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**1** **2020** **7**

**9.76%** **11.34%** **23.26%** **26.1%**

**1** **2020** **2021**

**2**

**3**

**2020** **2020** **595.32** **841.92** **841.92** **92.18**

2020

2 2020

2020 6 32,391.91 2019 6 13,170.64 2020 12 31 27,025.89 2019 12 31 14,811.38

| | | 2021 1-3 | 2020 | 2019 | 2018 |
|---|---|---|---|---|---|
| | 002644.SZ | 38.40% | 27.21% | 29.92% | 22.52% |
| | 002424.SZ | 56.21% | 48.72% | 54.50% | 50.69% |
| | 600572.SH | 19.64% | 14.55% | 17.46% | 19.24% |

2020

2020

2020 6 2020 12

“ 2020 2021

”

2020

| | | |
|---|---|---|
| | 3,170.90 | 11.04% |
| | 1,522.60 | 5.30% |
| | 1,211.37 | 4.22% |
| | 1,024.50 | 3.57% |
| | 798.34 | 2.78% |
| | **7,727.71** | **26.91%** |

2021 7 31 2020

| | |
|---|---|
| 2020 | 28,723.99 |
| 2021 7 31 | 20,186.99 |
| | **70.28%** |

2021

2018 2021 3

| | 2021 3 31 | | 2020 12 31 | | 2019 12 31 | | 2018 12 31 | |
|---|---|---|---|---|---|---|---|---|
| | | | | | | | | |
| 1 | 32,797.41 | 96.20% | 27,430.92 | 95.50% | 15,089.72 | 96.04% | 9,818.23 | 96.79% |
| 1-2 | 1,090.18 | 3.20% | 956.32 | 3.33% | 449.73 | 2.86% | 290.57 | 2.86% |
| 2-3 | 124.01 | 0.36% | 211.67 | 0.74% | 142.77 | 0.91% | 30.80 | 0.30% |
| 3 | 81.81 | 0.24% | 125.08 | 0.44% | 29.75 | 0.19% | 4.60 | 0.05% |
| | **34,093.41** | **100.00%** | **28,723.99** | **100.00%** | **15,711.97** | **100.00%** | **10,144.21** | **100.00%** |

2018 12 31 2019 12 31 2020 12 31 2021 3 31 1 96.79% 96.04% 95.50% 96.20% 2021 3 3 0.24%

2018 2021 3

| | 2021 3 31 | | 2020 12 31 | | 2019 12 31 | | 2018 12 31 | |
|---|---|---|---|---|---|---|---|---|
| | | | | | | | | |
| | 32,200.70 | 94.45% | 27,025.89 | 94.09% | 14,811.38 | 94.27% | 9,604.24 | 94.68% |
| | 1,892.71 | 5.55% | 1,698.10 | 5.91% | 900.60 | 5.73% | 539.97 | 5.32% |
| | **34,093.41** | **100.00%** | **28,723.99** | **100.00%** | **15,711.98** | **100.00%** | **10,144.21** | **100.00%** |

| | | |
|---|---|---|
| | | **6** **6 1** **1 2** **2 3** **3 4** **4 5** **5** |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | | **6** | **6<br>1** | **1 2** | **2 3** | **3 4** | **4 5** | **5** |
| | 600572.SH | 1% | 3% | 15% | 40% | 100% | 100% | 100% |
| | 002737.SZ | 5% | 5% | 10% | 30% | 50% | 80% | 100% |
| | 603669.SH | 5% | 5% | 20% | 50% | 100% | 100% | 100% |
| | 300584.SZ | 5% | 10% | 30% | 50% | 80% | 100% | 100% |
| | 002437.SZ | 0.5% | 0.5% | 5% | 20% | 50% | 80% | 100% |
| | 300006.SZ | 5% | 5% | 10% | 20% | 40% | 80% | 100% |
| | | **5%** | **5%** | **10%** | **50%** | **100%** | **100%** | **100%** |

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**2** **16887.90** **15087.67** **18599.06**

**21862.54** **2020** **2021** **3**

**1** **2**

**3**

| | |
|---|---|
| | **2021 3 31** |

| | | | | |
|---|---|---|---|---|
| | **15,227.37** | **139.69** | **15,087.67** | **100.00%** |
| | **2018 12 31** | | | |
| | | | | |
| | 9,173.80 | 48.66 | 9,125.14 | 54.04% |
| | 1,044.49 | - | 1,044.49 | 6.18% |
| | 6,806.92 | 88.65 | 6,718.27 | 39.78% |
| | **17,025.22** | **137.31** | **16,887.90** | **100.00%** |

| | **2021 3** | | **2020** | | **2019** | | **2018** |
|---|---|---|---|---|---|---|---|
| | | | | | | | |
| | 11,148.14 | 1,620.23 | 9,527.91 | 1,131.26 | 8,396.65 | -777.15 | 9,173.80 |
| | 1,437.64 | 35.56 | 1,402.08 | -123.27 | 1,525.35 | 480.86 | 1,044.49 |
| | 9,348.74 | 1,607.68 | 7,741.06 | 2,435.69 | 5,305.37 | -1,501.55 | 6,806.92 |
| | **21,934.52** | **3,263.48** | **18,671.04** | **3,443.67** | **15,227.37** | **-1,797.85** | **17,025.22** |

