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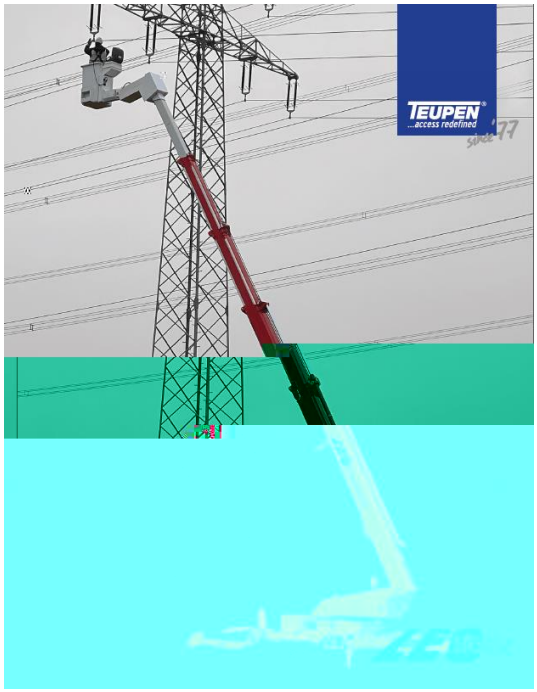
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1							2017-8-10 2022-8-9
2						5,179.00	2019-3-8 2022-3-8

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30%

		2021.3.31 ( )	
	25.00%	9,035.92	
	24.00%	3,173.07	
	-		-

	2021 1-3		2020	
		%		%
	□	□	202,894.68	71.89
	□	□	79,326.04	28.11
			282,220.72	100.00
	2019		2018	
		%		%
	142,454.22	63.12	71,599.61	43.63

	2019			2018		
			%			%
	142,454.22	86,987.32	38.94	71,599.61	40,751.20	43.08
	83,234.19	52,481.93	36.95	92,491.18	57,381.79	37.96
	225,688.4	139,469.2	38.20	164,090.7	98,133.00	40.20

			%
2021 1-3		19,836.91	23.58
	1	7,591.77	9.02
2020		143,936.86	48.68
		3,770.63	1.28
		3,626.81	1.23

			%
2019		54,792.48	22.93
		8,502.81	3.56
		8,380.43	3.51
2018		12,931.82	7.57
	1	4,055.17	2.37
		1,809.95	1.06

			%

2021

			%
	HANKOOK CAPITAL CO., LYD.	2,873.53	1.20
		68,299.23	28.58
2018	CMEC HARRIS	52,173.15	30.55
	B	11,472.22	6.72
	MAGNI	5,956.80	3.49
	EKSAWADI CO., LTD	4,855.88	2.84
	Colle Sittard Machinehandel B.V.	4,761.78	2.79
		79,219.83	46.39

			%
2021 1-3		1,791.39	2.13
		1,207.51	1.44

		907.96	1.08
		576.02	0.68
		375.22	0.45
		4,858.11	5.78
2020		2,829.91	0.96
		1,722.21	0.58
		1,483.10	0.50
		1,332.30	0.45
		1,223.54	0.41
		8,591.06	2.91
2019		2,262.22	0.95
		947.26	0.40
		934.78	0.39
2018			

	2021 1-3	2020	2019	2018

	0.2%	0%
	3%	3%
	50%	50%
	100%	100%

	20213.31	202012.31	201912.31	201812.31
		128,311.27	115,903.68	73,354.13
		18,794.17	16,030.94	8,216.60
		555.85	622.44	-
	%	0.51%	0.62%	-

1		200,000.00	90.91%	150,000.00	
1.1		67,215.30	30.55%	52,000.00	
1.2		93,034.00	42.29%	74,000.00	
1.3		1,810.00	0.82%	-	
1.4		22,000.00	10.00%	18,000.00	
1.5		15,940.70	7.25%	6,000.00	
2		20,000.00	9.09%	-	
		220,000.0(	100.00%	150,000.0(	-

