

Stock Code: 600690 (SH) 、 690D (FSE)

Short Name: Haier Smart Home

Haier Smart Home Co., Ltd.

2019 Annual Report



海尔智家
Haier smart home

April 29th 2020

Important Notice

I. The Board of Directors, the Board of Supervisors, directors, supervisors and senior management of Haier Smart Home Co., Ltd. ('the Company') hereby assure that the content set out in the annual report is true, accurate and complete, and free from any false record, misleading representation or material omission, and are individually and collectively responsible for the content set out therein.

II. Information of Directors absent from the Board Meeting.

Position of director absent from the meeting	Name of director absent from the meeting	Reason for the absence of director from the meeting	Name of proxy
Chairman	Liang Haishan	On a business trip	Tan Lixia

III. Hexin Certified Public Accountants LLP has issued a standard and unqualified audit report for the Company.

IV. Liang Haishan (legal representative of the Company), Gong Wei (chief financial officer of the Company) and Ying Ke (the person in charge of accounting department) hereby certify that the financial report set out in the annual report is true, accurate and complete.

V. Proposal of profit distribution and proposal of capitalizing capital reserves for the reporting period examined and reviewed by the Board

Proposal of profit distribution for the reporting period examined and reviewed by the Board: to declare a cash dividend of RMB 3.75 per 10 shares (tax inclusive) to all shareholders based on the total number of shares as at the registration date in respect of future proposal for profit distribution.

VI. Disclaimer in respect of forward-looking statements

☒Application ☐Not applicable

Forward-looking statements such as future plans, development strategies as set out in this report do not constitute the Company's substantial commitment to investors. Investors are advised to pay attention to investment risks.

VII. Is there any fund occupation by controlling shareholders and their related parties for non-operational purposes?

No

VIII. Is there any provision of external guarantee in violation of prescribed decision-making procedures?

No

IX. Important Risk Warnings

For the possible risks which the Company may encounter, please refer to the relevant information set out in the Section of 'DISCUSSION AND ANALYSIS ON OPERATIONS' in this report.

X. Others

☐Application ☒Not application

Chairman: Liang Haishan

Haier Smart Home Co., Ltd

28 April 2020

Contents

SECTION I DEFINITIONS	4
SECTION II GENERAL INFORMATION OF THE COMPANY AND KEY FINANCIAL INDICATORS	7
SECTION III SUMMARY OF THE COMPANY'S BUSINESS.....	12
SECTION IV DISCUSSION AND ANALYSIS ON OPERATIONS	20
SECTION V SIGNIFICANT EVENTS	49
SECTION VI CHANGES IN ORDINARY SHARES AND INFORMATION ABOUT SHAREHOLDERS	87
SECTION VII RELEVANT INFORMATION OF PREFERRED SHARES	96
SECTION VIII DIRECTORS, SUPERVISORS, SENIOR MANAGEMENT AND EMPLOYEES	97
SECTION IX CORPORATE GOVERNANCE	110
SECTION X RELEVANT INFORMATION ON CORPORATE BONDS	119
SECTION XI RESPONSIBILITY STATEMENT	123
SECTION XII FINANCIAL REPORT.....	124
SECTION XIII DOCUMENTS AVAILABLE FOR INSPECTION.....	313

SECTION I DEFINITIONS

I. Definitions

Unless otherwise stated in context, the following terms should have the following meanings in this report:

Definition of frequently used terms	
CSRC	China Securities Regulatory Commission
SSE	Shanghai Stock Exchange
The Company, Haier Smart Home	Haier Smart Home Co., Ltd, its original name is ‘Qingdao Haier Co., Ltd.’, and the original short name is ‘Qingdao Haier’
Four Major Securities Newspapers	China Securities Journal, Shanghai Securities News, Securities Times, Securities Daily
Haier Electrics, 1169	Haier Electronics Group Co., Ltd. (a company listed in Hong Kong, stock code: 01169.HK), a subsidiary as accounted for in the consolidated statement of the Company as to a total of 45.87% of its equity as of 31 December 2019.
GEA	GE Appliances, namely home appliances assets and business of General Electric Group, which belongs to the Company.
FPA	Fisher & Paykel Appliances Holdings Limited (Chinese name: 斐雪派克), was established in 1934 and is known as the national appliance brand of New Zealand, the global top-level kitchen appliance brand and the famous luxury brand of the world. It has products including ventilator, gas stove, oven, dishwasher, microwave oven, embedded freezer, washing machine, clothes dryer and etc. Its business covers over 50 countries/area across the world. In July 2018, the Company completed the acquisition of 100% equity interest in Haier New Zealand Investment Holding Company Limited, thus FPA became a wholly-owned subsidiary of the company.
Candy	Candy Group (Candy S.p.A), is an international professional appliances manufacturer from Italy. Since its establishment in 1945, it has been committed to enabling the global users to enjoy a higher quality of life through innovative technologies and quality services. Candy Group has been prestigious in the global market with users all over the world via its ten self-owned professional home appliance brands. In January 2019, Candy officially became a wholly-owned subsidiary of the Company.
CMM	China Market Monitor Co., Ltd., as a nationally recognized market research institute in appliance area, was established in 1994 and has been focusing on research of retail sales in China consumption market ever since.
Euromonitor	Euromonitor, established in 1972, is the leading strategic market information supplier and owns over 40-years of experience in respect of publishing market report, commercial reference data and on-line database. They create data and analysis on thousands of products and services around the world.
All View Cloud	All View Cloud (AVC) is a big data integrated solution provider

	perpendicular to the smart home field, providing enterprises with big data information services, regular data information services and special data services.
IEC	The International Electrotechnical Commission. Founded in 1906, it is the world's first organization for the preparation and publication of international electrotechnical standardization and is responsible for international standardization for electrical engineering and electronic engineering. The goals of the commission include: to effectively meet the needs of the global market; to ensure that the standards and conformity assessment programs are applied globally in a prioritized manner and to the greatest extent; to assess and improve the quality of products and services involved in its standards; to create conditions for the common use of complicated systems; to improve the effectiveness of the industrialization process; to improve human health and safety, and to protect the environment.
IEEE	The Institute of Electrical and Electronics Engineers, an international association of electronic technology and information science engineers, is currently the largest non-profit professional technology society in the world. It is committed to the development and research of electrical, electronic, computer engineering and science-related fields, and has now developed into an international academic organization with great influence in terms of the fields of space, computer, telecommunications, biomedicine, power and consumer electronics.
15 smart factories	Shenyang Refrigerator Smart Factory, Foshan Front-Loading Washing Machine Smart Factory, Zhengzhou Air-conditioner Smart Factory, Qingdao Mold Smart Factory, Qingdao Water Heater Smart Factory, Qingdao FPA Electrical Machine Smart Factory, Jiaozhou Air-Conditioner Smart Factory, Huangdao Central Air-Conditioner Smart Factory, Huangdao Smart Kitchen Appliance Range Hood Smart Factory, Huangdao Smart Kitchen Appliance Stove Smart Factory, Qingdao Front-Loading Washing Machine Smart Factory, Qingdao Refrigerator Smart Factory, Laiyang Smart Kitchen Appliance Smart Factory, Haier Russia Washing Machine Smart Factory, Tianjin Haier Washing Machine Smart Factory.
'5+7+N' smart full-scene customized full set program	'5' refers to five physical spaces where Haier keeps upgrading, including smart living room, smart kitchen, smart bathroom, smart bedroom and smart balcony. '7' represents seven whole-house solutions, namely whole-house air, whole-house water, whole-house cleansing and maintenance, whole-house security, whole-house interaction, whole-house health and whole-house internet, while N refers to variables, i.e. users may customize their own smart living scene freely based on their living habit, realizing unlimited possibilities.
Model of RenDanHeYi	'Ren' is an employee who has the spirit of two creations (entrepreneurship, innovation); 'Dan' is the value of users. Each employee creates value for the user in a different self-employed business, thereby realizing his own value, and the corporate value and shareholder value are naturally reflected.
Distributors/Distributor	Agency or dealer in the Company's distribution network.
Users/User	Customers who purchased the Company's products & services and are

	currently using them.
--	-----------------------

SECTION II GENERAL INFORMATION OF THE COMPANY AND KEY FINANCIAL INDICATORS

I. Information of the Company

Chinese name	海尔智家股份有限公司
Chinese short name	海尔智家
English name	Haier Smart Home Co., Ltd.
English short name	Haier Smart Home
Legal representative	Liang Haishan

II. Contact person and contact Information

	Secretary to the Board	Representative of securities affairs	IR	Others
Name	Ming Guozhen	Liu Tao	Yao Sun (Sophie)	Global Customer Service Hotline
Address	Department of Securities of Haier Smart Home Co., Ltd. Haier Information Industrial Park, No.1 Haier Road, Qingdao City	Department of Securities of Haier Smart Home Co., Ltd. Haier Information Industrial Park, No.1 Haier Road, Qingdao City	Haier Deutschland GmbH Konrad-Zuse-Platz 6 / 81829 München, Germany	
Tel	0532-88931670	0532-88931670	+49 160 9469 3601 (Germany)	4006 999 999
Fax	0532-88931689	0532-88931689	/	/
Email	finance@haier.com	finance@haier.com	Y.sun@haier.de	/

III. Summary of the General Information

Registered address	Haier Industrial Park, Laoshan District, Qingdao City
Postal code of the registered address	266101
Business address	Haier Information Industrial Park, Laoshan District, Qingdao City
Postal code of the business address	266101
Website	http://www.haier.net/cn/
Email	9999@haier.com

IV. Place for Information Disclosure and Deposit

Designated newspaper for information disclosure	Shanghai Securities News, Securities Times, China Securities Journal, Securities Daily
Website for publishing of annual report as designated by the CSRC	www.sse.com.cn
Website for publishing annual report by other websites	www.xetra.com , www.dgap.de
Deposit place of annual report	Department of Securities of Haier Smart Home Co., Ltd. Haier Information Industrial Park, No.1 Haier Road, Qingdao City

V. Summarized information of shares of the Company

Summarized information of shares of the Company

Type of Shares	Stock Exchange of Shares Listed	Stock Short Name	Stock Code	Stock Short Name Before Variation
A share	Shanghai Stock Exchange	Haier Smart Home	600690	Qingdao Haier
D share	Frankfurt Stock Exchange	Haier Smart Home	690D	Qingdao Haier

VI. Other Related Information

Accounting firm engaged by the Company (domestic)	Name	Hexin Certified Public Accountants LLP
	Business address	26th – 27th Floor, Century Building, No.39 Donghai Road West, Qingdao City
	Name of signing accountant	Zhao Bo (赵波), Wang Lin(王琳)
Sponsor responsible for continuing supervision during the reporting period	Name	China International Capital Corporation Limited
	Business address	27th & 28th Floor, China World Tower 2, No. 1 Jianguomenwai Avenue, Beijing
	Name of signing sponsors	Sun Lei (孙雷), Li Yang (李扬)
	Period of continuing supervision	18 January 2019 to 31 December 2020

Note:

Sponsor is responsible for continuing supervision: During the reporting period, the Company had a Convertible bonds issued, and the ‘Haier Convertible Bonds’ were listed on 18 January 2019. China International Capital Corporation Limited, as the sponsor of such issue, is responsible for continuing supervision for the remaining time of the year of listing and the following whole fiscal year.

VII. Key accounting data and financial indicators for the last three years

(I) Key accounting data

Unit and Currency: RMB

Key accounting data	2019	2018		Yoy change (%)	2017
		After adjustment	Before adjustment		
Operating revenue	200,761,983,256.57	184,108,481,959.27	183,316,560,236.03	9.05	163,428,825,488.56
Net profit attributable to shareholders of the listed company	8,206,247,105.96	7,483,659,016.04	7,440,228,855.90	9.66	6,907,629,188.39
Net profit after deduction of non-recurring profit or loss attributable to shareholders of the listed company	5,765,164,700.75	6,601,505,599.79	6,601,505,599.79	-12.67	5,624,061,708.46
Net cash flows from operating activities	15,082,630,942.73	19,142,782,481.20	18,934,252,899.16	-21.21	16,703,785,279.98
	At the end of 2019	At the end of 2018		Yoy change (%)	At the end of 2017
		After adjustment	Before adjustment		

Net assets attributable to shareholders of the listed company	47,888,319,765.92	39,742,745,893.42	39,402,350,791.68	20.50	39,402,350,791.68
Total assets	187,454,236,283.17	168,091,571,652.14	166,699,544,243.79	11.52	166,699,544,243.79

(II) Key financial indicators

Key financial indicators	2019	2018		Yoy change (%)	2017
		After adjustment	Before adjustment		
Basic earnings per share (RMB per share)	1.286	1.217	1.210	5.67	1.133
Diluted earnings per share (RMB per share)	1.212	1.189	1.182	1.93	1.085
Basic earnings per share after deducting non-recurring profit or loss (RMB per share)	0.903	1.074	1.074	-15.92	0.922
Weighted average return on net assets (%)	19.12	20.88	21.00	Decreased by 1.76 pct pt	22.89
Weighted average return on net assets after deducting non-recurring profit or loss (%)	13.43	18.63	18.63	Decreased by 5.20 pct pt	19.15

Explanation of the key accounting data and financial indicators of the Company as at the end of the reporting period for the previous three years

☐Applicable ☒Not applicable

VIII. Differences in accounting data under domestic and overseas accounting standards**(I) Differences in net profit and net asset attributable to shareholders of listed company in financial report disclosed simultaneously according to international accounting standards and according to China Accounting Standards (CAS)**

☐Applicable ☒Not applicable

(II) Differences in net profit and net asset attributable to shareholders of listed company in financial report disclosed simultaneously according to overseas accounting standards and according to China Accounting Standards (CAS)

☐Applicable ☒Not applicable

(III) Reasons for the difference between the domestic and overseas accounting standards:

☐Applicable ☒Not applicable

IX. Key financial data of 2019 by quarters

Unit and Currency: RMB

	Q1 (January-March)	Q2 (April-June)	Q3 (July-September)	Q4 (October-December)
--	-----------------------	--------------------	------------------------	--------------------------

				December)
Operating revenue	48,043,265,870.34	50,936,527,250.82	49,916,316,735.30	51,865,873,400.11
Net profit attributable to shareholders of listed company	2,136,268,479.08	3,014,601,078.94	2,621,991,344.79	433,386,203.15
Net profit after deduction of non-recurring profit or loss attributable to shareholders of listed company	1,887,324,275.73	2,815,856,539.27	1,131,217,490.26	-69,233,604.51
Net cash flow from operating activities	1,323,519,988.31	2,310,313,509.43	5,373,079,070.71	6,075,718,374.28

Reasons for difference between quarterly data and disclosed regular reporting data

☐Applicable ☒Not Applicable

X. Non-recurring Profit or Loss Items and Amount

☒Applicable ☐Not Applicable

Unit and Currency: CNY

Non-recurring profit or loss items	Amount in 2019
Profit or loss from disposal of non-current assets	396,961,251.42
Government grants included in current profit or loss, except that closely related to the normal operating business, complied with requirements of the national policies, continued to be granted with the amount and quantity determined under certain standards	990,736,933.23
Gains from the costs of investment in the acquisition of subsidiaries, associated companies and joint ventures being lower than the share of the fair value of the investee's identifiable net assets	3,190,702,632.96
Profit or loss from fair value changes of financial assets held for trading, financial liabilities held for trading as well as investment gains arising from disposal of financial assets held for trading, financial liabilities held for trading and available-for-sale financial assets, except the effective hedging related to the normal operations of the Company	113,442,943.70
Other operating income and expenses except the aforementioned items	269,931,284.51
Profit from disposal of long-term equity investments	635,595,988.34
Impact on profit from business combination under common control	37,459,163.29
Impact on minority interest	-2,689,843,840.65
Impact on income tax	-503,903,951.59
Total	2,441,082,405.21

XI. Items Measured by Fair Value

☒Applicable ☐Not Applicable

Unit and Currency: RMB

Item	Opening balance	Closing balance	Changes in the current period	Impact on the profit for the current period
Forward foreign currency contract	-14,961,299.13	-26,180,454.72	-11,219,155.59	72,176,324.08
Short-term wealth management products	1,895,007,733.57	493,161,725.80	-1,401,846,007.77	153,967,730.24
Investment in	19,322,411.35	24,586,332.05	5,263,920.70	-2,352,817.04

trading equity instruments				
Interest rate swap agreement	57,228,769.39	-13,991,425.83	-71,220,195.22	
Contingent consideration	-5,705,307.28		5,705,307.28	5,679,041.87
Investment in other equity instruments	1,400,316,460.34	1,395,959,878.92	-4,356,581.42	39,133,293.28
Bulk effective hedging	-11,219,272.35	1,916,299.35	13,135,571.70	
Other derivative financial instruments	95,518,757.96	77,057,328.58	-18,461,429.39	-18,461,429.39
Obligation of repurchasing the minority equity rights	1,792,322,337.19	54,598,203.27	-1,737,724,133.92	
Total	5,227,830,591.04	2,007,107,887.42	-3,220,722,703.63	250,142,143.04

XII. Others

☐Applicable ☒Not Applicable

SECTION III SUMMARY OF THE COMPANY'S BUSINESS

I. Introduction of major business, operating model of the Company and industry background during the reporting period

The Company mainly engages in research, development, production and sales of home appliances covering refrigerators/freezers, washing machines, air-conditioners, water heaters, kitchen appliance products, small home appliances and other smart home business, as well as offering complete sets of smart home solutions to the Company's users. Through rich portfolios of product, brand and solution, the Company aims to create a full-scene smart life experience and satisfy the needs of users to customize a better life.

Since its establishment, the Company has been upholding the operation philosophy of 'taking users as right and seeing ourselves as wrong' and adhering to the corporation value of 'from zero to one with people first (人是目的、有生于无)', while keeping the spirit of entrepreneurship and innovation, to firmly keep up with developments of each era. In overseas markets, the Company has always adhered to proprietary brand management and through its persistent efforts as well as industry integration, it has successively acquired Sanyo in Japan of its white goods business, the home appliances sector of GE, Fisher & Paykel company in New Zealand, Candy company in Italy, and holds 48.41% equity interest of MABE in Mexico, to construct local market competitiveness by intensifying the three in one 'R&D, manufacturing and marketing'. Through continuous optimization of resource integration and platform sharing as well as global strategic synergies, the Company achieves global operation of seven world-class brands, including Haier, Casarte, Leader, GE Appliances, Fisher & Paykel, AQUA and Candy. In 2019, revenue from overseas operation represented 47% of the total revenue while near 100% of it was generated from self-managed brands. Oversea business covers five continents, namely Asia, Europe, America, Australia and Africa, providing comprehensive home appliance products and home scenario solutions for hundreds of millions of users worldwide.

In the new era of IoT, the Company actively promotes the transformation, upgrade and implementation of the '5+7+N' smart home scenario solution across the world, and devotes itself to providing users with a full-process solution of 'designing a home, building a home and servicing a home'. (1) Based on advanced and efficient R&D system and manufacturing capacity, the Company's original technologies and high-end offerings lead the development of the industry and the upgrade of consumption. Casarte brand has a share of 40% in the market of high-end refrigerators priced above RMB 10,000, and its share in the market of high-end washing machines priced above RMB 10,000 is as high as 75.5%. (2) On the channel side, the Company pursues the integration of four networks and the business mode of unified distribution by a single central warehouse, to facilitate the building of an efficient operation platform. In 2019, the distribution capacity of the Company in township areas increased by 11% year on year; meanwhile, the Company also increased presence in upstream home furnishing markets, and implemented packaged designs, sales and services, so as to truly provide users with 'one-stop, full-scenario and customized' solutions. (3) As to the experience of end users, the Company works to create the Smart

Home APP under Smart Home scenario, 001 Experience Center and Internet of Clothes Experience Center, to build a real like sample of a smart scenario solution through embedded new AR, VR technologies, to promote the replacement of single product sale with scenario-based sale and the final implementation of the retail terminal of Smart Home scenario. In 2019, the Company's income from domestic packaged offerings accounted for 27.48% in its total income, up 5.43 percentage points year on year; the monthly active users of its Smart Home APP increased by 350% and the monthly active users of its scenario increased by 142%; the income of its IoT ecosystem reached RMB 4.8 billion, up 68%.

According to Euromonitor, the world's leading independent provider of strategic market research, in 2019, sales of Haier's large home appliances ranked No. 1 in the world for the 11th consecutive year. Meanwhile, global sales of Haier's refrigerators, washing machines, wine cellars and freezers continued to rank No. 1 in the world. The sales of Haier self-cleaning air-conditioner and interconnected air-conditioner in 2019 represented a global market share of 43.4% and 29.4% respectively and ranked No. 1 in the world.

2019 Industry Summary

In 2019, global economic growth continue to slow down caused by various factors including increasing political uncertainty and tensions in global trade, pressure upon the international trade & cross-border investment, continued weakness of the global manufacturing industry and insufficient global aggregate consumption. In terms of domestic economy, in 2019, the total retail sales of consumer goods increased by 8%, it was a new low since 2000; GDP growth declined throughout the year with an increasing pressure of economic downturn. Meanwhile, consumer demand continued to upgrade, with increasing proportion of services, and the position of consumption was further consolidated as the driving force of economic growth.

(I) Domestic home appliances market

In 2019, the industry growth was weak amid falling real estate market, and demand for white good was primarily driven by replacement and upgrade. Influenced by many factors such as high inventory of air-conditioning industry and penetration of E-commerce channels, price wars were more frequently seen and competition was further intensified. According to the report of China Market Monitor in 2019, the total retail revenue of China's home appliances market (excluding 3C) was RMB 898.2 billion, decreasing by 3% compared to same period last year, it was the lowest growth rate since 2012. Among them, retail sales of refrigerators, washing machines, household air conditioners, water heaters and kitchen appliances increased by 1.0%, -0.6%, -3.6%, -3.5% and -3% compared to the same period last year. According to ChinaIOL, driven by multi-split air conditioner, the revenue of central air conditioners in 2019 reached RMB 88.587 billion, representing an increase of 2.85%.

At the same time, Chinese consumers continued to pursue a higher standard of living, and the consumer demand of different groups was more diversified and differentiated. Driven by the demand for

replacement and technology iteration, products continued to upgrade in a direction of health, energy saving, large capacity and intelligence. Sales of complete product sets were accelerated by the integration of home furnishing & appliances. Benefiting from the continuous emergence of new items, products with low penetration, such as tumble dryers, dishwashers and wall-mounted boiler, grew rapidly. Product experience was improved by the application of smart, IoT, voice control and other technologies, and competition expanded from a single hardware to full range products combining hardware and software, interconnected platform and integrated ecosystem. **Enterprises must accelerate the transformation from selling single item to providing comprehensive smart homes solutions.**

In terms of channel reformation: ①The online market continued to grow, but with a slower rate than that in 2018. The major e-commerce platforms penetrated low-end market by the construction of marketing and product, thus impacting the existing ecosystem and competition; ②The emergence of short video and live broadcast and other new tools give rise to user-centered content as a new marketing trend, further improving the conversion rate; ③The offline channels promoted high-end transformation, and optimized the efficiency by focusing on scene experience, increasing the proportion of middle and high-end products and refining the operation. **The industry transformation from ‘mass manufacturing and distribution’ to ‘brand manufacturing and retail’ is imperative for manufacturers.**

In terms of competition structure: (1) The share of leading players continued to rise in refrigerator, washing machine, air conditioner and water heater while continuous entry of new brands caused the competition to intensify and brand concentration to decline in kitchen appliance; (2) According to CMM, the online and offline average prices of refrigerator and washing machine industry were polarized, with the online average price going down and the offline average price going up; while air conditioner, water heater and kitchen appliance all experienced downturn in both online/offline average price. ①Affected by the aggravation of E-commerce price war, the online average prices of refrigerator and washing machine industries dropped by 7.1% to RMB 1,923 and 8.8% to RMB 1,354 respectively; benefiting from the high-end transformation of offline channels and the continuous innovation and structural upgrade, the offline average prices of refrigerator and washing machine increased by 3.3% to RMB 4,456 and 5.3% to RMB 3,128 respectively; ②The air-conditioning industry fell into the mire of price war, and both the offline and online average prices declined significantly. The average online price in air-conditioning industry was RMB 2,687, representing a decrease of 9.2%; the average offline price was RMB 3,661, representing a decrease of 5.5%; ③The average prices of both kitchen appliances and water heaters showed a continuous decrease. The average online and offline prices of water heaters fell by 8.9% and 4.7% respectively, and both average online and offline prices of range hoods fell by 2.7%.

(II) Overseas home appliances market

The performance of overseas market varied due to different level of economic development and appliances penetration. On the whole, the developed countries driven by stable replacement demand, and developing countries with low penetration maintained a rapid growth:

(1) The US appliances industry declined by 1.5% in 2019 with growth rates of refrigerators, freezers, kitchen appliances and dishwashers at - 3.6%, - 14.9%, - 3.6% and - 0.3% respectively, and washing machine industry increased by 1.7%. (2) The European market was affected by the slowdown in GDP growth, and the performance was flat year-on-year. The overall performance was flat year-on-year. (3) ① Indian market was affected by slow economic growth, currency devaluation and rising domestic unemployment rate, and the growth rate in home appliance market fell to 5%. ② Pakistani market was affected by continuous depreciation of rupee and tax reform, and the industry decreased by 5%. (4) Southeast Asia market grew steadily and Japanese and Korean brands intensified the local price competition. (5) The Japanese market's annual sales volume increased by 2% and the product preference changed to large capacity and high end with higher price. (6) Australian market was affected by slowdown of economic growth, falling consumer spending and house prices and it had a negative growth of 6.6% in home appliances market, and the profitability was affected by currency fluctuation and aggravation of competition.

2020 Industry Outlook:

(I) Domestic home appliances industry

In 2020, completion area of the domestic real estate market is expected to turn positive, boosting new demand; the accelerated iteration of product technology will speed up replacement; 5G technology promotes the development of smart appliances, consumption upgrades, and demand for series-based and scenario-based products. Although the outbreak of the novel coronavirus at the beginning of the year has suppressed the demand for home appliances in the short term, its impact in the medium and long term will be limited. After the downturn, the industry is expected to gradually show sign of recovery during the year. At the same time, the outbreak of the virus will further stimulate the demand for healthy and smart home appliances.

Continuous penetration of ecommerce into low-tier market unlocks the demand for low-end products, intensifies price competition, and weakens short-term average price growth momentum. According to AVC, refrigerators, washing machines, air conditioners, water heaters, kitchen appliances will face downward pressure to varying degrees in 2020. Price competition will continue to increase the concentration of the industry, impacting small and medium-sized brands that rely on low-price. Leveraging on their advantages in branding, supply chain, distribution channel, R&D and manufacturing, capability leading players will continue to gain market share.

(II) Overseas home appliances market

The easing of the trade war in 2020 is beneficial to the global economy, but the deterioration caused by the outbreak has a negative impact on global economy and the demand for home appliances.

II. Explanation on significant change on major assets of the Company during the reporting period

☐Applicable ☒Not Applicable

III. Analysis on core competitiveness during the reporting period

☒Applicable ☐Not Applicable

Since incorporation in 1984, the Company has always adhered to the principle of grasping the development trend of the industry and driving the sustainable and healthy development with innovation system focusing on the satisfaction of users' demand for a better life, and it has successfully turned itself from a collectively owned small factory which was on the verge of bankruptcy into one of the largest home appliances manufacturers in the world. The Company is committed to realizing sustainable development across different cycles through continued innovations in strategy, management model, brand building, R&D, smart manufacturing, and expansion in domestic and foreign markets globalization.

(I) World-renowned brand reputation and global leading position in smart home solutions

Based on the all-round deployment of brand, research and development, intellectual manufacturing, channel, service, ecosystem and smart home platform, Haier has built one of the world's leading white goods, kitchen and bathroom production portfolio, offering refrigerators and freezers, washing machines, air conditioners, water heaters, water purifier and kitchen appliances, and it provides consumers with 'Full set, Customized, Iterative' '5+7+N' smart full set solutions. 'Full set' is a one-stop solution to solve users' demands of whole-house appliances through a full set service that integrates smart home product solutions. 'Customized' enables users to freely customize smart home scenario based solution. 'Iterative' refers to upgrade and iterate smart home technology, performance and experience by user's habits and scene requirements, and constantly adapt to user's need by collecting and analyzing product use data with smart home cloud brain.

According to Euromonitor, Haier has been ranked global No. 1 large home appliances brands for 11 consecutive years. In category of refrigerators, washing machines, wine cellars, and freezers, the Company continues to be No. 1 in the world. Facing the rapid changes of the times and the continuous iteration of user needs, the Company has achieved full coverage of user groups around the world, broken down the global technical and data-sharing barriers as well as promoted the healthy development of the industry through the global strategic synergy among seven brands, namely Haier, Casarte, Leader, GE Appliances, Fisher & Paykel, AQUA and Candy.

Excellent outstanding brand, R & D and innovation, continuous satisfaction and leading in appliance trend consumption are important to continuous development, and thus directly facilitate its leadership in high-end market. In 2019, Casarte's market share of home refrigerator and washing machine's price above RMB 10,000 reached 40% and 75.5% respectively, and the market share of air conditioner's price above RMB 15,000 reached 40%; the market share of Fisher & Paykel, the world's top home appliance brand, is No. 1 in New Zealand.

(II) Industry-leading R&D and technological competitiveness

1. Global R&D network: Relying on 10 R&D centers across the world (eight are overseas) and multiple (N) innovation centers that focus on changing users' demand, Haier has built a '10+N' open innovation system to form a global network of partners and users, and attracted world-class resources to participate in its 'cooperation, win-win and sharing' mechanism. Haier therefore plays a leading role in the development of products and technologies in the industry, and realizes the goal that 'R&D goes wherever users demand and innovation resources are' to provide excellent experience for its users.

2. Leadership in the development of international standards: By the end of 2019, Haier has participated in preparation and revision of 67 international standards, and 550 national / industrial standards revisions cumulatively, ranking No. 1 in the Chinese home appliance industry, covering seven fields including smart home, mass customization, smart manufacturing, smart factory, smart production, industrial big data and industrial Internet. The Company has comprehensively led the development of international standards for smart home in four international standard organizations (ISO, IEC, IEEE, OCF), and achieved the global leadership of cloud based smart home ecosystem. The Company is the only Chinese home appliance enterprise with a seat in the International Electrotechnical Commission's Market Strategy Bureau (IEC/MSB), and it is also the only home appliance enterprise in China with the membership in International Standards Technical Subcommittee. Haier took the lead in setting up the IEC TC59/SC59M WG4 Refrigeration International Standard Working Group and led the development of new international standards for refrigeration. Haier also led the development and release of the world's first AI standard white paper. In addition, the development of IEEE's Smart Home, Internet of Clothing, Internet of Food and other international standard were also led by Haier.

3. Leadership in technical patents and industrial design: Up to now, the Company has applied for more than 53,000 patents globally, and of which invention patents are more than 33,000 accounting for more than 60% of the total, ranking first in Chinese home appliance industry. With more than 11,000 overseas invention patents in 28 different countries, Haier is the home appliance enterprise with the largest number of overseas patents (11,000). Haier was awarded China Patent Gold Award 9 times, ranking first in the industry. Haier has won 15 'State Prizes for Progress in Science and Technology', the highest honour in China's science and technology sector, becoming the home appliance enterprise with the most State Prizes for Progress in Science and Technology, accounting for over half of the prizes awarded within the industry. Haier has won 3 'China Gold Awards on Excellent Industrial Design (中国优秀工业设计金奖)' issued by Ministry of Industry and Information Technology (MIIT), making it the only enterprise winning 'China Gold Awards on Industrial Design (国家工业设计金奖)' for three consecutive years; It has received 3 international gold awards on industrial design and 194 Design Awards (including the above three gold awards).

4. Innovative R&D through HOPE platform: In parallel to in-house innovation, Haier opened up its global resources, built HOPE (Haier open innovation platform) to incorporate users, enterprises and

resources into the same interactive ecosystem. In addition, Haier continued to make cross-border and revolutionary innovation through effective collaboration and zero-distance interaction of different stakeholders within the community.

(III) Competitiveness of industrial smart manufacturing that leads to change

The core competitiveness of Haier's smart manufacturing lies in its commitment to long-term value for users and the transition from large-scale manufacturing to large-scale customization. Haier has established 15 global-leading smart factories as examples for the industry and 2 'lighthouse factories (灯塔工厂)' of the fourth industrial revolution, and continued to upgrade the capacity of inter-connectivity, digital insight and intelligent optimization of the entire ecosystem and with production capabilities in refrigerators, washing machines, air-conditioners, water heaters, kitchen appliances, to fulfil users' demand for enhanced experiences which contributed to non-warehousing rate of products increasing to 75%, the orders from mass customization with full user involvement accounting for 24%, and the orders from mass customization with full distributor involvement reaching 51%.

(IV) The layout of efficient and in-depth distribution network

1. Through an Omni-channel distribution system, the Company has established full coverage of first, second, third and fourth-tier domestic markets and provided convenient shopping experience. The Company also maintained strong strategic cooperation with offline distributors including Gome and Suning, as well as e-commerce platforms including Tmall and JD.com. There are more than 8,000 county-level stores and more than 27,000 town-level stores in Haier's distribution network where the Company maintains close relationship with major regional distributors. In addition, the Company has accelerated the expansion of network coverage in home improvement channels, with the number of contacts exceeding 2,500 by the end of 2019. Relying on the advantage of multi-brand and complete-sets product, the Company will build smart and full-scene experience stores to provide comprehensive displays, design, sales and services in the end-market.

2. The Company has constructed 'Jushanghui' (巨商汇) platform to provide the order management for distributors to digitized procurement, sales and settlement and reduce the management cost. 'Yilihuo' (易理货) platform covers purchase, sale, inventory and membership management of township distributors. The Company provides direct logistics to the town through cloud based warehouse system, while comprehensively integrating the network of logistics, information, service and sales to improve overall efficiency.

3. In 2019, the Company promoted the implementation of Smart Home APP, 001 Experience Center and Internet of Clothes Experience Center and, through online terminals and offline experience stores, displayed Haier Smart Home scenario solutions to distributors, users and commercial partners, so as to improve the conversion rate.

(V) Excellent global operational capability

Focusing on ‘building proprietary brand portfolio’, the Company has completed its 3-in-1 network comprising R&D, manufacturing and marketing in major overseas markets through organic growth and acquisitions, in order to identify and meet local consumers’ demand. The Company’s global sales network covers more than 160 countries, with 54 wholly/partially owned factories overseas.

In 2019, the Company deepened the 3-in-1 global implementation by focusing on creating brand and accelerating high-end transformation, and continued to strengthen leadership in smart home solution in the IoT era overseas. In 2019, revenue from overseas operation amounted to RMB 94.1 billion, representing 47% of the total revenue while near 100% of the revenue was generated from self-managed brands. The Company has successfully transformed from a single-brand operation to a multi-brand and cross-regional global business. The Company targets a leap from ‘going out, going in’ to ‘going up’ through integration of global resources, and gradually entering the mainstream market. The Company’s market shares in Pakistan, the US and India ranked No. 1, No. 2 and No. 4; and it is No. 5 in Europe and No. 2 in Australia.

(VI) Integrity of corporate culture and the win-win under *RenDanHeYi* management

Integrity based on quality and service is vital to Haier’s development and success. With ‘user-oriented’ and ‘persistent honesty’ values, Haier has turned itself from a collectively owned small factory which was on the verge of bankruptcy into the largest white goods manufacturers in the world, while keeping a leading position in world-wide innovation in the Internet era. Haier upholds the operation value of ‘taking the user as right and ourselves as wrong’, which stimulated the spirit of innovation, revolution and entrepreneurship. The value of ‘win-win under *RenDanHeYi*’ is fundamental to sustainable development of Haier. Haier belongs to all stakeholders, including employees, users, shareholders, business partners and the community. In the era of network, Haier has formed a network of suppliers and partners with shared interests to create value which contributes to long term sustainability. In order to achieve this goal, Haier continues to carry out business, develop and refine the win-win model under *RenDanHeYi* where ‘Ren’ refers to employees who have the spirit of entrepreneurship and innovation, and ‘Dan’ refers to value creation for users. Every employee creates value for users in his/her business unit, thereby realizing their own value, during this process, maximizing shareholders’ and enterprise value..

SECTION IV DISCUSSION AND ANALYSIS ON OPERATIONS

I. Discussion and analysis on operations

The Company followed the strategy of smart home leadership, and promoted the transformation from selling single products to providing complete sets of smart home appliance solutions and from distribution to retail through the ecosystem microenterprise community (EMC) self-driven mechanism under *RenDanHeYi* model. Through product and scenario solution leadership, high-end brand leadership, retail transformation, global operations, and ecological capacity building, the Company managed to achieve business growth amid economic downturn. In 2019, revenue amounted to RMB 200.762 billion, representing a year-on-year increase of 9.1%; and net profit attributable to owners of the Parent Company amounted to RMB 8.206 billion, representing a year-on-year increase of 9.7%. During the reporting period, a total of RMB 270 million was invested in building smart home platform and industrial internet platform, in order to cultivate the ecological brand and accelerate the transformation of ‘Replacing Products with Scenarios and Incorporating All Industries into the Ecosystem’.

(I) Rising domestic market share, strengthening of high-end leadership.

①According to China Market Monitor Co., Ltd (CMM), the Company's offline and online retail sales market share of refrigerators, washing machines, household air conditioners, water heaters and kitchen appliances continued to grow upward trend, and the offline market share of refrigerators and washing machines is 3.1 and 2.1 times that of No.2 player while the online market share is 2.2 and 2.2 times that of No.2 player. According to ChinaIOL, the Company's market share of central air conditioners in 2019 was 9.6%, representing a year-on-year increase of 0.3 percentage points. ②Casarte recorded income of RMB 7.4 billion, representing a year-on-year increase of 30%, and its position in the high-end market was further consolidated.

Domestic Industry	Domestic Online Market		Domestic Offline Market	
Refrigerators	34.5%	↑ 2.3PCT	36.7%	↑ 1.4PCT
Washing machines	36.3%	↑ 2.0PCT	36.3%	↑ 2.8PCT
Air conditioners	8.8%	↑ 0.1PCT	12.2%	↑ 0.8PCT
Water heaters	23.6%	↑ 1.8PCT	20.5%	↑ 2.4PCT
Kitchen appliances	6.2%	↑ 0.3PCT	5.5%	↑ 0.7PCT
Water purifiers	23.3%	↑ 0.4PCT	21.3%	↑ 7.2PCT

(II) Enhancement of competitiveness overseas.

Based on more than two decades of proprietary independent brand management creation, and combined with effective industry integration, especially following the acquisition of GEA in 2016, the overseas operating system and capabilities of the Company continued to be optimized through the construction of global collaborative platforms and the implementation of mid-to-high-end transformation strategies. In 2019, the Company promoted mid-to-high-end leadership and channel retail transformation in various markets around the world, with significant improvements in operating performance. The overseas revenue for the year was RMB 94.1 billion, representing a year-on-year increase of 22%, and the overseas revenue of the Company accounted for 47% of total revenue, 5 pct pt greater than 2018.

(III) Implementation of smart home scenarios and development in ecosystem capabilities.

Relying on complete-set home appliance products, the Company provided comprehensive smart home solutions leveraging on AI+IoT platform to iterate from ‘connected intelligence → interactive intelligence → decision intelligence’ and continuously optimize the 5+7+N smart home scenario experience; based on the real-time connection of data, equipment, scenarios, and introduction of ecosystem resources, the Company provided users with personalized and value adding; continued to expansion distribution channels, with scenario interactive experience centers like Haier Smart Home 001 Experience Centre, Internet of Clothes, the Company created full scenario immersive experience and increased the share of complete set of products in the form of live experience and live scenario streaming on Smart Home APP and third platform.

