

香港交易及結算所有限公司及香港聯合交易所有限公司對本公告的內容概不負責，對其準確性或完整性亦不發表任何聲明，並明確表示，概不對因本公告全部或任何部分內容而產生或因依賴該等內容而引致的任何損失承擔任何責任。

# FGG

**福萊特玻璃集團股份有限公司**

**Flat Glass Group Co., Ltd.**

(於中華人民共和國註冊成立的股份有限公司)

(股份代號：6865)

## 海外監管公告

本公告乃由福萊特玻璃集團股份有限公司(「本公司」)根據香港聯合交易所有限公司證券上市規則第13.10B條作出。

以下為本公司於上海證券交易所網站刊登之《關於福萊特玻璃集團股份有限公司2022年度非公開發行A股股票申請文件一次反饋意見的回覆(修訂稿)》，僅供參閱。

承董事會命

福萊特玻璃集團股份有限公司

董事長

阮洪良

中國浙江省嘉興市，二零二二年九月三十日

在本公告之日，本公司的執行董事為阮洪良先生、姜瑾華女士、魏葉忠先生、沈其甫先生，而本公司的獨立非執行董事為徐攀女士、華富蘭女士和吳幼娟女士。



2022

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2022

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2022 8 23

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1		195
	150	
2		5
		8
3	2019	4
6	2021	38
	3	
	1	2
		15
4		
		25
5		
1		
	2	
		3
		4
		5
	6	2019
7		
8		29

6	2022	100%	100%
	334,394.76		1
	2		
	3	4	5
			.....65
7	1	2	
	3	4	.....87
8			.....96
9		2021	2
		1	
	2021		100
10			.....115
11	1	2	

.....118

12

.....139

1

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195

" "

150

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195

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150

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75

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1,500

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75

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			2021		2020
	195	150	75	1,500	75
	1.6mm/2.0mm/3.2mm	1.6mm/2.0mm/3.2mm	2.0mm/3.2mm	3.2mm/4.0mm	2.0mm/3.2mm
	166mm/182mm/210mm	166mm/182mm/210mm	166mm/182mm/210mm	166mm/182mm	166mm/182mm/210mm
380nm-1100nm					
380nm-1100nm				94.1%	
	15-22um	15-22um	15-30um	15-30um	15-30um
	1200t/d	1200t/d	1200t/d	600t/d	1200t/d

-

9

9

8

7

9

H A

600 / 1,000

/

1,200 /

/

1

2

/

**2**

**1**

2015 8

70071980

71.40%

70071980

12.80%

67.10% 17.10%

2020 7 23

5

71.40% 12.80%

67.10% 17.10%

**2**

2016 6 23

Ministry of Commerce & Industry

2017 6 20

2020 3 26      2020 12 31      2021 10 12  
 2022 12 31

	<b>2022 1-6</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>
	1,593.26	1,049.82	40.50	7.53
	13,805.98	21,318.01	2,376.94	8,663.85
	11,197.97	23,329.59	11,155.43	15,300.30
	<b>26,597.21</b>	<b>45,697.42</b>	<b>13,572.86</b>	<b>23,971.68</b>
	730,449.13	871,322.81	626,041.78	480,680.40
	<b>3.64%</b>	<b>5.24%</b>	<b>2.17%</b>	<b>4.99%</b>

1

2 2022 8 17

3

301

2022 12 31

25%

**1**

“ ”  
2017 2020

**2**

**3**

30.93% 28.89% 26.72% 19.28%

	<b>2022</b>	<b>1-6</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>
		-2,249.24	-357.13	7,535.05	

4

**1**

1

2

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<https://www.safe.gov.cn>

4

5

6

**2**

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<http://www.mofcom.gov.cn>  
<http://gpj.mofcom.gov.cn>

3

European Commission  
Trade Commission  
<http://trade.ec.europa.eu/tdi/notices.cfm>

4

International Trade Administration <https://www.trade.gov>

5

<https://hts.usitc.gov/>

6

<https://www.dgtr.gov.in/>

7

<https://www.safe.gov.cn>

8

1

2

3

2019

4

6

2021

3

38

1

2

1		[2019] 053		2019-05-23		6

2		[2021] 11		2021-04-09		38
3		[2019] 1		2019-09-10	X 1	1.2
4		[2019]0021		2019-11-12		0.11

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**1**

1                    2019

2019

2 2021

2021

2021

1 2019 9

2019 9

X

1

1,069,984.63

12,000

2019 9

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5% 20%

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1.12%

5%-20%

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[2020]16

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2017 2

24

3412961557

2017 7 13

2020 7 13

1.31

"

2 2019 11

2019 11

10,848.76

1,100

2019 11

"

10%

50%

"

1,100

1,048,919.73

0.10%

"

"

[2020]16

"

2017 2

24

3412961557

2017 7 13

2020 7 13

1.31

"

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4

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2019

1

2

3

4

5

**1**

2

2020

2021

2019

S00132

20 S00142

21

22 S00089

2019 12 31 2020 12 31 2021 12

31

**1**

1

2

3

4

5

6

7

**2**

1

2

1

2

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<http://credit.customs.gov.cn>

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2

3

**4**

39

36

1

2

2

						<b>M<sup>2</sup></b>	
1	2020 0046951		2002			245.99	2009-09-15 2049-09-14
2	2020 0046959		2102			245.99	2009-09-15 2049-09-14

2102

1

1

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<http://www.gsxt.gov.cn>

<http://jsj.jiaxing.gov.cn>

4

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4

1

2

<http://www.gsxt.gov.cn>

<http://jsj.jiaxing.gov.cn>

<https://zjw.sh.gov.cn>

<http://zfcxjsj.chuzhou.gov.cn>

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4

5

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1

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3

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5

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2

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4

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6 2019

7

8

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600,000

1	195	75	434,933.56	193,000.00
		120		
2	150		375,296.00	227,000.00
3			180,000.00	180,000.00
			<b>990,229.56</b>	<b>600,000.00</b>

" 150

"



			( )	
1	+	598,536.92	0.19	110,729.33
2				10,473.00
1		1	900.00	900.00
2		1	500.00	500.00
3	/ / /	1	9,073.00	9,073.00
				<b>121,202.33</b>

2

249,858.85

		/	( )	
1	1*1200t/d	1	505.21	505.21
2	1*1200t/d	5	12,008.45	60,042.25
3	1*1200t/d	5	2,201.85	11,009.24
4	1*1200t/d	5	67.70	338.51
5	1*1200t/d	5	83.66	418.31
6	1*1200t/d	5	1,793.22	8,966.08
7	1*1200t/d DCS	5	426.02	2,130.11
8	1*1200t/d	1	8,100.85	8,100.85
9	1*1200t/d	5	2,700.75	13,503.75
10	1*1200t/d	1	2,508.13	2,508.13
11	1*1200t/d	5	97.10	485.50
12	1*1200t/d	5	451.09	2,255.44
13	1*1200t/d	5	450.00	2,250.00
14	1*1200t/d	1	319.14	319.14

		/	( )	
15	1*1200t/d	5	225.00	1,125.00
16	1*1200t/d UPS	5	110.62	553.08
17	1*1200t/d	5	184.36	921.80
18	1*1200t/d	5	86.16	430.78
19	1*1200t/d	5	169.91	849.56
20	1*1200t/d	1	872.94	872.94
21	1*1200t/d	1	368.21	368.21
22	1*1200t/d	1	1,500.00	1,500.00
23	1*1200t/d	5	272.51	1,362.57
24	1*1200t/d	5	108.10	540.49
25	1*1200t/d	1	67.15	67.15
26	1*1200t/d	5	1,508.55	7,542.76
27	1*1200t/d	5	130.70	653.51
28	1*1200t/d	5	125.49	627.45
29	1*1200t/d	5	119.55	597.76
30	1*1200t/d	5	1,605.91	8,029.53
31	1*1200t/d	5	150.05	750.24
32	1*1200t/d	1	836.63	836.63
33	1*1200t/d	5	187.50	937.50
34	1*1200t/d	5	345.94	1,729.69
35	1*1200t/d	5	1,509.42	7,547.10
36	1*1200t/d	5	8.16	40.80
37	1*1200t/d	5	180.38	901.89

