$

……

……

……

……

……

……

……

……

……

……

……

……

……

……

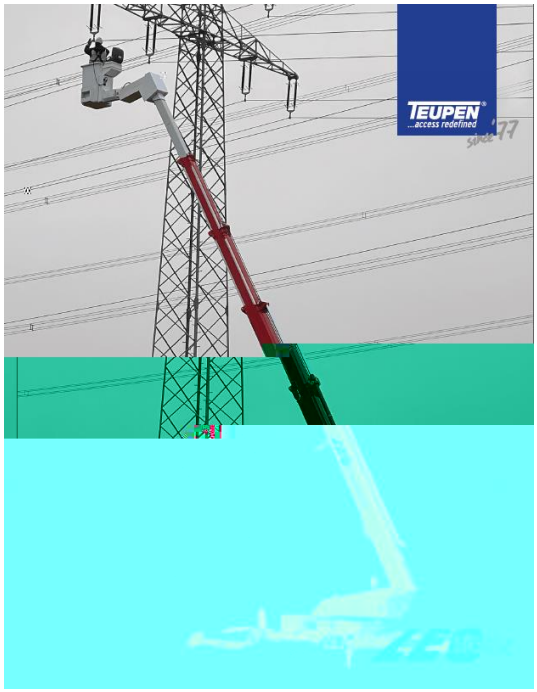
……

&0(& +$55,60DJQL

,

3

| | | |
|---|---|---|
| | | |
| | | |
| | | |
| | | |


TEUPEN
...access redefined

1

| | | | | |
|---|---|---|---|---|
| | | | | |
| | | | | |
| | | | | |
| | | | | |

| | | | | |
|---|---|---|---|---|
| | | | | |
| | | | | |
| | | | | |

1

2

3

4

5

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 1 | | | | | | | 2017-8-10<br>2022-8-9 |
| 2 | | | | | | 5,179.00 | 2019-3-8<br>2022-3-8 |

3 .00

3 ´

| | | | |
|---|---|---|---|
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

| | | | | |
|---|---|---|---|---|
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

| | | | | |
|---|---|---|---|---|
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

30%

| | | | | |
|---|---|---|---|---|
| | | | | |
| | | | | |

| | | | | |
|---|---|---|---|---|
| | | | | |
| | | | | |

| | | | |
|---|---|---|---|
| | | 2021.3.31<br>( ) | |
| | 25.00% | 9,035.92 | |
| | 24.00% | 3,173.07 | |
| | - | | - |

| | 2021 1-3 | | 2020 | |
|---|---|---|---|---|
| | | % | | % |
| | □ | □ | 202,894.68 | 71.89 |
| | □ | □ | 79,326.04 | 28.11 |
| | | | 282,220.72 | 100.00 |
| | 2019 | | 2018 | |
| | | % | | % |
| | 142,454.22 | 63.12 | 71,599.61 | 43.63 |

| | 2019 | | | 2018 | | |
|---|---|---|---|---|---|---|
| | | | % | | | % |
| | 142,454.22 | 86,987.32 | 38.94 | 71,599.61 | 40,751.20 | 43.08 |
| | 83,234.19 | 52,481.93 | 36.95 | 92,491.18 | 57,381.79 | 37.96 |
| | 225,688.4 | 139,469.2 | 38.20 | 164,090.7 | 98,133.00 | 40.20 |

| | | | % |
|---|---|---|---|
| 2021<br>1-3 | | 19,836.91 | 23.58 |
| | 1 | 7,591.77 | 9.02 |
| | | | |
| | | | |
| | | | |
| | | | |
| 2020 | | 143,936.86 | 48.68 |
| | | 3,770.63 | 1.28 |
| | | 3,626.81 | 1.23 |
| | | | |
| | | | |

| | | | |
|---|---|---|---|
| | | | % |
| | | | |
| 2019 | | 54,792.48 | 22.93 |
| | | 8,502.81 | 3.56 |
| | | 8,380.43 | 3.51 |
| | | | |
| | | | |
| | | | |
| 2018 | | 12,931.82 | 7.57 |
| | | | |
| | | | |
| | 1 | 4,055.17 | 2.37 |
| | | 1,809.95 | 1.06 |
| | | | |

