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35.38%

0.78%

36.15%

2019 10 20

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2019 10 20

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http://www.cninfo.com.cn

http://www.szse.cn

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2018 2019 1-6

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1	00116918				
2	5301310033				
3	5300001373				
4	B2-20170004			2022.2.17	
5	B1-20171211			2022.6.20	

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6	JC351700052			2020.4.27	
7		/			
8	GA V201703501000091				GA

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pNÍen-S

2015 6 A

2015 7

8

[2015]51

2015 7 9 2015 7 11

49,470,500

6

[2015]51 6

2015 7

13 262,800

100

2

17,447

1		33,100	2,197

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1		2,856
2		5,996
3		1,088
4		863
5		656
6		302
		11,761

2017 12

6

2015

2015

2019 10 20

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100

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65,000.00

1		5301302019040399	59,788.14	45,500.00
2		-	19,500.00	19,500.00
		-	**79,288.14**	**65,000.00**

IT

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IT IT

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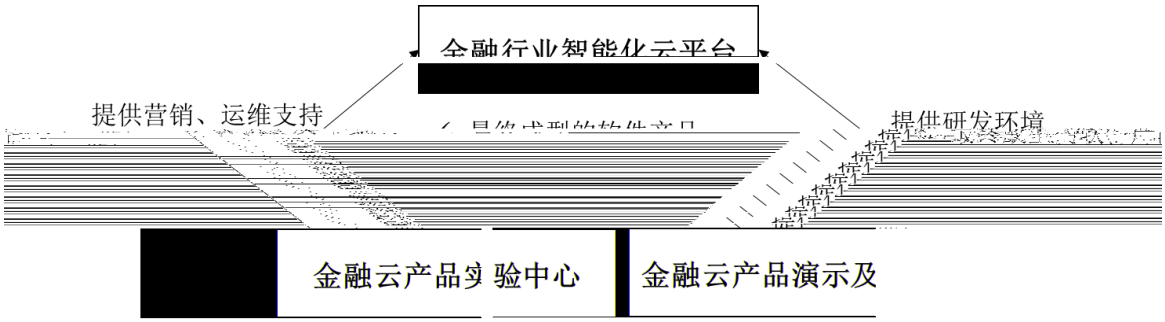

✓ 研发产品的模拟实验平台　　✓ 演示、运维支持中心

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3

19,500.00

30%

59,788.14

45,500.00

45,500.00

14,288.14

1		**2,201.00**	**2,201.00**	**4.84%**
1-1		1,295.00	1,295.00	2.85%
1-2		406.00	406.00	0.89%
1-3		500.00	500.00	1.10%
2		**41,176.20**	**35,126.20**	**77.20%**
2-1		23,131.70	23,131.70	50.84%
2-1-1		14,227.70	14,227.70	31.27%
2-1-2		8,904.00	8,904.00	19.57%
2-2		11,719.00	11,719.00	25.76%

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			(/)		
	1		110.00	2	220.00
	2		150.00	2	300.00
	3		110.00	2	220.00
	4		185.00	4	740.00
	5		34.00	4	136.00
	6		150.00	2	300.00
	7	SPINE	286.00	2	572.00
	8	LEAF	28.60	22	629.20
	9		169.00	2	338.00
	10		88.40	2	176.80
			-	**44**	**3,632.00**
	1		8.50	60	510.00
	2		13.50	156	2,106.00
	3		7.50	156	1,170.00
	4		22.00	168	3,696.00
	5		88.50	24	2,124.00
	6		15.50	24	372.00
	7		110.00	4	440.00
	8	SAS	33.00	4	132.00
			-	**596**	**10,550.00**
	1		**0.36**	**127**	**45.70**
			-	**767**	**14,227.70**
	1		4.51	1,656	7,464.00
	2		285.00	1	285.00
	3		655.00	1	655.00
	4		500.00	1	500.00
			-	**1,659**	**8,904.00**
			-	**2,426**	**23,131.70**

2

PaaS

		(/)		
1		441.26	19	8,384.00
2		416.88	8	3,335.00
		-	**27**	**11,719.00**

3

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275.50

2

1

18	726.00	81	1,449.00
24	960.00	214	664.00
9	455.00		4,254.00

2

49.80

3

1

12	484.00	76	1,470.00
170	524.00	26	1,060.00
	3,538.00		

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331.00

4

8,606.00

T **T+1**

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30%

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cninf 巨潮资讯 www.cninfo.com.cn

