

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。



福萊特玻璃集團股份有限公司

(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《福萊特玻璃集團股份有限公司關於非公開發行A股股票申請文件之一次反饋意見的回復》，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，二零二零年九月十五日

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崔曉鐘博士、華富蘭女士和吳其鴻先生。



A

2020 8 31

202182

1

.....3					
1		2020 5 27	1,450		
100	14.50		A	25	
	1				
			2		
			3	4	
		5			
		.....6			
2				1	
			2		

			3
		.....	69
11	2018 9 24	2,000	
		.....	98
12		.....	105
13		.....	111

1		2020	5	27	1,450	
	100		14.50			A
	25			1		
	2					
	3		4			
	5					

2020 2

30%

250,000

75,000

30%

30%

2017

2018

2019

2020

297,451.14

303,980.17

475,588.67

248,003.60

30%

A

30%

A

450,000,000

195,000

5 27

145,000

[2018]1959

2019 2 15

A 150,000,000

2.00

300,000,000.00

45,615,049.00

254,384,951.00

2019 2 11

19

00059

20 E00393

2020 6 30

2020 6 12

2020 7

15

2020 6

91.52

94.23

1

75

75

4,200

75

1

2

4,200

2

75

75

4,200

4,200

2006

1

GB/T30984.1-2015

GB30252-2013

100

30

1

2002

2007

Global Market

Outlook For Solar Power 2020-2024

2019

633.7GW

116.9GW

30.1GW

2020

130GW

140GW

IEA

2030

1,721GW

2050

4,670GW

2011-2025

GW

2018-2019
 14%
 2025
 2.0mm/2.5mm
 56.3%

2019

60%
 2.5mm
 3.2mm
 2.5mm+2.5mm
 3.2mm

4,200

1

5,000
 3
 2020 8 31

100%

16,160
 2019 7 1 2021 12 31
 42.5

6,464

2

2020

	2020 1 1 2022 12 31		2020 1 200 2 250 3-6 300 7-12 400 2021 2022 30%-40%	
	2020 1 1 2023 12 31		60%	
	2020 1 1 2023 12 31		1500 /	
	2020 1 1 2022 12 31		2020 70 2021 100 2022 120	
	2020 1 1 2020 12 31		2020 3,250	

3

2006

SPF

2008

650

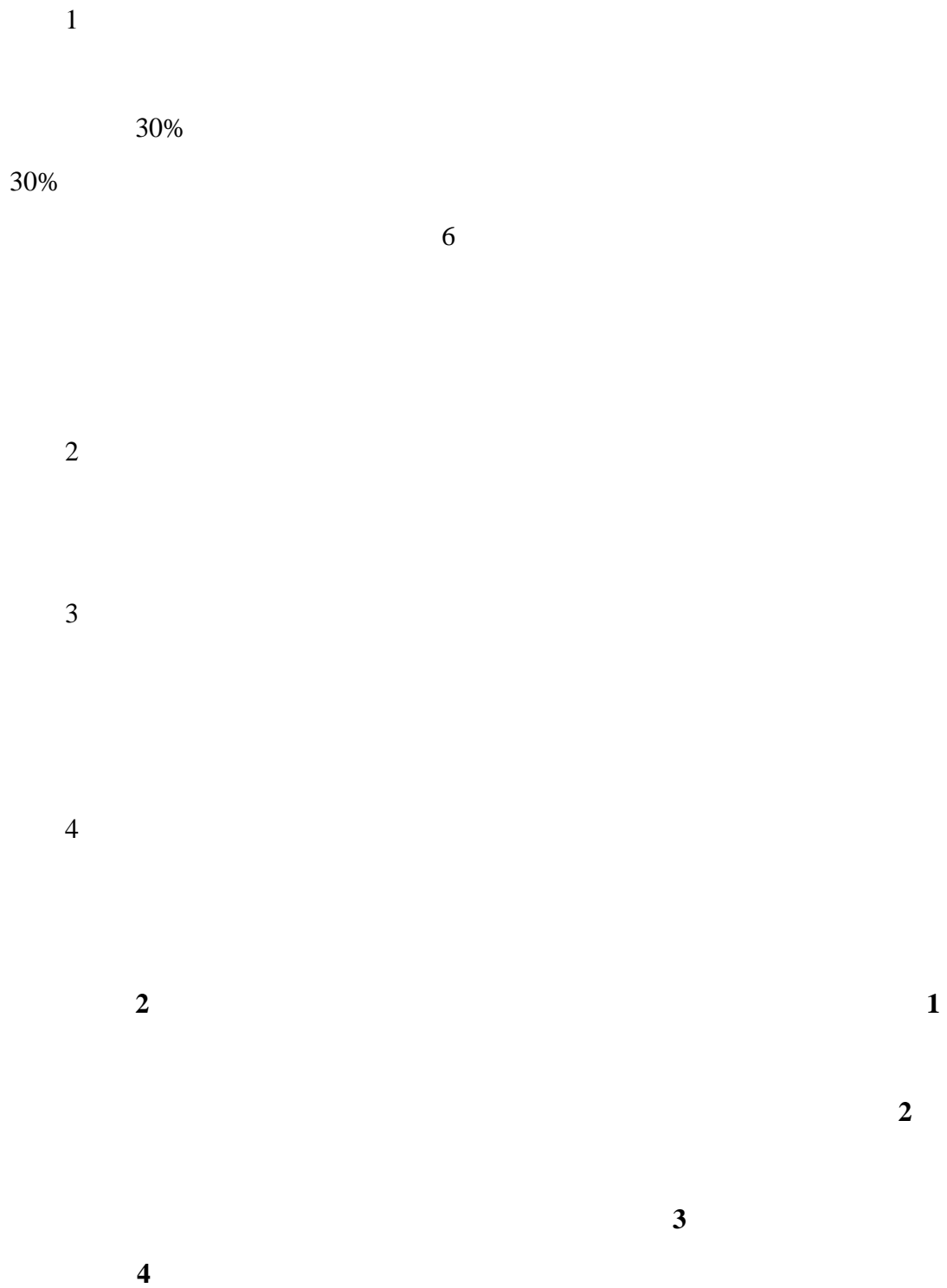
1000

10%-20%

75

2

1,200



“ ”

