



1

2 27

28

2020 8 14

202062

楷体_GB2312、加粗	

1		88,648	1	
	2			
		3		4
	5			.....5
2	2019 1 1			
	HB Technologies Corporation			1
		2		
		3		
				.....18
3				
				.....27
4				
				.....30
5				
				.....36
6				
				.....39
7				
	1			36
				.....41

8

.....43

9

.....44

1

88,648

1

2

3

4

5

1

1

88,648

88,648

1		73,648	73,648
2		15,000	15,000
		<b>88,648</b>	<b>88,648</b>

2

73,648

73,648

<b>1</b>		<b>49,720</b>	<b>21,308</b>	<b>71,028</b>	<b>96.44%</b>
1.1		49,720	21,308	71,028	96.44%
<b>2</b>		<b>600</b>	<b>600</b>	<b>1,200</b>	<b>1.63%</b>
<b>3</b>		<b>994</b>	<b>426</b>	<b>1,420</b>	<b>1.93%</b>
		<b>51,314</b>	<b>22,334</b>	<b>73,648</b>	<b>100%</b>

1

		( / )	/			
					T+12	T+24
1		30	1,469	44,070	30,849	13,221
2		33	596	19,668	13,768	5,900
1		45	162	7,290	5,103	2,187
		<b>108</b>	<b>2,368</b>	<b>71,028</b>	<b>49,720</b>	<b>21,308</b>

30

2

3

6

2%

3

15,000.00

2015 -2019

10.85%

11%

2023

21,713.30

1

2019

	<b>2019 12 31 /2019</b>	
	93,555.44	100.00%
	65,255.94	<b>69.75%</b>
	1,309.70	<b>1.40%</b>
	5,535.19	<b>5.92%</b>
	<b>72,100.83</b>	-
	24,314.25	<b>25.99%</b>
	5,874.71	<b>6.28%</b>
	<b>30,188.96</b>	-
	<b>41,911.87</b>	-

2

		<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>
		103,846.54	115,269.66	127,949.32	142,023.75
	69.75%	72,434.09	80,401.84	89,246.05	99,063.11
	1.40%	1,453.77	1,613.68	1,791.19	1,988.22
	5.92%	6,144.06	6,819.91	7,570.10	8,402.81

		<b>80,031.92</b>	<b>88,835.43</b>	<b>98,607.33</b>	<b>109,454.14</b>
	25.99%	26,988.82	29,957.59	33,252.92	36,910.74
	6.28%	6,520.93	7,238.23	8,034.44	8,918.22
		<b>33,509.75</b>	<b>37,195.82</b>	<b>41,287.36</b>	<b>45,828.97</b>
		<b>46,522.18</b>	<b>51,639.62</b>	<b>57,319.97</b>	<b>63,625.17</b>
		<b>4,610.31</b>	<b>9,727.75</b>	<b>15,408.10</b>	<b>21,713.30</b>

2023

21,713.30

15,000

4

19.88%

30%

2020 6

2020 7 31

2

1

25

		+
	12-20km/h	25km/h
	1-3km	3-10km
	5km	50-60
	1 /15 1.5 15 +	/10 2 20-30 + 1

1

3

3-10

3-10

9

2018

Google

2

1

2

2

1.5

2 /

2019

3.25 / 2.80 / 2.61

/

3

2020 3

2020 7

/ /

0.38 /0.61 /1.25

**1**

1

2

**2**

2020 7  
40 50 60 / 8.48  
2,121/1,697/1,414  
/ / 1,888  
/2,880 /3,880 206 /315 /425

3

1

40 1

85%-95%

2

2018 5  
2019 2.5 2020 7 31  
APP 90  
4

3

/

1

2

APP

APP

3

7

2

5

30

70%

30%

1

/

	<b>T+12</b>	<b>T+24</b>	<b>T+36</b>	<b>T+48</b>	<b>T+60</b>	<b>T+72</b>	<b>T+84</b>
	-	21.00	30.00	30.00	30.00	30.00	9.00
	21.00	9.00	-	-	-	-	-
	-	-	-	-	-	21.00	9.00
	21.00	30.00	30.00	30.00	30.00	9.00	-
	70%	30%	-	-	-	-	-

