



Annual Report 2022 (Summary)

Stock Abbreviation: Glodon

Stock Code: 002410

March 2023

I. Important Notice

This summary of annual report is abstracted from the full text of the Annual Report 2022. In order to fully understand the Company's operating results, financial position and future development plans, investors are advised to carefully read the full text of the Annual Report 2022 on the media designated by the China Securities Regulatory Commission.

This English version of the Annual Report 2022 (Summary) is translated from the Chinese version of the same. In case of discrepancy, the Chinese version disclosed by the Company shall prevail.

All Directors attended the board meeting to review this report in person, except for the following director:

Name of the absent director	Title of the absent director	Reason for absence	Name of the delegate
Guo Xinping	Independent Director	Reasons related to work	Ma Yongyi

Non-standard audit opinion notification:

Applicable Not applicable

The profit distribution proposal for ordinary shares or the proposal to capital reserve capitalization for the Reporting Period as considered by the Board of Directors

Applicable Not applicable

Whether to implement capital reserve capitalization

Yes No

The profit distribution plan of the Company considered and approved by the Board of Directors is as follows: a cash dividend of RMB 4.00 (including tax) and nil bonus shares (including tax) for every 10 shares held by all the Shareholders, based on the total share capital of the Company as of the date of registration of shareholdings (excluding the number of shares repurchased but not cancelled by the Company) when implementing the profit distribution plan in 2023, and an increase of 4 shares for every 10 shares held by all the Shareholders converted out of the capital reserve.

Profit distribution proposal for preferred shares during the Reporting Period passed by the Board of Directors

Applicable Not applicable

II. Company Profile

1. Company Information

Stock abbreviation	Glodon	Stock code	002410
Stock Exchange	Shenzhen Stock Exchange		
Contact information	Board secretary	Securities affairs contact	
Name	Li Shujian	Cheng Yan	
Office address	E-13, 10 Xibeiwang East Road, Haidian District, Beijing, China	E-13, 10 Xibeiwang East Road, Haidian District, Beijing, China	
Fax	010-5640 3335	010-5640 3335	
Tel	010-5640 3059	010-5640 3059	
Email	ir@glodon.com	ir@glodon.com	

2. Main Business of the Company

1. Overview of Our Business

The Company envisions itself as a digital building platform service provider based in the construction industry that provides its clients with professional construction engineering software and hardware products, solutions and services. The Company serves all parties involved in the engineering project life cycle, including developers, intermediaries, administrators, designers, constructors, suppliers, and operators. With specialized applications in construction engineering serving as the core essential support and industry big data and industrial chain finance serving as value-added services, the Company provides full-lifecycle solutions for digital buildings.

The Company's businesses are divided into three major business segments and several innovation business units based respectively on business stages and client type, namely the Construction Cost business segment, Construction Management business segment, and Digital Design business segment; the several innovative business units include Digital Developer, Digital City, Digital Supply & Procurement, Digital College and Digital Finance. The businesses are also divided into domestic and overseas businesses.

The Construction Cost segment is a mature business segment of the Company. It mainly provides software products and data services to all industry participants involved in the construction project, and it includes the engineering pricing business line, engineering quantity takeoff business line, engineering information business line, new digital cost solutions and digital transaction (e-government) business line. After more than twenty years of development, this business segment has obvious competitive advantages in China. Currently, it mainly provides products and services to clients adopting a subscription-based SaaS model.

The Construction Management segment is the growth business of the Company with key breakthroughs. It mainly focuses on the construction process of engineering projects, and provides construction companies with platform-based solutions covering project management and enterprise management through a "platform + modular components" model. Specifically, this involves BIM+ intelligent site products at the project level, and products aimed at project-enterprise integration at the construction companies' enterprise level. Digital transformation is still in full swing in the construction industry. This business segment is at an early stage of development, and its market penetration is relatively low.

