

002843

				18.14%	11.44%
14.50%	104.49%				
2022	9				
13,306.77			Apple Inc		
Apple Inc	2019		5W		
		Apple Inc			
				7,440.46	

2022 9

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2022 9

	Co., Ltd		
	FRASCIO RICCARDO Factory Max Co., Ltd	17.87%	

2019-2022

	2022.12.31/ 2022	2021.12.31/ 2021	2020.12.31/ 2020	2019.12.31/ 2019
	14,262.91	7,637.19	4,613.36	7,222.52
	775.22	576.67	410.12	903.06

13,487.69

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		2022	2021	2020	2019
		-	6.47	6.90	7.14
		3.05	1.86	1.72	1.96
		-	4.07	3.07	2.96

1	1	98.53%	94.00%	94.64%	90.18%	97.19%	
1	2	2	0.99%	2.23%	4.05%	0.93%	1.70%
2	3	3	0.03%	1.07%	0.59%	2.30%	0.31%
3	4	4	0.04%	1.31%	0.28%	2.06%	0.65%
4	5	5	0.03%		0.27%	0.66%	
5			0.38%	1.40%	0.17%	3.87%	0.15%
		2021.12.31					
1	1	96.39%	91.54%	95.39%	83.28%	95.96%	
1	2	2	1.00%	3.41%	2.85%	5.01%	2.37%
2	3	3	0.12%	1.67%	0.69%	3.77%	0.56%
3	4	4	0.06%	1.05%	0.15%	1.18%	0.64%
4	5	5	0.07%		0.39%	0.79%	
5			2.36%	2.33%	0.53%	5.98%	0.47%
		2020.12.31					
1	1	92.98%	89.98%	93.87%	83.61%	92.46%	

1	1	4.51%	2.57%	0.25%	2.46%	5.00%	
1	2	2	51.77%	24.64%	12.60%	51.33%	10.00%
2	3	3	96.52%	44.21%	29.21%	73.41%	30.00%
3	4	4	100.00%	77.50%	100.00%	82.51%	50.00%
4	5	5	100.00%	95.33%	100.00%	85.98%	100.00%
5			100.00%	96.67%	100.00%	90.00%	100.00%

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2020 -2022

2022

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2020

2020 2021

	70,097.41	92.31%	203,015.59	96.25%
	5,842.84	7.69%	7,916.23	3.75%

2020 2021

	59,437.31	84.79%	194,979.32	96.04%
	10,660.10	15.21%	8,036.27	3.96%

2020 2021

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2022

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2023

	129,346.96
	53,109.20

2022

2023

182,456.16

2020

2021

Consumer HK

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						2014	2022	
2014	2015	2016	2017	2018	2019	2020	2021	

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2022 9

	28,448.12
	706.54
	2.48%
	1,754.63
/	248.34%

%

	31,306.66

1	2	2	0.43%	1.03%	0.01%	-
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		1995		1995	2012
		2012	2019	1	
2018	10			2021	6
2019-2022					
		2022	2021	2020	

	1.57%
	118.09
/	371.94%

2022

	1,852.84
	91.27
	4.93%
	97.59
/	106.93%

1	1	95.07%	94.64%	90.18%
1	2	4.10%	4.05%	0.93%
2	3	0.73%	0.59%	2.30%
3	4	0.10%	0.28%	2.06%
4	5	-	0.27%	0.66%
5		-	0.17%	3.87%
		100.00%	100.00%	100.00%

2022

2022

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95.07%

2022

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2020

2021

2021

2022

2021 2,293.26
2022

1 2
2022
133.25 0.43%
1,565.33

2021

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2019 2022 103.12%
232.65%

1 95.07%
2022 91.27
4.93%

97.59

2019 2022

8 - 2023 4 7

2023 0428

2022 12 31

30,039.33

33,011.00

8 - 2023 4 7

2023 0429

2022 12 31

12,550.61

13,264.78

2022 12 31

	6,752.68
	6,685.76

			5	
		1.00%-25.35%		0.42%
	1.62%-2.63%	9.68%		
			5	
		6.76%-14.39%		
0.00%	12.49%-14.85%	11.69%		

