



拉芳家化股份有限公司

2020 年年度报告摘要

一 重要提示

| | | | | | |
|------|----------------|--------|----|------|----------------|
| | | 2020 | 12 | 31 | 2020 |
| | 116,985,353.05 | | | | 697,675,212.65 |
| 2020 | | | | | |
| | 0.09 | 2020 | 12 | 31 | 226,720,000 |
| | 595,840 | | | 2021 | 1 1 “ |
| ” | | | | | 20,351,174.40 |
| 2020 | | 17.40% | | | |

二 公司基本情况

| | | | | |
|---|--|--|--------|---|
| | | | | |
| | | | 603630 | / |
| A | | | | |

| | | |
|--|-----------------|-----------------|
| | | |
| | | |
| | | |
| | 0754-89833339 | 0754-89833339 |
| | laf@vip.126.com | laf@vip.126.com |

T8

VNK

1

1

2

HEAD SPA

3

2

1

2

3

1

2 T8

18~24 Z

4

1 VNK

1

2

OEM

C4370

3

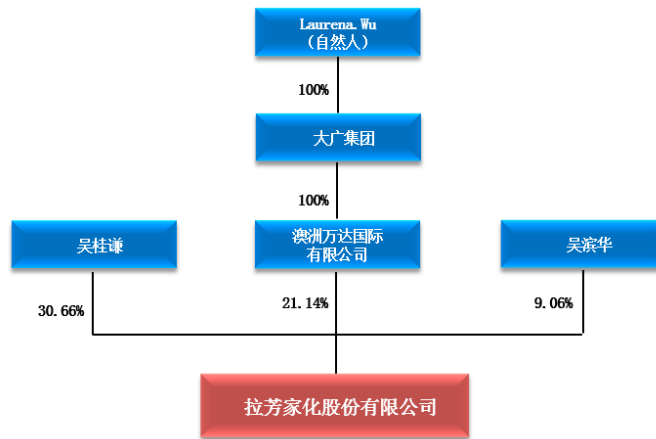
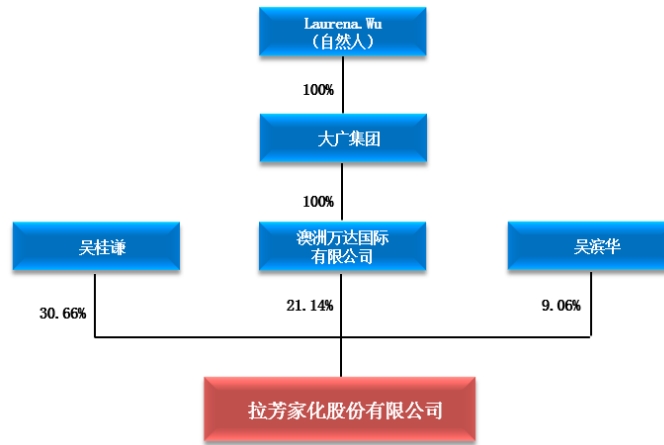
| | 2020 | 2019 | (%) | 2018 |
|---|------------------|------------------|--------|------------------|
| | 2,040,093,123.91 | 1,928,734,760.67 | 5.77 | 1,994,883,600.81 |
| | 983,826,313.19 | 964,849,667.93 | 1.97 | 964,139,443.76 |
| | 116,985,353.05 | 49,628,701.22 | 135.72 | 127,170,297.94 |
| | 103,471,817.43 | 32,170,257.49 | 221.64 | 108,250,427.66 |
| | 1,823,383,202.30 | 1,724,549,791.23 | 5.73 | 1,785,027,238.89 |
| | 108,652,782.80 | 137,282,153.78 | -20.85 | 24,181,388.48 |
| | 0.52 | 0.22 | 136.36 | 0.56 |
| | 0.52 | 0.22 | 136.36 | 0.56 |
| % | 6.61 | 2.81 | 3.80 | 7.26 |

| | 1-3 | 4-6 | 7-9 | 10-12 |
|--|----------------|----------------|----------------|----------------|
| | 167,221,490.38 | 236,520,803.22 | 249,078,447.10 | 331,005,572.49 |
| | 16,121,490.53 | 31,650,323.75 | 34,390,896.20 | 34,822,642.57 |
| | 16,459,763.70 | 31,495,202.05 | 33,796,229.73 | 21,720,621.95 |

| | | | | |
|--|---------------|---------------|---------------|---------------|
| | 25,852,541.09 | 38,445,721.66 | 49,970,788.64 | -5,616,268.59 |
|--|---------------|---------------|---------------|---------------|