		/	( )	
38	1*1200t/d MCC	5	331.36	1,656.79
39	1*1200t/d MCC	5	188.56	942.81
40	1*1200t/d	5		

		/	( )	
62	6	5	193.85	969.25
63	6	5	15.84	79.21
64	6	5	470.14	2,350.69
65	6	5	64.87	324.34
66	6	5	279.16	1,395.82
67	6	5	268.51	1,342.54
68	6	5	401.73	2,008.63
69	6	5	14.33	71.63
70	6	5	745.17	3,725.83
71	6	5	342.49	1,712.44
72		1	438.75	438.75
				<b>249,858.85</b>

3

18,553.06

4

2021      2020

45,319.32

**3**

434,933.56

371,061.18

193,000.00

63,872.38

**150**

375,296.00

150

4

1,200 /

3

1,200 /

253,104.16

227,000.00

1

1,200 /

122,191.84

**1**

253,104.16

72,639.57

154,717.25

11,367.84

14,379.51

227,000.00

		<b>238,724.65</b>	<b>94.32%</b>
1		72,639.57	28.70%
3		154,717.25	61.13%
5		11,367.84	4.49%

			( )	
1	+	392,646	0.19	72,639.57
				<b>72,639.57</b>

2

154,717.25

		/	( )	
1	4*1200T/D	1	500.00	500.00
2	1*1200t/d	3	11,233.51	33,700.53
3	1*1200t/d	3	2,031.11	6,093.32
4	1*1200t/d	3	50.41	151.23
5	1*1200t/d	3	58.31	174.92
6	1*1200t/d	3	1,751.81	5,255.43
7	1*1200t/d DCS	3	343.06	1,029.19
8	4*1200t/d	1	7,864.08	7,864.08
9	1*1200t/d	3	2,591.18	7,773.54
10	4*1200t/d	1	2,100.00	2,100.00
11	1*1200t/d	3	80.00	240.00
12	1*1200t/d	3	393.93	1,181.79
13	1*1200t/d	3	438.00	1,314.00
14	4*1200t/d	1	205.00	205.00
15	1*1200t/d	3	204.00	612.00
16	1*1200t/d UPS	3	100.04	300.12

		/	( )	
17	1*1200t/d	3	151.73	455.20
18	1*1200t/d	3	80.60	241.81
19	1*1200t/d	3	146.71	440.13
20	4*1200t/d	1	750.00	750.00
21	4*1200t/d	1	290.00	290.00
22	1*1200t/d [REDACTED]			

		/	( )	
38	1*1200t/d MCC	3	166.10	498.31
39	1*1200t/d	3	30.20	90.59
40	1*1200t/d	3	30.06	90.19
41	1*1200t/d	3	48.00	144.00
42	1*1200t/d	3	521.73	1,565.19
43	1*1200t/d	3	60.00	180.00
44	1*1200t/d	3	882.11	2,646.32
45	6	3	1,946.03	5,838.08
46	6	3	1,276.05	3,828.16
47	6	3	638.13	1,914.38
48	6	3	665.13	1,995.39
49	6	3	1,054.13	3,162.38
50	6	3	962.35	2,887.04
51	6			

		/	( )	
65	6	3	279.16	837.49
66	6	3	268.51	805.52
67	6	3	401.73	1,205.18
68	6	3	14.33	42.98
69	6	3	745.17	2,235.50
70	6	3	342.49	1,027.46
71		1	438.75	438.75
72	LNG 2000	1	3,500.00	3,500.00
73		1	450.00	450.00
74		1	635.00	635.00
75		1	1,500.00	1,500.00
76	110KV 10kv	1	530.00	530.00
				<b>154,717.25</b>

3

11,367.84

4

2021 2020

14,379.51

**3**

253,104.16

227,356.82

227,000.00

25,747.35

180,000.00

**1**

2021

2022

2024

2022 -2024

$$41.68\% \times \frac{2021}{2022} \times \frac{871,322.81}{2024} = \frac{2021}{2022} \times \frac{2024}{2021}$$

						<b>2024</b>
	<b>2021</b>		<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>D-A</b>
	<b>A</b>		<b>B</b>	<b>C</b>	<b>D</b>	
	871,322.81	-	1,234,483.18	1,749,005.89	2,477,977.55	1,606,654.74

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" " "

195

1

2 1,200 /

3

2

18

				T0	T1
1		389,614.24	89.58%	214,713.05	174,901.20
1.1		121,202.33	27.87%	121,202.33	-
1.2		249,858.85	57.45%	74,957.66	174,901.20
1.3		18,553.06	4.27%	18,553.06	-
2		45,319.32	10.42%	-	45,319.32
<b>3</b>		<b>434,933.56</b>	<b>100.00%</b>	<b>214,713.05</b>	<b>220,220.51</b>

/	T+18																	
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18

/	T+18																		
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	

/	T+18																	
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
	■	■	■	■														
		■	■	■	■	■	■	■	■	■	■	■						
									■	■	■	■	■	■				
													■	■	■	■	■	■
															■	■	■	■

3

2022 6 1

310.52

227,356.82

227,046.30

227,000.00

" 195

"

" 150

" " 195

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5 1,200 /

" 150

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3 1,200 /

" 1"

1

IRENA 2030  
2,840GW

Market Research 2028 Zion 520  
33.46%

2

" "

3

/

182mm

210mm

182mm

210mm

2022

75%

/

4



	<b>2022</b>	<b>1-6</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>
		85.33%	85.26%	85.08%	81.87%
		90.46%	90.15%	90.72%	86.37%
		107.96%	89.33%	98.60%	100.16%

**1**

24

81%-86%

" " " "

**2**

100.16% 98.60% 89.33%

107.96%

2021

2022 1-6

108%

2022

**1**

210-260GW  
25TW

ITRPV

2050

70GW

90GW

**2**

2.0mm

3.2mm

25%

2030

60%

**3**

50%

1

2022 8 31

1.4

3

2

1

2019 7

1 2021 12 31

1.62

42.5

6,464

2021 2

2021

2,786

2022 -2023

46GW

3.15

117

2						2021	1
1	2023	12	31	3.38			89.08

3						2021	1
1	2023	12	31	2.34			141.96

4						2021	8	1
2024	7	31	2021	0.18		2022		2024

**195**

**1**

	434,933.56	195
5		1,200 /

17.04%

18

6.56

492,809.30

57,813.68

	<b>T1</b>	<b>T2</b>	<b>T3</b>		<b>T10</b>
	246,404.65	492,809.30	492,809.30		492,809.30
	196,568.00	380,296.02	380,296.02		361,212.88
	49,836.65	112,513.28	112,513.28		131,596.42
	-	4,042.59	5,795.25		5,795.25
	6,427.83	12,855.66	12,855.66		12,855.66
	3,696.07	7,392.14	7,392.14		7,392.14
	11,073.73	22,147.46	22,147.46		22,147.46
	28,639.03	66,075.44	64,322.78		83,405.92
	4,295.85	9,911.32	9,648.42		12,510.89
	24,343.17	56,164.12	54,674.36		70,895.03
	20.23%	22.83%	22.83%		26.70%
	9.88%	11.40%	11.09%		14.39%