2020 12 31 2019 12 31 3,443.67

22.62% 2019 12 31

1,131.26 2,435.69 13.47% 22.62%

1 2020

11.04% 2020

2 2020

2020

2021 3 31 2020 12 31 3,263.48

17.48%

2021 3

**1**

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

137.31 139.69 71.97

71.97

| | 2021 3 31 | 2020 12 31 | 2019 12 31 | 2018 12 31 |
|---|---|---|---|---|
| | 0.94 | 0.94 | 7.65 | 48.66 |
| | 71.03 | 71.03 | 132.04 | 88.65 |
| | **71.97** | **71.97** | **139.69** | **137.31** |

**2021 3 31** **2020 12 31** **2019 12 31** **2018 12 31**

| | 2021 3 31 | | 2020 12 31 | | 2019 12 31 | | 2018 12 31 | |
|---|---|---|---|---|---|---|---|---|
| | | | | | | | | |
| **3** | **76.43** | **0.35%** | **46.76** | **0.25%** | **2.26** | **0.01%** | **3.64** | **0.02%** |
| | 0.25 | 0.00% | - | - | - | - | 0.47 | 0.00% |
| | 76.18 | 0.35% | 46.76 | 0.25% | 2.27 | 0.01% | 3.17 | 0.02% |
| | - | - | - | - | - | - | - | - |
| | **21,934.52** | **100.00%** | **18,671.04** | **100.00%** | **15,227.37** | **100.00%** | **17,025.22** | **100.00%** |

2019 1-2 2018

2 2

2%

| | | | | |
|---|---|---|---|---|
| | | | | |
| | 2-3 | 2-3 | 2-3 | 3-5 |

132.05 71.94

| | 2021 3 31 | | 2020 12 31 | | 2019 12 31 | | 2018 12 31 | |
|---|---|---|---|---|---|---|---|---|
| | | | | | | | | |
| **1** | **71.94** | **100.00%** | **71.94** | **100.00%** | **80.85** | **61.23%** | **111.71** | **95.36%** |
| | 0.91 | 1.26% | 0.91 | 1.26% | - | - | 23.31 | 19.90% |
| | 71.03 | 98.74% | 71.03 | 98.74% | 80.85 | 61.23% | 88.40 | 75.46% |
| **1-2** | **-** | **-** | **-** | **-** | **51.20** | **38.77%** | **5.44** | **4.64%** |
| | - | - | - | - | - | - | 5.19 | 4.43% |
| | - | - | - | - | 51.20 | 38.77% | 0.25 | 0.21% |
| | **71.94** | **100.00%** | **71.94** | **100.00%** | **132.05** | **100.00%** | **117.15** | **100.00%** |

2018 12 31 2019 12 31 2020 12 31

2 21.55 53.24 305.17

2

2

2

3-5

2018 12 31 2019

12 31 2020 12 31 2 20.15

7.65 0.04

**2021 3 31 2020**

| | 2021 3 31 | | 2020 12 31 | | 2019 12 31 | | 2018 12 31 | |
|---|---|---|---|---|---|---|---|---|
| | | | | | | | | |
| | 0.04 | 100.00% | 0.04 | 100.00% | 7.65 | 100.00% | 20.15 | 100.00% |
| | - | - | - | - | - | - | - | - |