500 2019 12 31
0.11%

“ ”

2017 12 27

AG-C-1712-040

2018 4 2019 4

2020 5

5,228,294

2020 1126 1835 2020 7 14

500

0.11%

10%

1,000

11.1.1

11.1.1

11.1.1

2020 1-6

3

36

12

1			2019 9 10	X 1	1.2	
2			2019 11 12		0.11	
3			2017 6 19	30	8	
4			2019 5 23		6	

1 2019 9 10
[2019] 1 2018 5
25 X 1
1,069,984.64 X
1 1.2
2019 9 11 1.2

1.12%

5%-20%

	2016	9	4	2016	12	24		61	90	
					5,837,121.04				2017	1
6	6	30				129				
30							2017	6	19	
							[2017]07			
		8			2017	6	19			8

2019 5 23

[2019] 053

2019 4 23

6

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2019 6 6 6

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36

12

1				
2				

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1

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4

4

1

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3

4

“ ” COD “CODCr” “ ” NH₃-N
“ ” SO₂

	COD /	/	SO₂ /	NO_x /
	41.67	4.17	880.24	2,044.49
	3.15	/	484.40	1,067.09

98%

95%

100%

		2 300,000 m ³ /h
		44
		2 150,000 m ³ /h
		1 300,000 m ³ /h 1 120,000 m ³ /h 1 90,000 m ³ /h
	SCR	
		2 200t/h 1 360t/t
		100t
		100t
		3m ³
		13.5m ³

98%

95%

100%

	SCR	10,8271 m ³ /h
		83,170.62t
		14N m ³ /h 5-10mg/N m ³

90%

95%

98%

98%

		40,000m ³ /h×2
		3,000-6,500m ³ /h×9
		5,700-9,000m ³ /h×14
		3,500-4,500m ³ /h×12
		180,000m ³ /h×3
		80t/h
		250 t/h
		1,000 t/h
		30 t/h
		3m ³

		13.5m ³
--	--	--------------------

						E	D+E
		A	B	C	D= A+B+C		
2017	4,025.14	143.79	3,542.88	721.84	4,408.50	1,180.02	5,588.52
2018	8,751.09	164.95	3,581.71	667.36	4,414.02	1,069.12	5,483.14
2019	5,191.69	272.71	5,633.36	735.75	6,641.82	2,129.66	8,771.48
2020 1-6	2,011.04	124.79	2,385.61	333.16	2,843.56	1,188.74	4,032.30

1 75

75

99%

2 4,200

4,200

75		12,392.04
4,200		300.00

3

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1	75		75	2020 1 13 [2020]2 75
2	4,200		4200	2019 7 9 [2019]49 4,200

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2006 1

2013

2018

2018

2018 823

2018 5

2018

5 31

“5.31 ” 2018 “5.31 ” “ ”

2019 5 28

2019

[2019]49

2019

			299,149.70	306,380.27
480,680.40	249,620.39		42,652.68	40,731.47
71,724.37	46,080.62			
		1,266.12	953.90	842.73
340.32			0.42%	0.31%
			0.18%	0.14%
		2.97%	2.34%	1.17%
			0.74%	

1

1

2020 2

2

2020 6

30%

2

1

2020 6 12

2

2020 6 12

3

2020 6 12

4

2020 6 12

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2020 6 12

6

2020 6 12

1

2

2020 6 12

7

2020 6 12

8

2020 6

91.52

94.23

2020 6

2020 6 30

0

523,817.11

A

250,000



1

1 2020 6 12

2 2020 6 30

3

4

2

2020

2020

2020

7

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3

/ /

	2020 6 30	2019 12 31	2018 12 31	2017 12 31
	13.25%	13.13%	9.14%	7.06%
	11.41%	17.74%	10.53%	5.66%
A	2.60%	2.84%	6.78%	5.08%
	9.09%	11.24%	8.82%	5.93%
	12.56%	12.36%	7.66%	13.44%

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2 2020 6 30 = / 2020 1-6 *2

A

A

60-

90

120

	2020 6 30	2019 12 31	2018 12 31	2017 12 31
	168,641.55	197,638.32	91,129.45	93,326.28
1	161,895.50	190,578.38	90,774.85	82,792.70
2	6,746.05			

2

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4 2020

5 2020 1-6

6

		2020 8 31	
2017 12 31	54,391.35	53,533.21	98.42%

2018 12 31	86,434.19	85,001.11	98.34%
2019 12 31	115,760.27	110,448.11	95.41%
2020 6 30	111,559.55	93,084.50	83.44%

= / *100%

98.42%

98.34% 95.41% 83.44%

	2020 1-6	2019	2018	2017
	111,559.55	115,760.27	86,434.19	54,391.35
	249,620.39	480,680.40	306,380.27	299,149.70
	22.35%	24.08%	28.21%	18.18%