| | | | |
|---|---|---|---|
| | | | % |

2021

| | | | |
|---|---|---|---|
| | | | % |
| | HANKOOK CAPITAL CO., LYD. | 2,873.53 | 1.20 |
| | | 68,299.23 | 28.58 |
| 2018 | CMEC HARRIS | 52,173.15 | 30.55 |
| | B | 11,472.22 | 6.72 |
| | MAGNI | 5,956.80 | 3.49 |
| | EKSAWADI CO., LTD | 4,855.88 | 2.84 |
| | Colle Sittard Machinehandel B.V. | 4,761.78 | 2.79 |
| | | 79,219.83 | 46.39 |

| | | | |
|---|---|---|---|
| | | | % |
| 2021 1-3 | | 1,791.39 | 2.13 |
| | | 1,207.51 | 1.44 |

| | | | |
|---|---|---|---|
| | | 907.96 | 1.08 |
| | | 576.02 | 0.68 |
| | | 375.22 | 0.45 |
| | | 4,858.11 | 5.78 |
| 2020 | | 2,829.91 | 0.96 |
| | | 1,722.21 | 0.58 |
| | | 1,483.10 | 0.50 |
| | | 1,332.30 | 0.45 |
| | | 1,223.54 | 0.41 |
| | | 8,591.06 | 2.91 |
| 2019 | | 2,262.22 | 0.95 |
| | | | |
| | | | |
| | | 947.26 | 0.40 |
| | | 934.78 | 0.39 |
| | | | |
| 2018 | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

| | 2021 1-3 | 2020 | 2019 | 2018 |
|---|---|---|---|---|
| | | | | |
| | | | | |
| | | | | |

| | | |
|---|---|---|
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |

| | | |
|---|---|---|
| | | |
| | | |
| | | |

| | | |
|---|---|---|
| | | |
| | 0.2% | 0% |
| | 3% | 3% |
| | 50% | 50% |
| | 100% | 100% |

| | 20213.31 | 202012.31 | 201912.31 | 201812.31 |
|---|---|---|---|---|
| | | 128,311.27 | 115,903.68 | 73,354.13 |
| | | 18,794.17 | 16,030.94 | 8,216.60 |
| | | 555.85 | 622.44 | - |
| | % | 0.51% | 0.62% | - |

| | | | | | |
|---|---|---|---|---|---|
| 1 | | 200,000.00 | 90.91% | 150,000.00 | |
| 1.1 | | 67,215.30 | 30.55% | 52,000.00 | |
| 1.2 | | 93,034.00 | 42.29% | 74,000.00 | |
| 1.3 | | 1,810.00 | 0.82% | - | |
| 1.4 | | 22,000.00 | 10.00% | 18,000.00 | |
| 1.5 | | 15,940.70 | 7.25% | 6,000.00 | |
| 2 | | 20,000.00 | 9.09% | - | |
| | | 220,000.0( | 100.00% | 150,000.0( | - |

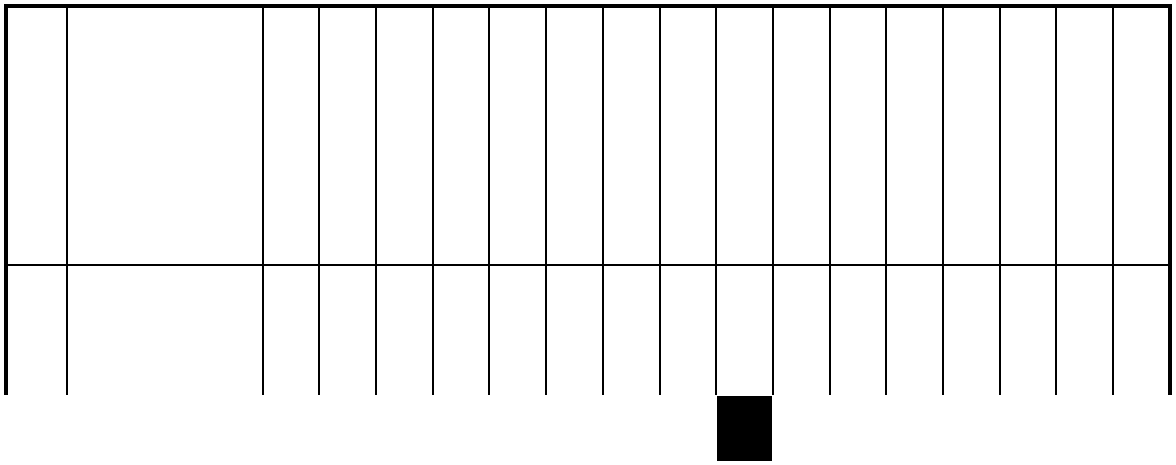
| | | | | | | |
|---|---|---|---|---|---|---|
| 1 | | 19,113.00 | 3,746.10 | | 860.10 | 4,606.20 |
| 2 | | 35,405.00 | 7,435.10 | | 2,425.20 | 9,860.30 |
| 3 | | 26,596.00 | 5,585.20 | | 1,914.90 | 7,500.10 |

