

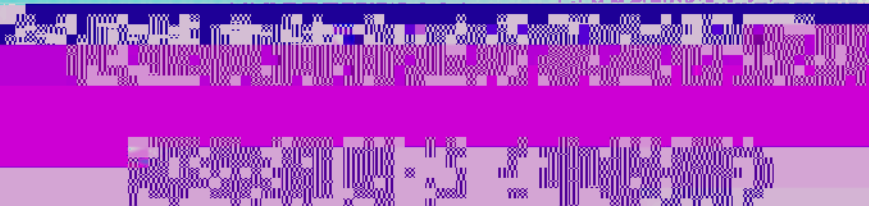
证券简称：洲明科技

证券代码：300232

# Inilumin

深圳市洲明科技股份有限公司

(广东省深圳市宝安区福永街道桥头社区桥头工业园A栋)



洲明科技 300232



洲明科技 300232

洲明科技 300232

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.....	<b>1</b>
.....	<b>2</b>
.....	<b>4</b>
.....	4
.....	6
.....	<b>8</b>
.....	8
.....	9
.....	10
.....	18
.....	23
.....	<b>25</b>
.....	25
.....	29
.....	30
.....	32
.....	33
.....	33
	34
.....	<b>35</b>
.....	35
.....	35
.....	39
.....	58
.....	58
.....	<b>59</b>
.....	59
.....	59



.....59

.....59

.....**60**

.....60

.....61

.....61

.....63

.....64

.....**66**

.....66

.....69

.....70

.....72

.....73

.....74

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LED		Light Emitting Diode
/		
VR		(Virtual Reality ) VR
AR		Augmented Reality AR
LCD		Liquid Crystal Display
DLP		Digital Light Proccession
IC		Integrated Circuit
PCB		Printed Circuit Board
COB		COB Chip on Board
SMD		Surface Mounted Devices SMT Surface Mount Technology
EMC		
EPC		