The Digital Design segment is an emerging business prioritized by the Company. It is oriented toward clients such as design institutions, providing them with architectural design and urban design products and digitalized design delivery and filing services. This include Glodon NovaDesign Housing set, Glodon NovaDesign Road product, BIMSpace Architectural Design Product Family, Computational Analysis Product Family, and Glodon Design Delivery and Filing. Among them, the BIMSpace and Civil Municipal products have attained a leading position in the market.

The innovative business units are emerging businesses incubated by the Company. Relying on the experience the Company have accumulated from our digital project management platform and related products, they target different market segments of the construction industry, providing support and safeguards for the transformation and upgrading of the construction industry in multiple aspects including digital transformation of developers, CIM planning, construction and management and new urban construction, supply chain services, talent training and new industry finance. During the Reporting Period, the innovative business units remained focused on product

optimization and benchmark project verification.

As regards our overseas business, one segment is Cubicost, a series of international products for the construction cost business, which has been marketed mainly in the Southeast Asian market. The other segment is the international Construction Management products, including the MagiCAD series of electromechanical design software operated by our Finland-based wholly-owned subsidiary, and Glodon GSite, an international construction management platform targeting the European market.

2. Management Discussion and Analysis

The year 2022 was the last year of the period of our “Eighth Three-year Plan (2020-2022)” strategy, and also a key milestone year for the Company to seek further growth through internal transformation. During the Reporting Period, a critical period in which Glodon people embraced opportunities amidst challenges, the Company as a whole worked hard to respond to external uncertainties in an active manner while maintaining its strategic focus. The Company forged ahead on the journey to develop digital buildings. In this regard, it improved values of multiple businesses by consolidating dual business segments (construction cost and construction management), making new breakthroughs in digital design and launched integrated digital project management platform, which enabled it to achieve a milestone victory under the “Eighth Three-year Plan (2020-2022)” strategy.

(1) Overview of the Company's overall operations during the Reporting Period

During the Reporting Period, the Company managed to maintain relatively rapid growth in its principal operating revenue and operating profit despite of the changing macro conditions at home and abroad, business pressure suffered by certain customers and other external factors, and achieved a total operating revenue of RMB 6.591 billion throughout the Year, representing a year-on-year increase of 17.29%; operating profit of RMB 1.096 billion, representing a year-on-year increase of 44.53%; and net profit attributable to shareholders of the Company of RMB 967 million, representing a year-on-year increase of 46.26%.

In terms of construction cost business, the Company completed a comprehensive cloud transformation, and achieved rapid expansion from position-based application to enterprise-level cost management solutions. Driven by the comprehensive cloud transformation, the construction cost business continued to grow steadily in various sectors, including, cloud-based pricing, cloud-based quantity takeoff products and engineering information service, and the new digital cost solutions, which has expanded into the sector of enterprise cost management, achieved rapid growth. The construction management business has witnessed initial scaled growth and created a number of benchmark enterprises highlighting in integration of projects and enterprises. During the reporting period, the Company has achieved satisfying results in greatly promoting the in-depth operation of major customers and major projects, with rapid growth in the number of new projects and customers. In terms of digital design business, the Company made a breakthrough in Glodon NOVADesign product sets by releasing Glodon NOVADesign Housing (Architecture, Structure and MEP) set and Glodon NOVADesign Road. It focused on product development, customer validation and market promotion based on its own graphics platform during the reporting period. The integrated digital project management platform has been shaped completely, with initial capability for rapid development of standardized SaaS applications and scalable delivery of personalized solutions. With respect to innovative businesses, digital developer, digital city, digital supply and procurement, digital college and digital finance are competing for development, among which, the digital developer business has achieved a rapid breakthrough in business scale by

deeply exploring customers' refined management needs though challenged by the changing external market and depressed real estate industry. At the same time, the Company continued to improve its comprehensive budget control covering sectors from strategy to execution, focusing on improving the cost-efficiency ratio and input-output ratio to drive steady growth in operating revenue and net profit.

