ZYLOX TONBRIDGE

Zylox-Tonbridge（2190.HK）

2026 Interim Results Presentation

August 2026

INNOVATION FOR QUALITY LIFE

为生命 恒创新

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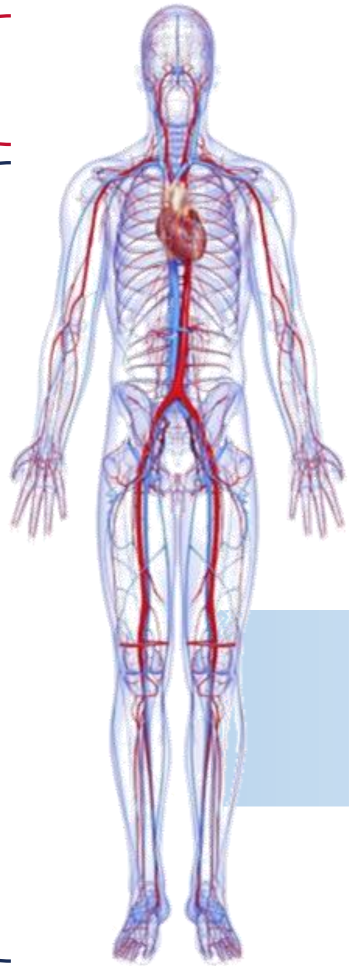
Leading Player in Neuro- and Peripheral Vascular Interventional Medical Device Market in China

Neurovascular Intervention

Peripheral Vascular Intervention



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Neuro-vascular

Peripheral vascular

International Market

Vascular Intervention Industry Transformation

Aging

Innovation Breakthrough

11 New NMPA Approvals in 2026H1

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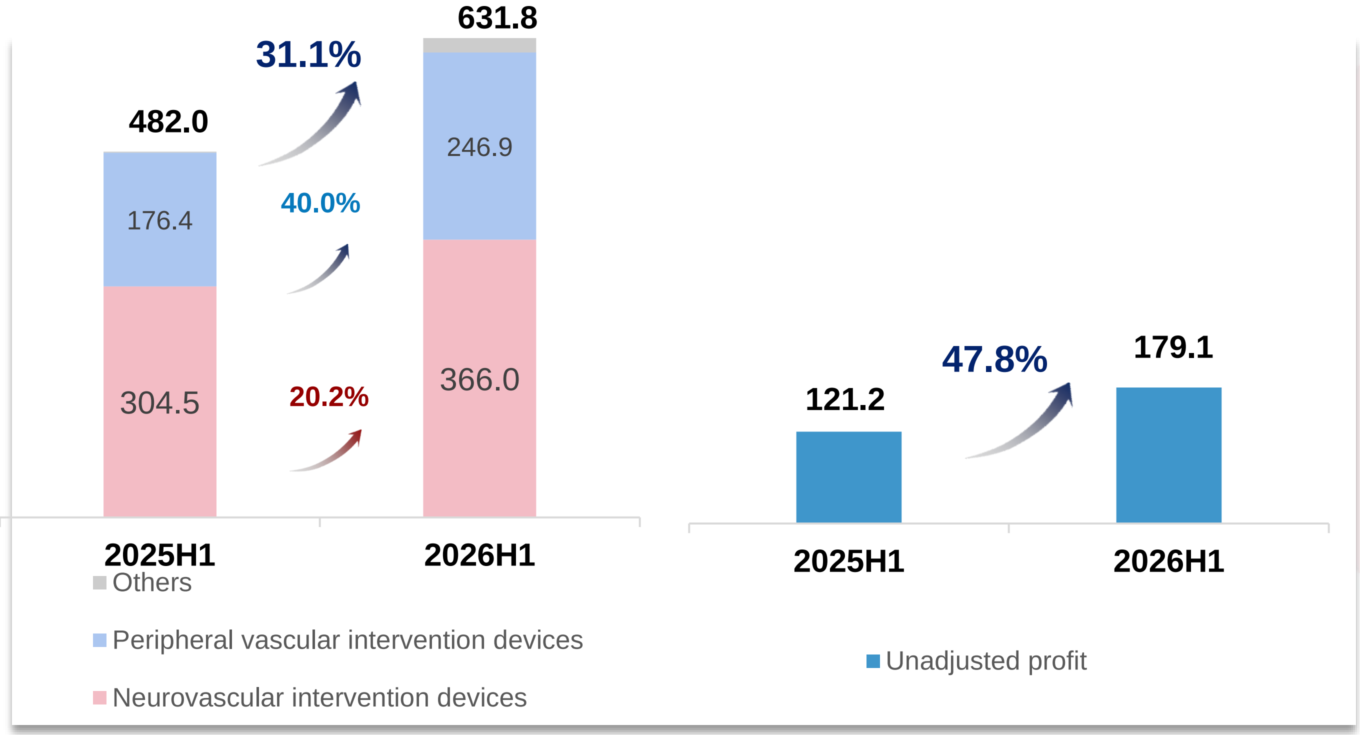
Note:
1. Statistics period: from January 1, 2026 to the date of the results announcement

Business Highlights

Rapid Revenue & Profit Growth

(in RMB million)



Business Progress

- **11** New NMPA Approvals in China in 2026H1
- Overall Gross Profit Margin: **73.4%**
- Overseas Revenue **+349.3%** YoY (**11.2%** of total)
- Key Overseas: EMEA 76.2%, LatAm 15.9%, APAC 7.9%
- 2026H1 Share Repurchase: HK$120 million

International Expansion

- Products Commercialized in **70** Countries/Regions
- Distribution Network Covering **135** Countries/Regions
- **62+** products under registration in **47+** countries/regions
- International Synergy: **60%** controlling stake in optimed ;Germany, France : Distribution To Direct Sales
- Integrated Sales, Supply Chain and Manufacturing into a Resilient Global Platform