2020 1-6

54,391.35 86,434.19

115,760.27 111,559.55

2018 2019

2020 6

2019

1

1

2017 2018 2019 2020 1-6
68.15% 68.96% 78.80% 85.82%

2

1

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2

60-

90

120

3

	2020 6 30		2019 12 31		2018 12 31		2017 12 31	
		%		%		%		%
1	107,590.78	96.44	114,482.71	98.90	84,909.72	98.24	52,906.93	97.35
1-2	3,103.09	2.78	350.05	0.30	455.79	0.53	467.07	0.93
2-3	80.47	0.07	54.30	0.05	452.64	0.52	392.04	0.72

3	785.21	0.70	873.22	0.75	616.04	0.71	542.38	1.00
	111,559.55	100.00	115,760.27	100.00	86,434.19	100.00	54,391.35	100.00

97.35%

98.24% 98.90% 96.44%

4

	2020 1-6	2019	2018	2017
	1.99	2.36	2.21	3.54
	2.17	2.00	3.10	3.77
A	12.36	16.86	17.25	17.18
	5.51	7.07	7.52	8.16
	4.66	4.98	4.62	5.46

2020 1-6

5.46 4.62 4.98

4.66

2018

2019

2017

A

25%

EPC

EPC

5

2018

531

2016	2017			90
		1000	2018	
	2018	4		
2019			2018	34.83%
			2019	
480,680.40		56.89%		90

1 2018 1 1

2018 1 1

22

12

2 2018 1 1

1

	1000

2

1	
2	1

	%
1	5.00
1 2	10.00
2 3	50.00
3	100.00

3

2018 1 1

A

A 2019 1 1

2018 1 1

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2017

1

			A	
	1,000	10%	2000	

10% 2,000

1,000

A

2

			A	
1	5%	5%	A	
1-2	10%	15%		
2-3	50%	50%		
3	100%	100%		

	2020 6 30			2019 12 31		
	85,128.61	7,237.61	8.50%	64,453.62	5,301.09	8.22%
A	81,248.50	3,151.66	3.88%	67,824.03	2,855.91	4.21%
	507,467.80	1,438.70	0.28%	425,704.90	1,465.70	0.34%
	N/A	N/A	4.22%	N/A	N/A	4.29%
	111,559.55	8,178.16	7.33%	115,760.27	5,035.71	4.35%
	2018 12 31			2017 12 31		
	62,934.25	3,644.10	5.79%	41,708.18	2,155.67	5.17%
A	61,189.92	1,966.59	3.21%	66,015.04	2,191.21	3.32%
	345,290.50	35.50	0.01%	349,384.80	0.00	0.00%
	N/A	N/A	3.00%	N/A	N/A	2.83%
	86,434.19	4,314.67	4.99%	54,391.35	3,681.04	6.77%

2

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4 2020

5 2020 6

6

	2020 6 30			2019 12 31		
	18,955.76	-	0.00%	24,082.36	-	0.00%
	8,866.09	342.17	3.86%	8,751.38	278.38	3.18%
	4,795.63	-	0.00%	4,632.31	-	0.00%
	26,152.82	162.37	0.62%	11,265.61	91.31	0.81%
	58,770.30	504.54	0.86%	48,731.66	369.69	0.76%
	2018 12 31			2017 12 31		

	15,495.00	-	0.00%	12,919.85	-	0.00%
	6,463.15	297.77	4.61%	5,233.83	333.31	6.37%
	4,536.84	-	0.00%	2,998.41	-	0.00%
	11,646.85	131.75	1.13%	6,119.88	179.34	2.93%
	38,141.84	429.52	1.13%	27,271.97	512.65	1.88%

1.88% 1.13% 0.76%

0.86%

1

1

	2020 6 30		2019 12 31		2018 12 31		2017 12 31	
	6,403.75	33.78%	4,991.03	20.72%	3,386.22	21.85%	2,627.45	20.34%
	2,188.85	11.55%	5,994.05	24.89%	1,939.76	12.52%	2,328.47	18.02%
	1,013.94	5.35%	775.89	3.22%	1,896.84	12.24%	1,242.50	9.62%
	3,807.60	20.09%	5,605.74	23.28%	4,068.70	26.26%	2,122.63	16.43%
	-	0.00%	-	0.00%	-	0.00%	1,856.84	14.37%
	5,541.62	29.23%	6,715.64	27.89%	4,203.48	27.13%	2,741.96	21.22%
	18,955.76	100.00%	24,082.35	100.00%	15,495.00	100.00%	12,919.85	100.00%

2

20

19.06

23.23 21.66 25.08

20

2

1

	2020 6 30		2019 12 31		2018 12 31		2017 12 31	
	18,991.19	73.07%	6,917.08	61.90%	8,601.27	74.70%	1,551.94	26.12%
	1,728.31	6.65%	1,241.26	11.11%	587.84	5.10%	1,238.50	20.85%
	3,811.36	14.66%	1,569.62	14.05%	999.00	8.68%	1,493.67	25.14%
	1,459.60	5.62%	1,446.34	12.94%	1,326.99	11.52%	1,656.43	27.88%
	25,990.45	100.00%	11,174.30	100.00%	11,515.10	100.00%	5,940.54	100.00%

20

2

DAP

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2

	2020 6 30		2019 12 31		2018 12 31		2017 12 31	
1	25,824.24	98.74%	10,987.83	97.54%	11,400.51	97.88%	5,916.18	96.67%
1	328.58	1.26%	277.18	2.46%	246.34	2.12%	203.70	3.33%
	26,152.82	100.00%	11,265.61	100.00%	11,646.85	100.00%	6,119.88	100.00%

