香港交易及結算所有限公司及香港聯合交易所有限公司對本公告的內容概不負責，對其準確性或完整性亦不發表任何聲明，並明確表示，概不對因本公告全部或任何部分內容而產生或因依賴該等內容而引致的任何損失承擔任何責任。

福萊特玻璃集團股份有限公司

(於中華人民共和國註冊成立的股份有限公司)

(股份代號：6865)

海外監管公告

本公告乃由福萊特玻璃集團股份有限公司(「**本公司**」)根據香港聯合交易所有限公司證券上市規則第13.10B條作出。

以下為本公司於上海證券交易所網站刊登之《福萊特玻璃集團股份有限公司關於非公開發行A股股票申請文件之一次反饋意見的回復》，僅供參閱。

承董事會命
福萊特玻璃集團股份有限公司
董事長
阮洪良

中國浙江省嘉興市，二零二零年九月十五日

在本公告之日，本公司的執行董事為阮洪良先生、姜瑾華女士、魏葉忠先生、沈其甫先生，而本公司的獨立非執行董事為崔曉鐘博士、華富蘭女士和吳其鴻先生。

1

1 2020 6 12

2 2020 6 30

3

4

2

2020

2020

2020

7 **1**

2

3

	2020 6 30 / 2020 1-6		2019 12 31 /2019		2018 12 31 /2018		2017 12 31 /2017
	168,641.55	-14.67%	197,638.32	116.88%	91,129.45	-2.35%	93,326.28
	62,719.10	5.58%	59,404.56	153.20%	23,461.80	-41.63%	40,192.71
	249,620.39	3.86%	480,680.40	56.89%	306,380.27	2.42%	299,149.70
	12.56%	N/A	12.36%	N/A	7.66%	N/A	13.44%

2020 1-6

1

/ /

	2020 6 30	2019 12 31	2018 12 31	2017 12 31
	13.25%	13.13%	9.14%	7.06%
	11.41%	17.74%	10.53%	5.66%
A	2.60%	2.84%	6.78%	5.08%
	9.09%	11.24%	8.82%	5.93%
	12.56%	12.36%	7.66%	13.44%

1

/

2 2020 6 30 = / 2020 1-6 *2

A

A

60-

90 120

	2020 6 30	2019 12 31	2018 12 31	2017 12 31
	168,641.55	197,638.32	91,129.45	93,326.28
1	161,895.50	190,578.38	90,774.85	82,792.70
2	6,746.05			

4,200

3

2017 2018 2019 2020

297,451.14 303,980.17 475,588.67

249,620.39

2020 6 53.20%

[2007]500 2020 6 30

20 E00393

2020 9 2

1

1

2

3

2

A

A 20

E00393

10 **2019** **2**

90 **2020** **5**

14.50 **75**

25 **75** **4,200**

1

2

3

A 250,000

1	75	163,260.98	140,000.00
2	4,200	53,860.12	35,000.00
3		75,000.00	75,000.00
		292,121.10	**250,000.00**

75

1

163,260.98 22,966.75

14.07% 117,556.80 72.01%

7,026.18 4.30% 15,711.26 9.62%

		22,966.75	**14.07%**

1		16,735.91	10.25%
2		647.84	0.40%
3		4,639.60	2.84%
4		943.40	0.58%
		117,556.80	**72.01%**

1

						T+12	**T+18**
1					471.70	471.70	-
2					47.17	47.17	
3					283.02	283.02	
4					94.34	94.34	
5					47.17	47.17	-
						22,966.75	**22,966.75**

2

117,556.80

		13,910.07	2	27,820.13	8,346.04	19,474.09
		2,843.69	2	5,687.39	1,706.22	3,981.17
		56.01	2	112.02	33.61	78.42
		103.41	2	206.81	62.04	144.77
		1,551.11	2	3,102.21	930.66	2,171.55
		430.86	2	861.73	258.52	603.21
		3,791.59	1	3,791.59	1,137.48	2,654.12
		3,274.56	2	6,549.12	1,964.73	4,584.38
		1,378.76	1	1,378.76	413.63	965.13
		94.79	2	189.58	56.87	132.71
		775.55	1	775.55	232.67	542.89