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01

Financial Highlights

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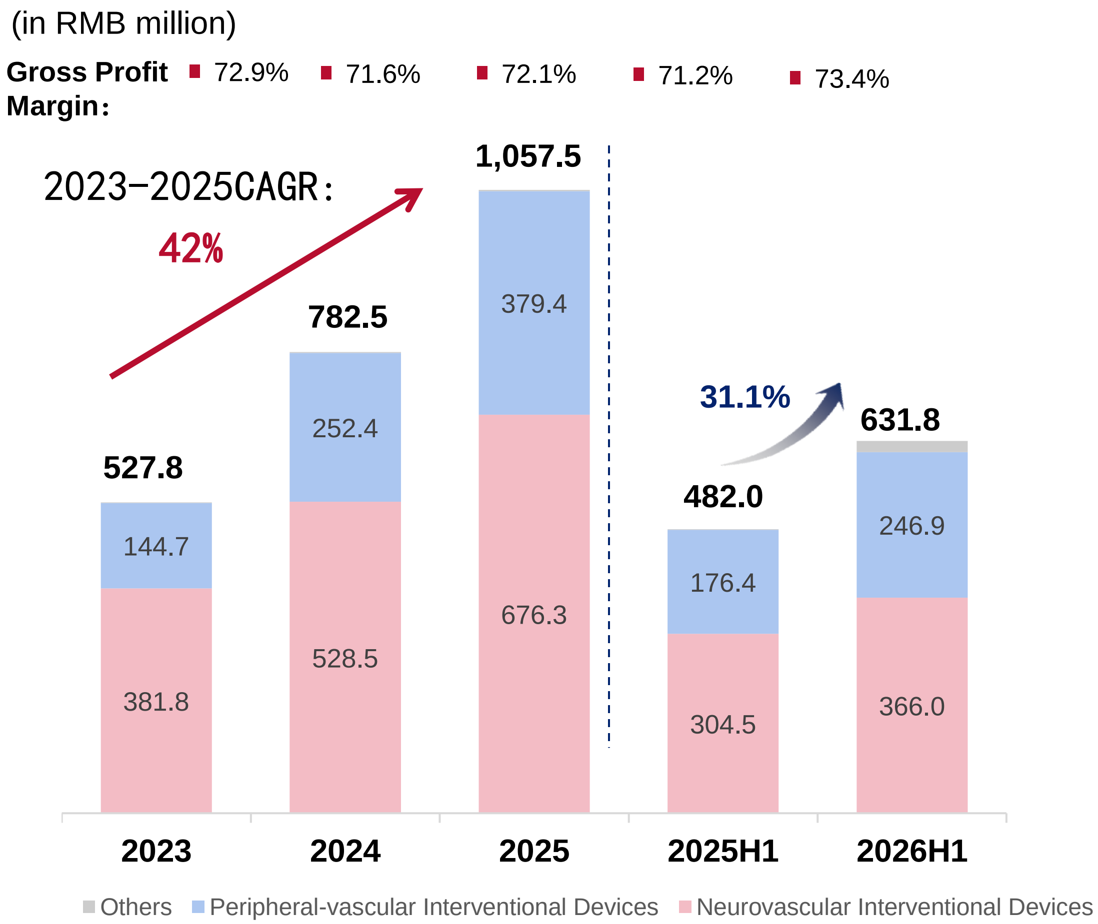
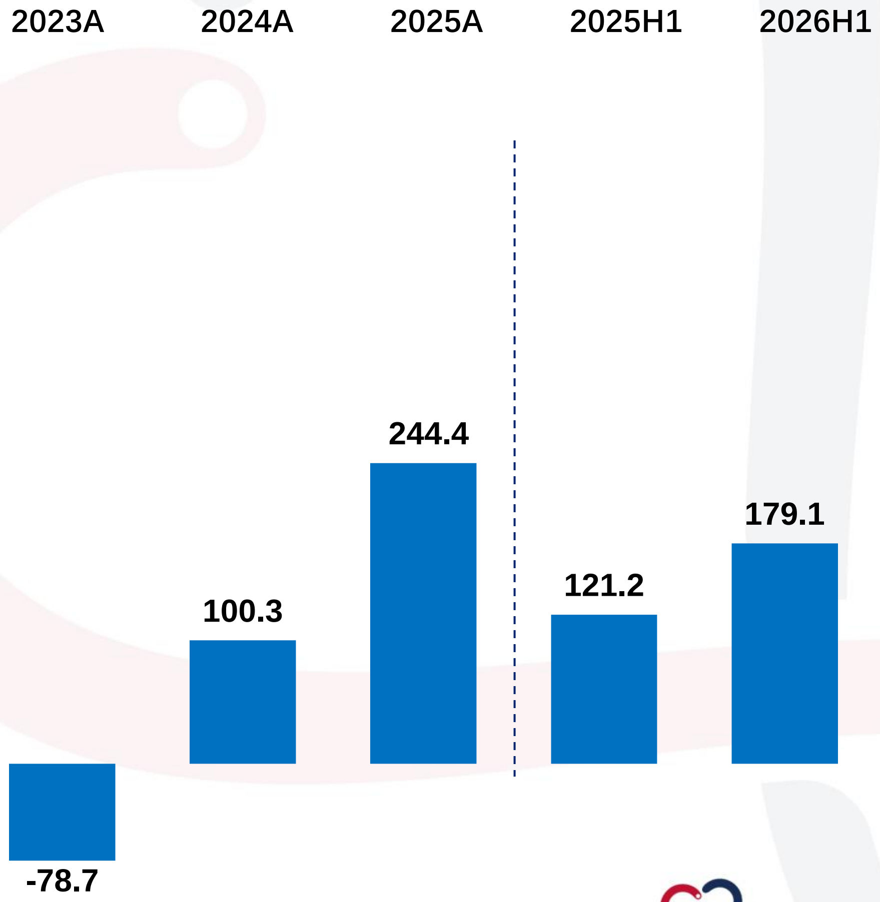
Refine Portfolios, Achieve High Growth and Steady Profit

Revenue sustained strong growth from 2023 through 2026H1 [1]



Net Profit / (Loss) [2]



Notes:

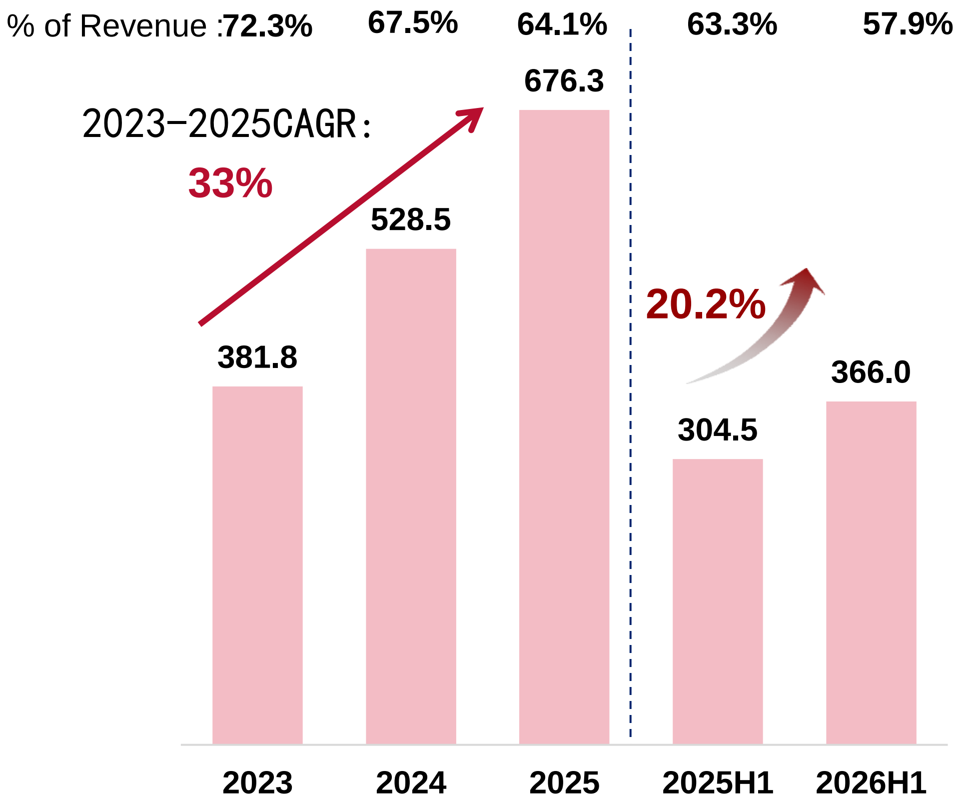
1.2026 H1 includes other income of RMB 19 million.

2.The adjustment relates to share-based compensation, totaling approximately RMB 9.702 million for 2026 H1.

Neurovascular - Steady Revenue Growth

Revenue of Neurovascular Products

(in RMB million)



Main Source of Revenue

Flow Diverter

Intracranial upport Catheter

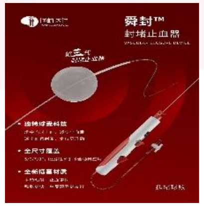
Detachable Coil System (I & II)

Clot Retriever Device

Neurovascular Guidewire

Other Launched Products

Embolization Assist Stent



Balloon Vascular Closure Device

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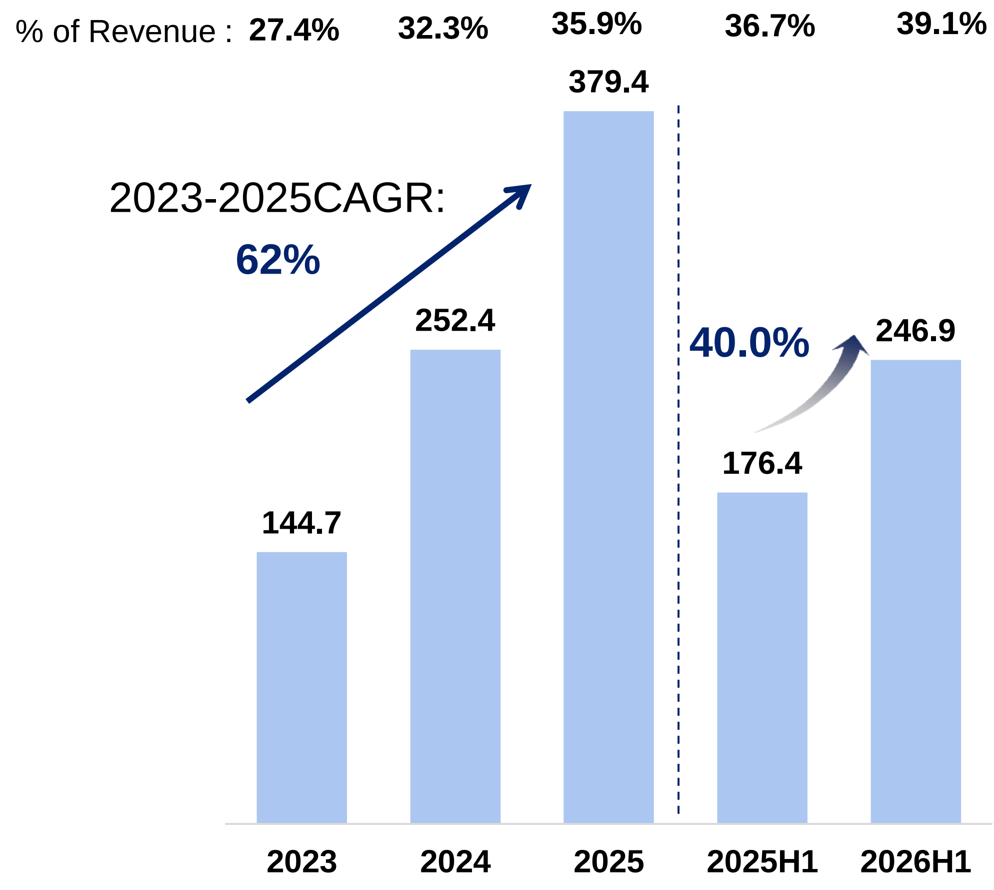
Peripheral-vascular - Rapid Revenue Growth