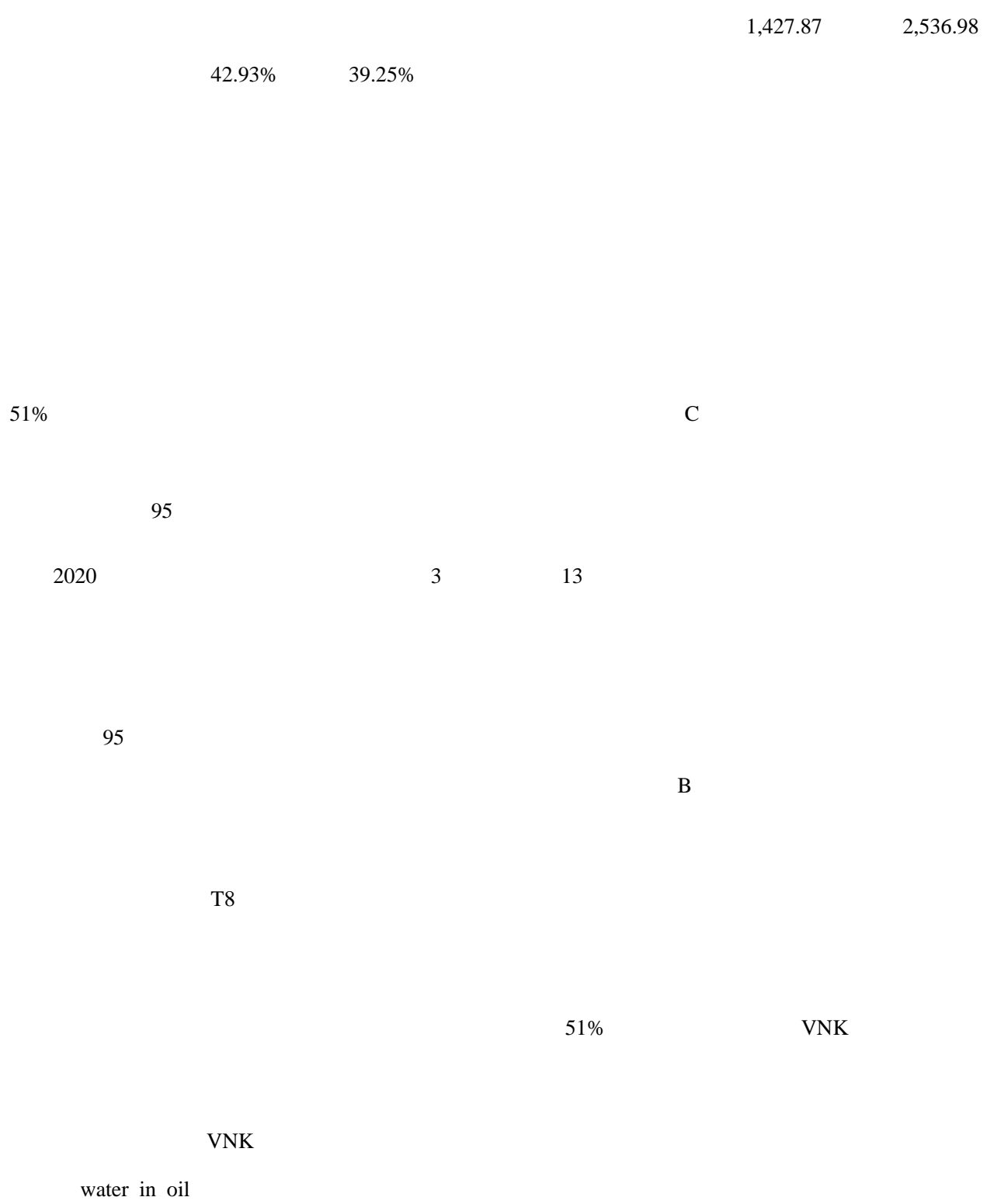
10

| | | | | | | |
|------------|------------|------------|-------|---|------------|---------|
| | | | | | | 20,159 |
| | | | | | | 19,614 |
| | | | | | | 0 |
| | | | | | | 0 |
| 10 | | | | | | |
| | | | (%) | | | |
| | 0 | 69,503,831 | 30.66 | 0 | 30,000,000 | |
| | 0 | 47,938,527 | 21.14 | 0 | 0 | |
| | 0 | 20,545,083 | 9.06 | 0 | 12,310,000 | |
| | -3,028,469 | 4,580,821 | 2.02 | 0 | 0 | |
| | 1,205,860 | 1,205,860 | 0.53 | 0 | 0 | |
| | -65,500 | 806,600 | 0.36 | 0 | 0 | |
| UBS AG | 799,965 | 800,665 | 0.35 | 0 | 0 | |
| | -100,000 | 750,200 | 0.33 | 0 | 0 | |
| | 742,030 | 742,030 | 0.33 | 0 | 0 | |
| 019L FH002 | 714,080 | 714,080 | 0.31 | 0 | 0 | |
| | 1 Wu | Laurena Wu | | | | Laurena |
| | 2 | | | | | |
| | 3 | | | | | |
| | 4 | | | | | |
| | | | | | | |



10

三 经营情况讨论与分析



2

2,407

13,354

25,000

KOL

B

3

2020

29

8

21

141

68

73

4

2

4

46

5