1		19,113.00	3,746.10		860.10	4,606.20
2		35,405.00	7,435.10		2,425.20	9,860.30
3		26,596.00	5,585.20		1,914.90	7,500.10

					1	2	3	4
1		200,000.00	150,000.00	-	-	-	-	-
1.1		67,215.30	52,000.00	-	15,000	20,000	10,000	7,000
1.2		93,034.00	74,000.00	-	-	20,000	54,000	-
1.3		1,810.00	-	-	-	-	-	-
1.4		22,000.00	18,000.00	-	18,000	-	-	-
[redacted]		15,940.70	6,000.00	-	3,000	3,000	-	-

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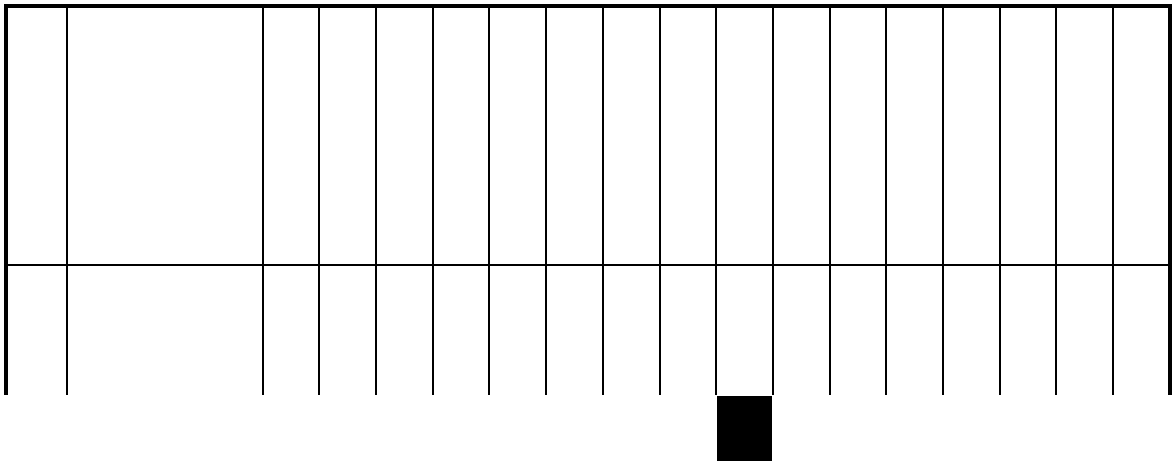

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	2021.3.31		2020.12.31		2019.12.31		2018.12.31	

	30,837.31	27.87%	23,409.25	24.86%	18,834.57	40.87%	13,921.05	38.77%
	7,213.04	6.52%	9,712.09	10.31%	4,012.38	8.71%	3,756.38	10.46%
	28,793.20	26.02%	39,601.05	42.06%	14,448.18	31.36%	14,154.40	39.42%
	43,601.59	39.41%	21,243.26	22.56%	8,647.39	18.77%	3,943.22	10.98%
	204.52	0.18%	194.05	0.21%	136.59	0.30%	133.68	0.37%
	110,649.6	100.00%	94,159.7	100.00%	46,079.1	100.00%	35,908.7	100.00%