1

T0-T1

T1

50% T2

100%

19,888.38

		<b>T0</b>	<b>T1</b>	<b>T2</b>	<b>T3</b>	.....	<b>T10</b>
		-	<b>246,404.65</b>	<b>492,809.30</b>	<b>492,809.30</b>	.....	<b>492,809.30</b>
1	/	24.78	24.78	24.78	24.78	.....	24.78
2		-	9,944.19	19,888.38	19,888.38	.....	19,888.38



	24.78
--	-------

2

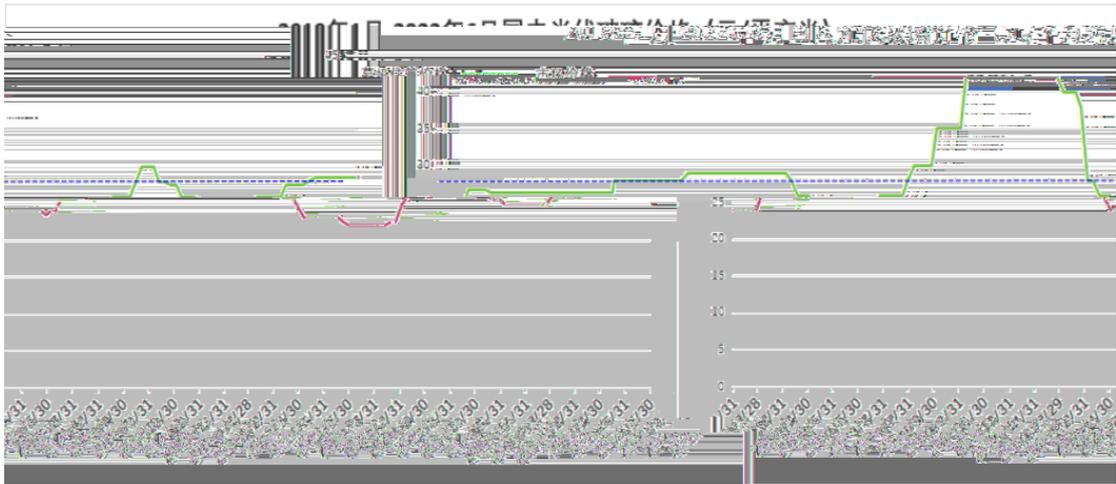
2019

2020

2020

2021 3

2022



2021

28.55 /

2022 6

28.5 /

28.00 /

2

1

2

4.49%

1.50%

2.61%

3 10 5%

8 5% 50

4

3

2022 1-6	23.02%	26.30%	26.71%
2021	35.70%	39.85%	41.10%
2020	44.91%	49.41%	49.04%
2019	32.87%	32.87%	32.12%
	<b>34.13%</b>	<b>37.11%</b>	<b>37.24%</b>

	23.54%	27.05%	N/A
--	--------	--------	-----

150

1

253,104.16	150		
3	1,200 /		
16.74%	18	6.62	
	295,685.58		

34,588.03

	T1	T2	T3	.....	T10
	147,842.79	295,685.58	295,685.58	.....	295,685.58
	118,008.83	228,227.55	228,227.55	.....	217,187.82
	29,833.96	67,458.03	67,458.03	.....	78,497.76
	-	2,360.07	3,477.15	.....	3,477.15
	3,856.70	7,713.40	7,713.40	.....	7,713.40
	2,217.64	4,435.28	4,435.28	.....	4,435.28
	6,644.24	13,288.47	13,288.47	.....	13,288.47
	17,115.38	39,660.80	38,543.73	.....	49,583.46
	2,567.31	5,949.12	5,781.56	.....	7,437.52
	14,548.08	33,711.68	32,762.17	.....	42,145.94
	20.18%	22.81%	22.81%	.....	26.55%
	9.84%	11.40%	11.08%	.....	14.25%

1

	T0-T1	T1	50%	T2
100%	295,685.58			

24.78 /

28.00 /

1 "

" "

195

" " 2

"

2

1

2

1.50%

4.49%

2.61%

3

10

5%

8

5%

50

4

3



	<b>34.13%</b>	<b>37.11%</b>	<b>37.24%</b>
	<b>23.50%</b>	<b>27.01%</b>	<b>N/A</b>

**2019**


**A**

**1**

		"	90		"
2018	12				
		<b>2</b>			
		"	90		"
191,037.15					
				70%	
				70%	2019
				133,726.00	2019
	165,004.90				
2020			197,098.37		
2021			191,079.08		
2022				/2	95,518.58
2022			99,052.82		
		<b>A</b>			
		<b>1</b>			
			"	75	"
2	2021				
		<b>2</b>			
		"	75		"
181,381.98					
2021					
	68,018.24		2021		114,938.45

2022			/2	90,690.99
2022		115,419.50		
		<b>A</b>		
<b>1</b>				
		"	75	"
"	4,200		"	75
	2	2022		"
		"	2022	4,200

**2**  
 " 75  
 181,381.98

2022			
60,460.66	2022		79,125.01

		<b>A</b>		
<b>1</b>				
		"	75	
"	"	1,500		"
		"	"	75
"	2	2022		"
1,500			"	2022
		2022	6 30	"

**2**

"	75	"		
	161,923.06			
			50%	
			50%	2022
			80,961.53	2022
				16,866.99
				2022
			49,406.27	
"	1,500	"		
1,500				
				18,798
"	"			
		"	90	"
				2019
75		"		"
		"	75	"
4,200		"		"
			2021	"
			"	75
			"	"
				1,500
		"		
		"	195	"
"	150	"		"
8		1,200	/	

" 1"

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"

" "

18

6

"

2020 12

31

21 00008

2021 1 7

2022 6 1

2021 1 7

6

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1

1

2

3

4

5

6

2

1

2

5

6 2019

7

8

195

150

2022

A

100%

334,394.76

1

2

3

4

5

1

"

"

"

"

IEA

2030

1,721GW

2050

4,670GW

Global Industry Analysts

2020

76

2027

447

28.8%

2

- 7  
1,800

**3**

100%

100%

" "

" " " " "

2022 1

2021

2021 12 31

+ 1,648.00

111

2021

2021 12 31

+ 3,278.30

**1**

2019 2021

156.74 / 304.06 /

2

4,926.30

660 / 396 1  
0.6

"

50%

"

1

	91341126355177446K

	91341126355177446K
	5,000
	2015-08-24
	2015 8 24 50% 50%
	2016 10 25 50% 48.34% 1.66%
	2017 9 29 50% 50%
	2018 11 22 50% 50%

2 1978 3

3411261978\*\*\*\*\*

\*\*\*\*

3 1970 6

34232661970\*\*\*\*\*

\*\*\*\*

334,394.76

**1**

[2022]24

[2022]25

2021 12 31

74,273.84

207,330.05

281,603.89

280,500.00

**2**

( ) (22) S00002

( )

(22) S00001

2021 12 31

46,951.80

6,942.96

53,894.76

**3**

2020	57,457.64	4,825.55	62,283.19	334,394.76	1,226,580.04	27.26%
2020	3,846.61	-882.01	4,728.62	334,394.76	723,474.26	46.22%
2020	0	23,013.97	23,013.97	-	626,041.78	3.68%

1

2

2020

-882.01

6.1.2

2020



CMVS12100-2008

" "

$$P_n = \sum_{t=1}^n (CI - CO)_t \cdot \frac{1}{(1+r)^t}$$

$P_n$      $CI$   
 $CO$      $CI$   $CO$   
 $r$      $t$   $1$   $2$                            $n$   
 $n$

