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2020 6 30 54,515.75

50,160.5 9,005.42 3,273.27

-4,699.6 4,173.36

2.51 1.16

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	43.67

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	48,807.74
	6,441.24
	55,292.65
	8,634.20

2020 9 30

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22. 56

				1,608.92				
				386.31				
				633.16			624.44	
				202.43				
				44.52				
				10.64				
				125.18				
				6.43				
				0.36				
				239.08				
				4.99				
				5.35				
				1,907.44				
	Ionex		ING	84.73				
			Aregenta	75.89			70.31	
	Puritech Ltd		AIB	728.52				
				48,807.74			2,192.97	
				3,537.62		2.50%	3,537.62	
				310.64		1.50%	310.64	
				2,521.64		0.99%	2,521.64	
				27.75			27.75	
				43.59			43.59	
				6,441.24			6,441.24	

2020 9 30 2,192.97

2,122.66

1,498.22

624.44 70.31 Ionex Engineering BVBA

71.34

6,369.90

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2017 2018 2019 202[redacted]1-[redacted]

	2020 1-9	2019
	15,799.85	**24,808.10**
	1,965.27	3,693.18
	6,296.06	2,926.74
		-
	343.75	351.76
	2.22	8.35
	-0.38	-
	1.45	1.61
		-
	2,320.16	1,005.68
	-69.05	-73.63
	-478.48	-1,210.55
	-	-
	1,276.68	-7,734.97
	-14,221.50	**-38,497.14**
	-2,061.79	6,962.46
	1,387.07	3,058.82
	12,561.31	**-4,699.60**
	3,238.54	**29,507.70**

2019 2020 1-9

29,507.70 3,238.54

2018 3 1

5.78 10 1000t/a

2018 6 3000t/a

3000t/a 3

1000t/a

46,783.73 1000t/a

15,594.58

2019 2020 1-9

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2019				
	20,461.83	1,300.00		-19,161.83
	18,053.10			-18,053.10
	38,514.93	**1,300.00**		**-37,214.93**
2020 1-9				
	15, 346. 37	18, 069. 73	5, 205. 18 12, 864. 55	2, 723. 36
	15, 346. 37	18, 069. 73		2, 723. 36

2018 2.7

2019 1,300.00

2019

2019

	2020 9 30	2019 12 31	2018 12 31	2017 12 31

	2020 9 30	2019 12 31	2018 12 31	2017 12 31
	65,362.01	59,003.97	87,601.59	22,875.08
	34.00%	43.19%	47.86%	22.86%

2020 9 30

	55,292.65
	8,634.20
	4,721.86
	41,936.59

	2019	2018	2017
	101,193.03	63,198.68	44,424.25
	60.12%	42.26%	
	50.93%		

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2020 2022

2019

=2022 -2019

2017-2019 50.93%

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2020-2022 30%

2019

2020-2022 2020-2022

	2019		2020 2022		
			2020	2021	2022
	101,193.03	100.00%	131,550.94	171,016.22	222,321.09
	23,299.92	23.03%	30,289.90	39,376.86	51,189.92
	6,687.30	6.61%	8,693.49	11,301.54	14,692.00
	31,568.25	31.20%	41,038.73	53,350.34	69,355.45
	1,066.79	1.05%	1,386.83	1,802.88	2,343.74
	62,622.26	61.88%	81,408.94	105,831.62	137,581.11
	765.39	0.76%	995.01	1,293.51	1,681.56
	30,221.22	29.86%	39,287.59	51,073.86	66,396.02
	10,669.06	10.54%	13,869.78	18,030.71	23,439.92
	41,655.67	41.16%	54,152.37	70,398.08	91,517.51
-	20,966.59	20.72%	27,256.57	35,433.54	46,063.60
2020-2022			**25,097.01**		

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1 **2020 1-9**

2017 2020 1-9

%

	2020 1-9	2019 1-9	2019	2018	2017
	68,228.57	85,015.36	101,193.03	63,198.68	44,424.25
	68,052.55	84,763.08	100,861.16	63,018.03	44,333.78

2017 **2020 1-9**

%

	2020 1-9		**2019 1-9**	
	43,274.20	**63.59**	**43,238.29**	**51.01**
	23,195.69	**34.08**	**41,490.29**	**48.95**
	1,582.66	**2.33**	**34.50**	**0.04**
	68,052.55	**100.00**	**84,763.08**	**100.00**

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	2019		2018		2017	
	53,925.60	53.47	46,982.17	74.55	39,193.32	88.41
	46,883.24	46.48	15,508.21	24.61	4,361.19	9.84
	52.32	0.05	527.65	0.84	779.27	1.76
	100,861.16	100.00	63,018.03	100.00	44,333.78	100.00