Revenue of Peripheral-vascular Products

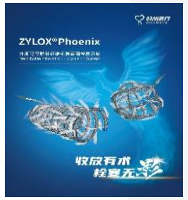
(in RMB million)



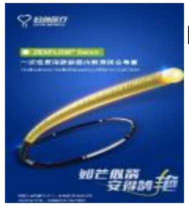
Main Source of Revenue

Drug Coated PTA Balloon Catheter

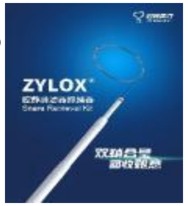
PTA Balloon Catheter



Peripheral Fibered Detachable Coil Occlusion System



Endovenous Radiofrequency Ablation (RFA) Catheter



Snare Retrieval Kit for IVC Filter

Retrievable Inferior Vena Cava Filter

其他重点上市产品

Scoring Balloon Catheter

Large Lumen Peripheral Thrombus Aspiration Catheter

Suture-mediated Closure System

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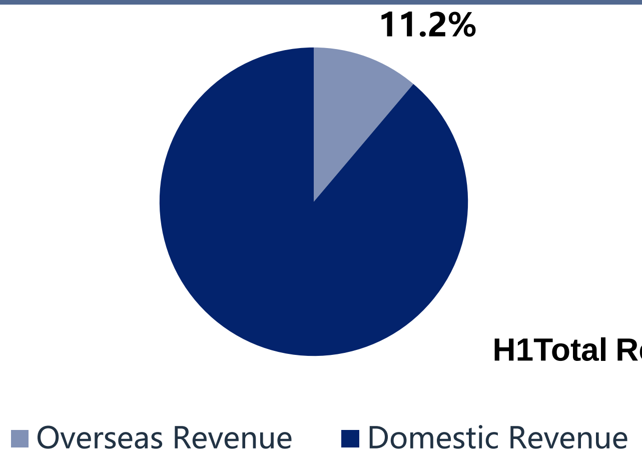
Overseas Market Growth Accelerates, Overseas Revenue +349% YoY

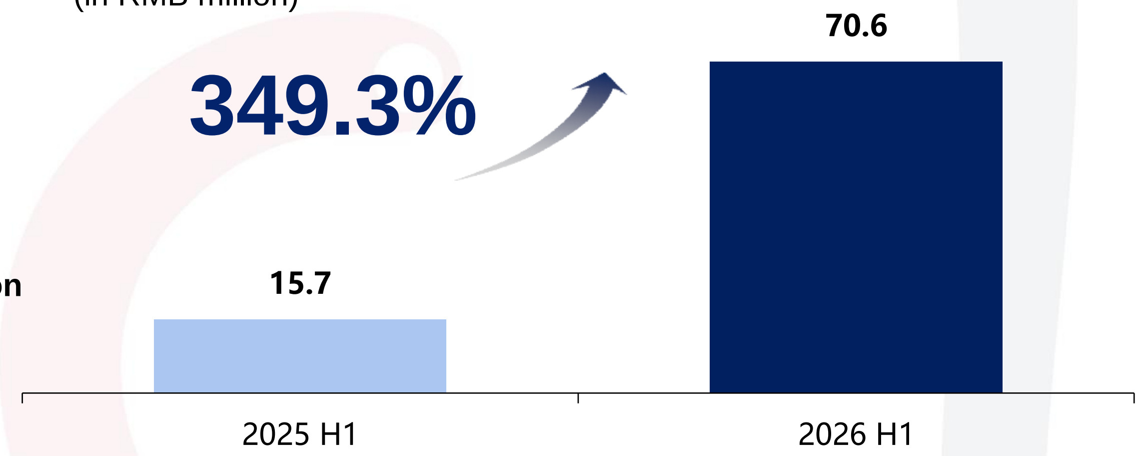
Overseas Revenue as % of Total Revenue



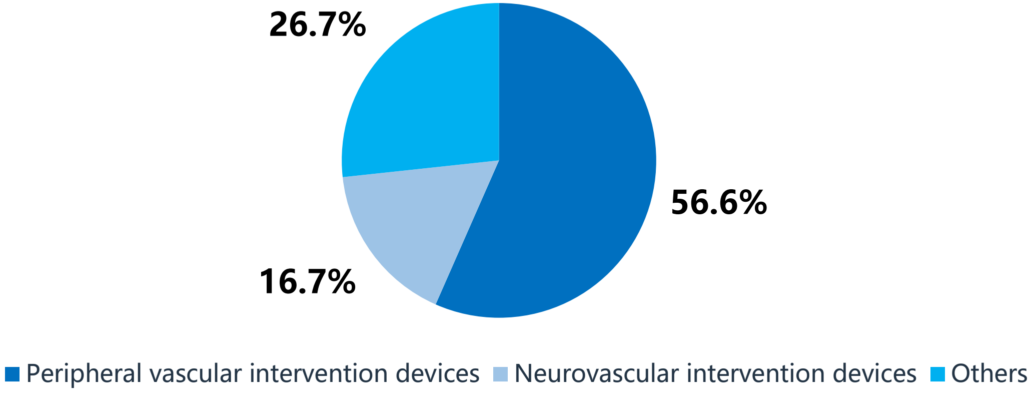
H1Total Revenue: RMB 631.8 million

2025H1 vs 2026H1 Overseas Revenue Comparison

(in RMB million)



Overseas Business Line Breakdown (by Revenue Share)



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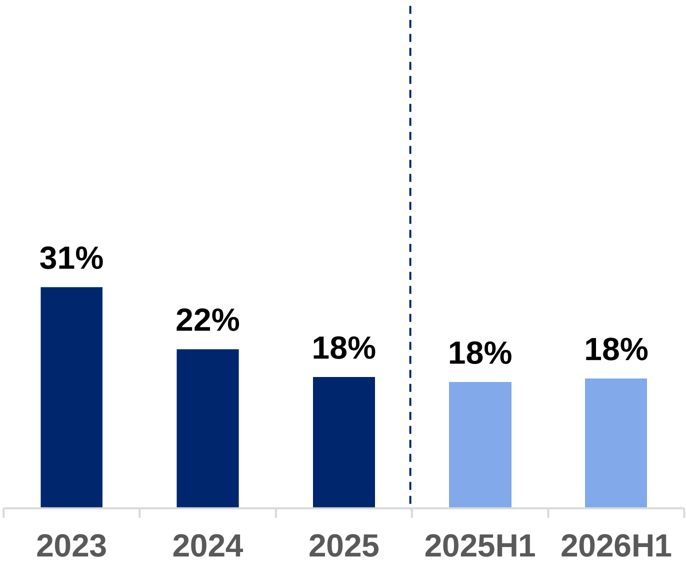
Leverage scale advantages, continuously improve operational efficiency

