

Hangzhou Robam Appliances Co., Ltd. (the Company) and all members of its Board of Directors hereby guarantee that there are no false representations, misleading statements or material omissions in this Quarterly Report (“the Report”), and the information contained herein is authentic, accurate and complete.

1. The Board of Directors, the Board of Supervisors, as well as the directors, supervisors and senior management of the Company hereby guarantee that there are no false representations, misleading statements or material omissions in the Report, and are severally and jointly liable for the authenticity, accuracy and completeness of the information contained herein.

2. The head of the Company, the person in charge of the Company’s accounting and the head of the accounting department (the accountant in charge) hereby declare and warrant that the financial report contained in the Report is authentic, accurate, and complete.

3. Whether the Q3 report has been audited

Yes No

I. Key Financial Data

(I) Key Accounting Data and Financial Indicators

Whether the Company needs to retroactively adjust or restate the accounting data of previous years?

Yes No

	The reporting period	YoY change	From the beginning of the year to the end of the reporting period	YoY change
Operating income (RMB)	2,792,652,705.58	1.74%	7,236,962,805.27	2.35%

Other items of gains and losses meeting the definition of non-recurring gains and losses:

Applicable Not Applicable

The Company does not have other items of gains and losses meeting the definition of non-recurring gains and losses.

Explanation on the circumstance where items of the non-recurring gains and losses listed in the

(referred to as

“Announcement No.1”) are defined as recurring gains and losses

Applicable Not Applicable

There is no circumstance where the items of non-recurring gains and losses enumerated in accordance with the Announcement No.1 are defined as recurring gains and losses.

(III) Changes in Major Accounting Data and Financial Indicators and Their Reasons

Applicable Not Applicable

At the end of the reporting period, notes receivable decreased by 40.47% as compared with that at the beginning of the year, mainly due to the decrease in the construction business settled with notes receivable in the current period.

At the end of the reporting period, prepayments increased by 47.21% as compared with that at the beginning of the year, mainly due to the increase in the prepayments for the purchase of raw materials in the current period.

At the end of the reporting period, investment real estate increased by 361.96% as compared with that at the beginning of the year, mainly due to the increase in the leased real estates in the current period.

At the end of the reporting period, other non-current assets increased by 154.73% as compared with that at the beginning of the year, mainly due to the increase in the mortgage of properties by property developers and prepayments for purchasing fixed assets.

At the end of the reporting period, short-term loans increased by 123.32% as compared with that at the beginning of the year, mainly due to the increase in the bank loans of Kinde, a subsidiary.

At the end of the reporting period, the payroll payable decreased by 56.17% as compared with that at the beginning of the year, mainly due to the completion of the payment of employees' salaries and bonuses last year.

Other incomes increased by 85.53% as compared with that during the same period of the previous year, mainly due to the increase in the government subsidy.

II. Shareholder Information

(I) Total Number of Common Shareholders and Preferred Shareholders with the Voting Rights Recovered and Shareholding of the Top 10 Shareholders

Unit: share

Total number of common shareholders at the end of the reporting period		89,966	Total number of preferred shareholders with the voting rights recovered at the end of reporting period		0	
Shareholding of the top 10 shareholders						
Name of shareholder	Nature of shareholder	Shareholding ratio	Number of shares	Number of shares subject to sales restrictions	Pledged, marked or frozen shares	
					Status	Number
Hangzhou Robam	Domestic	49.68%	471,510,000			