2017 2019

2020 1-9

2020 1-9

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2017 **2020 1-9** 39,193.32 46,982.17

53,925.60 **43,274.20** 88.41%

74.55% 53.47% **63.59%**

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2017 2020 1-9

2020

2020 1-9

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2017 2020 1-9 4,361.19 15,508.21

46,883.24 23, 195. 69 9.84%

24.61% 46.48% 34. 08%

2020 1-9

2017 2019

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2017 39,193.32

2019 53,925.60 17.30%

2017 4,361.19 2019 46,883.24

227.87%

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2017 2019 50.93%

30% 2017 2019 33.64%

42.26% 60.12% 2017 2019 50.93%

A **2020 1-9**

2020 1-9 2020

47.20% **2020 1-9**

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19.75%

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2020 9 30 41,936.59 ,

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1,321.92

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20,966.59

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5,302.17

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2020 9 30

	30,748.98	25,169.33	5,579.65
	35,203.45	15,181.75	20,021.70
	65,952.43	40,351.08	25,601.35

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2020 1-9

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19			1,000,000.00	70.00%
20			5,600.00	60.00%
21			5,000.00	51.00%
22			3,000.00	51.00%

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1			480.00	100.00%

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2018 2019 2020 6

16,498.84 23,299.92 34,405.32

0 20,081.77 19,302.04

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2018 2019 2020 9

2018 2019 2020 1-9

	2020 1-9	2019	2018
	68,228.57	101,193.03	63,198.68
	15,346.37	20,461.83	9,966.32
		18,053.10	
	52,882.20	62,678.10	53,232.36
% 1	12.49	17.74	
	27,014.38	23,299.92	16,498.84
	31,406.53	27,348.30	19,294.91

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	2020 1-9	2019	2018
	5,654.47	6,382.80	2
	25,752.06	20,965.50	19,294.91
%	**22.83**	8.66	
	4,392.15	4,048.38	2,796.07
	18,522.32	20,081.77	
	31,189.15	31,189.15	
	9,547.92	9,547.92	
	3,118.91	1,559.46	
%	**46.03**	32.89	30.53

1 **2020** ℞ `

2017 39,193.32 2019

53,925.60 17.30%

+ +

2017 4,361.19 2019

46,883.24 227.87%

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2019 **2020 1-9**

20,461.83 **15,346.37** 2019

2020 9 6,382.80 **5,654.47**

2019 2020 9

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%

		2020 9 30 /2020 1-9	2019 12 31 /2019	2018 12 31 /2018
		92,478.54	59,926.89	63,804.59
		131,829.78	106,607.44	92,832.58
		70.15	56.21	68.73
		91,578.79	100,282.59	92,603.83
		122,250.00	207,869.06	193,786.91
		74.91	48.24	47.79
		6,692.87	7,967.83	8,231.91
		8,111.89	43,542.73	39,383.50
1		82.51	18.30	20.90
		75.86	**40.92**	**45.81**
		31,406.53	27,348.30	19,294.91
		68,228.57	83,139.93 注2	63,198.68
		46.03	32.89	30.53

1 2020 1-9 2020

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2019 18,053.10

3 2020 9 30

2020 9 30

2018 2019

2020 1-9

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45.81% 40.92% **75. 86%**

30.53% 32.89% **46. 03%**

98%

30%

2018 6 3000t/a

3000t/a 3

1000t/a

467,837,314.29 1000t/a

155,945,771.43 120

120

2019 2 1000t/a

18,053.10

31,189.15 2019

2020 9 20,081.77 **18, 522. 32**

3000t/a 3 1000t/a

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3 **2020 9** 3

2019 **2020 9**

+ +

1

2018 2019 **2020 9**

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%

	2020 9 30			
	1,559.66	1,088.46	69.79	471.20
	29,846.87	3,303.69	11.07	26,543.18
	31,406.53	4,392.15	13.98	27,014.38
	2019 12 31			
	7,939.35	1,723.63	21.71	6,215.72
	19,408.95	2,324.75	11.98	17,084.20
	27,348.30	**4,048.38**	**14.80**	**23,299.92**
	2018 12 31			
	259.15	259.15	100.00	
	19,035.75	2,536.91	13.33	16,498.84
	19,294.91	**2,796.06**	**14.49**	**16,498.84**

2020 9 2019

2020 9

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2018 2019 2020 9

%

	2020 9 30		2019 12 31		2018 12 31	
1	24,871.02	79.19	22,332.86	81.66	14,334.57	74.29
1 2	3,358.62	10.69	2,435.05	8.90	1,528.74	7.92
2 3	845.08	2.69	880.89	3.22	711.27	3.69
3 5	1,347.45	4.29	1,073.52	3.93	2,014.49	10.44
5	984.37	3.14	625.97	2.29	705.84	3.66
	31,406.53	100.00	**27,348.30**	**100.00**	**19,294.91**	**100.00**