(IV) Honours of the Company.

On 11 June 2019, ‘BrandZ™ Top 100 Most Valuable Chinese Brands in 2019’ added IoT eco-brand class, and Haier became the first and only entry of the Top 100 IoT Eco-brand in BrandZ history; on 22 July, the Company was re-listed in Fortune 500 with ranking ascended by 51.

On 9 January 2020, Euromonitor published 2019 global retail sales of large home appliance brands survey, naming Haier No.1 for the eleventh time; on 21 January 2019 (US Eastern Time), Times released the lists of ‘World’s Most Admired Companies 2020’, and Haier Smart Home was listed, making it the only one from home appliance industry outside US.

Main achievements in 2019:**(I) Focusing on innovative technology, and leading industry development.**

The Company continuously promoted the collaboration between global R&D centres, maintained global leadership level in modularization, technology, products and R&D. With a focus on creating best-selling products, the Company enhanced efficiency of operations through modular design and streamlining the number of SKUs.

1. Refrigerator/freezer business

As the global leader in refrigerator industry, the Company is committed to provide users with healthy, smart and artistic high-quality food preservation solutions through comprehensive and sustained technological innovation and product iteration, thus leading the industry development.

(1) Healthy and preservation technology upgrade. Casarte MSA oxygen-controlling and fresh-keeping technology doubled the preservation time by reducing the oxygen concentration in a specific room, and the nutrient loss rate was less than 1/10 of that in an ordinary refrigerator. The breeze technology reduced temperature fluctuation from 2°C to 0.2°C; and refrigeration time shortened from 270 seconds to 0.1 second.

(2) Investment increase in smart products & solutions. In terms of intelligent experience, the Company released products with TFT smart screen, sliding electric door opening and 270° curved surface light source, in order to achieve intelligent experience such as human-computer interaction, smart storage, and lighting without blind corners, which can endow users with an all-around smart experience; as to home integration, the Company with persistent pursuit of details can provide users with embedded products featured by great sense of style, design and aesthetic appearance. The aforesaid details include, for example, the unification of classic or fashionable colours of home & household appliances, the match of refrigerators to home environment and overall home decoration style and the refrigerator's integration with cabinet, realization of right-angle wide open and possession of great autonomous heat dissipation capacity.

(3) Industry leading technologies and products further enhance leading position of the Company, implementing solutions for smart kitchen. ①Based on the parents' consumption idea and demand for infant care who bore in 1980s and 1990s, the Company iterated the Free Embedded 'YingAi (婴爱)' Series build-in kitchen appliance, which can provide infrared constant temperature storage and double sterilization solution as well as exclusive 'YingAi' storage space solutions. ②Focusing on the smart lifestyle of high-end family, the Company iteratively developed a smart dual-screen series products with master craftsmanship and embedded family health management system, which achieved health data monitoring, meal management plans and active service of British butler. In 2019, Casarte refrigerator revenue increased by 27%.

2. Washing machine business

As a global leader in the washing industry, Haier Washing Machine is committed to providing users with an excellent laundry experience. Through continuous product innovation and technological iteration, it continued to lead the industry to upgrade.

(1) New technologies including IoTs, Smart and Artificial Intelligence were launched and applied to introduce solutions, such as smart and exclusive laundry which can automatically calculate and match the best washing procedures based on the information of clothing type, material, stain type and water quality and deliver washing procedure precisely. (2) Newly launched Haier ‘XianHe (纤合)’ washing machines were equipped with direct-drive motor and ultrasonic materialized air washing function with a large cylinder diameter to accurately care high-end fabrics, and drive the market share of front-loading washing machines priced at or above RMB 6,000 to ascend 5.3 percentage points, reaching 41.7%. In terms of top-loading washing machines, the Company has innovatively proposed the single-cylinder washing solution for problems that the inner and outer cylinders were subject to stain accumulation, water consumption and space occupation. With research and breakthroughs to solve technical problems such as single-cylinder noise reduction and accurate detection, the Company has made the first outer cylinder free single-cylinder washing machine in the industry. The technology for such project has obtained 2 international invention patents, achieving material, water and energy saving of a single machine, ushering a new era in the impeller type washing machine industry, and realized the market share of the top loading washing machines at or above RMB 5,000 ascended to 3.2 percentage points, reaching 75.6%. (3) Advanced technologies and products assist the Company in implementing the smart solution for clothing washing and care. Casarte washing machines have always led the industry standard. Casarte introduced a luxury series of integrated gentle washing machines, equipped with upper and lower cylinders and super steam spraying washing, intelligent sensor door, ultraviolet sterilization, precision delivery and other functions. Casarte washing machines provided smart clothes care solutions that integrated washing, drying and care, bringing the customers the ultimate experience. The Company’s market share of products above RMB 10,000 reached 75.5%, representing absolutely leading superiority. In 2019, Casarte washing machines recorded a revenue increase of 14%. In the first half of the year, the supply and demand affected by factors including the upward capacity of the new factory was improved in the second half of the year, during which the revenue of Casarte washing machines increased by 30% with the recovery of capacity.

3. Household air conditioner business

Focusing on demand upgrades and technology replacement, and under the leadership of quality, function and intelligence, the Company provided healthy air solutions that met the ultimate experience of users, and created user awareness of ‘Healthy Air Conditioners Goes to Haier’. ①The pioneering fresh air conditioners adopted the dual-power air purification technology, and solved the endangering human health problem caused by indoor CO₂ concentration exceeding the standard in case of staying indoor.

Casarte Yunding (云鼎) air conditioners could detect the air pollution in the room and immediately give an alarm. The LIEP light ion purification technology could remove PM0.3 from the air and bring fresher air. Casarte Tianjing (天净) and Tianyue (天悦) air conditioners were provided with antibacterial solutions: UVC deep ultraviolet rays could kill more than 90% of *Staphylococcus albus* and *Staphylococcus aureus*, more than 93% of H3N2 influenza viruses and over 96% of *E. coli* at one stop. Assistance from the moisturizing and anti-bacteria technology ensured clean air for a long time. ②The Company innovatively developed a full-scale, full-space, and full-scenario intelligent adjustment solution for healthy air to self-detect air parameters such as indoor temperature, humidity, cleanliness and oxygen level and analyse user habits through Haier smart air big data, and achieve active service with self-adjusting and self-processing by air equipment.

In 2019, Casarte Air Conditioner focused on the goal of being No.1 for high-end brands, continuing to enrich its product lineup. The revenue increased by 130%, and its high-end market share continued to increase: in terms of the share of high-end market at or above RMB 10,000, the Company's market share increased from 13.3% at the beginning of the year to 16.2%. The share of RMB1,5000 and above cabinets continued to rank the first place, reaching 40%.

In selection of the 15th CHEARI Annual Technical Innovation Award, 'Haier Constant Temperature Purification Dual Power Air New Integrated Technology' and 'Casarte Conductor Air Conditioner CAP725WBA(A1)U1' were respectively awarded the Technology Innovation Achievement Award and Design Innovation Achievement Award.

4. Central air conditioner business

During the reporting period, the Company accelerated product innovation and core technology development, and launched a series of smart IoT, energy-saving and healthy products to enhance market share: (1)The Company continued to maintain the leading position in technologies including NB-IOT of central air-conditioning, IoT identification and air suspension. Among them, five projects including 'Research and Application of Adaptive Renewal Technology for Multi-split Heat Pump Units' are appraised as internationally leading. (2)The Company launched energy-saving and environmentally friendly green products such as MX8 high heat multi-split air conditioners, Casarte constant temperature and humidity ultra-thin air duct machine, and introduced the hidden type breeze panels, kitchen air conditioners and other innovative products. (3) The Company managed to develop smart products such as multi-split cloud service management platform, household central air-conditioning NB-IOT module, and Casarte new controllers to enrich the smart IoT ecosystem and improve users' experience. (4) The Company launched the first IoT central air conditioner in the world, and led the establishment of 'IoT 5G Application Joint Laboratory' and released the NB-IOT IoT duct type air conditioners to meet users' personalized needs for scenario based experiences.

5. Water heater and water purifier business

Water heater: Focusing on whole-house water and heating solutions, the company managed to become No. 1 online and offline in terms of sales volume. (1) Electric water heater: The Company developed technologies in water purification, 3D gradual heating, and storage-in-combination to create features including full-scale descaling, anti-bacteria and instant heating on products with capacity that is 8 times the existing models. In 2019, products with water purification functions accounted for more than 70% of Haier water heaters. Casarte Tianmu (天沐) series has achieved twelve times the capacity of super large water volume, with the thinnest size and rapid heating in the industry. (2) Gas water heater: In order to improve product safety, reliability and comfort, Haier developed patented technology in eliminating carbon monoxide and waterfall washing with no water. Casarte's waterfall washing with no cold water technology received annual technical innovation award by China Household Electric Appliance Research Institute, and it also received German iF Design Award. Haier promptly introduced gas water heaters with five-fold anti-bacteria technology, copper water pipe anti-bacteria, copper water tank anti-bacteria, sterilization by silver ion, and high temperature sterilization at 60°C. (3) The Company introduced space energy water heater products based on solar energy and heat pump technology, to provide users with round-the-clock, efficient and energy-saving heating solutions. During the period, space energy series grew by 107%, and won the National Prize for Progress in Science and Technology and the AWE Design Award, which effectively established the leading position of Haier in the solar thermal. In 2019, the revenue from Casarte water heaters grew by more than 30%.

Water purifier: Haier currently provides household water terminal purification, whole-house purification and commercial purification solutions. In 2019, in association with China Association Haier published General Technical Guidance for Smart Whole-House Water Purification System, where it led the standardization requirements for general technology of smart whole-house water purification systems based on consumption upgrade and new user demands in the IoT era for the first time. Casarte's high-end whole-house water purification series was equipped with FEV2.0 technology to provide smart experience of automation + luxury large screen + purification effect visible throughout the process. This series innovatively integrated IoT, cloud platform and big data analysis to provide users with one-stop butler services such as water quality monitoring, filter replacement reminder and regular maintenance.

6. Kitchen appliance

The Company integrated global leading platforms of FPA, GEA and Candy to accelerate the development of products and provide users with high-end smart kitchen solutions; and the Company strengthened the competitiveness of Casarte kitchen appliances. Revenue from Casarte brand grew by more than 30%.

Range hoods: The Company focuses on the entire product life cycle from R&D and manufacturing to user's scenario experience to improve their satisfaction. (1) The Company integrated FPA frequency conversion control technology and jointly developed more powerful air ducting system; (2) The Company iterated Haier's cleaning-free series. With patented oil-proof screen technology, the products efficiently

split macromolecular particles such as grease and water particles in order to reduce pollution inside impeller and motors and achieve efficient purification; (3) The Company launched online sound quality detection application, upgrading from traditional detection of noise decibel value to dynamic detection of sound quality index, accurately tracking users' experience and continuously improving experience in range hoods' wind and noise.

Gas stoves: The Company returned to the essence of kitchen cooking. Focusing on the requirements of 'easier cooking, healthier catering, safer use, smarter products, and more coordinated & aesthetic house', the Company introduced new generation of Casarte smart triple-head stove with accurate fire control, automatic cooking and real-time temperature monitoring. Aiming at food nutrition specialty and research on global cooking, the product could provide healthy and nutritious cooking, such as bird nest cooking in an automatic way, set up procedures in advance, and based on automatic temperature monitor and heating power adjustment to achieve real-time adjustment of cooking heating power -first achieve rapid warming with high heat, so that the edible bird's nest can absorb water and heat, then alternate between high and mild heat to separate nutritional organic matters, and finally keep the food warm with gentle heat to extract the essence.

Disinfection cabinets: In response to the needs of specialized users, the Company upgraded light wave pasteurization to medical-grade standards, and Casarte Commander (指挥家) series has become the only disinfection cabinet for food utensils in the industry that reaches the medical-grade disinfection level. The unique patented smart tracking technology monitored the sanitary environment in the cabinet in real time, and started disinfection process automatically.

Ovens: The Company developed directional heating technology based on expertise from GEA and FPA, aiming at accurate heating of different food quickly and conveniently. Casarte Commander series was the first with features including automatic door and wireless probe; ②the leading 7.26"TFT large screen with metal touch buttons improved user experience; ③provided navigation multi-recipes in three scenarios including 'Enjoy life, Fast Life, Roast/Steam at Your Will', and customized private menus through OTA (Over the Air) online upgrade technology; ④together with FPA, Haier established an oven production line to develop dual temperature & humidity control technology and dual steam dynamic balance technology to improve the taste of ingredients.

Integrated cookers: The Company consolidated global R&D resources, green physical patented light wave pasteurization disinfection, NTC smart anti-dry burning technology, anti-spill safety technology and steam dynamic accurate heating conduction system into its cookers series, so as to achieve steaming with freshness maintained without tainting, deep V smoke collection chamber with absorption ratio of 99.9%, to enhance users' safe and healthy scenario experience in the kitchen.

(II) Chinese distribution network: focusing on efficient retail and continuous reformation

In respond to the diversified customer needs and channel formats, the Company initiated the integration of four networks including marketing, logistics, after-sales and information management to

provide unified warehousing and distribution for better overall efficiency. Based on the advantages of comprehensive product portfolio in multiple categories, the Company increased presence in home improvement channels packaged solutions in interior design to delivery and installation of appliances. As a result, user loyalty was enhanced with greater willingness towards multiple unit purchase. Moreover, the Company deepened multi-brand operation, leading to multi-dimensional and in-depth coverage of users group. The Company strengthened its leading position and raised brand's profile by accelerating marketing transformation, thus realize nearly double digit growth in a declining industry in 4Q19.

1. Integrating marketing, logistics, after-sales and information network, unifying warehousing and distribution, combining online and offline sales to improve channel efficiency. ① the company promoted the interconnection amongst products, distributors, users and employees to improve service quality through providing integrated inventory management and logistic services so as to improve efficiency in products, process, personnel and logistics. ②the company provided marketing management at town level, rapid handling of defective products and visualization of orders, thereby enhancing operation and retail competitiveness which promotes distributors to focus on covering village and town markets. In addition, the Company can build reputation through standardized delivery & installation services in towns and villages. ③By the end of December 2019, the unified warehousing and distribution covered 13,415 villages and towns across the country, achieving a year-on-year increase of 11%, a year-on-year decrease of 97% in defective products caused by logistics and a 99.4% on time delivery.

2. The Company continuously promoted network expansion in channels including home improvement market and introducing new distributors with design and installation capabilities in order to tap into one stop comprehensive and customized solution business. Haier Smart Home 001 Experience Centre in Shanghai pioneered a new model of 'replacing single product sales with complete-set and scenario based solutions', and average price of smart scenario package reached RMB 250,000. In 2019, the Company's multiple-unit revenue accounted for 27.48%, representing a year-on-year growth of 5.43 percentage points; and sales from home improvement channels amounted to RMB 8.1billion, representing a growth of 37%.

3. The Company accelerated the expansion of e-commerce platform into lower tier markets while promoting high-end products. In 2019, complete-set sales accounted for 25% online. In 2019, the online and total revenue online reached RMB 35 billion, representing an increase of 25% with an online retail market share of 16.4% up 1.2 pct. pts.

4. The company launched alliance with construction business and strengthen property related business. During the reporting period, 42 strategic partners were developed and 38 smart pilot projects were initiated. The Company received market recognition for providing industry-wide complete-set smart product solutions, rewards including 'Preferred Smart Home Service Provider of Top 500 Chinese Real Estate Developers in 2019' and 'Preferred Smart Decoration Brand of China's Real Estate Industry in 2019'.

5. Multi-brand operation achieving notable results. (1) Net revenue of **Casarte brand** reached RMB 7.4 billion in 2019, representing a year-on-year increase of 30%. The Company continued to expand the

high-end market advantage. In terms of refrigerators and washing machines over RMB 10,000, the Company generated a respective market share of 40% and 75.5%; in terms of household air conditioner over RMB 15,000, the Company generated a market share of 40%. ①The Company led the industry through introducing original technology and complete-set products, launched Commander series, Dibo (帝博) series and Free Embedded series products and realized unified design, complete-set introduction and complete-set display in sets, with proportion of the complete-set users reaching 38%. ②The Company continued to expand the distribution of contact networks at and above the county level and currently the coverage of markets at and above the county level up to 80%. ③The Company focused on community economy, experience economy and sharing economy, and achieved precise interaction and preparing for users' future experience fermentation through community based marketing. Casarte, together with Louvre, France, released its art promotion plan, integrating the art IP resources of Leonardo da Vinci, and successfully drove the market by covering the whole process of users, distributors and retail terminals and separated the competition through online release, offline art exhibition of high-end immersive experience and retail-terminal display. (2) **Leader** strengthened the brand image of 'simplicity, fashion and intelligence' and created the preferred brand for young people in the pursuit of smart life. The sales from online channels for young people increased by 52%, and market share ranked No.9, six places higher than that in 2018. The offline channel promotes the expansion of network from the third- and fourth-tier markets to the first- and second-tier markets. The Company launched joint products in cross-border cooperation with MUJI and enhanced experience contacts for young users, leading to increase in brand awareness and user loyalty.

6. Marketing transformation. The Company built the brand moat, enhanced the brand's volume, and strengthened the brand's leading position. ①By participating in the comprehensive exhibition of high-standard large-scale home appliances in the industry such as AWE, IFA and CES, and launching the leading intelligent scenario schemes, the Company strengthened its brand recognition and set up brand barrier. ②The Company realized the continuous conversion and ignition of its products by establishing innovative marketing methods in new media such as word of mouth marketing, Micro-blog and WeChat marketing, TikTok marketing and Xiaohongshu marketing through share of voice in authoritative media, intellectual property and product placement.

(III) Overseas segment: Entering a new stage of development by continuously consolidating global operation capacity with overall growth of high-end brand building

In 2019, The Company recorded RMB 94.1 billion in its overseas revenue, representing a year-on-year growth of 22%. The total profit margin before tax in overseas market increased by 0.3 pct pts. Looking at various regional markets, the Company achieved revenue growth rate higher than the local home appliance industry with an increasing market share in major overseas markets.

In recent years, the overseas business has maintained a good growth trend, which stems from the Company's persistent adherence to self-owned brand creation, high-end product leadership and channel network upgrades to create a zero-distance marketing experience, continue to optimize the 'R&D, manufacturing and marketing' three-in-one localized layout, and build a localized and efficient operating system. During the reporting period, the Company continued to intensify investment and collaboration in product research and development, brand marketing, and production capacity layout in overseas markets, in order to fully leverage on the advantages of global layout, and actively promote the transformation of single products to smart scenarios to provide guarantee for future profitable growth.

1 High-end products leadership. Relying on a world-leading product platform, the Company created high-end products and strengthened a high-end brand image, deepened the strategic layout of smart scenarios, and embraced the rapid growth of smart connected appliance and products. For example, refrigerators put the focus on 'freshness and health', and washing machines had their focus on quiet water and electricity saving through DD DC frequency conversion and free-cleaning, and 'AC and air purifier integration frequency conversion' leading technology was first introduced. In 2019, the revenue of high-end products from Haier brand increased by more than 40%, and its proportion increased by 5 pct pts.

2 Channel upgrade. Based on their own market characteristics, each region has comprehensively optimized channel structure and increased network coverage through measures such as expanding mainstream channels, building its own network, developing e-commerce channels, and strengthening front-end channel distribution.

3 Zero-distance marketing experience. ①Social media marketing was transformed and upgraded by sponsoring sports events (Russian KHL and Thailand marathon race) and participating in global exhibitions (IFA and CES) and other activities. ②Through the standardization of retail terminal display, the establishment of smart model experience stores and with consumer consultants as the touch point, the interactive experience with local consumers was strengthened, the transformation and upgrade of retail terminal marketing was achieved, and retail terminal retailing capacity was enhanced. ③Through the use of short video platforms, online delivery and emotional marketing were strengthened, new online interaction models overseas were expanded, and the digital marketing platforms were upgraded for operation. The number of overseas Facebook followers exceeded 9 million, and the number of interactions increased by 52%.

4 Optimizing the operating system and improving the three-in-one layout. ①The global synergy advantages were leveraged. Advancement was made in global platform complementarity. Product lineups were improved. Costs were further optimized. A total of 432 collaborative procurement projects have been implemented and completed. A global R & D platform facilitated the launch of full-size French-type multi-door refrigerators and large front-loading products in the United States. ②Continuous efforts were made to optimize the global production capacity layout. On 29 March 2019, the Company started building its second industrial park (Haier Northern India Industrial Park) in India. It is expected to fully cover the huge markets in northern and eastern India at the time of operation; In July and August, 2019, AQUA Vietnam

Front-loading Washing Machine Factory, Haier Russia Washing Machine Smart Factory have been put into operation successively, with an addition of 700,000 units production capacity. In June and October 2019, GEA invested to expand the production of kitchen appliances and water heater factories in the United States. ③The introduction of overseas global GTM (Go To Market) projects and overseas market ERP promoted the digital transformation of business, and enabled the operation and upgrade of the entire value chain.

5. The performances of major global markets were summarized as follows:

(1) In the North America market: In 2019, the sales revenue was RMB 57.9 billion, representing a year-on-year increase of 9.7%, and an increase of 5.6% in US dollars; the share of GEA core home appliances increased by 1.6% and the shares of all core home appliances experienced growth.

①In terms of brand, GEA adhered to the high-end transformation strategy, and continued the investment in high-end brand construction and awareness enhancement: its high-end brand Café maintained rapid growth; ②In terms of the supply chain end, GEA intensified the investment in the construction of smart factories and smart storage systems to optimize manufacturing and warehousing efficiency, thus enhancing the degree of automation; ③In terms of marketing, GEA and Haier brand participated in the CES Show in Las Vegas, USA, to showcase the transformational achievements of the IoT era, and was well received by the industry. In June 2019, GEA was selected as ‘the company with the most patents in Kentucky’; The international authoritative market research organization IoT Breakthrough awarded GE Appliances the ‘Internet of Things Breakthrough Annual Award’ for two consecutive years: 2019 and 2020 Smart Household Appliance Companies.

Since the acquisition in June 2016, through effective integration and synergy, GEA has maintained a good growth trend and its market share has continued to increase. In 2019, the Company’s North American region recorded revenue of RMB 57.9 billion, representing an increase of RMB 10.8 billion from RMB 4.71 billion in 2017; representing an increase of 23%.

(2) In the European market: the revenue amounted to RMB 15.2 billion, representing an increase of 267%, of which the revenue of Haier brand achieved an increase of 12%. In terms of market share: ①Haier multi-door refrigerators gained a market share of over 30% in many Western European countries. ②During 2019, the market share of Haier and Candy dual-brand washing machine sales volume in the European market has reached 13.5%, ranking No.2 in the industry; the market share of dual-brand tumble dryer in the European market reached 12.1%, ranking TOP 5.

①Efforts were continuously made to launch products with leading technology to the market, such as intelligent products like Rapido smart washing machines, smart refrigerators, Super Drum large front-loading washing machines, etc., and efforts would be made to gradually expand to the ecosystem of washing scenarios. ②Adherence to the high-end brand creation strategy was observed. During the reporting period, Haier brand had 350 high-end brand stores in Europe. The average product price continued to rise. The average price index of Haier refrigerators in 2019 was 121, representing an increase

of 15% over 2018; the average price index of Haier washing machines was 100, representing an increase of 13.6% over 2018. ③The business integration with Candy was smoothly carried out, with an aim to achieve the synergy effects that one plus one would be greater than the mere sum. For instance, Haier UK and Hoover as a high-end brand under Candy improved service efficiency for engineers through service integration. The on-site timeliness would be increased by 50% year-on-year and the costs would be decreased by 60%. All those were to guarantee the implementation of the high-end brand strategy of Haier UK.

(3) In the South Asia market: the revenue amounted to RMB 6.3 billion, representing an increase of 6%.

In Indian market: revenue growth rate exceeded 20% and the market share reached 8.2% in 2019, ranking top four in the industry, and its gap with TOP3 was continuously narrowed. ①Washing machines with BM ‘no-need-to bow (不弯腰)’ glass door, partition washing functions and variable-frequency direct-drive technology, smart air conditioner with air purification function strengthened the market leading position ahead; ②Smart scenario leadership: The number of smart campus laundry network was over 120; efforts were made to promote the application of APP control and voice interaction on the product end to enhance the experience of smart scenarios.

In Pakistan market: In terms of local currency, the revenue increased by more than 20% as RMB revenue performance was affected by the substantial depreciation of local exchange rate. The market share of refrigerators, household freezers, air conditioners and washing machines ranked No.1. ①Efforts were gradually made to improve the high-/middle-/low-end lineups to better meet the needs of different consumer groups. The industrial leading products such as the air purification-integrated conditioners and one-button automatic washing machines were launched. ②The number of sales outlets increased by more than 20%, achieving full coverage in first-/second-tier cities, and the proportion of Haier franchised stores continued to increase; in October 2019, the first smart home appliance experience store was built in Pakistan, which promoted the transformation of smart scenarios at retail terminal.

(4) In the Southeast Asia market: the revenue amounted to RMB 3.7 billion, representing an increase of 16%. ①T-door and side-by-side refrigerators, smart self-cleaning air-conditioners, twin drum washing machine, and 525 big inner tube washing machine were introduced to optimize the structure. ②The implementation of smart model home showroom promoted the standardization of smart home experience display and the transformation to mid-to-high end brands.

(5) In the Australia and New Zealand markets: the revenue amounted to RMB 5.4 billion, representing an increase of 5.8% against the trend. Under the setting of the overall decline of the Australian and New Zealand home appliance industry, the Company accelerated the implementation of FPA+Haier dual-brand strategy: high-end FPA 7-9 series products grew by more than 30%, and Haier’s branded 500-600 high-end products increased by more than 50%. The Company promoted the construction of scenario

brand display area and created high-end retailing experience to achieve high-end display and sales of complete sets.

(6) In the Japanese market: the revenue amounted to RMB 3.2 billion, representing an increase of 10%. The year 2019 was the year of breakthrough for brand creation in Japan. Efforts would be continued to differentiate high-end transformation, achieve breakthroughs in new categories, and enhance brand competitiveness: refrigerators would be launched as the ultra-thin ultra-big refrigerators in a differentiated and innovative way, which achieved doubling of share for the ultra-large products; GTW washing and drying machine series has achieved a three-fold growth; the share of horizontal refrigerator iterations and upgrades ranked No.1; the community washing ecology continued to lead the market, and the business model made a breakthrough.

(7) In other regions: ①In the Middle East and Africa markets: the Company launched the retail terminal transformation from the direct export trade to local brand creation and outlets establishment. The revenue from those markets increased by 15%, of which in the Egyptian market, construction of a supply chain that integrated production and sales and radiated the surrounding market has been promoted to improve the profitability of the entire process. ②In the Latin American market: Through the entire process of coordinated gambling, competitiveness of products and services was improved and stable growth was achieved by coordinated gambling throughout the process.

(IV) Full implementation of smart home eco brand strategy

Focusing on AI+IoT capacity building, creating the smart home ‘eco-cloud’, launching Haier Smart Home APP, releasing complete-sets smart home products, building up and operating the first smart scenario interactive experience center and fully enabling the online and offline implementation of the smart scenario solutions to enhance the development of smart home ecological brand strategy and to accelerate the transformation of ‘Replacing Products with Scenarios and Incorporating All Industries into the Ecosystem’.

The year of 2019 was a key year for the full implementation of the Company’s smart home strategy: In March, the Company released a full set of seven brands of smart home products; in June, the Company completed the relevant industrial and commercial procedures of renaming into ‘Haier Smart Home’, and the brand positioning was further clear; In September, the first smart scenario interactive experience center in the industry - Haier Smart Home No.001 Experience Center - was put into operation in Shanghai to create a real model of the best solutions for smart home fields in China; in December, the Haier Smart Home APP was released, with the integrate of design, construction and service full-process solutions and in an effort to build a smart home platform for hundreds of millions of families. In 2019, a total investment of RMB 510 million was made to the Company’s smart home platform. Furthermore, the activated volume of smart home appliances of the Company increased by 63%, the monthly active users of Smart Home APP increased by 350% and the monthly active users of its scenario increased by 142%; the sales of

complete sets accounted for 27.48%, representing a year-on-year increase of 5.43 pct pts; IoT revenue amounted to RMB 4.8 billion, representing a year-on-year increase of 68% .

1. Intensifying ‘AI + IoT’ investment to upgrade the Smart Home cloud technology platform and integrate and launch Smart Home APP. Through the massive data generated by the connected appliance end and the user image formed by the analysis of cloud brain big data, the Company could customize the differentiated scenarios based on user needs and behavior habits, and thought what was on users’ mind to take a turn from passive control to active response. ①Having AI in place to control the whole house appliances. The Company has introduced high-quality technology and content resources in the industry and used Haier smart speakers, voice-based refrigerators, voice-based washing machines, voice-based air conditioners to build a smart home voice portal based on ‘Xiaoyou (小优)’ voice assistant to control the smart appliances in the house; through the interconnection among the appliances, the Company achieved the customization of differentiated scenarios from passive response to active response. ②The Company has upgraded the big data cloud brain platform to promote active service of home appliances and enhance user experience. Through the analysis of data from networked appliances, the Company could accurately understand needs from users, and released more than 70 personalized and active services, and enabled the upgrade and iteration of the scenario experience, in order to improve user stickiness and the activity of networked appliances and the APP. ③Launching Haier Smart Home APP and improving link interactive trading platform experience. It aggregated the functional modules originally scattered on multiple platforms such as U+, Shunguang (顺逛), Haier Services, and Haier.com to create a value interaction platform covering scenario experience, interaction, and iteration. Integrating ‘design, production, sales, interaction, and after-sales’ into one, the APP included intelligent control, complete scenario experiences (VR experience, video preview, real case introduction), online mall, free customized design, one-button after-sales and other functions, which provided users with the full-process solution and full-process care for ‘designing a home, building a home, serving a home’. On the release day of the APP, the APP had 18 million downloads with a sale volume of RMB 116 million on the entire online platform and over 30,000 units scenario sales.

2. Fully promoting the implementation of the ‘5+7+N’ smart complete solutions in the channel system. ①Layout has been made for new smart home channels. The Company brought in new distributors with design and installation capabilities in home furnishings, HVAC water, and smart furnishings, in an effort to strengthen capacity building in front-end channels. ②A smart scenario experience center was set up to vividly present complete solutions. Shanghai Smart Home No.001 Store opened on 6 September, and it has realized the transaction unit price and the maximum unit price value leading the industry. The average transaction price of the smart home scenario solution was RMB 250,000. ③Live broadcasting of new ecology for the smart home scenario: Through the live broadcasting and the spreading on the Smart Home APP and other social media, the designers visited and interacted with users, and displayed solutions for

new community construction and old community reconstruction on site, which was well received among the users.

3. Continuing the building of eco brand with initiatives such as the Internet of Clothing and the Internet of Food. (1) Focusing on a full life cycle solution of ‘washing, caring, storing, setting up, purchasing, and recycling’ for user clothing, Haier Internet of Clothing conducted cross-boundary cooperation with different brands in 13 industries including apparel, home textile, laundry detergent, fur, etc. to set up the industrial IoT Ecological Alliance. It has been widely recognized by the industry, with a cumulative introduction of more than 5,300 eco resources. As of the end of 2019, Internet of Clothes has published GB national standards for clothing product codes and RFID tags, initiated the development of 4 international standards, and participated in the development of 10 national & international standards. (2) The Internet of Food was committed to building a safe food service solution platform. Based on the eating habits data generated by the smart kitchen scenarios, it provided value-added services such as physical examination and health monitoring, smart cooking, purchase of safe ingredients, and formulation of nutrition plans. In 2019, the Internet of Food has integrated recipe resources and established a visual recipe platform to achieve refined, labeled, one-button cooking, and voice-based interactive recipe recommendation management. It has also launched the services such as the refrigerator-based dietary recommendations for 24 solar terms to meet the needs of multi-scenario recipe requirements. The Internet of Food currently has linked more than 300 resource providers of various brands, and has taken the lead in establishing the Internet of Food Ecological Alliance to formulate the world’s first international standard for the Internet of Food.

(V) Smart manufacturing: Integrating advanced manufacturing with a new generation of artificial intelligence technology to help enterprises manufacturing transform and upgrade

During the reporting period, the Company worked to transform from mass manufacturing to mass customization in a use-oriented way and, through building the smart factory and ‘lighthouse factory’, achieve the interconnection and intelligent optimization of its ecosystem.

(1) As of December 2019, 15 smart factories have been built, 2 ‘Lighthouse factories’ for the fourth industrial revolution, with large-scale customization system centered on users in the IoT era, and forming the world’s leading benchmark of high-end manufacturing. (2) During the reporting period, the world’s first intelligent +5G smart factory was built by Haier in conjunction with, among others, China Mobile and Huawei. Through data-based simulation modeling verification, efficient production collaboration and precise quality control, more scenario-based and intelligent IoT products, intelligent combination solutions and AI technology applications have been explored and practiced to optimize the productivity in production efficiency, manufacturing cost and non-warehousing rate and to achieve the self-perception of full-process information, self-decision of full-factor events and self-iteration of full-cycle scenarios, and strengthen the competitiveness of smart manufacturing. (3) Focusing on the goal of ‘the best overall cost, the best quality and the most perfect delivery (最优整机成本、最优质量、最完美交付)’, the production efficiency and

comprehensive cost efficiency of factories were improved through such measures as model concentration, order concentration, module concentration and layout optimization of product and capacity, which provided the support of the best cost and quality for the single model's market competitiveness of mega-hit products. In addition, in April 2019, Shenyang Refrigerator Super Smart Factory became one of the first batch of enterprises obtaining the Smart Manufacturing Capability Maturity Level 4 (国家智能制造能力成熟度四级); in October, Sino-German Refrigerator Super Smart Factory won the national smart manufacturing benchmark enterprise, becoming one of the first batch of eight benchmark enterprises. (4) Promoting the construction of COSMOPlat industrial Internet platform, building '1(main platform) + 7(module) + N(industry)' framework system, and achieving its cross-industry & cross-domain application. In 2019, the Company's investment into the platform was RMB 250 million. For the time being, the underlying platform is able to provide enterprises with a comprehensive solution of hardware and software in 60 subdivisions of 15 major industries including architecture, ceramics, RV and agriculture.

(VI) Sticking to *RenDanHeYi* Model and promoting organizational reform under ecosystem micro-community (EMC) self-driven mechanism

The EMC self-driven mechanism is the ability of the enterprise's production and marketing nodes to continuously meet the changes of user's need and to survive by realizing interconnection, synergy and iteration in a highly networked society with constantly changing supply and demand. It is the basic organizational mechanism guarantee for the Company to keep abreast of times and create a world-class Internet of Things model. EMC organization is an integration of experience-oriented EMC and solution-oriented EMC. The experience-oriented EMC is a community and touch point that directly interacts with users. It constantly interacts with users to obtain user needs in real time. The solution-oriented EMC refers to research, development and other nodes, which provides continuously iterative scenario solutions by connecting the resources of all parties. Under the same goal, the experience-oriented EMC and solution-oriented EMC merge and compromise each other to form a self-driven ecosystem that jointly meets the user's needs. EMC organizations can achieve self-sustainability based on the continuous segmentation of user groups and can also spontaneously emerge based on new market opportunities. It undertakes market-leading goals to ensure continuous iteration of user experience. This self-organization and self-driven of EMC can realize the self-adaptation that can meet the needs of different users. Such self-adaptive non-linear network enables zero-distance integration between the EMC and users and continuously improves transaction efficiency.

II. Principle operating conditions during the reporting period

Please refer to the related statement in 'I. Discussion and analysis on operations' of this section.

(I) Analysis of principal business

1. Table of movement analysis on the related items in income statement and cash flow statement

Unit and Currency: RMB

	Current period	Corresponding	Change (%)
--	----------------	---------------	------------

Items		period of last year	
Operating revenue	200,761,983,256.57	184,108,481,959.27	9.05
Operating cost	140,868,398,722.26	130,455,086,874.95	7.98
Selling expenses	33,682,126,291.31	28,923,144,934.04	16.45
Administrative expenses	10,113,263,329.25	8,405,151,809.85	20.32
R&D expenses	6,266,936,518.17	5,104,647,278.53	22.77
Financial expenses	893,017,558.86	931,591,642.48	-4.14
Net cash flow generating from operating activities	15,082,630,942.73	19,142,782,481.20	-21.21
Net cash flow generating from investing activities	-10,961,583,141.21	-7,649,618,833.83	-43.30
Net cash flow generating from financing activities	-6,012,963,226.41	-10,501,977,971.46	42.74
Other income	1,282,213,029.53	932,261,059.52	37.54
Investment income	5,479,539,484.34	1,924,571,212.54	184.71
Gains from change in fair value	76,716,967.53	-145,191,723.49	152.84
Loss on credit impairment	-150,370,315.60	-99,632,377.38	-50.93
Gains from disposal of assets	485,727,628.01	267,752,434.20	81.41

Reasons analysis of changes in indicators that change significantly:

- 1) Other income increased by 37.54% compared to the corresponding period, which mainly resulted from increase of government grants in the current period;
- 2) Investment income increased by 184.71% compared to the corresponding period, which mainly resulted from change in equity of Haier Electrics's subsidiaries;
- 3) Gains and losses from change in fair value increased by 152.84% compared to the corresponding period, which mainly resulted from changes in fair value of the forward foreign exchange trading contracts in the current period;
- 4) Loss on credit impairment increased by 50.93% compared to the corresponding period, which mainly resulted from acquisition of Candy;
- 5) Gains from disposal of assets increased by 81.41% compared to the corresponding period, which mainly resulted from the growth of gains on disposal assets by subsidiaries.

2. Analysis of income and cost

□Applicable √Not Applicable

(1). Principle operating activities by sectors, products and regions

Unit and Currency: RMB 0'000

Principle operating activities by products						
By products	Operating revenue	Operating cost	Gross profit margin (%)	Operating revenue increased/decreased yoy (%)	Operating cost increased/decreased yoy (%)	Gross profit margin increased/decreased yoy (%)
Air-conditioners	2,912,836	2,003,477	31.22	-8.32	-7.65	Decrease by 0.50 pct pt
Refrigerators	5,843,755	3,957,685	32.27	7.54	4.59	Increase by 1.91 pct pt

Kitchen appliance	2,950,893	2,032,313	31.13	18.27	18.00	Increase by 0.16 pct pt
Water home appliances	962,400	521,176	45.85	5.77	5.60	Increase by 0.09 pct pt
Washing machines	4,471,430	3,008,254	32.72	23.29	25.51	Decrease by 1.19 pct pt
Equipment components and channel integrated service	2,805,757	2,518,049	10.25	4.47	2.30	Increase by 1.91 pct pt
Principle operating activities by regions						
By regions	Operating revenue	Operating cost	Gross profit margin (%)	Operating revenue increased/decreased yoy (%)	Operating cost increased/decreased yoy (%)	Gross profit margin increased/decreased yoy (%)
Domestic regions	10,615,126	7,198,462	32.19	-0.43	-1.04	Increase by 0.35 pct pt
Foreign regions	9,331,943	6,842,491	26.68	21.71	18.92	Increase by 1.72 pct pt

Note: The total profit margin before tax in overseas in 2019 was 2.8%, representing an increase of 0.3 pct pts.

