
有限公司
; CO., LTD.



申泰证券股份有限公司
ZHONGTAI SECURITIES



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..... 8

..... 9

..... 12

..... 13

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..... 13

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..... 21

..... 32

..... 39

..... 40



2016

CFA

2010



IPO

IPO



E-DN

300232

2004 10 26

112 A

0755-29918999

0755-29912092

518103

91440300767579994J

irm@unilumin.com

LED

LED

LED

LED

LED

LED

LED

LED

A

A

2018 6 30

761,260,566

| | | % |
|--|-------------|-------|
| | 309,703,962 | 40.68 |
| | 169,634,092 | 22.28 |
| | 118,232,443 | 15.53 |

| | | |
|--|-------------|--------|
| | 21,837,427 | 2.87 |
| | 451,556,604 | 59.32 |
| | 761,260,566 | 100.00 |

2018 6 30

| | | | | | |
|----|-------|--------|---------------|--------------------|--------------------|
| | | | | | |
| 1 | | | 41.41% | 315,206,156 | 236,404,618 |
| 2 | | | 4.10% | 31,208,298 | - |
| 3 | | | 2.50% | 19,015,330 | 19,015,330 |
| 4 | | | 2.50% | 19,015,328 | 19,015,328 |
| 5 | | | 1.93% | 14,727,815 | |
| 6 | | | 1.92% | 14,628,892 | - |
| 7 | | -005L- | 1.77% | 13,502,756 | - |
| | FH002 | | | | |
| 8 | | 1 | 1.18% | 9,000,082 | - |
| 9 | | | 1.18% | 8,999,998 | - |
| 10 | | | 0.98% | 7,447,382 | - |
| | | | 59.47% | 452,752,037 | 274,435,276 |

| | | | |
|------------|-----------|--|-----------|
| 2010 12 31 | 16,926.70 | | |
| | | | |
| | 2011 6 | | 33,310.66 |
| | 2013 12 | | 247.68 |
| | 2014 12 | | 240.06 |
| | 2015 12 | | 20,522.85 |

| | | | |
|-----------|------------|--|-------------------|
| | 2016 12 | | 32,279.21 |
| | 2017 3 | | 14,032.38 |
| | 2017 11 | | 2,876.61 |
| | | | 103,509.45 |
| | 9,696.96 | | |
| 2018 6 30 | 225,330.66 | | |

1

1

| | 2018 6 30 | 2017 12 31 | 2016 12 31 | 2015 12 31 |
|--|----------------------|-----------------------|-----------------------|-----------------------|
| | 5,523,392,127.15 | 4,891,576,572.58 | 2,605,671,577.83 | 1,703,810,744.11 |
| | 3,270,085,559.11 | 2,845,089,192.22 | 1,082,452,811.99 | 664,609,516.98 |
| | 2,253,306,568.04 | 2,046,487,380.36 | 1,523,218,765.84 | 1,039,201,227.13 |

| | | | | |
|--|----------------|-----------------|----------------|----------------|
| | | | | |
| | -22,876,312.19 | -207,243,903.46 | 365,801,736.15 | 184,747,776.55 |
| | 467,390,994.79 | 490,267,306.98 | 697,511,210.44 | 331,709,474.29 |

2

1

| | | % | / | |
|--|----------|-------|------|------|
| | | | | |
| | 2018 1-6 | 10.61 | 0.26 | 0.26 |
| | 2017 | 17.21 | 0.47 | 0.46 |
| | 2016 | 14.03 | 0.29 | 0.29 |
| | 2015 | 16.07 | 0.56 | 0.56 |
| | 2018 1-6 | 10.24 | 0.26 | 0.26 |
| | 2017 | 15.36 | 0.41 | 0.41 |
| | 2016 | 13.16 | 0.27 | 0.27 |
| | 2015 | 13.26 | | |