Industrial Group Co., Ltd.	non-state-owned corporation					
Hong Kong Securities Clearing Company Limited	Overseas corporation	7.23%	68,621,451			
TEMASEK FULLERTON ALPHA PTE LTD	Overseas corporation	1.65%	15,690,099			
Shen Guoying	Domestic natural person	1.29%	12,240,000			
PICC Life Insurance Company Limited Dividend - Individual Insurance Dividend	Others	0.77%	7,301,114			
Hangzhou Jinchuang Investment Co., Ltd.	Domestic non-state-owned corporation	0.70%	6,640,085			
PICC Property and Casualty Company Limited Traditional-General Insurance Products	Others	0.67%	6,382,713			
Hangzhou Yinchuang Investment Co., Ltd.	Domestic non-state-owned corporation	0.67%	6,318,000			
CITIC Securities Co., Ltd - Social Security Fund 1106 Portfolio	Others	0.63%	5,989,930			
Ren Jianhua	Domestic natural person	0.62%	5,923,150	4,442,362		
Shareholdings of the top 10 shareholders not subject to sales restrictions						
Name of shareholder	Number of shares held not subject to sales restrictions			Type of share		
				Type of share	Number	
Hangzhou Robam Industrial Group Co., Ltd.	471,510,000			RMB ordinary shares	471,510,000	
Hong Kong Securities Clearing Company Limited	68,621,451			RMB ordinary shares	68,621,451	
TEMASEK FULLERTON ALPHA PTE LTD	15,690,099			RMB ordinary shares	15,690,099	
Shen Guoying	12,240,000			RMB ordinary shares	12,240,000	
PICC Life Insurance Company Limited Dividend - Individual Insurance Dividend	7,301,114			RMB ordinary shares	7,301,114	
Hangzhou Jinchuang Investment Co., Ltd.	6,640,085			RMB ordinary shares	6,640,085	
PICC Property and Casualty Company Limited Traditional - General Insurance Products	6,382,713			RMB ordinary shares	6,382,713	
Hangzhou Yinchuang Investment Co., Ltd.	6,318,000			RMB ordinary shares	6,318,000	
CITIC Securities Co., Ltd - Social Security Fund 1106 Portfolio	5,989,930			RMB ordinary shares	5,989,930	
PICC Life Insurance Company Limited Traditional - General Insurance Products	5,814,597			RMB ordinary shares	5,814,597	

Debt investment		
Other debt investment		
Long-term account receivable		
Long-term equity investment	6,496,917.82	5,405,129.91
Investment in other equity instruments	2,116,023.22	2,116,023.22
Other non-current financial assets		
Investment real estate	51,212,047.26	11,085,896.07
Fixed assets	1,336,617,833.24	1,179,306,020.01
Projects under construction	567,324,203.29	454,643,364.82
Productive biological assets		
Oil and gas assets		
Right-of-use assets	23,656,046.31	29,902,954.22
Intangible assets	223,014,127.81	229,391,803.26
Development expenses		
Goodwill	80,589,565.84	80,589,565.84
Long-term deferred expenses	5,226,421.90	5,385,436.20
Deferred income tax assets	334,340,529.77	286,348,037.04
Other non-current assets	97,993,213.33	38,468,874.44
Total non-current assets	2,728,586,929.79	2,322,643,105.03
Total assets	14,399,660,135.37	13,906,035,181.12
Current liabilities:		
Short-term loans	66,140,464.48	29,616,655.41
Borrowings from the central bank		
Borrowings from banks and other financial institutions		
Financial liabilities held for trading		
Derivative financial liabilities		
Notes payable	800,307,846.19	962,665,463.99
Accounts payable	2,250,346,882.10	2,181,900,261.00
Advance receipts		

Long-term accounts payable		
Long-term payroll payable		
Estimated liabilities		
Deferred income	123,193,962.13	131,747,378.42
Deferred income tax liabilities	9,356,188.87	6,254,762.76
Other non-current liabilities		
Total non-current liabilities	152,746,170.79	164,179,175.47
Total liabilities	4,864,088,153.35	5,139,976,664.89
Owner's equity:		
Capital stock	949,024,050.00	949,024,050.00
Other equity instruments		
Including: Preferred shares		
Perpetual bonds		
Capital reserve	412,491,991.47	404,918,098.15
Less: treasury share	199,995,742.59	199,995,742.59
Other comprehensive income	-100,157,634.16	-100,157,634.16
Special reserves		
Surplus reserves	474,516,412.50	474,516,412.50
General risk reserves		
Undistributed profits	7,860,203,849.71	7,098,721,555.37
Total owners' equity attributable to parent company	9,396,082,926.93	8,627,026,739.27
Minority interests	139,489,055.09	139,031,776.96
Total owner's equity	9,535,571,982.02	8,766,058,516.23
Total liabilities and owners' equity	14,399,660,135.37	13,906,035,181.12

