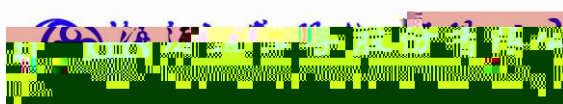


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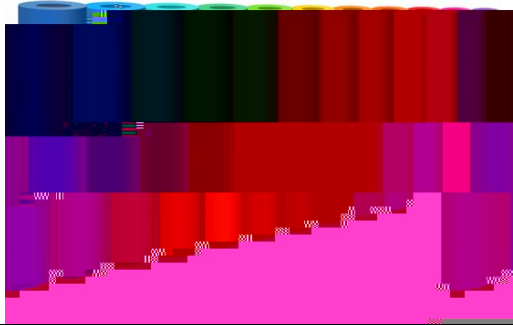
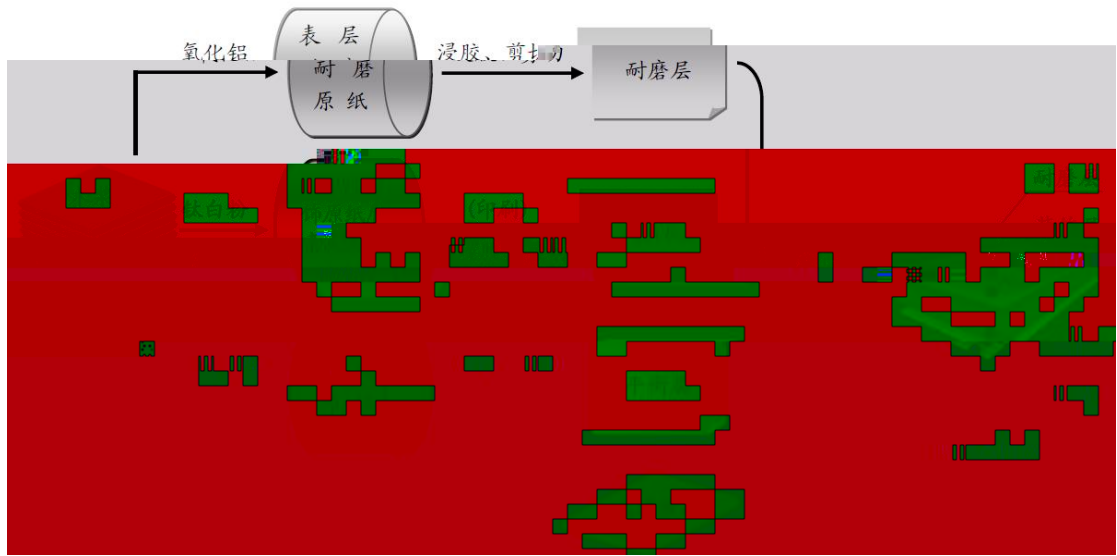
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	2023.6.30	2022.12.31	2021.12.31	2020.12.31
	291,844.03	299,355.42	352,548.57	334,626.30
	201,526.43	174,029.46	154,335.09	138,856.94
	493,370.46	473,384.87	506,883.67	473,483.25
	137,438.06	116,954.10	146,011.39	124,857.15
	1,299.13	1,584.14	2,000.21	1,430.09
	138,737.20	118,538.24	148,011.60	126,287.24
	354,372.20	354,522.92	358,622.19	347,045.12
	354,633.26	354,846.63	358,872.06	347,196.00

2

	2023 1-6	2022	2021	2020
	172,264.16	311,864.09	370,195.65	281,090.91
	6,202.08	221.16	19,070.63	18,882.77
	6,350.16	39.08	18,307.15	18,631.95

	4,853.48	921.43	16,622.92	16,203.99
	4,796.15	847.58	16,523.93	15,991.66
/	0.10	0.02	0.33	0.32
/	0.10	0.02	0.33	0.32

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	2023 1-6	2022	2021	2020
	33,102.72	-35,674.37	25,426.89	46,887.11
	9,782.16	13,377.61	-10,814.43	-15,993.92
	-10,235.52	6,887.81	-7,120.69	-13,287.27
	32,759.16	-15,223.52	7,419.98	17,495.71

4

	2023 1-6	2022	2021	2020
	-0.61	-1,095.61	-269.09	-201.80
	258.18	653.54	814.69	1,171.18
	-	-	-	337.22