2022	7-12		
	3,236.41	3,290.30	

		339.82 1
692.08	352.26	120 2 204
618.24	278.16	-

2022 12 31

30,039.33

33,011.00

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2022 12 31

12,550.61

13,264.78

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	FOB CIF CFR			
	180	150	30-	30-50%

2023 4 1 2019-2022

2	SWORD Sp. z o.o.		638.76	10.69%	95.98	15.03%	95.98	100.00%
3	Barksdale Imports		587.58	9.83%	347.03	59.06%	347.03	100.00%
4	GREENBAND srl		362.74	6.07%	198.06	54.60%	198.06	100.00%
5	OOOñTECHN OWOODò		334.73	5.60%	-	-	-	-
		-	3,189.63	53.36%	1,813.45	56.85%	1,813.45	100.00%
2019 /2019								
1	ARNTZ GmbH + Co. KG		2,414.08	32.45%	2,464.25	102.08%	2,464.25	100.00%
2	SWORD Sp. z o.o.		679.74	9.14%	118.12	17.38%	118.12	100.00%
3	Barksdale Imports		514.19	6.91%	284.58	55.35%	284.58	100.00%
4	FRASCIO RICCARDO		439.70	5.91%	31.09	7.07%	31.09	100.00%
5	ROSMARK-STEEL		405.10	5.44%	85.32	21.06%	85.32	100.00%
		-	4,452.81	59.85%	2,983.36	67.00%	2,983.36	100.00%

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2	Starrett	1880		
3	AMADA	1946		
		1969		
4	BAHCO		1886	
			1967	
5	WIKUS			
		1958		60
6	RONTGEN	1899		
7				
		1998		
			LION	FORK
	SHARE	ROMANCE		

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1995

2021 2 8

300946.SZ

2017-2022

2017	2,125.92	1,652.93
2018	2,616.65	2,365.96
2019	2,164.17	2,921.13
2020	1,833.27	2,770.40
2021	1,841.01	4,207.11
2022	1,418.46	6,681.09

2017 2022

2,125.92

1,418.46

1,652.93

6,681.09

32.23%

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MTCUT SHD 67*1.6-1.0/1.5-10G		12~25cm ^l /min	8~15cm ^l /min
		9.1m ^l	6.71m ^l
		10-15%	
SSCUT 41*1.3-2/3-10BS		11~16cm ^l /min	11~16cm ^l /min
		3.5m ^l	2.9m ^l
		10-15%	
TANCUT SHD 27*0.9-3/4-10N		30cm ^l /min	15cm ^l /min
		6m ^l	4m ^l
		10-15%	
CB-EMP 34*1.1-3/4-CH		12cm ^l /min	12cm ^l /min
		1.14m ^l	0.43m ^l
		5-10%	

CB-X925 1.4/2.0	67*1.6-		10cmI/min	10cmI/min
			1.96mI	1.57mI
			5-10%	

MTCUT

SSCUT

TANCUT

CB

78%

5-10%

20-50%

50-100%

5-10%

24.84% 165.12%

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OEM Original Equipment Manufacturer ñ

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MOS

PCB

PCB

1		PCB SMT PCB	PCB PCB
2	/	PCB / PCBA	PCB PCB
3		PCB	
4			
5			
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		220V 5V
		36V 220V
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18				
19				-
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2019

2018

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EMM

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2020
59.2%
2021
9,661.10
40%

1		202221509362X		
2		2022213482106	PCBA	
3		2022213273505		
4		2022213263113		
5		202221142396X		
6		2022211562939		
7		2022213432094		
8		2022213258666		

9

23		2021201453875		
24		202120148477X		
25		2021201507964		
26		2021201569392		
27		2021201569405		
28		202110045946X	SMT	
29		2021200514782	PCB	
30		2020115763627		
31		2019103041114	SMT	

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2022 12 31

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2,419.09

1,556.95

7.26%

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	1,000	37	27.03
	2,360	126	18.73
	450	21	21.43

3,810

20.71

2019	2022	1,417.95	1,458.53
2,797.35	3,915.22	2021	

2022 12 31

2022

33.5

GDP

27.7%

58.62%

2022

30%

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16.08%

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ARNTZ GmbH + Co. KG 2021

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	2022	2021	2020	2019
	2,530.00	2,200.00	1,970.00	1,970.00