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	[OFP Cloud-DTP] V2.0		OLTP
2	API [OFP Cloud-DAP]V1.0	2017SR241197	Api

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14		- -
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IT

2019 6 30 5,361

3,828 71.40%

2,700

3

2018 IT

251.27 2017 22.3% 2023 IT

670.80 21.6%

2018-2020 2020

100 100

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2015 5

60%

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10			2019 2021	1,760.00
11			2019	1,600.00
12				1,298.00
13				828.50
14			+ -APP 283	715.36
15				396.00
16				378.00
17			2018 1	370.00
18				202.76
19			ESB	190.00
20				181.96
21				172.50
22				159.38
23				157.98
24				145.00
25				138.00
26				128.15
27				120.00
28				116.50
29			_	87.00
30				79.00
31				75.00
32			2+4+N	30.00
33			-IT	288.01
34			2019	245.72
35			ATMP/V	168.00

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36				149.70
37				118.00
38				99.20
39			NFIC BEAS TSMP	88.30
40				82.00
41			2018 -- Rational BuildForge-2019	72.50
			-	**11,839.46**

		T				T+1			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
1									
2									
3									
4									
5									
6									
7									

86.80

1		**2,201.00**	**2,201.00**	**-**

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2		**35,126.20**	**19,362.39**	**15,763.82**
2-1		23,131.70	12,722.44	10,409.27
2-2		11,719.00	6,445.45	5,273.55
2-3		275.50	194.50	81.00
3		**4,303.80**	**2,339.70**	**1,964.10**
3-1		4,254.00	2,339.70	1,914.30
3-2		49.80	-	49.80
4		**3,869.00**	**-**	**3,869.00**
4-1		3,538.00	-	3,538.00
4-2		331.00	-	331.00
		45,500.00	**23,903.09**	**21,596.92**

2019 4 29

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IT

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2

1		26,006.68	

3			1
			8
			33

2

1			220.00	88.00	22.00	330.00
			176.00	44.00	18.00	238.00
			88.00	13.20	8.80	110.00
2			1,280.00	320.00	128.00	1,728.00
			640.00	96.00	64.00	800.00
3			465.00	186.00	47.00	698.00
			372.00	93.00	37.00	502.00
			186.00	28.00	19.00	233.00

1		1	330.00	330.00
		8	238.00	1,904.00
		28	110.00	3,080.00
2		5	1,728.00	8,640.00
		9	800.00	7,200.00
3		1	698.00	698.00
		8	502.00	4,016.00
		33	233.00	7,689.00
		93	**-**	**33,577.00**

2 5 30%

55% 80% 100%

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	T	**T 1**	**T 2**	**T 3**	**T 4**	**T 5**	**T 6**
	0	30%	55%	80%	100%	100%	100%
	-	10,067.10	18,456.35	26,845.60	33,557.00	33,557.00	33,557.00

2

1

370

1		78
2		48
3		47
4		45
5		30
6		26
7		24
8		18
9		18
10		15
1		60
2		36
3		24
4		18
5		24
6		18
1		72
2		54
3		42
4		24

2

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	10	0.00%	10.00%	10	0.00%	10.00%
	6	5.00%	15.83%	5-6	5-10%	15-19%
	6	-	16.67%		-	-

3

	7.01%	7.01%
	4.21%	4.76%
	10.18%	9.58%
	21.40%	21.36%

3

		13%
		6%
		7%
		5%
		15%

4

15.29%

IT

1

50.84% 57.39%

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	34.94%
	52.09%
	33.98%
	41.13%
	42.37%
	32.00%
	67.81%
	83.70%
	40.16%
	98.84%
	52.70%
	57.73%
	50.84%
	57.39%

2

21.40%

21.36%

3

4

		16.31%
		12.92%
	IT	12.68%
		14.92%
		27.04%
		19.84%
	-	**17.29%**
		15.29%

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cninf 巨潮资讯 www.cninfo.com.cn