Legal representative: Ren Jianhua Person in charge of accounting: Zhang Guofu

Head of the accounting department: Zhang Guofu

In RMB

Item	Amount of the current period	Amount of the previous period
I. Total operating income	7,236,962,805.27	7,070,851,819.18
Including: Operating income	7,236,962,805.27	7,070,851,819.18
Interest income		
Earned premium		
Fee and commission income		
II. Total operating costs	5,965,479,924.57	5,554,983,345.32
Including: Operating costs	3,573,210,065.74	3,210,473,182.28
Interest expenses		
Fee and commission expenses		
Surrender value		
Net payments for insurance claims		
Net allotment of reserves for insurance liabilities		
Policy dividend expenditures		
Reinsurance expenses		
Taxes and surcharges	42,859,193.20	50,227,331.81
Selling expenses	1,915,765,604.19	1,934,679,096.44
Overhead costs	294,475,343.69	241,171,206.79

R&D expenses	262,231,594.46	232,277,748.19
Financial expenses	-123,061,876.71	-113,845,220.19
Including: Interest expenses	1,864,718.80	2,864,994.32
Interest income	117,507,053.77	118,558,363.39
Add: other incomes	118,257,023.22	63,739,955.94
Investment income (“-” for losses)	51,502,591.29	60,694,501.06
Including: Income from investment in joint ventures and affiliated enterprises	-3,048,212.09	1,325,050.76
Gains on derecognition of financial assets measured at amortized cost		
Exchange gains (“-” for losses)		
Net exposure hedging gains (“-” for losses)		
Gains from changes in fair value (“-” for losses)		
Losses from credit ip		

losses under the equity method		
3. Changes in fair value of the investment in other equity instruments		
4. Changes in fair value of the credit risk of the Company		

insurance contract		
Net cash from receiving reinsurance premium		
Net increase in deposits and investment of insured persons		
Cash received from interests, fees and commissions		
Net increase in borrowed funds		
Net increase in repurchase business funds		
Net cash received from vicariously traded securities		
Refunds of taxes	38,162,435.78	10,979,888.36
Cash received related to other operating activities	265,142,174.84	201,223,220.26
Subtotal of cash inflow from the operating activities	8,335,117,540.55	7,536,711,767.58
Cash paid for purchased products and received services	3,938,478,765.23	3,622,856,682.21
Net increase in loans and advances to customers		
Net increase in deposits with the central bank and other financial institutions		
Cash paid for claims of original insurance contract		
Net increase in lending funds		
Cash paid for interests, fees and commissions		
Cash paid for policy dividends		
Cash paid to and on behalf of employees	735,694,008.12	845,300,418.79
Cash paid for taxes	629,048,914.31	416,514,502.07
Cash paid related to other operating activities	1,854,665,146.35	1,450,115,667.31
Subtotal of cash outflow from operating activities	7,157,886,834.01	6,334,787,270.38
Net cash flow from operating activities	1,177,230,706.54	1,201,924,497.20
II. Cash flow from investing activities:		
Cash received from return of investments	1,617,712,500.00	1,915,000,000.00
Cash received from return on investments	55,713,731.22	60,399,512.45
Net cash received from the disposal of fixed assets, intangible assets and other long-term assets	1,031,370.40	2,553,081.90
Net cash received from disposal of subsidiaries and other business entities		
Cashes received related to other investment activities		
Subtotal of cash inflow from investment activities	1,674,457,601.62	1,977,952,594.35
Cash paid for purchase and construction of fixed assets, intangible	386,052,885.51	279,588,832.92

assets and other long-term assets		
Cash paid for investments	1,429,500,000.00	1,662,000,000.00
Net increase in pledged loans		
Net cash from subsidiaries and other operating entities		
Cash paid related to other investment activities		
Subtotal of cash outflow from investment activities	1,815,552,885.51	1,941,588,832.92
Net cash flow from investment activities	-141,095,283.89	36,363,761.43
III. Cash flow from financing activities:		
Cash from acquiring investments	11,000,000.00	850,000.00
Including: Cash received by subsidiaries from investments of minority shareholders	11,000,000.00	850,000.00
Cash from acquiring debts	66,000,000.00	