	<b>T+12</b>	<b>T+24</b>	<b>T+36</b>	<b>T+48</b>	<b>T+60</b>	<b>T+72</b>	<b>T+84</b>
	1.30	1.30	1.30	1.30	1.30	1.30	1.30
	2.10	2.21	2.32	2.43	2.55	2.68	2.81
	<b>10,462.73</b>	<b>26,679.95</b>	<b>32,957.58</b>	<b>34,605.46</b>	<b>36,335.74</b>	<b>24,799.14</b>	<b>6,009.02</b>

70% 30%

1

	2	/30	30	30
	2	20	+	1 /10
	2	20	+	1 /10
	2	20	+	1 /10

2

20-30

30

2

2.1

2

2020 3

4-6

6-8

2

	<b>T+12</b>	<b>T+24</b>	<b>T+36</b>	<b>T+48</b>	<b>T+60</b>	<b>T+72</b>	<b>T+84</b>
	27,300	39,000	39,000	39,000	39,000	11,700	-
	2,594	6,299	7,410	7,410	7,410	4,817	1,112

**T+12    T+24    T+36    T+48**

5

/ /  
4.5/4.0/3.5

6/5/4

/ /

0.38 /0.61 /1.25

/ 2.61 /

2019

3.25 / 2.80

2018

2019

2019

35.41%

1

2020 6

2

3

4

2            2019   1   1

**HB Technologies Corporation**

**1**

**2**

**3**

**1**

1

2017    CAS 22

1

2017    CAS 22

2017    CAS 22

2017 CAS 22

HB Technologies Corporation

2

2017 CAS 22

2017 CAS 22

HB Technologies Corporation

HB Technologies Corporation	2019	1	2019	12	E	F
						2017

CAS 22

HB Technologies Corporation

2

HB Technologies Corporation

					2017	10
			A	F	2019	1
E		165			HB Technologies	
Corporation		8.6671%	E		14	
2019	12	F		250		HB
Technologies Corporation			7.7363%	F		19
	2020	6	30			
	2020	4	11		2018	
HB Technologies Corporation					12.76	2019
						17.84

HB Technologies Corporation

		2014	8	8	100%
			2017	10	
		100%		38.17%	
				2018	
				HB Technologies Corporation	HB
Technologies Corporation			2020	6	30
HB Technologies Corporation		7.7363%			2020
	6	30			178,435.10

HB Technologies Corporation

2019

1,000

HB Technologies Corporation

1

1

2020 2

2020 6

30%

21

2

2020 6

28

2

1	1 -	850.00	2020/1/7	2020/6/30	2.82%
---	-----	--------	----------	-----------	-------

**3**

**1**

2020 6 30

**2**

2020 6 30

**3**

2020 6 30

**4**

2020 6 30

**5**

**6**

2020 6 30

**7**

2020 6 30

**8**

2020 6 30

178,435.10

HB Technologies Corporation

9

2020 6 30  
1.09%

2,990.85

Hero Youon Private Limited	2018 2	860.44	0.31%	49.00%		
	2019 11	200.04	0.07%	24.97%		
LOMARE TECHNOLOGIES	2020 1	1,930.38	0.70%	25.00%		
	-	<b>2,990.85</b>	<b>1.09%</b>	-	-	-