**1**

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|---|---|---|---|---|---|---|---|
| **2021 3 31** | | | | **2020 12 31** | | | |
| 1 | | 529.86 | 4.75% | 1 | | 583.14 | 6.12% |
| 2 | | 258.63 | 2.32% | 2 | | 361.30 | 3.79% |
| 3 | | 234.15 | 2.10% | 3 | | 353.74 | 3.71% |
| 4 | | 212.47 | 1.91% | 4 | | 349.80 | 3.67% |
| 5 | | 181.28 | 1.63% | 5 | | 313.71 | 3.29% |
| 6 | | 173.01 | 1.55% | 6 | | 268.29 | 2.82% |
| 7 | | 135.93 | 1.22% | 7 | | 201.71 | 2.12% |
| 8 | | 134.23 | 1.20% | 8 | | 196.45 | 2.06% |
| 9 | | 106.53 | 0.96% | 9 | | 172.98 | 1.82% |
| 10 | | 97.13 | 0.87% | 10 | | 170.49 | 1.79% |
| | | **2,063.22** | **18.51%** | | | **2,971.61** | **31.19%** |
| **2019 12 31** | | | | **2018 12 31** | | | |
| 1 | | 341.81 | 4.07% | 1 | | 400.19 | 4.36% |
| 2 | | 292.88 | 3.49% | 2 | | 380.32 | 4.15% |
| 3 | | 265.86 | 3.17% | 3 | | 362.97 | 3.96% |
| 4 | | 229.10 | 2.73% | 4 | | 273.38 | 2.98% |
| 5 | | 219.54 | 2.61% | 5 | | 257.46 | 2.81% |
| 6 | | 217.01 | 2.58% | 6 | | 207.34 | 2.26% |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| | | | | | | | |
| 7 | | 214.29 | 2.55% | 7 | | 189.19 | 2.06% |
| 8 | | 211.36 | 2.52% | 8 | | 163.98 | 1.79% |
| 9 | | 196.11 | 2.34% | 9 | | 155.30 | 1.69% |
| 10 | | 185.22 | 2.21% | 10 | | 153.12 | 1.67% |
| | | **2,373.19** | **28.26%** | | | **2,543.24** | **27.72%** |

27.72% 28.26% 31.19% 18.51%

**2**

| | **2021 3 31** | | **2020 12 31** | | **2019 12 31** | | **2018 12 31** | |
|---|---|---|---|---|---|---|---|---|
| | | | | | | | | |

6,770.51 72.42% 4,840.44

| | 2021 3 31 | | 2020 12 31 | | 2019 12 31 | | 2018 12 31 | |
|---|---|---|---|---|---|---|---|---|
| | | | | | | | | |
| | | | | | | | | |
| | 840.78 | 8.99% | 719.48 | 9.29% | 486.39 | 9.17% | 590.78 | 8.68% |
| | 126.84 | 1.36% | 168.13 | 2.17% | 187.88 | 3.54% | 192.26 | 2.82% |
| | **9,348.74** | **100.00%** | **7,741.05** | **100.00%** | **5,305.38** | **100.00%** | **6,806.92** | **100.00%** |

| | 2021 3 31 | | 2020 12 31 | | 2019 12 31 | | 2018 12 31 | |
|---|---|---|---|---|---|---|---|---|
| | | | | | | | | |
| | 66.23 | 93.24% | 66.23 | 93.24% | 93.52 | 70.83% | 59.06 | 66.62% |
| | 0.41 | 0.58% | 0.41 | 0.58% | 13.87 | 10.50% | 8.54 | 9.63% |

- - -/I

2020 2020

2020 12 31

2021 3 31

2.66 3.11 2.63 2.62

2019

2019

2020

| | | 2021 1-3 | 2020 | 2019 | 2018 |
|---|---|---|---|---|---|
| | 002644.SZ | 1.96 | 1.82 | 1.72 | 1.68 |
| | 002424.SZ | 1.64 | 1.50 | 1.21 | 1.49 |
| | 600572.SH | 2.17 | 1.83 | 1.40 | 1.50 |
| | 002737.SZ | 3.58 | 2.36 | 2.45 | 2.27 |
| | 603669.SH | 2.21 | 1.96 | 2.81 | 2.51 |
| | 300584.SZ | 1.81 | 2.36 | 2.68 | 1.93 |
| | 002437.SZ | 1.86 | 1.92 | 2.99 | 3.05 |
| | 300006.SZ | 1.52 | 1.65 | 1.67 | 1.86 |
| | | **2.09** | **2.09** | **2.12** | **2.04** |
| | | **2.62** | **2.63** | **3.11** | **2.66** |

1 Wind 2 2018 2019 2020 =
*2/ + 2021 1-3 = *4/
+

1.51

| | **2020 12 31** | **2019 12 31** | **2018 12 31** |
|---|---|---|---|
| | 0.21% | 0.34% | 0.58% |
| | 1.65% | 1.06% | 0.29% |
| | 2.31% | 2.90% | 1.15% |
| | 0.87% | 0.90% | 0.93% |
| | 4.09% | 3.17% | 1.43% |
| | 15.38% | 2.13% | 3.01% |
| | 7.90% | 5.63% | 1.79% |
| | 4.94% | 2.73% | 1.97% |
| | **4.67%** | **2.36%** | **1.39%** |
| | **0.39%** | **0.92%** | **0.81%** |