31	1*1200t/d	689.38	1	689.38	206.81	482.57
32	1*1200t/d	258.52	1	258.52	77.56	180.96
33	1*1200t/d	155.11	2	310.22	93.07	217.15
34	1*1200t/d	172.35	2	344.69	103.41	241.28
35	1*1200t/d	603.21	2	1,206.42	361.92	844.49
36	1*1200t/d	534.27	2	1,068.54	320.56	747.98
37	1*1200t/d	2,240.49	2	4,480.97	1,344.29	3,136.68
38	1*1200t/d	8.62	2	17.23	5.17	12.06
39	1*1200t/d	215.43	2	430.86	129.26	301.60
40	1*1200t/d MCC	689.38	2	1,378.76	413.63	965.13
41	1*1200t/d MCC	198.20	2	396.39	118.92	277.48
42	1*1200t/d	34.47	2	68.94	20.68	48.26
43	1*1200t/d	43.09	2	86.17	25.85	60.32
44	1*1200t/d	34.47	2	68.94	20.68	48.26
45	1*1200t/d	465.33	2	930.66	279.20	651.46
46	1*1200t/d	45.67	2	91.34	27.40	63.94
47	1*1200t/d	861.73	2	1,723.45	517.04	1,206.42
48	6	2,154.31	2	4,308.63	1,292.59	3,016.04

49	6	1,551.11	2	3,102.21	930.66	2,171.55
50	6	775.55	2	1,551.11	465.33	1,085.77

76	1*1200t/d	689.38	1	689.38	206.81	482.57
				117,556.80	**35,267.04**	**82,289.76**

3

= +

5% 7,026.18

4

25% 15,711.26

3

163,260.98

140,

S80/L/MCID 80>14[illegible]835.

1		12,442.72	23.10%
2		2,182.93	4.05%
3		2,152.20	4.00%
4		4,203.05	7.80%
		29,782.50	**55.30%**
1		29,782.50	55.30%
		1,269.08	**2.36%**

4					1,877.70	-	1,877.70
					482.40	**482.40**	**-**
					235.85	235.85	-
					23.58	23.58	-
					141.51	141.51	-
					47.17	47.17	-
					34.28	34.28	-
					20,980.90	**14,477.71**	**6,503.19**

2

29,782.50

						T+12	**T+18**
					28,500.00	**14,250.00**	**14,250.00**
1		Kuka	30.00	12.00	360.00	180.00	180.00
2			250.00	12.00	3,000.00	1,500.00	1,500.00
3			20.00	12.00	240.00	120.00	120.00
4			30.00	12.00	360.00	180.00	180.00
5			60.00	12.00	720.00	360.00	360.00
6			57.50	12.00	690.00	345.00	345.00
7			30.00	6.00	180.00	90.00	90.00
8			25.00	6.00	150.00	75.00	75.00
9			3,500.00	6.00	21,000.00	10,500.00	10,500.00
10			50.00	6.00	300.00	150.00	150.00
11			20.00	6.00	reW* n		

1ArtifTm[(-)] TJ0.03 Tc[(79BT1 0 0 1 3010[(1Art11.8[(-)] TJ0 Tc[(BT1 0 0 EMC g3000.94 748.62 63.36 19.86 reW* n 0 /Phed MCID 0/Lan

2020 -2022

=2022 -2019

= -

= + +

+

= + +

2

2019 480,680.40

17.45% 2020 2022

2019 2020 2022

= ×2019

						2020
	2019		**2020**	**2021**	**2022**	
	A		**B**	**C**	**D**	**D-A**

	219,326.86	**45.63%**	**257,599.40**	**302,550.49**	**355,345.55**	**136,018.69**
	146,716.34	**30.52%**	**172,318.34**	**202,387.89**	**237,704.58**	**90,988.24**