1 Hero Youon Private Limited

2

3 LOMARE

TECHNOLOGIES

2020 6

LOMARE

TECHNOLOGIES

2020 6 30

10

2020 6 30

**11**

2020 6 30

	0	5.01%		

2017 3

2017 6

20

0

2020 6 30

**12**

2020 6 30

1 2019 1 1

HB

Technologies Corporation

2

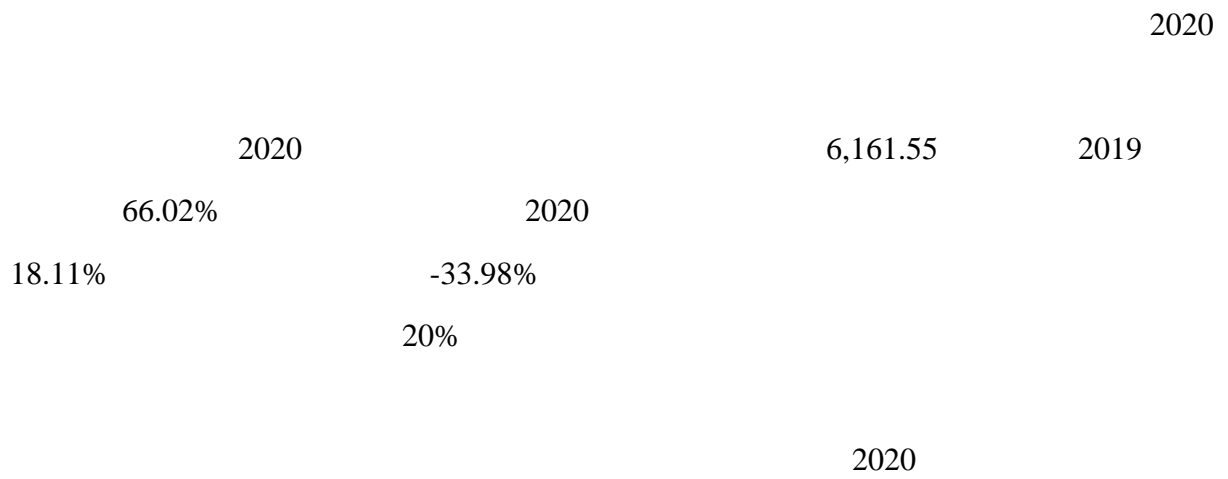
HB Technologies Corporation

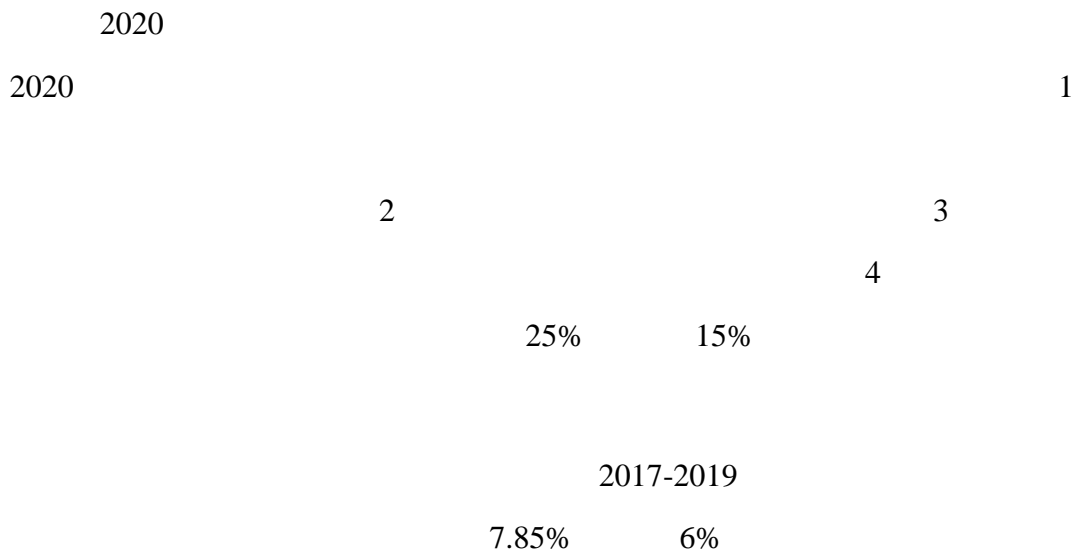
3

2020 40,702.57 4.81%  
 7,090.07 8.63%

	2020	1-6	2019	1-6	
		29,649.16	35,813.92		-17.21%
		6,161.55			

2





2020

1

2 2020

4

1

10%-30%

80%-95%

10%-20%

2


2017                      2018                      2019                      2020                      6

53,250.30                      59,106.33                      65,255.94                      71,786.85

2                                      85%                                      1

3-6

20%                                      5                                      10%                                      5

5                                      1

3

A

A

834069

2019 12 31

%

1	1	68.12	60.39
1	2	17.56	17.76
2	3	12.19	11.28
3	4	1.96	8.11
4		0.18	2.47

2019

68.12%

3

2.14%

10.58%

1

1 2017-2018

1

200.00

200.00

2

3


		%	
1	1	5.00	5.00
1	2	15.00	10.00
2	3	50.00	20.00
3	4	100.00	50.00
4	5	100.00	50.00
5		100.00	100.00