1

190 /

168.14 /                          13%

1

2017 -2021

	/	/	
2017	84.07	95	--
2018	88.50	100	5.26%
2019	99.12	112	12.00%
2020	141.59	160	42.86%
2021	176.99	200	25.00%

2

2021

2

1

260.00 /

50 / 260 /

50 /

50 / 260 /

2021 11 13

2021 12 1

2021 12 17

2022 6 28

260

/

260.00 /

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400.00 /

190 / 400 /

190 /

190 / 400 /

2021 11

2021

190 / 400 /

2022

400.00 /

3

CMVS30800-2008

=

8.02%

1

3.97%

2

+

+

0.15%-

0.65%

0.25%

1.00%-2.00%

1.35%

1.00%-1.50%

1.25%

1.00%-

2.00%

1.20%



			2021 12	2022	2023	2024	2025	2026	2027 1-11
			31	1.00	2.00	3.00	4.00	5.00	5.91

			2021 12 31	2022	2023	2024	2025	2026	2027 1-11
				1.00	2.00	3.00	4.00	5.00	5.91
	8.02%		1.0000	0.9258	0.8570	0.7934	0.7345	0.6800	0.6340
		121,905.93	-2,990.93	23,320.53	23,460.73	21,719.66	20,107.25	18,615.29	17,673.40
		121,905.93							

2

			2021 12 31	2022	2023	2024	2025	2026	2027	2028	2029 1-2
				1.00	2.00	3.00	4.00	5.00	6.00	7.00	7.20
		487,730.05	0.00	67,300.15	67,256.00	67,256.00	67,256.00	67,256.00	67,256.00	67,256.00	16,893.90
1		484,281.87		67,256.00	67,256.00	67,256.00	67,256.00	67,256.00	67,256.00	67,256.00	13,489.87
2	)	68.60		27.37							41.23
3		3,362.80									3,362.80
4		16.78		16.78							
		183,461.21	473.55	28,433.24	24,925.82	24,925.82	24,925.82	24,925.82	24,925.82	24,925.82	4,999.50
1		0.00									
2		446.18	446.18								

3		27.37	27.37								
4		145.87		145.87							
5		3,362.80		3,362.80							
6		38,335.87		5,324.00	5,324.00	5,324.00	5,324.00	5,324.00	5,324.00	5,324.00	1,067.87
7		39,935.75		5,544.76	5,546.42	5,546.42	5,546.42	5,546.42	5,546.42	5,546.42	1,112.47
8		101,207.37		14,055.81	14,055.40	14,055.40	14,055.40	14,055.40	14,055.40	14,055.40	2,819.16
		304,268.84	-473.55	38,866.91	42,330.18	42,330.18	42,330.18	42,330.18	42,330.18	42,330.18	11,894.40
	8.02%		1.0000	0.9258	0.8570	0.7934	0.7345	0.6800	0.6295	0.5827	0.5740
		223,387.24	-473.55	35,982.99	36,276.96	33,584.76	31,091.52	28,784.52	26,646.85	24,665.80	6,827.39
		223,387.24									

1

1

[2022]24

74,273.84

				%
	A	B	C=B-A	D=C/A*100
	15,567,436.54	15,567,436.54		
	556,498,116.82	1,233,904,353.72	677,406,236.90	121.73
	12,104,397.46	14,842,270.00	2,737,872.54	22.62
	544,393,719.36	1,219,062,083.72	674,668,364.36	123.93
---	544,390,935.64	1,219,059,300.00	674,668,364.36	123.93
---	2,783.72	2,783.72		
	572,065,553.36	1,249,471,790.26	677,406,236.90	118.41
	506,733,371.32	506,733,371.32		
	4,256,310.74	0.00	-4,256,310.74	-100.00
	510,989,682.06	506,733,371.32	-4,256,310.74	-0.83
	61,075,871.30	742,738,418.94	681,662,547.64	1,116.09

74,273.84

68,166.25

1,116.09%

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2

[2022]25

207,330.05

				%
	A	B	C=B-A	D=C/A*100
	269,928,627.78	269,928,627.58	-0.20	-0.0000001
	287,543,012.03	2,234,349,180.00	1,946,806,167.97	677.05
	273,762.59	476,780.00	203,017.41	74.16
	286,380,097.05	2,233,872,400.00	1,947,492,302.95	680.04
	286,380,097.05	2,233,872,400.00	1,947,492,302.95	680.04
	889,152.39	0.00	-889,152.39	-100.00
	557,471,639.81	2,504,277,807.58	1,946,806,167.77	349.22
	258,152,822.87	258,152,822.87		
	175,026,109.78	172,824,479.03	-2,201,630.75	-1.26
	433,178,932.65	430,977,301.90	-2,201,630.75	-0.51
	124,292,707.16	2,073,300,505.68	1,949,007,798.52	1,568.08

207,330.05

194,900.78

1,568.08%

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✱

CVM ~


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A

334,394.76

53,894.76

280,500.00

2021 12

31

281,603.89

20 -

13

200,000			
		334,394.76	
280,500.00		53,894.76	
			228,405.24
52,094.76			
282,300.00	132,000.00		150,300.00

2022	2	28	"	"
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**1**

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**2**

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15

-  
( [2022]013 )  
( [2022]014 )

[2022]24

[2022]25

2017 -2021

2022

2020

2021

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" "

61,300.04

158,996.70

284,267.73

402,325.05

6.53%

12.96%

14.15%

13.99%

A

A

0

21,351.29

18,539.62

141,922.59

0

27,633.71

45,660.16

23,901.28

100%

61,300.04

110,011.70

220,067.95

236,501.18

6.53% 8.97% 10.96% 8.22%

	2022 6 30	2021 12 31	2020 12 31	2019 12 31
	2.37	3.76	1.77	2.03
	324,480.17	210,169.31	114,615.43	47,904.78
	77,842.51	74,094.66	44,379.51	13,393.23
	<b>402,325.05</b>	<b>284,267.73</b>	<b>158,996.70</b>	<b>61,300.04</b>

2 —

(2022 )

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	2022 6 30	2021 12 31	2020 12 31	2019 12 31
	45,650.97	62,801.87	44,087.93	10,796.52
	30,000.00	10,000.00	-	-
	2,191.54	1,292.79	291.58	2,596.71
	<b>77,842.51</b>	<b>74,094.66</b>	<b>44,379.51</b>	<b>13,393.23</b>

15%~30%

100%

	<b>2022 6 30</b>	<b>2021 12 31</b>	<b>2020 12 31</b>	<b>2019 12 31</b>
	196,625.21	186,069.65	61,740.20	131,627.75
	409,842.89	227,721.30	153,583.18	99,388.02
	366,054.62	-	23,668.20	-
	<b>972,522.72</b>	<b>413,790.95</b>	<b>238,991.59</b>	<b>231,015.77</b>

2020

2021

1,000

2021

1,200

2022

1,200

2022 6 30 14,600 /

2019 5,400 / 170.37%

131,627.75 61,740.20

186,069.65 196,625.21

99,388.02 153,583.18

227,721.30 409,842.89 2020

2020 1.025 1.8

2021

2022 13.20

1 2020 5 14,500.00 75

2020 12 3

2020 23,668.20

					2020	12
23						
2021	1	29				2021
2	2022	5			400,000.00	
75					1,500	
				2022		6
366,054.62						

	2022 1-6	2021	2020	2019
	2,548.14	3,731.44	1,641.23	1,790.24
	402,325.05	284,267.73	158,996.70	61,300.04
/	0.63%	1.31%	1.03%	2.92%

