

192225

A

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..... 34

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..... 68

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35.38%

0.78%

36.15%

2019 10 20

1

2

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2019 10 20

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(

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3

4

<http://www.cninfo.com.cn>

<http://www.szse.cn>

2

3

36

2018

2019 1-6

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

6	JC351700052			2020.4.27	
7		/			
8	GA V201703501000091				GA



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



1		2,856
2		5,996
3		1,088
4		863
5		656
6		302
		<b>11,761</b>

2017 12

6

2015

2015

2019 10 20

2

100

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5

6

65,000.00

1		5301302019040399	59,788.14	45,500.00
2		-	19,500.00	19,500.00
		-	<b>79,288.14</b>	<b>65,000.00</b>

IT

1

IT

IT

**1**

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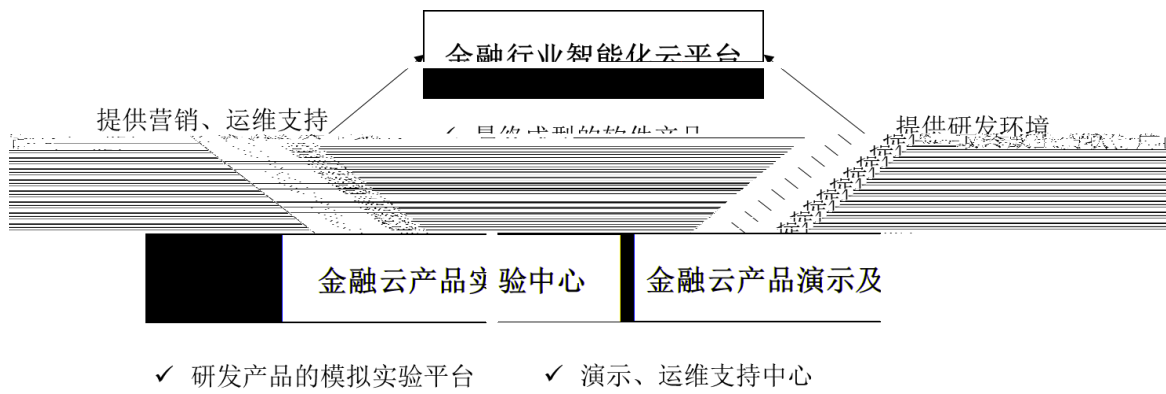
IaaS

PaaS

3

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1



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19,500.00

30%

59,788.14

45,500.00

45,500.00

14,288.14

<b>1</b>		<b>2,201.00</b>	<b>2,201.00</b>	<b>4.84%</b>
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%
<b>2</b>		<b>41,176.20</b>	<b>35,126.20</b>	<b>77.20%</b>
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
			-	<b>44</b>	<b>3,632.00</b>
	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
			-	<b>596</b>	<b>10,550.00</b>
	<b>1</b>		<b>0.36</b>	<b>127</b>	<b>45.70</b>
			-	<b>767</b>	<b>14,227.70</b>
	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
			-	<b>1,659</b>	<b>8,904.00</b>
			-	<b>2,426</b>	<b>23,131.70</b>

2

PaaS

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

3

		275.50		
<b>2</b>				
1				
	18	726.00	81	1,449.00
	24	960.00	214	664.00
	9	455.00		4,254.00
2				
		49.80		
<b>3</b>				
1				
	12	484.00	76	1,470.00
	170	524.00	26	1,060.00
		3,538.00		
2				
		331.00		
<b>4</b>				
				8,606.00
		<b>T</b>	<b>T+1</b>	

5

30%

1%

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IT

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IT

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

3 [

12		
13		
14		-
15		
16		
17		
18		

2

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

2015 5

60%

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

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
			-	<b>11,839.46</b>

24

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

86.80

<b>1</b>		<b>2,201.00</b>	<b>2,201.00</b>	-

26

<b>2</b>		<b>35,126.20</b>	<b>19,362.39</b>	<b>15,763.82</b>
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
<b>3</b>		<b>4,303.80</b>	<b>2,339.70</b>	<b>1,964.10</b>
3-1		4,254.00	2,339.70	1,914.30
3-2		49.80	-	49.80
<b>4</b>		<b>3,869.00</b>	<b>-</b>	<b>3,869.00</b>
4-1		3,538.00	-	3,538.00
4-2		331.00	-	331.00
		<b>45,500.00</b>	<b>23,903.09</b>	<b>21,596.92</b>

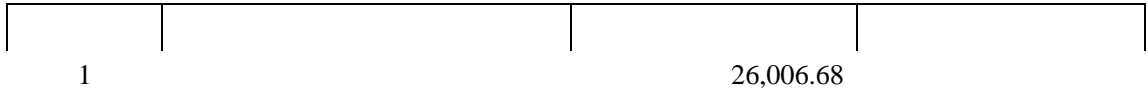
2019 4 29

2

2

IT

2



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
			<b>93</b>	-	<b>33,577.00</b>

2

5

30%

55%

80%

100%

	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

	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%

	34.94%
	52.09%
	33.98%
	41.13%
	42.37%
	32.00%
	67.81%
	83.70%
	40.16%
	98.84%
	<b>52.70%</b>
	<b>57.73%</b>
	<b>50.84%</b>
	<b>57.39%</b>