7%

2018 8 27

806,600

0.11%

1

2017 9 1

2017 9 13

2

2017 11 5

2017 11 15

2018 3 23

3 27

2018 4 24 4 27

2017

2018 6 14 6 14

2018 7 4 7 6

2018 7 17 7 19

2018 8 29 9 5

2018

3

2017 11 20

2017 27

[2017] 22

[2017]26



1

2

3

4

5

6

7

8



| | | | | | |
|---|------|----|-----------|------|-----------|
| 1 | 2017 | 10 | 27 | | |
| 2 | 2017 | 11 | 14 | 2017 | |
| 3 | 2018 | 3 | 16 | | |
| | | | 69,850.20 | | 66,803.46 |
| | | | 2017 | | |
| 4 | 2018 | 7 | 6 | | |
| | | | 66,803.46 | | 54,803.46 |
| | | | 2017 | | |

| | | | | | | |
|------|------|------|------|------|----------------|----------------|
| 1 | | | | | | |
| 2 | | 2015 | | 2016 | | 2017 |
| 2018 | 1-6 | | | | | |
| 3 | | | | | | |
| 4 | | | | | | |
| 5 | 2017 | 12 | 31 | | | 20.46 |
| 2018 | 6 | 30 | | | 22.53 | |
| 6 | 2017 | 12 | 31 | | | 20.46 |
| 2018 | 6 | 30 | | | 22.53 | |
| | | | | | 54,803.46 | |
| 7 | 2015 | 2016 | 2017 | | | |
| | | | | | 93,753,714.93 | 156,087,677.23 |
| | | | | | 167,878,617.57 | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| 8 | | | | | | LED |
| | | LED | | | | |
| 9 | | | | | | |

10

1

2

3

1

| | [2017]3-318 | [2018]3-264 | 2016 | 2017 |
|----------------|----------------|-------------|----------------|------|
| | | | 166,453,027.83 | |
| 284,299,042.56 | | | 10,365,350.60 | |
| 30,504,582.02 | | | | |
| 156,087,677.23 | 253,794,460.54 | | | |

2

[2018]3-265

2017 12 31

3

| | | | |
|---------------|---------------|---------------|---------------|
| 2014 | 2015 | 2016 | 6,091,144.29 |
| 13,802,992.38 | 31,500,549.30 | 2014-2016 | |
| 45.23% | 30% | | 2015 |
| 2016 | 2017 | 13,802,992.38 | 31,500,549.30 |
| 31,719,190.25 | | 40.95% | 30% |

4

| | | | |
|-----|-------------|------|----------|
| | 2015 | 2016 | 2017 |
| | [2016]3-332 | | [2017]3- |
| 318 | [2018]3-264 | | |

5

| | | | |
|------|----|--------|--------|
| 2017 | 12 | 31 | 58.16% |
| 45% | | | 2018 6 |
| 30 | | 59.20% | 45% |

6

[2018]3-265

2017 12 31

1

2

3

4

5

6

1

52,802.06

2015

20,522.85

2016

32,279.21

[2018]3-269

2017 12 31

2015

20,249.40

98.67% 2016

26,248.63

81.32%

2018 6 30 2015

20,873.50

101.71% 2016

27,031.00

83.74%

2017 12

31

88.06% 2018 6 30

90.72%

[2018]3-269

LED

24

12,746.86

3,163.58

2017 12

2018

2018 1-6

1,107.11

35%

LED

22,279.21

2018 6 30

8,225.00

2017

2017

1,977.07

2018 1-6

4,402.55



3

LED

LED



4



1

2

100

3

4

[2018]G234-1

AA-

AA-

5

1

| | LED | LED | | | |
|-------|-------|-------|-------|------|-----|
| | 2015 | 2016 | 2017 | 2018 | 1-6 |
| 13.06 | 17.46 | 30.31 | 20.35 | | |

2

LED

3

| | | | | | |
|--------|------|----------|--|------|-----|
| | | 2017 | | | |
| | 2017 | 4,456.57 | | 2018 | 1-6 |
| 879.29 | | | | | |