95%

1

1

3

		8.63	10.38	10.95	13.70
		5.80	7.64	6.93	8.10

1

wind

2 2020 1-6

8.10 6.93 7.64 5.80

EPC

A

3

	2020 6 30			2019 12 31		
A	103,871.53	208.25	0.20%	81,867.53	635.36	0.78%
	14,876.47	2,402.27	16.15%	14,890.26	2,127.02	14.28%
	59,374.00	1,305.26	2.20%	48,378.89	1,381.19	2.85%
	58,770.30	504.54	0.86%	48,731.66	369.69	0.76%
	2018 12 31			2017 12 31		
A	60,214.48	200.50	0.33%	68,741.19	151.66	0.22%
	14,225.84	1,030.37	7.24%	19,856.66	768.90	3.87%
	37,220.16	615.44	1.65%	44,298.93	460.28	1.04%

38,141.84

1

1

2

1

2

3

4 2020

5

8

1

2016

2017

2018

1 -

2008

[2008]43

2020 1-6

	307.70				
	245.00				
	115.00				
	70.00				
	50.00				
	618.46				

	70.15				
	1,476.31				

2019

	859.42				
	493.06				

407.38

	50.00				
	20.00				
	14.99				
	1,458.66				
	108.56				
	4,010.18				

2017

	83.67				
	50.00				
	48.12				
	24.00				
	1,439.61				
	171.06				
	1,816.46				

2017 6 12

2017

16

2017 1 1

16 -

16 -

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1 - (2008) ([2008]43)

2

3 2020

2020 1-6

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(2008) ([2008]43)

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2020 6

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2019 1

2019 2

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2020 6

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A

255,917,471.78

32,625.64

1,499,895.14

	25,438.50		25,591.75
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						2020 6 30			25,591.75	
						2020 6 30				
1	90	90	25,438.50	25,438.50	25,591.75	25,438.50	25,438.50	25,591.75	153.25 1	2

1

3.26

149.99

2 90

2018 12

2 A

2020 6

A

75

2020 6 30

A

1,426,288,615.00

98.95

75

2020 6 2

68,465,092.00

144,142.17

1,513.31

2 75

2021

2

—

1 75

1

30%

Frost & Sullivan

Final Report for China's Photovoltaic Glass Market Study

2015

77.03%

2016

80.99%

2017

83.48%

2019

90%

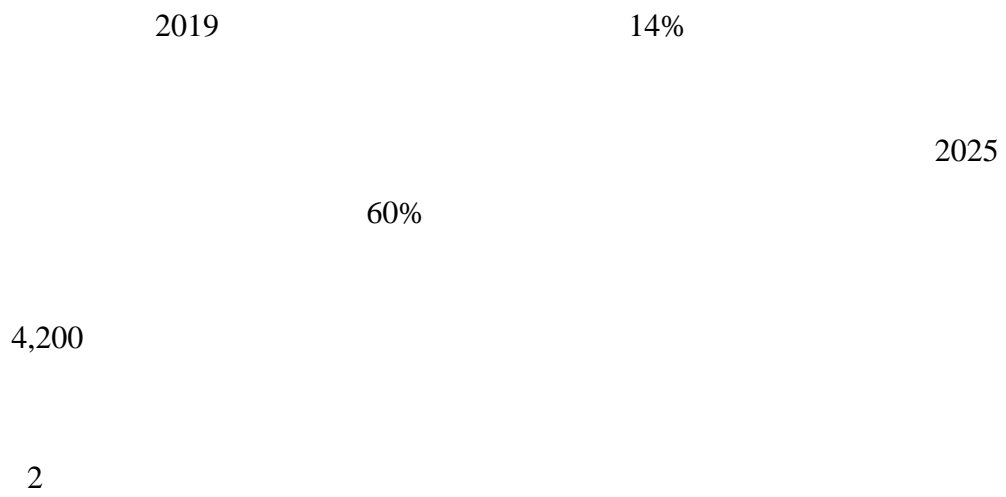
1000

650

			2020		35.8GW-48.9GW
	IEA		2030		1,721GW
	2050		4,670GW		
2017	2018			642	679
			2019	2020	831
	1014		22.4%	22.1%	
	75				
	3				
			“	”	

2 4,200
1

PID



4,200

3

	2017	2018	2019	2020
	297,451.14		303,980.17	475,588.67
249,620.39				

2020 6 53.20%

[2007]500 2020 6 30

20 E00393

2020 9 2

1

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A

A
E00393

20

	10	2019	2	
90			2020	5
14.50		75		
	25	75		4,200

1

2

3

1		16,735.91	10.25%
2		647.84	0.40%
3		4,639.60	2.84%
4		943.40	0.58%
		117,556.80	72.01%

1

						T+12	T+18
						1	
2				47.17	47.17		
3				283.02	283.02		
4				94.34	94.34		
5				47.17	47.17	-	
						22,966.75	22,966.75

2

117,556.80

		13,910.07	2	27,820.13	8,346.04	19,474.09
		2,843.69	2	5,687.39	1,706.22	3,981.17
		56.01	2	112.02	33.61	78.42
		103.41	2	206.81	62.04	144.77
		1,551.11	2	3,102.21	930.66	2,171.55
		430.86	2	861.73	258.52	603.21
		3,791.59	1	3,791.59	1,137.48	2,654.12
		3,274.56	2	6,549.12	1,964.73	4,584.38
		1,378.76	1	1,378.76	413.63	965.13
		94.79	2	189.58	56.87	132.71
		775.55	1	775.55	232.67	542.89