Selling and Distribution Expenses

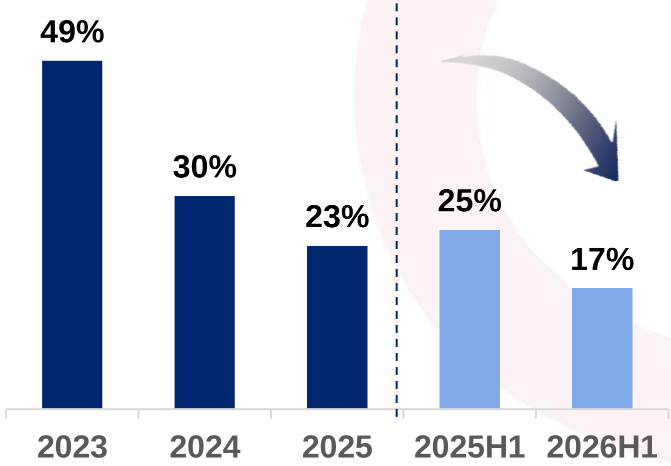
% of Revenue



Amount (in RMB million)	2023	2024	2025	2025H1	2026H1
	164	175	195	85	115

R&D Expenses

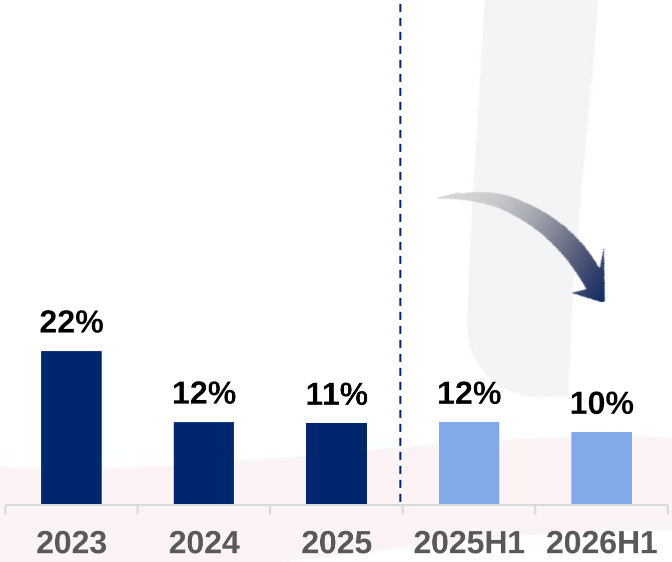
% of Revenue



2023	2024	2025	2025H1	2026H1
261	233	247	122	106

Administrative Expenses

% of Revenue



2023	2024	2025	2025H1	2026H1
114	91	121	56	65

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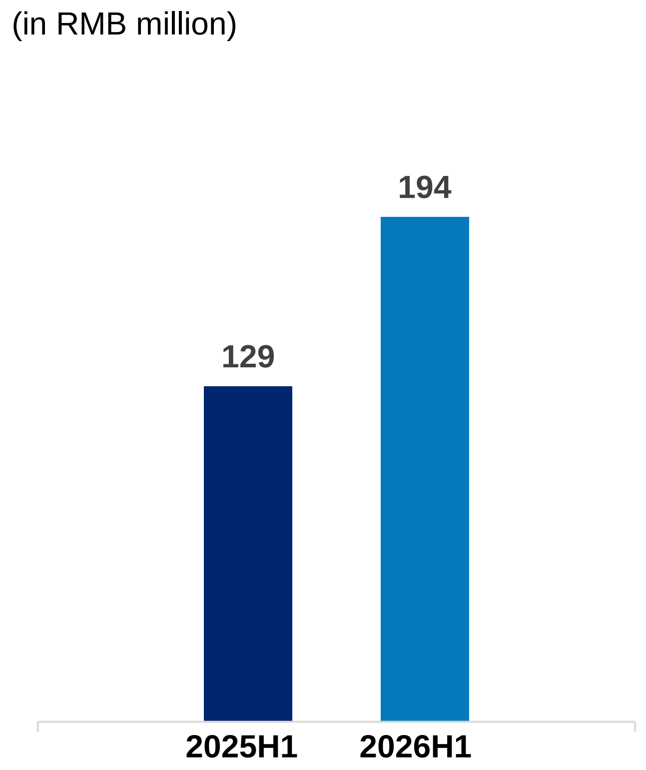
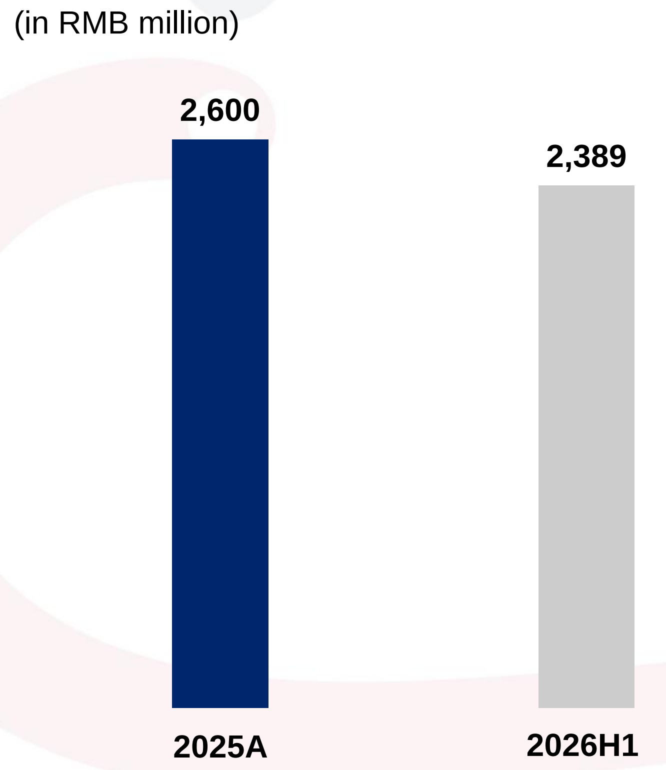
Sufficient Cash and Efficient Operations to Support Rapid Growth in the Coming Years

Cash From Operating Activities



2026H1 Cash Status



1.Total cash at end-2025 and 1H2026 include cash and cash equivalents, time deposits, and financial assets at fair value through profit or loss. The decline in cash for the period was mainly attributable to the acquisition of optimed.
2.Operating cash inflow in 1H2026 amounted to RMB 194 million, primarily from ordinary sales activities.

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02

Sales and Marketing

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VBPs: Process Nears Completion

Key VBPs Completed

2022
- Coils:Jilin 21-Province Alliance VBP
- Neuro Full Product Line: Henan Public Hospital Alliance VBP (Renewed)
- Peripheral Full Product Line: Henan Public Hospital Alliance VBP (Renewed)

2023
- Intracranial Support catheter: Jiangsu
- Intracranial Support Catheter: "3+N" VBP(10+Provinces)
- Intracranial PTA Balloon : Jiangsu
- Thrombectomy Stent: "3+N" VBP(10+Provinces)
- DCB: Hebei-Sanming Alliance (Renewed)
- Thrombolytic Catheter:"3+N" VBP(10+Provinces)

2024
- Flow Diverter : Hebei Alliance VBP (25Provinces)
- Intracranial PTA Balloon : Hebei Alliance VBP (27Provinces)
- Peripheral PTA Balloon : Hebei Alliance VBP (27Provinces)
- Peripheral Guidewire: Gansu Alliance VBP(24Provinces)
- Peripheral Vascular Stents: National VBP
- Flow Diverter : Anhui VBP
- Vascular Closure Device: Fujian VBP
- Thrombectomy Stent: Anhui VBP

2025
- DCB: National VBP
- Vascular Closure Device: Henan Alliance VBP Renewed (19 Provinces)
- Flow Diverter : Guangdong VBP
- Balloon Vascular Closure Device: Henan Alliance VBP Renewed (19 Provinces)
- Flow Diverter, Coil, Thrombectomy Stent: Beijing VBP
- Vascular Sheath: Henan Alliance VBP Renewed (19 Provinces)
- Neuro Access, Thrombectomy Stent, Peripheral Coil, etc.: Jiangxi VBP
- Neuro Catheter, Guidewire: Guangdong VBP