2023

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2025

2021 2020
9.70 13.59 40.10% 2021
1,456.02 61%

2021
150 600 2025
310
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2009

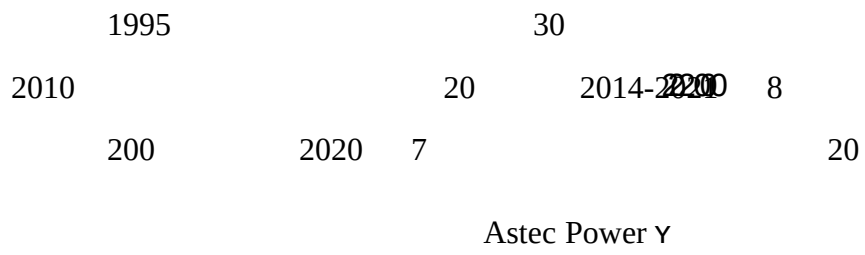
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2023 80 8,800

	2022	2021	2020	2019
	60.00	50.00	30.00	30.00
	61.84	36.31	24.95	15.26
	103.07%	72.61%	83.17%	50.86%

2019-2021							
111.6GW	130GW	170GW					
		2019	2021	23.42%			
2021-2025							
		220GW	2030				
300GW	2019-2021			30.1GW	48.2GW		
54.88GW	2021-2025			75GW			
Global Market Insights							
					2021		
		191.8	2028	270			
113	2021-2028			CAGR	5%		
2022-2025			149	165	181		
196			546	605	644		
		200	280	330	375		
		895	1,049	1,155	1,265		



2023

	D	10,373.67
		11,271.80
		-

20202022

96.04%84.79%89.95%20202022

	2022	2021	2020
	86,379,947		

2022

2022
2021 82.64%

2 1 3
1 3 33.33% 66.67%
100% 3 100% 1 3
50% 66.67% 100% 3 100%

		33.33%	66.67%	100%
		240	480	720
		50%	66.67%	100%
		63	84	126
		50%	66.67%	100%
		60	90	120

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1.3		150.60		-
2		2,280.50		-

150.60

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2,280.50

	1300		
	4,200	12,502.32	3,614.40
	¹ 12,755	13	₈

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		2022		0.31
		2022		0.25
		2022		0.25

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	11,211.13	-	9,844.21
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14,200.00

3,714.21

21		1	22.00
22		1	30.00
23		1	60.00
24		1	30.00
25		1	4.00

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	2,023	6,130.00
	4,950	1,211.74
	24,827	14,200
	20	100

1300	101.15	0.17
	61.30	0.26

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		2022		0.26
		2022		0.28
	6	2022		0.25

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24,183.79

20,112.01

1		20,112.01	-	20,112.01
1.1		3,075.00		3,075.00
1.2		857.01		857.01
1.3		16,180.00		16,180.00
2		1,712.40	-	-
3		2,359.38	-	-
		24,183.79	-	20,112.01

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25,000

3,075

857.01

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8 MI

6 SMT

IT

16,180.00

1	MI	8	8,700.00
2	SMT	6	5,880.00
3		4	200.00
4	OMM	1	40.00
5	CMM	2	150.00
6	ROHS1.0	1	35.00
7	ROHS2.0	1	60.00
8		1	15.00
9	X-ray	1	150.00
10		1	22.00
11	PV /	2	30.00
12		1	20.00
13		2	15.00
14		3	28.00
15	BGA	1	15.00
16		1	20.00
17		1	114.00
18		1	40.00
19		1	192.00
20		1	270.00
21		1	76.00
22		1	108.00

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1,712.40

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2,359.38

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	66,012.69	16,180.00
	11,333.21	2,359.38
	3,360 1,260 180 45	720 126 120

13.62 /

16.75 /

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	2022	20.76 /
12.54 /	39.58%	

		-	49.64 %	48.58%	50.38%
		35.34%	13.82%	21.20%	17.82%
		-	30.31%	29.96%	29.31%
		-			