(2). Table of production and sales analysis

√ Applicable □ Not Applicable

Main products	Unit	Production	Sales volume	Inventory	Production increased/decreased yoy (%)	Sales volume increased/decreased yoy (%)	Inventory increased/decreased yoy (%)
Home appliances	10,000 units / set	7,677	9,242	1,639	9.2	1.0	27.6

(3). Table of cost analysis

Unit: RMB 0'000

By sectors	Cost component	Amount for the current period	Percentage of the amount for the current period in total costs (%)	Amount for the corresponding period of last year	Percentage of the amount for the corresponding period of last year in total costs (%)	Percentage of change of the amount for the current period compared to the corresponding period of last year (%)
Home appliance industry	Principal business cost	11,522,904	100.00	10,566,171	100	9.05
	Raw	9,591,818	83.24	8,869,679	83.94	8.14

	material					
	Labor	698,271	6.06	591,570	5.60	18.04
	Depreciation	208,163	1.81	175,843	1.66	18.38
	Energy	62,414	0.54	61,142	0.58	2.08
	Others	962,238	8.35	867,938	8.21	10.86

(4). Major distributors and major suppliers

√Applicable □Not Applicable

Revenue from the top five distributors was RMB 40,264.39 million, representing 20.06% of the total sales for the year; among the revenue from the top five distributors, the revenue from related parties was RMB 0 million, representing 0 % of the total sales for the year.

The purchase amount from the top five suppliers amounted to RMB 35,672.55 million, representing 19.32% of the total purchase amount for the year; among the purchase amount from the top five suppliers, the purchase amount from related parties was RMB 20,120.0869 million, representing 10.90% of the total purchase amount for the year.

3. Expenses

□Applicable √ Not Applicable

4. R&D expenditure

(1). Table of R&D expenditure

√Applicable □Not Applicable

	Unit: RMB
Expensed R&D expenditure for the current period	6,266,936,518
Capitalized R&D expenditure for the current period	444,081,451
Total R&D expenditure	6,711,017,969
Total R&D expenditure as a percentage in operating revenue (%)	3.34
Number of R&D personnel	16,679
Number of R&D personnel as a percentage in total employees (%)	16.72
Proportion of capitalization of R&D expenditure (%)	6.62

(2). Explanation of R&D expenditure

□Applicable √ Not Applicable

5. Cash flow

√ Applicable □Not Applicable

1) Net cash flow generated from investment activities increased by 43.29% compared to the corresponding period, which mainly resulted from the expenses on acquisition of Candy.

2) Net cash flow generated from financing activities decreased by 42.74% compared to the corresponding period, which mainly resulted from the payment of liabilities with interest and the acquisition of FPA in the corresponding period.

(II) Major changes in profits caused by non-principal businesses

☐Applicable ☒Not Applicable

(III) Analysis of assets and liabilities

☒Applicable ☐Not Applicable

1. Assets and liabilities

Unit: RMB

Items	Amount as at the end of the period	Percentage of amount as at the end of the period over total assets (%)	Amount as at the end of previous period	Percentage of amount as at the end of the previous period over total assets (%)	Percentage of change in amount from the end of previous period to current period (%)	Explanations
Financial assets held for trading	308,135,007.05	0.16	1,775,648,387.76	1.06	-82.65	Mainly due to the decrease in short-term wealth management products in the current period
Derivative financial assets	19,158,132.45	0.01	96,723,164.37	0.06	-80.19	Mainly due to the expiration of the forward foreign exchange trading contracts in the current period
Prepayments	1,272,921,546.72	0.68	594,462,998.04	0.35	114.13	Mainly due to the increase in prepayment to bulk materials
Other receivables	2,163,517,802.50	1.15	1,656,056,557.69	0.99	30.64	Mainly due to Candy acquired in the

						current period
Assets held for sale			144,091,213.39	0.09	-100.00	Mainly due to the completion of disposal of Shengfeng Logistics, a subsidiary of Haier Electric
Other current assets	6,985,966,115.46	3.73	5,079,674,706.45	3.02	37.53	Mainly due to Candy acquired and the increase in the wealth management products
Long-term equity investment	20,460,763,915.68	10.92	13,993,750,238.52	8.33	46.21	Mainly due to the changes in equity of Haier Electric's subsidiaries
Construction in progress	2,391,364,659.97	1.28	3,873,648,086.10	2.30	-38.27	Mainly due to transfer of construction in progress to fixed assets
Right-of-use assets	2,755,066,601.59	1.47			100.00	Mainly due to the right-of-use assets recognized under the new lease standards
Development cost	193,285,777.10	0.10	538,382,288.33	0.32	-64.10	Mainly due to the transfer into intangible assets in the current period
Long-term prepaid expenses	437,586,912.58	0.23	231,512,313.15	0.14	89.01	Mainly due to the increase of expenditures that the benefit period more than one year

Short-term borrowings	8,585,049,237.18	4.58	6,298,504,892.57	3.75	36.30	Mainly due to the expenditures of acquisition of Candy
Financial liabilities held for sale	42,799,173.35	0.02	218,748,280.33	0.13	-80.43	Mainly due to the termination of forward foreign exchange
Derivative financial liabilities	99,548,853.97	0.05	35,603,754.54	0.02	179.60	Mainly due to Candy acquired
Receipts in advance			14,681,466.58	0.01	-100.00	Mainly due to the completion of the contracts in the previous period
Liabilities held for sale			32,362,267.88	0.02	-100.00	Mainly due to the completion of disposal of Shengfeng Logistics, a subsidiary of Haier Electrics
Non-current liabilities due within one year	7,317,138,918.02	3.90	4,655,206,739.98	2.77	57.18	Mainly due to the some long-term borrowings will due with one year and Candy acquired in the current period
Lease liabilities	1,980,271,767.35	1.06			100.00	Mainly due to the lease liabilities recognized under the new lease standards
Long-term payables	142,342,718.45	0.08	106,763,243.99	0.06	33.33	Mainly due to the increase in Long-term payable of subsidiaries
Deferred	1,154,413,295.72	0.62	405,343,787.76	0.24	184.80	Mainly due

income tax liabilities						to Candy acquired in current period and the changes in equity of Haier Electric's subsidiaries
Other non-current liabilities	70,071,490.03	0.04	1,823,866,693.93	1.09	-96.16	Mainly due to the disposal of long-term equity investment of Shengfeng Logistics, a subsidiary of Haier Electric
Other equity instruments	431,424,524.07	0.23	904,485,788.71	0.54	-52.30	Mainly due to the conversion of Company's convertible bond
Capital reserve	4,435,890,845.47	2.37	2,451,667,057.65	1.46	80.93	Mainly due to the conversion of Company's convertible bond
Other comprehensive income	1,317,988,619.66	0.70	772,632,347.35	0.46	70.58	Mainly due to Candy acquired in the current period

Other explanations:

Nil.

2. Restrictions on major assets as of the end of reporting period

☐Applicable ☒Not Applicable

3. Other explanations

☐Applicable ☒Not Applicable

(IV) Analysis of industry operating information

☐Applicable ☒Not Applicable

(V) Analysis of investment**1. Overall analysis on external equity investment**√Applicable ☐Not Applicable

During the reporting period, investments in external significant equities of the Company amounted to RMB 4.879 billion.

Name of investees	Major operating activities	Percentage of the equity interest of investees (%)	Remark	Amount invested (RMB 100 million)
Candy S.p.A (Note)	Production and sale of home appliances	100	For details, please refer to the <i>Announcement on the Completion of Acquiring 100% Shares of Italian Company Candy by Qingdao Haier Co., Ltd.</i> disclosed on 29 September 2018 as well as relevant announcement of the Board.	38.05
Qingdao HSW Water Appliance Co., Ltd. (青岛海施水设备有限公司)	Production and sales of water purification equipment	51	For details, please refer to the <i>Announcement on Connected Transaction of Planning to Conduct Equity Replacement by Holding Subsidiary and Haier Electronics International Co., Ltd. of Qingdao Haier Co., Ltd.</i> disclosed on 31 August 2018 as well as relevant announcement of the Board.	10.74

Notes:

- (1) The payment amount of the transaction is in Euros, and the estimated exchange rate for the investment amount is calculated based on the average middle RMB exchange rate in the inter-bank foreign exchange market on 28 September 2018 as announced by the People's Bank of China, which is EUR 1 for RMB 8.0111 when the aforementioned announcement was disclosed.
- (2) The completion time of the asset delivery of the aforementioned transactions was within the reporting period.

(1) Significant equity investment√ Applicable ☐Not Applicable

Please refer to the content in '1. Overall analysis on external equity investment' as set out above.

(2) Significant non-equity investment☐ Applicable √Not Applicable**(3) Financial assets measured at fair value**√ Applicable ☐Not Applicable

Unit and Currency: RMB

Financial assets	Initial investment	Source of funds	Current purchase /	Investment income	Changes in fair value
------------------	--------------------	-----------------	--------------------	-------------------	-----------------------

measured at fair value	cost		sale during the reporting period	during the reporting period	during the reporting period
Bank of Communications (601328)	1,803,769.50	Self-owned		408,675.60	-217,960.32
BAILIAN (600827)	154,770.00	Self-owned			20,875.64
Eastsoft (300183)	18,713,562.84	Self-owned			2,243,438.82
Wealth management products	459,979,959.34	Self-owned	1,426,330,128.03	134,291,882.24	19,675,848.00
Interest rate swap agreement		Self-owned			-71,220,195.22
Forward commodity contract		Self-owned			13,135,571.70
Forward foreign Exchange contract		Self-owned		36,725,976.17	-11,219,155.59
Other derivative financial instruments	89,250,000.00	Self-owned			-18,461,429.39
Others	1,469,953,570.07	Self-owned	27,514,470.73	38,724,617.68	-20,126,508.02
Total	2,039,855,631.75		1,398,815,657.30	210,151,151.69	-86,169,514.38

Note: As of 31 December 2019, the aggregate balance of foreign exchange derivative transaction amounted to approximately US\$ 2.1 billion

(VI) Sale of material assets and equity

√ Applicable □ Not Applicable

(1) Capital increase by COSMOPlat: Haier COSMOPlat IOT Ecosystem Technology Co., Ltd. (海尔卡奥斯物联生态科技有限公司) (hereinafter referred to as 'COSMOPlat'), the subsidiary of the Company proposed to acquire the smart power & energy segment held by Haier Group Corporation (hereinafter referred to as 'Haier Group') at a consideration of RMB 375,540,417 by way of private placement of registered capital of RMB 74,434,124 to Haier Group, including the 95% equity interests in Qingdao Haier Energy & Power Co., Ltd., the 97.57% equity interests in Qingdao Economy and Technology Development Zone Haier Energy & Power Co., Ltd., the 95.57% equity interests in Hefei Haier Energy & Power Co., Ltd., and the 80% equity interests in Dalian Haier Energy & Power Co., Ltd. (collectively, the 'Target Energy & Power Equity'); in order to enhance its financial strength and facilitate the promotion of industrial internet ecological platform; COSMOPlat accepts that the Private Equity Fund intended to be established by Qingdao HaizhiHuiying Equity Investment Management Co., Ltd. subscribes for the newly-increased registered capital of RMB 67,827,236 of COSMOPlat through capital contribution of RMB 342,206,865 in cash (collectively, the 'Transaction'). The total amount of the Transaction is RMB 717,747,282. The pricing of the Transaction is based on the valuation report issued by Chung RuiWorldunion Assets Appraisal (Beijing) Co., Ltd. (中瑞世联资产评估(北京)有限公司), which is qualified for carrying out businesses related to securities and futures, and is deemed fair as negotiated

among the relevant parties. Upon completion of the Transaction, COSMOPlat will be owned by Haier Group as to 6.40% and the Private Equity Fund will held 5.83% equity in COSMOPlat.

For details of above-mentioned matters, please refer to the *Announcement on Acquisition of Assets with Newly-increased Registered Capital and Introduction of Investors by Controlled Subsidiary and Related-Party Transaction of Haier Smart Home Co., Ltd.* published by the Company on 3 July 2019 and other relevant contents disclosed on the same day.

(2) **Asset swap between logistics and water home appliances:** In order to further clarify the positioning of the ‘water home appliance + health home platform’ of the Company’s holding subsidiary Haier Electronic Appliances’ listing platform, optimize asset portfolio of Haier Smart Home and enhance the Company’s long-term development potential, the Company strives to achieve strategic synergy through the integration of the acquired water purifier business and water heater business, etc. and to realize optimization and efficient use of resources by disposing logistics business, thereby improving overall operating efficiency. On 30 August 2018, Guanmei Company, a subsidiary of Haier Electronics, entered into *Asset Swap Agreement* with Haier Electric Appliances International Co., Ltd., pursuant to which, Guanmei Company intended to replace the 55% equity interests of Bingji (Shanghai) Enterprise Management Company Limited (冰戟(上海)企业管理有限公司) held by it with the 51% equity interests of Qingdao HSW Water Appliance Co., Ltd. held by Haier Electric Appliances International Co., Ltd.. The price of the aforesaid transaction was based on the appraisal results of the appraisal agency and the assets acquired and disposed were in equal amounts without involving any shortfall that needs to be supplemented. The asset replacement was completed on 26 July 2019.

For details of above-mentioned matters, please refer to the *Announcement on Connected Transaction of Planning to Conduct Equity Replacement by Holding Subsidiary and Haier Electronics International Co., Ltd. of Qingdao Haier Co., Ltd.* disclosed by the Company on 31 August 2018 as well as other relevant information disclosed on the same date, the Company’s 2019 interim report and other information disclosed on 31 August 2019.

(VII) Analysis on major subsidiaries and Investees

√ Applicable □ Not Applicable

Unit and currency: RMB 0'000

Name of the company	Scope of business	Total assets	Net assets	Net profit
Haier Electronics Group Co., Ltd.	Production and sale of home appliances	4,977,935	2,940,535	739,358
Haier US APPLIANCE SOLUTIONS, INC	Investment holding	4,702,215	2,270,394	210,251

Remark: The financial data of Haier Electronics Group Co., Ltd. is determined in accordance with the Chinese Accounting Standards and the accounting policies of the Company.

(VIII) Structured entities controlled by the Company

☐Applicable ☒Not Applicable

III. Discussion and analysis on the Company's future development**(I) Setup and trend of the industry**

☒Applicable ☐Not Applicable

For details, please refer to the relevant contents of 'SECTION III SUMMARY OF THE COMPANY'S BUSINESS' in this report.

(II) Development strategies

☒Applicable ☐Not Applicable

After more than 30 years of development and five strategic development stages of famous brand strategy, diversification strategy, internationalization strategy, globalization strategy and networking strategy, the Company has become the world's leading home appliance company. With the deepening of the global synergy system construction and continuous optimization of efficiency, the market share and operating efficiency are expected to further increase. With entering into the sixth strategic stage, which was a new stage of strategic development of ecological brand, the Company will focus on leading smart home scenario solutions, committing to building a win-win ecological platform through co-creation with users and customizing the best experience for a better life.

(III) Business plan

☒Applicable ☐Not Applicable

The new novel coronavirus epidemic in 2020 will impact domestic and foreign market demand and increase uncontrollable factors in business operations. Facing a highly complex external environment, the Company will leverage its advantages in product leadership, multi-brand layout, efficient retail and combination of global and local operations and strive to turn the risks and challenges into business development opportunities, continue to increase its global market share and expand its industry-leading superiority. The Company will focus on providing smart home scenario solutions to users, and build a smart home ecosystem centered on scenarios and user interaction and iteration to promote the Company's IoT smart home platform ecosystem transformation.

1. **Domestic market.** Efforts will be made to promote business retail transformation and continue to build an efficient platform. (1) The entry point will be with the nationwide implementation of uniform warehousing and distribution and the model copy of the uniform distribution model to promote the transformation and implementation of the retail system; (2) A transparent, data-based and unified high-efficiency distributor service platform will be established to enhance user experience and distributor experience; (3) The transformation of products, marketing, services, engineering and other strategies will be advanced to accelerate online channel construction, and to continuously increase the market share through online and offline sales; and (4) Efforts will be made to accelerate the front-end channel layout

and capacity building, promote the implementation of the ‘5+7+N’ smart home solutions and create business growth.

2. Overseas market. The Company will firmly advance toward the strategic direction of brand-leading, high-end transformation, and focus on profitability development with scale advantages, continue to upgrade the ‘smart, healthy, energy-saving, and user-friendly’ global high-end leading products, promote retail terminal transformation and upgrading, and achieve sustainable development of overseas businesses through the globalized information sharing platforms, digital precise marketing and the efficient operating system.

3. Smart Home Platform. With the Smart Home APP as the core entry and the Smart Home cloud brain as the brain for data analysis, and through full-scenario interconnection of ‘big networked appliances + small networked appliance + ecological hardware’ and the ‘distributed interactive experience where Smart Home APP, voice systems and smart multi-screen functions are everywhere’ and the real-time decision making capability of the back end system to achieve ‘connected intelligence, interactive intelligence and decision intelligence’. User scenarios experience will be iterated from three directions of ‘multi-dimensional perception, personalized customization, and active service’ to enable the ‘5+7+N’ smart home scenario experience and build a digital home based on ‘clothing, food, housing, transportation, entertainment, health and safety’ and care for each family member from the details.

4. Smart manufacturing. To continuously satisfy the best user experience by deepening the integration and implementation of AI+5G technology& mode in production line and continuously upgrading the capacity of interconnectivity, digital insight and intelligent optimization of the entire ecosystem with factories as the core. A scheduling and decision-making system has been established for production resource with cost linkage of the whole process to improve the operation efficiency of the whole process, and improve the operation performance of various categories.

(IV) Potential risks of the Company

☒ Applicable ☐ Not Applicable

1. Risk of soft demand due to a slowdown in macro-economic growth. As white home appliance products fall into the category of durable consumer electronic products, the income level and expectation on future income growth will have an effect on the purchase of white home appliance. In the event of a slowdown in the macro economic growth, which will decrease the purchasing power of consumers, growth of the industry will be adversely affected. In addition, uncertainties from the real estate market will have some negative effect on market demand, which will in turn have some indirect effect on terminal demands for home appliance products.

2. Price war risk caused by intensifying industry competition. The industry of white goods products has intense competition with a high homogeneity of products. In recent years, the industry has shown a trend of increasing concentration. In addition, the increase of industry inventory caused by imbalance between supply and demand in individual sub-industries may lead to price wars and other risks.

3. Risk of price fluctuation of raw materials. The Company's products and core components are mainly made of metal raw materials such as steel, aluminum and copper, as well as plastics, foaming materials and other bulk raw materials. The potential increase of prices of raw materials may pose a certain pressure on the Company's production and operation.

4. Operating risk in overseas market. With the stable development of business globalization, the Company has set up several production bases, research and development centers and marketing centers in a number of countries around the world, leading to the continuous rise of overseas business. As the overseas market is subject to the impact of local political and economic situation, legal system and supervisory system, significant changes of such factors would pose risks to the Company's operation locally. Under the influence of global trade protectionism, the emergence of a series of problems, such as superpower games, trade frictions, tariff barriers, foreign exchange fluctuations, together with the complexity of global politics and economy, will increase the international trade cost, labor cost and foreign exchange transaction cost, as well as the uncertainty of the Company's overseas operations.

5. Risk of fluctuation in foreign currency exchange rate. With the deepening of the Company's global layout, the import and export of Company's products involve the exchange of foreign currencies such as US dollars, Euro and Japanese yen. If the exchange rate of relevant currencies fluctuates, the Company's financial situation may be influenced to some extent and its financial costs may be increased.

6. Risk of policy changes. The industry of home appliances is closely related to the consumer goods market and real estate market. The changes in macroeconomic policy, consumption investment policy, real estate policy and other relevant laws and regulations will influence distributor demands of products, and may influence sales of the Company's products.

7. Risk of the epidemic. The new novel coronavirus epidemic has brought impact on consumer demand and consumer demand for home appliances, which in turn will affect the Company's product sales.

(V) Other

☒ Applicable ☐ Not Applicable

Future capital expenditure plan: Focuses on investments in global supply chain layout and the construction of smart factories, the construction of the smart home living platform, alternation to the parks and other areas. The Company will actively seize opportunities for external development and promote the Company's leapfrog development in related industries and regions. Investment funds will be financed through the Company's own funds and equity financing, etc.

IV. Explanation of circumstances and reasons for non-disclosure by the Company in consideration of inapplicable regulations, state secrets and commercial secret

☐ Applicable ☒ Not Applicable

SECTION V SIGNIFICANT EVENTS

I. Proposal for profit distribution of ordinary shares or capital reserve conversion into the increase in share capital

(I) Formulation, implementation or adjustment of the cash dividend policies

☒ Applicable ☐ Not Applicable

The Company's 2018 profit distribution plan was passed on its 2018 Annual General Meeting held on 18 June 2019: based on the Company's total existing shares of 6,368,474,532 (including 6,097,460,559 A shares and 271,013,973 D shares), it was proposed that the Company would distribute cash dividends of RMB 3.51 (tax inclusive) per 10 shares to all shareholders, with a total expected amount before tax of RMB 2,235,334,560.73. The plan was implemented and completed in August 2019. Details were set out in the *Announcement on Implementation of Rights and Interests Distribution of A shares for 2018 of Qingdao Haier Co., Ltd.* (No: L2019-058) published by the Company on the four major securities newspapers and the website of Shanghai Stock Exchange on 2 August 2018 and relevant announcements in respect of dividend distribution of D shares published on the Company's website and further publication platforms.

The Company has always applied a stable and sustainable profit distribution policy. During the reporting period, the Company strictly followed the requirements set out in the Articles of Association and in the *Shareholder Return Plan for the Next Three Years (2018-2020)* of the Company. During the formulation of the profit distribution plan, the Company took full account of return for investors, the long-term interests of the Company, overall interests of all shareholders and sustainable development of the Company, and continued to implement the stable dividend distribution policy to provide investors an opportunity to share the growth of value, so that investors could form the expectation of a stable return. The procedures and mechanisms for system decision-making such as Articles of Association and planning of return of shareholders implemented by the Company were complete in compliance with laws and regulations. The process was open and transparent while the standard and ratio of dividends was clear. Responsibilities of independent directors were clear during the policy-making process, and independent directors were given the opportunities to play their roles. Minority shareholders were also given the opportunity to fully express their views and demands, and the legitimate interests of minority shareholders were adequately protected.

The dividend distribution plan of 2019 of the Company: based on the total shares as at the date of profit distribution, it is proposed that the Company will distribute cash dividend of RMB 3.75 per 10 shares (tax inclusive) with expected cash dividend not less than RMB 2,467,337,485.13. The remaining reserved profits will be mainly used for project construction, foreign investment, R&D investment and daily operations related to the Company's principal business and therefore to maintain sustainable and stable development and to bring more benefits for investors. The proportion of this distribution is not less than 30% of the net profit attributable to parent company of the Company in 2019. 100% dividend of the scheme is paid in cash.

(II) Plans or Proposals for Dividends Distribution of Ordinary Shares and for Capital Reserve Conversion into Share Capital of the Company in Recent Three Years (Including the Reporting Period)

Unit and Currency: RMB

Year of distribution	Number of bonus share for per 10 shares (share)	Cash dividend per 10 shares (RMB) (tax inclusive)	Number of shares converted per 10 shares (share)	Amount of cash dividend (tax inclusive)	Net profit attributable to the ordinary shareholders of the listed companies in the consolidated financial statement during the year of distribution	Percentage of the net profit attributable to the ordinary shareholders of the listed companies in the consolidated financial statement (%)
2019	0	3.75	0	2,467,337,485.13	8,206,247,105.96	30.07
2018	0	3.51	0	2,235,314,261.70	7,440,228,855.90	30.04
2017	0	3.42	0	2,085,311,732.63	6,925,792,321.27	30.11

(III) Share repurchased by cash and included in cash dividend

☐Applicable ☒Not Applicable

(IV) The Company made profits and the profits for distribution to the shareholders of ordinary shares of the Parent Company was positive during the reporting period, but no cash profit distribution plan for ordinary shares was proposed; the Company should disclose the reasons in detail and the purpose and use plan of undistributed profits

☐Applicable ☒Not Applicable

II. Performance of undertakings

(I) The undertakings made by the ultimate controllers, shareholders, related parties, acquirer as well as the Company and other relevant parties during or up to the reporting period

√Applicable □Not Applicable

Background of undertakings	Type of undertakings	Covenanter	Contents of undertakings	Date and term of undertakings	Any deadline for performance	Whether performed in a timely and strict way
Undertaking related to significant reorganization	Eliminate the right defects in land property etc.	Haier Group Corporation	<p>During the period from September 2006 to May 2007, the Company issued shares to Haier Group Corporation ('Haier Group') to purchase the controlling equity in its four subsidiaries, namely Qingdao Haier Air-Conditioner Electronics Co., Ltd. (青岛海尔空调电子有限公司), Hefei Haier Air-conditioning Co., Limited (合肥海尔空调器有限公司), Wuhan Haier Electronics Co., Ltd. (武汉海尔电器股份有限公司), Guizhou Haier Electronics Co., Ltd. (贵州海尔电器有限公司).</p> <p>With regard to the land and property required in the operation of Qingdao Haier Air-Conditioner Electronics Co., Ltd. (青岛海尔空调电子有限公司), Hefei Haier Air-conditioning Co., Limited (合肥海尔空调器有限公司), Wuhan Haier Electronics Co., Ltd. (武汉海尔</p>	27 September 2006, long-term	Yes	Yes

			<p>电器股份有限公司) (the ‘Covenantees’), Haier Group made an undertaking (the ‘2006 Undertaking’). According to the content of 2006 Undertaking and current condition of each Covenantee, Haier Group will constantly assure that Covenantees will lease the land and property owned by Haier Group for free. Haier Group will make compensation in the event that the Covenantees suffer loss due to the unavailability of such land and property.</p>			
Undertaking related to refinancing	Eliminate the right defects in land property and etc.	Haier Group Corporation	<p>Haier Group Corporation undertakes that it will assure Haier Smart Home and its subsidiaries of the constant, stable and unobstructed use of the leased property. In the event that Haier Smart Home or any of its subsidiaries suffers any economic loss due to the fact that leased property has no relevant ownership certificate, Haier Group Corporation will make compensation to impaired party in a timely and sufficient way and take all reasonable and practicable measures to support the impaired party to recover to normal operation before the occurrence of loss. Upon the expiration of relevant leasing period, Haier Group Corporation will grant or take practicable measures to assure Haier Smart Home and its subsidiaries of priority to continue to lease the property at a price not higher than the rent in comparable market at that time. Haier Group Corporation will assure Haier Smart Home and its subsidiaries of the constant, stable, free and unobstructed use of self-built property and land of the Group. In the event that Haier Smart Home or any of its subsidiaries fails to continue to use self-built</p>	24 December 2013, long-term	Yes	Yes

			property according to its own will or in original way due to the fact that self-built property has no relevant ownership certificate, Haier Group Corporation will take all reasonable and practicable measures to eliminate obstruction and impact, or will support Haier Smart Home or its affected subsidiary to obtain alternative property as soon as possible, if Haier Group Corporation anticipates it is unable to cope with or eliminate the external obstruction and impact with its reasonable effort. For details, please refer to the <i>Announcement of Qingdao Haier Co., Ltd. on the Formation, Current Situation of the Defective Property, the Influence on Operation of Issuer Caused by Uncertainty of Ownership, Solution for the Defect and Guarantee Measures (L2014-005)</i> published by the Company on the four major securities newspapers and the website of Shanghai Stock Exchange on 29 March 2014.			
	Eliminate the right defects in land property etc.	Haier Smart Home Co., Ltd.	The Company undertakes that it will eliminate the property defects of the Company and main subsidiaries within five years with reasonable business effort since 24 December 2013, to achieve the legality and compliance of the Company and main subsidiaries in terms of land and property. For details, please refer to the <i>Announcement of Qingdao Haier Co., Ltd. on the Formation, Current Situation of the Defective Property, the Influence on Operation of Issuer Caused by Uncertainty of Ownership, Solution for the Defect and Guarantee Measures (L2014-005)</i> published by the Company on the four major securities	24 December 2013, eight years	Yes	Yes

		<p>newspapers and the website of Shanghai Stock Exchange on 29 March 2014. During the aforesaid period, the Company has formulated relevant performance guarantee measures, including the re-application by the Company and its main subsidiaries to the competent government department for the property ownership certificate and to procure Haier Group Corporation to make guarantee undertakings in respect of the defective property owned by it and its subsidiaries. As of the expiration date, the Company has resolved the property defects of itself and its eight major subsidiaries, while that of the other remaining five major subsidiaries is in process. The Company will make reasonable business efforts to resolve the property defects of these five major subsidiaries. Because of historical issues and other reasons, the approval procedure involved in solving some defective property problems is complicated, including that of multiple government departments, and it takes a long time to handle and coordinate related matters. Due to the above external factors, the Company was unable to complete the above undertakings within the original undertaking period. Therefore, after the approval of the board meeting held by the Company on 5 November 2018 and the general meeting held on 21 December 2018, the term of the above undertakings was extended for three years based on the original deadline.</p>			
--	--	---	--	--	--

Other undertakings	Asset injection	Haier Group Corporation	Inject the assets of Haier Photoelectric to the Company or dispose such assets through other ways according to the requirements of the domestic supervision before June 2020. For more details, please refer to the <i>Announcement of Qingdao Haier Co., Ltd. on the Changes of Funding Commitment of Haier Group Corporation</i> (L2015-063) published on the four major securities newspapers and the website of Shanghai Stock Exchange on 23 December 2015.	December 2015 to June 2020	Yes	Yes
Other undertakings	Profit forecast and compensation	Haier Electric Appliances International Co., Ltd.	In August 2018, Guanmei (Shanghai) Enterprise Management Company Limited (贯美 (上海) 企业管理有限公司) (hereinafter referred to as ‘Guanmei’), an indirect holding subsidiary of the Company replaced the 55% equity interests of Bingji (Shanghai) Enterprise Management Company Limited (冰戟 (上海) 企业管理有限公司) held by it with the 51% equity interests of Qingdao HSW Water Appliance Co., Ltd. (hereinafter referred to as ‘Water Appliance’) held by Haier Electric Appliances International Co., Ltd. (hereinafter referred to as ‘Haier International’). In this regard, Haier International promises that the cumulative actual net profit recorded by the Water Appliance in the three accounting years during the profit compensation period shall not be less than its cumulative forecasted net profit in the corresponding year, otherwise Haier International shall compensate Guanmei’s results according to the <i>Assets Replacement Agreement</i> . Details are set out in the <i>Announcement on Connected</i>	As of 30 April 2021	Yes	Yes

			<i>Transaction of Planning to Conduct Equity Replacement by Holding Subsidiary and Haier Electronics International Co., Ltd. of Qingdao Haier Co., Ltd. (L2018-047)</i> published by the Company on the four major securities newspapers and the website of Shanghai Stock Exchange on 31 August 2018.			
--	--	--	--	--	--	--

(II) The Company's explanation on whether the earnings estimate on assets or projects was met and its reasons in the situation that earnings in the Company's assets or projects is estimated, and the period of which includes the reporting period.

☐Reached ☐Not Reached ☒Not Applicable

In August 2018, Guanmei (Shanghai) Enterprise Management Company Limited (贯美(上海)企业管理有限公司) (hereinafter referred to as 'Guanmei'), an indirect holding subsidiary of the Company replaced the 55% equity interests of Bingji (Shanghai) Enterprise Management Company Limited (冰戟(上海)企业管理有限公司) held by it with the 51% equity interests of Qingdao HSW Water Appliance Co., Ltd. (hereinafter referred to as 'Water Appliance') held by Haier Electric Appliances International Co., Ltd. (hereinafter referred to as 'Haier International'). In this regard, Haier International promises that the cumulative actual net profit recorded by the Water Appliance in the three accounting years during the profit compensation period (i.e. 2018 to 2020) shall not be less than its cumulative forecasted net profit in the corresponding year, otherwise Haier International shall compensate Guanmei's results according to the *Assets Replacement Agreement*. Details are set out in the *Announcement on Connected Transaction of Planning to Conduct Equity Replacement by Holding Subsidiary and Haier Electronics International Co., Ltd. of Qingdao Haier Co., Ltd.* (L2018-047) published by the Company on the four major securities newspapers and the website of Shanghai Stock Exchange on 31 August 2018.

As of the date of this report, the profit compensation measurement period (2018 to 2020) agreed in the aforementioned agreement of the asset replacement project has not expired, so the Company will make corresponding disclosures as required after the completion of such period.

(III) Completion of performance commitments and their impact on the impairment test of goodwill

☐Applicable ☒Not Applicable

III. Misappropriation and repayment plan of funds during the reporting period

☐Applicable ☒Not Applicable

IV. Explanation of the Company on the 'non-standard audit report' issued by the accounting firm

☐Applicable ☒Not Applicable

V. Explanation of the Company's analysis on reasons and effects of changes in accounting policies and accounting estimates or correction of significant accounting errors

(I) Explanation of the Company's analysis on reasons and effects of changes in accounting policies and accounting estimates

☒Applicable ☐Not Applicable

Ministry of Finance promulgated *Accounting Standard for Business Enterprises No. 21 —Leases* in December 2018, and promulgated the *Notice of the Ministry of Finance on Revising and Issuing the Format of Financial Statements of General Enterprises for 2019* (《财政部关于修订印发2019年度一般企业财务报表格式的通知》) (Cai Kuai (2019) No.6) in May 2019. The Company and its subsidiaries have started to implement the above amendments to the Accounting Standards for Business Enterprises and the Notice, and adjusted the relevant contents of accounting policies and financial statements accordingly since 1 January 2019.

The Company and its subsidiaries prepared the 2019 financial statements in accordance with the financial statements format specified in Cai Kuai (2019) No. 6, and changed the presentation of relevant financial statements using the retrospective adjustment method.

Please refer to the relevant contents in SECTION XI ‘financial report’ of this report for the above adjustments in accounting policies.

(II) Explanation of the Company’s analysis on reasons and effects of correction of significant accounting errors

☐Applicable ☒Not Applicable

(III) Communication with former accounting firm

☐Applicable ☒Not Applicable

(IV) Other explanations

☐Applicable ☒Not Applicable

VI. Appointment and dismissal of accounting firm

Unit and Currency: RMB 0’000

	Current appointment
Name of domestic accounting firm	Hexin Certified Public Accountants LLP
Remuneration of domestic accounting firm	715
Audit period of domestic accounting firm	7

	Name	Remuneration
Internal control audit accounting firm	Hexin Certified Public Accountants LLP	245
Sponsor	China International Capital Corporation Limited	0

Explanation of appointment and dismissal of accounting firm

☐Applicable ☒Not Applicable

Explanation of change of accounting firm during the auditing period

☐Applicable ☒Not Applicable

VII. Possibility of listing suspension**(I) Reasons of listing suspension**

☐Applicable ☒Not Applicable

(II) Response measures to be taken by the Company

☐Applicable ☒Not Applicable

VIII. Circumstances and reasons for listing termination

☐Applicable ☒Not Applicable

IX. Matters relating to bankruptcy and restructuring

☐Applicable ☒Not Applicable

X. Material litigation and arbitration matters

☐Material litigation and arbitration matters during the year ☒No material litigation and arbitration matters in the reporting year

XI. Punishment on the listed company and its directors, supervisors, senior management, controlling shareholders, ultimate controllers and acquirers and the issue of rectification

☐Applicable ☒Not Applicable

XII. Explanation of the integrity status of the Company and its controlling shareholders and ultimate controller during the reporting period

☐Applicable ☒Not Applicable

XIII. The Company's share option incentive scheme, employee shareholding plan or other employee incentive measures and its influence**(I) Matters disclosed in temporary announcements and without any subsequent progress or change**

☐Applicable ☒Not Applicable

(II) Share incentives not disclosed in temporary announcements or with subsequent progress

Share Option Incentive

☐Applicable ☒Not Applicable

Other explanations

☐Applicable ☒Not Applicable

Employees Shareholding Plan

√Applicable □Not Applicable

(1) The Phase IV Employees Stock Ownership Scheme launched and completion of building position:

On 29 April 2019, the Company considered and approved relevant resolutions such as the *Phase IV Stock Ownership Scheme of Core Employees Stock Ownership Scheme of Qingdao Haier Co., Ltd. (Draft) and its Summary* (《青岛海尔股份有限公司核心员工持股计划之第四期持股计划(草案)及摘要》) at the 27th meeting of the 9th session of the Board of Directors. The 635 staffs who participated into the Stock Ownership Scheme are the directors (excluding independent directors), supervisors, senior management of the Company and regular employees who serve at the Company and its subsidiaries and sign employment contracts with the Company or its subsidiaries and receive remuneration from them, together holding RMB 273 million in the fund. On 17 July 2019, the Company disclosed the *Announcement on Completion of Shares Purchase in Phase IV Stock Ownership Scheme of Core Employees Stock Ownership Scheme of Haier Smart Home Co., Ltd.* (《海尔智家股份有限公司核心员工持股计划之第四期持股计划完成股票购买公告》), and the Employees Stock Ownership Scheme has been entrusted to Industrial Securities Assets Management Co., Ltd. (兴证证券资产管理有限公司), who will establish a single asset management plan for the Phase IV Stock Ownership Scheme of Core Employees Stock Ownership Scheme of Qingdao Haier Co., Ltd. ('Assets Management Plan') for the management. As of 16 July 2019, the Assets Management Plan has purchased an aggregate of 16,656,778 shares of the Company, representing 0.26% of the total share capitals of the Company through the secondary market at an average trading price of RMB 16.23 per share with a trading volume of RMB 270,269,262.55. Shares Purchase in Employees Stock Ownership Scheme has completed and the above purchased shares will be locked in accordance with regulations. The lock-up period is 12 months from the date of this announcement, i.e. from 17 July 2019 to 16 July 2020.

(2) Partially vesting of the employee stock ownership plan (ESOP):

During the reporting period, the second vesting of the Company's *Phase II ESOPs (Draft) and Summary under Key Employee Stock Ownership Plan of Qingdao Haier Co., Ltd.* (《青岛海尔股份有限公司核心员工持股计划之第二期持股计划(草案)及摘要》) (referred to as 'Phase II ESOPs') has been completed, and the conditions of the first vesting of the Company's *Phase III ESOPs (Draft) and Summary under Key Employee Stock Ownership Plan of Qingdao Haier Co., Ltd.* (《青岛海尔股份有限公司核心员工持股计划之第三期持股计划(草案)及摘要》) (referred to as 'Phase III ESOPs') has been completed. According to the *Audit Report of Qingdao Haier Co., Ltd.* (《青岛海尔股份有限公司审计报告》) (He Xin Shen Zi. (2019) No.000266) issued by Shandong Hexin Certified Public Accountant

LLP, the annual net profits vested in parent company shareholders with allowance for non-recurring gains and losses in 2018 increased by 17.38% compared to 2017.

On 23 May 2019, the ESOPs Management Committee of the Company convened a meeting, determining: (1) 544 holders of Phase II ESOPs to be allocated with 12,248,613 shares according to performances for the year 2018 and the results of personal assessment, the shares of the remaining holders with unsatisfactory assessment or who resigned were suspended for allocation or adjusted for their shares; (2) 616 holders of Phase III ESOPs to be allocated with 5,869,169 shares according to performances for the year 2018 and the results of personal assessment, the shares of the remaining holders with unsatisfactory assessment or who resigned were suspended for allocation or adjusted for their shares; (3) 177,812 shares that were vested suspend before Phase I Core Employees Stock Ownership Scheme shall also be vested this time (for details on the progress of Stock Ownership Scheme, please refer to the *Announcement in Relation to Second Quota Distribution and Equity Allocation in Phase I Core Employees Stock Ownership Scheme of Qingdao Haier Co., Ltd.* announced by the Company on 15 December 2018). A total of 3,538,840 shares can be allocated to the directors, the supervisors and the senior managements of the Company this time. Any change of the shares they hold must be subject to provisions of the Rules Governing the Holding of Shares in the Company by Directors, Supervisors and Senior Managements of Listed Companies and Changes thereof. In summary, according to the aforementioned resolutions, the Company has completed the transfer of relevant stocks at China Securities Depository and Clearing Corporation Shanghai Branch on 29 May 2019, with a total of 18,295,594 shares.