(2) Detailed operation of the principal businesses

During the Reporting Period, the Company successfully carried out its principal businesses as planned, details of which are as follows:

1) Construction cost segment:

In 2022, the construction cost business achieved an operating income of RMB 4.773 billion, representing a year-on-year increase of 25.16%. During the Reporting Period, the Company signed cloud contracts of RMB 3.901 billion, representing a year-on-year increase of 25.84%. As at the end of the Reporting Period, cloud contract liabilities related to construction cost business amounted to RMB 2.675 billion, representing an increase of 30.69% from the beginning of the year. By the end of 2022, nationwide cloud transformation has been fully completed for the construction cost business. The cloud revenue recognized during the Reporting Period was RMB 3.275 billion, representing a year-on-year increase of 27.89%.

As the digital transformation of the construction industry has entered a deep-water zone, customers have been demanding more refined cost management, bringing the construction cost business into a transformation from cost estimation to whole life cycle digital cost management, and from position-end tools to enterprise-level cost management solutions. Under the subscription model, the Company has kept improving the cost effectiveness of our products and services, and always focus on customers to help them succeed. The application rates of the cloud-based pricing and cloud-based quantity takeoff products and engineering information services such as Gldjc.com and Guangcai Assistant hit new highs. As at the end of the Reporting Period, the Company served customers with full range of pricing and quantity takeoff products in all regions of the country on a subscription basis, with cloud transformation rate exceeding 90% and the renewal rate of 80% for 2022, remarking a complete cloud transformation in construction cost business.

Data on Construction Cost cloud transformation (unit: million Yuan)

Product line	Operating income from cloud services	YoY change	Cloud contract	YoY change	Year-end outstanding contract liabilities from cloud transformation
Cloud-based pricing	1047	16.16%	1120	5.38%	781
Cloud-based quantity takeoff	1003	20.86%	1127	13.79%	767
Engineering information	833	14.70%	972	15.16%	698
New digital cost solutions	393	277.71%	682	236.07%	429
Total	3275	27.89%	3901	25.84%	2675

Notes: The new digital cost solution inherits and upgrades the market-based comprehensive unit pricing in cloud-based pricing products, the Enterprise Materials Library, Enterprise Indicators Library and Indicator Artifact App in the pool of engineering information products. Therefore, the cloud contracts and cloud revenue for the cloud-based pricing and engineering information products have been retrospectively adjusted for 2021.

Against the backdrop of the market-based transformation of cost estimation, the Company continued to promote the conceptual upgrade of “making cost estimation better with warmth in science and technology”. New digital cost solutions have become a new driving force. The Company continuously expanded the number of benchmark customers and projects, focusing on the cost control for construction organizations and developers, creating new growth potential for construction cost business. When it comes to the full range of quantity takeoff products, the Company continued to explore the transformation towards full life cycle instead of budget quantity takeoff. 3D BIMQ has been deeply integrated with Glodon NOVADesign architecture products. The integrated quantity calculation and design products were launched into the market with the localization upgrading strategy. The engineering information service was upgraded from material price information service to cost information service business. We also released the Index Network products to help enterprises compare and benchmark with excellent typical projects in the same industry in order to improve their own refined cost management. Cloud pricing GCCP6.0 released services such as collaboration model, algorithm for enterprise to determine the comprehensive unit price and quality control rules to further improve organizational efficiency and the quality of achievement documentation.

In terms of the service, the construction cost business continued to promote the development of digital systems, upgraded the call center to the customer operation center. The number of intelligent customer service consulting has reached 1.5 times of the number of manual support, and the success rate of intelligent customer service for mainstream products has risen to more than 80%. At the same time, we continued to promote the online operation system in relation to construction cost business, and explored diversified operation plans by using new technologies such as online live streaming and integrated media centers.