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PLM		

SRM

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Unilumin Group Co.,Ltd

112 A

300232

2004 10 26

112 A

0755-29918999

0755-29912092

518103

112 A

6

3

91440300767579994J

irm@unilumin.com

LED

LED

LED

LED

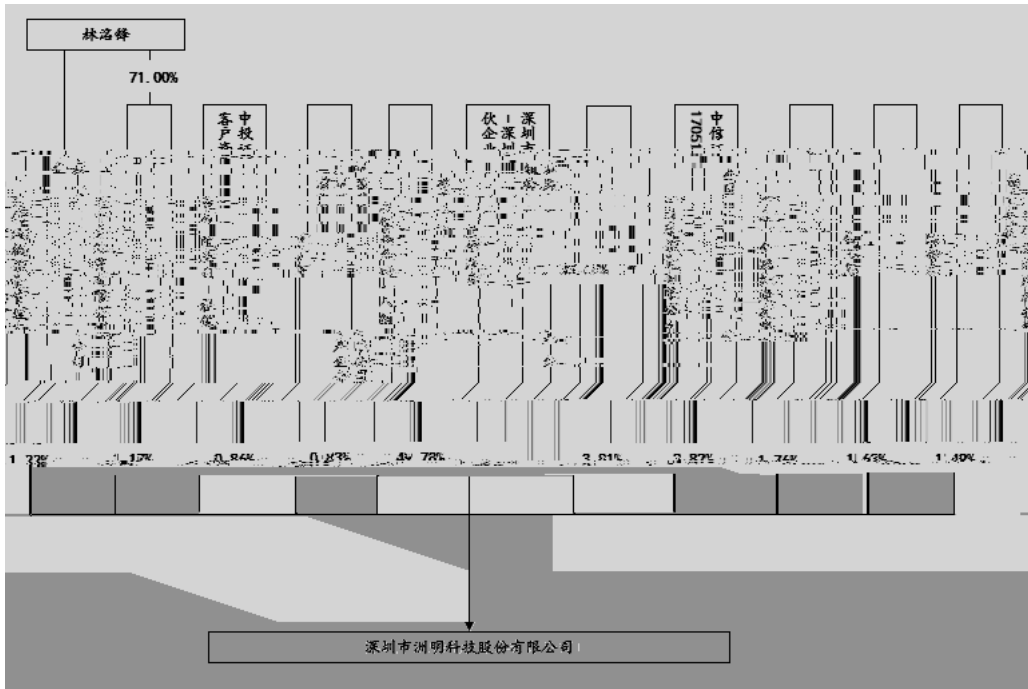
LED

LED

LED

LED

2020 6 30



2020 6 30

1			33.63	330,505,020	284,711,022
2	( )		3.82	37,566,780	-
3	-		3.81	37,452,442	
4			1.76	17,325,107	
5			1.63	15,974,033	-
6	-		1.49	14,640,971	-
	( )				

9			0.86	8,496,635	72,058
10			0.83	8,122,426	-
			50.22%	493,548,544	284,783,080