2026H1
- Microcatheter: Zhejiang Alliance VBP (20+ Provinces, partially implemented)
- Neuro Access Catheter: Zhejiang VBP (Selected in August)
- Inferior Vena Cava Filter: Shandong VBP (Selected)
- Flow Diverter: Zhejiang VBP (In progress)
- Inferior Vena Cava Filter: Fujian VBP (Announced)
- Filters, Peripheral Balloons, Guidewires: Guangdong VBP (Preparatory phase)
- Coils: Jilin Alliance VBP Renewal (Preparatory phase)
- Intracranial Stents, Thrombectomy Stents, etc.: Guangdong VBP (Announced)

Upcoming VBPs

2026H2
- Peripheral Coils, Thrombolytic Catheter: "3+N" Alliance VBP Renewal (Announced)
- Peripheral Guidewires: Xinjiang Alliance VBP (Preparatory phase)
- Flow Diverter: Jiangsu Alliance VBP (Preparatory phase)

Nearly all products covered by VBP

Global Deep Dive, Sustained Peripheral Business Growth

Full-Scale Layout · Breakthrough Innovation

- Accelerated expansion into overseas markets to unlock the second-growth curve
- Full-spectrum coverage of lower-limb arterial, venous and hemodialysis access to enrich the product portfolio
- Pipeline of innovative products to sustain future growth

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Solidify Neurovascular Business for Long-term Growth, Build Momentum for Global Expansion

Brand Power · Growth Leadership

- Retain leading position among domestic players
- Progressing hospital adoption with improving market share
- Positioned in the global neurology market
- Strengthen pipeline for intracranial hemorrhagic stroke & stenosis to drive long-term growth

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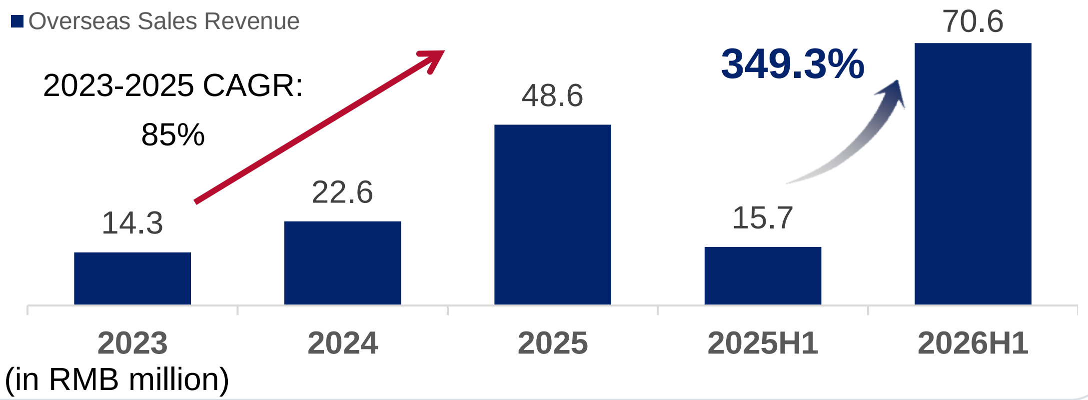
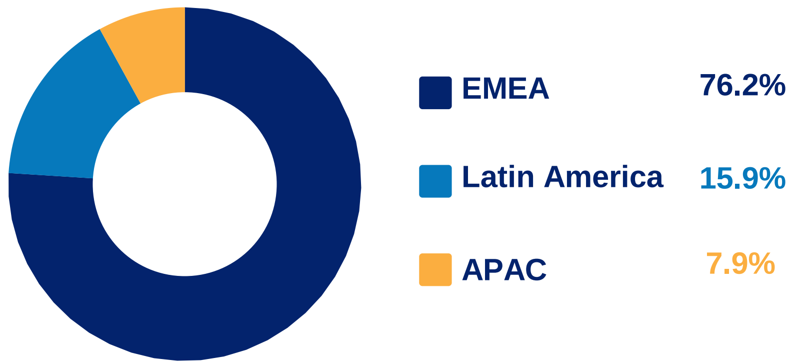
Joint Management of Global Distribution Network & Synergistic Dual-Brand Expansion

Overseas Revenue Growth



Revenue Share by Key Region



EMEA

- European market: deeper penetration in Italy, the Netherlands, Denmark, Spain and other markets
- Italy, UK, Spain: optimed distributors with **20+** years of partnership have joined Zylox-Tonbridge; EMEA distributor count surpassed **70**
- Secured access to **15** core hospitals and clinical resource licenses, covering Germany, Turkey, Kazakhstan, Poland, UAE and other markets
- Middle East achieved full product-line sales; South Africa and other regions: dual-brand distribution network established

Latin America, APAC

- Multiple products completed Brazil ANVISA Class-IV (highest-risk) registration (top regulatory tier)
- Flagship products such as vascular closure devices gained market access in core markets including Brazil and South Korea, and were successfully used in clinical procedures at Seoul National University
- APAC region: full product-line sales achieved. Brazil, Vietnam and other regions: dual-brand distribution established

~35 staff

International Sales & Marketing Team

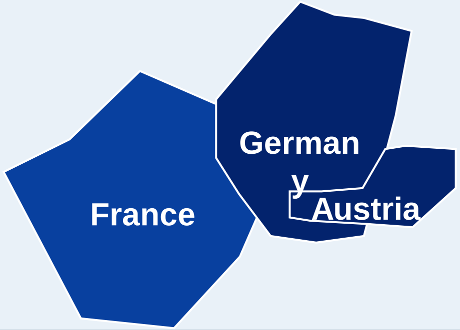
Team Overview

Covering 70 countries/regions

With optimed, dual-brand synergy to jointly manage the global distribution network

Breakthroughs in European Direct Sales, Dual-Brand Synergy Deepens

European Direct Sales Market



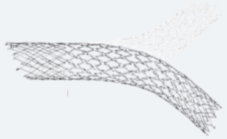
Direct sales markets in Germany, Austria and France

- Covering **80%+** of GPO organizations in Germany and France, including Helios, Marienhaus GmbH, Barmherzige Brüder, Asklepios, SANA, etc.
- Zylox-Tonbridge products secured first direct sales orders in Germany and France in July 2026

Experienced Direct Sales Team

- ~15-person direct sales team in Germany, Austria and France
- Core members bring 15–30 years of medical device experience, formerly at Abbott, Medtronic, Penumbra, etc.
- Team deeply rooted in local commercial networks and clinical resources across Germany, Austria and France

Core products highly regarded by KOLs



sinus-Obliquus

sinus-Venous

Zenflex Pro

Zenfluxion

optimed

Venous stent 20% market share in Germany

Ureteral stents: 31 product types; market leader in Germany

Zylox-Tonbridge

Peripheral Drug-eluting Stent System 30%+ market share in parts of EMEA

Global Integration Accelerate Overseas Market Expansion

Key Milestones in the Acquisition

2026.01
Signing of acquisition agreement

2026.04
Completion of 60% equity closing

Global Integration and Synergy

Team Integration

An executive-led integration team merged sales and marketing into a single global team with aligned incentives.

Cultural Integration

With "Quality and Diligence" as a shared value, blending optimed's precision-engineering heritage with Zylox-Tonbridge's strong execution.

Two-way flow of technology/resource

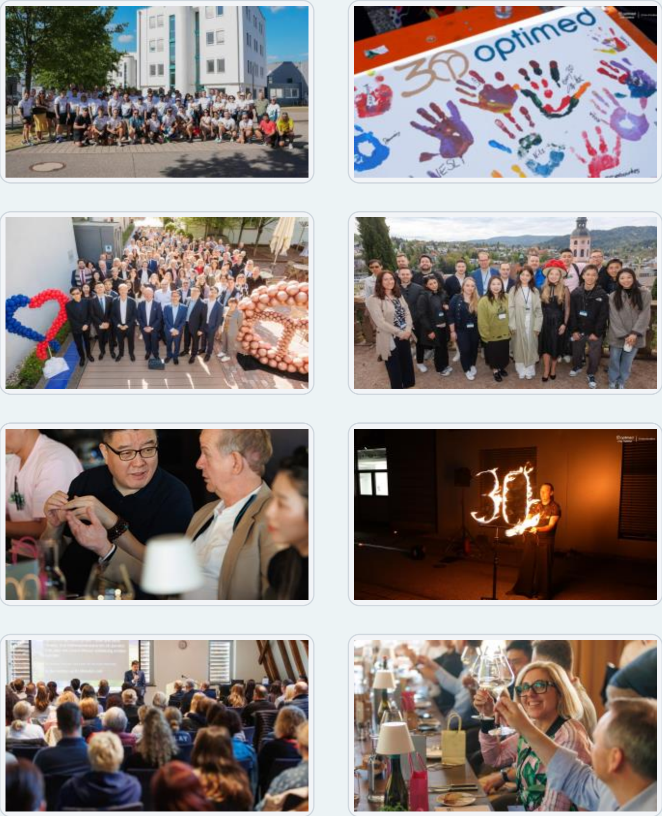
China
Management / Supply chain expertise
→ Empowering Germany