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2018 40.02%

11.68% 51.69%

28.5362% 9

72.7162%

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40.02%

28.5362%

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2018 7

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2018 10 9

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40.02%

11.67% 51.69%

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3 2

2

28.5362%

9 44.18%

72.7162%

7 4 3

	2019 1-6	**2018**	**2017**	**2016**
	1,565.00	5,060.64	3,291.42	2,648.52 [2]
	-374.55	1,340.54	914.47	387.81 [2]
	-	3,078.43	2,916.72 [3]	-
	-	649.77	474.49 [3]	-
	3,016.29	6,267.91	9,339.13	8,579.58
	531.50	1,008.68	1,292.44	2,279.88
	-	6,950.89 [3]	-	-

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	2019 1-6	2018	2017	2016
	- [1]	1,443.99 [3]	-	-

1 2019 7,829.49 1,980.84

2016-2018 30.02%

21.11% 0.11% 2019 1-6

2

1,570.03

2018 2018 2017

50.74% 62.39%

2

2018 2.0 2.0

+ 2022

+

2011-2020

8%

3 2019 1-6

2019 1-6

2,580.67 64.19% 531.50

52.69%

2019 1-6

	2019 1-6	2018			2017			2016		
	3,016.29	6,267.91	2,299.98	36.69%	9,339.13	4,082.47	43.71%	8,579.58	2,865.00	33.39%
	531.50	1,008.68	1.06	0.11%	1,292.44	272.80	21.11%	2,279.88	684.53	30.02%

1

1 8

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2 8

		1,453.25
		1,209.26

3 8

2

2018

1

2016	**2017**	**2018**	**2019**	**2020**	**2021**	**2022**	**2023**	**2024**

2018

2

	2016	**2017**	**2018**	**2019**	**2020**	**2021**	**2022**	**2023**	**2024**
	8,579.58	9,339.13	6,267.91	7,829.49	8,831.69	9,975.59	10,489.56	11,030.13	11,030.13
	-	8.85%	-32.89%	24.91%	12.80%	12.95%	5.15%	5.15%	0.00%
				705.14	1,406.56	2,015.68	2,506.91	2,688.60	2,688.60
				662.29	1,165.38	1,473.23	1,616.32	1,529.17	11,445.91
									13.36%
									17,892.31

2018

2019

2018 2019

2021

	1,453.25	1,209.26
	2,178.06	3,027.81
	3,631.31	4,237.07
	688.01	8,557.54
	4,319.32	**12,794.61**
	6,034.89	**17,892.31**
	39.72%	**39.84%**
	-	-

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6,034.89 17,892.31

39.72%

39.84%

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2018 2018

1

2

2017 12 31

1, 266. 25

2003 4 25 5,100

20% 80%

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2016

[2017] 163 2017 1-6

	2017 6 30 /2017 1-6	**2016 12 31 /2016**
	6,456.30	6,474.46
	6,351.27	6,396.09
	-	4.67
	-42.00	-47.32

2016 2017 2018

2016

2016

2017 6 30

6,456.30 6,351.27

4,907.72 743.19

400

238.86 6,289.77 97.02%

2018 1 8

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	1996 11 5	2003 09 11	1994 5 27	2001 10 15
	-	5,080	1,200	1,200
	-			
	1 77.34% 126,500 2 80% 5,000 3 96.36% 5,500 4 100% 4,900 5 60% 6 100%	100% 500	18.18%	1 100% 25,000 2 100% 80,000
/				35 A ( )

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2018 2016 2-3

253.25

	20%	1,266.25	253.25	1,013.00	20%

www.gsxt.gov.cn

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-

2

1

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2

2019 4 29 4 29

1					9,464.00	72.72%	
2					1,456.37	10.67%	
3					960.00	30.00%	

28.5362%

72.72%

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1

2019 9 30

1			1,621.39 2,352.06 6,363.44 932.81		4,600.00	0.42%	3.10%	2009 3
2			-		1,478.37	9.38%	1.00%	2005 6
3			2015 7 10 2015-039		3,000.00	9.68%	2.02%	2016 9
4					3,000.00	11.72%	2.02%	2017 10
5					102.00	10.00%	0.07%	2015 5
6					25.00	5.00%	0.02%	2

