



创业板向特定对象发行股票 募集说明书（申报稿）

保荐机构（主承销商）



中泰证券股份有限公司
ZHONGTAI SECURITIES CO.,LTD.



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.....60

.....61

.....61

.....63

.....64

.....**66**

.....66

.....69

.....70

.....72

.....73

.....74

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

OEM		
PLM		
SCADA		
SRM		
WMS		
FSM		

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

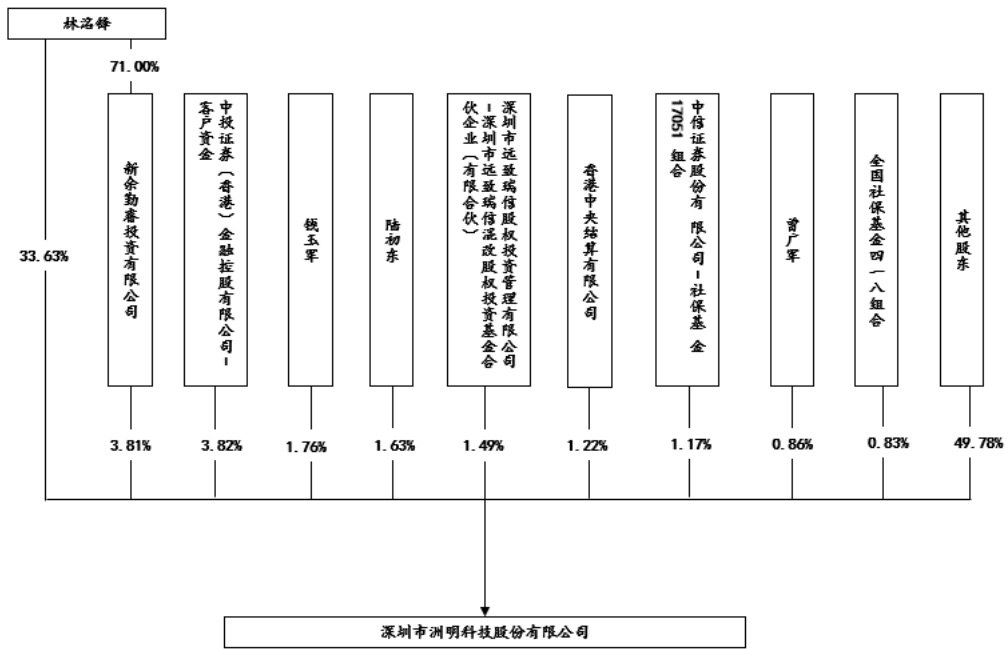
LED

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	-
7	()		1.22	6	

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

“

”

“

”