33,050.50

443.40

3,745.24

37,239.14

38.08%

1974

2004 10

2009 12

2009 12

2013 1 23

2013

2013 2 1

2016 1 19

2016

2016 2

2

2019 5

23 2018

2019 5

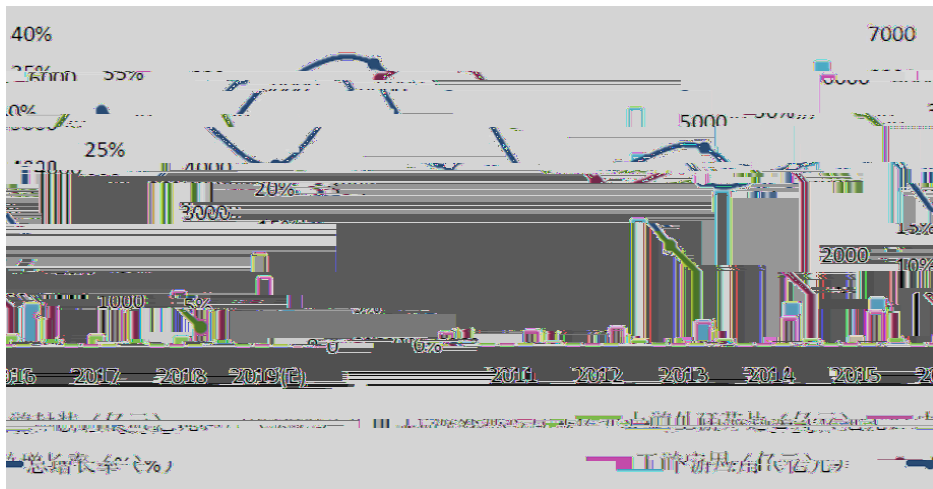
28

2012

GB/T4754-2017



# LED



2019

2019 LED

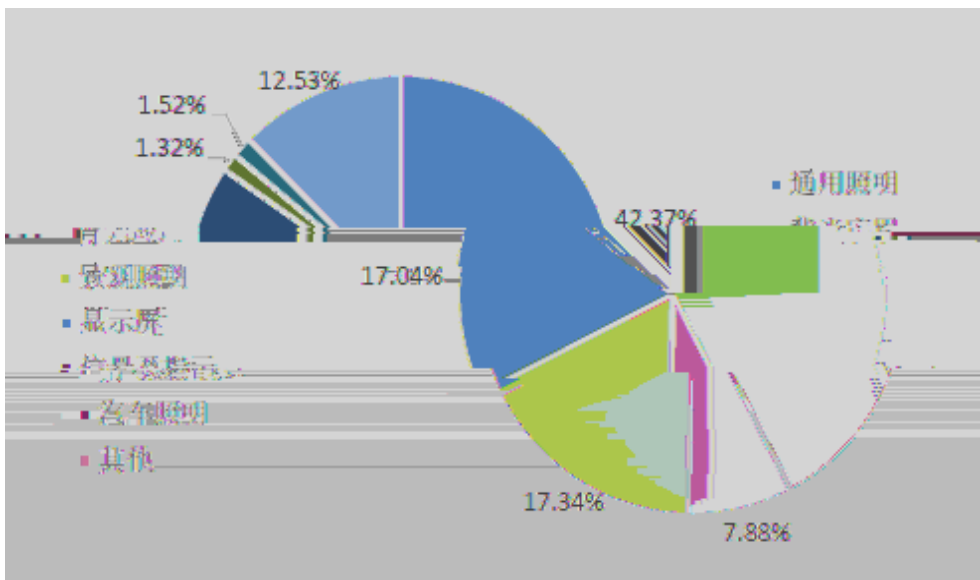
LED

LED

17.04%

LED

2019 LED



2019

2 LED

LED

LED

2013

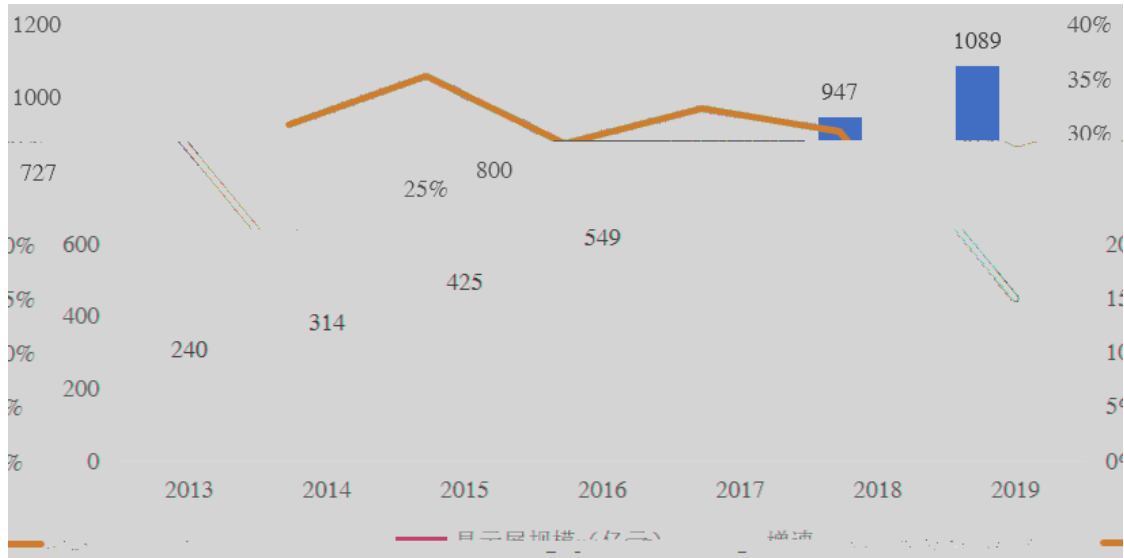
240

2019

1,089

28.67%

### LED



2019

LED

LED

Mini LED

Mini LED

3 LED

LED

LED

LED

2019

2013

26.88

415.67

696.92

2019

97.11

1,108

2,707

23.87%

17.75%

25.38%

LED

2013

LED

2013

LED

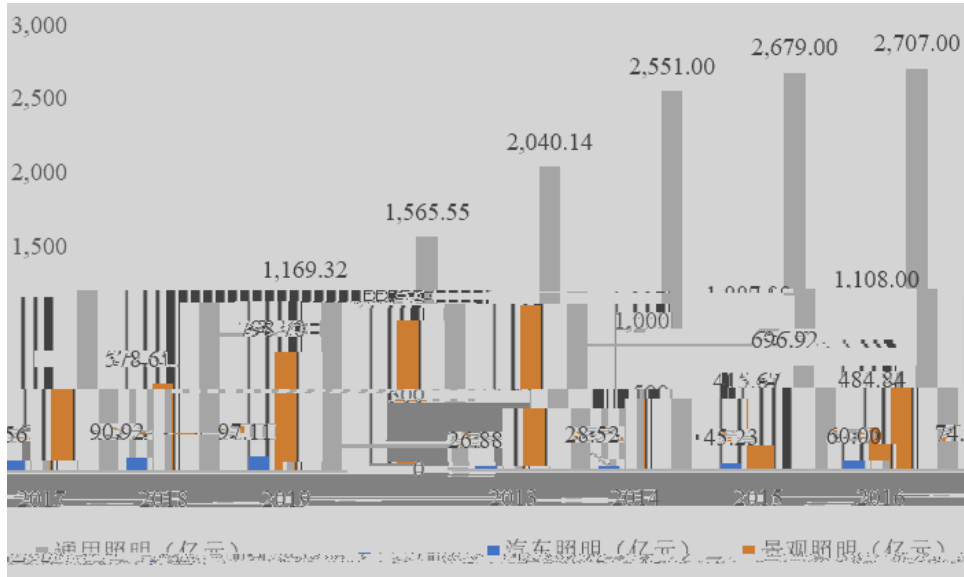
2019

2,707

LED

42.37%

LED



2019

2015

5G

LED

2 LED

1 LED

LED

LED

3D

+

LED

LED

---

2 LED

LED

LED

LED

3 Mini LED

Mini LED

LED

Mini LED

0.9mm

Mini LED

100

200

4K 8K

LCD OLED

Mini LED

HDR

Mini LED

Mini

LED

LED

4

5G

5G AI

5G

+

LED

---

**1**

LED

LED

**2**



---

LED



---

1

2

BOM

SAP

MES

3

LED

EPC

EMC

LED

OEM

1

LED

---

•2A,P

2020



LED

2020 1-6

22.08%

LED



---



---

---

**1 LED**

2020 3 4

5G

LED

5G

**2**

**LED**

LED

LED

LED

2016

2017

2018

2014

-2018

LED

314

425

549

727

947

2015

-2018

35% 29%

32%

30%

LED

2017

1

25

2019

2

28



---

LED

ERP

• á - Đ W Ö ° Ñ C @ È ' LEDBQaDTEF,5TQ”@ 01+C

1

LEDFA04EON-14E

LED

LED

LED

2018

P0.9 Mini LED