| | | | |
|---|---|---|---|
| | | | |
| | | | |
| | | | |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | | | | | 1 | 2 | 3 | 4 |
| 1 | | 200,000.00 | 150,000.00 | - | - | - | - | - |
| 1.1 | | 67,215.30 | 52,000.00 | - | 15,000 | 20,000 | 10,000 | 7,000 |
| 1.2 | | 93,034.00 | 74,000.00 | - | - | 20,000 | 54,000 | - |
| 1.3 | | 1,810.00 | - | - | - | - | - | - |
| 1.4 | | 22,000.00 | 18,000.00 | - | 18,000 | - | - | - |
| [redacted] | | 15,940.70 | 6,000.00 | - | 3,000 | 3,000 | - | - |



18.00018.000



□

1

1□ □ □ □

| | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |

| | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |

| | | | | | |
|---|---|---|---|---|---|
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

2

3

4

| | 2021.3.31 | | 2020.12.31 | | 2019.12.31 | | 2018.12.31 | |
|---|---|---|---|---|---|---|---|---|
| | | | | | | | | |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | 30,837.31 | 27.87% | 23,409.25 | 24.86% | 18,834.57 | 40.87% | 13,921.05 | 38.77% |
| | 7,213.04 | 6.52% | 9,712.09 | 10.31% | 4,012.38 | 8.71% | 3,756.38 | 10.46% |
| | 28,793.20 | 26.02% | 39,601.05 | 42.06% | 14,448.18 | 31.36% | 14,154.40 | 39.42% |
| | 43,601.59 | 39.41% | 21,243.26 | 22.56% | 8,647.39 | 18.77% | 3,943.22 | 10.98% |
| | 204.52 | 0.18% | 194.05 | 0.21% | 136.59 | 0.30% | 133.68 | 0.37% |
| | 110,649.6 | 100.00% | 94,159.7 | 100.00% | 46,079.1 | 100.00% | 35,908.7 | 100.00% |

39,601.05

| | 2021.3.31 | | 2020.12.31 | | 2019.12.31 | | 2018.12.31 |
|---|---|---|---|---|---|---|---|
| | | | | | | | |
| | 1,685,492.74 | 15.03% | 1,465,238.43 | 24.47% | 1,177,158.13 | 23.25% | 955,064.67 |
| | 1,277,333.35 | -2.20% | 1,306,070.03 | 24.48% | 1,049,197.52 | 2.90% | 1,019,645.93 |
| | 110,649.66 | 17.51% | 94,159.70 | 104.34% | 46,079.11 | 28.32% | 35,908.72 |