During the Reporting Period, the digital transaction business, originally known as e-government business, achieved operating income of RMB 400 million, of which the proportion of operation and maintenance and operation income from the public resources transaction management system continued to increase. The market-oriented bid analysis and review products achieved rapid growth. The Company successfully delivered several major projects such as Tibet Project, Shanghai Project and Shenzhen Digital Trading Platform Phase I, and won the bid for the Shenzhen Phase II Project. The Company continued its efforts in the first-tier cities in Beijing, Shanghai, Guangzhou and Shenzhen, and expanded the coverage of provincial capital cities to fully support the digital transformation and upgrading of the construction industry.

2) Construction management segment:

During the year, the construction management segment achieved an operating income of RMB 1.326 billion, representing a year-on-year increase of 9.99%. By the end of 2022, the Company has served more than 90,000 projects with its smart site products, involving more than 7,000 customers. In 2022, 21,000 new projects were initiated, involving 1,600 new customers.

In the face of the complex and ever-changing external environment, the Company developed its construction management segment with a focus on promoting the in-depth operation of leading customers and key projects, and promoted the implementation of enterprise-level management products and project-level smart construction site solutions by virtue of the integrated project management demands of construction enterprises. The Company also carried out strategic cooperation with a number of leading construction enterprises, focusing on expansion into

central government-owned enterprises and state-owned enterprises (especially targeting at infrastructure clients) and strengthening in-depth application support for private-funded enterprises, to ensure the rapid growth of contracts. In terms of delivery in the construction management segment, the Company mainly serves construction enterprises, and the delivery, acceptance and payment of products are significantly seasonal. The proportion of revenue achieved in the fourth quarter is usually the highest of the whole year. However, due to the high infection in the fourth quarter of last year, the implementation, delivery and customer acceptance of the construction management segment were affected, resulting in a slowdown in the growth of annual revenue even though the Company recorded a revenue growth of over 30% in this segment during the first three quarters of the year.

In terms of the product of the construction management segment, the Company leveraged the customer success indicator system to drive the product value improvement. In 2022, the Company completed the definition and regular review of the key customer success indicators for six key products. Material management, labor management, BIM + smart construction site and safety management products have established a closed value loop of products and channels driven by customer business success. The loop has been in iteration and verification, increasing the product-level customer success indicators by 10%-20%.

In terms of enterprise-level solutions, the Company focused on cooperation with the central government-owned, infrastructure and provincial construction systems, and developed stable strategic cooperation with a group of leading customers. During the Reporting Period, the Company propelled three integrated solutions: integrated safety solution, integrated production solution and integrated cost solution. It provided customers the management value of business connectivity and data interoperability horizontally, and realized information connectivity from enterprise-level to project-level vertically to enhance the operational efficiency of customers. The enterprise-level project management system marked the launch of the new generation of products from 0 to 1 in the platform + module mode. Shanghai Baoye's integrated solutions for project-enterprise integration and business-finance integration were fully launched. These solutions have been promoted across more than 400 projects under construction of the Group, the production planning system has been implemented, and the production risk indicators have become stable. In The 20 MCC, engineering management and control platform has fully gone live, and the platform has been deeply applied in more than 300 projects under construction. Thanks to the platform, the enterprise value indicators of production business were improved, with excellence in the overall application of safety business. PMCore, a lightweight project management system, was launched for the segment market of small and micro enterprises, and the product value and marketing model were preliminarily verified.

During the Reporting Period, the digital project integration management platform accumulated and improved the core digital capabilities of the industry through the "platform + module". The PaaS platform has been developed, and the platform is equipped with the ability to rapidly develop standardized SaaS applications and deliver personalized solutions on a large scale. In the second half of the year, the open platform portal was established, offering access to industry customers and ISVs, thus providing the industry with digital building base capacity. We delivered and launched the first phase of enterprise-level project management platform + component model for BCEG, one of our benchmark customers. The phase 1 of data governance project of BCEG went live, marking that group data standards are formulated and data can be accessed for key projects.