**2 2019**

2019 1 1

%

1	3.50	2.00	18.00
1 2	12.00	4.00	24.00
2 3	24.00	16.00	38.00
3 4	66.00	31.00	52.00
4	100.00	100.00	100.00

2019 12 31

%

1	5.10	5.00
1 2	18.20	10.00
2 3	30.49	20.00
3 4	53.56	50.00
4	100.00	71.97

1

2

5

1

	2020 6 30 /2020 1-6	2019 12 31 /2019	2018 12 31 /2018	2017 12 31 /2017	%
	40,445.82	50,726.73	68,637.03	48,570.80	
-	244.20	205.97	370.12	283.81	

2017-2019

2020 1-6

3,000.00

179.56

179.56

2

-

						-	
2017		7,000.00	6,000.00	11,000.00	2,000.00	826.17	4.85%
		10,000.00	-	400.00	9,600.00		
2018		2,000.00	20,000.00	2,000.00	20,000.00	304.10	4.93%
		9,600.00	-	6,000.00	3,600.00		
2019		20,000.00	11,000.00	20,000.00	11,000.00	1,192.07	4.92%
		3,600.00	20,000.00	13,600.00	10,000.00		
2020 1-6		11,000.00	-	3,000.00	8,000.00	472.03	4.52%
		10,000.00	-	100.00	9,900.00		

				2017	2018
2019	2020	6			11,600.00
23,600.00	21,000.00		17,900.00		
826.17	304.10	1,192.07	472.03		4.5-5.0%
	2018		2019		
2018	20,000			2019	

	2020 6 30	2019 12 31	2018 12 31	2017 12 31
	40,445.82	50,726.73	68,637.03	48,570.80
	17,900.00	21,000.00	23,600.00	11,600.00

48,570.80      68,637.03      50,726.73

40,445.82

IPO

1

10%

2

2018

3 IPO				2017		
2018	2019	2020	6	IPO	2017	2018
32,150.06		4,886.65	4,744.05	4,688.62		
	2019	2020	6		629.84	2,423.81
	2,241.06	2,358.45				

4

2017

2018

	2017	2020	1-6
	3.47%	4.03%	3.86%
			4.15%

1

2



2017 10

18,102,000.00

2020 8 24

1,401,191.03

10,000

0.05% 2019

0.28%

7

36

1

36

1

36

1

1

1

IC

2

2019 6 28

[2019]10064

22

10

2020 8 18

2017 1 1

74

2019

4,101.16

695.56

4.38% 1.39%

5%

2020 6  
2020 6

36 1 1

1 2020 8 18

2017 1 1

2 74 1

3 2019  
4,101.16 695.56 4.38% 1.39%  
5%

2020 6  
2020 6

---

1 74

8

2020 8 20

9

2020071 2020 6 11

1

\*ST 2020 6 17  
2019  
\*ST

2

2020 8 24

3

2020 6 23

[2020]983

40,000

6

2020 7 20

2020

8 10

4

1

2

3

\*ST

1

2

\*ST

(本页无正文，为《关于永安行科技股份有限公司公开发行可转换公司债券申请文件反馈意见的回复》之盖章页)



2020年9月1日

（本页无正文，为中国国际金融股份有限公司《关于永安行科技股份有限公司公开发行可转换公司债券申请文件反馈意见的回复》之签字盖章页）

保荐代表人： 

赵 欢



杨 光



中国国际金融股份有限公司

2020年9月1日

## 保荐机构（主承销商）董事长、法定代表人声明

本人已认真阅读《关于永安行科技股份有限公司公开发行可转换公司债券申请文件反馈意见的回复》的全部内容，了解报告涉及问题的核查过程、本公司的内部控制和风险控制流程，确认本公司按照勤勉尽责原则履行核查程序，反馈意见回复不存在虚假记载、误导性陈述或者重大遗漏，并对上述文件的真实性、准确性、完整性、及时性承担相应法律责任。

法定代表人：

董事长

仇如年

沈国良



2020年9月1日