



1

2 27

28

2020 8 14

202062

1		88,648	1	
	2		3	4
	5		5
2	2019 1 1			
	HB Technologies Corporation			1
		2		
			3	
			20
3				
			29
4				
			32
5				
			38
6				
			41
7				
				36
	1		43

1

88,648

1

2

3

4

5

1

1

88,648

88,648

1		73,648	73,648
2		15,000	15,000
		88,648	88,648

2

73,648

73,648

2%

3

15,000.00

2015 -2019

10.85%

11%

2023

21,713.30

1

2019

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

2

		2020	2021	2022	2023
		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

		80,031.92	88,835.43	98,607.33	109,454.14
	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
		33,509.75	37,195.82	41,287.36	45,828.97
		46,522.18	51,639.62	57,319.97	63,625.17
		4,610.31	9,727.75	15,408.10	21,713.30

2023

21,713.30

15,000

4

19.88%

30%

2020 6

2020 7 31

2.3

5,565

70% 30%

1

APP

APP

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

75%

10

2

3

2019

3

2019

4

15

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

4

1

2

2

2

2-3

2

2020 8 31

32

22.6

13.8

8.8

32

2,000

36

22

32

5

5

5

0.7

3

5.7

20

20

1,500

25

300

200

3,000

50

30

7

2

5

30

70%

30%

1

/

	T+12	T+24	T+36	T+48	T+60	T+72	T+84
	-	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%	-	-	-	-	-
	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
	10,462.73	26,679.95	32,957.58	34,605.46	36,335.74	24,799.14	6,009.02

70% 30%

1

	2	/30	30	30
	2	20	+	1 /10

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

2

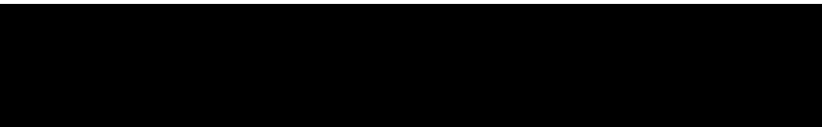
20-30

30

2

2.1

2



6-8

2

	T+12	T+24	T+36	T+48	T+60	T+72	T+84
	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
	24,707	30,108	22,698	15,288	7,878	1,697	-

3

1

2

25%

4

		T+12	T+24	T+36	T+48	T+60	T+72	T+84
1		10,463	26,680	32,958	34,605	36,336	24,799	6,009
2		6,861	16,981	20,370	20,782	21,215	14,085	3,322
3		34.42%	36.35%	38.19%	39.95%	41.61%	43.20%	44.72%
4		-	-	-	417	956	392	100
5		600	600	-	-	-	-	-
6		-	-	-	-	-	-	-
7		3,001	9,099	12,587	13,406	14,165	10,322	2,587
8		750.31	2,275	3,147	3,352	3,541	2,580	647
9		2,251	6,824	9,441	10,055	10,624	7,741	1,941
10		-	25.58%	28.64%	29.05%	29.24%	31.22%	32.29%

4.25

2

24.84%

5

/ /

6/5/4

4.5/4.0/3.5

/ /

0.38 /0.61 /1.25

2019

3.25 / 2.80

/ 2.61 /

2019

2018

2019

35.41%

1

2 2019 1 1

2017 CAS 22

1. ~~FILED~~ ~~PS1~~ ~~Q~~ ~~by~~ ~~AD~~ ~~Wh~~ ~~pe~~

1

2017 CAS 22

2017 CAS 22

2017 CAS 22

HB Technologies Corporation

2

2017 CAS 22

~~CH~~ ~~sp~~ @

2017 CAS 22

	HB Technologies Corporation					
HB Technologies Corporation	2019	1	2019	12	E	F
	HB Technologies Corporation					2017

CAS 22

HB Technologies Corporation

2

HB Technologies Corporation

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

2020 2

2020 6

30%

2

2020 6

28

2

1		1 -	850.00	2020/1/7	2020/6/30	2.82%	
2		21901A 2	10,000.00	2020/1/10	2020/3/31	4.50%	
3		B160C0244 91	700.00	2020/3/13	2020/6/15	3.75%	
4		22301A 2	10,000.00	2020/4/1	2020/6/30	4.60%	
5		200202	1,000.00	2020/5/18	2020/6/18	3.65%	

6		1 -	50.00	2020/7/1		2.59%	
7		XM3046- 1	5,000.00	2020/7/1	2020/11/16	4.30%	
8		1 -	720.00	2020/7/2		2.59%	
9		B160C0244 91	700.00	2020/7/10	2020/10/9	3.70%	