1

LED



2

1

| | | | |
|-----------|-----------|-----------|------------|
| 33,824.53 | 59,697.47 | 86,020.84 | 110,122.92 |
|-----------|-----------|-----------|------------|

2

| | | | |
|------------|-----------|-----------|---------------|
| | 31,369.86 | 37,046.37 | 103,016.68 |
| 134,943.19 | | 18.41% | 14.22% 21.06% |
| 24.43% | | | |

3

2011

Ã:U > f > f [C]; ÜC°D ž3]Á p ' >]Á't f p ° fLÖC«À ~ðÃà]ÎÃa p p V,4ÐC•Íe2011

1

LED

LED

1

2

3

4

1

[2017] 000568

44,564.91

108.49%



2

3

2017 10 9

2017 2018 2019

2,000

3,000

4,000

2017

2,143.56

4



5

1

2

3

8

4



5

1

2

3

1

2

3

85%

4

1

85%

2

5

6

7

8

9

AA-

AA-

/

10

1

2

2018 6 30
41.41%

4.10%

3

LED

4

A

5

| | |
|-------------|--------|
| 2018 6 30 | |
| 315,206,156 | 41.41% |
| 217,587,090 | 28.58% |

1 LED

1 LED

LED Light Emitting Diode

LED

LED

LED

LED

LED

LED

LED

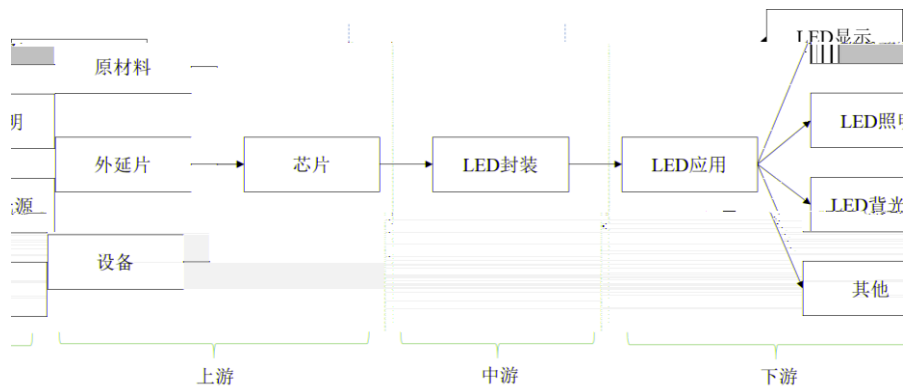
LED

LED

LED

LED

LED



CSA Research

2016

2016

5,216

2015

22.8%

182

20%

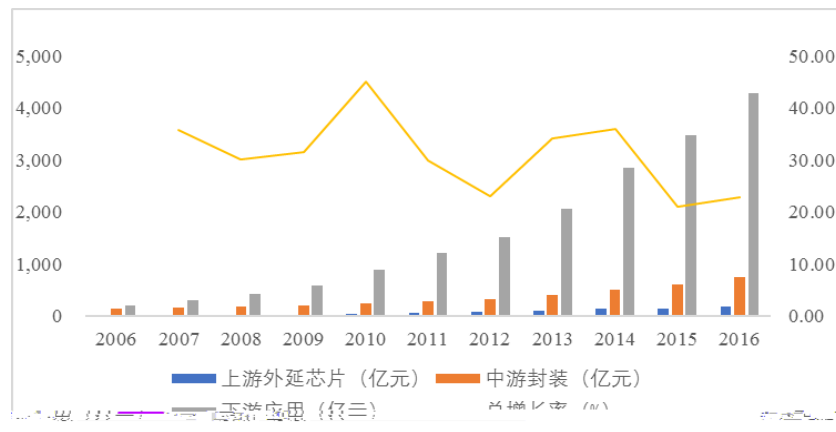
748

21.5%

4,286

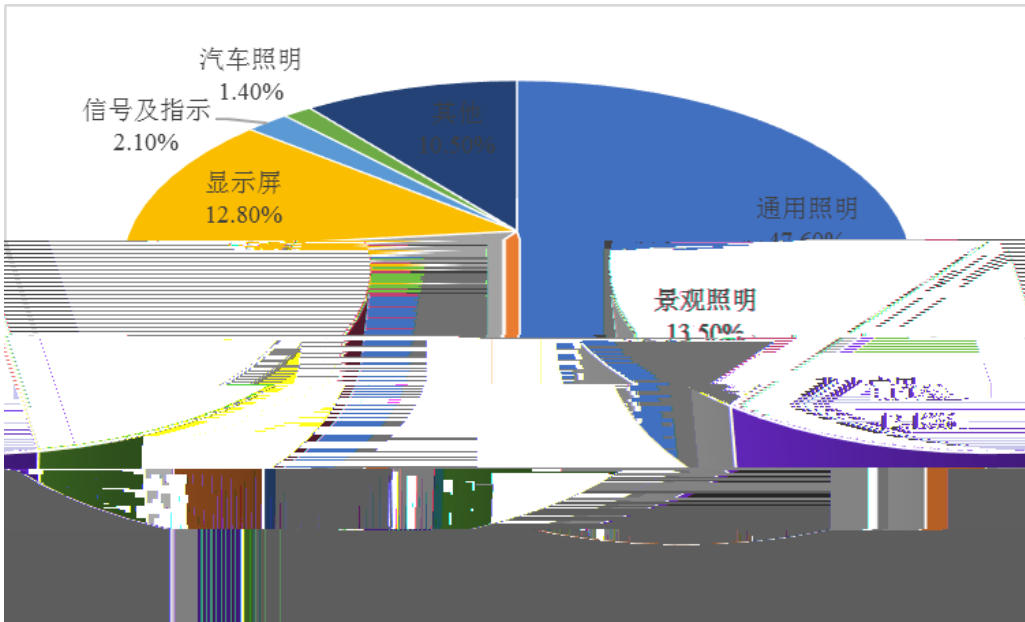
23%

LED



2016
 2016 LED LED
 LED LED
 12.8%

2016 LED



2016
 LED

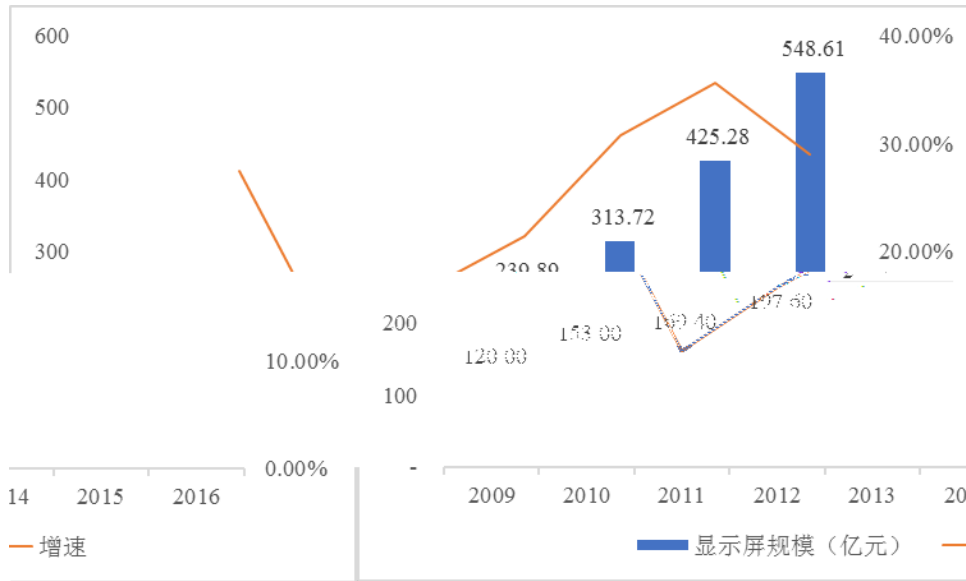
LED LED

2 LED

LED LED

2016 548.61 24.25% 2009 120

LED



2016

LED

LED

LED

3 LED

LED

LED

LED

2016

2009

12

138

78

2016

60

578.61

2,040.14

25.85%

22.72%

59.41%

LED

2010

LED

2011

LED

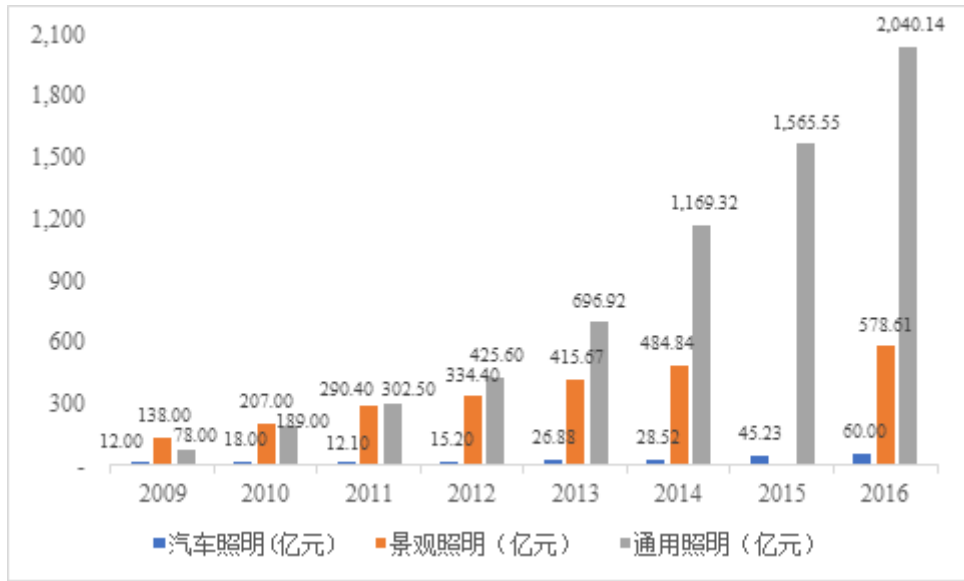
2016