2020 -2022 90,988.24

75,000

1

2006

2008

SPF

100

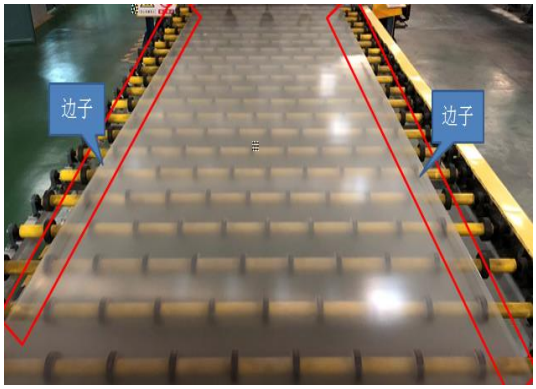
2

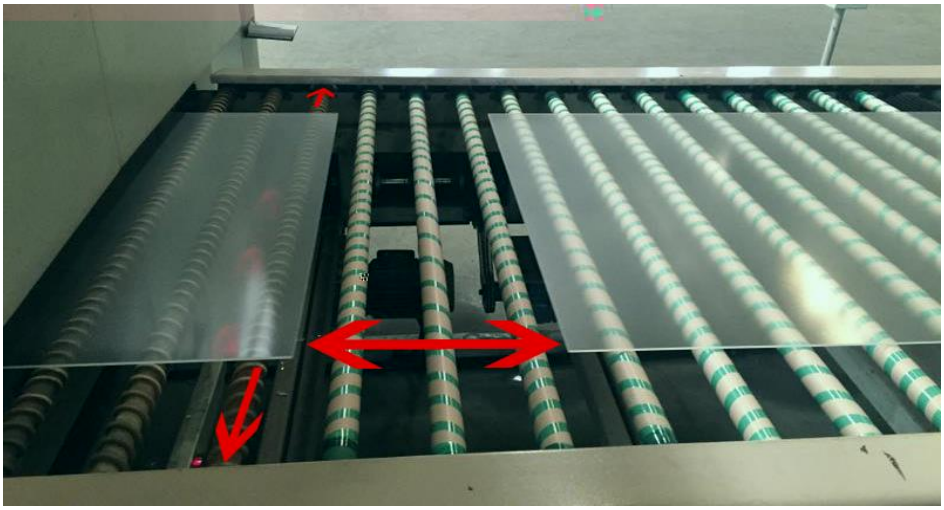
3

2019	5,400

1

24





2020

IPO

2

100%

100%

2

2020 8 31

5,000

3

100%

2019 7 1 2021 12 31

16,160 42.5

6,464

3

	2020		**2019**		**2018**		**2017**	
								%
	21.28	21.24%	37.48	22.47%	20.96	13.58%	20.27	14.45%
	31.74	31.67%	58.87	35.30%	47.84	30.99%	49.42	35.24%
	5.91	5.89%	7.57	4.54%	5.88	3.81%	7.75	5.53%
	-	-	-	-	-	-	-	-
	-	-	141.11	84.61%	130.32	84.41%	117.07	83.48%
	100.23	100.00%	166.77	100.00%	154.39	100.00%	140.24	100.00%

2017-2019 [1]

2020 Industry Research[2]

2020

2019 2018 2017 0.91 0.87 0.86 0.86

[1] Frost & Sullivan Final Report for China's Photovoltaic Glass Market Study 2015.04

[2] Indusrty Research: PV Glass Solar Glass; Solar Photovoltaic Glass Market Size and Share 2020