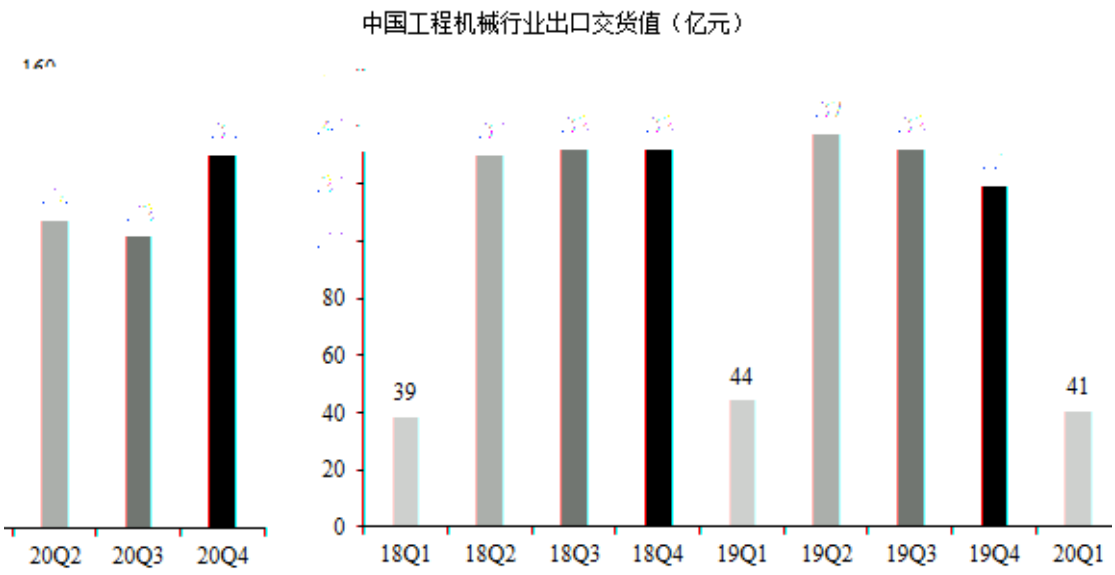
| | 20213.31 | | 20203.12.31 | | 20193.12.31 | | 20183.12.31 | |
|---|---|---|---|---|---|---|---|---|
| | | | | | | | | |
| | 104,551.52 | 94.49% | 91,480.79 | 97.15% | 44,301.28 | 96.14% | 34,625.73 | 96.43% |
| | 6,098.14 | 5.51% | 2,678.91 | 2.85% | 1,777.83 | 3.86% | 1,282.99 | 3.57% |
| | 110,649.6 | 100.00% | 94,159.7 | 100.00% | 46,079.1 | 100.00% | 35,908.7 | 100.00% |

| | 20213.31 | | 202012.31 | | 201912.31 | | 201812.31 | |
|---|---|---|---|---|---|---|---|---|
| | | | | | | | | |
| | 5,367.95 | 88.03% | 2,072.25 | 77.35% | 1,167.86 | 65.69% | 1,083.69 | 84.47% |
| | 72.33 | 1.19% | 15.16 | 0.57% | 10.08 | 0.57% | 5.10 | 0.40% |
| | 657.86 | 10.79% | 591.50 | 22.08% | 599.90 | 33.74% | 194.21 | 15.14% |
| | 6,098.14 | 100.00% | 2,678.91 | 100.00% | 1,777.83 | 100.00% | 1,282.99 | 100.00% |

| | 202012.31 | 2021 1-3 | / | 20213.31 | + / |
|---|---|---|---|---|---|
| | 696 | 554 | 79.60% | | 93.53% |
| | 10,268 | 3,818 | 37.18% | | 76.11% |
| | 249 | 247 | 99.20% | | 99.20% |
| | 11,213 | 4,619 | 41.19% | | 77.70% |

| | 2020 | 2019 | 2018 |
|---|---|---|---|
| | 2.21% | 1.76% | 2.85% |
| | 2.84% | 4.82% | 9.32% |

| | |
|---|---|
| | |
| | |
| | |




| | 2021 1-3 | | 2020 | | 2019 | | 2018 | |
|---|---|---|---|---|---|---|---|---|
| | | | | | | | | |
| | 43,145.70 | | 202,894.68 | | 142,454.22 | | 71,599.61 | |
| | 37,292.06 | | 79,326.04 | | 83,234.19 | | 92,491.18 | |
| | 80,437.75 | | 282,220.72 | | 225,688.41 | | 164,090.79 | |

| | | | | |
|---|---|---|---|---|
| | □ □ □ □ □ | | | |
| | | | | |
| | | | | |
| |

0 D J Q L

| | | | | |
|---|---|---|---|---|
| | □ □ □ | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | 44.00% | |
| | | | 8.00% | |
| | | | 8.00% | |
| | | | 8.00% | |
| | | | 8.00% | |
| | | | 4.00% | |
| | | | 20.00% | |

□

□

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | | | | | | | | |
| | | | | | | | | |

| | |
|---|---|
| 1 1 | 3% |
| 1 2 | 10% |
| 2 3 | 20% |
| 3 4 | 50% |
| 4 5 | 80% |
| 5 | 100% |