	2023.6.30/2023 1-6	2022.12.31/ 2022	2021.12.31/ 2021	2020.12.31/ 2020
	2.12	2.56	2.41	2.68
	1.77	1.97	2.07	2.41
	28.12%	25.04%	29.20%	26.67%
	4.66	4.59	5.32	3.73
	5.34	4.83	7.84	6.41
	15,037.41	16,765.11	35,255.60	34,291.09
	15.78	8.23	18.02	22.48
	0.67	-0.72	0.51	0.95
	0.66	-0.31	0.15	0.35

$$\begin{aligned}
 & \frac{1}{1} = \frac{1}{3} + \frac{2}{4} \\
 & \frac{1}{2} = \frac{1}{5} + \frac{2}{6} \\
 & \frac{1}{3} = \frac{1}{7} + \frac{2}{8} \\
 & \frac{1}{4} = \frac{1}{9} + \frac{2}{10}
 \end{aligned}$$

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2020	2021	2022	2023	9	
72,418.02		66,672.49	69,101.98	80,642.25	
		21.64%	18.91%	23.08%	28.64%
2020	2021	2022	2023	9	
			2,233.07	2,167.89	
3,927.83	3,445.44			2.79%	2.92%
5.03%	3.88%				

2

2020	2021	2022	2023	9
33,652.73	50,530.82	68,481.69	42,408.00	

		10.06%	14.33%	22.88%	15.06%	2020	2021	2022
2023	1-9					8,475.13	/	9,997.09
/	10,417.51	/	10,154.15	/				

3

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2020	2021	2022	2023	1-9	281,090.91
370,195.65		311,864.09		271,349.84	
	15,991.66		16,523.93	847.58	15,741.00
					2022

2

2020	2021	2022	2023	1-9
		14.39%	10.87%	7.85%
				13.46%

2023 1-9

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2020	2021	2022	2023	1-9
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74.89% 86.09% 68.20% **68.47%**
2023

73.80%

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					2023 9 30		
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7 12		19.79%	51.68	2015 12 29		58.92%	

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2020-2022

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$$\text{' } \hat{A} \mu \quad \rangle, \check{\text{I}} \text{E} \hat{A} \quad \rangle, \text{,L}^*$$

$$\text{' } ? \mu \quad \rangle, \text{,H}$$

44,444,445

62,403,630

12.61%

30%

$$\mu > 1/B$$

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$$\frac{20}{20} = \frac{4.50}{20} \times 100\% = 80\%$$

$$P1=P0-D$$

$$P1=P0/(1+N)$$

$$P1=(P0-D)/(1+N)$$

	P1		P0		D	
N						
2023	4	25		2022		2022
			2022	12	31	494,685,819
	10			1.00		49,468,581.90
						2023 6

19

4.50 / 4.40

$$/ \qquad P1=P0-D=4.50 \quad / \quad -0.10 \quad / \quad =4.40 \quad /$$

$$^{\prime} \quad \pounds \mu \quad >,6\times 3L^{\dagger} d \, U$$

36

$$^{\prime} \quad 9 \, \mu \, b!W \, G \overline{(\,} \, \mathfrak{D} \, /B\!-\! \, >, \, f,^{\circ}\% \, \check{Z} \, \text{`} \, <Gf \, _ \# \ddot{U} \, \wr \, \grave{E}$$

$$^{\prime} \quad \mathfrak{i} \, \mu \, b!W \, G \overline{(\,} \, \mathfrak{D} \, /B\!-\! \, >, \quad \acute{e} A\ddot{a} \, ? \, \sim \, U$$

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$$\hat{E} = 9\frac{1}{2} \mu_B \hbar^{-1} \mu_0 \hbar^{-1} \Delta N^-$$

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（本单正页为《海通证券股份有限公司关于天地新材料股份有限公司向特定对象发行 A 股股票之上市保荐书》之签字盖章页）

项目协办人签名： 颜安
颜 安

保荐代表人签名： 刘昊 王娜 2024 年 / 月 / 日
刘 昊 王 娜

内核负责人签名： 张卫东 2024 年 / 月 / 日
张卫东

保荐业务负责人签名： 姜诚君 2024 年 / 月 / 日
姜诚君

法定代表人签名： 周杰 2024 年 / 月 / 日
周 杰

保荐机构：海通证券股份有限公司