2020

5,808.18

2018 12 31 2019 12 31 2020 12 31

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2 99.87% 99.65%

98.37% 2

2

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2 2018 12 31 2019 12 31 2020 12 31

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1 2020 12 31 2020 2021 3 31

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（本页无正文，为海南葫芦娃药业集团股份有限公司《〈关于请做好海南葫芦娃药业集团股份有限公司非公开发行股票发审委会议准备工作的函〉的回复》之签章页）

海南葫芦娃药业集团股份有限公司

2021 年 8 月 9 日

（本页无正文，为中信建投证券股份有限公司《（关于请做好海南苗苗）生物业集团股份有限公司非公开发行股票发审委会议准备工作的函）的回复》之签章页）

保荐代表人签名：

[illegible]

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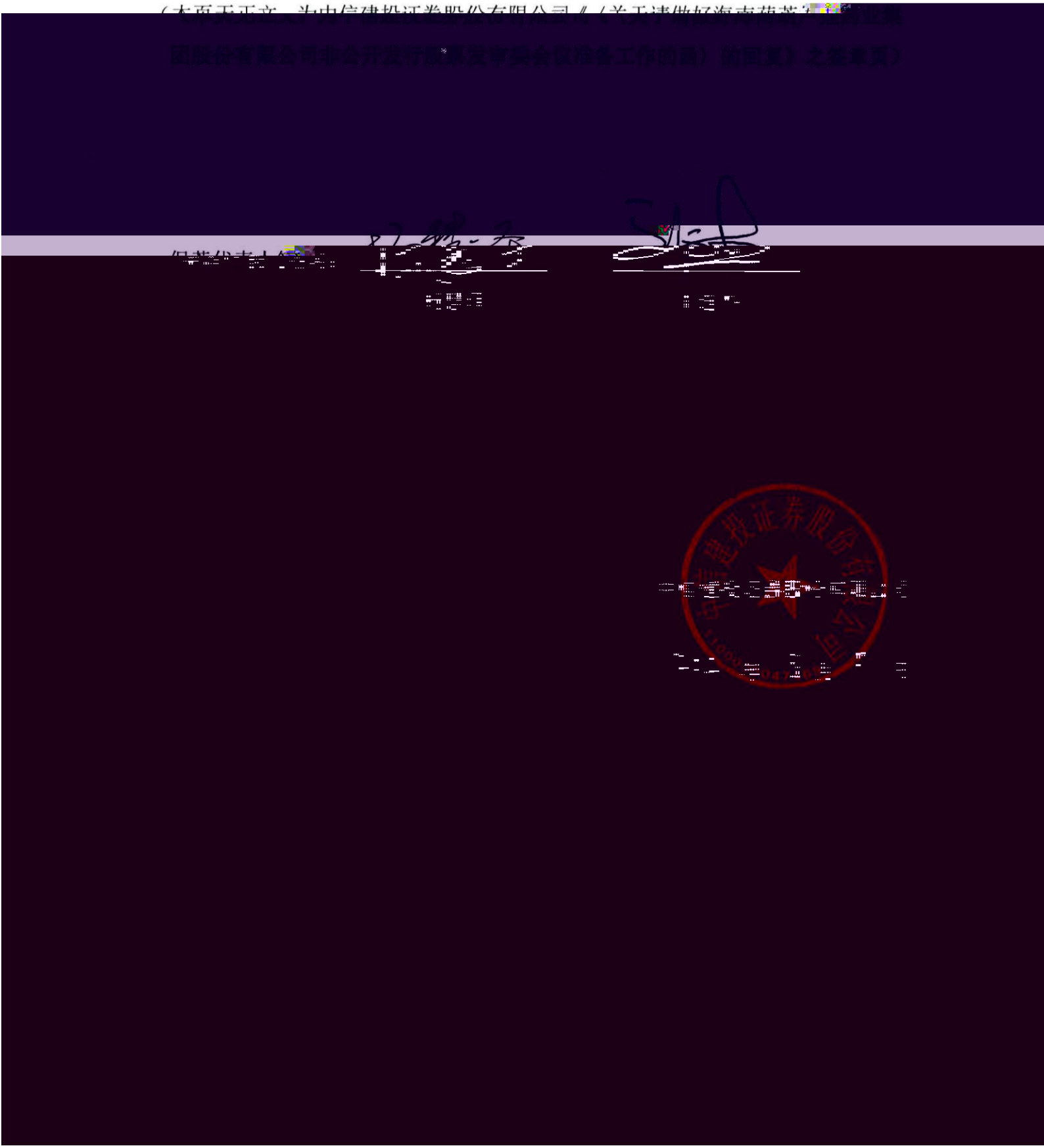

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