Other incentives

☐Applicable ☒Not Applicable

XIV. Significant related party transactions

(I) Related party transactions from routine operation

1. Matter disclosed in temporary announcements and with no subsequent progress or change

☐Applicable ☒Not Applicable

2. Matter disclosed in temporary announcements and with subsequent progress or change

☒Applicable ☐Not Applicable

The Company made a forecast on the related-party transaction matters of the Company for the year of 2019 at the 27th meeting of the 9th session of Board Meeting held on 29 April 2019. For details, please refer to the *Announcement of Qingdao Haier Co., Ltd. regarding the Anticipation on the Daily Related-party Transactions for 2019* and relevant announcement on the resolutions of the Board disclosed on 30 April 2019.

For the actual implementation of the Related-party transaction of 2019, please refer to ‘XII. Related parties and related-party transactions’ under section X - Financial and Accounting Report set out in this regular report.

3. Matter not disclosed in temporary announcements

□Applicable √Not Applicable

(II) Related-party transactions regarding acquisition or disposal of assets/equity**1. Matter disclosed in temporary announcements and with no subsequent progress or change**

√Applicable □Not Applicable

Summary	Index for details
Related-party transactions of Acquisition of Assets with Newly-increased Registered Capital and Introduction of Investors by COSMOPLat: for details, please refer to ‘(VI) Sale of material assets and equity’ of ‘Section IV Discussion and Analysis on Operations’ in this report.	For details, please refer to the <i>Announcement on Acquisition of Assets with Newly-increased Registered Capital and Introduction of Investors by Controlled Subsidiary and Related-Party Transaction of Haier Smart Home Co., Ltd.</i> (L2019-049) and relevant announcements disclosed by the Company on 2 July 2019.
Related-party transactions of assets swap between logistics and water home appliances: for details, please refer to ‘(VI) Sale of material assets and equity’ of ‘Section IV Discussion and Analysis on Operations’ in this report.	For details, please refer to the <i>Announcement on Connected Transaction of Planning to Conduct Equity Replacement by Holding Subsidiary and Haier Electronics International Co., Ltd. of Qingdao Haier Co., Ltd.</i> disclosed by the Company on 31 August 2018 as well as other relevant information disclosed on the same date, the Company’s 2019 interim report and other information disclosed on 31 August 2019.

2. Matters that have been disclosed in temporary announcements and with subsequent progress or change

□ Applicable √Not applicable

3. Matters not disclosed in temporary announcements

□ Applicable √Not applicable

4. If performance agreement is involved, the performance achieved during the reporting period shall be disclosed

□ Applicable √Not applicable

(III) Significant related-party transactions of joint external investment**1. Matters that have been disclosed in temporary announcements and with no subsequent progress or change**

□ Applicable √Not applicable

2. Matters that have been disclosed in temporary announcements and with subsequent progress or change

□ Applicable √Not applicable

3. Matters not disclosed in temporary announcements

□ Applicable √Not applicable

(IV) Amounts due to or from related parties**1. Matters that have been disclosed in temporary announcements and with no subsequent progress or change**

☐ Applicable ☒ Not applicable

2. Matters that have been disclosed in temporary announcement and with subsequent progress or change

☐ Applicable ☒ Not applicable

3. Matters that haven't been disclosed in temporary announcements

☐ Applicable ☒ Not applicable

(V) Others

☐ Applicable ☒ Not applicable

XV. Significant contracts and their execution**(I) Trusteeship, contracting and leasing****1. Trusteeship**

☐ Applicable ☒ Not applicable

During the reporting period, there was no material trusteeship. To date, the following trusteeships have been considered and approved on the general meeting of the Company and still within the validity period:

According to the Haier Group's commitment in 2011 to further support the development of Qingdao Haier and resolve intra-industry competition to reduce related-party transactions, and given the fact that Qingdao Haier Photoelectric Co., Ltd. and its subsidiaries, who purchase of the color TV business from Haier Group, are still under transformation and consolidation period and their financial performance fails to reach the expectation of the Company. Therefore, Haier Group is unable to complete the transfer before the aforementioned commitment period. Haier Group intends to entrust the Company with the operation and management of assets under custody and will pay RMB 1 million custodian fee to the Company each year during the period of custody.

2. Contracting

☐ Applicable ☒ Not applicable

3. Leasing

☐ Applicable ☒ Not applicable

(II) Guarantee

☒ Applicable ☐ Not Applicable

Unit and Currency: RMB 0'000

External guarantees provided by the Company (excluding guarantees for subsidiaries)

[illegible]

	<p>The provision of guarantee had been considered and approved by the Board and the general meeting of shareholders of the Company;</p> <p>2. In June 2019, the resolution on the Expected Provision of Guarantee for subsidiaries in 2019 was passed on the 2018 Annual General Meeting of the Company, according to which, the Company had provided guarantee in respect of the application for comprehensive facility made by certain subsidiaries to financial institutions. During the reporting period, the accumulated amount of guarantee offered by the Company to subsidiaries was approximately RMB 29.475 billion. As of the end of the reporting period, the balance guaranteed was RMB 24.456 billion.</p>
--	--

(III) Entrusted others to manage cash assets

1. Entrusted wealth management

(1) Overall of entrusted wealth management

√Applicable □Not Applicable

Unit and Currency: RMB

Type	Sources of funds	Amount	Premature balance	Past due uncollected amount
Principal-guaranteed wealth management products and structured deposit	Self-owned funds and raised funds	3,563,418,078	3,563,418,078	0
Overseas US dollar bills and bonds	Self-owned funds	330,860,412	330,860,412	0
Swap deposit	Self-owned funds	258,275,652	258,275,652	0

Others

√Applicable □Not Applicable

By the end of the reporting period, the balance of the Company's entrusted wealth management amounted to RMB 4.153 billion, including three parts: ① **temporarily-idle fundraising wealth management**: at the end of December 2018, the Company's proceeds for the issuance of convertible corporate bonds were fully landed. In order to improve the yield of temporarily-idle funds, the Company intended to carry out cash management with the amounts not exceed RMB 1.5 billion after approved by the Board of Directors. By the end of the reporting period, the balance of the entrusted wealth management amounted to RMB 639 million; ② **wealth management of the Company's Hong Kong listed subsidiary**: Haier Electronics Group Co., Ltd. (hereinafter referred to as 'Haier Electronics', stock code: 01169.HK), the holding subsidiary of the Company, has purchased some short-term principal-protected wealth management and structural deposits from the large commercial banks as an independently operating Hong Kong listed company in order to increase the efficiency of the use of idle funds within the authorities of the management and on the premise of safeguarding funds security. In the purchase process, all the necessary board reports were subject to the procedures such as filling and management's review

according to the regulations requirements for Hong Kong listed company, so as to ensure sufficient funds for the day-to-day operations of the main business and improve the shareholders' returns. By the end of the reporting period, the balance of the entrusted wealth management amounted to RMB 3.509 billion. ③

Temporary-idle funds wealth management by certain subsidiaries of the Company: In order to improve the yield of temporarily-idle funds, some subsidiaries of the company use temporarily-idle funds for cash management within the authority of the general manager's office meeting. By the end of the reporting period, the balance of the entrusted wealth management amounted to RMB 5 million.

(2) Individual entrusted wealth management

√Applicable □Not Applicable

Unit and Currency: RMB

Trustee	Type of entrusted wealth management product	Amount of entrusted wealth management	Commence ment date of entrusted wealth management	Expiration date of entrusted wealth management	Sour ces of fund s	Inve stme nt	Dete rmin ation of retur n	Annuali zed yield	Expect ed return (if any)	Actu al gain s or losse s	Coll ectio n	Whe ther appr oved by due proc ess	Any futur e plan for entru sted weal th manage ment	Amou nt of provisi on for impair ment (if any)
Qingdao Haier Road sub-branch of China Construction Bank Co., Ltd.	Qianyuan-Zhou Zhouli Open-end Principal Guaranteed Wealth Management Product (乾元-周周利开放式 保本理财产品)	321,600,000	2019/8/14	On-demand	Rais ed fund s from conv ertib le bond s			3.00%			Not expired	YES	YES	
Qingdao branch of Bank of China Co., Ltd.	Principal guaranteed wealth management-linked structured deposit of Bank of China	120,000,000	2019/12/17	2020/5/18				3.50%			Not expired	YES	YES	
Qingdao branch of Bank of China Co., Ltd.	Principal guaranteed wealth management-linked structured deposit of Bank of China	120,000,000	2019/12/17	2020/5/18				3.50%			Not expired	YES	YES	
Qingdao branch of Bank of China Co., Ltd.	Principal guaranteed wealth management-CNYAQKF wealth	40,000,000	2019/11/15	2020/5/20				3.10%			Not expired	YES	YES	

	management product of Bank of China													
Qingdao branch of Bank of China Co., Ltd.	Certificate of deposit	37,418,078	2019/1/29	On- demand				3.00%			Not expir ed	YES	YES	
DBS Bank Ltd., Hong Kong Branch	Bond	41,752,557	2018/7/12	2020/7/29	Self- own ed fund s			5.12%			Not expir ed	YES	YES	
DBS Bank Ltd., Hong Kong Branch	Bond	10,059,855	2018/7/12	2020/12/1 6	Self- own ed fund s			4.88%			Not expir ed	YES	YES	
DBS Bank Ltd., Hong Kong Branch	Bill	69,762,000	2018/6/12	2021/6/14	Self- own ed fund s			3.00%			Not expir ed	YES	YES	
DBS Bank Ltd., Hong Kong Branch	Bill	69,762,000	2018/6/13	2021/6/15	Self- own ed fund s			3.00%			Not expir ed	YES	YES	
DBS Bank Ltd., Hong Kong Branch	Bill	69,762,000	2018/6/29	2021/6/25	Self- own ed fund s			3.00%			Not expir ed	YES	YES	
DBS Bank Ltd., Hong Kong Branch	Bill	69,762,000	2018/8/14	2021/8/6	Self- own ed fund s			3.00%			Not expir ed	YES	YES	

Mizuho Bank, Ltd., Hong Kong Branch	Swap deposit	258,275,652	2019/12/16	2020/3/16	Self-owned funds			3.43%			Not expired	YES	YES	
Haier Road sub-branch of Construction Bank	Wealth management	225,000,000.00	2019/12/26	2020/6/23	Self-owned funds			3.25%			Not expired	YES	YES	
Qingdao branch of Bank of China	Wealth management	441,000,000.00	2019/12/24	2020/6/22	Self-owned funds			3.60%			Not expired	YES	YES	
Qingdao branch of Bank of Communications	Wealth management	296,000,000.00	2019/12/23	2020/6/29	Self-owned funds			3.70%			Not expired	YES	YES	
Qingdao branch of Bank of Communications	Wealth management	192,200,000.00	2019/4/26	2020/1/23	Self-owned funds			3.80%			Not expired	YES	YES	
Qingdao branch of China Minsheng Bank	Wealth management	100,000,000.00	2019/11/15	2020/5/15	Self-owned funds			3.70%			Not expired	YES	YES	
Qingdao branch of China Minsheng Bank	Wealth management	109,700,000.00	2019/11/21	2020/5/21	Self-owned funds			3.70%			Not expired	YES	YES	

Qingdao branch of Bank of China	Wealth management	104,000,000.00	2019/12/27	2020/6/24	Self-owned funds			3.60%			Not expired	YES	YES	
Haier Road sub-branch of Construction Bank	Wealth management	15,000,000.00	2019/3/13	Available every Wednesday	Self-owned funds			2.1%~3.4%			Not expired	YES	YES	
Haier Road sub-branch of Construction Bank	Wealth management	70,000,000.00	2019/3/20	Available every Wednesday	Self-owned funds			2.1%~3.4%			Not expired	YES	YES	
Haier Road sub-branch of Construction Bank	Wealth management	17,000,000.00	2019/4/17	Available every Wednesday	Self-owned funds			2.1%~3.4%			Not expired	YES	YES	
Haier Road sub-branch of Construction Bank	Wealth management	10,000,000.00	2019/6/26	Available every Wednesday	Self-owned funds			2.1%~3.4%			Not expired	YES	YES	
Haier Road sub-branch of Construction Bank	Wealth management	30,000,000.00	2019/7/31	Available every Wednesday	Self-owned funds			2.1%~3.4%			Not expired	YES	YES	
Qingdao branch of China Zheshang Bank	Wealth management	210,000,000.00	2019/9/20	2020/9/20	Self-owned funds			4.30%			Not expired	YES	YES	

Qingdao branch of China Zheshang Bank	Wealth management	100,000,000.00	2019/9/25	2020/9/25	Self-owned funds			4.30%			Not expired	YES	YES	
Qingdao branch of China Zheshang Bank	Wealth management	350,000,000.00	2019/10/25	2020/4/25	Self-owned funds			4.00%			Not expired	YES	YES	
Qingdao branch of China Zheshang Bank	Wealth management	250,000,000.00	2019/10/29	2020/4/29	Self-owned funds			4.00%			Not expired	YES	YES	
Qingdao branch of China Minsheng Bank	Wealth management	400,000,000.00	2019/10/25	2020/4/24	Self-owned funds			3.70%			Not expired	YES	YES	
Construction Bank	Principal-unguaranteed and floating proceeds wealth management products	4,500,000.0	2019/7/3	On-demand	Self-owned funds			Based on investment days			Not expired	YES	YES	

Others

☐Applicable ☒Not Applicable

(3) Provisions for impairment of entrusted wealth management

☐Applicable ☒Not Applicable

2. Entrusted loans

(1) Overall entrusted loans

☐Applicable ☒Not Applicable

Others

☐Applicable ☒Not Applicable

(2) Individual entrusted loans

☐Applicable ☒Not Applicable

Others

☐Applicable ☒Not Applicable

(3) Provisions for impairment of entrusted loans

☐Applicable ☒Not Applicable

3. Others

√Applicable □Not Applicable

Unit and Currency: RMB 0'000

[illegible]

(IV) Other Major Contracts

☐Applicable ☒Not Applicable

XVI. Other major events

☒Applicable ☐Not Applicable

During the Reporting Period, the Company disclosed the following information and all the information will be disclosed on SSE (www.sse.com.cn):

Subject matter	Name of Newspaper and Page	Date of publication
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Signing Agreements on Supervision over Saving of Special Account for Raised Funds among Three Parties (L2019-001)	China Securities Journal (B005) Shanghai Securities News (49) Securities Times (B24) Security Daily (D25)	3 January 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Delivery Completion of Purchasing 100% Equity of Italy Candy S.p.A (L2019-002)	China Securities Journal (B005) Shanghai Securities News (73) Securities Times (B16) Security Daily (B4)	8 January 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Electing Employee Supervisor (L2019-003)	China Securities Journal (B008) Shanghai Securities News (116) Securities Times (B17) Security Daily (D68)	9 January 2019
Announcement on the Listing of the Convertible Corporate Bonds of Qingdao Haier Co., Ltd. (L2019-004)	China Securities Journal A36) Shanghai Securities News (38) Securities Times (B006) Security Daily (B4)	16 January 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Notice of Lessening Holding of Convertible Corporate Bonds by Actual Controller and Concerted Actor (L2019-005)	China Securities Journal (B005) Shanghai Securities News (32) Securities Times (B20) Security Daily (D26)	23 January 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Resolutions of 26th Session of 9th Directorate Meeting (L2019-006)	China Securities Journal (B013) Shanghai Securities News (44) Securities Times (B025) Security Daily (D34)	25 January 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Resolutions of 22nd Session of 9th Board of Supervisors Meeting (L2019-007)	China Securities Journal (B013) Shanghai Securities News (44) Securities Times (B025) Security Daily (D34)	25 January 2019
'Qingdao Haier Co., Ltd..' (the Company) -- Announcement on Replacing Self-raised Funds Invested in Advance in Investment Projects Financed by Raised Funds with Raised Funds (L2019-008)	China Securities Journal (B013) Shanghai Securities News (44) Securities Times (B025) Security Daily (D25)	25 January 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Using Idle Raised Funds to Conduct Cash Management (L2019-009)	China Securities Journal (B013) Shanghai Securities News (44) Securities Times (B025) Security Daily (D34)	25 January 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Notice of Lessening Holding of Convertible Corporate Bonds by Controlling Shareholder (L2019-010)	China Securities Journal (B009) Shanghai Securities News (25) Securities Times (B21) Security Daily (D19)	13 February 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Progress in Using Idle Raised Funds for Entrusted Wealth Management (L2019-011)	China Securities Journal (B016) Shanghai Securities News (37) Securities Times (B024) Security Daily (D36)	14 February 2019

'Qingdao Haier Co., Ltd.' (the Company) -- Notice of Lessening Holding of Convertible Corporate Bonds by Controlling Shareholder (L2019-012)	China Securities Journal (B017) Shanghai Securities News (24) Securities Times (B29) Security Daily (C20)	23 February 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Notice of Publishing Annual Performance of 2018 by Holding Subsidiary Haier Electronics Group Co., Ltd. (L2019-013)	China Securities Journal (B012) Shanghai Securities News (28) Securities Times (B4) Security Daily (D19)	28 March 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Resolutions of 27th Session of 9th Directorate Meeting (L2019-014)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Resolutions of 23rd Session of 9th Board of Supervisors Meeting (L2019-015)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Renewing Engagement of Accounting Firm (L2019-016)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Prediction on Daily Connected Transactions in 2019 (L2019-017)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Prediction on Providing Guarantees for Subsidiaries in 2019 (L2019-018)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Conducting Foreign Exchange Funds Derivatives Business (L2019-019)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Conducting Hedging Business of Bulk Raw Materials (L2019-020)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Amending 'Articles of Association' (L2019-021)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Term Change of Directorate (L2019-022)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Term Change of Board of Supervisors (L2019-023)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Term Change Election of Employee Supervisors (L2019-024)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Changing Some Investment Projects Financed by Funds Raised in Issuance of Convertible Corporate Bonds (L2019-025)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
'Qingdao Haier Co., Ltd.' (the Company) -- Announcement on Replacing Self-raised Funds Invested in Advance in Investment Projects Financed by Raised Funds with Raised Funds (L2019-026)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019

‘Qingdao Haier Co., Ltd.’ (the Company) -- Announcement on Appointing General Manager (L2019-027)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Notice of Convening Annual General Meeting of 2018 (L2019-028)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Notice of Convening 1st Meeting of Holders of Corporate Bonds of 2019 (L2019-029)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
Phase IV Stock Ownership Scheme of Core Employees Stock Ownership Scheme of Qingdao Haier Co., Ltd. (Draft)	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Summary of 2018 Annual Report	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- First Quarterly Report of 2019	China Securities Journal (B338-340) Shanghai Securities News (281-284) Securities Times (B449-452) Security Daily (D522-528)	30 April 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Announcement on Implementation Result of Shareholding Increase by Concerted Actor of Actual Controller (L2019-030)	China Securities Journal (B025) Shanghai Securities News (28) Securities Times (B49) Security Daily (C86)	11 May 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Announcement on Resolutions of 1st Meeting for Holders in Phase IV Shareholding Plan of Core Staff Shareholding Plan (L2019-031)	China Securities Journal (B016) Shanghai Securities News (68) Securities Times (B44) Security Daily (D29)	15 May 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Announcement on Resolutions of 1st Meeting of Bonds Holders in 2019 (L2019-032)	China Securities Journal (B008) Shanghai Securities News (72) Securities Times (B106) Security Daily (D80)	30 May 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Announcement on Line Distribution and Rights Belongingness of Core Staff Shareholding Plan (L2019-033)	China Securities Journal (B008) Shanghai Securities News (72) Securities Times (B106) Security Daily (D80)	30 May 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Announcement on Progress in Implementation of 4th Shareholding Plan of Core Staff Shareholding Plan (L2019-034)	China Securities Journal (B013) Shanghai Securities News (40) Securities Times (B89) Security Daily (D13)	4 June 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Announcement on Resolutions of 28th Session of 9th Directorate Meeting (L2019-035)	China Securities Journal (B024) Shanghai Securities News (92) Securities Times (B117) Security Daily (D84)	6 June 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Announcement on Planning to Change the Company’s Full Name and Ticker Symbol (L2019-036)	China Securities Journal (B024) Shanghai Securities News (92) Securities Times (B117) Security Daily (D84)	6 June 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Announcement on Amending ‘Articles of Association’ (L2019-037)	China Securities Journal (B024) Shanghai Securities News (92) Securities Times (B117) Security Daily (D84)	6 June 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Announcement on Adding Special Proposals to Annual General Meeting of 2018 (L2019-038)	China Securities Journal (B024) Shanghai Securities News (92) Securities Times (B117) Security Daily (D84)	6 June 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Announcement on Beginning of Conversion of ‘Haier Convertible Bonds’ (L2019-039)	China Securities Journal (B024/B028) Shanghai Securities News (27) Securities Times (B112) Security Daily (B3)	19 June 2019

‘Qingdao Haier Co., Ltd.’ (the Company) -- Announcement on Resolutions of Annual General Meeting of 2018 (L2019-040)	China Securities Journal (B024/B028) Shanghai Securities News (27) Securities Times (B112) Security Daily (D5)	19 June 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Announcement on Resolutions of 1st Session of 10 th Directorate Meeting (L2019-041)	China Securities Journal (B024/B028) Shanghai Securities News (27) Securities Times (B112) Security Daily (D5)	19 June 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Announcement on Resolutions of 1st Session of 10 th Board of Supervisors Meeting (L2019-042)	China Securities Journal (B024/B028) Shanghai Securities News (27) Securities Times (B112) Security Daily (D5)	19 June 2019
‘Qingdao Haier Co., Ltd.’ (the Company) -- Announcement on Completing Registration for Changing Name at Industrial and Commercial Administration Authorities (L2019-043)	China Securities Journal (B020) Shanghai Securities News (32) Securities Times (B31) Security Daily (C10)	22 June 2019
‘Haier Smart Home Co., Ltd.’ (the Company) -- Notice of Selling Back of ‘Haier Convertible Bonds’ (L2019-044)	China Securities Journal (B013) Shanghai Securities News (125) Securities Times (B84) Security Daily (D38)	26 June 2019
‘Haier Smart Home Co., Ltd.’ (the Company) -- Announcement on Changing Ticker Symbol (L2019-045)	China Securities Journal (B013) Shanghai Securities News (125) Securities Times (B84) Security Daily (D38)	26 June 2019
‘Haier Smart Home Co., Ltd.’ (the Company) -- 1st Notice of Selling Back ‘Haier Convertible Bonds’ (L2019-046)	China Securities Journal (B001) Shanghai Securities News (48) Securities Times (B53) Security Daily (C4)	27 June 2019
‘Haier Smart Home Co., Ltd.’ (the Company) -- 2nd Notice of Selling Back ‘Haier Convertible Bonds’ (L2019-047)	China Securities Journal (B009) Shanghai Securities News (44) Securities Times (B78) Security Daily (D22)	28 June 2019
‘Haier Smart Home Co., Ltd.’ (the Company) -- Announcement on Result of Follow-up Rating to Convertible Corporate Bonds of 2019 (L2019-048)	China Securities Journal (B013) Shanghai Securities News (60) Securities Times (B97) Security Daily (C27)	29 June 2019
‘Haier Smart Home Co., Ltd.’ (the Company) -- Announcement on Connected Transaction of Holding Subsidiary Newly Increasing Registered Capital to Purchase Assets and Introduce Investors (L2019-049)	China Securities Journal (B033) Shanghai Securities News (52) Securities Times (B112) Security Daily (D94)	2 July 2019
‘Haier Smart Home Co., Ltd.’ (the Company) -- Announcement on Resolutions of 2nd Session of 10 th Board of Supervisors Meeting (L2019-050)	China Securities Journal (B033) Shanghai Securities News (52) Securities Times (B112) Security Daily (D94-95)	2 July 2019
‘Haier Smart Home Co., Ltd.’ (the Company) -- Announcement on Conversion Result of Convertible Bonds and Change in Shares (L2019-051)	China Securities Journal (B033) Shanghai Securities News (52) Securities Times (B112) Security Daily (D94-95)	2 July 2019
‘Haier Smart Home Co., Ltd.’ (the Company) -- Announcement on Progress in Implementation of Phase IV Shareholding Plan of Core Staff Shareholding Plan (L2019-052)	China Securities Journal (B033) Shanghai Securities News (52) Securities Times (B112) Security Daily (D94-95)	2 July 2019
‘Haier Smart Home Co., Ltd.’ (the Company) -- 3rd Notice of Selling Back ‘Haier Convertible Bonds’ (L2019-053)	China Securities Journal (B033) Shanghai Securities News (40) Securities Times (B87) Security Daily (B3)	3 July 2019
‘Haier Smart Home Co., Ltd.’ (the Company) -- Notice of Selling Back Result of ‘Haier Convertible Bonds’ (L2019-054)	China Securities Journal (B008) Shanghai Securities News (108) Securities Times (B79) Security Daily (D75)	12 July 2019
‘Haier Smart Home Co., Ltd.’ (the Company) -- Announcement on Signing Agreements on	China Securities Journal (B055) Shanghai Securities News (20) Securities Times (B99)	13 July 2019

Supervision over Saving of Special Account for Raised Funds among Four Parties (L2019-055)	Security Daily (C28)	
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Completion of Shares Purchase in Phase IV Shareholding Plan of Core Staff (L2019-056)	China Securities Journal (B003) Shanghai Securities News (33) Securities Times (B80) Security Daily (D33)	17 July 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Notice of Continuous Trading Suspension of Convertible Bonds When Implementing Rights and Interests Distribution (L2019-057)	China Securities Journal (B034) Shanghai Securities News (68) Securities Times (B70) Security Daily (C46)	27 July 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Implementation of Rights and Interests Distribution of A Shares for 2018 (L2019-058)	China Securities Journal (B008) Shanghai Securities News (33) Securities Times (B64) Security Daily (D45)	2 August 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Adjusting Conversion Price of Convertible Bonds (L2019-059)	China Securities Journal (B008) Shanghai Securities News (33) Securities Times (B64) Security Daily (D21)	2 August 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Conversion Result of Convertible Bonds and Change in Shares (L2019-060)	China Securities Journal (B032) Shanghai Securities News (132) Securities Times (B43) Security Daily (D240)	29 August 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Notice of Publishing Semi-annual Performance of 2019 by Holding Subsidiary Haier Electronics Group Co., Ltd. (L2019-061)	China Securities Journal (B032) Shanghai Securities News (132) Securities Times (B43) Security Daily (D240)	29 August 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Resolutions of 3rd Session of 10th Directorate Meeting (L2019-062)	China Securities Journal (B131) Shanghai Securities News (169) Securities Times (B177) Security Daily (D53-54)	30 August 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Resolutions of 3rd Session of 10th Board of Supervisors Meeting (L2019-063)	China Securities Journal (B131) Shanghai Securities News (169) Securities Times (B177) Security Daily (D53-54)	30 August 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Using Some Idle Raised Funds to Temporarily Supplement Current Capital (L2019-064)	China Securities Journal (B131) Shanghai Securities News (169) Securities Times (B177) Security Daily (D53-54)	30 August 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Summary of 2019 Half-year Report	China Securities Journal (B131) Shanghai Securities News (169) Securities Times (B177) Security Daily (D53-54)	30 August 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Conversion Result of Convertible Bonds and Change in Shares (L2019-065)	China Securities Journal (B009) Shanghai Securities News (60) Securities Times (B3) Security Daily (D30)	3 September 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Signing Agreements on Supervision over Saving of Special Account for Raised Funds among Four Parties (L2019-066)	China Securities Journal (B021) Shanghai Securities News (92) Securities Times (B85) Security Daily (C3)	12 September 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Participating in Collective Reception Day for Investors (L2019-067)	China Securities Journal (B009) Shanghai Securities News (100) Securities Times (B21) Security Daily (D39)	18 September 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Shareholding Increase of Overseas Shares by Actual Controller's Concerted Actor (L2019-068)	China Securities Journal (B013) Shanghai Securities News (60) Securities Times (B60) Security Daily (D37)	27 September 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Conversion Result of Convertible Bonds and Change in Shares (L2019-069)	China Securities Journal (B008) Shanghai Securities News (65) Securities Times (B62) Security Daily (C3)	8 October 2019

'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Resolutions of 4th Session of 10th Directorate Meeting (L2019-070)	China Securities Journal (B200) Shanghai Securities News (220) Securities Times (B289) Security Daily (D281)	31 October 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Resolutions of 4th Session of 10th Board of Supervisors Meeting (L2019-071)	China Securities Journal (B200) Shanghai Securities News (220) Securities Times (B289) Security Daily (D281)	31 October 2019
Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Replacing Self-raised Funds Invested in Advance in Investment Projects Financed by Raised Funds with Raised Funds (L2019-072)	China Securities Journal (B200) Shanghai Securities News (220) Securities Times (B289) Security Daily (D281)	31 October 2019
Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Name Change of Auditor (L2019-073)	China Securities Journal (B200) Shanghai Securities News (220) Securities Times (B289) Security Daily (D281)	31 October 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Third Quarterly Report of 2019	China Securities Journal (B200) Shanghai Securities News (220) Securities Times (B289) Security Daily (D281)	31 October 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Conversion Result of Convertible Bonds and Change in Shares (L2019- 074)	China Securities Journal (B012) Shanghai Securities News (52) Securities Times (B33) Security Daily (B4)	5 November 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Resolutions of 5th Session of 10th Directorate Meeting (L2019-075)	China Securities Journal (B021) Shanghai Securities News (89/91) Securities Times (B54/B55) Security Daily (D39-40)	22 November 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Resolutions of 5th Session of 10th Board of Supervisors Meeting (L2019-076)	China Securities Journal (B021) Shanghai Securities News (89/91) Securities Times (B54/B55) Security Daily (D39-40)	22 November 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Notice of Redemption of 'Haier Convertible Bond' in Advance (L2019-077)	China Securities Journal (B021) Shanghai Securities News (89/91) Securities Times (B54/B55) Security Daily (D39-40)	22 November 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Connected Transaction of Haier Group Co., Ltd. Increasing Capital in Subsidiary (L2019-078)	China Securities Journal (B021) Shanghai Securities News (89/91) Securities Times (B54/B55) Security Daily (D39-40)	22 November 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Amending 'Articles of Association' (L2019-079)	China Securities Journal (B021) Shanghai Securities News (89/91) Securities Times (B54/B55) Security Daily (D39-40)	22 November 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Redemption in Full Amount and Delisting of 'Haier Convertible Bonds' (L2019- 080)	China Securities Journal (B044) Shanghai Securities News (56) Securities Times (A12) Security Daily (D28)	29 November 2019
'Haier Smart Home Co., Ltd.' (the Company) -- 1st Notice of Redemption of 'Haier Convertible Bonds' (L2019-081)	China Securities Journal (B016) Shanghai Securities News (20) Securities Times (B31) Security Daily (C8)	30 November 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Conversion Result of Convertible Bonds and Change in Shares (L2019- 082)	China Securities Journal (B016) Shanghai Securities News (65) Securities Times (B75) Security Daily (D67)	3 December 2019
'Haier Smart Home Co., Ltd.' (the Company) -- 2nd Notice of Redemption of 'Haier Convertible Bonds' (L2019-083)	China Securities Journal (B016) Shanghai Securities News (65) Securities Times (B75) Security Daily (D67)	3 December 2019
'Haier Smart Home Co., Ltd.' (the Company) -- 3rd Notice of Redemption of 'Haier Convertible Bonds' (L2019-084)	China Securities Journal (B013) Shanghai Securities News (68) Securities Times (B61)	4 December 2019

	Security Daily (C3)	
'Haier Smart Home Co., Ltd.' (the Company) -- 4th Notice of Redemption of 'Haier Convertible Bonds' (L2019-085)	China Securities Journal (B013) Shanghai Securities News (68) Securities Times (B45) Security Daily (C3)	5 December 2019
Haier Smart Home Co., Ltd.' (the Company) -- 5th Notice of Redemption of 'Haier Convertible Bonds' (L2019-086)	China Securities Journal (B021) Shanghai Securities News (57) Securities Times (B46) Security Daily (D70)	6 December 2019
'Haier Smart Home Co., Ltd.' (the Company) -- 6th Notice of Redemption of 'Haier Convertible Bonds' (L2019-087)	China Securities Journal (B021) Shanghai Securities News (52) Securities Times (B15) Security Daily (C13)	7 December 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Notice of Redemption of Corporate Bonds of 'Haier Convertible Bonds' (L2019-088)	China Securities Journal (B016) Shanghai Securities News (64) Securities Times (B33) Security Daily (D58)	10 December 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Notice of Redemption of Corporate Bonds of 'Haier Convertible Bonds' (L2019-089)	China Securities Journal (B009) Shanghai Securities News (80) Securities Times (B12) Security Daily (D39)	11 December 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Notice of Redemption of Corporate Bonds of 'Haier Convertible Bonds' (L2019-090)	China Securities Journal (B009) Shanghai Securities News (84) Securities Times (B29) Security Daily (D24)	12 December 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Notice of Redemption of Corporate Bonds of 'Haier Convertible Bonds' (L2019-091)	China Securities Journal (A08) Shanghai Securities News (94) Securities Times (B63) Security Daily (D59)	13 December 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Clarification of Media Report (L2019-092)	China Securities Journal (A08) Shanghai Securities News (94) Securities Times (B95) Security Daily (D40)	13 December 2019
'Haier Smart Home Co., Ltd.' (the Company) -- Announcement on Redemption Result of 'Haier Convertible Bonds' and Shares Change (L2019-093)	China Securities Journal (B008) Shanghai Securities News (25) Securities Times (B6) Security Daily (D22)	18 December 2019

XVII. Proactive performance of social responsibilities

(I) Information on poverty alleviation of the listed companies

√Applicable □Not Applicable

1. Targeted measures in poverty alleviation plan

√Applicable □Not Applicable

In accordance with the national plan for targeted measures in poverty alleviation and the requirements set out in relevant documents, the Company places great emphasis on poverty alleviation, and carries out initiatives of targeted measures in poverty alleviation within the scope as authorized by the general meetings on related matters (such as donation). Over the years, the Company has been devoted to education undertakings and making significant contributions, with a view to targeting the weakest area of education and to blocking the transmission of poverty between generations through focused efforts in raising the basic cultural quality in poverty and the skill levels of labor force from poor families. Up to now, the Company and the Haier Group Corporation (its ultimate controller) and its subsidiaries (referred to as the 'Haier Group') has built over 300 hope primary schools and hope middle school, covering 26 provinces, municipalities directly under the central government and autonomous regions in China, and

continuously provide the above-mentioned schools support in materials and other respects in each year including the reporting period. These initiatives have effectively enhanced the basic educational capabilities in poverty-stricken areas and improved the quality of education.

2. Summary of targeted measures in poverty alleviation during the year

√Applicable □Not Applicable

In 2019, the Company's expenditures on targeted measures in poverty alleviation was approximately RMB 17.82 million, which was mainly utilized in the education improvement, physical and mental health development of adolescents and children and social welfare. At the same time, as part of its initiatives in response to the government and the performance of its social responsibilities, Haier Group has also made investments in many aspects, such as poverty alleviation through agricultural development, poverty alleviation through improvement of the health of farmers and cultivation of innovative talents. Some examples are as follows:

Since 2017, Haier exclusive shops have launched a welfare activity named 'To Embrace Father', which has been assuming the role of a station of family love. They not only continue to provide material support for families in need but also directly bring left-behind children to their parents working outside, achieving the reunion of left-behind families. The activity has extended to families over 100 cities, spanning 170 thousand kilometers geographically. In 2019, 'To Embrace Father' was developed from a single welfare activity to a sustainable welfare event, from focusing on left-behind children in rural areas to left-behind children in the first and second tier cities and held welfare exhibitions in Shanghai and Shenzhen which has attracted a number of brands to cooperate and arisen highly social concern.

The Company and universities jointly developed applied education courses under Widespread Entrepreneurship and Innovation. Also, Haier has integrated its cases, experiences and resources of Widespread Entrepreneurship and Innovation systematically with relevant education in colleges and universities. By actively sharing entrepreneurial experience and work experience, the Company will act as an exemplary leader to attract more youths with a spirit of entrepreneurship to engage in entrepreneurial practice. By providing instructive advices and suggestions for youths with an intention to entrepreneurship, the Company will serve as a guide to help them forge ahead in a prospective way. The Company and the Group have open entrepreneurial platforms in place to absorb talented innovators, cultivate students' innovative consciousness and enhance their innovation ability. Such platforms can facilitate them to realize innovation and entrepreneurship and promote the 'new drivers of growth' in the future.

3. Results of targeted measures in poverty alleviation

√Applicable □Not Applicable

Unit and Currency: RMB 0'000

Indicator	Amount and the status
I. General information	
Including: 1. Funds	1,782
II. Breakdown of the use of funds	
I. Poverty alleviation through education	
Including: 1.1 Amount invested in helping poor students	786

2. Poverty alleviation through health enhancement	
Including: 2.1 Amount invested in medical and health resources in poverty areas	100
3. Basic guarantees	
Including: 3.1 Amount invested in helping 'Rural left-behind children, elderly people and women'	40
4. Poverty alleviation in the society	
Including: 4.1 Contributed amount in targeted poverty alleviation works	130
4.2 Charity funds for poverty alleviation	726

4. Subsequent targeted measures in poverty alleviation plans

√Applicable ☐Not Applicable

The Company will make concerted efforts with Haier Group and continue to implement the proposition of the documents issued by the central government in respect of poverty alleviation, dedicate to improve the education in poverty-stricken areas, promote the revitalization of rural talents, pay attention to children's physical and mental health and other initiatives, and will perform our social responsibilities in a proactive manner. At the same time, the Company will continue to integrate global resources and pay close attention to the recent epidemic development. The Company committed to make great efforts with all sectors of society to overcome the epidemic through continuously supporting materials and services required by the epidemic areas.

(II) Performance of social responsibilities

√Applicable ☐Not Applicable

For details, please refer to the *2019 Social Responsibility Report of Haier Smart Home Co., Ltd.* disclosed on the date of this periodic report.

(III) Environmental information

1. Explanation of the environmental protection status of companies and their important subsidiaries that are key emission units announced by the environmental protection department

√Applicable ☐Not Applicable

Innovation drive and green development are the development goals of modern manufacturing. The Company continues to promote green development, actively promote green consumption, enhance the application of energy-saving technologies, and integrate low carbon, cycling, energy saving and emission reduction into all aspects of enterprise development. Besides, the Company also continues to promote technological innovation, research and develop the products integrating smart IoT and green development to strive to increase the green of products at full life span, extend the green supply chain, lead innovation, green, interaction and win-win of the industry, and contribute to the national green development.

(1) Pollution discharge information

√Applicable ☐Not Applicable

The Company's indirect holding subsidiary Qingdao Economy and Technology Development Zone

Haier Energy & Power Co., Ltd. (hereinafter referred to as 'Development Zone Energy') is key emission units announced by the environmental protection department.

Development Zone Energy is a non-production unit, which is mainly responsible for the unified treatment of sewage from all production units in the development zone. The main sewage information is announced as follows:

① Major pollutants:

Wastewater. Pollutant permit has applied and implemented in accordance with the *Technical specification for application and issuance of pollutant permit-wastewater treatment (on trial)* (HJ 978-2018). A total of 17 kinds of pollutants (including particular pollutant) are subject to testing, which are total cadmium, total Chromium, total mercury, total lead, total arsenic, hexavalent chromium, COD, ammonia nitrogen, total phosphorus, total nitrogen, PH, suspended solids, chroma, petroleum, BOD, flow, temperature.