| | | |
|---|---|---|
| | | |
| | | 880kg 3,470kg |
| | | |
| | | |
| | | |

| | | | | |
|---|---|---|---|---|
| 2021 1-3 | 2020 | 2019 | 2018 |

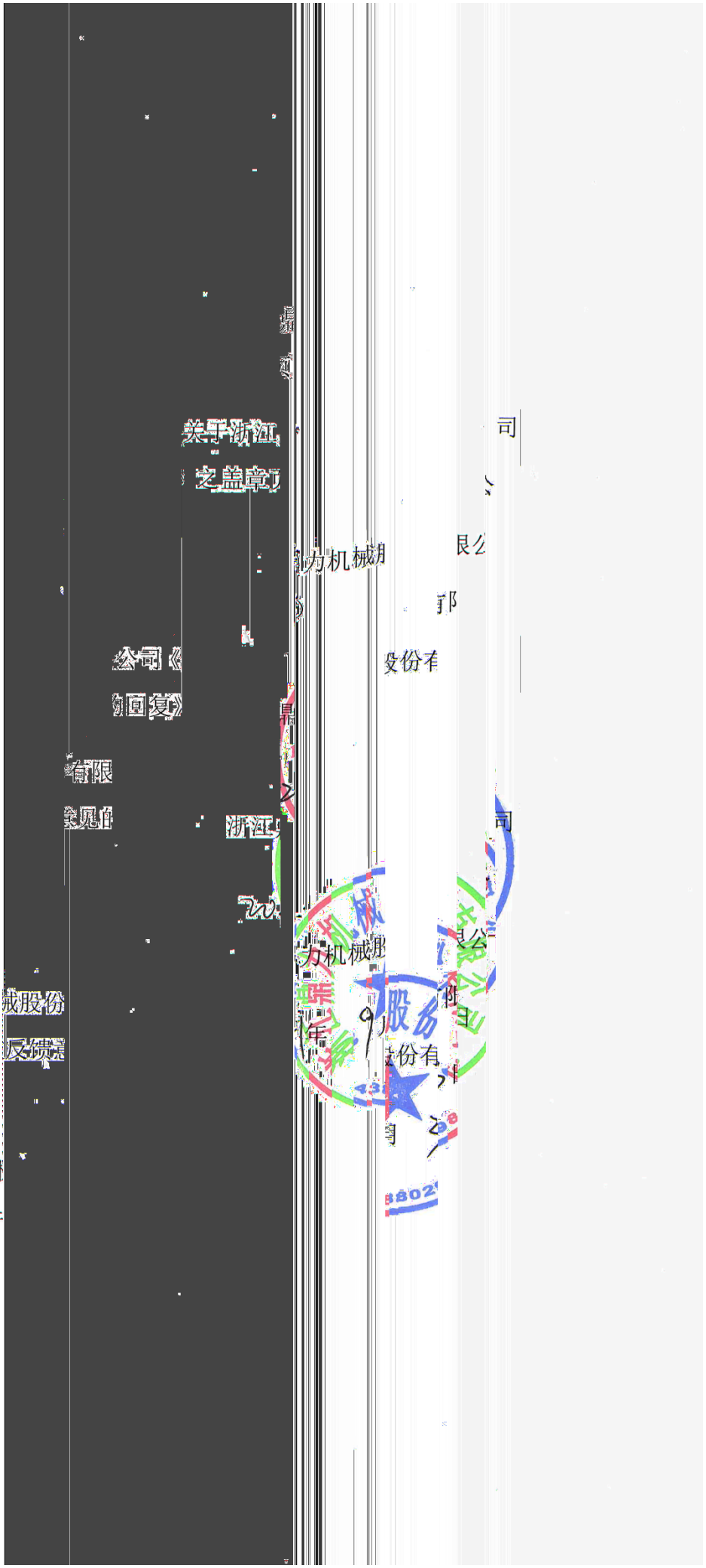
-

正文，为

行 A 股

（本页无

非公开发



浙江鼎力机

票申请文件

（本页无正文，为国泰君安证券股份有限公司《关于浙江鼎力机械股份有限公司非公开发行A股股票申请文件反馈意见的回复》之签字盖章页）

保荐代表人签字：

朱 剑　　黄 万

国泰君安证券股份有限公司

2021 年 9 月 3 日

证券股份有限公

国泰君安

## 保荐

9月3日

2021年

本人已认真阅读《关
请文件
件反馈意见的回复》
程、本
公司的内核和风险
本反馈
馈意见的回复不存在
真实性
性、准确性、完整性

保荐
机构董事长签字：

## 人（主承销商）董事长声明

开发行 A 股股
于浙江鼎力机械股份有限公司非公
涉及问题的核查
的全部内容，了解本反馈意见的回复
原则履行核查程
控制流程，确认本公司按照勤勉尽责
篇，并对上述文件
虚假记载、误导性陈述或者重大遗
及时性承担相应法律责任。

贺 青