39,601.05

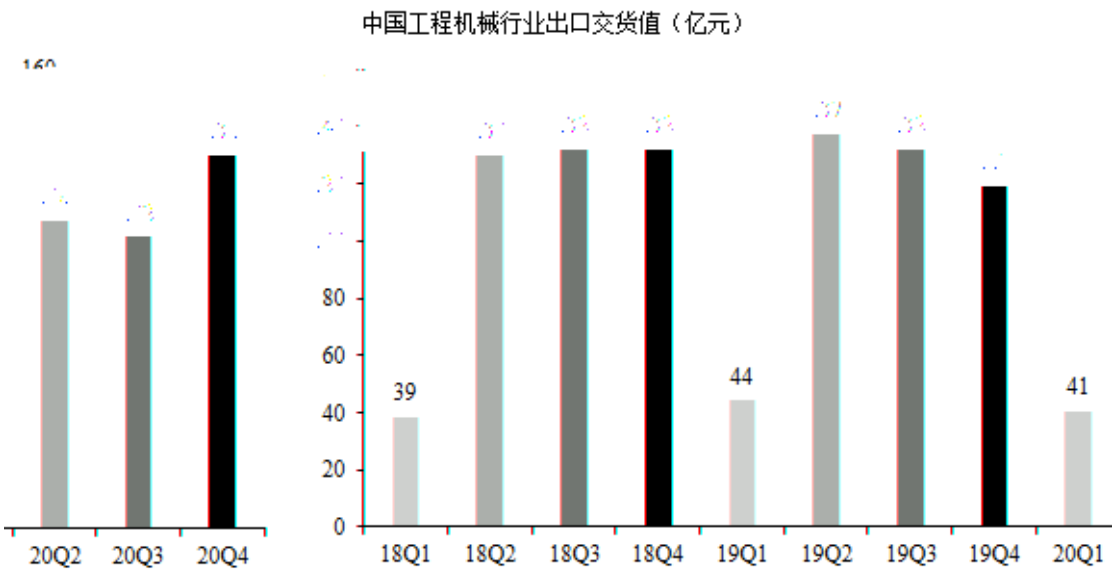
	2021.3.31		2020.12.31		2019.12.31		2018.12.31
	1,685,492.74	15.03%	1,465,238.43	24.47%	1,177,158.13	23.25%	955,064.67
	1,277,333.35	-2.20%	1,306,070.03	24.48%	1,049,197.52	2.90%	1,019,645.93
	110,649.66	17.51%	94,159.70	104.34%	46,079.11	28.32%	35,908.72

	20213.31		20203.12.31		20193.12.31		20183.12.31	
	104,551.52	94.49%	91,480.79	97.15%	44,301.28	96.14%	34,625.73	96.43%
	6,098.14	5.51%	2,678.91	2.85%	1,777.83	3.86%	1,282.99	3.57%
	110,649.6	100.00%	94,159.7	100.00%	46,079.1	100.00%	35,908.7	100.00%

	20213.31		202012.31		201912.31		201812.31	
	5,367.95	88.03%	2,072.25	77.35%	1,167.86	65.69%	1,083.69	84.47%
	72.33	1.19%	15.16	0.57%	10.08	0.57%	5.10	0.40%
	657.86	10.79%	591.50	22.08%	599.90	33.74%	194.21	15.14%
	6,098.14	100.00%	2,678.91	100.00%	1,777.83	100.00%	1,282.99	100.00%

	202012.31	2021 1-3	/	20213.31	+ /
	696	554	79.60%		93.53%
	10,268	3,818	37.18%		76.11%
	249	247	99.20%		99.20%
	11,213	4,619	41.19%		77.70%

	2020	2019	2018
	2.21%	1.76%	2.85%
	2.84%	4.82%	9.32%



	2021 1-3		2020		2019		2018	
	43,145.70		202,894.68		142,454.22		71,599.61	
	37,292.06		79,326.04		83,234.19		92,491.18	
	80,437.75		282,220.72		225,688.41		164,090.79	

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			44.00%	
		□	8.00%	
		□	8.00%	
		□ □	8.00%	
		□	8.00%	
		□	4.00%	
			20.00%	

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1 1	3%
1 2	10%
2 3	20%
3 4	50%
4 5	80%
5	100%