② Discharge method: indirect discharge

③ Number and distribution of discharge outlets: 1, in the southeast side of the sewage station by pipeline discharges

④ Discharge concentration and total amount, total approved discharges:

According to the pollutant permit, the total concentration and total amount of pollutants that need to be verified are as follows:

No.	Pollutant	Discharge concentration	Total discharges	Approved total discharges	Whether the discharge exceeds the standard
1	COD	36.58 mg/L	9.62 tons	159.83 tons	No
2	Ammonia nitrogen	5.34 mg/L	1.37 tons	14.38 tons	No
3	Total phosphorus	0.18mg/L	0.04 tons	2.55 tons	No
4	Total nitrogen	7.98 mg/L	1.99 tons	22.37 tons	No

⑤Pollutant discharge standards implemented: *Wastewater quality standards for discharge to municipal sewers* (GBT 31962-2015)

(2) Construction and operation of pollution control facility

☒Applicable ☐Not Applicable

The Development Zone Energy has a wastewater treatment station with a designed processing capacity of 1,200 tons each day. The construction, maintenance and daily operations of the wastewater treatment facilities are performed in accordance with national and local environmental laws and regulations. All discharged wastewater data are monitored online during 24 hours. The monitoring data is transmitted in real time with the environmental protection department and all equipment works well.

(3) Evaluation of the effect of construction projects on the environment and other environmental administration license

☒Applicable ☐Not Applicable

The Company and its subsidiaries perform the implementation and production of construction projects according to the laws and regulations. The Company performs environmental impact evaluation procedures in strict accordance with the Three Simultaneous system for environmental protection of construction projects which have been approved in the environmental impact assessment. There are no environmental violations such as having constructions without approval.

(4) Emergency plan for environmental emergencies

☒Applicable ☐Not Applicable

The Emergency Plan for Environmental Emergencies is developed according to the laws and regulations by the Company and its subsidiaries. Drills have been organized. The Plan is continuously optimized and upgraded according to the drill results.

(5) Environmental self-monitoring plan

☒Applicable ☐Not Applicable

All pollutant discharges of the Company comply with national and local environmental standards. The sewage is discharged after being collected and treated, and is monitored in real time through the automatic online sewage monitoring system. The data is connected to the Haier Smart Energy System. In March 2017, the Company received and passed the certification of version change of ISO14001 environmental management system. In March 2019, the professional certification body conducted the second time supervision and audit of the operation of 2019 ISO14001 system after version change. The operation was approved and functioned smoothly.

(6) Other environmental information to be disclosed

☐Applicable ☒Not Applicable

2. Statement on environmental protection of companies other than key pollution discharge units

☒Applicable ☐Not Applicable

All units of the Company perform the implementation and production of construction projects according to the requirements of laws and regulations. The Company completes environmental impact evaluation procedures in strict accordance with the Three Simultaneous system for environmental protection of construction projects which have been approved in the environmental impact assessment. There are no environmental violations such as having construction without approval.

The Company has established Haier Smart Energy Center, a leading energy big data analysis system in the industry. It uses automation, information technology and centralized management mode to implement centralized dynamic monitoring and digital management of main energy for consumption such as water, electricity and gas in all factories across the country; automatically and accurately collects energy data, and completes the prediction and analysis of energy consumption data, optimizes energy deployment

and reduce the energy consumption by producing a single product, thus truly achieving low-carbon production.

3. Statement on reasons for non-disclosure of environmental information by companies other than key pollution discharge units

☐ Applicable ☒ Not Applicable

4. Statement on subsequent development or changes of environmental information contents disclosed in the reporting period

☒ Applicable ☐ Not Applicable

The Company will continue to maintain and keep optimizing existing results and allows up-to-standard discharge in strict accordance with existing environmental discharge and emission standards.

(IV) Other explanations

☐ Applicable ☒ Not Applicable

XVIII. Convertible corporation bonds

☒ Applicable ☐ Not Applicable

(I) Information on the issuance of convertible bonds

☒ Applicable ☐ Not Applicable

On 23 November 2017, the *Proposal of the Plan of Public Offering of Convertible Corporate Bonds of Qingdao Haier Co., Ltd.* was passed at the 2017 First Extraordinary General Meeting of the Company. In accordance with the resolutions passed at this general meeting and the documents approved by China Securities Regulatory Commission, the Company has completed the issuance of convertible corporate bonds in December 2018, which issued convertible corporate bonds of RMB 3.00749 billion in total. Such bonds have been listed on 18 January 2019, with the listed name ‘Haier Convertible Bonds’ and the Bonds Code is 110049. For the details, please refer to relevant documents, such as the Company’s *Prospectus on the Public Issuance of the A Share Convertible Corporate Bonds of Qingdao Haier Co., Ltd.* disclosed on 14 December 2018 and *Announcement on the Listing of the Convertible Corporate Bonds of Qingdao Haier Co., Ltd.* disclosed on 16 January 2019. Because the convertible bonds reached the redemption conditions during the reporting period and the Board of the Company decided to exercise the redemption right after review and approval. Therefore, the Company fully redeemed the balance of convertible bonds registered on the redemption registration date. After redemption, the Company’s convertible bonds have been delisted on 17 December 2019.

(II) Information on holders and guarantors of convertible bonds during the reporting period

☐ Applicable ☒ Not Applicable

(III) Information on the change in convertible bonds during the reporting period

☒ Applicable ☐ Not Applicable

Unit and Currency: RMB

Name of convertible corporate bonds	Prior to the change	Increase and decrease of the change			After the change
		Conversion	Redemption	Back-sell	
2018 Qingdao Haier Co., Ltd. convertible corporate bonds	3,007,490,000	2,998,366,000	9,119,000	5,000	0

Information on the accumulated number of convertible bonds being converted into shares during the reporting period

☒Applicable ☐Not Applicable

Amount of conversion during the reporting period (RMB)	2,998,366,000
Converted shares during the reporting period (share)	211,149,927
Accumulated converted shares (share)	211,149,927
Proportion of accumulated converted shares to total issued shares of the Company before conversion (%)	3.32
Amount of remaining convertible bonds not converted (RMB)	0
Proportion of amount of remaining convertible bonds to total issued convertible bonds (%)	0

(IV) Information on the past adjustment of prices for conversion into shares

☒Applicable ☐Not Applicable

Unit and Currency: RMB

Conversion price adjustment day	Adjusted conversion price	Disclosure time	Disclosure media	Explanation of conversion price adjustment
8 August 2019	14.20	2 August 2019	China Securities Journal, Shanghai Securities News, Security Daily, Securities Times and website of Shanghai Stock Exchange	The conversion price is required to adjust due to the cash dividend of RMB 0.351 per share of the Company's 2018 equity distribution
The latest conversion price as of the end of the reporting period		14.20		

(V) Information on the indebtedness, changes in creditability of the Company and the cash arrangement for repayment of debts in the coming years

☐Applicable ☒Not Applicable

At the end of the reporting period, the Company's liabilities amounted to RMB 122,464.3760 million in total, including current liabilities of RMB 95,609.7374 million and non-current liabilities of RMB 26,854.6386 million.

Through the renewal evaluation of the credit status of the Company and the public issuance of convertible corporate bonds, United Credit Ratings Co., Ltd. determined the long-term credit rating of the Company is AAA, the rating outlook is 'stable' and the bond credit rating is AAA.

As of the end of the reporting period, the Company has fully redeemed the balance of convertible bonds registered on the redemption registration date.

(VI) Explanation on other information regarding convertible bonds

☐Applicable ☒Not Applicable

SECTION VI CHANGES IN ORDINARY SHARES AND INFORMATION ABOUT SHAREHOLDERS

I. Changes in ordinary share capital

(I) Table of Changes in ordinary shares

1. Table of Changes in ordinary shares

Unit: share

[illegible]

III. Total ordinary shares	6,368,416,700	100.00				211,149,927	211,149,927	6,579,566,627	100.00
----------------------------	---------------	--------	--	--	--	-------------	-------------	---------------	--------

2. Statement on the changes in ordinary shares

☒Applicable ☐Not Applicable

As approved by the *Reply on Approving the Public Issuance of Convertible Corporate Bonds by Qingdao Haier Co., Ltd. (Zheng Jian Xu Ke [2018] No. 1912)* issued by the China Securities Regulatory Commission (hereinafter referred to as the ‘CSRC’), on 18 December 2018, the Company publicly issued 30,074,900 convertible corporate bonds at a par value of RMB 100 each, and the total amount issued of RMB 3,007,490,000 for a term of 6 years. With the approval from the Shanghai Stock Exchange Self-regulation Decision [2019] No. 14, the convertible corporate bonds of RMB 3,007,490,000 issued by the Company will be listed and traded on Shanghai Stock Exchange on 18 January 2019. The bonds are referred to as ‘Haier Convertible Bonds’ and the bond code is ‘110049’.

According to the relevant requirements of *Prospectus of Qingdao Haier Co., Ltd. on Public Issuance of A-share Convertible Corporate Bonds* by the Company, the issuance of Haier Convertible Bonds can be converted into A-share of the Company since 25 June 2019, the conversion period commenced from 25 June 2019 to 17 December 2024. At the same time, the Company had fully redeemed the outstanding convertible bonds that had not been converted into shares on the redemption registration date at the end of the reporting period due to the directors of the Board of the Company decided to exercise the redemption right during the reporting period. During the reporting period, a total of 211,149,927 shares were converted and the share capital of the Company changed from 6,368,416,700 shares to 6,579,566,627 shares. For details, please refer to the *Announcement on Redemption Result of ‘Haier Convertible Bonds’ and Shares Change of Haier Smart Home Co., Ltd.* (No.: L2019-093) disclosed on 18 December 2019.

3. Effect of changes in ordinary shares on the financial indicators such as earnings per share and net assets per share (if any) over the last year and the last reporting period

☒Applicable ☐Not Applicable

In 2019, the Company achieved net profit attributable to shareholders of the Parent Company of RMB 8,206,247,105.96, equity attributable to owners of the Parent Company of RMB 47,888,319,765.92, in terms of total share capital of 6,368,416,700 shares before the conversion of the convertible bonds of the Company at the end of the reporting period, profit was RMB 1.289 per share and net asset was RMB 7.520 per share accordingly; in terms of total share capital of 6,579,566,627 after the conversion of the convertible bonds, profit per share was RMB 1.247 and net asset was RMB 7.278 per share accordingly.

4. Other disclosure deemed necessary by the Company or required by securities regulatory authorities

☐Applicable ☒Not Applicable

(II) Changes in shares with selling restrictions

□Applicable √Not Applicable

II. Issuance and listing of securities**(I) Issuance of securities as of the reporting period**

√Applicable □Not Applicable

Unit: 0'000 shares Currency: RMB

Type of shares and its derivative securities	Date of issue	Price (or interests rate)	Number of issuance	Date of listing	Number of shares under listing approval	Date of termination
Convertible corporation bonds, convertible bonds with warrants and corporate bonds						
Convertible corporation bonds of Qingdao Haier Co., Ltd.	18 December 2018	Interest rates for the first year to sixth year are 0.2%, 0.5%, 1.0%, 1.5%, 1.8%, 2.0%, respectively	RMB 3,007,490,000	18 January 2019	RMB 3,007,490,000	17 December 2019

Details of issuance of securities as of the reporting period (please specify separately for bonds with different interest rates within the duration):

√Applicable □Not Applicable

In September 2017, after considering and approving at the 8th meeting of the 9th session of the Board of the Company, the Company intended to issue convertible corporate bonds up to RMB 5,640,000,000 (subject to the adjustment of the Board with up to RMB 3,007,490,000). After obtaining relevant approval and examination, the Company issued convertible corporate bonds of RMB 3,007,490,000 on 18 December 2018, which listed for trading on 18 January 2019. For details, please refer to relevant announcements, such as *Announcement on Public Issuance of Convertible Corporate Bonds of Qingdao Haier Co., Ltd.* (L2018-079) and *Announcement on the Listing of the Convertible Corporate Bonds of Qingdao Haier Co., Ltd.* (L2019-004) disclosed by the Company on 13 December 2018 and 16 January 2019, respectively.

(II) Changes in total ordinary shares and shareholder structure as well as assets and liabilities structure of the Company

√Applicable □Not Applicable

For the total number of ordinary shares of the Company and changes in shareholder structure, please refer to the relevant expressions in 'I. Changes in ordinary share capital' and 'III. Information on

shareholder and ultimate controllers' in this chapter. For the impact of the aforesaid changes on 'Paid-in capital (or share capital)' in the Company's balance sheet and other items, please refer to the relevant content in 'SECTION XI FINANCIAL REPORT' of this report.

(III) Information on existing shares held by the staff

☐Applicable ☒Not Applicable

III. Information on shareholder and ultimate controllers

(I) Total number of shareholders

Total number of ordinary shareholders up to the end of the reporting period	142,465
Total number of ordinary shareholders as at the end of the last month prior to the disclosure day of the annual report	174,731

(II) Table of top ten shareholders, top ten common shareholders (or the shareholders without selling restrictions) by the end of the reporting period

Unit: share

Shareholdings of top ten shareholders							
Name of shareholder (full name)	Change during the reporting period	Number of shares held at the end of the period	Percentage (%)	Number of shares held with selling restrictions	Status of shares pledged or frozen		Nature of shareholder
					Status	Number	
Haier Electric Appliances International Co., Ltd.		1,258,684,824	19.13		Nil		Domestic non-state-owned legal entity
Haier Group Corporation		1,072,610,764	16.30		Nil		Domestic non-state-owned legal entity
Hong Kong Securities Clearing Co., Ltd.		857,911,223	13.04		Nil		Foreign legal entity
China Securities Finance Corporation Limited		182,592,697	2.78		Nil		Unknown
Qingdao Haier Venture & Investment Information Co., Ltd.		172,252,560	2.62		Nil		Domestic non-state-owned legal entity
GIC PRIVATE LIMITED		161,125,601	2.45		Nil		Foreign legal entity

Bank of China Limited- E Fund's small and medium-sized hybrid securities investment funds		97,000,000	1.47		Nil		Unknown
CLEARSTREAM BANKING S.A. (Note)		91,216,350	1.39		Nil		Foreign legal entity
Qingdao Haichuangzhi Management Consulting Enterprise (Limited Partnership)		73,011,000	1.11		Nil		Domestic non-state-owned legal entity
Central Huijin Asset Management Ltd.		69,539,900	1.06		Nil		Unknown
Shareholdings of top ten shareholders not subject to selling restrictions							
Name of shareholder	Number of tradable shares without selling restrictions	Class and number of shares					
		Class	Number				
Haier Electric Appliances International Co., Ltd.	1,258,684,824	RMB ordinary	1,258,684,824				
Haier Group Corporation	1,072,610,764	RMB ordinary	1,072,610,764				
Hong Kong Securities Clearing Co., Ltd.	857,911,223	RMB ordinary	857,911,223				
China Securities Finance Corporation Limited	182,592,697	RMB ordinary	182,592,697				
Qingdao Haier Venture & Investment Information Co., Ltd.	172,252,560	RMB ordinary	172,252,560				
GIC PRIVATE LIMITED	161,125,601	RMB ordinary	161,125,601				
Bank of China Limited- E Fund's small and medium-sized hybrid securities investment funds	97,000,000	RMB ordinary	97,000,000				
CLEARSTREAM BANKING S.A. (Note)	91,216,350	Overseas listed foreign shares	91,216,350				
Qingdao Haichuangzhi Management Consulting Enterprise (Limited Partnership)	73,011,000	RMB ordinary	73,011,000				
Central Huijin Asset Management Ltd.	69,539,900	RMB ordinary	69,539,900				
Related-parties or parties acting in concert among the aforesaid shareholders	<p>(1) Haier Electric Appliances International Co., Ltd. is a holding subsidiary of Haier Group Corporation. Haier Group Corporation holds 51.20% of its equity. Qingdao Haier Venture & Investment Information Co., Ltd. (青岛海尔创业投资咨询有限公司) and Qingdao Haichuangzhi Management Consulting Enterprise (Limited Partnership) (青岛海创智管理咨询企业(有限合伙)) is a party acting in concert with Haier Group Corporation;</p> <p>(2) The Company is not aware of the existence of any connections of other shareholders.</p>						
Explanation of preferential shareholders with restoration of voting rights and their shareholdings	Not applicable						

Note: (1) This account is the Clearstream Banking Collection Account for the Company's D shares, which is the original data provided by the German securities registration agency to the Company after the merger according to local market practices and technical settings, not representing the ultimate shareholder. (2) 57,142,857 shares in this account are held by Haier International Co., Limited, the concerted actor of the Company's ultimate controller Haier Group Corporation, accounting for 0.87% of the Company's total share capital.

Number of shares held by top ten shareholders with selling restrictions and the selling restrictions

☐Applicable ☒Not Applicable

(III) Strategic investors or general legal persons who became the top ten shareholders due to placing of new shares

☐Applicable ☒Not Applicable

IV. Controlling shareholder and the ultimate controller

(I) Status of controlling shareholder

1 Legal person

☒Applicable ☐Not Applicable

Name	Haier Electric Appliances International Co., Ltd.
The person in charge of the Company or legal representative	Zhang Ruimin (张瑞敏)
Establishment date	1988-06-30
Principal business	Manufacturing of freezer, electromagnetic stove, house electrical fan, hairdryer, freezing machine, gas fire, air cleaner, dishwasher, electric heater, electric cooker, water dispenser, vacuum cleaner, kitchen ventilator, gas stove and oven focal; the export of the products produced by the Company, the import and export of technology and equipment for the Company's own use and the import business of raw materials for production
Shareholding of other controlling and participating domestic and overseas listed companies in the reporting period	Indirect controlling / participating Company: 'Qingdao Haier Biomedical Co., Ltd.' (青岛海尔生物医疗股份有限公司) (stock name: 'Haier Biomedical', stock code: 688139), Yingkang Life Technology Co., Ltd. (盈康生命科技股份有限公司) (stock name: 'Yingkang Life', stock code: 300143), 'Qingdao Bank Co., Ltd.' (青岛银行股份有限公司) (stock name: 'Bank of Qingdao', stock code: 002948), 'Haier Electronics Group Co., Ltd.' (stock name: 'Haier Elec', stock code: 01169.HK) etc.
Other explanation	Nil

2 Natural person

☐Applicable ☒Not Applicable

3 Explanation on the absence of controlling shareholders of the Company

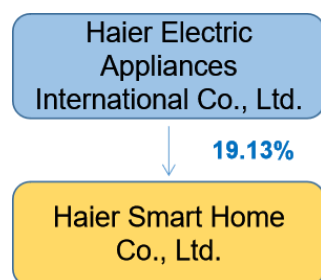
☐Applicable ☒Not Applicable

4 Index and dates in respect of the changes in controlling shareholders during the reporting period

☐Applicable ☒Not Applicable

5 Framework of the ownership and controlling relationship between the Company and its controlling shareholder

☒Applicable ☐Not Applicable



(II) Status of the ultimate controller

1 Legal person

☒Applicable ☐Not Applicable

Name	Haier Group Corporation
The person in charge of the Company or legal representative	Zhang Ruimin (张瑞敏)
Establishment date	1980-03-24
Principal business	Manufacturing of home appliances, digital products, communication equipment, electronic computers and accessories, ordinary machineries, kitchen utensils and industrial use robots; domestic commercial wholesale distribution and retail sale (excluding those operated exclusively by the State, which are dangerous and limited by the State); the import and export business (please refer to Foreign Trade Enterprise Validation Certificate for details)
Shareholding of other controlling and participating domestic and overseas listed companies in the reporting period	Indirect controlling / participating Company: 'Qingdao Haier Biomedical Co., Ltd.' (青岛海尔生物医疗股份有限公司) (stock name: 'Haier Biomedical', stock code: 688139), Yingkang Life Technology Co., Ltd. (盈康生命科技股份有限公司) (stock name: 'Yingkang Life', stock code: 300143), 'Qingdao Bank Co., Ltd.' (青岛银行股份有限公司) (stock name: 'Bank of Qingdao', stock code: 002948), 'Haier Electronics Group Co., Ltd.' (stock name: 'Haier Elec', stock code: 01169.HK) etc.
Other explanation	Nil

2 Natural person

☐Applicable ☒Not Applicable

3 Explanation on the absence of ultimate controller of the Company

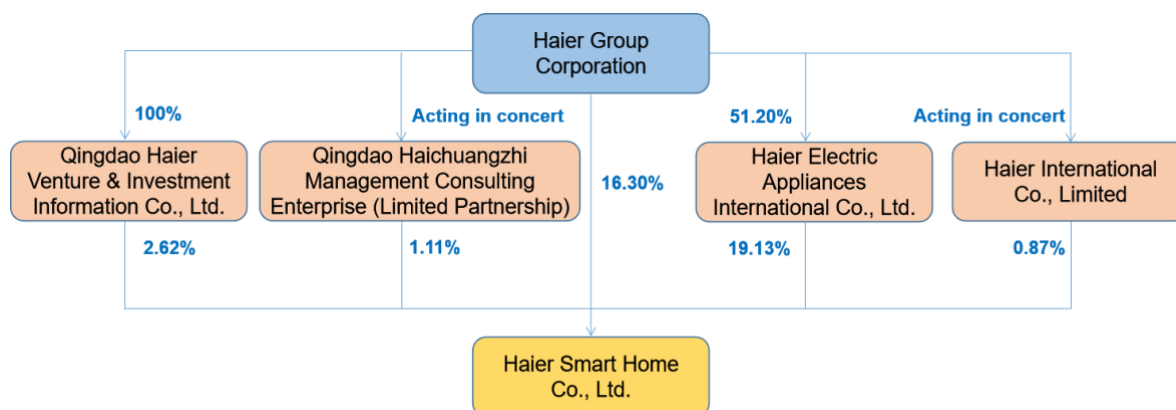
☐Applicable ☒Not Applicable

4 Index and dates in respect of the changes in ultimate controller during the reporting period

□Applicable √Not Applicable

5 Framework of ownership and controlling relationship between the Company and the ultimate controllers

√Applicable □Not Applicable

**6 The ultimate controller controls the Company by way of Trust or other assets management**

□Applicable √Not Applicable

(III) Introduction of controlling shareholders and ultimate controllers

√Applicable □Not Applicable

Haier Group Company is registered as a joint-stock enterprise. According to the statement issued by the State-owned Assets Management Office of Qingdao on 1 June 2002, it is believed that the enterprise nature of Haier Group Company is a collective owned enterprise.

V. Other legal shareholders with a shareholding percentage over 10%

□Applicable √Not Applicable

VI. Explanation of reduction of share restrictions

□Applicable √Not Applicable

SECTION VII RELEVANT INFORMATION OF PREFERRED SHARES

☐Applicable ☒Not Applicable

SECTION VIII DIRECTORS, SUPERVISORS, SENIOR MANAGEMENT AND EMPLOYEES

I. Changes of Shareholding and Remuneration

(I) Changes of shareholding and remuneration of current and retired directors, supervisors and senior management during the reporting period

√Applicable □Not Applicable

Unit: share

Name	Title (note)	Gender	Age	Appointment date	Expiration date of appointment	Shareholdings at the beginning of the year	Shareholdings at the end of the year	Increase/decrease in shares for the year	Reason for increase/decrease	Total remuneration received from the Company during the reporting period (RMB 0'000) (before tax)	Whether receive remuneration from the Company's related party
Liang Haishan	Chairman	male	54	2019-06-18	2022-06-17	12,859,062	14,483,466	1,624,404	Employee shareholding scheme vested	190	NO
Tan Lixia	Vice president	female	50	2019-06-18	2022-06-17	6,836,737	8,136,260	1,299,523		Not receiving remuneration from the Company	YES
Li Huagang	Director, General manager	male	51	2019-06-18	2022-06-17	482,214	653,306	171,092		142.6	NO
Wu Changqi	Director	male	65	2019-06-18	2022-06-17					20	NO
Lin Sui	Director	male	64	2019-06-18	2022-06-17					7.5	NO
Yan Yan	Director	male	63	2019-06-18	2022-06-17					7.5	NO
Dai Deming	Independent director	male	58	2019-06-18	2021-06-09					20	NO
Shi Tiantao	Independent director	male	58	2019-06-18	2020-05-19					20	NO
Qian Daqun	Independent director	male	67	2019-06-18	2022-06-17					7.5	NO
Wu Cheng(retired)	Independent director	male	80	2016-05-31	2019-06-18					12.5	NO
Peng Jianfeng (retired)	Director	male	59	2016-05-31	2019-06-18					12.5	NO
Zhou Hongbo (retired)	Director	male	58	2016-05-31	2019-06-18					12.5	NO

Liu Haifeng (retired)	Director	male	50	2016-05-31	2019-06-18					0	NO
Wang Peihua	Chairman of the Board of Supervisors	male	63	2019-06-18	2022-06-17	91,213	144,764	53,551	Employee shareholding scheme vested	Not receiving remuneration from the Company	YES
Ming Guoqing	Supervisor	male	60	2019-06-18	2022-06-17	59,518	94,505	34,987		Not receiving remuneration from the Company	YES
Yu Miao	Employee supervisor	male	38	2019-06-18	2022-06-17					21	NO
Wang Yuqing (retired)	Employee supervisor	female	45	2016-05-31	2019-01-08	7,532	7,532			0	NO
Gong Wei	Chief financial officer, vice president	male	47	2019-06-18	2022-06-17	1,450,556	1,671,903	221,347	Employee shareholding scheme vested	65	NO
Ming Guozhen	Secretary to the board of directors, vice president	female	56	2019-06-18	2022-06-17	1,106,579	1,240,515	133,936		60	NO
Total	/	/	/	/	/	22,893,411	26,432,251	3,538,840	/	598.6	/

Name	Major work experience
Liang Haishan	Male, born in 1966, is a senior engineer. He had served as head of the quality department of Qingdao Haier Refrigerator Co., Ltd., general manager of Qingdao Haier Air Conditioner Gen Corp., Ltd, senior vice president of Haier Group, rotation president of Haier Group. He is vice president of the board of directors of Haier Group, and Chairman & CEO of Haier Smart Home Co., Ltd. chairman of 10th session of the Board manager of Haier Smart Home Co., Ltd.; he was rewarded National May 1st Labor Medal, Outstanding Leadership Award of the National Light Industry Enterprise Information (全国轻工业企业信息化优秀领导奖), Top 10 Leaders in China Strategic Emerging Industries in recent year; Prize of Technology Advancement for China Household Appliances, First Prize Award of Science and Technology Progress of China National Light Industry Council, 2017 Forbes China Best CEO of Listed Company, 2017 Taishan Industry Leading Talent of Shandong Province.
Tan Lixia	Female, born in 1970, had served as assistant to director and general manager of Haier Air Conditioning Electronics Import and Export Company (海尔空调电子进出口公

	司), the head of integrated department, deputy director, director of department of overseas market development of Haier Group, and head of department of financial management of Haier Group, CFO of Haier Group currently serves as the executive vice president of Haier Group, the president of Haier Financial Holdings Limited, the vice chairman of the 10th session of the Board of Haier Smart Home Co., Ltd.. In recent years, she was successively awarded Model Worker of Shandong Province, Outstanding Entrepreneur of the State, 'March 8 Red-Banner Holders of the State', PRC CFO of the Year, China Top Ten Women in Economic Area, China Top Ten Brand Female (中国十大品牌女性), member of the 12th Standing Committee of the All-China Women's Federation and the vice president of the China Women Entrepreneurs Association and so on.
Li Huagang	Male, born in 1969. He has served as the chief operating officer and executive director of Haier Electrical Appliances Group Co., Ltd., a controlling subsidiary of the Company. He is currently the director, general manager and chief marketing officer of China of Haier Smart Home Co., Ltd.. He graduated from Huazhong University of Science and Technology with a bachelor's degree in economics in 1991, and graduated from China Europe International Business School in 2014 with a master's degree in executive master of business administration from senior management.
Wu Changqi	Male, born in 1955, professor and tutor of doctorate students of department of Strategic Management of Guanghua School of Management of Peking University. He graduated from Shandong University in 1982 with a bachelor degree in economics. He graduated from Katholieke Universiteit Leuven in Belgium in 1990, with a MBA degree and a doctorate degree in applied economics successively. He was an assistant professor and associate professor of Department of Economics of School of Business and Management of Hong Kong University of Science and Technology, professor and director of Department of Strategic Management of Guanghua School of Management of Peking University, deputy dean of Guanghua School of Management, Peking University, Director of EMBA degree programme center and so on. He is currently the president of the National Hi-Tech Industrial Development Zone Strategy Research Institute of Peking University (国家高新技术产业开发区发展战略研究院) and president of Guanghua Leadership Research Center, dean of Management School of Shandong University, Shandong University director of the 10th session of the Board of Haier Smart Home Co., Ltd..
Lin Sui	Male, born in 1956. He was a partner of Deloitte China (retired from Deloitte China on 31 May 2019). He has been engaged in international tax consulting work in the United States and China for nearly 30 years. He has participated in many professional tax consulting services including multinational investment transactions, mergers, acquisitions and reorganization, listings, financing projects, tax optimization of supply chain, and internal tax risk control in many Chinese international companies. He has extensive experience in corporate reorganization, acquisitions, equity arrangements, tax accounting and business transformation. In recent years, he has been mainly engaged

	in consulting for the digital transformation of corporate finance and tax management. In 1989, he went to the United States to earn credits for MBA and tax law. He joined Deloitte USA in 1993 and was assigned to Deloitte China in 2002. He is a U.S. Certified Public Accountant. Prior to returning China, he was employed by the Ministry of Science and Technology of China as a member of the National High-tech Development Torch Program Overseas Scholars Advisory Committee and a UN China Development Project Expert. He is currently invited to be an external teacher of China Europe International Business School and Shanghai National Accounting Institute, part-time master tutor of Fudan University and Shanghai University of Finance and Economics, deputy director of the advisory committee of the Large Enterprise Tax Institute, and director of the 10th session of the Board of Haier Smart Home Co., Ltd.
Yan Yan	Male, born in 1957. He is currently the founding managing partner of SAIF Asia Investment Fund. Prior to founding SAIF, Mr. Yan was the managing director and director of the Hong Kong office of AIG Asia Infrastructure Investment Fund from 1994 to 2001. From 1989 to 1994, he was an economist at the World Bank headquarters in Washington, a researcher at the well-known think tank Hudson Institute, and a director of strategic planning and business development for the Asia Pacific region at Sprint International Corporation. Mr. Yan obtained a bachelor's degree in engineering from Nanjing Institute of Aeronautics in 1982 and specialized in master's degree of Sociology in Peking University from 1984 to 1986. He studied his Ph.D. from Princeton University from 1986-1989 and received a master's degree in international economics in 1989. He also took advanced finance and accountancy courses at the Wharton School of Business in 1995.
Dai Deming	Male, born in 1962. He is a professor and doctoral supervisor of the accounting department of School of Business at Remin University of China. He also concurrently holds other positions such as a vice-chairman of Accounting Society of China, Independent director of the 10th session of the Board of Directors of Haier Smart Home. He served as an independent director for Beijing Capital Development Co., Ltd. (北京首都开发股份有限公司).
Shi Tiantao	Male, born in 1962. He currently serves as a professor and doctoral supervisor of the School of Law at Tsinghua University as well as director of Finance & Law Research Center under the School of Law at Tsinghua University. He also serves on the 10th session of the Board of Directors of Haier Smart Home as an independent director. Meanwhile, he concurrently holds other positions such as a vice president of the Chinese Research Association of Securities Law, an arbitrator of CIETAC, and a member of the Case Guidance Committee of the Supreme People's Court.
Qian Daqun	Male, born in 1953. He was served as Chairman of IBM Greater China, Chief Executive Officer and CEO of IBM Greater China. He graduated from the Department of Mathematics, Tamkang University of Taiwan, and studied advanced management courses at Harvard University's Institute of Business Administration, IBM Global Senior Manager Course, and is currently an independent director of the 10th session of the Board of Haier Smart Home Co., Ltd..
Wu Cheng (retired)	Male, born in 1940, expert in information and automation, academician of Chinese Academy of Engineering. He graduated from Tsinghua University in 1962 and got a

	postgraduate degree of Tsinghua University in 1966. He is a professor and doctoral supervisor of department of Automation of Tsinghua University, head of National CIMS Engineering Research Center, and was an independent director of the 9th session of the Board of Haier Smart Home Co., Ltd..
Peng Jianfeng (retired)	Male, born in 1961, professor and tutor of doctorate students of School of Labor and Human Resources of Remin University of China, president of China Stone Management Consulting Group, vice chairman of China Human Resource Development Association, vice director of Management Consulting Committee of China Enterprise Confederation. He once was the deputy dean of School of Labor and Human Resources of Remin University of China and a director of the 9th session of the Board of Haier Smart Home Co., Ltd..
Zhou Hongbo (retired)	Male, born in 1962, chairman of UbiLink, member of the board of directors of Beijing Hanbang Technology Co., Ltd., part-time chief scientist of Kyland Technology Co., Ltd (东土科技); he was once the general manager of Beiqi iFoton Co., Ltd. (北汽福田车联网公司), chief software specialist of Tsinghua Tongfang, senior engineer / manager of research and development of IBM/Oracle and other companies in the United States, postdoctoral researcher of Oak Ridge National Laboratory of America etc. He has engaged in the research and development work in supercomputing and cloud computing. He was distinguished expert of Beijing, Guiyang and other municipal government; part-time professor of Beijing Jiaotong University, University of Electronic Science and Technology of China and other colleges; He was the pioneer engaged in IoT development in Tsinghua Tongfang after his return from abroad in 2003, and has published three treatises at home and abroad, and he is one of the nine global IoT experts interviewed by the internationally renowned magazine 'Economist'. He was a director of the 9th session of the Board of Haier Smart Home Co., Ltd..
Liu Haifeng (retired)	Male, born in 1970, currently is the president of Dehong Capital (德弘资本) and was the KKR global partner, co-head of KKR Asian Private Equity (KKR 亚洲私募业务) and CEO of KKR Greater China Region. He once served as the managing director of Morgan Stanley and co-head of the Direct Investment Department of Morgan Stanley Asia. In years of direct investment career, he achieved an excellent long-term investment performance, he was responsible for and led a number of successful and pioneering direct investment projects in the Greater China region, such as: Ping An Insurance, Mengniu Dairy, Qingdao Haier, Sunner Development, Belle International, Far East Horizon, Nanfu Battery, China Modern Dairy, United Envirotech Ltd., China International Capital Corporation Limited (CICC), China Cord Blood Corporation, Yongle Household Appliances, Hengan International, COFCO Meat, Guangdong Feed(粤海饲料), Asia Dairy, Uxin Limited, Tarena Education and etc. He graduated from Columbia University, and achieved the highest honor of science degree in Department of Electronic Engineering; he is a member of Tau Beta Pi (National Engineering Honor Society of America) (全美工程荣誉学会), and he has won the Edwin Howard Armstrong Award as the most outstanding electronic engineering student of Columbia

	University. He was a director of the 9th session of the Board of Haier Smart Home Co., Ltd..
Wang Peihua	Male, born in 1957, senior political analyst, he has served as the deputy secretary of Party Committee of Haier Group Air-Conditioner Head Office (海尔集团空调本部), Washing Machine Head Office (洗衣机本部), and Haier Group Freezer & Heater Head Office (海尔集团冷柜电热本部), chairman of the labor union of Haier Group Technology and Equipment Head Office, deputy secretary of Discipline Inspection Committee etc.. He is the head of the Organizational Department of Haier Group and the president of the 10th session of the Board of Supervisors of Haier Smart Home Co., Ltd..
Ming Guoqing	Male, born in 1960, senior political analyst, has served as deputy secretary of Discipline Inspection Committee of Qingdao Refrigerator General Factory, party branch secretary and assistant manager of Qingdao Haier Transportation Company (青岛海尔运输公司), head of the comprehensive department of Qingdao Haier Co., Ltd., deputy secretary of party committee and secretary of discipline inspection committee of Haier Refrigerator Products Head Office (海尔冰箱产品本部), chairman of the labor union. He is the chairman of the labor union of Haier Group, and the supervisor of the 10th session of the board of supervisors of Haier Smart Home Co., Ltd..
Yu Miao	Male, Han nationality, born in 1982, Chinese nationality with a master degree. He serves as the legal manager and employee supervisor of the 10th session of the board of supervisors of Haier Smart Home Co., Ltd. since April 2012.
Wang Yuqing(retired)	Female, born in 1975, has served as the employee supervisor of the board of Supervisors of Haier Smart Home Co., Ltd., the secretary and head of the general manager office of Haier Smart Home Co., Ltd..
Gong Wei	Male, born in 1973, has served as the financial manager of Haier Smart Home Co., Ltd., senior financial manager and senior financial analyst of Haier Group, chief financial officer of Haier Washing Machine Head Office (海尔洗衣机本部), chief financial officer of Haier Air-Conditioner Head Office (海尔空调本部), chief financial officer of White Goods Group, he is currently the vice president and chief financial officer of the Company. He was granted the honorary titles such as Outstanding Youth in Post of Qingdao City, Outstanding Accounting Workers of Shandong Province, National Outstanding Accounting Workers and so on, and won the awards of Top Ten CFO in China as appraised by 'New Money' Magazine (《新理财杂志》) in 2011.
Ming Guozhen	Female, born in 1964, senior economist, was the lecturer of the investment department of China Institute of Finance, deputy head of the Teaching and Research section of Investment Economy Department, a member of treasury department of Everbright International Investment Consultancy Company, deputy director and director of general manager office, general manager of business management department and general manager of personnel department, assistant to the general manager of the Company,

executive vice president of Everbright International Investment Consultancy Company; she was the office director of analysts professional committee of the Securities Association of China, vice director of Qualification Management Department of the Association, vice director of Practice Standards Committee (执业标准委员会) of the Association. She is currently the vice general manager and secretary to the Board of Directors of Haier Smart Home Co., Ltd..

