05%	-97.87%	-106.66%	-84.56%

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 2019 6 2019 4 30 2019 9 19 2019 2019 16

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		0.00	58,966,647.47 671,733,695.46 736,472,038.79	68,966,647.47 322,417,283.37 318,970,905.69	0.00
2			4,025,475.35		1,059,822.58
3					

2 24 2017 22 24 37 22 37 2017 23 23

2019 6 2019 16

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2		210,000,000.00	200,000,000.00
		210,000,000.00	200,000,000.00

3		95,863,314.24	
		95,863,314.24	
		33,914,122.60	
		33,914,122.60	
		217,637,137.81	
		217,637,137.81	49,900,000.00

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					200,000,000.00
( )		200,000,000.00	( )		
( )	( )		( )		
	( )				
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	( )	49,900,000.00			49,900,000.00

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2019 4 1  
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70%

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70%  
30%