2019-2020

2019 IPO

2,400

4

2002

2007

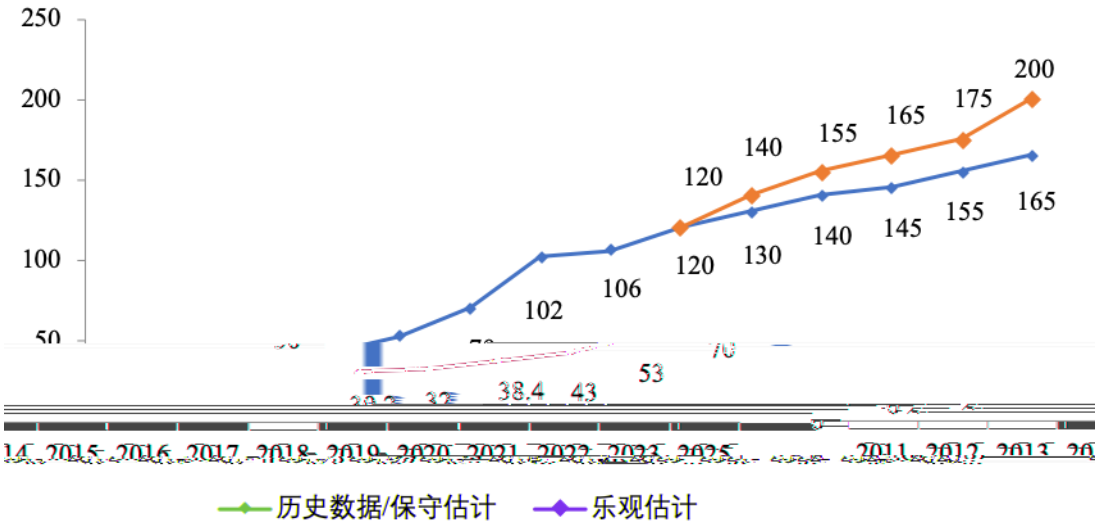
Global Market Outlook For Solar Power 2020-2024

2019 633.7GW 116.9GW 30.1GW

2020 130GW 140GW

2011-2025

GW



Allied Market Research Solar Photovoltaic Glass Market Analysis: Global Opportunity Analysis and Industry Forecast, 2019-2026 2019 2026

3			14.83%	28.05%	27.97%		30.99%
4		-	-	-	1,489.16		1,582.54
5		-	2,503.81	10,015.23	10,015.23		10,040.22
6		-	2,406.63	9,626.54	9,626.54		9,626.54
7		-	1,815.55	31,243.97	29,598.63		34,961.73
8		-	453.89	7,810.99	7,399.66		8,740.43
9		-	1,361.67	23,432.98	22,198.97		26,221.30
10			3.00%	12.92%	12.24%		14.46%

1

18 T+0~T+18

6 T+19~T+24 50% 6 T+25~

100% 7,955.35

[redacted]