	2022 1-6	2021	2020	2019
	2,548.14	3,731.44	1,641.23	1,790.24
	45.00	1,189.07	-	-
( )	-	272.18	1,539.61	-
	2,593.14	5,192.69	3,180.84	1,790.24
	402,325.05	284,267.73	158,996.70	61,300.04
/	0.64%	1.83%	2.00%	2.92%

17

2019-2021

2022

2022 5

400,000 A

2022 5

26

397,800

" "

		<b>2022 6 30</b>	<b>2021 12 31</b>	<b>2020 12 31</b>	<b>2019 12 31</b>
		402,325.05	284,267.73	158,996.70	61,300.04
		972,522.72	413,790.95	238,991.59	231,015.77
		41.37%	68.70%	66.53%	26.54%
		700,321.70	745,826.70	929,119.40	222,105.50

**1**

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**2**

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2019

2020

	<b>2022 6 30</b>	<b>2021 12 31</b>	<b>2020 12 31</b>	<b>2019 12 31</b>
	<b>96,794.38</b>	<b>103,698.26</b>	<b>71,357.13</b>	<b>33,856.29</b>

33,856.29

71,357.13      103,698.26      96,794.38

" 90

" 75

" " 75 "

39.48% 37.38%

34.56% 46.95%

<b>2022 6 30</b>					
		9,719.50	10.04%		
		8,042.43	8.31%		
		6,086.12	6.29%		
		4,375.37	4.52%		
		4,016.19	4.15%		
		3,240.00	3.35%		
		3,006.49	3.11%		

		2,484.27	2.57%		
		2,394.81	2.47%		
		2,084.18	2.15%		
		<b>45,449.35</b>	<b>46.95%</b>		
<b>2021 12 31</b>					
		6,903.97	6.66%		
		5,486.00	5.29%		
		4,487.00	4.33%		
		3,556.87	3.43%		
		3,144.00	3.03%		
		3,063.62	2.95%		
		2,600.00	2.51%		
		2,352.66	2.27%		
		2,144.80	2.07%		
		2,100.05	2.03%		
		<b>35,838.97</b>	<b>34.56%</b>		
<b>2020 12 31</b>					
		3,670.51	5.14%		
		3,651.40	5.12%		
		3,108.00	4.36%		
		2,460.76	3.45%		
		2,439.60	3.42%		
		2,383.70	3.34%		
		2,328.80	3.26%		
		2,298.00	3.22%		
		2,259.04	3.17%		
		2,074.00	2.91%		
		<b>26,673.81</b>	<b>37.38%</b>		
		3,226.71	9.53%		
		1,774.07	5.24%		





115,955.95                      278,933.50                      115,760.27                      146,962.71

	<b>2022 1-6</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>
	278,933.50	115,955.95	146,962.71	115,760.27
	730,449.13	871,322.81	626,041.78	480,680.40
	19.09%	13.31%	23.47%	24.08%

**1**

77.97%    83.47%    81.73%    88.55%

2019-2021

2022

90

75

75

**2**

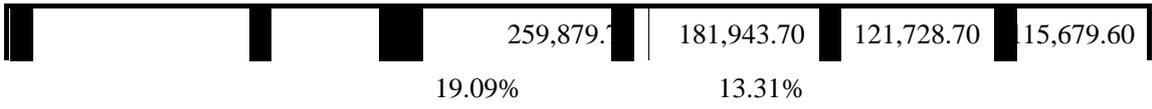
60~90

3

	2022 1-6	2021	2020	2019
/	7.40	6.63	4.77	4.75
	49.33	55.07	76.59	76.77
2022 1-6	=2022 1-6	*2/		

4

		2022 1-6	2021	2020	2019
		278,933.50	115,955.95	146,962.71	115,760.27
		846,984.80	708,023.80	531,637.30	425,704.90
		19.09%	13.31%	23.47%	24.08%
		43.67%	44.07%	43.17%	46.80%
/		7.40	6.63	4.77	4.75
		2.49	2.59	2.57	2.36
2022 1					



2021	12	31	115,955.95		112,861.70	97.33%
2020	12	31	146,962.71		146,247.33	99.51%
2019	12	31	115,760.27		115,025.25	99.37%

= / \*100%

2022 9 15

99.37% 99.51% 97.33% 77.51%

2022

6

60-90

2

1

97%

350.350.350.350.

	2022 6 30		2021 12 31		2020 12 31		2019 12 31	
		%		%		%		%
1	276,399.92	99.09	114,011.09	98.32	143,159.07	97.41	114,482.71	98.90
1-2	1,665.01	0.60	1,180.57	1.02	3,006.54	2.05	350.05	0.30
2-3	110.07	0.04	137.01	0.12	79.51	0.05	54.30	0.05

2021

2021

227,646.95      149,690.25      48,361.96      47,939.52

	2022 6 30		2021 12 31		2020 12 31		2019 12 31	
	61,713.27	41.23%	118,917.92	52.24%	21,197.88	44.22%	24,082.36	49.80%
	25,416.21	16.98%	17,795.31	7.82%	8,261.79	17.23%	8,473.00	17.52%
	9,053.69	6.05%	6,085.65	2.67%	4,825.55	10.07%	4,632.31	9.58%
	53,507.08	35.75%	84,848.08	37.27%	13,654.30	28.48%	11,174.30	23.11%
	<b>149,690.25</b>	<b>100.00%</b>	<b>227,646.95</b>	<b>100.00%</b>	<b>47,939.52</b>	<b>100.00%</b>	<b>48,361.96</b>	<b>100.00%</b>

2021

97,720.04

71,193.78

1

2020

2021

6

**2**

2021

2021

10%

66%

70%

2021

2021

705.81%

219.18%

218.02%

**3**

2021

2021

84,848.08

2020

71,193.78

2021

2022

2022

2021

89.33%

2022

107.96%

**1**

2

	2022 1-6	2021	2020	2019
/	5.96	4.05	7.41	8.10
	61.28	90.03	49.25	45.07

2022 1-6 =2022 1-6 \*2/

2021

2021

2021

2022

	2022 6 30			2021 12 31		
	61,713.27	-	-	118,917.92	-	-
	25,918.52	502.31	1.94%	18,312.86	517.55	2.83%
	9,053.69	-	-	6,085.65	-	-
	53,962.30	455.21	0.84%	85,521.50	673.42	0.79%
	<b>150,647.77</b>	<b>957.52</b>	<b>0.64%</b>	<b>228,837.93</b>	<b>1,190.97</b>	<b>0.52%</b>
	2020 12 31			2019 12 31		
	21,197.88	-	-	24,082.36	-	-
	8,671.16	409.37	4.72%	8,751.38	278.38	3.18%
	4,825.55	-	-	4,632.31	-	-

	2022 6 30			2021 12 31		
	13,744.86	90.56	0.66%	11,265.61	91.31	0.81%
	<b>48,439.45</b>	<b>499.93</b>	<b>1.03%</b>	<b>48,731.66</b>	<b>369.69</b>	<b>0.76%</b>

0.76% 1.03%

0.52% 0.64%

1

2021 2022

20

2

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3-5

	2022 6 30	2021 12 31	2020 12 31	2019 12 31
	42,390.56	78.56%	77,233.26	90.31%
	2,523.17	4.68%	2,133.11	2.49%
	5,715.51	10.59%	3,447.44	4.03%
	3,333.06	6.18%	2,707.69	3.17%
	<b>53,962.30</b>	<b>100.00%</b>	<b>85,521.50</b>	<b>100.00%</b>
	8,728.21	63.50%	8,728.21	63.50%
	1,368.38	9.96%	1,368.38	9.96%
	1,863.16	13.56%	1,863.16	13.56%
	1,785.11	12.99%	1,785.11	12.99%
	<b>13,744.86</b>	<b>100.00%</b>	<b>13,744.86</b>	<b>100.00%</b>
	6,932.66	61.54%	6,932.66	61.54%
	1,274.08	11.31%	1,274.08	11.31%
	1,612.53	14.31%	1,612.53	14.31%
	1,446.34	12.84%	1,446.34	12.84%
	<b>11,265.61</b>	<b>100.00%</b>	<b>11,265.61</b>	<b>100.00%</b>