Germany
Precision engineering / Technology
← Feeding back to China

Full-function synergy

- Supply chain sharing
- Production automation
- Logistics optimization
- Deep back-office collaboration

Synergy in Unity



International Team · Collaborative Co-creation

03

R&D

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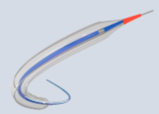
Key Product Pipeline: 2026-2028

	Neurovascular Interventional Portfolio					Peripheral-Vascular Interventional and Vascular Closure Devices Portfolio				
	Intracranial Ischemic Stroke	Intracranial Stenosis	Intracranial Hemorrhagic Stroke	Intracranial Access	Carotid Artery Stenosis	Arterial	Venous	Hemodialysis Access	Peripheral Embolization Intervention and Others	Vascular Closure Devices
2026		Intracranial Stent		Adjustable Microcatheter		Scoring Catheter; IVL System; OCT Guided Peripheral vascular Atherectomy Catheter Series; Cutting Balloon; DCB-BTK	Octoplus Elite Vena Cava Filter II		Peripheral Coil	
2027		Drug Coated Self-expandable Intracranial Stent; Intracranial OCT System; Intracranial Venous Balloon	Liquid Embolic System			Peripheral Spot Stent System; Balloon Expandable Covered Stent	Thrombectomy Catheter		Absorbable Coil	
2028			Self-expandable Aneurysm Embolization Device		Carotid Stent					

One-stop Haemodialysis Access Maintenance Solution



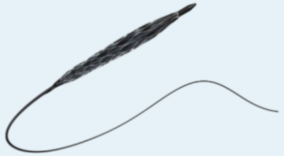
Scoring Balloon

ZENFLOW Pufferfish

The First Directional Scoring Balloon for Hemodialysis Access in China

Key Advantages

- **Directional cutting:** **120°-spaced triangular** spines deliver high radial pressure for robust dilation
- **Flexible and safe:** Extra-hard nylon wires with strong trackability. Smooth balloon surface lowers vascular injury; dual-end fixation ensures secure embedding & retrieval without deformation or stretching
- Strong lesion dilation capability, superior deliverability & safety — **key upgrade** for access-stenosis treatment



Scoring Catheter

TRANSFORMER Peripheral Scoring Catheter

The Only Peripheral Scoring Catheter in China

Key Advantages

- **Uniform low-pressure dilation:** 14 circumferentially-arranged scoring wires enable 360° even low-pressure expansion for calcified lesions
- **Structural innovation:** **a proprietary topological geometry flipping mechanism** makes the pressure unit's "flip-reset" fully controllable
- **Safe delivery:** Enhanced balloon recoil post-deflation yields a compact profile for secure retrieval; scoring balloon is re-usable

PTA Balloon Dilatation Catheter

KINGKONG Peripheral High-Pressure Balloon Catheter

Effectively Treats Refractory Stenosis

Key Advantages

- **Overcomes refractory stenosis:** RBP 40atm, actual burst pressure **>60atm**; ultra-low compliance, suitable for lesions >20atm, with a **100%** dilation success rate
- **The "last line of defense" for protecting vascular resources:** the preferred option at initial stenosis treatment, balancing "sufficient dilation benefit" and "vascular injury risk"
- **Domestic substitution:** an essential product for pre-dilation of refractory stenosis

Market Overview

Large Patient Pool · Sustained Growth
Approx. **1.18** million hemodialysis patients (2025), plus ~**0.18** million peritoneal dialysis patients, indicating a vast market

Growing Procedures · Rapid Expansion
Hemodialysis procedures ~**190k** (2025) -> projected **330k** by 2030E

Strong Clinical Need · High Stenosis Incidence
Stenosis is the most common access complication (**50-70%**); the traditional balloon post-procedural dissection rate is **37%**

Orca: A Core Tool for Iliac Artery Stenosis & Occlusion

Indications

- ✓ Indicated for the treatment of stenotic and/or occlusive lesions in the common and external iliac arteries.

Product Features

- ✓ Proprietary high-rigidity material: anti-calcification, anti-recoil & anti-collapse.
- ✓ Synergistic "TPU sleeve + pillow balloon" avoids stent dislodgement.
- ✓ 108 mm covered stent treats diffuse lesions, cuts thrombosis & restenosis risk.

Market & Innovation

- ✓ Only 2 imported products are commercialized in China; domestic-made alternatives remain absent.
- ✓ Feb 2026: Received NMPA Innovative Medical Device Designation

Balloon-Expandable Covered Stent

Otter: World's First Thrombectomy Device

Indications

- ✓ For endovascular clearance of acute lower-limb DVT. Acute DVT >50% of all DVT; >70% with subacute cases, high unmet clinical demand.

Product Features

- ✓ Combined thrombectomy/thrombolysis/aspiration enhances clot clearance & cuts blood loss.
- ✓ Built-in safety mechanism reduces complications..
- ✓ Compact all-in-one, no external console; suited for primary-care hospitals.

Market & Innovation

- ✓ World's first; Feb 2026: Received NMPA Innovative Medical Device Designation

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Thrombectomy Devic

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FALCO : China's 1st DFT Intracranial Aneurysm Embolization Assist Stent

DFT (Nitinol-Platinum Coated)

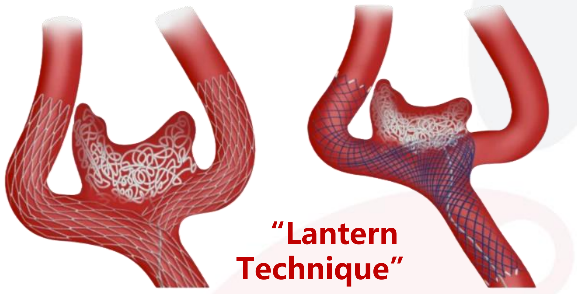
- ✓ Full radiopacity for accurate stent deployment & apposition, 4 markers for precise positioning
- ✓ Flexible braided design for tortuous anatomy

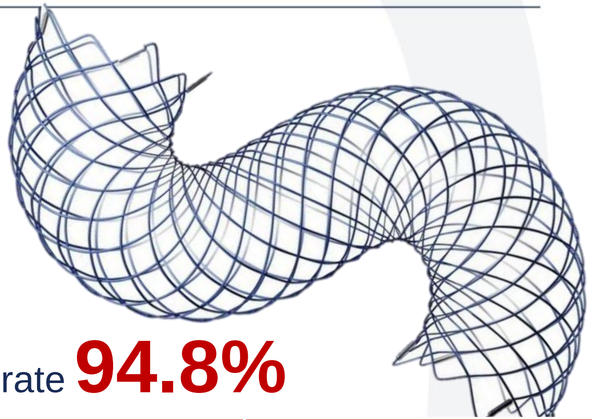
20% Metal Coverage

- ✓ Better protection for dense aneurysm embolization
- ✓ Higher metal coverage vs laser-cut stents, improving coiling for wide-neck ruptured aneurysms
- ✓ High conformability for lantern technique, saving stents in bifurcation lesions
- ✓ Compatible with smaller microcatheters for distal lesions

Blue Shield Thermal Oxidation Technology

- ✓ Pre-polished braided wires for thinner, smoother surface, reducing thrombosis risk





12-month complete occlusion rate **94.8%**

	Tonbridge Embolization Assist Stent	MicroVention LVIS/LVIS Jr.
12-month complete occlusion rate	94.8%	93.2%
Primary Implantation Success Rate	100%	100%
Immediate Aneurysm Occlusion Rate	89.2%	87.1%
6-month successful aneurysm occlusion rate	98.0%	99.0%
12-month successful aneurysm occlusion rate	100%	100%
12-month rate of severe ipsilateral stroke or neurological mortality	**2.9%**	**8.9%**
12-month all-cause mortality	1.0%	1.0%

Core Tool for Combating Cerebrovascular Malformations

Indications

- ✓ Core Non-Adhesive Embolic Product
- ✓ Use: Embolization for bAVM & DAVF
- ✓ bAVM: Vascular malformation→ ICH(intracranial hemorrhage) . 25-35% of young adult strokes (2nd leading cause of ICH, after hypertension).
- ✓ DAVF: Acquired shunt → venous hypertension → rupture risk.