Other information

☐Applicable ☒Not Applicable

(II) Incentive share option granted to directors and senior management during the reporting period

☐Applicable ☒Not Applicable

II. Positions held by current and retired directors, supervisors and senior management during the reporting period

(I) Positions held in shareholders' entities

☒Applicable ☐Not Applicable

Name	Company	Position	Appointment date	End date of appointment
Liang Haishan	Haier Electric Appliances International Co., Ltd.	Director	November 1997	
Tan Lixia	Haier Electric Appliances International Co., Ltd.	Director	September 2014	
Tan Lixia	Qingdao Haier Venture & Investment Information Co., Ltd. (青岛海尔创业投资咨询有限公司)	Supervisor	March 2009	
Tan Lixia	Haier Group Corporation	Executive vice president	February 2016	
Wang Peihua	Haier Group Corporation	Head of Organizational Department		
Ming Guoqing	Haier Group Corporation	Chairman of the Labor Union		
Li Huagang	Haier Electric Appliances International Co., Ltd.	Director		
Positions in shareholders entities	Nil			

(II) Positions held in other entities

√Applicable □Not Applicable

Name	Company	Position	Appointment date	End date of appointment
Liang Haishan	Haier Group Finance Co., Ltd.	Director		
Liang Haishan	Haier Financial Holdings Limited	Director		
Liang Haishan	Qingdao Haier multimedia Co., Ltd.	Chairman		
Tan Lixia	Haier Group Finance Co., Ltd.	Supervisor		
Tan Lixia	Haier Financial Holdings Limited	Legal representative, director	July 2014	
Tan Lixia	Bank of Qingdao Co., Ltd.	Non-executive director	April 2012	May 2021
Tan Lixia	Wanlian (Chongqing) IoT Technology Co., Ltd.(万链(重庆)物联网科技有限公司)	President	May 2018	
Tan Lixia	Yingkang Life Technology Co., Ltd.	Director	16 May 2019	
Tan Lixia	Qingdao Haier Biomedical Co., Ltd.	President	July 2018	
Li Huagang	Qingdao Haier Cultural Industry Development Co., Ltd. (青岛海尔文化产业发展有限公司)	Director		
Wu Cheng	Tsinghua University	Professor	February 1967	
Wu Cheng	Kingdee International Software Group Company Limited	Independent Non-executive director		March 2018
Wu Changqi	Peking University	Professor		
Wu Changqi	Huaxia Bank Co., Ltd.	Supervisor	12 May 2015	12 May 2021
Wu Changqi	Beijing Electronic Zone Investment and Development Co., Ltd.	Independent director	28 December 2012	22 April 2019
Wu Changqi	Yijiahe Technology Co., Ltd.	Independent director	24 August 2018	24 August 2021
Wu Changqi	Shandong University	Dean of Management School	October 2019	
Shi Tiantao	Tsinghua University	Professor	2000	
Shi Tiantao	Jiajiayue Group Holding Co., Ltd.	Independent director		
Shi Tiantao	Beijing Zeho Waterfront Co., Ltd.	Independent director		
Shi Tiantao	Rongtong Fund Management Co., Ltd.	Independent director		
Liu Haifeng	Far East Horizon Co., Ltd	Non-executive director	October 2009	
Liu Haifeng	China International Capital Corporation Limited	Non-executive director	February 2015	

Liu Haifeng	Sunpower Group	Non-executive director	November 2017	
Dai Deming	China Zheshang Bank Co., Ltd.	Independent Non-executive director	March 2015	
Dai Deming	BOC Aviation Limited	Independent Non-executive director	May 2016	
Dai Deming	China Securities Co., Ltd.	Independent Non-executive director	August 2016	
Dai Deming	Power Construction Corporation of China	Independent Non-executive director	March 2018	
Dai Deming	Poly Developments and Holdings Corporation Limited	Independent Non-executive director	September 2018	
Peng Jianfeng	Beijing Chinastone Enterprise Management Consulting Co., Ltd.	Chairman of the Board	2003	
Peng Jianfeng	School of Labor and Human Resources of Remin University of China	Professor	1996	
Peng Jianfeng	China Merchants Shekou Industrial Zone Holdings Co., Ltd.	Independent director	2015	
Peng Jianfeng	Jinko Power Technology Co., Ltd.	Independent director	2017	
Zhou Hongbo	Beijing Hanbang Technology Co., Ltd.	Director	November 2017	November 2020
Lin Sui	Deloitte China	Partner	From 1 June 2002	31May 2019
Yan Yan	SAIF Asia Investment Fund (赛富亚洲投资基金)	Chief partner	October 2001	To date
Yan Yan	China Resources Land Limited	Independent Non-executive director	July 2006	To date
Yan Yan	Guodian Technology & Environment Group Corporation Limited	Non-executive director	June 2012	To date
Yan Yan	Beijing BuleFocus Data Technology Co., Ltd.(北京蓝色光标数据科技股份有限公司)	Independent director	March 2014	To date
Yan Yan	TCL Group Corporation	Independent director	March 2015	To date
Yan Yan	ATA Inc.	Director	March 2005	To date
Yan Yan	Shanghai WellTech Industrial Automation Co., Ltd.(上海威尔泰工业自动化股份有限公司)	Director	June 2019	To date
Yan Yan	360 Finance, Inc	Independent director	October 2019	To date

Yan Yan	Shenzhen Guangfeng Technology Co., Ltd.(深圳光峰科技股份有限公司)	Director	June 2019	To date
Ming Guozhen	Qingdao Overseas Chinese Industrial Holdings Co., Ltd.	Director	July 2008	
Positions in other entities	Nil			

III. Remuneration of directors, supervisors and senior management

√Applicable □Not Applicable

Decision-making procedures of the remuneration of directors, supervisors and senior management	The procedures for decision-making of remuneration of directors, supervisors and senior management of the Company are establishing platform, clearing standards, communication and consultation, and making objective decision. The Remuneration Committee of the Company formulate remuneration standards, adjust principles and assess the principles of realizing, then propose them to the board of directors for approval, thus form a system platform, then to determine the actual remuneration of that year according to the principle of ‘salary paid by users’ and the vertical and horizontal matching statement examination results of the bet against cycle, the vertical and horizontal matching statement annual examination results and win-win value-added statement examination results, and the EMC contracts.
Determination basis of the remuneration of directors, supervisors and senior management	The management personnel salary system of the Company in 2019 reflects the high value-added and high sharing nature of ‘salary paid by users’ and is linked to the vertical and horizontal matching statement and the win-win value-added statement, of which the tool is the two-dimensional lattice model (二维点阵模型). The two-dimensional lattice (二维点阵) could reflect the strategy support and EMC contracts vertically, connecting with the ignition of the enhancement of EMC/emerging small companies and leading platform, and the global leading market competitiveness and outcome of ecology horizontally. The highest allowance of outside directors of the 9th and 10th session of the board of directors of the Company is RMB 200,000 (before tax) in total per year, including the fixed allowances of RMB 150,000 per year, the highest performance allowance is RMB 50,000 per year, and the exact amount of performance allowance will be determined based on the comprehensive consideration of the contribution of directors to the Board decision making, the effectiveness

	of the proposals and recommendations to the board of directors, the participation of the meetings of the Board, attendance rate of all Board meetings and other factors. The travelling expense for attending the meetings of the board of directors and shareholders and other expenses necessary for performing their duties pursuant to the Articles of Association shall be fully reimbursed.
Remuneration payables of directors, supervisors and senior management	Paid as required.
Total actual remuneration of all the directors, supervisors and senior management at the end of the reporting period	RMB 5.986 million

IV. Changes in directors, supervisors and senior management of the Company

√Applicable □Not Applicable

Name	Position	Changes	Reasons
Peng Jianfeng	Director	Designation	Reelection due to the expiry of 9th session of the Board of Directors
Zhou Hongbo	Director	Designation	Reelection due to the expiry of 9th session of the Board of Directors
Liu Haifeng	Director	Designation	Reelection due to the expiry of 9th session of the Board of Directors
Wu Cheng	Independent director	Designation	Reelection due to the expiry of 9th session of the Board of Directors
Lin Sui	Director	Election	Establishment to 10th session of the Board of Directors
Yan Yan	Director	Election	Establishment to 10th session of the Board of Directors
Li Huagang	Director	Election	Establishment to 10th session of the Board of Directors
Qian Daqun	Independent director	Election	Establishment to 10th session of the Board of Directors
Liang Haishan	General manager	Designation	Reelection due to the expiry of 9th session of the Board of Directors

Li Huagang	General manager	Appointment	Establishment to 10th session of the Board of Directors
Wang Yuqing	Employee supervisor	Designation	Resign from the Company
Yu Miao	Employee supervisor	Election	Appointed

V. Punishment by the Securities Supervisory Institute in last three years

☐Applicable ☒Not Applicable

VI. Staff of the parent company and principal subsidiaries**(I) Staff information**

Number of staff of the parent company	3,501
Number of staff of principle subsidiaries	96,256
Total number of staff	99,757
Number of employees whose retirement expenses are borne by the parent company and the principal subsidiaries	0
Breakdown by function	
Function	Number
Production	59,581
Sales	19,818
R&D	16,679
Financial	1,509
Administrative	2,170
Total	99,757
Breakdown by education	
Education	Number (person)
Bachelor and above	24,175
College	25,346
Technical secondary school and others	50,236
Total	99,757

(II) Remuneration policies

☒Applicable ☐Not Applicable

The Company conducted the system of ‘salary paid by users’, individual paid separately and entirety paid in advanced, which is examined by added-value of user experience and originates from the strategic balance sheet of Haier, and carried out the evaluation of the creation of user values, the ignition of the enhancement of EMC/emerging small companies, the budget implementation of the leading targets, outcome of the ecology and the continuous optimization based on the EMC contracts, vertical and horizontal matching statement and the win-win value-added statement. The incentive system leads to ‘salary paid by users’, win-win sharing through everybody creating values to the users who will pay for the values, leading to create ecological value, achieving the brand leading of IoT ecology.

(III) Personnel training

☒Applicable ☐Not Applicable

Please also refer to relevant content set out in *2019 Social Responsibility Report of Haier Smart Home Co., Ltd.* published on the same date as this report.

(IV) Labor Outsourcing

☐Applicable ☒Not Applicable

VII. Other

☐Applicable ☒Not Applicable

SECTION IX CORPORATE GOVERNANCE

I. Explanation of Corporate Governance

√Applicable □Not Applicable

During the reporting period, the Company strictly complied with the requirements under the *Company Law*, the *Securities Law*, *Code on Corporate Governance for Listing Company* and the requirements of the relevant laws and regulations, to improve its corporate governance structure, regulate its operation, improve its information disclosure system, strengthen the communication with investors and elevate the standard of the Company's corporate governance. In respect of corporate governance structure, the general meeting, the Board and the management standardized its operation to practically guarantee the legal interests of the Company and its shareholders; all Directors duly discharged their duties in a diligent way; each committee of the Board of the Company performed their work according to their respective detailed working rules to ensure that the Board operate in a more effective and scientific way; independent Directors fulfilled their duties independently and issued independent opinion on major matters in order to effectively protect the interests of the Company as a whole and the lawful rights and interests of medium and small investors. In respect of information disclosure, the Company strictly executed the registration and management system for insiders, achieved the management of inside information on significant events and eliminating the act of using the Company's inside information for stocks trading by insider. Meanwhile, the Company reinforced the accountability of people who are responsible for annual report disclosure and enhanced the quality and transparency of information disclosure in annual reports. The Company has placed a lot of emphasis on information disclosure and disclosed relevant information on a true, accurate, complete and timely basis strictly in accordance with the requirements of laws and regulations to ensure all shareholders have equal access to such information. In respect of the management of investor relation, in accordance with guideline of the *Management System for Investor Relation*, the Company integrated business and financial resources by the office of board secretary and realized positive and all-around access to investors in a multi-layer and diversified format through introduction reference, result announcement conference and online forum. Meanwhile, the Company replied investors on a timely basis by ways of interview, e-mail, phone, fax and the website (<http://sns.sseinfo.com>) and enhanced interaction with investors, so as to respect and protect the interests of various investors, with the aim of achieving harmonious and mutual success with the Company, staff and investors. The corporate governance structure of the Company is sound and there is no difference between the corporate governance structure and the requirement of relevant documents from CSRC.

(1) Shareholders and general meeting of shareholders:

The Company could ensure that all shareholders, especially the minority shareholders enjoy equal treatment and are able to fully exercise their rights; during the reporting period, the convening and procedure of the shareholders' general meeting of the Company were in compliance with the requirements of the *Articles of Association* and *Rules Governing Shareholders' General Meeting of the Company*. Attendance of shareholders at the meeting is relatively high, which ensured that the shareholders fully excised voting rights; the Company also engaged lawyers who possess the qualification to engage in

securities business to attend and witness the shareholders' general meeting; the resolutions were considered and approved in accordance with legal procedures, which could guarantee the power and rights of minority shareholders.

(2) Relationship between controlling shareholders and the listed company:

The controlling shareholders acted normatively and did not interfere with the Company's management decisions and operations, directly or indirectly. The Company and the controlling shareholders are independent of each other in terms of their staff, assets, finance, organization and business. Their respective board of directors, the Board of Supervisors and internal administrative departments are all independent of each other. The specific requirements for regulating Related-party transactions and fund flow are set out in the *Articles of Association*, *Fair Decision-Making System for Related-party Transactions* and the *Administrative System for Regulation of Fund Flow between the Company and Related Parties*, *Risk Control System for Related-party Transaction with Haier Group Finance Co., Ltd.*, and *Proposal for Emergency Response System for Risk of Deposits with Haier Group Finance Co., Ltd.*, which guaranteed the interests of investors. The daily related-party transactions are subject to the consideration and approval at the annual general meeting and set specialized execution procedure. The basis of pricing and reasonability of operation agreement shall be supervised and reviewed by special departments, so as to regulate the execution of related-party transactions. Internal control and internal control audit of the Company would also focus on the compliance of the related-party transactions, in order to protect the interests of minority shareholders and non-related shareholders. During the reporting period, further increased self-procurement capability and scope of the self-procurement platforms including Qingdao Haidarui Procurement Service Co., Ltd. (青岛海达瑞采购服务有限公司) and Qingdao Haidayuan Procurement Service Co., Ltd. (青岛海达源采购服务有限公司) and strengthened the procurement capability of the Company, which further reduced related-party transactions.

(3) Directors and the Board:

During the reporting period, the Board of the Company operated in accordance with rules and continued to perform their duties under the *Articles of Association* and relevant laws and regulations better and practically implement relevant decisions at the shareholders' general meeting. The number and composition of the members of the Board complied with relevant laws and regulations; the directors attended the board meeting and shareholders' general meeting with diligent and responsible attitude and protected the interests of the Company. During the reporting period, the Company reelected the personnel of its 10th session of the Board smoothly. The Company has 6 external directors, of which 3 are independent directors, representing two thirds of the total number of the directors (9 in total) of the Company. The Board continues to maintain an open structure and efficiently bring 'smart' resources to the Company. Each of the independent directors of the Company respectively acted as member of the nomination committee, remuneration and appraisal committee and audit committee of the Board and practically carried out their duties, which are in accordance with the requirements in the *Code of Corporate Governance for Listed Companies*.

During the reporting period, all directors and independent directors performed their duties earnestly strictly in compliance with the *Articles of Association*, the *Rules of Procedure for the Board of Directors*, the *System for Independent Directors* and relevant requirements under laws and regulations and each committees of the Board operated normatively according to its own work rules. During the reporting period, the Board of the Company considered and approved the following matters: the Employees Stock Ownership Scheme and periodical reports, so as to encourage the Company to further consolidate its resources to better implement the networking and globalize development strategy. During the reporting period, the Company reelected the personnel of the Board and senior management smoothly.

(4) Supervisors and the Board of Supervisors:

During the reporting period, the Board of Supervisors operated in accordance with rules and continued to practically perform their duties under the *Articles of Association* and relevant laws and regulations. The number and composition of the members of the Board of Supervisors complied with requirements under laws and regulations. During the reporting period, the Supervisors of the Company performed their duties earnestly and adhered to the principle of being responsible to the Company and all shareholders to supervise legality and compliance on finance matters of the Company and performance of duty by the Company's directors, managers of the Company and other senior management strictly in accordance with requirements under the *Articles of Association*, the *Rules of Procedure for the Board of Supervisors* and relevant laws and regulations. During the reporting period, the Company reelected the personnel of the board of supervisors smoothly.

(5) Performance evaluation and incentive and disciplinary mechanism:

In accordance with the Articles of Association, the Board shall appoint or remove the general manager and the secretary of the Board; the Board shall appoint or remove the deputy general manager and other senior management (including the chief financial officer) of the Company based on the nomination by the general manager and determine their remunerations and rewards and penalties. The human resource department of the Company shall make routine appraisal and evaluation on the performance of directors, supervisors and senior management and Remuneration and Appraisal Committee shall make inspection and evaluation on their performance to determine their remunerations at the end of the year.

During the reporting period, the Company adopted the Phase IV Employees Stock Ownership Scheme which further perfected the incentive and disciplinary mechanism and mechanism of the shareholders shares benefits and risks with the management of the Company, so as to enhance the competitiveness and promote the sustainable and sound development of the Company.

(6) Stakeholders:

The Company was able to fully respect and protect the lawful rights and interests of the suppliers, channels, banks, other creditors, employees, consumers and other stakeholders. Meanwhile, the Company actively took part in public welfare undertaking in such place where it operates, placed a lot of emphasis on environment protection, performed its social duties earnestly and worked together with these stakeholders actively with good communication to promote the sustainable and sound development of the

Company. For details, please refer to relevant information in 2019 Social Responsibility Report of Haier Smart Home Co., Ltd. published on the same date of this report.

(7) Information disclosure and transparency:

During the reporting period, the Company positively disclosed the relevant information in a true, accurate and complete manner which was strictly in accordance with relevant laws and regulations including the *Articles of Association*, *Administrative Measure for Information Disclosure* and requirements in the *Information Disclosure Management System of the Company*, *Work Rules and Procedures Regarding the Annual Report* and the *Management System for Investor Relation*, proactively communicated with regulatory authorities and investors and designated newspapers including *Shanghai Securities News*, *China Securities Journal*, *Securities Times* and *Securities Daily* for information disclosure to ensure that all shareholders access to such information equally. The Company authorized the secretary of the Board to take charge of information disclosure, reception of visits by shareholders and handling of shareholder's enquiries. Meanwhile, the Company broadened communication channels for investors to get relevant information of the Company through telephone conference calls after periodical reporting and occasionally holding on-site and online forums. With respect to the significant Related-party transactions, the Company performed necessary approval procedures and disclosed relevant information strictly in compliance with the *Articles of Association* and *Fair Decision-Making System for Related-party Transactions* to protect the interests of investors. During the reporting period, the Company further perfected the confidentiality procedure for information disclosure strictly in compliance with the *Registration System of Insiders*, the *Responsibility System for Major Errors in Information Disclosure in Annual Reports* and the *Management System of External Information Users* to ensure the fairness and equity of information disclosure.

(8) Implementation of corporate governance campaign in 2019:

During the reporting period, the Company continued to carry out works relating to 'solution of business competition and reduction of related-party transactions' to maintain the Company's optimized governance results. In 2019, trading volume of related-party transactions regarding procurement amounted to RMB 20.12 billion, which accounted for 10.9% of the similar transactions, representing a decrease of 0.5 pct pt compared to the same period of the previous year. Trading volume of related-party transactions regarding sales amounted to RMB 2.63 billion, which accounted for 1.3% of the similar transactions, representing a decrease of 0.2pct pt compared to the same period of the previous year. The optimization of the related-party transactions in the previous period has been maintained. The Company will continue to promote the continuous optimization of related-party transactions (Related-party transactions herein refer to transactions between the Company and related parties determined in accordance with the *Rules Governing the Listing of Stocks on Shanghai Stock Exchange* and other regulations. Therefore, the scope and amount of related-party transactions may be different from that scope as identified under *Accounting Standards for Business Enterprises*).

Leveraging on the further implementation of governance campaign and enhancing the establishment of fundamental systems, the Company further improved the corporate governance structure and improved

the corporate governance. The Company carried out various activities to strengthen the consciousness of learning and further strengthened the consciousness on regulating governance in the listed company among directors, supervisors and senior management of the listed company with organizational training to improve the ability to regulate governance and continuously improve and perfect corporate governance of the Company, thus to protect the minority interests and to guarantee and promote the healthy, stable and sustainable development of the Company.

Whether there is a significant difference between the corporate governance and requirements of relevant provisions of the CSRC; if so, the reasons should be explained

☐Applicable ☒Not Applicable

II. Brief Introduction to the General Meeting of Shareholders

Meeting	Date	Index for details of websites designated for publishing resolutions	Date of disclosure
2018 Annual General Meeting	18 June 2019	For details, please refer to the <i>Announcement on Resolutions Passed at the 2018 Annual General Meeting of Qingdao Haier Co., Ltd.</i> (L2019-040) published by the Company on the website of Shanghai Stock Exchange (www.sse.com.cn) and the four major securities newspapers.	19 June 2019

Explanation of shareholders' general meetings

☒Applicable ☐Not Applicable

The 2018 Annual General Meeting of the Company (the '2018 AGM') was held by way of on-site voting and online voting by poll at Room A108, Haier University, Haier Information Park, No.1 Haier Road, Qingdao, the PRC in the afternoon on 18 June 2019 for deliberation of the proposals concerning the annual report of the Company and other issues. The Company had a total of 6,368,416,700 shares. Attendance of shareholders and proxies at the 2018 AGM is as follows: there were 314 shareholders of the Company in attendance either in person or by proxy at the 2018 AGM, holding a total of 3,732,277,507 shares, representing 58.61% of the total number of shares of the Company with voting rights. The directors, supervisors and senior management of the Company as well as the lawyers engaged by the Company also attended the 2018 AGM. The 2018 AGM was convened by the Board of the Company. Mr. Liang Haishan, Chairman of the Board, presided over the 2018 AGM. The Company had 9 Directors, of whom 4 Directors attended the 2018 AGM (Directors Wu Changqi, Peng Jianfeng, Zhou Hongbo, Wu Cheng, Liu Haifeng David were unable to attend the 2018 AGM due to personal engagement); the Company had 3 Supervisors, all of whom attended the 2018 AGM. The secretary to the Board of the Company attended the 2018 AGM and other members of senior management of the Company were invited to attend the 2018 AGM.

III. Performance of duties by directors

(I) Attendance of board meetings and general meetings by directors

Name of director	Whether an independent director or not	Attendance of Board meetings						Attendance of general meetings
		Required attendances of Board meetings	Attendance in person	Attendance by telecommunication	Attendance by proxy	Absence	Absence from two consecutive meetings in person or not	Attendances at general meetings
Liang Haisan	No	8	8	4	0	0	No	1
Tan Lixia	No	8	8	3	0	0	No	1
Li Huagang	No	5	5	2	0	0	No	0
Wu Changqi	No	8	8	6	0	0	No	0
Dai Deming	Yes	8	8	5	0	0	No	1
Shi Tiantao	Yes	8	8	7	0	0	No	1
Lin Sui	No	5	5	2	0	0	No	0
Qian Daqun	Yes	5	5	3	0	0	No	0
Yan Yan	No	5	5	4	0	0	No	0
Wu Cheng	Yes	3	3	3	0	0	No	0
Peng Jianfeng	No	3	3	3	0	0	No	0
Zhou Hongbo	No	3	3	3	0	0	No	0
Liu Haifeng David	No	3	2	2	1	0	No	0

Statement for failure to attend the Board meetings in person for two consecutive times

☐Applicable ☒Not Applicable

Number of Board meetings held in the year	8
Of which: Number of on-site meetings	0
Number of meetings held by telecommunication	3
Number of meetings held both on site and by telecommunication	5

(II) Independent directors' objection to the relevant matters of the Company

☐Applicable ☒Not Applicable

(III) Other

☐Applicable ☒Not Applicable

IV. Major opinions and suggestions of the Special Committees of the Board in performing their duties during the reporting period, details should be disclosed if any disagreements

☒Applicable ☐Not Applicable

(1) Audit Committee: during the reporting period, the Company convened 7 meetings of the Audit Committee to consider the annual report audit-related work for three times, namely, pre-audit, mid-audit and post audit and made relevant arrangement. The Audit Committee believed that the 2018 financial and

accounting statement issued by the Company was in compliance with the requirements of the *Accounting Standards for Business Enterprises*, and gave a true and fair view of the Company's assets and liabilities as of 31 December 2018 and operating results and cash flow for the year 2018. There was no significant unresolved disagreement between accounting and auditing. There was no material risk affecting the Company's operation. The Company operated prudently and would be able to continue as a going concern. Other meetings considered the plans for the annual budget of related-party transactions, internal control self-assessment reports, profit distribution plan, engagement of accounting firm, capital increase in subsidiaries by related parties, the first quarterly report/the semi-annual report/the third quarterly report of 2019. The Audit Committee agreed the above resolutions and submitted the same to the Board for consideration.

(2) Remuneration and Appraisal Committee: during the reporting period, the Company convened 1 meeting of the Remuneration and Appraisal Committee to consider the Phase IV Stock Ownership Scheme of Core Employees Stock Ownership Scheme and the annual remuneration package of directors, supervisors and senior management. The Remuneration Committee believes that the Company's salary incentive system will be further improved, the incentive and restriction mechanism will be strengthened and a mechanism that shares interests and risks between shareholders of the Company and the management will be formulated by implementing such initiatives as Core Employees Stock Ownership Scheme. The remuneration received by the Company's directors and senior management personnel from the Company is strictly evaluated and cashed in accordance with the Company's evaluation system. The remuneration disclosed by the Company is consistent with the actual situation. The Remuneration and Appraisal Committee agreed the above resolutions and submitted the same to the Board for consideration.

(3) Nomination Committee: during the reporting period, the Company convened 1 meeting of the Nomination Committee to summarize the reelection of directors/senior management as well as annual performance of duties by directors, supervisors and senior management. The Nomination Committee believes that there are no director / executive candidates who are not allowed to serve as directors of the Company, and their qualifications meet the requirements for being a director of a listed company and they are capable to meet the requirements of the relevant positions assigned by the Company; All directors, supervisors and senior management personnel of the Company are fulfilled their diligent and honesty obligation in accordance with the provisions of laws, regulations and the *Articles of Association*, and safeguarded the interests of the Company's shareholders. The Nomination Committee agreed the above resolutions.

(4) Strategy Committee: during the reporting period, the Company convened 2 meetings of the Strategy Committee to consider and approve the plan for capital increase in subsidiaries of the Company by related parties, annual performance of duties. The Strategy Committee believes that this capital increase can facilitate the Company's sustainable development and is in line with the Company's long-term development strategy and the long-term interests of all shareholders of the Company. Such capital increase has no adverse impact on the Company's sustainable operating capacity, profit or loss and asset condition. The Strategy Committee agreed the above resolutions and submitted the same to the Board for

consideration.

V. Board of Supervisors' explanation on risks about the Company

☐Applicable ☒Not Applicable

VI. Statements of the Company on inability to maintain the independence or the ability of independent operations between the Company and the controlling shareholders with respect to business, personnel, assets, organization and finance

☐Applicable ☒Not Applicable

Corresponding solutions, working progress and subsequent working plans of the Company in case of horizontal competition

☐Applicable ☒Not Applicable

VII. Establishment and implementation of appraisal and incentive mechanism for senior management during the reporting period

☒Applicable ☐Not Applicable

In 2019, the Company adopted a system —salary paid by users|| individual paid separately and entirety paid in advanced, which is linked to the vertical and horizontal matching statement and the win-win value-added statement for management personnel, of which the tool is the two-dimensional lattice model (二维点阵模型). The two-dimensional lattice (二维点阵) could reflect the strategy support and EMC contracts vertically connecting with the ignition of the enhancement of EMC/emerging small companies and leading platform, and the global leading market competitiveness and outcome of ecology horizontally. The competitiveness of compensation was determined by such elements as ‘support for strategy’, ‘competitiveness of market leading target’, ‘emerging small companies, leading platform||’ and ‘outcome of ecology’. The senior management receives annual appraisal of the annual performance, which was the key factor to performance bonus and development. On the one hand, the Company’s ‘salary paid by users’ overall compensation system of connecting sales force with their orders and remuneration diversified the way of salary incentive of the management, leading to create user value and create ecological value, and made the compensation mechanism for management more flexible on the other hand, which drove the innovation of management.

Meanwhile, the Company’s salary incentive system was further improved, the incentive and restriction mechanism was strengthened and a mechanism that shares interests and risks with the Company and the management was formulated in the principle of —salary paid by users|| by implementing such initiatives as Core Employees Stock Ownership Scheme.

VIII. Whether to disclose the self-assessment report on internal control

☒Applicable ☐Not Applicable

For details, please refer to the *2019 Internal Control Assessment Report of Haier Smart Home Co., Ltd.* disclosed on the same day of this report.

Explanations on material defects found in internal control during the reporting period

☐Applicable ☒Not Applicable

IX. Relevant explanations on the audit report of internal control

☒Applicable ☐Not Applicable

The Company's auditor Shandong Hexin Certified Public Accountants LLP has audited the efficiency of internal control relating to the financial report of the Company, and has issued its standard unqualified audit report for the Company's internal control (He Xin Shen Zi.(2020) No.000286).

For the details of *Audit Report of Internal Control of Haier Smart Home Co., Ltd.*, please refer to relevant announcements published on the website of Shanghai Stock Exchange (www.sse.com.cn) on the same day of this report.

Whether to disclose the audit report on internal control: Yes

X. Others

☐Applicable ☒Not Applicable

SECTION X RELEVANT INFORMATION ON CORPORATE BONDS

√Applicable □Not Applicable

I. Overview of corporate bonds

Unit and Currency: RMB 0'000

Name of bonds	Abbreviation	Code	Issuing date	Date of expiry	Balance of bonds	Interest rate(%)	Method of capital repayment with interest	Places of transaction
Convertible Corporate Bonds of Qingdao Haier Co., Ltd.	Haier Convertible Bonds	110049	18 December 2018	17 December 2024	300,749	Interest rates for the first year to sixth year are 0.2, 0.5, 1.0, 1.5, 1.8, 2.0, respectively	On an annual basis	Shanghai Stock Exchange

Interest payment and repayment of corporate bonds

√Applicable □Not Applicable

The interest of convertible corporate bonds in this Issuance is paid on an annual basis, while the principal and the interest for the last year of convertible corporate bonds which do not convert to shares shall be returned when expired. The interest payment day for each year is the date of first anniversary of this issuance of convertible corporate bonds. The first interest payment day is 18 December 2019. Because the convertible bonds reached the redemption conditions during the reporting period, the Board of the Company decided to exercise the redemption right after review and approval since the convertible bonds satisfied the redemption conditions. Therefore, the Company fully redeemed the balance of convertible bonds registered on the redemption registration date. The amounts redeemed include accrued interest for the current period. After redemption, the Company's convertible bonds have been delisted on 17 December 2019.

Other information on corporate bond

√Applicable □Not Applicable

For other information, please refer to 'II. Issuance and listing of securities' under 'SECTION VI —CHANGES IN ORDINARY SHARES AND INFORMATION ABOUT SHAREHOLDERS' in this report.

II. Contact person and method of corporate bonds trustee manager and contact method of credit rating agency

Credit rating agency	Name	United Credit Ratings Co., Ltd.
	Address	12th Floor, PICC Office Tower, No.2 Jianguomen Outer Street, Chaoyang District, Beijing, China

Other explanation:

☐Applicable ☒Not Applicable

III. Use of funds raised from corporate bonds

☒Applicable ☐Not Applicable

As of 31 December 2019, RMB 1,676.65 million of the raised funds have been used with a balance of RMB 1,355.06 million (the account balance includes income from purchase of wealth management products, current deposit interest, exchange gains and losses and raised funds not invested of the Company's). For details of the usage, please refer to the *Specific Audit Report on the Deposit and Actual use of Capital Raised in 2019 of Haier Smart Home Co., Ltd* disclosed on the same day of this report.

IV. Introduction of corporate bonds rating

☒Applicable ☐Not Applicable

During the reporting period, United Credit Ratings Co., Ltd. issued the Result Announcement of the 2019 Follow-up Rating on the Convertible Corporate Bonds of Qingdao Haier Co., Ltd., according to this rating report, the main credit rating of the Haier Smart Home Co., Ltd. is AAA and the credit rating of convertible corporate bonds is AAA.

V. Corporate bonds credit enhancement mechanism, solvency plan and others during the reporting period

☒Applicable ☐Not Applicable

The interest of convertible corporate bonds in this issuance is paid on an annual basis, while the principal and the interest for the last year of convertible corporate bonds which do not convert to shares shall be returned when expired. The coupon rate of convertible corporate bonds in the issuance is: 0.20% for the first year, 0.50% for the second year, 1.00% for the third year, 1.50% for the fourth year, 1.80% for the fifth year and 2.00% for the sixth year. During the reporting period, the Company has fully redeemed convertible bonds that registered on the registration date and the interest in the interest accrual period was paid in accordance with the regulations at the time of redemption.

VI. Meeting of corporate bondholders

☒Applicable ☐Not Applicable

During the reporting period, the first bondholders' meeting in 2019 of the Company was convened with both on-site voting and network voting. The meeting was held on the afternoon of 29 May 2019 in room A108, Haier University, Haier Information Industrial Park, No.1 Haier Road, Qingdao City, to review the *Proposal on Changing Part of the Investment Projects of Funds Raised from Convertible Corporate Bonds of Qingdao Haier Co., Ltd*. The total number of the convertible corporate bonds is 30,074,900 (each with a nominal value of RMB 100), and the total number of bondholders and entrusted proxies attending this bondholders' meeting is 75, representing bonds outstanding for the current period

shall be 6,062,140 in aggregate, accounting for 20.16% of the aggregate number of the Company's convertible corporate bonds. In addition, the supervisors, senior management and attorney appointed by the Company attended this bondholders' meeting. The general meeting of shareholders was convened by the Board of Directors of the Company, and the secretary of the Company's Board of Directors presided over the meeting. The poll results of the above proposal in this meeting were: the number of affirmative votes is 6,062,140, accounting for 100.00% of the aggregate number of valid voting bonds attending this bondholders' meeting; the number of dissenting votes is 0, accounting for 0.00% of the aggregate number of valid voting bonds attending this bondholders' meeting; the number of abstaining votes is 0, accounting for 0.00% of the aggregate number of valid voting bonds attending this bondholders' meeting.

VII. Duty fulfillment of corporate bonds trustee manager

☐Applicable ☒Not Applicable

VIII. Accounting data and financial indicators in the last two years of the Company at the end of the reporting period

☒Applicable ☐Not Applicable

Unit and Currency: RMB

Key indicators	2019	2018	Yoy change (%)
EBITDA	21,042,832,181.06	16,405,780,332.78	28.26
Liquidity ratio	1.05	1.16	-0.11
Quick ratio	0.76	0.89	-0.13
Debt to assets ratio (%)	65.33	66.80	-2.20
Total liabilities ratio of EBITDA	33.53	27.72	5.81
Interest coverage ratio	9.37	9.04	0.34
Cash interest coverage ratio	8.63	13.06	-4.43
EBITDA interest coverage ratio	12.04	11.19	0.85

IX. Interest payment of other bonds and debt financing instruments of the Company

☐Applicable ☒Not Applicable

X. Bank credit business of the Company during the reporting period

☒Applicable ☐Not Applicable

During the reporting period, the Company had bank credit business amounted to RMB 95,162.6987 million.

XI. Execution status of promises or commitments in prospectus of corporate bonds during the reporting period

☒Applicable ☐Not Applicable

During the reporting period, the Company signed a storage supervision agreement for raised funds account with each of the project implementation entities, sponsor and banks to promote the use of raised

funds in a compliance manner in accordance with the provisions of the prospectus. For the use of raised funds by related projects, please refer to the *Specific Audit Report on the Deposit and Actual use of Capital Raised in 2019 of Haier Smart Home Co., Ltd* disclosed on the same day of this report.

XII. Impact of major events on operating status and solvency of the Company

☐Applicable ☒Not Applicable

SECTION XI RESPONSIBILITY STATEMENT

‘As the executive director of the Board of Haier Smart Home Co., Ltd, we hereby confirms to the best of our knowledge, and in accordance with the applicable reporting principles, that the financial statements give a true and fair view of the assets, liabilities, financial position and profit or loss of the company; and the management report includes a fair review of the development and performance of the business including the results and the position of the company, together with a description of the principal opportunities and risks associated with the expected development of the company.’

Qingdao, 29 April 2020

The Board of Haier Smart Home Co., Ltd

Liang Haishan

Tan Lixia

Li Huagang

Wu Changqi

Lin Sui

Yan Yan

SECTION XII FINANCIAL REPORT

I. Audit Report

√Applicable Not Applicable

Audit Report

He Xin Shen Zi. (2020) No.000287

To all shareholders of Haier Smart Home Co., Ltd.:

I. AUDIT OPINION

We have audited the financial statements of Haier Smart Home Co., Ltd. (hereinafter referred to as the 'Haier Smart Home Co., Ltd. '), which comprise the Consolidated and the Company's Balance Sheet as at 31 December 2019, the Consolidated and the Company's Income Statement, the Consolidated and the Company's Cash Flow Statement, the Consolidated and the Company's Statement of Changes in Shareholders' Equity for the year 2019, and notes related to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the Consolidated and the Company's financial position of the Haier Smart Home Co., Ltd. as at 31 December 2019, and the Consolidated and the Company's financial performance and cash flow for the year 2019 in accordance with the requirements of Accounting Standards for Business Enterprises.

II. BASIS OF OUR AUDIT OPINION

We conducted our audit in accordance with China Standards on Auditing. Our responsibilities under those standards are further described in Auditor's responsibilities for the Audit of Financial Statements section of the report. We are independent of Haier Smart Home Co., Ltd. in accordance with the CICPA's Code of Ethics for Professional Accountants (the Code), and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

III. KEY AUDIT MATTERS

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements for the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. We identify the following matters as the key audit matters that need to be communicated in the audit report:

Key Audit Matters	Audit Response
-------------------	----------------

(I) Provision for impairment of goodwill

Relevant disclosures are included in note V. 28 Other significant accounting policies and accounting estimates and note V.19 Impairment of long-term assets to the financial statements.

As of 31 December 2019, the book value of goodwill was RMB 23.352 billion, and the book value of intangible assets with indefinite useful lives was RMB 2.722 billion, without any provision for asset impairment. Whether the provision for impairment of long-term assets was sufficient had great influence to the financial statements.

Significant management judgments are involved in calculation of asset group's recoverable amount, such as revenue growth rate, gross margin, discount rate, etc.

Provision for impairment of goodwill and intangible assets with indefinite useful lives is considered as the key audit matter due to the significant amount and management judgement involved in calculation.

We mainly implemented the following audit procedures on the provisions for the impairment of goodwill and intangible assets with indefinite useful life:

- (1) Compared the actual operating results of the related assets group with previous year's forecasted figures, to assess the reliability of the management forecast on cash flow;
- (2) Compared the input of cash flow forecast with historical data, approved budget and business plan;
- (3) Tested the calculation accuracy of the discounted cash flow model;
- (4) Assessed the appropriateness of parameters in the cash flow conversion model, such as the discount rate and the perpetual growth rate. The assessment is based our understanding of the Company's businesses and the industry.

(II) Provision for impairment of inventory

Relevant disclosures are included in note VII.8 Inventory to the financial statements.

The Company's inventories are measured at the lower of cost and net realizable value. As of 31 December 2019, the inventory balance was RMB 29.197 billion, and the provision for impairment of inventory was RMB 968 million and the book value was RMB 28.229 billion. Whether the provision for the impairment of inventories was sufficient and accurate had great influence to the financial statements.

The Company determines the net realizable value of inventory based on the estimated selling price minus the estimated selling expenses and related taxes.

Management estimates the selling price based on the status of inventory. The estimation process involves significant management judgments such as inventory status, repair rate, discount rate, etc.

Provision for inventories is considered as the key audit matter due to the significant amount and management judgement involved in calculation.

We mainly implemented the following audit procedures on the provision for impairment of inventories:

- (1) Obtained the calculation table for provision for impairment of inventory of the Company, and reviewed the conditions and aging of the products models stated in the table to see whether they are consistent with the information obtained through physical inventory on a sample basis;
- (2) Compared the major parameters estimated by management with historical data, and assessed the appropriateness;
- (3) Assessed the selling price estimated by the management, and checked the inventory against the actual selling price after the balance sheet date on a sample basis;
- (4) Assessed selling expenses and related tax estimated by management and compared with actual amounts incurred.

(III) Product warranty

<p>Relevant disclosures are included in Note VII. 36 Non-current liabilities due within one year and Note VII. 43 Estimated liabilities to the financial statements.</p> <p>Estimated liabilities of the Company are mainly accrued due to current obligations arising from product warranty. As of 31 December 2019, the balance of the estimated liabilities and non-current liabilities due within one year related to product warranty was RMB 3.058 billion, and whether the provision for warranty was sufficient and accurate had great influence to the financial statements.</p> <p>Estimated liabilities for product warranty of the Company were measured in accordance with the best estimate of the cost to fulfill the relevant current obligations.</p> <p>Calculation of the product warranty involves management's significant judgments based on historical experience, such as: replacement rate, repair rate, and loss due to disassemble product.</p> <p>Estimated liabilities are considered as the key audit matters due to the significant amount and management judgement involved in calculation.</p>	<p>We mainly implemented the following audit procedures on the estimated liabilities:</p> <p>(1) Obtained the calculation table on provisions of the management;</p> <p>(2) Compared the main parameters estimated by management with historical data;</p> <p>(3) Tested the accuracy of the calculation on estimated liabilities;</p> <p>(4) Compared and analyzed the calculation results of the estimated liabilities and the Company's actual operation;</p>
---	--

IV. OTHER INFORMATION

The management of Haier Smart Home Co., Ltd. (hereinafter referred to as the 'Management') is responsible for other information. Other information includes the information covered in the 2019 annual report of Haier Smart Home Co., Ltd., but does not include the financial statements and our audit reports.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

V. RESPONSIBILITIES OF THE MANAGEMENT AND THOSE CHARGED WITH GOVERNANCE FOR THE FINANCIAL STATEMENTS

The Management is responsible for the preparation of the financial statements that give a true and fair view in accordance with the requirements as set out in the Accounting Standards for Business Enterprises, and for such internal control as necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Management are responsible for assessing the ability of Haier Smart Home Co., Ltd. to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the management either intends to liquidate Haier Smart Home Co., Ltd. or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the financial reporting process of Haier Smart Home Co., Ltd..