1 LED

1 LED

LED LightEmittingDiode

LED

LED

LED

LED

LED

LED

LED

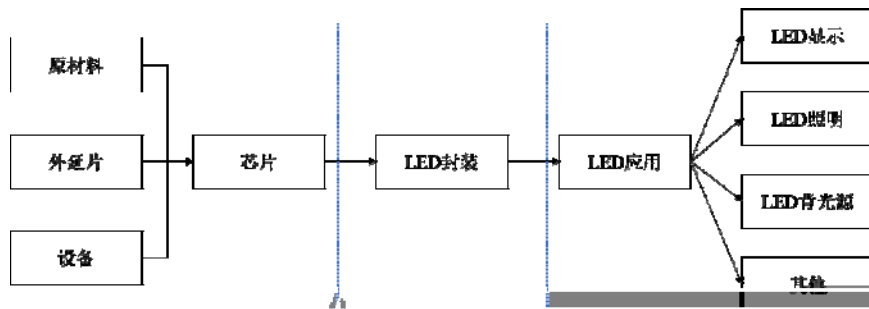
LED

LED

LED

LED

LED



CSAResearch

2019

2019

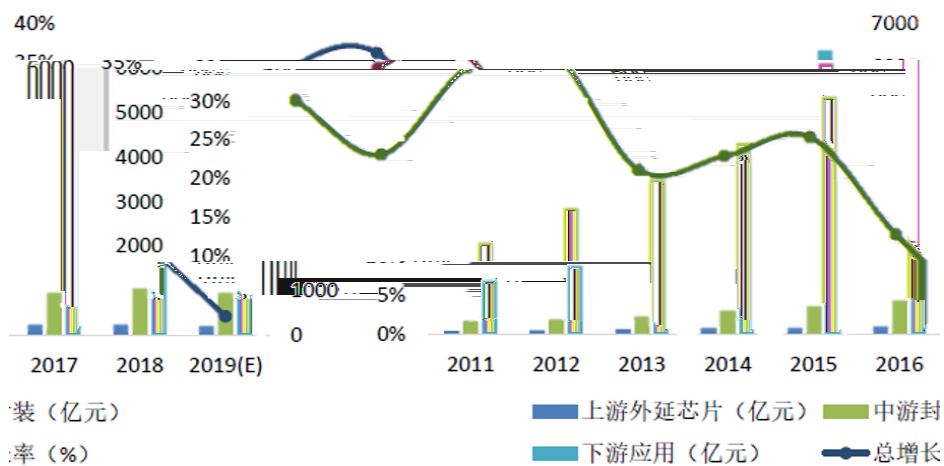
7,548

201

959

6,388

LED



2019

2019 LED

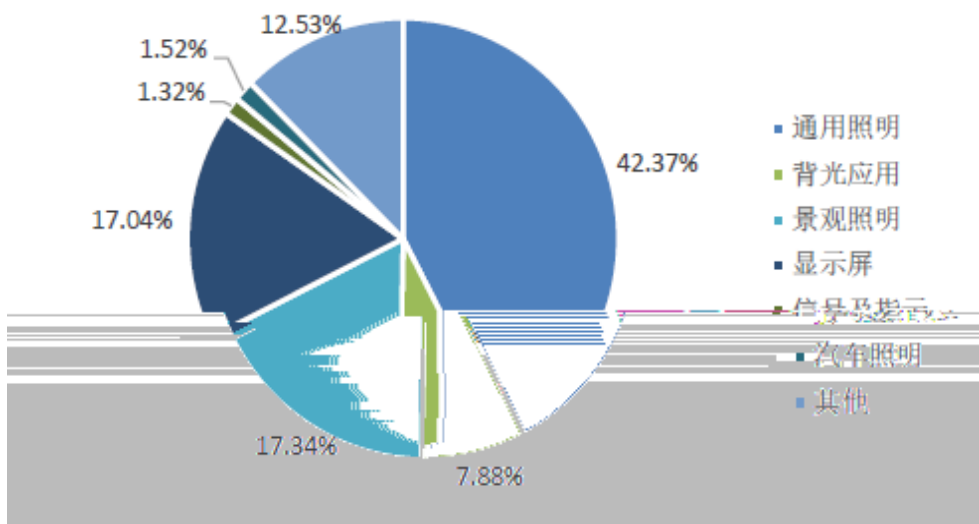
LED

LED

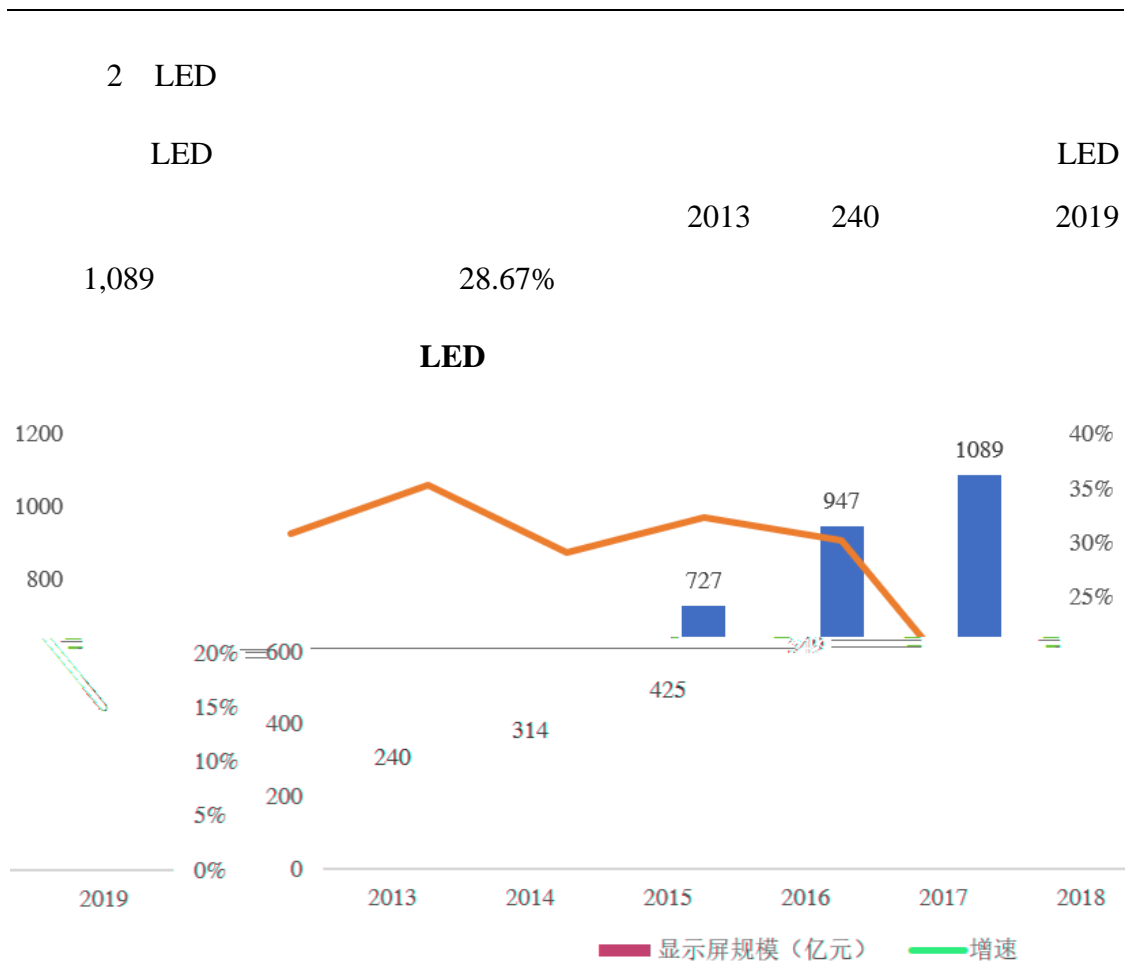
17.04%

LED

2019 LED



2019



LED

2013

LED

2013

LED

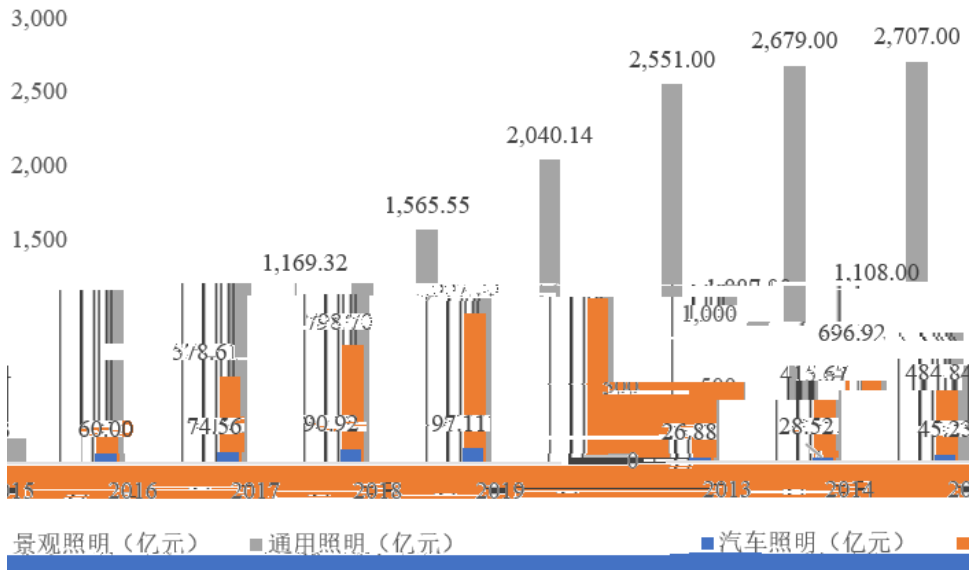
2019

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

3

LED

4

LED

1 LED

20

LED

LED

LED

Mini LED

LED

LED

DLP

LED DLP

LED LED

DLP LCD

LED

LED Mini LED LED

LED VR/AR LED

2 LED

LED

2019 LED 180lm/W LED

100 lm/W 130lm/W OLED

1000cd/m2 10mm× 10mm OLED 150lm/W

80mm× 80mm OLED 100lm/W

LED

LED

50%

LED

LED HID

LED

LED

LED

5G

5.0

LED

LED

LED

LED

2019

LED

LED

LED

LED

LED

1 LED

LED

LED

LED

LED

LED

2

2015

5G

“ ”