		603.21	1	603.21	180.96	422.25
		224.05	1	224.05	67.21	156.83
		258.52	2	517.04	155.11	361.92
		112.02	2	224.05	67.21	156.83
		68.94	2	137.88	41.36	96.51
		86.17	2	172.35	51.70	120.64
18	1*1200t/d	189.58	2	379.16	113.75	265.41
19	1*1200t/d	654.91	1	654.91	196.47	458.44
20	1*1200t/d	120.64	1	120.64	36.19	84.45
21	1*1200t/d	1,103.01	1	1,103.01	330.90	772.11
22	110KV 10kv	310.22	1	310.22	93.07	217.15
23	1*1200t/d	258.52	2	517.04	155.11	361.92
24	1*1200t/d	129.26	1	129.26	38.78	90.48
25	1*1200t/d	51.70	1	51.70	15.51	36.19
26	1*1200t/d	1,551.11	2	3,102.21	930.66	2,171.55
27	1*1200t/d	155.11	2	310.22	93.07	217.15
28	1*1200t/d	129.26	1	129.26	38.78	90.48
29	1*1200t/d	137.88	1	137.88	41.36	96.51
30	1*1200t/d	1,895.80	1	1,895.80	568.74	1,327.06

31	1*1200t/d	689.38	1	689.38	206.81	482.57
32	1*1200t/d	258.52	1	258.52	77.56	180.96
33	1*1200t/d	155.11	2	310.22	93.07	217.15
34	1*1200t/d	172.35	2	344.69	103.41	241.28
35	1*1200t/d	603.21	2	1,206.42	361.92	844.49
36	1*1200t/d	534.27	2	1,068.54	320.56	747.98
37	1*1200t/d	2,240.49	2	4,480.97	1,344.29	3,136.68
38	1*1200t/d	8.62	2	17.23	5.17	12.06
39	1*1200t/d	215.43	2	430.86	129.26	301.60
40	1*1200t/d MCC	689.38	2	1,378.76	413.63	965.13

911200t/80.46 54326.96 543.8

49	6	1,551.11	2	3,102.21	930.66	2,171.55
50	6	775.55	2	1,551.11	465.33	1,085.77
51	6	698.00	2	1,396.00	418.80	977.20
52	6	1,085.77	2	2,171.55	651.46	1,520.08
53	6	1,137.48	2	2,274.96	682.49	1,592.47
54	6	3,016.04	2	6,032.08	1,809.62	4,222.46
55	6	775.55	2	1,551.11	465.33	1,085.77
56	6	560.12	2	1,120.24	336.07	784.17
57	6	2,326.66	2	4,653.32	1,396.00	3,257.32
58	6	723.85	2	1,447.70	434.31	1,013.39
59	6	387.78	2	775.55	232.67	542.89
60	6	603.21	2	1,206.42	361.92	844.49
61	6	215.43	2	430.86	129.26	301.60
62	6	172.35	2	344.69	103.41	241.28
63	6	215.43	2	430.86	129.26	301.60
64	6	189.58	2	379.16	113.75	265.41
65	6	17.23	2	34.47	10.34	24.13
66	6	775.55	2	1,551.11	465.33	1,085.77
67	6	68.94	2	137.88	41.36	96.51
68	6	258.52	2	517.04	155.11	361.92
69	6	310.22	2	620.44	186.13	434.31
70	6	517.04	2	1,034.07	310.22	723.85
71	6	17.23	2	34.47	10.34	24.13
72	6	861.73	2	1,723.45	517.04	1,206.42
73	6	396.39	2	792.79	237.84	554.95
74		172.35	2	344.69	103.41	241.28
75	1*1200t/d 110kv	2,154.31	1	2,154.31	646.29	1,508.02

76	1*1200t/d	689.38	1	689.38	206.81	482.57
				117,556.80	35,267.04	82,289.76

3

= +

5% 7,026.18

4

25% 15,711.26

3

163,260.98

140,523.54

140,000.00

4,200

1

53,860.12

20,980.90

38.95%

29,782.50

55.30%

1,269.08

2.36%

1,827.64

3.39%

		20,980.90	38.95%

1		12,442.72	23.10%
2		2,182.93	4.05%
3		2,152.20	4.00%
4		4,203.05	7.80%
		29,782.50	55.30%
1		29,782.50	55.30%
		1,269.08	2.36%
		1,827.64	3.39%
		53,860.12	100.00%

2

1

					T+12	T+18	
		85,067			20,980.90	14,477.71	6,503.19
		74,413	0.05		3,720.65	3,720.65	-
		85,067			12,442.72	8,326.92	4,115.80
1		48,998			3,625.83	1,087.75	2,538.08
1.1		48,998	0.07		3,625.83	1,087.75	2,538.08

4					1,877.70	-	1,877.70
					482.40	482.40	-
					235.85	235.85	-
					23.58	23.58	-
					141.51	141.51	-
					47.17	47.17	-
					34.28	34.28	-
					20,980.90	14,477.71	6,503.19

2

29,782.50

						T+12	T+18
					28,500.00	14,250.00	14,250.00
1		Kuka	30.00	12.00	360.00	180.00	180.00
2			250.00	12.00	3,000.00	1,500.00	1,500.00
3			20.00	12.00	240.00	120.00	120.00
4			30.00	12.00	360.00	180.00	180.00
5			60.00	12.00	720.00	360.00	360.00
6			57.50	12.00	690.00	345.00	345.00
7			30.00	6.00	180.00	90.00	90.00
8			25.00	6.00	150.00	75.00	75.00
9			3,500.00	6.00	21,000.00	10,500.00	10,500.00
10			50.00	6.00	300.00	150.00	150.00
11			20.00	6.00	120.00	60.00	60.00
12			30.00	6.00	180.00	90.00	90.00
13		Kuka	55.00	6.00	330.00	165.00	165.00
14			300.00	1.00	300.00	150.00	150.00
15	+	KCW2220B	10.00	1.00	10.00	5.00	5.00
16		SLW100-200	60.00	1.00	60.00	30.00	30.00