2022

	2021	13.82%-
49.64 %	31.26%	

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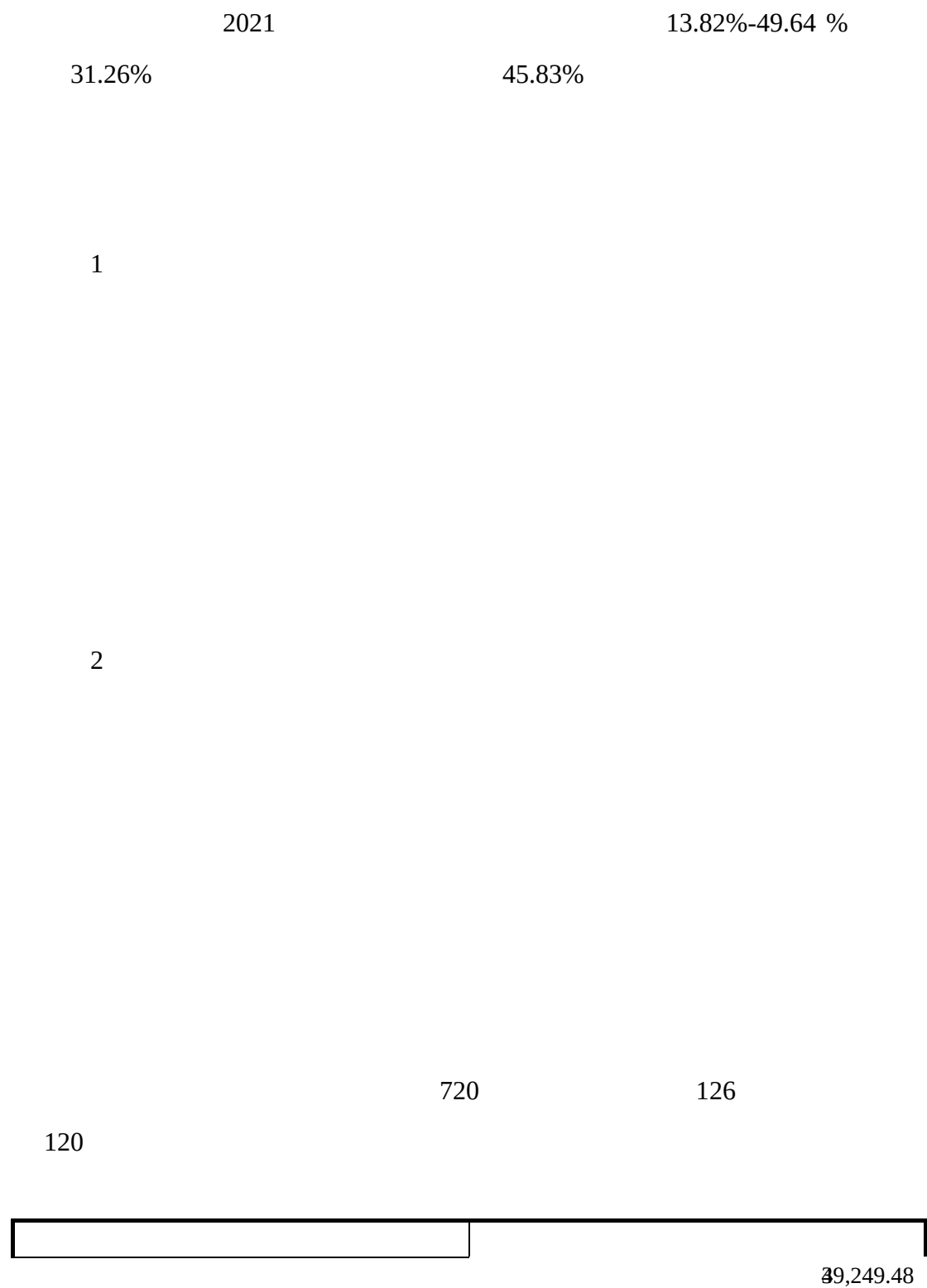
	10,600.00
	5,741.53
	4,858.47
	100.00
	106.00
	57.42
	45.83%

2022 133.08 /

58.82 / 55.80%

		-	49.64 %	48.58%	50.38%
		35.34%	13.82%	21.20%	17.82%
		-	30.31%	29.96%	29.31%
		-			