LED

2019

ISE

2019

4K 162

Mini LED

Upanels

P0.5

Umini

P0.9

136

---

**3**



30%

97,785.97

29,335.79

$$Q_1 = Q_0 \times (1 + N)$$

$Q_0$

$N$

$Q_1$



	126,877.12	88,350.00
--	------------	-----------

LED

97,785.97

33,050.50

443.40

3,745.24

37,239.14

38.08%

29,335.79

37,239.14

29.29%



2019





**LED**

LED

		LED			LED		
		2016			2017		
			2018				2014
-2018	LED			314	425	549	727
947		2015	-2018		35%	29%	32%
					30%		LED

2017 1 25

2019 2 28

2019-2022

2022

4 LED

LED

LED

2020 3 4

LED

LED



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/



**LED**

**1**

	LED	LED
	Mini LED	
		LED
LED	Mini LED	

3

2013

13210100056

«

2062 2 2

**2**

	LED	/
LED		

**3**

**1 LED**

LED	LED
-----	-----

2017 -2019

LED

265,316.25

371,019.36

433,163.96

67.60% 39.84% 16.75%

LED

LED

LED

---

LED

DLP LCD

---

4

LED

LED

LED

2017-2019

LED

265,316.25

371,019.36

---

SAP ERP Oracle CRM PTC PLM

3

LED

LED

LED

2016

UHQ

2017

LED

2018

0.9mm

Mini LED

2019

ISE

Unano

LED

2019

4K 162

Mini LED

Upanels

P0.5

Umini

P0.9

COB

14

COB

Mini LED

LED

4

---

LED

LED

5

95,984.52

57,800.00

<b>1</b>		<b>49,297.14</b>	<b>24,100.00</b>
<b>2</b>		<b>33,790.00</b>	<b>33,700.00</b>
2.1		29,990.00	29,900.00
2.2		3,800.00	3,800.00
<b>3</b>		<b>2,897.38</b>	-
<b>4</b>		<b>10,000.00</b>	-
		<b>95,984.52</b>	<b>57,800.00</b>