2020 -2022

=2022 -2019

=
=
+ +
+
=
+ +

2

2019 480,680.40
17.45% 2020 2022
2019 2020 2022
=
×2019

	2019		2020			2020
	A		B	C	D	D-A
	480,680.40	-	564,559.13	663,074.70	778,781.24	298,100.83
	197,638.32	41.12%	232,126.21	272,632.23	320,206.56	122,568.24
	110,724.56	23.03%	130,046.00	152,739.03	179,391.99	68,667.42
	9,318.35	1.94%	10,944.40	12,854.20	15,097.25	5,778.91
	48,361.96	10.06%	56,801.13	66,712.92	78,354.33	29,992.36
	366,043.20	76.15%	429,917.74	504,938.38	593,050.13	227,006.93
	33,856.29	7.04%	39,764.22	46,703.07	54,852.76	20,996.47
	185,470.56	38.59%	217,835.18	255,847.42	300,492.79	115,022.23
	-	0.00%	-	-	-	-

	219,326.86	45.63%	257,599.40	302,550.49	355,345.55	136,018.69
	146,716.34	30.52%	172,318.34	202,387.89	237,704.58	90,988.24

2020 -2022

90,988.24

75,000

1

2006

2008

SPF

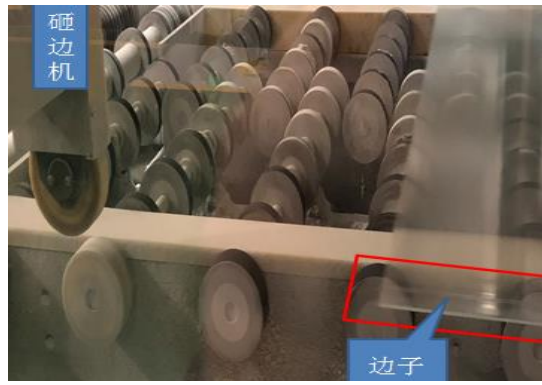
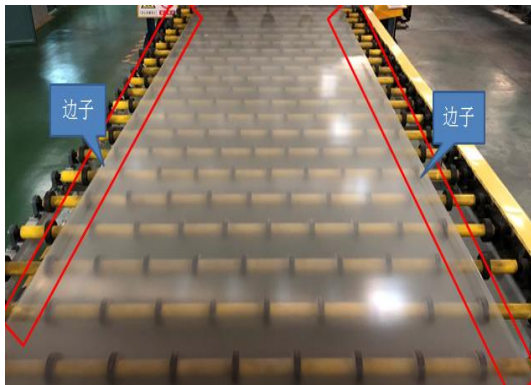
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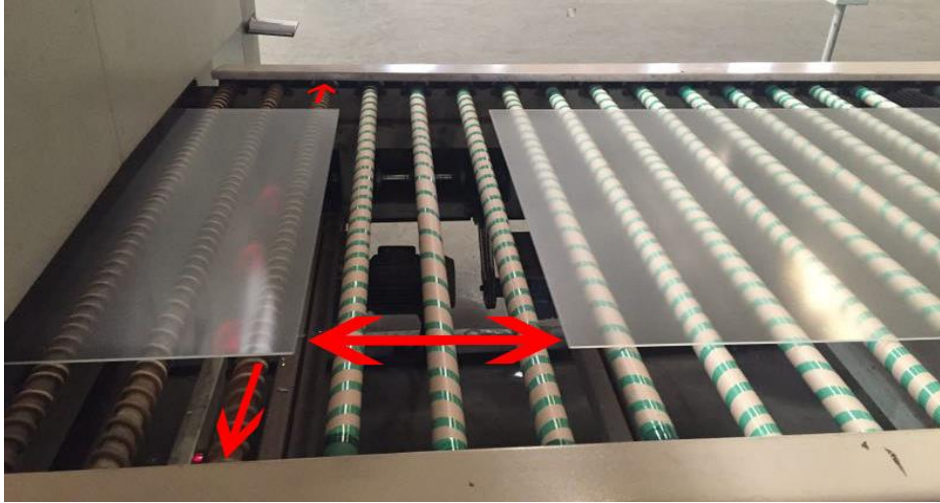
2

3

2019

5,400





2020

IPO

2

100%

100%

2

2020 8 31

5,000

3

100%

2019 7 1 2021 12 31

16,160

42.5

6,464

3

	2020		2019		2018		2017	
		%		%		%		%
	21.28	21.24%	37.48	22.47%	20.96	13.58%	20.27	14.45%
	31.74	31.67%	58.87	35.30%	47.84	30.99%	49.42	35.24%
	5.91	5.89%	7.57	4.54%	5.88	3.81%	7.75	5.53%
	-	-	-	-	-	-	-	-
	-	-	141.11	84.61%	130.32	84.41%	117.07	83.48%
	100.23	100.00%	166.77	100.00%	154.39	100.00%	140.24	100.00%

2017-2019

1

2020

Industry Research²

2019 2018 2017

2020
0.91 0.87 0.86 0.86

¹ Frost & Sullivan Final Report for China's Photovoltaic Glass Market Study 2015.04

² Industry Research: PV Glass Solar Glass; Solar Photovoltaic Glass Market Size and Share 2020