“ ”

3

1

2

“ ”
BOM SAP
MES

3

LED

OEM EMC EPC LED

1

LED

2

2020

1

#

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T

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LED

2020 1-6

22.08%

LED



LED

LED

“

”

LED

LED

LED

LED

ERP

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

8K

LCD OLED

Mini LED

HDR

Mini LED

Mini LED

LED

GGII

2018-2020

Mini LED

175%

2020

Mini LED

22

Mini LED

LED

4

LED

2025

“

/

”

“

”

“

/

LED

”

5G

LED

5

2016

2,361

2019

4,664

ERP

1

LED
LED
LED 2018 P0.9 Mini LED
2019 ISE 2019
4K 162 Mini LED
Upanels P0.5 Umini P0.9
136 176 UTV
Unano “ ” LED
LED
LED

2

LED
2017-2019 LED 265,316.25 371,019.36
433,163.96 75%
LED
LED
LED

3

4

LED

52 42% 1.35

2020

6

LED

30

35

30%

97,785.97

29,335.79

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

Q_0

N

Q_1

88,350.00

1	LED	95,984.52	57,800.00
2		6,942.60	6,600.00
3		23,950.00	23,950.00

	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

88,350.00

1	LED	95,984.52	57,800.00
2		6,942.60	6,600.00
3		23,950.00	23,950.00
		126,877.12	88,350.00

“ LED ”

LED

2020 3 4

5G “ ”

LED

5G



LED

LED

		LED			LED		
		2016			2017		2014
			2018				
-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

“

/

”

“

”

“

/

LED

”

5G

LED

2006-2020

2011-2015

2013-2018

2016-2020

2019 12 23

“

”

LED



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

LED

2017

2018

2019

LED

80.35%

82.40%

83.42%

LED

2 Mini LED

GGII

2018-2020

Mini LED

175%

2020

Mini LED

22

Mini LED

LED

Mini LED

Mini LED

Mini LED

Mini LED

Mini LED

3

LED

LED

LED

2018

LED

LED

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

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

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													
2													
3													
4													
5													

“ 2018-441300-39-03-812897”

2021

11

		T+1	T+2	T+3	
1		25,139.48	50,949.58	9,895.46	85,984.52
2			24,365.75	9,424.25	33,790.00
2.1			20,565.75	9,424.25	29,990.00
2.2			3,800.00		3,800.00
3			2,426.17	471.21	2,897.38
4			3,000.00	7,000.00	10,000.00
		25,139.48	53,949.58	16,895.46	95,984.52

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

4

	17,029.17	110,643.53	133,306.34	141,944.00
	1,152.00	5,062.40	7,232.00	7,232.00
	1,292.65	6,088.29	6,088.29	6,088.29
	1,856.06	10,826.39	10,826.39	10,826.39
	21,329.88	132,620.61	157,453.02	166,090.68

LED

62%

	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

SAP

OA
IT

MES

2

LED

3

5

6,942.60

6,600.00

1		6,612.00	6,600.00

1.1		2,710.00	2,700.00
1.2			

7

8

“ 2020 0347 ”

9

1

23,950.00

27.11%

2

1

LED

LED

2020 6 30

52.42% 1.35

0.91

		%		
300296.SZ		41.66	2.11	1.65
300389.SZ		38.62	1.91	1.39
300162.SZ		31.95	2.16	1.39
002587.SZ		38.86	1.97	1.71
		37.77	2.04	1.53
300232.SZ		52.42	1.35	0.91

Wind

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2

		2017	2019	
303,052.76	452,433.73	560,425.88		48.91%
				2017
103,016.68	86,020.84	2019	157,258.92	
191,792.18				
		262,063.25	413,781.12	
545,436.04	270,557.33			

3

LED

3

	2020	2021	2022
2017-2019			48.91%
2017-2019			37.59%
		37.59%	
2017-2019			
			2020
2021	2022		2020-2022