5

6

2020 6 30

7

2020 6 30

8

2020 6 30

178,435.10

HB Technologies Corporation

9

2020 6 30

2,990.85

1.09%

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%	
	-		2,990.85	1.09%	-	-

1 Hero Youon Private Limited

2

TECHNOLOGIES

2020 6

LOMARE

TECHNOLOGIES

2020 6 30

10

2020 6 30

11

2020 6 30

2020		40,702.57	4.81%
7,090.07	8.63%		6,644.74
7.87%			

	2020	1-6	2019	1-6	
		29,649.16		35,813.92	-17.21%
		6,161.55		3,711.38	66.02%
		3,184.69		1,330.67	139.33%
		1,707.17			

2020

2

2020

2020

6,161.55

2019

66.02%

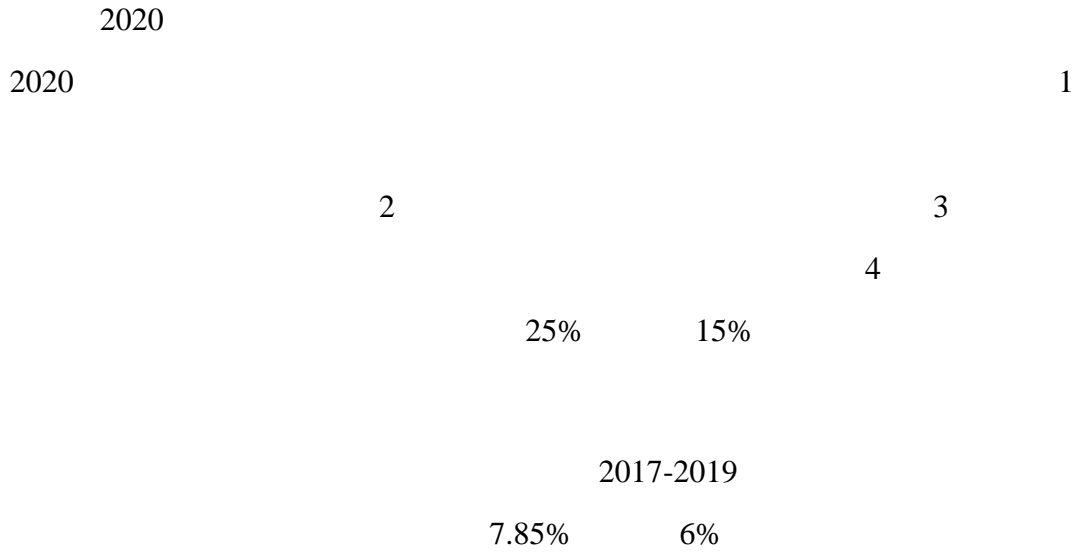
2020

18.11%

-33.98%

20%

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

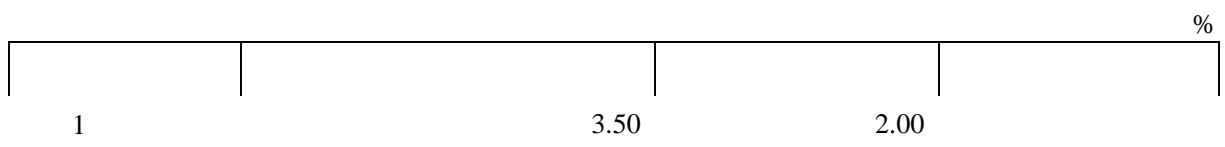
2

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

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

3 IPO				2017		
2018	2019	2020	6	IPO	2017	2018
32,150.06		4,886.65	4,744.05	4,688.62		
2019 6		2020 0	. 2	9	9	629.84
2,241.06		2,358.45				12,423.81
4					Ä	

6

13

/

2020 7

/

/

2019 4 11

18,102,000.00

10,701.09

2020 7

2017 6

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

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

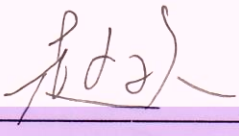
(本页无正文，为《关于永安行科技股份有限公司公开发行可转换公司债券申请文件反馈意见的回复》之盖章页)



永安行科技股份有限公司

2020年9月9日

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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 9 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《证券发行上市保荐业务管理办法》《深圳证券交易所创业板股票上市规则》《深圳证券交易所上市公司保荐工作细则》等相关规定，

并在此基础上出具了本声明，且不存在任何虚假记载、误导性陈述或重大遗漏，并对其真实性、准确性和完整性承担相应的法律责任。