		880kg 3,470kg

	2021 1-3	2020	2019	2018

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正文，为

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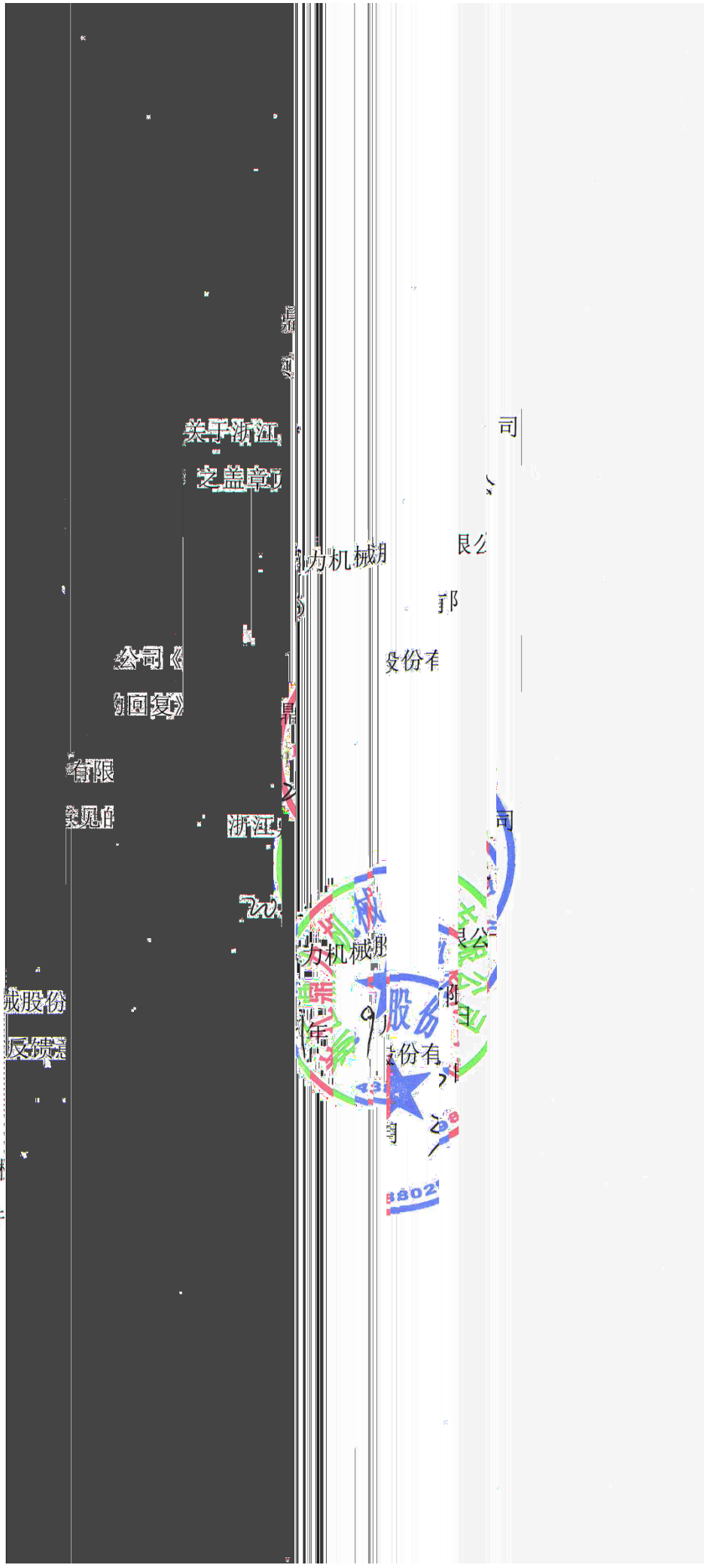
非公开发



浙江鼎力机

票申请文件

（本页无正文，为国泰君安证券股份有限公司《关于浙江鼎力机械股份有限公司非公开发行A股股票申请文件反馈意见的回复》之签字盖章页）

保荐代表人签字：

朱 剑　　黄 万

国泰君安证券股份有限公司

2021 年 9 月 3 日

证券股份有限公

国泰君安

保荐

2021年 9月3日

本人已认真阅读《关
请文件
件反馈意见的回复》
程、本
公司的内核和风险
本反馈
馈意见的回复不存在
真实性
性、准确性、完整性

保荐
机构董事长签字：

人（主承销商）董事长声明

开发行 A 股股
于浙江鼎力机械股份有限公司非公
及涉及问题的核查
的全部内容，了解本反馈意见的回复
原则履行核查程
控制流程，确认本公司按照勤勉尽责
篇，并对上述文件
虚假记载、误导性陈述或者重大遗
及时性承担相应法律责任。

贺 青