	2017 12 31 / 2017		2018 12 31 / 2018		2019 12 31 / 2019		%	2020 E	2021 E	2022 E
		%		%		%				
	303,052.76	100.00%								
	2,271.85	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%	4,579 258.92	28.06%	30.56%	235,638.58	324,211.93	446,078.78

- - - - 4,793.68 0.86% 0.29% 2,198.52 (%)JTJET1 g2.5 -10603.5905 Tm0 g-.00

	2020	-2022
123,172.06		23,950.00





2019



	LED	LED		
	30.31	45.24	56.04	18.61

LED

			17.20	21.57	25.27	
9.41			56.76%	47.68%	45.10%	50.57%
	4,456.57	-3,307.78	-2,296.28	-1,309.45		

LED



56.76% 47.68% 45.10%

50.57%

2018

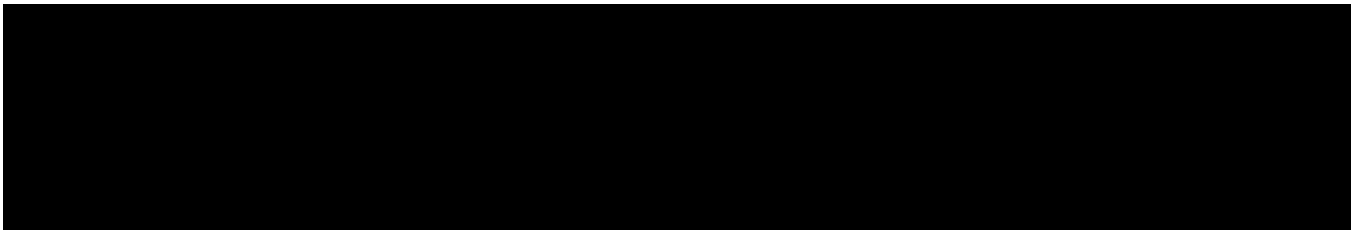
3,000

B

B

2019 12 15

15%





“ ”

3

2020 3 16

2020

2020

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%

2020



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。

熊雪莲
熊雪莲

曾广军
曾广军

李伟田
李伟田



2020年9月14日

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

担相关法律责任。

发行人全体董事、监事、高级管理人员：


王 强


王 强


王 强


王 强



三、保荐机构（主承销商）声明

本公司已对募集说明书进行了核查，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，并承担相应的法律责任。

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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，并承担相应的法律责任。

王元

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审计机构声明

本所及签字注册会计师已阅读《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（申报稿）》（以下简称募集说明书），确认募集说明书与本所出具的《审计报告》（天健审（2018）3-264号、天健审（2019）3-222号、天健审（2020）3-218号）的内容无矛盾之处。本所及签字注册会计师对深圳市洲明科技股份有限公司在募集说明书中引用上述报告的内容无异议，确认募集说明书不致因上述内容而出现虚假记载、误导性陈述或重大遗漏，并承担相应的法律责任。

签字注册会计师：


邓华明


雷丽娜

天健会计师事务所负责人：


张希文

天健会计师事务所（特殊普通合伙）

二〇二〇年八月十四日



[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

	2019 /	2020 /2020	12 31
	2019 12 31		
	92,453.94	92,453.94	120,190.12

			88,350.00
			27,736.18
			2020 9
1 2020			
			-10%
	52,990.92	47,691.82	47,691.82
	42,502.54	38,252.28	38,252.28
/	0.57	0.52	0.48
/	0.57	0.52	0.48
/	0.46	0.41	0.38
/	0.46	0.41	0.38
	17.86%	14.88%	13.92%
	14.33%	11.93%	11.16%
2 2020			
			0%
	52,990.92	52,990.92	52,990.92
	42,502.54	42,502.54	42,502.54
/	0.57	0.57	0.53
/	0.57	0.57	0.53
/	0.46	0.46	0.43
/	0.46	0.46	0.43
	17.86%	16.40%	15.35%
	14.33%	13.15%	12.31%
3 2020			
			10%
	52,990.92	58,290.01	58,290.01
	42,502.54	46,752.79	46,752.79
/	0.57	0.63	0.59

/	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

3

“ 1

2

3

4

5

6

7