2,040.14

LED

47.6%

LED



2016

2015

5G

LED

2 LED

1 LED

LED

LED

LED

LED

2

Energy Management Contracting



LED

3 LED

LED

LED

LED

1

LED

Micro-LED

667

54

391

222

LED

LED

2

160

700

3

LED

SAP

ERP

Oracle

CRM

PTC

PLM

4

LED

5

E-learning



2018 22



LED

LED



（此页为《中泰证券股份有限公司关于深圳市洲明科技股份有限公司创业板公开发行可转换公司债券之发行保荐书》之签署页）

项目协办人： 李瑶
李瑶

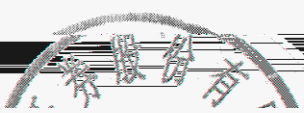
保荐代表人 孙参政
孙参政

钱雨
钱雨

内核负责人： 战当华
战当华

业务负责人 刘珂滨
刘珂滨

毕玉国
保荐机构总经理
毕玉国



保荐机构董事长、法定代表人

李琦

中泰证券股份有限公司

2018年9月6日

深圳证券交易所创业板股票上市保荐人

为可转债的发行及上市的保荐代表人，负责本次发行及上市的保荐工作。自

可转债上市后的持续督导工作，自可转债上市之日起至可转债上市后的

发行的可转债上市后2个完整会计年度且持续督导工作完

重新任命其他保荐代表人资格担任深圳市润明科技股

老。本公司在授权有效期内

作，本授权即行废止。

份有限公司保荐工

孙参政

钱亚燕

保荐代表人

保荐人和董事长、法定代表人

李 玮