Product Features

- ✓ Continuous, complete filling → lower residual risk, higher cure rates for large/complex lesions.
- ✓ Non-adhesive: Prevents catheter occlusion, enables precise superselectivity, reduces misembolization.
- ✓ Long-term stability: Permanent solidification, significantly lower recurrence rates.

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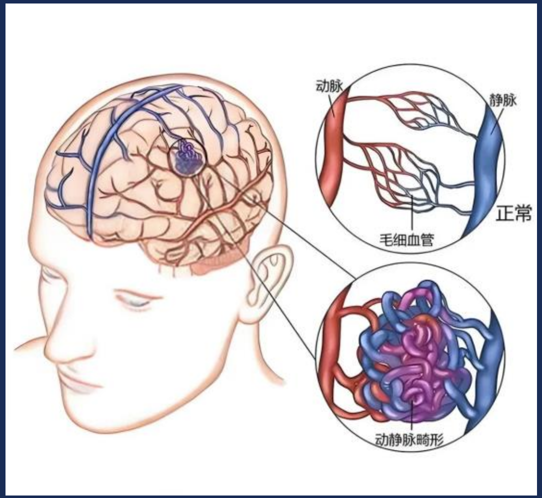
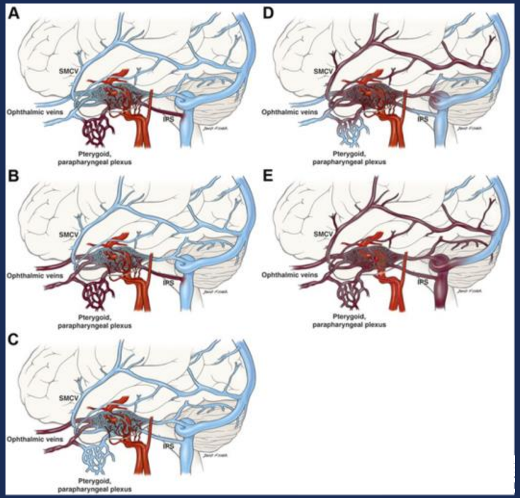
Liquid Embolic System



bAVM



DAVF

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Solving Challenges in Bifurcation Wide-Necked Aneurysms

Recognized Treatment Challenge

- ✓ Ideal for Wide-Neck Bifurcation Aneurysms. Bifurcation aneurysms(40-60% of intracranial cases)
- ✓ Complex Shapes, Turbulent Flow, High Rupture Risk & Challenging Treatment

Innovative Solution

- ✓ Coil + Flow Diverter Advantages Combined → Simple & Safe
- ✓ Nitinol Self-Expanding Mesh: Thrombosis & Endothelialization via Packing + Flow Disruption
- ✓ No Stent Assistance / No Long-term DAP

Blue Ocean Market with Huge Potential

- ✓ Limited commercial products in China vs. 10-30% penetration abroad, indicating enormous market potential.
- ✓ Dec 2025: Received NMPA Innovative Medical Device Designation

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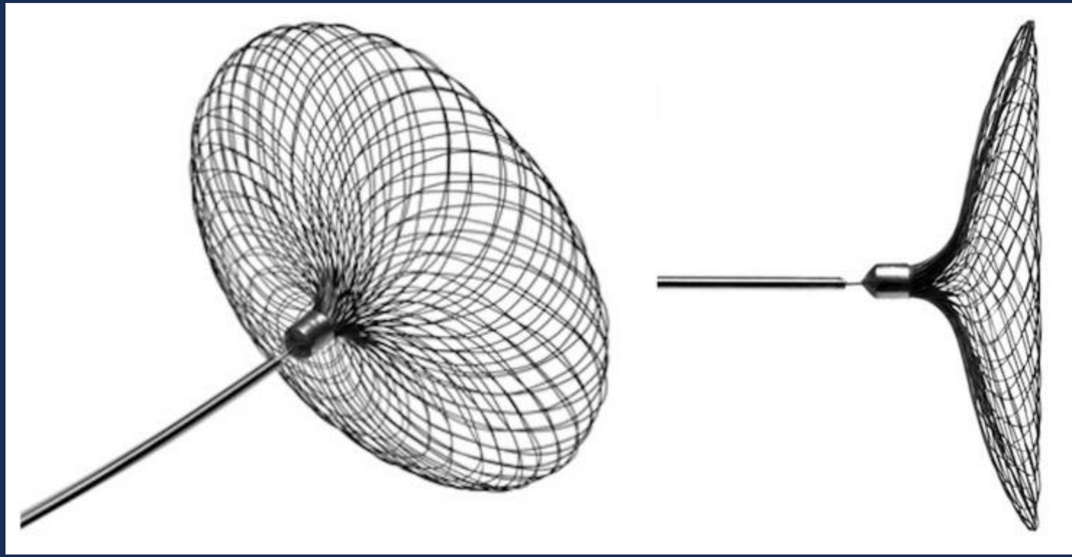
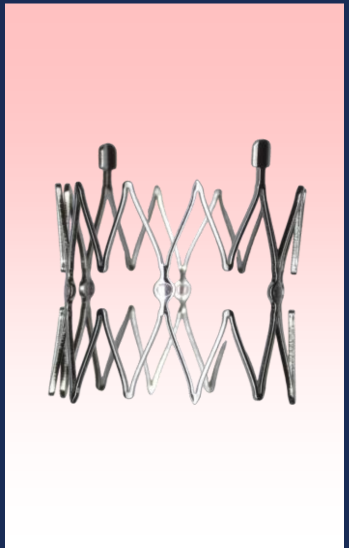
Self-expandable Aneurysm Embolization Device

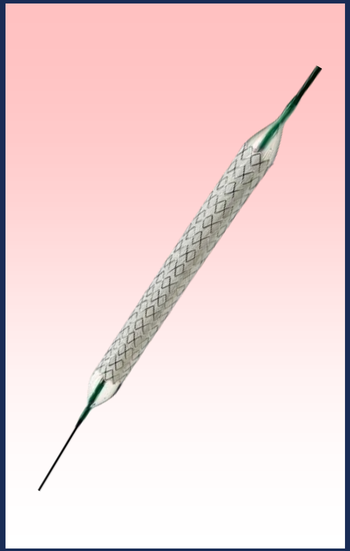


Deepen with Integrity and Innovation, Progress Steadily for the Long Term

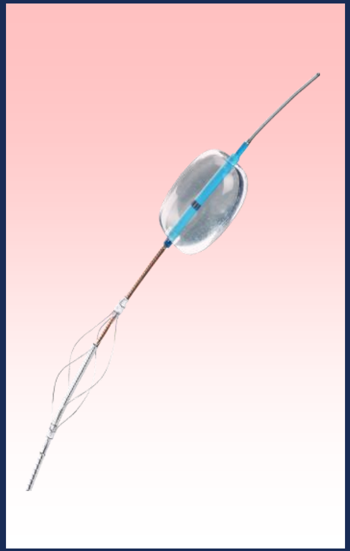
Products below received NMPA Innovative Medical Device Designation (2025-Jun 2026)