6

3

2013 13210100056

2062 2 2

---

2018-441300-39-03-812897

LED

[2019]14

2020 6

26,457.73

3

	/	T+1				T+2				T+3			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
1													

---

7

8

2018-441300-39-03-812897

LED

[2019]14

9

1

LED

9

3

6

1			228,941.94
2			166,090.68
3		%	27.45
4		%	9.81
5		%	16.15
6			7.59

2

3

6

2

	-	10%	70%	90%	100%

3

16.10 / LED 0.4-2mm  
 1.36 / 22

2017 -2019 LED  
 1.12 / 1.08 / 1.15 /

2017 -2019 LED  
 1.52 / 1.31 / 1.34 /  
 LED

	2019	2018	2017
	1.61	1.79	2.38
	1.28	1.22	1.25
	1.12	0.93	0.93
	1.34	1.31	1.52

LED = LED / LED

2017 -2019 LED

✉ +ey@D@SXA





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	S4 HANA

---

**2**

SAP

SCADA

SCADA

SRM

ERP

ERP

**3**

LED

2017

2019

303,052.76

452,433.73

560,425.88

48.91%

**19**

**17**



4

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SAP

OA  
IT

MES

2

LED

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1.1		2,710.00	2,700.00
1.2			

---

7

8





	2017 12 31 / 2017		2018 12 31 / 2018		2019 12 31 / 2019		%	2020 E	2021 E	2022 E
		%		%		%				
	<b>303,052.76</b>	<b>100.00%</b>	<b>452,433.73</b>	<b>100.00%</b>	<b>560,425.88</b>	<b>100.00%</b>	-	<b>771,082.35</b>	<b>1,060,921.73</b>	<b>1,459,707.78</b>
	2,271.89	0.75%	5,602.93	1.24%	1,162.69	0.21%	0.73%	5,643.12	7,764.29	10,682.78
	103,016.68	33.99%	134,032.49	29.62%	157,258.92	28.06%	30.56%	235,638.58	324,211.93	446,078.78

- - - - 4,793.68 0.86% 0.29% 2,198.52 235.08 673.010(4)-5.13]TJ4 728.

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	2020	-2022
123,172.06		23,950.00





2019



LED LED

30.31



56.76% 47.68% 45.10%

50.57%

2018

3,000

B

B

2019 12 15

15%

2020



2020  
2020  
2020 3 16  
2020

86,020.84      141,504.93      191,792.18      **204, 144. 43**



	103,016.68	134,032.49	157,258.92
136,731.74		21.06%	20.89% 20.92%
18.57%			

2011

Trans-Lux Corporation

2020 6 30

40,525.81

5.50%

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2020



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本公司及全体董事、监事、高级管理人员承诺本募集说明书内容真实、准确、完整，不存在虚假记载、误导性陈述或重大遗漏，按照诚信原则履行承诺，并承担相应的法律责任。

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全体高级管理人员签名：



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### 三、保荐机构（主承销商）负责人声明

本人已阅读深圳市洲明科技股份有限公司创业板向特定对象发行股票募集说明书的全部内容，确认本募集说明书内容真实、准确、完整，不存在虚假记载、误导性陈述或重大遗漏，并承诺承担相应的法律责任。

保荐机构总经理：

  
毕玉国

保荐机构董事长、法定代表人：

  
李 玮

三、保荐机构

2020年9月14日







[2013]110

[2014]17

[2015]31

**1**

1

2020 9

27,736.18

88,350.00

---

2019

52,990.92

42,502.54

2020

-10% 0% 10%

2019

2019

2019

2019

2020

2020

2

	<b>2019 /</b>	<b>2020 /2020</b>	<b>12 31</b>
	<b>2019 12 31</b>		
	92,453.94	92,453.94	120,190.12

---

	88,350.00
	27,736.18
	2020 9

---

/	0.57	0.63	0.59
/	0.46	0.51	0.47
/	0.46	0.51	0.47
	17.86%	17.89%	16.75%
	14.33%	14.35%	13.44%

9 —

2

1

2

---

3

LED

4

[2012]37

3 —

[2013]43

2019-2021

5

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1

2

3

4

5

6

7