2019-2020

2019

IPO

2,400

4

2002

2007

Global Market

Outlook For Solar Power 2020-2024

2019

633.7GW

116.9GW

30.1GW

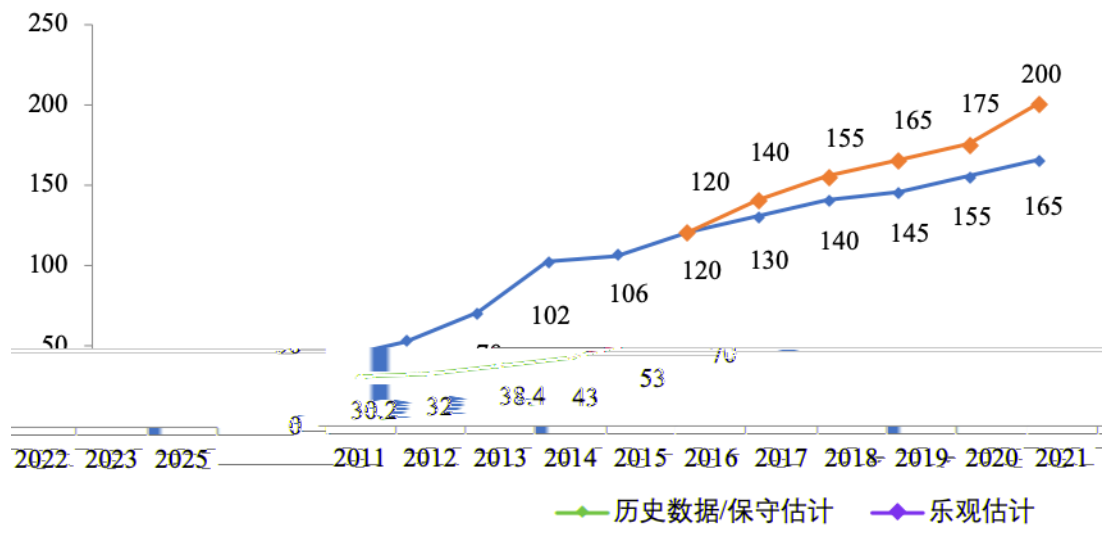
2020

130GW

140GW

2011-2025

GW



Allied Market Research Solar Photovoltaic Glass Market Analysis: Global
 Opportunity Analysis and Industry Forecast, 2019-2026 2019 2026

3			14.83%	28.05%	27.97%	.....	30.99%
4		-	-	-	1,489.16	.....	1,582.54
5		-	2,503.81	10,015.23	10,015.23	.....	10,040.22
6		-	2,406.63	9,626.54	9,626.54	.....	9,626.54
7		-	1,815.55	31,243.97	29,598.63	.....	34,961.73
8		-	453.89	7,810.99	7,399.66	.....	8,740.43
9		-	1,361.67	23,432.98	22,198.97	.....	26,221.30
10			3.00%	12.92%	12.24%	.....	14.46%

1

22.80 /

25.76 /

1

	/
2020 1-6	23.93
2019	23.78
2018	22.22
2017	26.11
	24.01
	22.80

2018 531

2



2018 531

2018 6-8

2018 5 27 /

2018 8

20.5 /

531

2018 9-11

2019 4 7

2019

531

«BAJACI» Ap., «Èà

2020

2020 4

2020 1-8

26.47 /

2020 8

27 /

25.76 /

2

1

2

5.31%

3.72%

1.58%

3

10

2020 1-6	40.05%	38.88%
2019	32.87%	32.12%
2018	27.68%	26.17%
2017	31.12%	30.19%
	32.93%	31.84%
	28.05%	N/A

4,200

1

163,260.98

4,200

79,800.00

7.77%

9.23

		T+12	T+24	T+36	T+48	.....	T+120
1		-	31,920.00	79,800.00	79,800.00	.....	79,800.00
2		360.42	28,154.02	67,601.17	67,614.58	.....	67,697.88
3			11.80%	15.29%	15.27%	.....	15.17%
4		-	-	-	220.27	.....	286.57
5		-	903.83	2,259.56	2,261.02	.....	2,270.08

		T+12	T+24	T+36	T+48	.....	T+120
6		-	1,694.10	4,235.25	4,235.25	.....	4,235.25
7		-360.42	1,168.06	5,704.01	5,468.88	.....	5,310.22
8		-	121.15	855.60	820.33	.....	796.53
9		-360.42	1,046.91	4,848.41	4,648.55	.....	4,513.69
10			3.28%	6.08%	5.83%	.....	5.66%

		T+12	T+24	T+36	T+48		T+120
3		-	-	-	91.78		119.41
4		-	-	-	220.27		286.57

3

150,138.01

		T+12	T+24	T+36	T+48		T+120
		360.42	28,154.02	67,601.17	67,614.58		67,697.88
1		-	22,881.86	57,204.65	57,204.65		57,204.65
2		-	536.23	1,340.58	1,353.99		1,437.29
3		360.42	4,735.93	9,055.95	9,055.95		9,055.95
3.1		-	1,695.49	4,238.73	4,238.73		4,238.73
3.2		360.42	2,445.71	3,330.42	3,330.42		3,330.42
3.3		-	594.72	1,486.80	1,486.80		1,486.80
		-	903.83	2,259.56	2,261.02		2,270.08
1		-	58.31	145.78	147.24		156.30
2		-	593.55	1,483.87	1,483.87		1,483.87
3		-	251.97	629.92	629.92		629.92
		-	1,694.10	4,235.25	4,235.25		4,235.25
1		-	1,694.10	4,235.25	4,235.25		