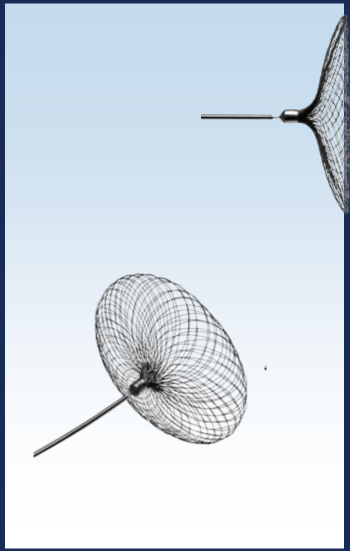
Spino™
Peripheral
Spot Stent System



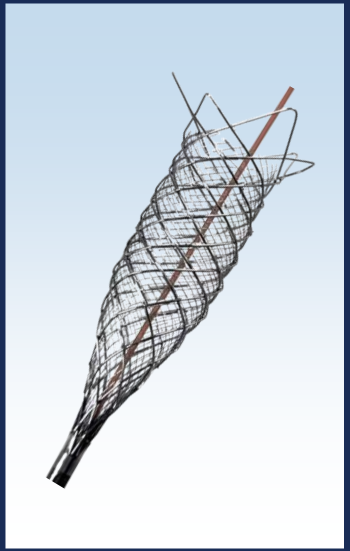
Orca™
Balloon Expandable
Covered Stent



Otter™
Thrombectomy
Catheter



Self-expandable
Aneurysm Embolization
Device



Carotid Artery Double-
Layer Dense Mesh Stent

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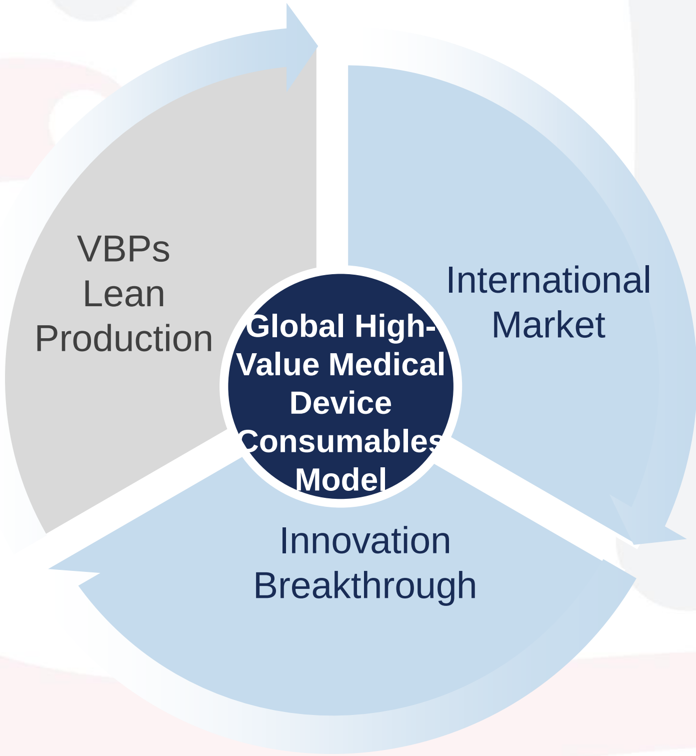
04

Prospects

Global Integration: Driven by Innovation & Lean

- Deep Global Integration: Building an Integrated Resilient Global Platform
- Innovation-Driven: Building a Differentiated Product Portfolio
- Full-category Layout amid Late-stage VBP to Lift Market Share
- Lean Manufacturing & End-to-end Collaboration for Systematic



THANK YOU

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Consolidated Balance Sheet

	Year ended December 31		Six months ended June 30	
RMB '000	**2023**	**2024**	**2025**	**2026**
Non-current assets				
Property, plant and equipment	538,540	628,253	666,122	684,284
Right-of-use assets	39,820	37,251	36,368	62,557
Intangible assets	9,686	28,010	40,743	229,935
Deferred tax assets	-	-	7,630	1,527
Prepayments and other receivables	4,278	3,305	7,640	14,883
Net defined benefit assets				3,829
Fair value through profit or loss	33,310	104,835	145,870	177,400
Term deposits	1,032,886	1,121,861	722,491	728,606
Total non-current assets	**1,658,520**	**1,923,515**	**1,626,864**	**1,903,021**
Current assets				
Inventories	166,542	205,476	175,831	238,777
Prepayments, other receivables and other current assets	38,588	39,140	30,748	72,972
Trade receivables	1,182	1,539	8,329	35,580
Fair value through profit or loss	68,744	60,539	20,087	115,576
Term deposits	355,546	804,243	1,132,210	787,635
Cash and cash equivalents	1,086,579	418,108	579,555	579,707
Restricted cash	-	-	-	-
Total current assets	**1,717,181**	**1,529,045**	**1,946,760**	**1,830,247**
Total assets	**3,375,701**	**3,452,560**	**3,573,624**	**3,733,268**

Consolidated Balance Sheet

RMB '000	Year ended December 31 2023	Year ended December 31 2024	Six months ended June 30 2025	Six months ended June 30 2026
Non-current liabilities				
Borrowings				15,534
Lease liabilities	1,859	1,502	1,349	22,091
Deferred tax liabilities				10,937
Redemption liabilities on equity shares				267,704
Deferred revenue	8,674	15,885	16,746	16,566
Total non-current liabilities	**10,533**	**17,387**	**18,095**	**332,832**
Current liabilities				
Trade and other payables	233,886	217,498	224,902	245,285
Contract liabilities	19,922	16,860	24,257	32,398
Short-term borrowings	50,000	87,000	60,000	95,835
Lease liabilities	4,018	2,404	2,291	9,688
Forward foreign exchange contract	-	-	-	-
Other current liabilities	9,957	10,407	14,288	17,985
Total current liabilities	**317,783**	**334,169**	**325,738**	**401,191**
Total liabilities	**328,316**	**351,556**	**343,833**	**734,023**
Equity attributable to owners of the Company				
Share capital	332,401	330,182	344,132	344,132
Share premium	2,270,033	2,090,531	2,149,411	2,179,926
Other reserves	1,014,452	715,713	676,546	395,039
Treasury shares	-87,594	-100,699	-182,464	-294,403
Accumulated losses	-481,907	65,277	242,166	350,977
Total equity	**3,047,385**	**3,101,004**	**3,229,791**	**2,999,245**
Total equity and liabilities	**3,375,701**	**3,452,560**	**3,573,624**	**3,733,268**

ZYLOX TONBRIDGE

Consolidated Statements of Profit or Loss

	Year ended December 31						Six months ended June 30	
RMB '000	**2023**	*% of Revenue*	**2024**	*% of Revenue*	**2025**	*% of Revenue*	**2026**	*% of Revenue*
Revenue	**527,754**	*100%*	**782,476**	*100%*	**1,057,488**	*100%*	**632036**	*100%*
Cost of sales	-142,766	*-27%*	-222,581	*-28%*	-294,570	*-28%*	-168,144	*-27%*
Gross profit	**384,988**	***73%***	**559,895**	***72%***	**762,918**	***72%***	**463,892**	***73%***
Selling and distribution expenses	-163,827	*-31%*	-174,721	*-22%*	-194,677	*-18%*	-115,094	*-18%*
Administrative expenses	-114,088	*-22%*	-91,034	*-12%*	-121,202	*-11%*	-64,549	*-10%*
Research and development expenses	-261,013	*-49%*	-233,225	*-30%*	-246,783	*-23%*	-106,371	*-17%*
Other income	14,851	*3%*	20,265	*3%*	29,395	*3%*	12,751	*2%*
Other expenses	-1,599	*0%*	-1,364	*0%*	-1,163	*0%*	-646	*0%*
Other gains/(losses) — net	-15,820	*-3%*	-43,588	*-6%*	-46,828	*-4%*	-716	*0%*
Net impairment losses on financial assets	-15	*0%*	-44	-	14	-	-1832	-
Finance income	79,040	*15%*	67,345	*9%*	56,089	*5%*	19,496	*3%*
Finance costs	-1,251	*0%*	-2,175	*0%*	-1,023	*0%*	-2,904	*0%*
Finance income — net	77,789	*15%*	65,170	*8%*	55,066	*5%*	16,592	*3%*
Share of net loss of an associate accounted for using the equity method	–		-1,098	*0%*	–	*0%*	–	*0%*
Profit/(loss) before income tax	**-78,734**	***-15%***	**100,256**	***13%***	**236,740**	***22%***	**204,027**	***32%***
Income tax expense	–	*0%*	–		7,630		-24,917	
Profit/(loss) for the year	**-78,734**	***-15%***	**100,256**	***13%***	**244,370**	***23%***	**179,110**	***28%***
Profit/(loss) attributable to owners of the Company	**-78,734**	***-15%***	**100,256**	***13%***	**244,370**	***23%***	**179,110**	***28%***

Other References：

Listing expenses	-	-	-	-	-	-	-	-
Share-based payments	85,767	*16%*	23,737	*3%*	28,701	*3%*	9,702	*2%*
Adjusted net profit for the year	**7,033**	***1%***	**123,993**	***16%***	**273,071**	***26%***	**188,812**	***30%***