VI. AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an audit report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also perform the following tasks:

(I) Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

(II) Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances.

(III) Evaluate the appropriateness of accounting policies used by the Management and the reasonableness of accounting estimates and related disclosures made by the Management.

(IV) Conclude on the appropriateness of the Management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cause significant doubt on the ability of Haier Smart Home Co., Ltd. to continue as a going concern. If we conclude that a material uncertainty exists, we are required by the auditing standards to draw attention in our audit report to the related disclosures in the financial statements or; if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our audit report. However, future events or conditions may cause Haier Smart Home Co., Ltd. to cease to continue as a going concern.

(V) Evaluate the overall presentation, structure and content of the financial statements, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

(VI) Obtain sufficient and appropriate audit evidence regarding the financial information of the entities or business activities within Haier Smart Home Co., Ltd. to express an opinion on the financial statements. We are responsible for the direction, supervision and performance of the group audit, and remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that are of most significance in the audit of the financial statements of the current period and therefore constitute the key audit matters. We describe these matters in our audit report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our audit report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Hexin Certified Public Accountants LLP

Certified Public Accountant: Zhao Bo (Engagement Partner)

Certified Public Accountant: Wang Lin

Jinan, China

28 April 2020

II. Financial statements

Consolidated Balance Sheet

31 December 2019

Prepared by: Haier Smart Home Co., Ltd.

Unit and Currency: RMB

Items	Notes	31 December 2019	31 December 2018
Current assets:			
Monetary funds	VII. 1	36,178,815,683.25	38,370,916,510.92
Provision of settlement fund			
Funds lent			
Financial assets held for trading	VII. 2	308,135,007.05	1,775,648,387.76
Financial assets measured at fair value and changes of which included in current profit and loss			
Derivative financial assets	VII. 3	19,158,132.45	96,723,164.37
Bills receivable	VII. 4	13,951,419,893.96	14,300,186,109.12
Accounts receivable	VII. 5	11,015,871,060.09	10,533,499,026.83
Financing receivables			
Prepayments	VII. 6	1,272,921,546.72	594,462,998.04
Premiums receivable			
Reinsurance accounts receivable			
Reinsurance contract reserves receivable			
Other receivables	VII. 7	2,163,517,802.50	1,656,056,557.69
Including: Interest receivables		273,009,954.80	234,022,792.03
Dividends receivables		4,524,472.84	4,557,432.17
Financial assets purchased under resale agreements			
Inventories	VII. 8	28,228,600,971.61	22,410,973,571.32
Contract assets	VII. 9	422,738,398.42	456,781,406.54
Assets held for sale	VII. 10		144,091,213.39
Non-current assets due in one year			
Other current assets	VII. 11	6,985,966,115.46	5,079,674,706.45
Total current assets		100,547,144,611.51	95,419,013,652.43
Non-current assets:			
Loans and advances granted			
Debt investments			
Available-for-sale financial assets			
Other debt investments			
Held-to-maturity investments			
Long-term receivables		307,588,203.00	245,791,343.37
Long-term equity investments	VII. 12	20,460,763,915.68	13,993,750,238.52
Investments in other equity instruments	VII. 13	1,395,959,878.92	1,400,316,460.34
Other non-current financial assets	VII. 14	294,547,364.47	327,358,825.57
Investment properties	VII. 15	29,402,691.38	30,879,147.42
Fixed assets	VII. 16	21,180,057,212.01	17,393,085,539.69
Construction in progress	VII. 17	2,391,364,659.97	3,873,648,086.10
Biological assets for production			
Oil and gas assets			
Right-of-use assets	VII. 18	2,755,066,601.59	
Intangible assets	VII. 19	10,687,071,783.07	9,246,314,657.92
Development cost	VII. 20	193,285,777.10	538,382,288.33
Goodwill	VII. 21	23,351,729,813.35	21,238,727,027.17

Long-term prepaid expenses	VII. 22	437,586,912.58	231,512,313.15
Deferred income tax assets	VII. 23	1,578,901,892.73	1,822,103,089.57
Other non-current assets	VII. 24	1,843,764,965.81	2,330,688,982.56
Total non-current assets		86,907,091,671.66	72,672,557,999.71
Total assets		187,454,236,283.17	168,091,571,652.14
Current liabilities:			
Short-term borrowings	VII. 25	8,585,049,237.18	6,298,504,892.57
Borrowings from central bank			
Funds borrowed			
Financial liabilities held for trading	VII. 26	42,799,173.35	218,748,280.33
Financial liabilities measured at fair value and changes of which included in current profit and loss			
Derivative financial liabilities	VII. 27	99,548,853.97	35,603,754.54
Bills payable	VII. 28	19,308,538,776.92	20,038,016,339.68
Accounts payables	VII. 29	33,750,567,046.28	27,899,496,560.29
Receipts in advance	VII. 30		14,681,466.58
Contract liabilities	VII. 31	5,583,008,412.49	5,518,079,019.27
Disposal of repurchased financial assets			
Absorbing deposit and deposit in inter-bank market			
Customer deposits for trading in securities			
Amounts due to issuer for securities underwriting			
Payables for staff's remuneration	VII. 32	3,155,572,417.30	2,674,970,750.56
Taxes payable	VII. 33	2,117,056,381.04	1,846,299,486.82
Other payables	VII. 34	15,156,392,521.82	12,770,158,224.50
Including: Interest payables		49,395,752.93	104,522,208.28
Dividends payables		145,851,115.28	168,425,466.85
Fees and commissions payable			
Reinsurance Accounts payables			
Liabilities held for sale	VII. 35		32,362,267.88
Non-current liabilities due within one year	VII. 36	7,317,138,918.02	4,655,206,739.98
Other current liabilities	VII. 37	494,065,707.54	427,117,731.89
Total current liabilities		95,609,737,445.91	82,429,245,514.89
Non-current liabilities:			
Deposits for insurance contracts			
Long-term borrowings	VII. 38	13,276,452,935.56	15,541,466,325.22
Bonds payable	VII. 39	7,004,585,761.43	9,191,896,302.70
Including: Preference shares			
Perpetual bonds			
Lease liabilities	VII. 40	1,980,271,767.35	
Long-term payables	VII. 41	142,342,718.45	106,763,243.99
Long-term payables for staff's remuneration	VII. 42	1,122,350,237.36	934,974,735.49
Estimated liabilities	VII. 43	1,398,877,746.33	1,206,615,541.95
Deferred income	VII. 44	705,272,617.10	643,551,987.30
Deferred income tax liabilities	VII. 23	1,154,413,295.72	405,343,787.76
Other non-current liabilities	VII. 45	70,071,490.03	1,823,866,693.93
Total non-current liabilities		26,854,638,569.33	29,854,478,618.34
Total liabilities		122,464,376,015.24	112,283,724,133.23

Owners' equity (or shareholders' equity):			
Paid-in capital (or share capital)	VII. 46	6,579,566,627.00	6,368,416,700.00
Other equity instruments	VII. 47	431,424,524.07	904,485,788.71
Including: Preference shares			
Perpetual bonds			
Capital reserve	VII. 48	4,435,890,845.47	2,451,667,057.65
Less: treasury stock			
Other comprehensive income	VII. 49	1,317,988,619.66	772,632,347.35
Special reserve			
Surplus reserve	VII. 50	2,655,327,405.46	2,288,301,317.10
General risk provisions			
Undistributed profits	VII. 51	32,468,121,744.26	26,957,242,682.61
Total equity attributable to owners (or shareholders) of the Parent Company		47,888,319,765.92	39,742,745,893.42
Minority shareholders' interests		17,101,540,502.01	16,065,101,625.49
Total owners' equity (or shareholders' equity)		64,989,860,267.93	55,807,847,518.91
Total liabilities and owners' equity (or shareholders' equity)		187,454,236,283.17	168,091,571,652.14

Legal representative: Liang Haishan

Person in charge of accounting function: Gong Wei

Person in charge of accounting department: Ying Ke

Balance Sheet of the Parent Company

31 December 2019

Prepared by: Haier Smart Home Co., Ltd.

Unit and Currency: RMB

Items	Notes	31 December 2019	31 December 2018
Current Assets:			
Monetary funds		5,624,406,816.79	7,068,899,574.96
Financial assets held for trading			
Financial assets measured at fair value and changes of which included in current profit and loss			
Derivative financial assets			
Bills receivable			
Accounts receivable	XVIII. 1	1,182,234,481.49	222,622,017.43
Financing receivables			
Prepayments		30,749,459.11	28,809,797.43
Other receivables	XVIII. 2	5,885,752,905.74	2,082,767,166.58
Including: Interest receivables		16,753,860.49	6,292,538.22
Dividends receivables		3,836,055,151.41	1,912,418,382.82
Inventories		233,688,207.38	124,773,163.23
Contract assets			
Assets held for sale			
Non-current assets due within one year			
Other current assets		705,958,670.28	109,865,313.53
Total current assets		13,662,790,540.79	9,637,737,033.16
Non-current assets:			
Debt investments			

Available-for-sale financial assets			
Other debt investments			
Held-to-maturity investments			
Long-term receivables			
Long-term equity investments	XVIII. 3	35,566,480,370.20	33,844,234,315.30
Investments in other equity instruments		5,147,131.28	5,262,480.92
Other non-current financial assets			
Investment properties			
Fixed assets		180,807,176.98	119,546,157.40
Construction in progress		65,367,920.02	37,655,076.18
Biological assets for production			
Oil and gas assets			
Right-of-use assets			
Intangible assets		15,779,108.14	17,186,540.33
Development cost			
Goodwill			
Long-term prepaid expenses		5,405,209.80	5,779,229.64
Deferred income tax assets		97,384,845.46	81,511,748.07
Other non-current assets		3,792,624.04	28,632,829.14
Total non-current assets		35,940,164,385.92	34,139,808,376.98
Total assets		49,602,954,926.71	43,777,545,410.14
Current liabilities:			
Short-term borrowings			1,500,000,000.00
Financial liabilities held for trading			
Financial liabilities measured at fair value and changes of which included in current profit and loss			
Derivative financial liabilities			
Bills payable			
Accounts payables		3,412,291,778.06	334,747,358.40
Receipts in advance			
Contract liabilities		16,562,259.31	2,391,211,509.89
Payables for staff's remuneration		76,513,196.33	65,387,056.03
Taxes payable		86,856,453.32	67,279,606.39
Other payables		26,900,844,668.74	21,834,869,774.34
Including: Interest payable			
Dividends payable			
Liabilities held for sale			
Non-current liabilities due within one year			
Other current liabilities		2,149,745.37	2,089,282.56
Total current liabilities		30,495,218,101.13	26,195,584,587.61
Non-current liabilities:			
Long-term borrowings			
Bonds payable			2,510,530,062.86
Including: Preference shares			
Perpetual bonds			
Lease liabilities			
Long-term payable		20,000,000.00	20,000,000.00
Long-term payables for staff's remuneration			
Estimated liabilities			
Deferred income		59,820,000.00	67,360,000.00

Deferred income tax liabilities		43,325,120.18	29,485,678.28
Other non-current liabilities			
Total non-current liabilities		123,145,120.18	2,627,375,741.14
Total liabilities		30,618,363,221.31	28,822,960,328.75
Owners' equity (or Shareholders' equity):			
Paid-in capital (or share capital)		6,579,566,627.00	6,368,416,700.00
Other equity instruments			473,061,264.64
Including: Preference shares			
Perpetual bonds			
Capital reserve		7,036,531,178.83	4,182,825,672.98
Less: treasury stock			
Other comprehensive income		11,077,477.45	7,791,344.47
Special reserve			
Surplus reserve		2,050,181,180.01	1,683,155,091.65
Undistributed profits		3,307,235,242.11	2,239,335,007.65
Total owners' equity (or shareholders' equity)		18,984,591,705.40	14,954,585,081.39
Total liabilities and owners' equity (or shareholders' equity)		49,602,954,926.71	43,777,545,410.14

Legal representative: Liang Haishan

Person in charge of accounting function: Gong Wei

Person in charge of accounting department: Ying Ke

Consolidated Profit Statement

January-December 2019

Unit and Currency: RMB

Items	Notes	2019	2018
I .Total operating revenue	VII. 52	200,761,983,256.57	184,108,481,959.27
Including: Operating revenue		200,761,983,256.57	184,108,481,959.27
Interest income			
Insurance premiums earned			
Fee and commission income			
II . Total cost of operations		192,625,787,459.73	174,687,709,671.51
Including: Operating cost	VII. 52	140,868,398,722.26	130,455,086,874.95
Interest expenses			
Fee and commission expenses			
Insurance withdrawal payment			
Net payment from indemnity			
Net provisions withdrew for insurance contract liability			
Insurance policy dividend paid			
Reinsurance cost			
Taxes and surcharges	VII. 53	802,045,039.88	868,087,131.66
Selling expenses	VII. 54	33,682,126,291.31	28,923,144,934.04
Administrative expenses	VII. 55	10,113,263,329.25	8,405,151,809.85
R&D expenses	VII. 56	6,266,936,518.17	5,104,647,278.53
Financial expenses	VII. 57	893,017,558.86	931,591,642.48
Including: Interest expenses		1,747,107,740.65	1,465,865,741.36
Interest income		550,224,661.04	484,742,562.68
Add: Other income	VII. 58	1,282,213,029.53	932,261,059.52
Investment income (losses are	VII. 59	5,479,539,484.34	1,924,571,212.54

represented by ‘-’)			
Including: investment income of associates and joint ventures			
Income generated from the derecognition of financial assets measured at amortized cost			
Exchange gain (losses are represented by ‘-’)			
Gains on net exposure hedges (losses are represented by ‘-’)			
Income from change in fair value (losses are represented by ‘-’)	VII. 60	76,716,967.53	-145,191,723.49
Loss on credit impairment (losses are represented by ‘-’)	VII. 61	-150,370,315.60	-99,632,377.38
Loss on assets impairment (losses are represented by ‘-’)	VII. 62	-860,578,700.61	-762,514,363.82
Gain from disposal of assets (losses are represented by ‘-’)	VII. 63	485,727,628.01	267,752,434.20
III. Operating profit (losses are represented by ‘-’)		14,449,443,890.04	11,538,018,529.33
Add: non-operating income	VII. 64	390,971,548.74	479,796,796.75
Less: non-operating expenses	VII. 65	209,806,640.82	236,320,293.42
IV. Total profit (total losses are represented by ‘-’)		14,630,608,797.96	11,781,495,032.66
Less: income tax expense	VII. 66	2,296,216,280.86	1,881,843,052.56
V. Net profit (net losses are represented by ‘-’)		12,334,392,517.10	9,899,651,980.10
(I) Classification by continuous operation			
1. Net profit from continuous operation (net losses are represented by ‘-’)		9,021,527,220.76	9,532,385,702.59
2. Net profit from discontinued operation (net losses are represented by ‘-’)		3,312,865,296.34	367,266,277.51
(II) Classification by ownership of the equity			
1. Net profit attributable to shareholders of the Parent Company (net losses are represented by ‘-’)		8,206,247,105.96	7,483,659,016.04
2. Profit or loss attributable to minority shareholders (net losses are represented by ‘-’)		4,128,145,411.14	2,415,992,964.06
VI. Other comprehensive income, net of tax	VII. 67	569,276,732.12	843,463,106.56
(I) Other comprehensive income attributable to owners of the Parent Company, net of tax		545,356,272.31	727,607,989.62
1. Other comprehensive income that cannot be reclassified into the profit or loss		-12,605,115.57	51,065,061.29
(1) Changes arising from re-measurement of defined benefit plans		-9,515,689.78	80,039,412.97
(2) Other comprehensive income that cannot be transferred into profit or loss under equity method			
(3) Changes in fair value of investments in other equity instruments		-3,089,425.79	-28,974,351.68
(4) Changes in fair value of credit risks of the enterprise			

2. Other comprehensive income to be reclassified into the profit or loss		557,961,387.88	676,542,928.33
(1) Other comprehensive income that can be transferred into profit or loss under equity method		83,635,935.11	166,426,767.08
(2) Changes in fair value of other debt investments			
(3) Profit or loss from changes in fair value of available-for-sale financial assets			
(4) Reclassified financial assets that are credited to other comprehensive income			
(5) Profit or loss arising from reclassification from held-to-maturity investments to available-for-sale financial assets			
(6) Credit impairment provision for other debt investments			
(7) Reserve for cash flow hedging (effective portion of profit or loss arising from cash flow hedging)		-36,169,378.90	-5,946,207.24
(8) Exchange differences on translation of financial statements denominated in foreign currencies		510,494,831.67	516,062,368.49
(9) Others			
(II) Other comprehensive income attributable to minority shareholders, net of tax		23,920,459.81	115,855,116.94
VII. Total comprehensive income		12,903,669,249.22	10,743,115,086.66
(I) Total comprehensive income attributable to the owners of Parent Company		8,751,603,378.27	8,211,267,005.66
(II) Total comprehensive income attributable to the minority shareholders		4,152,065,870.95	2,531,848,081.00
VIII. Earnings per share:			
(I) Basic earnings per share (RMB /share)	XVIII. 1	1.286	1.217
(II) Diluted earnings per share (RMB /share)	XVIII. 1	1.212	1.189

The party being absorbed in the business combination under common control incurred in the current period recorded a net profit of RMB 87,475,174.99 before the combination.

Legal representative: Liang Haishan

Person in charge of accounting function: Gong Wei

Person in charge of accounting department: Ying Ke

Profit Statement of the Parent Company

January-December 2019

Unit and Currency: RMB

Items	Notes	2019	2018
I. Operating income	XVIII. 4	6,637,855,488.62	3,260,311,127.79
Less: operating cost	XVIII. 4	5,160,746,140.20	2,233,751,914.63
Taxes and surcharges		20,131,277.44	23,431,092.16
Selling expenses		387,604,103.39	297,812,493.19

Administration expenses		498,482,577.37	484,750,355.15
R&D expenses		319,939,911.68	234,134,826.42
Financial expenses		122,106,293.64	191,246,337.05
Including: interest expenses		166,897,467.02	288,596,787.96
Interest income		45,009,504.16	108,547,077.81
Add: other income		94,265,388.14	41,275,162.37
investment income (losses are represented by '-')	XVIII. 5	3,536,864,902.60	2,649,879,889.56
Including: investment income of associates and joint ventures			
Derecognition income on financial assets measured at amortized cost			
Gains on net exposure hedges (losses are represented by '-')			
Income from change in fair value (losses are represented by '-')			
Loss on credit impairment (losses are represented by '-')		383,369.58	974,670.56
Loss on assets impairment (losses are represented by '-')		-51,400,268.37	-2,609,224.31
Gain from disposal of assets (losses are represented by '-')		61,268.03	25,693.17
II. Operating profit (losses are represented by '-')		3,709,019,844.88	2,484,730,300.54
Add: non-operating income		9,474,684.80	49,665,765.66
Less: non-operating expenses		3,019,024.42	
III. Total profit (total losses are represented by '-')		3,715,475,505.26	2,534,396,066.20
Less: income tax expenses		45,214,621.71	75,669,867.06
IV. Net profit (net losses are represented by '-')		3,670,260,883.55	2,458,726,199.14
(I) Net profit from continuous operations (net losses are represented by '-')		3,670,260,883.55	2,458,726,199.14
(II) Net profit from discontinued operations (net losses are represented by '-')			
V. Other comprehensive income, net of tax		3,286,132.98	35,908,964.35
(I) Other comprehensive income that cannot be reclassified into the profit or loss		-98,047.20	-472,690.84
1. Changes arising from re-measurement of defined benefit plans			
2. Other comprehensive income that cannot be transferred into profit or loss under equity method			
3. Changes in fair value of investments in other equity instruments		-98,047.20	-472,690.84
4. Changes in fair value of credit risks of the enterprise			
(II) Other comprehensive income to be reclassified into the profit or loss		3,384,180.18	36,381,655.19
1. Other comprehensive income that can be transferred into profit or loss under equity method		3,384,180.18	36,381,655.19

2. Changes in fair value of other debt investments			
3. Profit or loss from changes in fair value of available-for-sale financial assets			
4. Reclassified financial assets that are credited to other comprehensive income			
5. Profit or loss arising from reclassification from held-to-maturity investments to available-for-sale financial assets			
6. Credit impairment provision for other debt investments			
7. Reserve for cash flow hedging (effective portion of profit or loss arising from cash flow hedging)			
8. Exchange differences on translation of financial statements denominated in foreign currencies			
9. Others			
VI. Total comprehensive income		3,673,547,016.53	2,494,635,163.49
VII. Earnings per share:			
(I) Basic earnings per share (RMB /share)			
(II) Diluted earnings per share (RMB /share)			

Legal representative: Liang Haishan

Person in charge of accounting function: Gong Wei

Person in charge of accounting department: Ying Ke

Consolidated Cash Flow Statement

January-December 2019

Unit and Currency: RMB

Items	Notes	2019	2018
I. Cash flow from operating activities:			
Cash received from the sale of goods and rendering services		204,152,920,970.07	189,746,904,673.47
Net increase in distributor and inter-bank deposits			
Net increase in borrowing from the central bank			
Net cash increase in borrowing from other financial institutes			
Cash received from premiums under original insurance contract			
Net cash received from reinsurance business			
Net increase in deposits of policy holders and investment			
Cash received from interest, fee and commissions			
Net increase in cash borrowed			
Net increase in cash received from repurchase operation			
Net cash received from customer deposits for trading in securities			

Refunds of taxes		898,183,873.66	1,049,026,132.96
Cash received from other related operating activities	VII. 68	2,134,070,599.27	1,411,185,062.87
Sub-total of cash inflows from operating activities		207,185,175,443.00	192,207,115,869.30
Cash paid on purchase of goods and services		141,035,818,536.96	130,115,106,185.56
Net increase in loans and advances of distributors			
Net increase in deposits in the PBOC and inter-bank			
Cash paid for compensation payments under original insurance contact			
Net increase in cash lent			
Cash paid for interest, bank charges and commissions			
Cash paid for insurance policy dividend			
Cash paid to and on behalf of employees		22,281,126,153.50	19,659,188,254.77
Cash paid for all types of taxes		8,909,484,821.52	9,053,346,841.16
Cash paid to other operation related activities	VII. 69	19,876,114,988.29	14,236,692,106.61
Sub-total of cash outflows from operating activities		192,102,544,500.27	173,064,333,388.10
Net cash flow from operating activities	VII. 74	15,082,630,942.73	19,142,782,481.20
II. Cash flow from investing activities:			
Cash received from recovery of investments		1,922,506,706.23	665,375,871.37
Cash received from return on investments		587,572,407.11	333,405,289.21
Net cash received from the disposal of fixed assets, intangible assets and other long-term assets		261,126,967.93	471,243,957.95
Net cash received from disposal of subsidiaries and other operating entities			660,267,394.34
Other cash received from investment activities	VII. 70	4,628,544.73	124,732,422.41
Sub-total of cash inflows from investing activities		2,775,834,626.00	2,255,024,935.28
Cash paid on purchase of fixed assets, intangible assets and other long-term assets		6,194,093,049.63	6,759,942,015.50
Cash paid for investments		3,891,482,546.25	3,022,793,911.86
Net increase in secured loans			
Net cash paid on acquisition of subsidiaries and other operating entities		2,700,119,610.58	103,834,291.75
Other cash paid on investment activities	VII. 71	951,722,560.75	18,073,550.00
Sub-total of cash outflows from investing activities		13,737,417,767.21	9,904,643,769.11
Net cash flow from investing activities		-10,961,583,141.21	-7,649,618,833.83
III. Cash flow from financing activities:			

Cash received from capital contributions		440,579,441.68	2,972,757,948.54
Including: cash received from capital contributions by minority shareholders of subsidiaries			
Cash received from borrowings		18,468,949,110.20	15,684,208,193.90
Other cash received from financing activities	VII. 72	2,751,630.60	55,102,462.05
Sub-total of cash inflows from financing activities		18,912,280,182.48	18,712,068,604.49
Cash paid on repayment of loans		19,027,731,485.58	22,418,202,111.13
Cash paid on distribution of dividends, profits or repayment of interest expenses		4,204,473,167.16	3,836,399,421.96
Including: dividend and profit paid to minority shareholders by subsidiaries			
Other cash paid to financing activities	VII. 73	1,693,038,756.15	2,959,445,042.86
Sub-total of cash outflows from financing activities		24,925,243,408.89	29,214,046,575.95
Net cash flow from financing activities		-6,012,963,226.41	-10,501,977,971.46
IV. Effect of fluctuations in exchange rates on cash and cash equivalents		293,937,069.64	277,396,786.66
V. Net increase in cash and cash equivalents		-1,597,978,355.25	1,268,582,462.57
Add: balance of cash and cash equivalents at the beginning of the period	VII. 75	36,560,925,755.10	35,292,343,292.53
VI. Balance of cash and cash equivalents at the end of the period	VII. 75	34,962,947,399.85	36,560,925,755.10

Legal representative: Liang Haishan

Person in charge of accounting function: Gong Wei

Person in charge of accounting department: Ying Ke

Cash Flow Statement of the Parent Company

January-December 2019

Unit and Currency: RMB

Items	Notes	2019	2018
I. Cash flow from operating activities:			
Cash received from the sale of goods and rendering of services		1,740,547,441.74	1,919,626,804.58
Refunds of taxes		10,340,498.97	30,486,213.87
Other cash received from operating activities		152,431,584.44	153,333,607.15
Sub-total of cash inflows from operating activities		1,903,319,525.15	2,103,446,625.60
Cash paid on purchase of goods and services		619,607,241.38	902,047,204.49
Cash paid to and on behalf of employees		734,773,203.47	786,264,085.93
Cash paid for all types of taxes		170,125,689.18	195,198,666.67
Other cash paid to operation activities		235,966,622.43	187,916,659.58
Sub-total of cash outflows from operating activities		1,760,472,756.46	2,071,426,616.67
Net cash flow from operating activities		142,846,768.69	32,020,008.93
II. Cash flow from investing activities:			

Cash received from recovery of investments		1,800,977,000.00	505,207,895.00
Cash received from return on investments		1,533,550,644.96	1,173,089,808.18
Net cash received from the disposal of fixed assets, intangible assets and other long-term assets			
Net cash received from disposal of subsidiaries and other operating entities			
Other cash received from investment activities			
Sub-total of cash inflows from investing activities		3,334,527,644.96	1,678,297,703.18
Cash paid on purchase of fixed assets, intangible assets and other long-term assets		38,846,142.08	67,865,088.69
Cash paid for investments		4,122,089,854.72	1,291,347,820.45
Net cash paid on acquisition of subsidiaries and other operating entities			
Other cash paid on investment activities		320,291,379.00	
Sub-total of cash outflows from investing activities		4,481,227,375.80	1,359,212,909.14
Net cash flow from investing activities		-1,146,699,730.84	319,084,794.04
III. Cash flow from financing activities:			
Cash received from capital injections			2,187,186,732.01
Cash received from borrowings			4,483,580,454.50
Other cash received from financing activities		3,585,075,242.08	326,374,080.44
Sub-total of cash inflows from financing activities		3,585,075,242.08	6,997,141,266.95
Cash paid on repayment of borrowings		1,509,142,243.50	
Cash paid on distribution of dividends, profits or repayment of interest expenses		2,506,226,703.49	2,280,582,650.27
Other cash paid on financing activities		8,547,229.30	52,345,130.43
Sub-total of cash outflows from financing activities		4,023,916,176.29	2,332,927,780.70
Net cash flow from financing activities		-438,840,934.21	4,664,213,486.25
IV. Effect of fluctuations in exchange rates on cash and cash equivalents		-1,798,861.81	-16,946,517.23
V. Net increase in cash and cash equivalents		-1,444,492,758.17	4,998,371,771.99
Add: balance of cash and cash equivalents at the beginning of the period		7,068,899,574.96	2,070,527,802.97
VI. Balance of cash and cash equivalents at the end of the period		5,624,406,816.79	7,068,899,574.96

Legal representative: Liang Haishan

Person in charge of accounting function: Gong Wei

Person in charge of accounting department: Ying Ke

Consolidated Statement of Changes in Owner's Equity
January-December 2019

Unit and Currency: RMB

Items	2019													
	Equity attributable to owners of the Parent Company													
	Paid-in capital (or share capital)	Other equity instruments			Capital reserve	Less: treasury stock	Other comprehensive income	Special reserve	Surplus reserve	General risk provision	Undistributed profits	Others	Sub-total	
		preference shares	perpetual bonds	Others										
I. Closing balance for the previous year	6,368,416,700.00			904,485,788.71	2,208,773,474.57		772,632,347.35		2,288,301,317.10		26,859,741,163.95		39,402,350,791.68	15,72
Add: changes in accounting policies														
Error correction for prior period														
Business combination under common control					242,893,583.08						97,501,518.66		340,395,101.74	33
Others														
II. Opening balance for the current year	6,368,416,700.00			904,485,788.71	2,451,667,057.65		772,632,347.35		2,288,301,317.10		26,957,242,682.61		39,742,745,893.42	16,06
III. Increase/decrease for the current period (decrease is represented by ‘-’)	211,149,927.00			-473,061,264.64	1,984,223,787.82		545,356,272.31		367,026,088.36		5,510,879,061.65		8,145,573,872.50	1,03
(I) Total comprehensive income							545,356,272.31				8,206,247,105.96		8,751,603,378.27	4,15
(II) Capital injection and reduction by owners	211,149,927.00			-473,061,264.64	1,984,223,787.82								1,722,312,450.18	2,52
1. Ordinary shares invested by owners	211,149,927.00			-473,061,264.64	2,033,725,374.42								1,771,814,036.78	2,52

2. Capital contribution by holders of other equity instruments														
3. Share-based payment included in owners' equity														
4. Others					-49,501,586.60								-49,501,586.60	
(III) Profit distribution									367,026,088.36		-2,602,360,649.09		-2,235,334,560.73	-57
1. Withdrawal of surplus reserves									367,026,088.36		-367,026,088.36			
2. Withdrawal of provisions for general risks														
3. Distribution to owners (or shareholders)											-2,235,334,560.73		-2,235,334,560.73	-57
4. Others														
(IV) Internal transfer of owner's equity														
1. Transfer of capital reserves into capital (or share capital)														
2. Transfer of surplus reserves into capital (or share capital)														
3. Surplus reserves used for remedying loss														
4. Changes in defined benefit plans carried forward to retained earnings														
5. Other comprehensive income carried forward to retained earnings														
6. Others														
(V) Special reserve														
1. Withdrawal for the period														
2. Utilization for the period														
(VI) Others											-93,007,395.22		-93,007,395.22	-1
IV. Closing balance for the period	6,579,566,627.00			431,424,524.07	4,435,890,845.47		1,317,988,619.66		2,655,327,405.46		32,468,121,744.26		47,888,319,765.92	17,10

Unit and Currency: RMB

Items	2018			
	Equity attributable to owners of the Parent Company			Total owners'
			Minority equity	

	Paid-in capital (or share capital)	Other equity instruments			Capital reserve	Less: treasury stock	Other comprehensive income	Special reserve	Surplus reserve	General risk provision	Undistributed profits	Others	Sub-total		equity
		Preference shares	Perpetual bonds	Others											
I. Closing balance for the previous year	6,097,402,727.00			431,424,524.07	2,312,322,267.08		4,424,024.90		2,103,057,782.41		22,350,952,230.17		33,299,583,555.63	14,549,620,553.66	47,849,204,109.29
Add: changes in accounting policies							40,604,722.79				-54,905,584.45		-14,300,861.66	-7,036,266.71	-21,337,128.37
Error correction for prior period															
Business combination under common control					231,743,568.73						69,725,124.64		301,468,693.37	244,618,457.55	546,087,150.92
Others															
II. Opening balance for the current year	6,097,402,727.00			431,424,524.07	2,544,065,835.81		45,028,747.69		2,103,057,782.41		22,365,771,770.36		33,586,751,387.34	14,787,202,744.50	48,373,954,131.84
III. Increase/decrease for the current period (decrease is represented by '-')	271,013,973.00			473,061,264.64	-92,398,778.16		727,603,599.66		185,243,534.69		4,591,470,912.25		6,155,994,506.08	1,277,898,880.99	7,433,893,387.07
(I) Total comprehensive income							727,607,989.62				7,483,659,016.04		8,211,267,005.66	2,531,848,081.00	10,743,115,086.66
(II) Capital contribution and withdrawal by owners	271,013,973.00			473,061,264.64	-92,398,778.16		-4,389.96		-60,597,907.03		-545,381,163.32		45,692,999.17	-685,182,351.78	-639,489,352.61
1. Ordinary shares invested by owners	271,013,973.00			473,061,264.64	-114,735,322.33								629,339,915.31	-685,182,351.78	-55,842,436.47
2. Capital contribution by holders of other equity instruments															
3. Share-based payment included in owners' equity															
4. Others					22,336,544.17		-4,389.96		-60,597,907.03		-545,381,163.32		583,646,916.14		583,646,916.14
(III) Profit distribution									245,841,441.72		-2,331,153,174.35		-2,085,311,732.63	-568,766,848.23	-2,654,078,580.86

1. Withdrawal of surplus reserves								245,841,441.72		-	245,841,441.72				
2. Withdrawal of provisions for general risks															
3. Distribution to owners (or shareholders)										-	2,085,311,732.63	-	2,085,311,732.63	-	568,766,848.23
4. Others															
(IV) Internal transfer of owner's equity															
1. Transfer of capital reserves into capital (or share capital)															
2. Transfer of surplus reserves into capital (or share capital)															
3. Surplus reserves used for remedying loss															
4. Changes in defined benefit plans carried forward to retained earnings															
5. Other comprehensive income carried forward to retained earnings															
6. Others															
(V) Special reserve															
1. Withdrawal for the period															
2. Utilization for the period															
(VI) Others										-	15,653,766.12	-	15,653,766.12		-15,653,766.12
IV. Closing balance for the period	6,368,416,700.00			904,485,788.71	2,451,667,057.65		772,632,347.35		2,288,301,317.10		26,957,242,682.61		39,742,745,893.42	16,065,101,625.49	55,807,847,518.91

Legal representative: Liang Haishan

Person in charge of accounting function: Gong Wei

Person in charge of accounting department: Ying Ke

Statement of Changes in Owners' Equity of the Parent Company
January-December 2019

Unit and Currency: RMB

Items	2019										
	Paid-in capital (or share capital)	Other equity instruments			Capital reserve	Less: treasury stock	Other comprehensive income	Special reserve	Surplus reserve	Undistributed profits	Total owners' equity
		Preference shares	Perpetual bonds	Others							
I . Closing balance for the previous year	6,368,416,700.00			473,061,264.64	4,182,825,672.98		7,791,344.47		1,683,155,091.65	2,239,335,007.65	14,954,585,081.39
Add: changes in accounting policies											
Error correction for prior period											
Others											
II . Opening balance for the current year	6,368,416,700.00			473,061,264.64	4,182,825,672.98		7,791,344.47		1,683,155,091.65	2,239,335,007.65	14,954,585,081.39
III. Increase/decrease for the current period (decrease is represented by '-')	211,149,927.00			-473,061,264.64	2,853,705,505.85		3,286,132.98		367,026,088.36	1,067,900,234.46	4,030,006,624.01
(I) Total comprehensive income							3,286,132.98			3,670,260,883.55	3,673,547,016.53
(II) Capital injection and reduction by owners	211,149,927.00			-473,061,264.64	2,889,898,684.61						2,627,987,346.97
1. Ordinary shares invested by owners	211,149,927.00			-473,061,264.64	2,889,898,684.61						2,627,987,346.97
2. Capital contribution by holders of other equity instruments											
3. Share-based payment included in owners' equity											
4. Others											
(III) Profit distribution									367,026,088.36	-2,602,360,649.09	-2,235,334,560.73
1. Withdrawal of surplus reserves									367,026,088.36	-367,026,088.36	

2. Distribution to owners (or shareholders)										-2,235,334,560.73	-2,235,334,560.73
3. Others											
(IV) Internal transfer of owner's equity											
1. Transfer of capital reserves into capital (or share capital)											
2. Transfer of surplus reserves into capital (or share capital)											
3. Surplus reserves used for remedying loss											
4. Changes in defined benefit plans carried forward to retained earnings											
5. Other comprehensive income carried forward to retained earnings											
6. Others											
(V) Special reserve											
1. Withdrawal for the period											
2. Utilization for the period											
(VI) Others					-36,193,178.76						-36,193,178.76
IV. Closing balance for the period	6,579,566,627.00				7,036,531,178.83		11,077,477.45		2,050,181,180.01	3,307,235,242.11	18,984,591,705.40

Items	2018										
	Paid-in capital (or share capital)	Other equity instruments			Capital reserve	Less: treasury stock	Other comprehensive income	Special reserve	Surplus reserve	Undistributed profits	Total owners' equity
		Preference shares	Perpetual bonds	Others							

I. Closing balance for the previous year	6,097,402,727.00				2,317,907,947.71		-43,234,737.77		1,437,313,649.93	2,128,502,328.76	11,937,891,915.63
Add: changes in accounting policies							15,117,117.89			-16,428,564.00	-1,311,446.11
Error correction for prior period											
Others											
II. Opening balance for the current year	6,097,402,727.00				2,317,907,947.71		-28,117,619.88		1,437,313,649.93	2,112,073,764.76	11,936,580,469.52
III. Increase/decrease for the current period (decrease is represented by '-')	271,013,973.00			473,061,264.64	1,864,917,725.27		35,908,964.35		245,841,441.72	127,261,242.89	3,018,004,611.87
(I) Total comprehensive income							35,908,964.35			2,458,414,417.24	2,494,323,381.59
(II) Capital injection and reduction by owners	271,013,973.00			473,061,264.64	1,861,549,590.47						2,605,624,828.11
1. Ordinary shares invested by owners	271,013,973.00			473,061,264.64	1,861,549,590.47						2,605,624,828.11
2. Capital contribution by holders of other equity instruments											
3. Share-based payment included in owners' equity											
4. Others											
(III) Profit distribution									245,841,441.72	-2,331,153,174.35	-2,085,311,732.63
1. Withdrawal of surplus reserves									245,841,441.72	-245,841,441.72	
2. Distribution to owners (or shareholders)										-2,085,311,732.63	-2,085,311,732.63
3. Others											
(IV) Internal transfer of owner's equity											
1. Transfer of capital reserves into capital (or share capital)											

2. Transfer of surplus reserves into capital (or share capital)											
3. Surplus reserves used for remedying loss											
4. Changes in defined benefit plans carried forward to retained earnings											
5. Other comprehensive income carried forward to retained earnings											
6. Others											
(V) Special reserve											
1. Withdrawal for the period											
2. Utilization for the period											
(VI) Others					3,368,134.80						3,368,134.80
IV. Closing balance for the period	6,368,416,700.00			473,061,264.64	4,182,825,672.98		7,791,344.47		1,683,155,091.65	2,239,335,007.65	14,954,585,081.39

Legal representative: Liang Haishan

Person in charge of accounting function: Gong Wei

Person in charge of accounting department: Ying Ke

III. General Information of the Company

1. Overview of the Company

√Applicable □Not Applicable

The predecessor of Haier Smart Home Co., Ltd (hereinafter referred to as the Company) was Qingdao Refrigerator Factory, which was established in 1984. As permitted to offering by People's Bank of China, Qingdao Branch on 16 December 1989, with the document of Qing Ti Gai [1989] No.3 issued on 24 March 1989, based on the reconstruction of the original Qingdao Refrigerator Factory, a limited company was set up by directional fund raising of RMB 150 million. In March and September 1993, as approved by the document of Qing Gu Ling Zi [1993] No. 2 and No. 9 issued by the pilot leading team of Qingdao joint stock company, the Company was converted from a directional offering company to a public subscription company and issued additional 50 million shares to the public and listed with trading on Shanghai Stock Exchange in November 1993.