22.13 /

2

1 12.7 /

11 / 15%

2

5.31%

1.86%

0.79%

3 10 5%

50

3

2019	13.98%
2018	10.60%
2017	14.59%
	13.06%
	15.29%

1

1

2020

A

2
3
75
4,200

75
4,200

11
2,000

2018 9 24

2018

2018 9 24

2,000

2018 9

10% 2019 5 2000 25%

2000

2019 6

201 25%

1

	2020 1-6	2019	2018	2017
	5,300.11	15,300.30	2,411.14	2,467.20
	249,620.39	480,680.40	306,380.27	299,149.70
	2.12%	3.18%	0.79%	0.82%

5%

2018 2019 2019 6

USTR

“201” 25

2

2017 2018 2020 1-6

1,103.01 1,781.82 1,212.30

0.97% 0.53% 0.77%

1

69.07% 64.47% 61.16% 69.23%

75%

2

2013

2010 0.86GW 2019 204.7GW 2019
30.1GW

3

2020 8 31

5,000

3

100%

2019 7 1 2021 12 31 16,160

42.5

6,464

1

2017

2

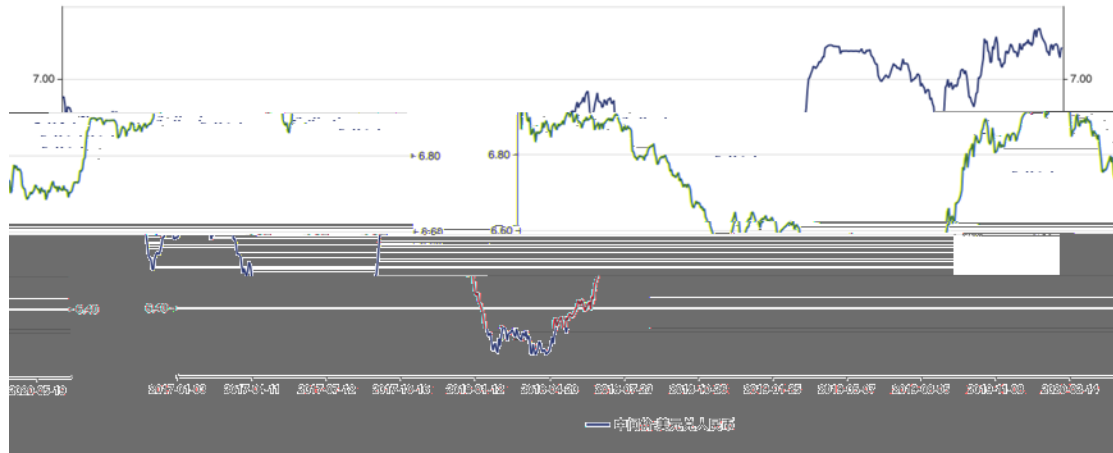
3

2018

9

1.62

	2020 1-6	2019	2018	2017
	-200.50	352.70	-928.49	2,338.41
	46,080.62	71,724.37	40,731.47	42,652.68
	-0.44%	0.49%	-2.28%	5.48%



2017 2019

1

2015 40

2

3

4

A

“

2015 8

70071980

71.40%

70071980

12.80%

67.10% 17.10%

2017 6

90.5%

4.2

0.2

7007190

136.21 /

2018

2018 9

2018 9 24

2,000

10% 2019 5

2,000

25%

2,000

30.93%

38.84% 30.77%

30%-40%

1

1

2

3

2015 40

4

1

2

60%

2

1

2 2020

3

12

2017	44,537.21	42,652.68
2018	26,887.74	40,731.47
2019	25,396.45	71,724.37
2020 1-6	10,218.22	46,080.62

20%

1

80%

2

40%

3

20%

18,360.00

51,702.84

35.51%

30%

2017	4,320	42,652.68	10.13%
2018	8,775	40,731.47	21.54%
2019	5,265	71,724.37	7.34%
			18,360.00
			51,702.84
			35.51%

2017 11 20

2017

2017

4,320

2019 6 24

2018

2018

8,775

2019 11 26 2019
2019 5,265

2019

2020 6 29 2019
2019 2019

2019
2019 2019

1

1200 1000
300
600
2020

2

2019

3

2020

2019

2019

2019

2019

2019

2019

2019

2019

2020

14.5

2019

2020 8 4

2020

12,704.90

2020

3

2017 2018 2019

13

“ ”

500

500

2019 12 31

0.11%

2017 12 27

AG-C-1712-040

2018 4 2019 4

2020 5

522,8294

2020

1126 1835

2020 7

1

2020 7 14

1

2018 7 16

34

2020 6 12

503,919.09

13

13

1

1

2

2

1

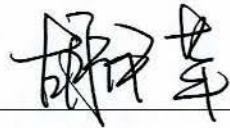
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(本页无正文，为《关于福莱特玻璃集团股份有限公司非公开发行股票申请文件
一次反馈意见的回复》之签字盖章页)

保荐代表人：



周琦



胡伊苹



国泰君安证券股份有限公司

2020年9月15日

保荐机构总经理声明

本人已认真阅读福莱特玻璃集团股份有限公司本次非公开发行股票反馈意见回复的全部内容，了解报告涉及问题的核查过程、保荐机构的内核和风险控制流程，确认保荐机构按照勤勉尽责原则履行核查程序，本反馈意见回复不存在虚假记载、误导性陈述或者重大遗漏，并对上述文件的真实性、准确性、完整性、及时性承担相应法律责任。

保荐机构总经理：_____



王 松



保荐机构：国泰君安证券股份有限公司

保荐机构董事长声明

本人已认真阅读福莱特玻璃集团股份有限公司本次非公开发行股票反馈意见回复的全部内容，了解报告涉及问题的核查过程、保荐机构的内核和风险控制流程，确认保荐机构按照勤勉尽责原则履行核查程序，本反馈意见回复不存在