		T+12	**T+24**	**T+36**	**T+48**		**T+120**

T+120

22.80 /

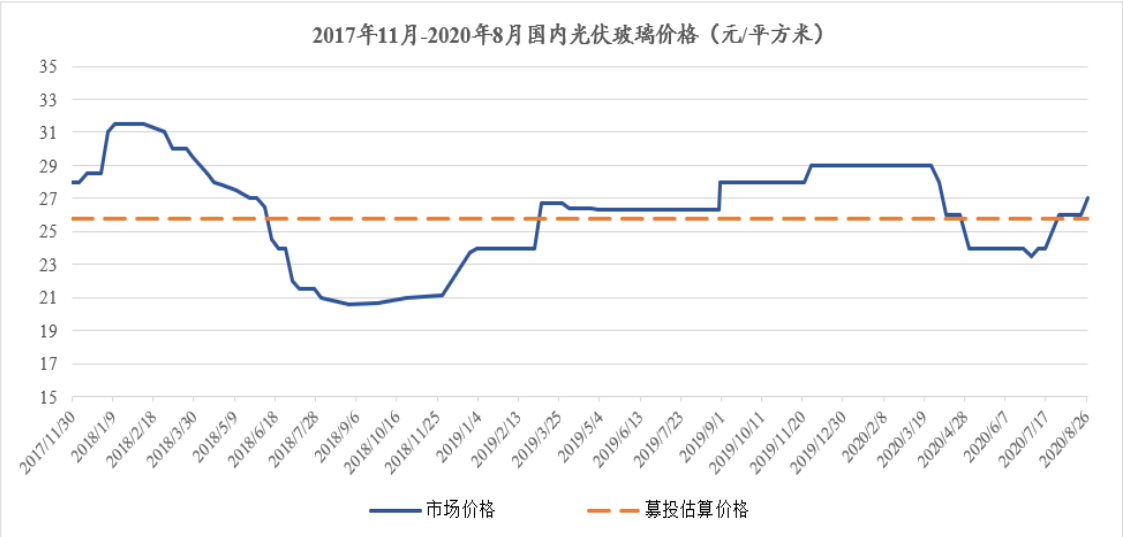
25.76 /

1

	/
2020 1-6	23.93
2019	23.78
2018	22.22
2017	26.11
	24.01
	22.80

2018 531

2



2018 531 2018 6-8

2018 5 27 / 2018 8

20.5 /

531

2018 9-11 2019 4 7

2019

531

2020

2020 4

2020 1-8 26.47 /

2020 8 27 /

25.76 /

2

1

2

5.31%

3.72% 1.58%

3 10 5% 8

5% 50

4

3

2020 1-6	40.05%	38.88%
2019	32.87%	32.12%
2018	27.68%	26.17%
2017	31.12%	30.19%
	32.93%	**31.84%**
	28.05%	**N/A**

4,200

1

163,260.98

4,200

79,800.00 7.77%

9.23

		T+12	**T+24**	**T+36**	**T+48**		**T+120**
1		-	31,920.00	79,800.00	79,800.00		79,800.00
2		360.42	28,154.02	67,601.17	67,614.58		67,697.88
3			11.80%	15.29%	15.27%		15.17%
4		-	-	-	220.27		286.57
5		-	903.83	2,259.56	2,261.02		2,270.08

		T+12	T+24	T+36	T+48		T+120
6		-	1,694.10	4,235.25	4,235.25		4,235.25
7		-360.42	1,168.06	5,704.01	5,468.88		5,310.22
8		-	121.15	855.60	820.33		796.53
9		-360.42	1,046.91	4,848.41	4,648.55		4,513.69

10

		T+12	T+24	T+36	T+48		T+120
3		**-**	**-**	**-**	**91.78**		**119.41**
4		**-**	**-**	**-**	**220.27**		**286.57**

3

150,138.01

		T+12	T+24	T+36	T+48		T+120
		360.42	**28,154.02**	**67,601.17**	**67,614.58**		**67,697.88**
1		-	22,881.86	57,204.65	57,204.65		57,204.65
2		-	536.23	1,340.58	1,353.99		1,437.29
3		360.42	4,735.93	9,055.95	9,055.95		9,055.95
3.1		-	1,695.49	4,238.73	4,238.73		4,238.73
3.2		360.42	2,445.71	3,330.42	3,330.42		3,330.42
3.3		-	594.72	1,486.80	1,486.80		1,486.80
		-	**903.83**	**2,259.56**	**2,261.02**		**2,270.08**
1		-	58.31	145.78	147.24		156.30
2		-	593.55	1,483.87	1,483.87		1,483.87
3		-	251.97	629.92	629.92		629.92
		-	**1,694.10**	**4,235.25**	**4,235.25**		**4,235.25**
1		-	1,694.10	4,235.25	4,235.25		

22.13 /

2

1 12.7 /

11 / 15%

2

5.31%

1.86% 0.79%

3 10 5%

50

3

2019	13.98%
2018	10.60%
2017	14.59%
	13.06%
	15.29%

1

1 2020 A

2

3

1

2

3

4

5

2

1

2

3

75

4,200

10% 2019 5 2000 25%

2000

2019 6

201 25%

1

	2020 1-6	**2019**	**2018**	**2017**
	5,300.11	15,300.30	2,411.14	2,467.20
	249,620.39	480,680.40	306,380.27	299,149.70
	2.12%	3.18%	0.79%	0.82%