2022



/	50.98
/	11.35
/	188.39
/	144.51
	42.50
	16.65%

11.35 / 188.39 / 144.51 / 2022

11.27 / 173.23 /

2022 7.08%

16.65%

2022

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2022

	1,257.51	3,655.42	4,696.68	4,696.68	4,696.68	3,770.76	2,269.72	1,952.11	1,952.11	1,952.11	1,685.73	984.52
- b	97,775.14	97,775.14	97,775.14	97,776.14	97,777.14	97,778.14	97,779.14	97,780.14	97,780.14	97,780.14	97,780.14	97,780.14
c	27,896.00	44,434.65	70,999.48	80,199.48	80,199.48	80,199.48	80,199.48	80,199.48	80,199.48	80,199.48	80,199.48	80,199.48
- d=b+c	125,671.14	142,209.79	168,774.63	177,975.63	177,976.63	177,977.63	177,977.63	177,978.63	177,978.63	177,978.63	177,978.63	177,978.63
a/d	1.00%	2.57%	2.78%	2.64%	2.64%	2.12%	1.28%	1.10%	1.10%	1.10%	0.95%	0.55%

13,864.06

- c												
f	3,657.06	4,633.97	7,900.77	10,298.79	10,005.70	10,345.28	11,025.58	11,102.37	11,101.84	10,761.69	10,787.75	11,165.88
- g=e+f	17,521.12	18,498.03	21,764.83	24,162.85	23,869.76	24,209.34	24,889.64	24,966.43	24,965.90	24,625.75	24,651.81	25,029.94
(a/g)	7.18%	19.76%	21.58%	19.44%	19.68%	15.58%	9.12%	7.82%	7.82%	7.93%	6.84%	3.93%

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	215 1	/
	40,606.34 25,577.63	2070 11 18

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2023

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2021

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49.33% 247.12% 102.03% 2022 9 30 5,000

2021 1

2022 10

2022 9 30 5,012.37

2,320.89

ARNTZGmbH+Co.KG 5,044.24

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2023 2025

2023 2024 2025

2023

-2025 21,179.33

1 2022 9

2021

2022 9 30

2022 12 31

2 2022 1 1 2022

190,000

3 2022 12 20

2022 /

2021 2023 2024 2025

280% 350% 450% 2021

2023 2024 2025 200,146

237,015 289,685

	2022 /2022 E		2023	2025	
			2023 E	2024 E	2025 E
	9,717.76	5.11%	10,236.69	12,122.40	14,816.26
	61,709.24	32.48%	65,004.51	76,979.03	94,085.48
	5,193.65	2.73%	5,471.00	6,478.81	7,918.55

	2022 /2022 E		2023	2025
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-2025 21,179.33

2022 12 31 36,586.00

2022 9 26

11,534.23

100% 2022 12 31

6,372.09

2022 12 31

		5,659.29
		-

		1	2020 8,274.06	
	2021	1.5	20,998.00 10 2021 294.97	3,444.67

6,300 1,995 3,149.70
102.03% 48.01% 45.11%

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		20,171.69
		3,612.70
		16,559.00
		21,179.33
		36,586.00
		6,372.09

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2022 4 28

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2022 5 24

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0.8846%

2022 5 27

2022 7 13

113.04

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63.49%

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2022 12 31

		17,171.53	-

		3,000.16	-

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2022 12

1,022.34

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2022 12

ARNTZ GmbH+Co.KG	1,932.91	28.02%			-

ARNTZ GmbH+Co.KG

ARNTZ GmbH+Co.KG

ARNTZ

GmbH+Co.KG

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2022 12

1		3,171.95	3.33%		3,171.95
2		2,487.34	31.69%		2,487.34

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1		bichamp.cn	ICP	11016091	-1
2		taishop.com	ICP	11016091	-1
3		bichamp.com	ICP	11016091	-1

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			“	”	“
”	2019	2022			
262.30	294.90	323.39	391.22		
	0.67%	0.74%	0.62%	0.41%	

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2021

6,850

14,200

	1,537.68	1,609.63	1,455.02	1,435.07
	2,366.34	2,165.75	1,751.17	1,816.85

2021

23.50%

15.25%

50%

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2022

137,348.40

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（本页无正文，为《关于湖南泰嘉新材料科技股份有限公司申请向特定对象发行股票的审核问询函之回复报告》之发行人盖章页）

湖南泰嘉新材料科技股份有限公司



2023年 4月 20日

(本章无正文,为《平安证券股份有限公司关于湖南岳阳市新材料科技股份有限公司申请向特定对象发行股票的审核问询函之回复报告》之保留意见)