%

	2020 9 30			2019 12 31			2018 12 31		

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1		**24,808.72**	**83.12**	**1,240.44**	14,538.92	74.91	726.95	14,334.57	75.30	716.73
1	2	**1,947.47**	**6.52**	**194.75**	2,435.05	12.55	243.51	1,528.74	8.03	152.87
2	3	**845.08**	**2.83**	**253.52**	880.89	4.54	264.27	711.27	3.74	213.38
3	5	**1,261.23**	**4.23**	**630.62**	928.12	4.78	464.06	2,014.49	10.58	1,007.24
5		**984.37**	**3.30**	**984.37**	625.97	3.22	625.97	446.68	2.35	446.68
		29,846.87	**100.00**	**3,303.69**	**19,408.95**	**100.00**	**2,324.75**	**19,035.75**	**100.00**	**2,536.91**

1 2018

2019 **2020 9** 74.29% 81.66% **79.19%**

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2018 2019 **2020 9**

%

		2018					**2019**	
1		14,334.57	22,332.86	-	11,899.52	2,435.05	22,332.86	83.01
1	2	1,528.74	-	2,435.05	647.84	880.89	2,435.05	42.38
2	3	711.27	-	880.89	193.58	517.69	880.89	27.22
3	4	1,558.23	-	517.69	1,002.39	555.83		

1	32,819.82	23,725.63	72.29
1 2	3,053.81	411.04	13.46
2 3	1,272.49	104.25	8.19
3 4	552.59	45.40	8.22
4 5	305.92	38.30	12.52
5	868.48	24.49	2.82
	38,873.11	24,349.12	62.64
	2020 9	2020 10 31	
1	24,871.02	1,983.74	7.98
1 2	3,358.62	98.99	2.95
2 3	845.08	4.24	0.50
3 4	914.39	11.00	1.20
4 5	433.06	33.19	7.66
5	984.37	-	-
	31,406.53	2,131.16	6.79

83% 2019

2020 1-9 70.51% 2020 6 2020

7-10 62.64% 2020 9 2020 10

6.79%

2018

2019 2020 9

			%	
2020 9 30				
	270.18	270.18	100.00	
	270.18	270.18	**100.00**	
2019 12 31				
	6,382.80	638.28	10.00	
	267.07	267.07	100.00	
	6,649.87	**905.35**		
2018 12 31				
	259.15	259.15	100.00	
	259.15	**259.15**		

2018 2019 2020 9

2019 6,382.80

638.28 10%

2020 1-10 18,069.73

2020 9

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%

1	5.00	5.00	5.00	5.00
1　2	10.00	10.00	10.00	10.00
2　3	20.00	30.00	20.00	30.00
3　4	30.00	50.00	50.00	50.00
4　5	50.00	80.00	80.00	50.00
5	100.00	100.00	100.00	100.00

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30%

2018　　2019　　**2020　9**　　0

20,081.77　　**18, 522. 32**

%

	2020　9　30				

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1	–	–	–	–	–
1 2	31,189.15	10.00	3,118.92	9,547.92	18,522.32
	31,189.15	10.00	3,118.92	9,547.92	18,522.32
	2019 12 31				
1	31,189.15	5.00	1,559.46	9,547.92	20,081.77
1 2	-	-	-	-	-
	31,189.15	**5.00**	**1,559.46**	**9,547.92**	**20,081.77**

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	44.5833% 38.75% 16.6667%		
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	2019 /2019 12 31	2018 /2018 12 31
	329,853.36	267,711.61
	93,682.02	53,502.84
	40,179.71	56,706.80

002256.SZ 2019

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1			66,667	7.50%
2			10,300	49.51%

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8 2018 2019 2020 6 **2020** **9**

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1	2020 0015573		1,200.00	
2	2020 0015576		2,900.00	
3	2020 0015574		2,940.32	
4	2020 0015577		2,900.00	
5	2020 0015582		1,032.00	
6	2020 0015579		208.00	
7	2020 0015578		840.00	

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（本页无正文，为西安蓝晓科技新材料股份有限公司关于《西安蓝晓科技新材料股份有限公司与西南证券股份有限公司关于西安蓝晓科技新材料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（修订稿）》之签章页）

西安蓝晓科技新材料股份有限公司

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保荐机构董事长声明

本人已认真阅读《西安蓝晓科技新材料股份有限公司与西南证券股份有限公司关于西安蓝晓科技新材料股份有限公司申请向特定对象发行股票的审核问询[illegible]

[illegible]

确性、完整性、及时性承担相应法律责任。

董事长签名：

廖庆轩

西南证券股份有限公司

2020 年 11 月 9 日

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