3) Digital design segment:

The digital design business achieved operating income of RMB 120 million, down 7.91% year-on-year. During the Reporting Period, the digital design business focused on the development, customer validation and marketing of Glodon NOVADesign products based on our graphics platform with independent intellectual property rights.

For the Glodon NOVADesign Housing (Architecture, Structure and MEP), the Company has realized the discipline-wide collaborative design and production of drawing for ordinary residential and simple public buildings with the concept of "data-driven integrated design". In this regard, the Company also achieved the integration of BIM design and quantity takeoff through the BIM data interoperability. The rising efficiency and great accuracy facilitate customers effectively to improve the economic rationality of design. Since the release of our Glodon NOVADesign Housing (Architecture, Structure and MEP) set in July 2022, a total of nine design institutes have used the set in their 14 projects to design and deliver construction drawings by the end of the year, and the set has been promoted in three of those institutions at a large scale.

The Company successfully launched a road conceptual design product under Glodon NOVADesign Road. With this product, we could provide services in the two-dimensional drawing production, landscape design, road design, three-dimensional modeling, roaming display and other multi-use scenarios, achieving 100% coverage of "road + bridge + tunnel + traffic facilities + landscape + ancillary facilities", and we therefore realize the goal of designing a comprehensive scheme with only one software. Since its release in July 2022, the Glodon NOVADesign Road product has proven its value in 26 projects of 43 design institutes. It has been successfully applied in complex productive projects, helping customers to improve the success rate of bidding. By the end of 2022, the projects covered by Glodon NOVADesign Road involved more than 100 km of roads, more than 70 bridges, 11 tunnels and 10 interchanges.

During the Reporting Period, GFC3, the digital building data exchange standard, was released, unifying the data interfaces of design, cost and construction products, thus promoting the application of BIM data throughout its life cycle. The design platform based on our graphics technology with independent intellectual properties reached the international mainstream level in terms of stability, performance and graphics modeling capability, supporting the successful release of the digital dimensional design products. In addition, we have conducted in-depth external ecological cooperation in the fields of water conservancy and hydropower, railroad, power grid, and ship design, etc.

4) Innovative business unit:

We focused the digital developer business on project development stage to develop design management system, engineering management system and cost data system for developers in order to meet the digital transformation needs of developers (including property developers, urban investment companies and owner builders). Based on the core business concept of "integration between enterprise and projects, and interaction between the developer and the construction enterprise", we achieved rapid growth in business scale under our major account management system characterized by collaboration among customer managers, solution experts and delivery experts. To be specific, we served nearly 100 developers during the Reporting Period, involving more than 1,000 projects.

We continued to focus the digital city business on the planning, construction and management and intelligent ecosystem business to create a benchmark for the planning, construction, management and operation project in Xinjin, Chengdu. The ecological value of the Guangyang Island project was highlighted. Based on those, we

developed preliminary ecosystem products. In terms of the platform construction, we steadily promote the integration of Citymaker engine of Gvitech and our graphics platform to rapidly enhance the massive spatial data management, 3D GIS capability, large scene scheduling and rendering capability. The CIM platform has taken initial shape with project scale application capability.

When it comes to the digital college business, the digital teaching platform was launched and successfully covered more than 1,000 target colleges and universities. In terms of majors, the platform was expanded from cost estimation to construction management and design majors. Based on the new decoration industry workers, we have organized "Glodon + construction enterprises + colleges" to build a new industry college so as to supply talents for more than 10 first-class construction enterprises, such as China Construction Fourth Engineering Division, China Construction Fifth Engineering Division and China Construction Bureau and Bridge Engineering of CTCE, based on the resources of students from existing colleges.

In terms of the digital supply and procurement business, the bilateral matchmaking mode has basically taken shape under the supply chain platform, resulting in improvement in the business scale and service standard. The upgrading of the platform was recognized by customers. The demand-side purchaser operation achieved scale growth. The supply-side products were upgraded to solutions, and were extended to marketing growth and green building materials on the basis of the original supply-side smart marketing services, helping customers upgrade from value in efficiency to value in new revenue streams.