5%

2018 2019 2019 6

USTR

25

2

2017 2018 2020 1-6

1,781.82 1,212.30

1,103.01 0.97% 0.53% 0.77%

1

61.16% 69.23%

69.07% 64.47%

75%

2

2013

2010 0.86GW 2019 204.7GW 2019

30.1GW

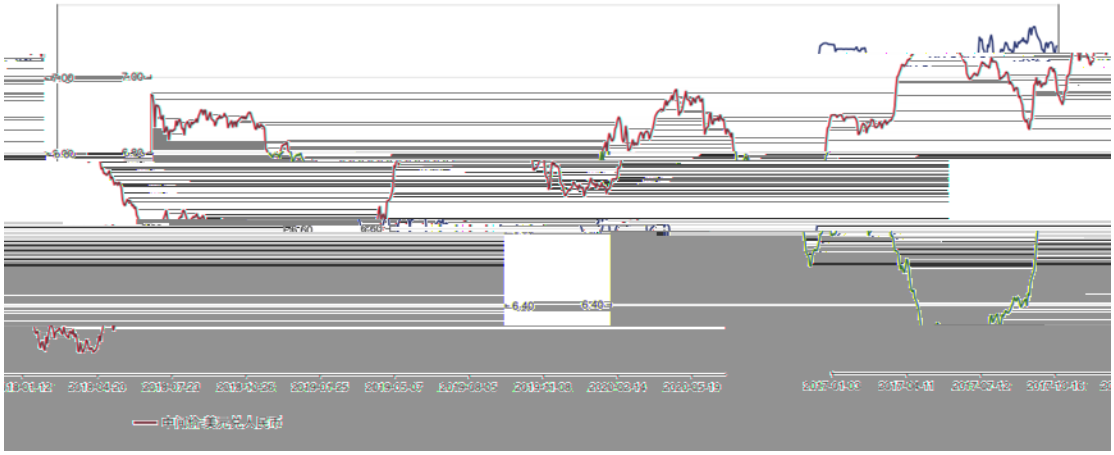
3

2020 8 31

5,000 3

100%

2



2017 2019

1

2015 40

2

3

4

A

2015 8

70071980 71.40%

70071980 12.80%

67.10% 17.10%

2017 6 90.5%

4.2 0.2

7007190

136.21 /

2018

2018 9 2018 9 24

2,000 10% 2019 5 2,000

25% 2,000

38.84% 30.77%

30.93%

30%-40%

1

1

2

3 2015 40

4

1

2 60%

2

1

2 2020

3

12

2017	44,537.21	42,652.68
2018	26,887.74	40,731.47
2019	25,396.45	71,724.37
2020 1-6	10,218.22	46,080.62

18,360.00

51,702.84 35.51% 30%

2017	4,320	42,652.68	10.13%
2018	8,775	40,731.47	21.54%
2019	5,265	71,724.37	7.34%
			18,360.00
			51,702.84
			35.51%

2017 11 20 2017

2017 4,320

2019 6 24 2018

2018 8,775

2019 11 26 2019

2019 5,265

2019

2020 6 29 2019

2019 2019

2019

2019 2019

1

1200 1000

300

600

2020

2

2019

3

2020

2019

2019

2019

2019 2019

2019 2019

2019

2020

14.5

2019

2020 8 4

2020

12,704.90

2020

3

30%

1

1

2 2017-2019 2020 1-6

3

4

3

2

1

2 2017 2018 2019

3

2017 2018 2019

13

500

500

2019 12 31

0.11%

2017 12 27 AG-C-1712-040

2018 4 2019 4

2020 5

522,8294 2020

1126 1835 2020 7

1 2020 7 14

1

2018 7 16

34

2020 6 12

503,919.09

13

13

1

1

2

2

1

2

（本页无正文，为《关于福莱特玻璃集团股份有限公司非公开发行股票申请文件一次反馈意见的回复》之签字盖章页）

保荐代表人：

周　琦

胡伊苹

国泰君安证券股份有限公司

2020年9月15日

保荐机构总经理声明

本人已[illegible]认真阅读[illegible]玻璃集团股份有限公[illegible]

保荐机构董事长声明

本人已认真阅读福莱特玻璃集团股份有限公司本次非公开发行股票反馈意见回复的全部内容，了解