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	2022 6 30	2021 12 31	2020 12 31	2019 12 31
	53,599.41	99.33%	85,119.16	99.53%
	362.89	0.67%	402.34	0.47%
	<b>53,962.30</b>	<b>100.00%</b>	<b>85,521.50</b>	<b>100.00%</b>
	13,468.59	97.99%	13,468.59	97.99%
	276.27	2.01%	276.27	2.01%
	<b>13,744.86</b>	<b>100.00%</b>	<b>13,744.86</b>	<b>100.00%</b>
	10,987.83	97.54%	10,987.83	97.54%
	277.18	2.46%	277.18	2.46%
	<b>11,265.61</b>	<b>100.00%</b>	<b>11,265.61</b>	<b>100.00%</b>

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	<b>2022 6 30</b>	<b>2021 12 31</b>	<b>2020 12 31</b>	<b>2019 12 31</b>
	53,962.30	85,521.50	13,744.86	11,265.61
1	98,520.44	97,279.66	19,669.58	12,271.62
	182.57%	113.75%	143.10%	108.93%

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2022

2021

3.68%

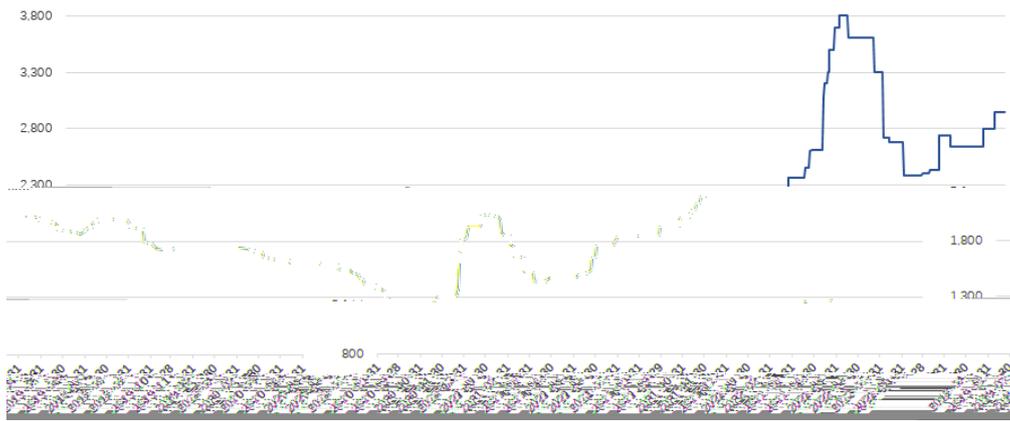
2022

2021

20.27%

2022

国内重质纯碱价格走势 (元/吨)



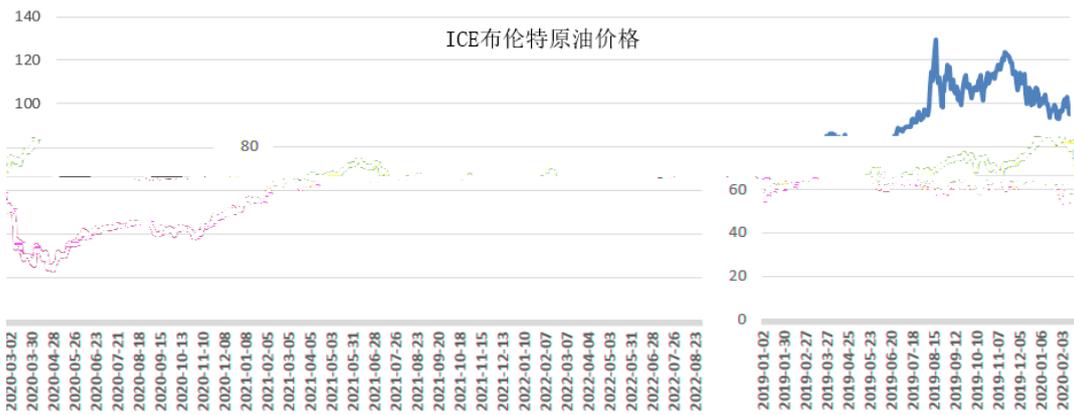
2022

4,065.54 /

2021

10.55%

OPEC



2022

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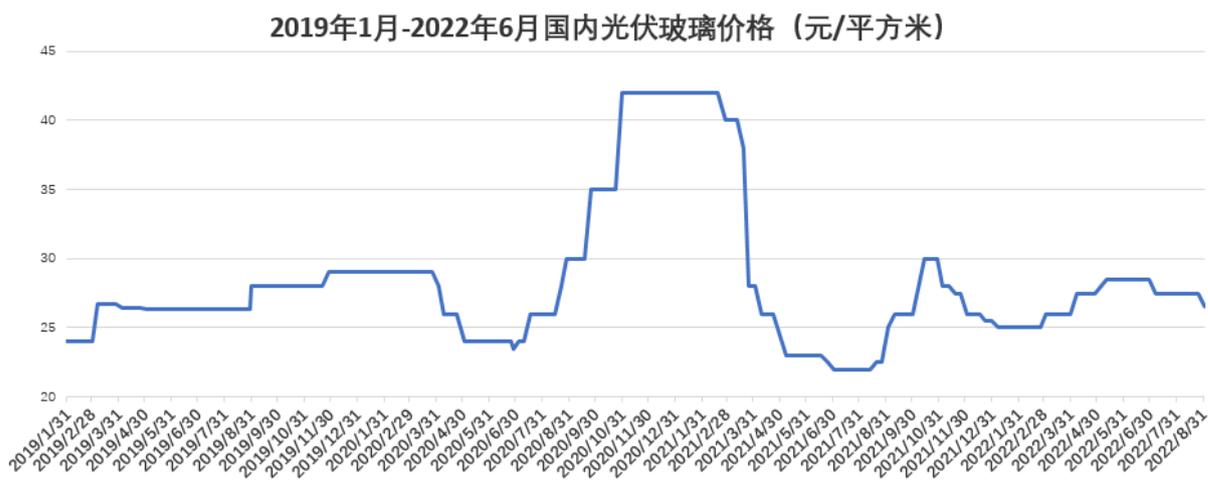
2019

2020

2020

2021 3

2022



6

		2022	2021	2020	2019
		150,647.77	228,837.93	48,439.45	48,731.66
		175,020.17	250,161.20	86,530.70	45,823.75
/		5.96	4.05	7.41	8.10
		7.22	6.14	10.07	12.34

2022 1-6                          =2022 1-6                          \*2/

EPC

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2021

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2019

2020

2021

2022 6 30

69,226.20                      41,564.12                      9,318.35                      36,315.44

<b>2022 6 30</b>			
		9,022.79	21.71%
		6,411.31	15.43%
TAIKO MARKETING (S) PTE., LTD		3,503.39	8.43%
		2,816.06	6.78%
Mitsubishi Corporation		2,792.59	6.72%
		<b>24,546.13</b>	<b>59.06%</b>
<b>2021 12 31</b>			
		39,057.49	56.42%
		6,732.83	9.73%
		5,983.79	8.64%
		2,427.04	3.51%
		2,047.56	2.96%