To develop the digital finance business, we firmly consolidated the foundation of digital credit business, optimized digital risk control products, established digital asset management system for the core scenarios of large enterprises, and developed supply chain financial service platforms for two construction groups of the State-owned Assets Supervision and Administration Commission of the province during the Reporting Period. The platform covers data access to multiple scenarios such as material acceptance and smart construction sites, helping all parties involved in the customer's supply chain system to achieve efficient financing and reduce overall costs.

5) Overseas business:

We actively responded to multiple severe challenges such as international geopolitics and economic downturn, and maintained stable development of the overseas business, achieving an operating income of RMB 153 million during the year, basically the same as the previous year.

As for the international cost estimation, the subscription revenue from Cubicost products accounted for over 60%, and the application rate of pricing and quantity takeoff products was further increased. As a part of our attempt to develop new digital cost solutions in overseas market, we cooperated with JTC Corporation of Singapore, and Ministry of Public Works of Indonesia and its 29 provincial centers on construction cost management.

In terms of international development of construction management segment, we released AI-aided design function for MagiCAD and continued to expand its leading position in core regions, while maintaining good growth momentum in key regions such as UK, Germany and Italy.

(3) Continuous advancement of core technologies supports key business development

During the Reporting Period, the Company focused its investments on graphics technology and artificial intelligence to ensure that the core technology supports development of key businesses. The core graphics technologies were expanded from housing construction to infrastructure and CIM scenarios, further supporting the

performance improvement in the Glodon NOVADesign Housing (Architecture, Structure and MEP) set and Glodon NOVADesign Road product, as well as the application of drawings for construction infrastructure products in high-volume component scenarios. In terms of artificial intelligence, thanks to its active efforts in the industry AI application innovation and technology research, the Company has made breakthroughs in deep learning-based interactive generation technology, and it has applied Foundation Model technology in construction cost business to provide services such as intelligent determination of comprehensive unit price and intelligent quantity calculation. The general building arrangement tool in intelligent design (arranging buildings in accordance with mandatory building codes) has been used by users for verification purpose, enabling the Company to be the domestic leader in real-time daylight analysis performance. Mass production has been achieved for labor face recognition terminals, and a number of CV safety hazard identification algorithms have been integrated into hummingbird box products (an industrial-grade edge computing endpoint applied at construction sites). As a part of its commitment to protection of intellectual property rights, the Company issued its Patent Management System in 2022. In the same year, the Company was granted 22 new invention patents, and registered 281 new software copyrights and 78 new trademarks. Thanks to those, the Company was granted the honorary title of "National Intellectual Property Advantage Enterprise for 2022" by China National Intellectual Property Administration.

(4) Value chain was optimized and upgraded by focusing on customer success

Based on its positioning as a "digital enabler", the Company continued to deepen the application of customer success indicators so that they cover all of its key products. In terms of the pilot products, an end-to-end closed loop has been created, which means values of those products have been realized, and the pilot products attained improvement in both key scenarios and key indicators. Customer success indicators have driven implementation of key sales and service actions, thus creating interconnection between customer needs and the Company's production and research, marketing, service and functional departments.

In 2022, the Company further promoted the standardized organization management. Digital Glodon established preliminary procedures, indicating the transformation of process development from management to operation. The digital system supports business procedures, thus improving operational efficiency across the board. The digital system is characterized by data-driven efficient decision-making through a unified database to support scenarios such as operational analysis and asset management. In the face of the complex and changing external environment, the Company especially allocates more resources to human resource management. To be specific, the Company carries out campus recruitment and development program and grassroots cadre development program, and optimizes the job qualification system to promote the internal flow of talents. The Company also continuously improved performance management and value distribution, thus driving the rapid upgrade of its talent pool.