1,621.39

2,352.06 6,363.44 932.81 2008

4,600 2,000

0.42%

2015 7 10

2015-039

2019 9 30

2 2019 9 30

3 2019 9 30

2019 9 30

2019 9 30

2015

3 10 3.10 3,000

9.68%

20%

40%

1

2

3

LP

25%

4

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6

33

3

1

2 2019 9 30

2019 9 30

1.00%

65,000.00 2.27%

3

1

2 2019 9 30

2019 9 30

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1.00%

65,000.00 2.27%

3

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1 2016 3 31 40
[2016]1090

2 2016 5 24
[2016]26239
900

3 2016 7 21
20 [2016]2652

4 2016 12 28
60 [2016]5077

5 2017 3 20
[2017]4870 800

6 2017 3 31
50

7 2017 5 12
500

8 2018 4 24
[2018]60917 600

9 2018 11 6 2017

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[2018]13

2,000

10 2018 12 27

[2018]4533

1,000

11 2019 1 2

[2019]464 700

12 2019 7 30

[2019]104339

50

13 2019 8 14

[2019]163295 200

100

10%

10

100

40

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2019 4 30

2019-034

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1 2015 5 28

2015 39

1

2013 947.77

2014 2014 2014 4

245 2013

25.85%

11.11.4

2

2015 6 11

1

2

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2014 4 21 22

2014 2014 4 25

2014 2014

2

2015 9 14

15

2014

15

2014

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1

2

3

1

2

	2019 1-6	2018	2017	2016
	13,908.80	29,154.15	24,161.49	21,698.10
	1,133.29	2,488.59	2,022.35	1,006.99
	8.15%	**8.54%**	**8.37%**	**4.64%**

	2019 1-6	2018	2017	2016

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	2019 1-6	2018	2017	2016
	-	34.93%	33.19%	40.04%
	9.42%	15.66%	36.15%	46.83%
	-	9.99%	5.26%	1.25%
	-	6.62%	-	-
	-	22.69%	8.98%	23.70%
		4.12%	8.19%	11.39%
	-	17.63%	0.18%	3.40%
	-	1.75%	25.61%	24.58%
	9.42%	**14.17%**	**16.79%**	**21.60%**
	8.15%	**8.54%**	**8.37%**	**4.64%**

1,006.99 2,022.35

2,488.59 1,133.29 4.64% 8.37% 8.54%

8.15%

	2019 1-6	2018	2017	2016
	913.03	1,691.33	1,045.64	906.18
	7.77	55.61	59.21	55.24
	1.26	83.81	67.76	33.75
	155.75	89.67	144.59	-
	55.30	527.64	663.73	-

0.18 2 9 8 . 1

	2019 1-6	2018	2017	2016
SDN	-	-	250.00	-
	-	-	170.31	-
	-	-	163.21	-
	-	-	160.91	-
	-	-	100.52	-
			125.08	
	-	-	90.41	-
	-	-	84.05	-
	-	1.98	85.06	-
	-	37.81	74.78	-
	49.26	115.59	39.79	-
	-	60.04	10.75	-
			125.08	-
			128.88	
IT V1.0	-	77.98	76.30	-
	30.89	58.48	56.32	-
	-	109.27	-	-
	-	64.17	-	-
	122.64	127.62	-	-
	2.70	82.20	-	-
-	19.42	0.08	-	-
	-	15.75	-	-
	81.03	7.25	-	-
	24.87	3.44	-	-
	68.93	130.36	-	-
	0.02	4.01	-	-
	182.63	250.43	-	-
	-	312.22	-	-
	-	239.32	-	-
	-	206.89	-	-
	-	218.71	-	-
	-	20.36	-	-
APP	-	147.50	-	-
Flyrish V1.0	-	86.36	-	-

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	2019 1-6	2018	2017	2016
Flyrish V1.0	-	73.09	-	-
	-	37.70	-	-
	52.05	-	-	-
	65.48	-	-	-
	64.53	-	-	-
	21.28	-	-	-

IT

IT

2019 1-6 2018

	77,789.95	290,752.57	241,692.31	242,223.95
	45.55	41.90	-	103.04
	6,813.35	5,376.41	6,522.60	9,726.15
	84,648.84	**296,170.88**	**248,214.91**	**252,053.14**
	105,291.19	190,547.36	164,834.71	157,701.03
	40,177.55	72,967.25	62,770.71	56,075.52
	9,487.24	10,468.80	9,292.61	10,500.34
	14,284.20	16,885.42	16,931.27	20,847.92
	169,240.19	**290,868.82**	**253,829.29**	**245,124.82**
	-84,591.34	**5,302.06**	**-5,614.38**	**6,928.32**