		<b>56,248.71</b>	<b>81.25%</b>
<b>2020 12 31</b>			
		16,001.29	44.06%
		12,071.63	33.24%
		1,525.06	4.20%
		1,191.65	3.28%

TAIKOMARKETING(S)PTE.,LTD				
MitsubishiCorporation				

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2019

2020

2021

2022 6 30

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	2022 1-6		2021		2020		2019	
	163,755.18	99.01%	308,490.45	99.74%	262,758.48	98.80%	147,590.90	97.29%
	1,643.09	0.99%	793.16	0.26%				

1.96% 1.36% 1.23% 2.68%

2021 11 1 2021  
2021  
2020

	<b>2022 1-6</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>
	26.30%	39.85%	49.41%	32.87%
	4.05%	39.30%	32.08%	12.43%
	29.33%	33.52%	27.09%	28.11%
	19.43%	33.83%	27.89%	22.04%

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Zion Market Research

2028 520

33.46%

2021-2022 2021

90% 1,050

2010 8,100t/d 49,000t/d 2021 43,500t/d

5,500t/d 88.75%

2025

-789.32

2

50%

3

		2022	1-6	2021	2020	2019
		26.30%		39.85%	49.41%	32.87%
		-13.55		-9.56	16.54	-
	/	26.39		26.9	28.26	23.78
		-1.90%		-4.81%	18.84%	-
	/	19.45		16.18	14.30	15.96
		20.21%		13.15%	-10.40%	-
		-1.16%		-2.57%	10.65%	-
		-12.39%		-6.99%	5.89%	-

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2020 2019 16.54

18.84%

2021 -2022

2020

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2019

2019

" 531 "

2018

2020

4

29 /

24 /

2020

7 24

/ 9 37 /

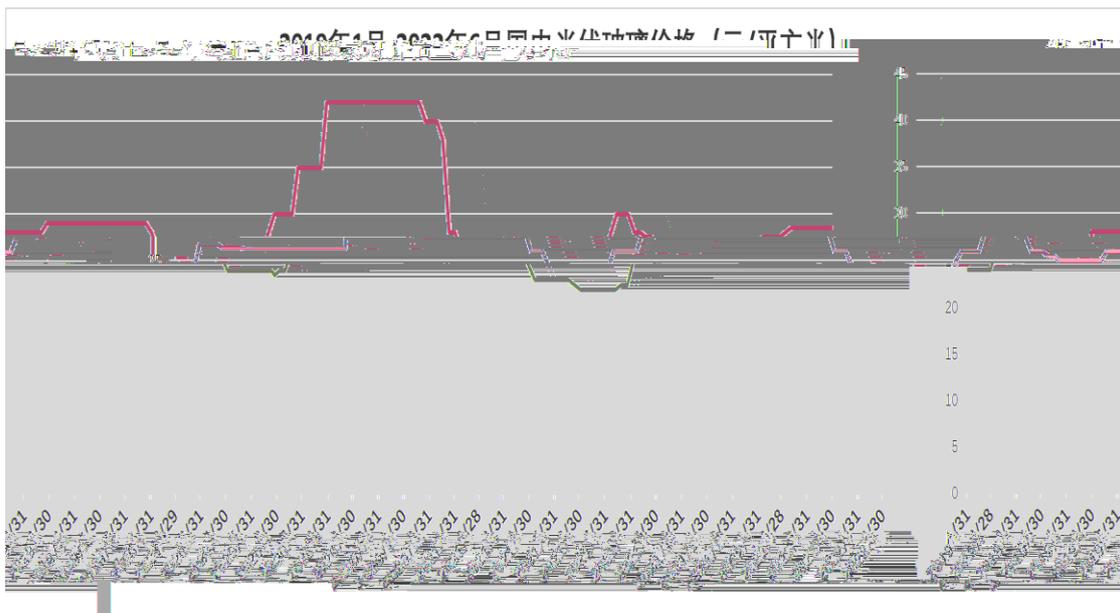
43 /

2021 3

6 23 /

2022

27 /



2

15.96 / 14.30 /

16.18 / 19.45 /

2020 2019 10.40%

1,308.12 / 2019 17.60% 1.98

/m<sup>3</sup> 2019 22.05% 2,111.10 / 2019

19.37% 2021 2022 1-6

47.73% 20.27%

5.61% 2.10% 35.47%

18.18% 74.20% 10.55%

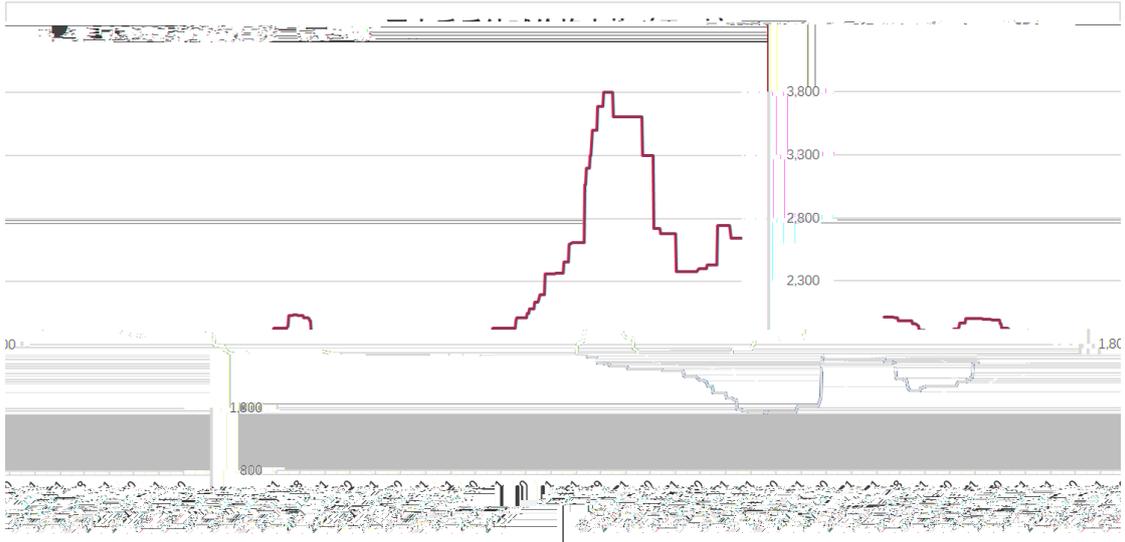
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2019

2020

2021

2022



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" " " " " " " " " "

2022 3

2022 8 7,000 /

1,500 /

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2019

2020

OPEC

2021

2022

OPEC



2020

2019

2021

2022

2021

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EPC

	2022 1-6	2021	2020	2019
	26.71%	41.11%	49.04%	32.12%
	26.30%	39.85%	49.41%	32.87%

2021

2022

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2017

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88.14%

2022

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2021

13.2% 9.3%

3

		2022	1-6	2021	2020	2019
			4.05%	39.30%	32.08%	12.43%
			-35.25	7.22	19.65	-
	/		1,840.31	2,260.09	1,808.04	1,472.87
			-18.57%	25.00%	22.76%	-

		2022 1-6	2021	2020	2019
	/	1,765.79	1,371.77	1,228.07	1,289.82
		28.56%	12.12%	-4.42%	-
		-13.84%	13.58%	16.23%	-
		-21.41%	-6.36%	3.42%	-