(5) Empower digital transformation for the construction industry to expand brand influence

Based on the current systematic trend of enterprises in the digital transformation, the Company provides the industry with concepts, paths, methods, solutions and best practice benchmark cases for digital transformation. In this regard, the Company raised a groundbreaking proposition of "systematic digital reshaping of enterprise control and expansion". Such proposition gains resonance in the industry as it hits the pain points and mistaken areas of enterprises in their transformation. During the Reporting Period, the Company participated in the compilation of several national standards and industry specifications, such as the Standard for Collaborative Management of

Intelligent Construction and Building Industrialization, providing guidance for the digital transformation of the industry. Focusing on the value proposition of "systematic digitalization", the Company has announced its proposition to the market and actively participated in the Digital China Summit and other events to convey to global practitioners Glodon's thoughts and practical insights on the digital transformation and upgrading of the construction industry, thus expanding its global influence.

In 2022, the Company continued to grow its corporate influence, strengthen its product influence, and enhance its capital market and social responsibility influence. With its continuous outstanding contribution in the technology innovation, the Company has been ranked as one of the "Top 100 Enterprises in Comprehensive Strength of Beijing Software and Information Technology Service Industry" by the Beijing Software and Information Service Industry Association for seven consecutive years and one of the "Top 100 Private Enterprises in Beijing" by the Beijing Federation of Industry and Commerce for five consecutive years. The Company was also ranked eighth in the "Top 100 Beijing Private Enterprises in Science and Technology Innovation". Several of our products such as "Glodon BIM Material Management Software" were selected into the list of "Beijing New Technology and New Products (Services)" jointly recognized by five departments such as Beijing Municipal Science and Technology Commission, and Beijing Municipal Development and Reform Commission. The integrated digital developer solution was awarded the "2022 Big Data Sands Award" in the 7th Big Data Industry Ecology Conference. During the Reporting Period, the Company was granted multiple awards, such as the "Top Ten Excellent Corporate Governance Cases in 2022", "Golden Bull Most Valuable Investment Award", "Top 100 Value Companies Listed on the Main Board" and "Top 100 ESG Companies" by various mainstream securities and financial media for its standardized corporate governance, excellent investor relations and good ESG performance. The Company saw a stronger brand influence and recognition in the capital market.

3. Major accounting data and financial indicators

(1) Major accounting data and financial indicators for the previous three years

Whether the Company need to retrospectively adjust or restate its accounting data for previous years

Yes No

Unit: Yuan

	2022 Year-end	2021 Year-end	Change from end of previous year to end of this year	2020 Year-end
Total assets	11,545,493,530.94	10,067,626,141.36	14.68%	9,547,097,154.33
Net assets attributable to shareholders of the listed company	6,311,747,170.12	5,787,737,027.21	9.05%	6,402,241,169.54
	2022	2021	Year-on-year Change	2020
Operating income	6,552,355,812.47	5,562,216,443.14	17.80%	3,947,083,029.86
Net profit attributable to shareholders of the listed company	966,734,779.17	660,974,286.88	46.26%	330,388,350.03
Net profit attributable to shareholders of the listed company after deduction of non-recurring profit and loss	919,252,904.33	651,128,119.78	41.18%	301,547,467.71
Net cash flow from operating activities	1,647,598,520.47	1,601,350,833.93	2.89%	1,876,130,837.67
Basic earnings per share (Yuan/share)	0.8215	0.5636	45.76%	0.2867
Diluted earnings per share (Yuan/share)	0.8193	0.5636	45.37%	0.2858

Weighted average ROE	16.57%	10.59%	5.98%	6.94%
----------------------	--------	--------	-------	-------