2017 2016 12,542.70

2017

2017

2017

2018 2017 10,916.44

2018

2019 1-6

	2019 1-6	**2018**	**2017**	**2016**
	-14,374.89	3,793.25	1,343.97	-960.85
	-19,456.21	1,799.54	-840.01	-2,173.55
	-25,445.27	23,801.94	-8,044.79	5,293.02
	-18,809.86	8,042.61	77,940.37	-1,717.89
	-20,223.52	-5,000.61	-2,847.22	-858.33
	-23,487.24	27,526.36	14,463.98	28,973.16

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	2019 1-6	2018	2017	2016
	-77,050.11	23,724.82	34,364.34	56,421.24
	-6,241.37	2,385.05	-49.16	-1,000.22
	-31,973.83	6,564.12	2,470.59	13,023.13
	-8,593.15	-4,904.49	-11,735.04	5,296.95
	-54,853.36	17,091.07	5,190.21	21,977.38
	-41,929.35	93,708.27	80,487.70	43,991.01
	-73,567.72	4,486.00	-40,266.09	207,458.34
	16,875.19	2,395.34	-72,467.34	14,680.71
	-15,368.48	20,260.64	21,466.11	9,538.13

2016 2017 2018

2019 1-6

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	2019 1-6		2018		2017		2016	
	6,520.26	8.82%	15,239.90	9.54%	14,238.33	10.64%	15,228.48	12.51%
	13,663.91	55.46%	33,001.30	58.80%	28,848.51	58.78%	26,472.20	55.61%
	2,015.97	15.75%	9,391.38	20.23%	10,634.55	25.82%	9,708.27	22.09%
	724.48	22.39%	1,164.29	18.05%	1,029.12	20.88%	-	-
	2,401.80	52.43%	4,836.77	73.72%	-	-	-	-
	25,326.43	**21.24%**	**63,633.62**	**23.11%**	**54,750.51**	**23.90%**	**51,408.95**	**24.11%**

2016 2017 2018 2019 1-6

24.11% 23.90% 23.11% 21.24% 2017 2016

0.20% 2018 2017 0.79% 2019 1-6

2018 1.87%

1 2017

	2017 2016		
	-1.10%	0.17%	-0.92%
	0.68%	-0.49%	0.18%
	0.67%	-0.58%	0.09%
	0.45%	0.00%	0.45%

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	-	-	-
	0.70%	**-0.90%**	**-0.20%**

1 = +

2 = - ×

3 = - ×

2017 2016 0.20%

0.92%

2017

2 2018

	2018	**2017**	
	-0.64%	-0.04%	-0.68%
	0.00%	-0.61%	-0.61%
	-0.94%	-0.29%	-1.23%
	-0.07%	0.04%	-0.03%
	1.75%	0.00%	1.75%
	0.11%	**-0.91%**	**-0.79%**

1 = +

2 = - ×

3 = - ×

2018 2017 0.79%

-1.23

	2019 1-6	2018	
	-0.69%	0.16%	-0.53%
	-0.48%	-1.24%	-1.72%
	0.12%	0.07%	0.19%
	-0.82%	1.08%	0.26%
	-2.32%	**0.45%**	**-1.87%**

1 = +

2 = - ×

3 = - ×

2019 1-6 2018 1.87%

-1.72%

-1.24% 2019 1-6

2016 2019 1-6 55.61%

58.78% 58.80% 55.46%

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2018

2018 2019 1-6

73.72% 52.43%

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（本页无正文，为《关于<云南南天电子信息产业股份有限公司非公开发行股票申请文件的反馈意见>的回复》之盖章页）

保荐代表人签名：

蔡诗文　　冯雷

中信建投证券股份有限公司

2017年11月27日

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关于本次反馈意见回复报告的声明

本人作为云南南天电子信息产业股份有限公司保荐机构中信建投证券股份有限公司的董事长，现就本次反馈意见回复报告郑重声明如下：

“本人已[illegible]

[illegible]

[illegible]