2019 -2021

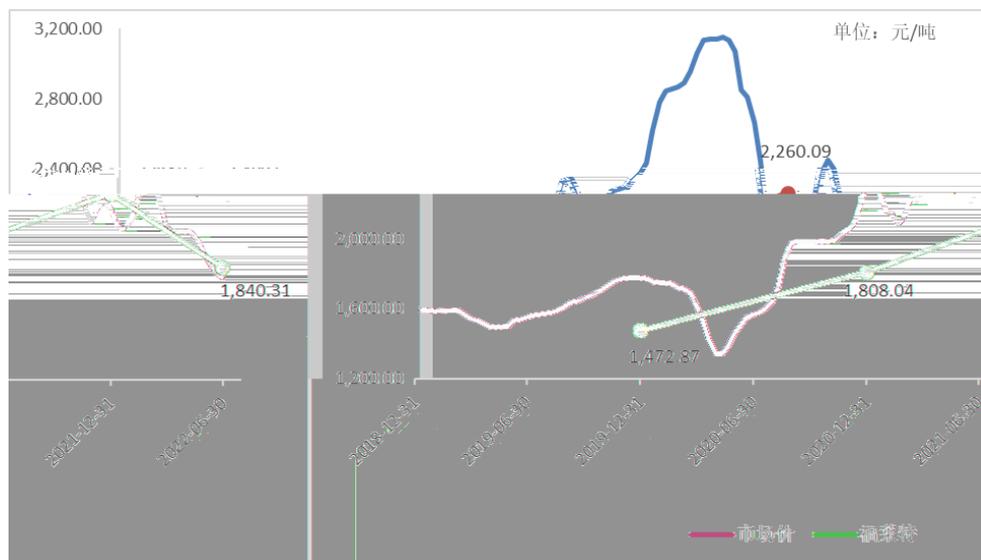
2022

1

22.76% 25.00% -

18.57% 2019-2021

2022



4.8/5mm

2

1,289.82 / 1,228.07 /

1,371.77 / 1,765.79 /

2020 2019 4.79%

2020 2019

1587.50 / 2020 1308.12 / 17.60%

2019 2618.34 / 2020

2111.10 / 19.37% 2022 2021

28.56%

2019-2021

2022

2022

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	2022 1-6	2021	2020	2019
	38.93	44.34	37.21	37.59
	31.37	29.34	26.84	29.31
	19.43%	33.83%	27.89%	22.04%
	51.59	47.67	41.61	41.43
	36.46	31.69	30.34	29.79
	29.33%	33.52%	27.09%	28.11%

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Low-E

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IKEA International Group

OEM

2020

4

	<b>2022</b>	<b>1-6</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>
		46.96%	46.79%	46.14%	42.61%
A		30.89%	36.15%	31.37%	27.41%

	<b>2022 1-6</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>
--	-----------------	-------------	-------------	-------------

374,770.37      522,567.44      712,163.68      646,810.21  
78.80%   83.98%   82.11%   88.79%

2

	2022 1-6	2021	2020	2019
	730,449.13	871,322.81	626,041.78	480,680.40
	565,050.87	562,039.20	360,086.41	328,973.55
	22.64%	35.50%	42.48%	31.56%
	165,398.27	309,283.61	265,955.37	151,706.85
	100,274.79	211,991.93	162,878.38	71,724.37
	13.73%	24.33%	26.02%	14.92%

" " "

"

3

	2022 1-6	2021	2020	2019
	<b>4,965.02</b>	<b>8,572.46</b>	<b>4,763.20</b>	<b>25,511.29</b>
	-	-	-	22,790.69
	3,700.85	5,949.00	2,683.32	893.19
	642.10	1,164.98	1,056.35	897.48
	<b>12,639.96</b>	<b>22,177.87</b>	<b>17,234.90</b>	<b>12,149.86</b>
	6,732.40	9,109.03	6,977.18	5,808.77
	1492.51	2,257.95	2,203.57	1,594.54

	<b>25,505.46</b>	<b>40,841.75</b>	<b>28,471.78</b>	<b>20,415.16</b>
	5,581.34	8,109.84	5,896.66	5,464.39
	16,513.53	28,358.50	19,158.43	12,819.35
	<b>7,676.84</b>	<b>5,251.84</b>	<b>14,152.87</b>	<b>5,312.95</b>
	12,010.21	9,025.24	8,027.32	6,538.83

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2021 11 1 2021

2020

22,790.69 25,422.28 32,995.95 22,879.55

2

12,149.86 17,234.90

22,177.87 12,639.96 2.53%

2.75% 2.55% 1.73%

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	2022 1-6	2021	2020	2019
	<b>4,086.84</b>	<b>5,833.18</b>	<b>2,547.12</b>	<b>3,018.94</b>
	<b>-2,863.19</b>	<b>2,355.46</b>	<b>-2,991.50</b>	<b>-1,281.66</b>
	-2,863.19	2,350.46	-2,996.50	-1,271.66
	<b>-672.35</b>	<b>-1,020.22</b>	<b>-7,178.35</b>	<b>-1,469.79</b>
	-	-	-6,866.53	-1,225.35
	-672.35	-1,020.22	-311.81	-244.44
	<b>9,465.10</b>	<b>26,029.57</b>	<b>24,512.43</b>	<b>14,542.65</b>

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2021

2,355.46

2020

2021

2020

31,006.76

2,621.57

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2020

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2019-2021  
 2018

2022 20.48%

1 2021

2021 3

2021

2022 1-6 2021 1-6 16.44% 2

2022 1-6

2022

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**2**

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2019

2020

2021

2022

2022

2022

12

1

1

2020 2

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2

2020 6

30%

2

2020 6

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6

2022 6 30

1		70,000.00		
2		5,352.32		
3		11,431.51		
4		7,426.95	" 40% " 35% " 4.53	"
5		107,136.86		

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2022 6 30

70,000


**2**

2022 6 30 5,352.32

**3**

2022 6 30 11,431.51

**4**

2022 6 30 7,426.95

1		5,455.39	4.53%			
2		921.56	40%			

3		1,050.00	35%			
		<b>7,426.95</b>				

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2020 6 24

H

H 6,250,000

2021 6

2021 2022 1-6  
19,379.42 11,368.15

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2020 1 21 40%

2020 2021 2022 1-6  
10,686.05 19,747.47 12,348.66

3

2020 4 17 35%

**5**

2022 6 30

2020 6

24

5

	/	%		
		100.00	-	
		100.00	-	
		100.00	-	
		100.00	-	
		100.00	-	
		100.00	-	
		100.00	-	
		100.00	-	
		100.00	-	

	/	%		
		100.00	-	
	(	100.00	-	
	)	-	100.00	
		-	100.00	
		-	100.00	
		-	100.00	
		-	100.00	
		-	100.00	
		-	100.00	

	/	%		
		-	100.00	
	( )	95.10	-	
		45.00	-	
		40.00	-	
		5.56	-	

	/	%		
		-	35.00	
	***	-	4.53	

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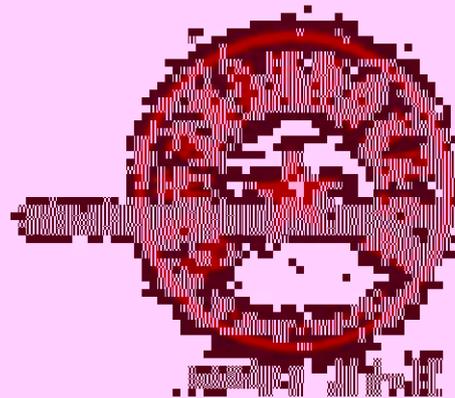
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(2020      )

2022

2022

# INTERNATIONAL TELECOMMUNICATIONS UNION



(本页无正文,为《关于海泰特种装备股份有限公司2022年度公开发行A  
股股票申请文件一次反馈意见的回复(修订稿)》之签署页)



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