(2) Quarterly major accounting data

Unit: Yuan

	Q1	Q2	Q3	Q4
Operating income	1,123,010,514.36	1,631,888,429.03	1,683,217,562.89	2,114,239,306.19
Net profit attributable to shareholders of the listed company	108,780,897.31	288,086,473.50	241,439,279.31	328,428,129.05
Net profit attributable to shareholders of the listed company after deduction of non-recurring profit and loss	93,990,853.99	275,119,435.92	240,610,900.56	309,531,713.86
Net cash flow from operating activities	-383,987,214.57	306,176,861.83	424,928,117.45	1,300,480,755.76

Whether the above financial indicators or their sums are significantly different from those disclosed in the Company's quarterly financial reports or interim financial reports

Yes No

4. Share capital and shareholders**(1) Table of number of ordinary shareholders and preferred shareholders with restored voting rights and the shareholdings of top 10 shareholders**

Unit: share

Total number of ordinary shareholders as of the end of the reporting period	27,323	Total number of ordinary shareholders at the end of the month immediately before disclosure date of annual report	29,299	Total number of preferred shareholders with restored voting rights at the end of the reporting period	0	Total number of preferred shareholders with restored voting rights at the end of the month before disclosure date of annual report	0
Shareholding of top-10 shareholders							
Name of shareholder	Nature of shareholder	Shareholding percentage	Number of shares held	Number of shares subject to trading restrictions	Pledged/labeled/frozen		
					Status of shares	Quantity	
Diao Zhizhong	Domestic natural person	15.95%	190,064,845	142,548,634	Pledged	36,608,300	
Hong Kong Securities Clearing Company Ltd.	Overseas legal person	14.41%	171,674,300	0			
Chen Xiaohong	Domestic natural person	4.70%	55,970,000	0			
Wang Jinhong	Domestic natural person	4.28%	51,023,602	38,267,701			
Tu Jianhua	Domestic natural person	2.74%	32,686,765	0			
HHLR Management Pte. Ltd - China Value Fund(Exchange)	Overseas legal person	2.49%	29,714,738	0			
An Jinghe	Domestic natural person	1.91%	22,730,084	0			
Wang Xiaofang	Domestic natural person	1.68%	20,000,000	0			
National Social Security Fund 102 Combination	Others	1.39%	16,504,842	0			
Aberdeen Asset Management Asia Limited- Aberdeen Standard SICAV I - China	Overseas legal person	1.15%	13,708,561	0			

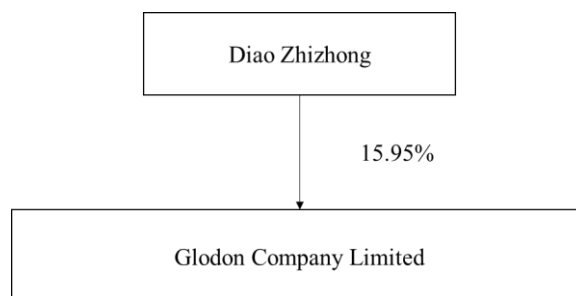
A Share Sustainable Equity Fund						
Explanation on any connections or acting-in-concert among the above shareholders	There is no connection among the above natural person shareholders, nor are they persons acting in concert as regulated in the Measures for the Administration of the Takeover of Listed Companies. The Company is also not aware of any connection among other shareholders or whether they are acting in concert as regulated in the Measures for the Administration of the Takeover of Listed Companies.					
Description of shareholders participating in Margin Trading (if any)	Not applicable					

(2) Table of number of preferred shareholders and the shareholding of top 10 preferred shareholders

Applicable Not applicable

During the Reporting Period, there is no information about the shareholding of preferred shareholders of the Company.

(3) Chart of equity and controlling relationship between the Company and the acting controller



5. Information of bonds outstanding on the date of annual report issuance approval

Applicable Not applicable

III. Important Matters

During the reporting period, there were no significant changes in the company's operations. For details, please refer to Section 6 "Important Matters" of the "Annual Report 2022" published by www.cninfo.com.cn

Glodon Company Limited

Chairman: Diao Zhizhong

March 23, 2023