2

21.40%

21.36%

3

4

		16.31%
		12.92%
	IT	12.68%
		14.92%
		27.04%
		19.84%
	-	<b>17.29%</b>
		<b>15.29%</b>

1

2

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5

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1

2

3

4

5

6

2018

40.02%

11.68%

51.69%

28.5362%

9

72.7162%

1

2

40.02%

28.5362%

9

2018 7

/ /

/

3

2018 10

9

3

3

33

1

40.02%

11.67%

51.69%



	<b>2019</b>	<b>1-6</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>
		- <sup>1</sup>	1,443.99 <sup>3</sup>	-	-

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

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%					
				<b>17,892.31</b>					

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
	<b>4,319.32</b>	<b>12,794.61</b>
	<b>6,034.89</b>	<b>17,892.31</b>
	<b>39.72%</b>	<b>39.84%</b>
	-	-

39.84%

6,034.89

17,892.31

39.72%

2018

2018

1

2

2017 12 31

1, 266. 25

2003 4 25

5,100

20%

80%

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

	1996 11 5	2003 09 11	1994 5 27	2001 10 15
	-	5,080	1,200	1,200
	-			
	1 77.34% 126,500			1 100%
	2 80% 5,000			25,000
	3 96.36% 5,500	100% 500	18.18%	2 100%
	4 100% 4,900			80,000
	5 60%			
	6 100%			
/				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](http://www.gsxt.gov.cn)

-

2

1

46

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%

1

2019 9 30

1			1,621.39 932.81	2,352.06	6,363.44	4,600.00	0.42%	3.10%	2009 3
2				-		1,478.37	9.38%	1.00%	2005 6
3			7 10		2015	3,000.00	9.68%	2.02%	2016 9
					2015-039				
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



2015

3 10 3.10 3,000

9.68%

20%

40%

1

2

3

LP

25%

4

5

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

1.00%

65,000.00

2.27%

3

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	

					[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	



2019 4 30

2019-034

1 2015 5 28

2015 39

1

2013 947.77

2014 2014 4

245 2013

25.85%

11.11.4

2

2015 6 11

1

2

2014 4 21 22

2014 2014 4 25

2014

2014

2

2015 9 14

15

2014

15

2014

1

2

3

1

2

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

	<b>2019 1-6</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>
--	-----------------	-------------	-------------	-------------

	<b>2019</b>	<b>1-6</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>
		-	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%
		<b>9.42%</b>	<b>14.17%</b>	<b>16.79%</b>	<b>21.60%</b>
		<b>8.15%</b>	<b>8.54%</b>	<b>8.37%</b>	<b>4.64%</b>

1,006.99      2,022.35

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

8.15%

	<b>2019</b>	<b>1-6</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>
		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	298.1		

	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	-	-

		<b>2019</b>	<b>1-6</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>
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
	<b>84,648.84</b>	<b>296,170.88</b>	<b>248,214.91</b>	<b>252,053.14</b>
	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
	<b>169,240.19</b>	<b>290,868.82</b>	<b>253,829.29</b>	<b>245,124.82</b>
	<b>-84,591.34</b>	<b>5,302.06</b>	<b>-5,614.38</b>	<b>6,928.32</b>

2017 2016 12,542.70

2017

2017

2017

2018 2017 10,916.44

2018

2019 1-6

	<b>2019 1-6</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>
	-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

	<b>2019 1-6</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>
	-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

	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%	-	-	-	-
	<b>25,326.43</b>	<b>21.24%</b>	<b>63,633.62</b>	<b>23.11%</b>	<b>54,750.51</b>	<b>23.90%</b>	<b>51,408.95</b>	<b>24.11%</b>

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%	

	-	-	-
	<b>0.70%</b>	<b>-0.90%</b>	<b>-0.20%</b>

$$\begin{aligned}
 1 &= + \\
 2 &= - \times \\
 3 &= - \times \\
 2017 & \quad \quad \quad 2016 \quad 0.20\% \\
 & \quad \quad \quad 0.92\% \\
 2017 &
 \end{aligned}$$

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%
	<b>0.11%</b>	<b>-0.91%</b>	<b>-0.79%</b>

$$\begin{aligned}
 1 &= + \\
 2 &= - \times \\
 3 &= - \times \\
 2018 & \quad \quad \quad 2017 \quad 0.79\% \\
 & \quad \quad \quad -1.23
 \end{aligned}$$

	2019	1-6	2018
	-0.69%		0.16%
	-0.48%		-1.24%
	0.12%		0.07%
	-0.82%		1.08%
	<b>-2.32%</b>		<b>0.45%</b>
			<b>-1.87%</b>

$$\begin{aligned}
 1 &= + \\
 2 &= - \times \\
 3 &= - \times \\
 2019 \quad 1-6 & \quad \quad \quad 2018 \quad 1.87\% \\
 & \quad \quad \quad -1.72\% \\
 -1.24\% & \quad 2019 \quad 1-6
 \end{aligned}$$

2016      2019      1-6      55.61%

58.78%   58.80%   55.46%

	2018		
		2018	2019
			1-6
73.72%	52.43%		

(本页面正文, 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

说明书

(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

蔡诗文

冯雷

冯雷



## 天子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：

“本人承诺：由本人所签署的反馈意见回复报告不存在虚假记载、误导性陈述或者重大遗漏，并对其内容的真实性、准确性和完整性、及时性承担相应法律责任。”

保荐机构董事长签名：\_\_\_\_\_



王常青