The Company's registered office is located at the Haier Industrial Park of Laoshan District, Qingdao, Shandong Province, and the headquarters is located at the Haier Industrial Park of Laoshan District, Qingdao, Shandong Province.

The Company is mainly engaged in manufacturing and trading as well as R&D of refrigerator, air-conditioner, freezer, washing machine, water heater, dishwashers, gas stove and relevant products and commercial circulation business.

The ultimate controlling parent company of the Company is Haier Group Corporation.

These financial statements have been approved for publication by the Board of the Company on 28 April 2020.

2. Scope of consolidated financial statements

√Applicable □Not Applicable

For details of changes in the scope of consolidated financial statements for the current period, please refer to 'VIII. Changes in Consolidation Scope' and 'IX. Interest in Other Entities' of this note.

IV. Basis of Preparation of the Financial Statements

1. Basis of preparation

The financial statements of the Company were prepared on the going concern basis according to the transactions and matters actually occurred, in accordance with the *Accounting Standards for Enterprises – Basic Standards* published by the Ministry of Finance, specific accounting standards, and guidance on application of accounting standards for enterprises, interpretations to accounting standards for enterprises and other relevant requirements (hereinafter collectively referred to as the 'Accounting Standards for Enterprises') which issued subsequently, and in combination with the disclosure

provisions of the *Rules for the Information Disclosure and Compilation of Companies Publicly Issuing Securities No.15: General Provisions for Financial Report (Revised in 2014)* of CSRC as well as the following significant accounting policies and accounting estimation.

2. Continuing operation

☒Applicable ☐Not Applicable

The Company has ability to continue its operation for at least 12 months since the end of the reporting period and there are no significant events affecting its ability to continue as a going concern.

V. Significant accounting policies and accounting estimates

Specific accounting policies and accounting estimates:

☒Applicable ☐Not Applicable

According to the characteristics of its production and operation, the Company formulated a series of specific accounting policies and accounting estimates, including the provisions for impairment for accounts receivable (Note V.10); the measurement of inventories (Note V.11); the depreciation and amortization of the investment properties (Note V.13); the depreciation of fixed assets (Note V.14), the amortization of intangible assets (Note V.18), the criterion for determining of long-term assets impairment (Note V.19); and the date of revenue recognition (Note V.25), etc.

1. Statement of compliance with Accounting Standards for Enterprises

The financial statements prepared by the Company meet the requirements of the Accounting Standards for Enterprises, which accurately and completely reflected information relating to the financial condition of the Company on 31 December 2019, operation result of 2019 and cash flow.

2. Accounting period

The accounting year of the Company is from 1 January each year to 31 December of the same year in solar calendar.

3. Operating period

☒Applicable ☐Not Applicable

The Company takes 12 months as an operating period, which is also the classification basis for the liquidity of its assets and liabilities.

4. Recording currency

Renminbi is the recording currency of the Company.

5. Accounting methods of business combinations under common control and not under common control

√Applicable ☐Not Applicable

A business combination is a transaction or event that brings together two or more separate entities into one reporting entity. Business combinations are classified into business combinations under common control and business combinations not under common control.

(1) Business combinations under common control

A business combination under common control is a business combination in which all of the combining entities are ultimately controlled by the same party or parties both before and after the combination, and that control is not transitory. For business combination under common control, the party that obtains the control over the other parties on the combination date is the acquirer, and other parties involving in the business combination are the transferors. The combination date is the date on which the acquiring party effectively obtains the control over the party being acquired.

In case the consideration for long-term equity investments formed in business combination under common control is paid by ways of cash, transfer of non-cash assets or assumption of debts, the Company will regard the share of carrying amounts of the net assets of the transferor in the ultimate controller's consolidated financial statements obtained as the initial investment cost of long-term equity investments as at the date of combination. For carrying value of net assets of the transferor is negative as at the date of combination, investment cost of long-term equity investment is calculated as zero. In case the transferor is controlled by the ultimate controller by the business combination under non-common control before combination, the initial investment cost of the long-term equity investment of the acquirer includes relevant goodwill. The Company should adjust the capital reserve (capital premium or share premium) in accordance with the differences between initial investment cost of the long-term equity investment and the cash paid, the non-cash assets transferred and the carrying value of liability assumed; in case the balance of the capital reserve (capital premium or share premium) is insufficient for the elimination, the surplus reserves and undistributed profits shall be used to dilute such expenses in order. In case the consideration for the combination is paid by issuance of equity instruments, the aggregate nominal value of shares issued will be deemed as the share capital. The difference between the initial investment cost of long-term equity investments and aggregate nominal value of shares issued shall be adjusted to capital reserve (capital premium or share premium), in case the capital reserve (capital premium or share premium) is insufficient for the elimination, the surplus reserves and undistributed profits shall be used to dilute such expenses in order.

Intermediary fees (such as audit, legal services and valuation consultancy) and other relevant management fees incurred in the business combination by the acquirer are credited in profit or loss in

the period when they occurred. Trading expenses in direct relation to the issuance of equity instrument as the consideration for the combination is written down to the capital reserve (share premium), where the capital reserve (share premium) is insufficient, and to surplus reserves and undistributed profits in order. Trading expenses in direct relation to the issuance of debt instrument as the consideration for the combination is included in the initial recognition amount of the debt instrument.

For business combination under common control realized through several transactions step by step, in case of a package transaction, all the transactions are accounted as one transaction that has acquired the control; in case of not a package transaction, in the financial statement of parent company the capital reserve (share premium) is adjusted by the difference between the initial investment cost and the sum of the carrying value of the original long-term equity investment and the book value of the new payment consideration for further acquisition of shares with the share of acquirer's owner's equity on the date of combination in case calculated on the proportion of shareholding on the date of combination as its initial investment cost; where the capital reserve is insufficient, the retained earnings will be used to offset such expenses.

In the consolidated financial statements, the long-term equity investment held by the combining party before the date of acquiring control of the combined parties, and the profit and loss, the other comprehensive income and changes in the other owners' equity recognized during the period between the later of the date of acquisition and the date when the combining and the combined parties are under the common control of the same party and the date of combination, are written down to the retained earnings or profit or loss at the beginning of the comparative reporting period, respectively.

(2) Business combinations involving entities not under common control

A business combination not under common control is a business combination in which all of the combining entities are not ultimately controlled by the same party or parties both before and after the combination. For business combination not under common control, the party that obtains the control of the other parties at the combination date is the acquirer; other parties involving in the business combination are the transferors. The combination date is the date on which the acquirer effectively obtains control of the transferors.

In business combination involving entities not under common control, the cost of combination shall be the sum of the assets paid, obligations incurred or assumed and the fair value of the equity securities issued by the acquirer for obtaining control of the transferor at the date of acquisition. Intermediary fees (such as audit, legal services and valuation consultancy) and other relevant management fees incurred by the acquirer for the purpose of business combination are credited in profit or loss in the period when they occurred. Transaction fees for the equity instruments or debt instruments issued by the acquirer as combination consideration is included in the initial recognition amount of such equity instruments or debt instruments. Contingent consideration involved shall be recorded as the combination cost based on its fair value on the acquisition date. Should any new or further evidence arise within 12 months after

the acquisition date and makes it necessary to adjust the contingent consideration on the acquisition date, the goodwill arising from the business combination shall be amended accordingly.

The cost of combination and identifiable net assets obtained by the acquirer in a business combination are measured at fair value on the acquisition date. Where the cost of the combination exceeds the acquirer's interest in the fair value of the transferor's identifiable net assets, the difference is recognized as goodwill; where the cost of combination is lower than the acquirer's interest in the fair value of the transferor's identifiable net assets, the difference is initially recognized in profit or loss for the current year after a review of computation for the identifiable assets, liabilities or fair value of contingent liabilities and combination cost, and where the combination cost is still lower than the fair value of the identifiable net assets of the transferor obtained during the course of combination, then the difference is recorded in the profit and loss.

In business combination involving entities not under common control that is realized in phases through multiple exchange transactions, in the Company individual financial statements, the sum of the book value of the equity investment of the transferor held before the date of acquisition and the cost of new investment on the date of acquisition are recognized as the initial investment cost of such investment.

In the consolidated financial statement, the equity of the transferor held before the date of acquisition is re-measured at the fair value on the date of acquisition, and the difference between the fair value and book value is included in current investment income; where the equity of the transferor held before the date of acquisition involves the other comprehensive income, such equity and relevant other comprehensive income are transferred to current investment income on the date of acquisition, other than the other comprehensive income that cannot be reclassified in the profit or loss.

The fair value on the acquisition date of equity interest in the transferor prior to the acquisition date and the fair value of the considerations paid for the acquisition of the new equity on the acquisition date are regarded as the combination costs of the Company, comparing with acquirer's share of the fair value on the acquisition date of the transferor's net identifiable assets on the proportion of the shareholding on the acquisition date to confirm the goodwill that required to be recognized on the acquisition date or the amount that shall be included in the profit or loss.

6. Preparation method of consolidated financial statements

☒Applicable ☐Not Applicable

(1) Scope of consolidated financial statements

The Company incorporated all of its subsidiaries (including the separate entities controlled by the Company) into the scope of consolidation financial statements, including the enterprises under the Company's control, divisible part in the investees and structured entities.

(2) To unify the accounting policies, balance sheets date and accounting periods of the Company and subsidiaries

When preparing consolidated financial statements, adjustments are made if subsidiaries' accounting policies or accounting periods are different from that of the Company, in accordance with the Company's accounting policies and accounting periods.

(3) Offset matters in the consolidated financial statements

The consolidated financial statements shall be prepared on the basis of the balance sheets of the Company and subsidiaries, which offset the internal transactions incurred between the Company and subsidiaries and among subsidiaries. The owner's equity of the subsidiaries not attributable to the Company shall be presented as 'minority equity' under the owner's equity item in the consolidated balance sheet.

The long-term equity investment of the Company held by the subsidiaries, deemed as treasury stock of the corporate group as well as the reduction of owners' equity, shall be presented as 'Less: Treasury stock' under the owner's equity item in the consolidated balance sheet.

(4) Accounting treatment of subsidiaries acquired from combination

For subsidiaries acquired from business combination under common control, the assets, liabilities, operating results and cash flow of the subsidiaries are included in the consolidated financial statements from the beginning of the period in which the combination took place, as if the combination has taken since the ultimate controller began its control. When preparing the consolidated financial statements, for the subsidiaries acquired from business combination under non-common control, separate financial statement will be adjusted on the basis of their fair values of the identifiable net assets on the date of acquisition.

7. Classification of joint arrangement and accounting methods of joint operations

☒Applicable ☐Not Applicable

A joint arrangement refers to an arrangement jointly controlled by two or more parties. In accordance with the Company's rights and obligations under a joint arrangement, the Company classifies joint arrangements into joint operations and joint ventures.

Joint operations refer to a joint arrangement in which the Company is a party and is entitled to relevant assets and obligations of this arrangement. The Company recognizes the following items in relation to its interest in a joint operation, and accounts the same in accordance with relevant accounting standards for business enterprises:

(1) recognize the assets held solely by the Company, and recognize assets held jointly by the Company in appropriation to the share of the Company; (2) recognize the obligations assumed solely by the Company, and recognize obligations assumed jointly by the Company in appropriation to the share of the Company; (3) recognize revenue from disposal of joint operations in appropriation to the

share of the Company; (4) recognize revenue from disposal of joint operations in appropriation to the share of the Company; (5) recognize fees solely occurred by the Company and recognize fees from joint operations in appropriation to the share of the Company.

When the Company, as a joint venture, invests or sells assets to or purchase assets (the assets do not constitute a business, the same below) from joint operations, the Company shall only recognize the part of profit or lost from this transaction attributable to other parties of joint operations before these assets are sold to a third party. In case of an impairment loss incurred on these assets which meets the requirements as set out in *Accounting Standards for Business Enterprises No. 8 – Asset Impairment*, the Company shall full recognize the amount of this loss in relation to its investment in or sale of assets to joint operations or recognize the loss according to the Company's share of commitment in relation to the its purchase of assets from joint operations.

Joint ventures refer to a joint arrangement during which the Company only is entitled to net assets of this arrangement. Investment in joint venture is accounted for using the equity method according to the accounting policies referred to under '12 Long-term equity investment' of Note V.

8. Recognition standard for cash and cash equivalents

Cash recognized in the cash flow statements represents the cash on hand and deposits available for payment of the Company at any time.

Cash equivalents recognized in the cash flow statements refer to short-term, highly liquid investments held by the Company that are readily convertible to known amounts of cash and which are subject to an insignificant risk on change in value.

9. Foreign currency businesses and translation of foreign currency statements

☒Applicable ☐Not Applicable

(1) Foreign currency transactions

If foreign currency transactions occur, they are translated into the amount of functional currency by applying the spot exchange rate at the transaction date.

Monetary items denominated in foreign currencies are translated into functional currencies at the rates of exchange ruling at the balance sheet date. All foreign exchange difference are credited in the profit or loss, except ①those arising from the funds denominated in foreign currency specially borrowed for the establishment of the qualifying assets are treated based on the principal of capitalization of borrowing costs; ②those arising from the other changes in the balance other than amortized cost of available-for-sale monetary items denominated in foreign currency are recognized in the other comprehensive income.

Non-monetary items in foreign currency measured at historical cost are translated using the spot

exchange rate prevailing on the date when transaction occurred and its functional currency shall remain unchanged. Non-monetary items denominated in foreign currencies that are measured at fair value are translated using the foreign exchange rate at the date the fair value is determined; the exchange differences between the translated and original amounts of functional currencies are recognized in the statement of profit or loss or other comprehensive income as changes in fair value (including changes in exchange rate).

(2) Translation of foreign currency financial statements

If the functional currencies used as the bookkeeping base currency by the subsidiaries, joint ventures and associates under the control of the Company are different from that of the Company, their financial statements denominated in foreign currencies shall be translated to perform accounting and prepare the consolidated financial statements.

The assets and liabilities of the balance sheet are translated using the spot exchange rate at the balance sheet date; all items except for ‘undistributed profits’ of the owner’s equity are translated at the spot exchange rate on the transaction date. The revenue and expenses in the income statement are translated using the approximate rate of the spot exchange rate on the transaction date. Differences arising from the translation of foreign currency financial statements are presented as the ‘other comprehensive income’ in the owner’s equity of the balance sheet.

Foreign currency cash flow is translated using the approximate rate of the spot exchange rate on the transaction date. The impact of exchange rate changes on cash amount is reflected separately in the cash flow.

When disposing overseas operations, the translation difference related to the overseas operation shall be transferred together or as the percentage of disposing the overseas operation to profit or loss in the current period of disposal.

10. Financial instruments

☒Applicable ☐Not Applicable

A financial instrument refers to any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity. A financial asset or financial liability is recognized when the Company becomes a party to the contract of a financial instrument.

(1) Financial assets

① Classification and measurement

According to the business model for managing financial assets and the contractual cash flow characteristics of financial assets, the Company classifies financial assets into: (1) Financial assets measured at amortized cost; (2) financial assets measured at fair value through other comprehensive income; (3) financial assets measured at fair value through profit or loss of the current period.

Financial assets are measured at fair value upon initial recognition. For financial assets measured at fair value through profit and loss of the current period, related transaction costs are directly included in profit and loss of the current period; for other types of financial assets, related transaction costs are included in their initial recognized amounts. For the accounts receivable or bills receivable arising from the sale of products or the provision of labor services that do not contain or consider the significant financing components, the Company shall take the consideration amount entitled to be received as the initial recognized amount.

a. Debt instrument

The debt instruments held by the Company refer to the tools that are in conformity with the definition of financial liability from the perspective of the issuing party, which are measured in the following three ways, respectively:

(a) Measured at amortized cost:

The Company's business model for managing such financial assets is: With the aim of obtaining contractual cash flow, the contractual cash flow characteristics of such financial assets shall be consistent with the basic lending arrangements, that is, the cash flow generated on a specific date is only the payment for the principal and the interest based on the outstanding principal amount. For such financial assets, the Company recognizes the interest income in accordance with the effective interest method. Such financial assets mainly include cash and cash equivalents, bills receivable and accounts receivable, other receivables, creditor's right investment and long-term receivables. The Company lists the creditor's rights investments and long-term receivables matured within one year (including one year) from the balance sheet date as non-current assets matured within one year; the creditor's rights investments matured within one year (including one year) when being obtained are listed as other current assets.

(b) Measured at fair value through other comprehensive income:

The Company's business mode for managing such financial assets is: With the aim of obtaining contractual cash flow and selling the financial assets, the contractual cash flow characteristics of such financial assets shall be consistent with the basic lending arrangements. Such financial assets are measured at fair value through other comprehensive income, but impairment gains and losses, exchange gains and losses, and interest income calculated by the effective interest method are included in profit and loss of the current period. Such financial assets are listed as other creditor's rights investments. Other creditor's rights investments matured within one year (including one year) from the balance sheet date are listed as non-current assets matured within one year; other creditor's rights investments matured within one year (including one year) when being obtained are listed as other current assets.

(c) Measured at fair value through profit or loss of the current period:

The Company lists its held debt instruments that are neither measured at amortized cost nor at fair value through other comprehensive income as financial assets held for trading measured at fair value

through profit or loss of the current period. At the time of initial recognition, in order to eliminate or significantly reduce accounting mismatch, the Company designated some financial assets as financial assets measured at fair value through profit or loss of the current period. Investments that are matured more than one year and are expected to be held for more than one year from the balance sheet date are listed as other non-current financial assets.

b. Equity instruments

The Company lists equity instrument investments that have no control, joint control and significant influence on itself as financial assets held for trading measured at fair value through profit or loss of the current period; investments that are expected to be held for more than one year from the balance sheet date are listed as other non-current financial assets.

In addition, the Company designated some non-trading equity instrument investments as financial assets measured at fair value through other comprehensive income, which are listed as other equity instrument investments. The relevant dividends and interest income of such financial assets are included in profit and loss of the current period.

② Impairment

For financial assets measured at amortized cost and debt instrument investments measured at fair value through other comprehensive income, contract assets and financial guarantee contracts, the Company recognizes the loss provision based on the expected credit losses.

The Company considers reasonable and reliable information about past events, current conditions and forecasts of future economic conditions, and takes the risk of default as a weight, and calculates the probability-weighted amount of the present value of the difference between the cash flow receivable and the cash flow expected to be received of the contract to confirm the expected credit losses.

On each balance sheet date, the Company measures the expected credit losses of financial instruments in different phases. If the credit risk has not increased significantly since the initial recognition, the financial instruments are in the first phase. The Company measures the loss provision according to the expected credit losses in the next 12 months; if credit risk has increased significantly but credit impairment has not yet occurred since the initial recognition, the financial instruments are in the second phase. The Company measures the loss provision according to the expected credit losses of the instruments during the entire duration; if credit impairment has occurred since the initial recognition, the financial instruments are in the third phase. The Company measures the loss provision according to the expected credit losses of the instruments during the entire duration.

For financial instruments with lower credit risk on the balance sheet date, the Company measures the loss provision according to the expected credit losses in the next 12 months, assuming that its credit risk has not increased significantly since the initial recognition.

For financial instruments in the first phase and second phase and financial instruments with

relatively lower credit risk, the Company calculates interest income based on their book balance before the deduction of provisions and effective interest rate. For financial instruments in the third phase, the Company calculates interest income based on their amortized cost after the impairment provision has been deducted from the book balance and effective interest rate.

For bills receivable, accounts receivable and contractual assets, whether there exist significant financing components, the Company measures loss provision based on expected credit loss over the entire duration.

The Company classifies accounts receivable into groups on the basis of shared credit risk characteristics, and calculates the expected credit losses on groups, the bases of group determination are as follows:

For each group of bills receivable, the Company applies exposure at default and expected credit losses rate over the entire duration to calculate the expected credit losses by taking into account the historical credit losses experience, the existing conditions and forecast of future economic conditions.

For each group of accounts receivable, the Company makes the comparison of expected credit losses rates of accounts receivable in overdue days and over the entire duration to calculate the expected credit losses by taking into account the historical credit losses experience, the existing conditions and forecast of future economic conditions.

For each group of other accounts receivable, the Company applies exposure at default and expected credit losses rate within the next 12 months or over the entire duration to calculate the expected credit losses by taking into account the historical credit losses experience, the existing conditions and forecast of future economic conditions.

The Company recognizes the loss impairment provision or reversed in profit or loss of the current period. For held debt instruments at fair value through other comprehensive income, the Company recognizes loss/gain on impairment in profit or loss of the current period, and adjusts other comprehensive income at the same time.

③Derecognition

A financial asset is derecognized when any of the below criteria is met: a. the contractual rights to receive the cash flow from the financial asset have been transferred; b. the financial asset has been transferred and the Company transfers substantially all the risks and rewards of ownership of the financial asset to the transferee; c. the financial asset has been transferred and the Company has not retained control of the financial asset, although the Company neither transfers nor retains substantially all the risks and rewards of ownership of the financial asset.

On de-recognition of other equity instruments investment, the difference between the book balance and the sum of the consideration received and any cumulative profit or loss of fair value that had been recognized in other comprehensive income is recognized in the retained earnings. On de-recognition of

other financial assets, the difference between the book balance and the sum of the consideration received and any cumulative profit or loss of fair value that had been recognized in other comprehensive income is recognized in the profit and loss of the current period.

(2) Financial liabilities

Financial liabilities are classified as financial liabilities measured at amortized cost and financial liabilities at fair value through profit and loss of the current period at initial recognition.

The financial liabilities of the Company are financial liabilities measured at amortized cost, including bills payable, accounts payable, other payables, borrowings, bonds payable, etc. Such financial liabilities are recognized initially at fair value less transaction costs and subsequently measured using the effective interest method. Financial liabilities with a maturity of less than one year (including one year) are listed as current liabilities: those with maturity of more than one year but are mature within one year from the balance sheet date (including one year) are listed as non-current liabilities due within one year; the rest are presented as non-current liabilities.

When all or partial current obligations of financial liabilities have been discharged, such financial liabilities or the part with obligations discharged are derecognized by the Company. The difference between the carrying amount of a financial liability de-recognized and the consideration paid is recognized in the profit and loss of the current period.

(3) Determination of fair value of financial instruments

The fair value of a financial instrument that is traded in an active market is determined at the quoted price in the active market. The fair value of a financial instrument that is not traded in an active market is determined by using a valuation technique. During the valuation, the Company adopts an applicable valuation technique under current conditions and there are enough available data and other information to support. Those inputs should be consistent with the inputs a market participant would use when pricing the asset or liability, and the Company should maximize the use of relevant observable inputs. When related observable inputs can't be acquired or are not feasible to be acquired, then use unobservable inputs.

(4) Significant accounting estimates and judgments

① Significant accounting estimates and key assumptions

Measurement of expected credit loss

The Company applies exposure at default and expected credit loss rate to calculate expected credit loss, and determines expected credit loss rate based on probability of default and loss given default. For the determination of expected credit loss rate, the Company applies data including internal historical credit losses experience, and adjusts historical data taking account current conditions and forward-looking information. Regarding forward-looking information, indicators used by the Company include economic downturn risk, growth in expected unemployment rate, changes in external market

environment, technology environment and customer status. The Company monitors and reviews assumptions related to the calculation of expected credit loss on a regular basis. No major change occurred in the above-mentioned estimate techniques and key assumptions during the year.

②Critical judgments on application of accounting policies

a. Classification of financial assets

On classification of financial assets, critical judgments considered by the Company include the business mode, an analysis of contractual cash flow characteristics and others.

From the dimension of financial asset portfolio, the Company determines the business mode of financial asset management. Considerations cover assessments, reporting methods of financial asset performance to key management personnel, risks impacting financial asset performance and relevant management methods, as well as methods of relevant business management personnel receiving remuneration.

In assessing the consistency between contractual cash flow of financial assets and the basic lending arrangements, the Company makes the following major judgments: Whether the time distribution or amount of the principal changes during the duration of the financial assets due to prepayment, etc; and whether the interest includes considerations for the currency time value, credit risk, as well as other basic borrowing risks, costs and profits. For example, whether the prepayment amount merely reflects the principal unpaid and interest incurred by the principal unpaid, as well as reasonable compensation paid due to premature termination of contracts.

b. Judgment that credit risk increases significantly

The main standards for the Company to judge significant increase in credit risk are that overdue days are more than 30 days, or that significant changes occur in one or more of the following indicators: Business environment of debtors, internal and external credit rating, actual or expected business performance, value of collaterals or significant drop in credit rating of guarantors.

The main standards for the Company to judge incurred credit impairment are that overdue days are more than 90 days (i.e. default occurred), or that one or more of the following conditions are met: a debtor is under significant financial difficulty; other ongoing debt restructuring or high possibility of bankruptcy.

11. Inventories

☒Applicable ☐Not Applicable

(1) Classification of inventories

Inventories refer to the finished goods or commodities held for sale in daily activities, goods in progress in the production process, consumed materials and supplies in the production process or providing services of the Company, which mainly include raw materials, revolving materials, entrusted

processed materials, wrap page, low-cost consumables, goods in progress, self-made semi-finished goods, finished goods (merchandise inventory) and engineering construction, etc.

(2) Measurement of inventories transferred out

At delivery, inventories are accounted using the weighted average method

(3) Provision for inventory impairment

At balance sheet date, inventories are stated at the lower of cost or net realizable value.

The net realizable value of inventories (including finished products, merchandize and materials for sale) that can be sold directly is determined using the estimated saleable price of such inventory deducted by the cost of sales and relevant taxation. The net realizable value of materials in inventory that are held for production is determined using the estimated saleable price of the finished product deducted by the cost to completion, estimated cost of sales and relevant taxation. The net realizable value of inventory held for performance of sales contract or labor service contract is determined based on the contractual price; in case the amount of inventory held by the enterprise exceeds the contractual amount, the net realizable value of the excess portion of inventory is calculated using the normal saleable price.

Provision for impairment of inventories is made for individual inventory. For items of inventories that is produced and marketed in the same geographical area and with the same or similar end uses or purposes, which cannot be practicable evaluated separately from other items, cost and net realizable value of inventories may be determined on an aggregate basis. For large quantity and low value items of inventories, cost and net realizable value of inventories may be determined on types of inventories.

Provision for impairment of inventories is made and recognized as profit or loss when the cost is higher than the net realizable value on the balance sheet date. If the factors that give rise to the provision in prior years are not in effect in current year, provision would be reversed within the impaired cost, and recognized in the profit or loss.

(4) Inventory system

The Company adopts perpetual inventory system.

(5) Amortization of low-value consumables and packaging

Low-value consumables and packages of the Company are amortized by one-time write-off.

12. Long-term equity investments

☒Applicable ☐Not Applicable

Long-term equity investments in this section refer to equity investments held by the Company that give it control, joint control or significant influence over the investee. Long-term equity investments where the Company does not exercise control, joint control or significant influence over the investee are accounted for as available-for-sale financial assets.

(1) Recognition of initial cost of investment

①For long-term equity investment obtained from business consolidation under common control, the initial cost is measured at the combining party's share of the carrying amount of the equity of the combined party; for a long-term equity investment obtained from business consolidation under non-common control, the initial cost is the consolidation cost at the date of acquisition;

②For the long-term equity investment acquired in a manner other than business combination: the initial investment cost of the long-term equity investment acquired by payment in cash shall be the total purchase price; the initial investment cost of the long-term equity investment acquired by issuing equity securities shall be the fair value of the equity securities issued; For long-term equity investment acquired by debt restructuring, the initial investment cost shall be recognized in accordance with the requirements under *Accounting Standards for Enterprises No. 12 - Debt Restructuring*. For long-term equity investment acquired by the exchange of non-monetary assets, the initial investment cost shall be recognized in accordance with relevant requirements under the Rules.

(2) Subsequent measurement and profit or loss recognition

①Cost method

Where the investor has a control over the investee, long-term equity investments are measured using cost method. For long-term equity investments using cost method, unless increasing or reducing the investment, the carrying value is unchanged. The Company's share of the profit distributions or cash dividends declared by the investee are recognized as investment income.

②Equity method

Investor's long-term equity investments in associates and joint ventures are measured using equity method. Where part of the equity investments of an investor in its associates are held indirectly through venture investment institutions, common fund, trust companies or other similar entities including investment linked insurance funds, such part of equity investments indirectly held by the investor shall be measured at fair value through profit or loss according to relevant requirements of Accounting Standards for Business Enterprises No.22—Recognition and measurement of Financial Instruments regardless whether the above entities have significant influence on such part of equity investments, while the remaining part shall be measured using equity method.

Under the equity method, where the initial investment cost of a long-term equity investment exceeds the Company's share of the fair value of the investee's identifiable net assets at the time of acquisition, no adjustment is made to the initial investment cost. Where the initial investment cost is less than the Company's share of the fair value of the investee's identifiable net assets at the time of acquisition, the difference is recognized in profit or loss for the period, and the cost of the long-term equity investment is adjusted accordingly.

For long-term equity investments accounted for using the equity method, the Company recognizes

the investment income and other comprehensive incomes according to its share of net profit or loss and other comprehensive incomes of the investee, and the carrying amount of the long-term equity investments shall be adjusted accordingly; the carrying amount of the investment is reduced by the Company's share of the profit distribution or cash dividends declared by an investee; for changes in owner's equity of the investee other than those arising from its net profit or loss, other comprehensive income and profit distribution, the carrying amount of the long-term equity investment shall be adjusted and recognized to capital reserve. When recognizing attributable share of the net profit and losses of the investee, the net profit of the investee shall be recognized after adjustment on the ground of the fair value of all identifiable assets of the investee when it obtains the investment. If the accounting policies and accounting periods adopted by the investee are different from those adopted by the Company, an adjustment shall be made to the financial statements of the investee in accordance with the accounting policies and accounting periods of the Company and recognize the investment incomes and other comprehensive incomes.

The Company's share of net losses of the investee shall be recognized to the extent that the carrying amount of the long-term equity investment together with any long-term interests that in substance form part of the investor's net investment in the investee are reduced to zero. If the Company has to assume additional obligations, the estimated obligation assumed shall be provided for and charged to the profit or loss as investment loss for the period. Where the investee is making net profits in subsequent periods, the Company shall resume recognizing its share of profits after setting off against the share of unrecognized losses.

(3) Change of the accounting methods for long-term equity investments

① Change of measurement at fair value to accounting under equity method: where the equity investment held have no control, joint control or significant impact on the investee and that are accounted according to the financial instrument recognition and measurement criteria can carry out common control or place significant impact due to addition of investment which resulted in the increase of shareholding, the investee shall plus the fair value of the equity investment originally held determined in accordance with the Standards for Recognition and Measurement of Financial Instruments and the fair value of the consideration payable for new investment as the initial investment cost accounted under equity method when changing the equity method.

② Change of measurement at fair value or accounting under equity method to cost method: the equity investment of the investee held by the investor with no control, joint control or significant impact and accounted according to the financial instrument recognition and measurement criteria, or the long-term equity investment in associates or joint venture originally held that can control the investee due to addition of investment, shall be accounted in accordance with the long-term equity investment formed by combination of enterprises.

③Change of accounting under equity method to measurement at fair value: the long-term equity investment originally held with common control or significant impact on the investee that cannot conduct common control or significant impact on the investee due to the decrease of shareholding as a result of factors such as partial disposal, shall be accounted in accordance with Standards for Recognition and Measurement of Financial Instruments, and the difference between the fair value on the date when the common control or significant impact is lost and the book value is included in profit or loss in the relevant year.

④Change of cost method to equity method: where control on the investee change to significant impact or common control with other investors due to factors such as disposal of investment, the long-term equity investment cost that ceased to be recognized shall first be carried forward on the proportion of the investment disposed. Then comparing the cost of the remaining long-term equity investment with the attributable fair value of the identifiable net assets of the investee at the original investment calculated on proportion of the remaining shareholding, where the former larger than the later, it belongs to the goodwill as showed in deciding the investment price and will not adjust the carrying amount of the long-term equity investment; where the former less than the later, the retained earnings will be adjusted along with the adjustment of the long-term equity investment.

(4) Basis of conclusion for common control and significant influence over the investee

①Joint control over an investee refers to activities which have a significant influence on return of an arrangement could be decided only by mutual consent of the investing parties sharing the control, which includes the sales and purchase of goods or services, management of financial assets, acquisition and disposal of assets, research and development activities and financing activities, etc.

②Significant influence on the investee refers to significant influence over the investee exists when holding more than 20% but less than 50% of the shares with voting rights or even if the holding is below 20%, there is still significant influence if any of the following conditions satisfied:

- 1) There is representative in the board of directors or similar governing body of the investee;
- 2) Participating in investee's policy setting process;
- 3) Assign management to investee;
- 4) The investee relies on the technology or technical information of the investor;
- 5) Major transactions with the investee.

(5) Impairment test and provision of impairment

At the balance sheet date, the Company reviews whether there is impairment indicator for the long-term equity investments. When there is impairment indicator, the recoverable amount is determined through impairment test and impairment is provided based on the difference between the recoverable amount and the carrying value. Impairment loss is not reversed once provided.

The recoverable amount is the higher of net fair value of long-term equity investments on disposal and the present value of estimated future cash flow.

(6) Disposal of long-term equity investments

For disposal of long-term equity investment, the difference between the considerations received and the carrying amount of the disposed investment is recognized in profit or loss. For long-term equity investment accounted for using the equity method, the part recognized in other comprehensive income is accounted on pro rata basis upon disposal in the same way as the relevant assets or liabilities are disposed of directly by the investee.

13. Investment properties

Investment properties of the Company include leased land use rights and leased buildings.

An investment property is initially measured at cost, and cost method is adopted for subsequent measurement.

The buildings leased out of investment properties of the Company are depreciated over their useful lives using the straight-line method. The specific measurement policy is the same as fixed assets. For land use rights leased out or held for resale after appreciation in value, they are amortized over their useful lives using the straight-line method. The specific measurement policy is the same as that of intangible assets.

At the balance sheet date, the Company reviews whether there is impairment indicator for investment properties. When there is impairment indicator, the recoverable amount is recognized through an impairment test and impairment is provided based on the difference between the carrying value and the recoverable amount. Impairment is not reversed in subsequent periods.

14. Fixed assets

(1) Fixed assets recognition criteria

Fixed assets are tangible assets that are held for production of goods, provision of labor services, leasing or administrative purposes, and have useful life more than one fiscal year, which are recognized when the following conditions are met:

- ① economic benefits in relation to the fixed assets are very likely to flow into the enterprise;
- ② the cost of the fixed assets can be measured reliably.

(2) Classification and Depreciation method of fixed assets

The fixed assets of the Company can be divided into: buildings and constructions, production equipment, transportation equipment and office equipment, etc. The straight-line method over useful lives is used to measure depreciation. The useful lives and the expected net residual value of fixed assets

are determined according to the nature and usage of various fixed assets. At the end of each year, the useful lives, expected net residual value and depreciation method of fixed assets are reviewed, and adjusted if there is variance with original policies; The Company has made provisions for all the fixed assets except for the fixed assets that have been fully depreciated and still in use.

Type of fixed assets	Useful lives	Expected residual rate
Land ownership	-	-
Houses and buildings	8-40 years	0%-5%
Machinery equipment	4-20 years	0%-5%
Vehicles	5-10 years	0%-5%
Office equipment and others	3-10 years	0%-5%

(3) Test method and provision for impairment of fixed assets

At the balance sheet date, the Company reviews whether there is impairment indicator for the fixed assets. When there is an impairment indicator, the recoverable amount is estimated and impairment is provided based on the difference between the carrying value and the recoverable amount once the impairment of an asset is recognized, it will not be reversed in the subsequent accounting period.

(4) Basis for Recognition, measurement of fixed assets held under finance lease

Basis for recognition of fixed assets held under finance lease: leases that transfer all the risks and rewards related to the ownership of the relevant assets. The asset is recognized if one or more of the following criteria is met: ① upon expiry of the lease term, the ownership of the leased asset is transferred to the lessee; ② the lessee has the option to purchase the leased asset at a price expected to be sufficiently lower than the fair value of the leased asset when the option is exercised and at the inception of the lease, it is reasonably certain that the lessee will exercise the option; ③ the lease term approximates the useful life of the leased asset even if the ownership is not transferred; ④ at the inception of the lease, the present value of the minimum lease payments is substantially equivalent to the fair value of the leased asset; ⑤ the leased assets are of such a specialized nature that only the lessee can use them without major modification.

Measurement of fixed assets held under finance lease: fixed assets held under finance lease are initially recognized at the lower of fair value of the leased assets at the inception of lease and the present value of minimum lease payments.

Subsequent measurement of fixed assets held under finance lease is accounted for using the depreciation and impairment policies of owned fixed assets.

15. Construction in progress

☒Applicable ☐Not Applicable

(1) Types of construction in progress

Construction in progress for the Company is self-operated construction.

(2) Standard and date of transfer from construction in progress to fixed assets

The construction in progress of the Company is transferred to fixed assets when the project is completed and ready for its intended use, which shall satisfy one of the following conditions:

①The construction of the fixed assets (including installation) has been completed or substantially completed;

②The fixed asset has been used for trial operation and it is evidenced that the asset can operate ordinarily or produce steadily qualified products; or the result of trial operation proves that it can operate normally;

③Further expenditure incurred for construction is very minimal or remote;

④The constructed fixed asset reaches or almost reaches the design or the requirements of contract, or complies with the design or the requirements of contract.

(3) Impairment test and provision of impairment of construction in progress

At the balance sheet date, the Company reviews the construction in progress to check whether there is any sign of impairment and an impairment test is needed to recognize the recoverable amount when there are signs that construction in progress may impair. The impairment loss should be the lower of the carrying value and recoverable amount and impairment loss cannot be reversed in the following accounting period if it has been provided.

The recoverable amount of construction in progress should base on the higher value between fair value of asset less disposal expense and present value of estimated cash flow in the future.

16. Borrowing costs

☒Applicable ☐Not Applicable

(1) Recognition principles for borrowing cost capitalization

The Company's borrowing costs that are directly attributable to the acquisition or production of a qualifying asset are capitalized into the cost of relevant assets. Other borrowing costs are recognized as expenses in the current profit and loss when incurred. Qualifying assets for capitalization include fixed assets, investment properties and inventories that necessarily take a substantial period of time for acquisition, construction or production to get ready for their intended use or sale.

(2) Computation of capitalized amount of borrowing costs

Capitalization period refers to the period from the commencement to the cessation of capitalization

of borrowing costs, excluding the periods in which capitalization of borrowing costs is suspended.

Capitalization interruption period: Capitalization of borrowing costs is suspended during periods in which the acquisition or construction of a qualifying asset is interrupted abnormally and the interruption lasts for more than 3 months.

Computation of capitalized amount of borrowing costs: ① Specific borrowings will be recorded based on the actual interest expense incurred in the period of special borrowings less the interest income from unutilized borrowings placed at banks or investment gain from temporary investment; ② Normal borrowings utilized are calculated based on the weighted average of expenses of the aggregate asset exceeding the asset expenses of the portion of special borrowings multiplied by the capitalization ratio of the normal borrowings utilized. Capitalization ratio is calculated based on weighted average interest rate of normal borrowings; ③ For borrowings with discount or premium, the discount or premium was amortized over the accounting periods borrowings to adjust the interest in every period using the effective interest rates.

17. Right-of-use assets

☒Applicable ☐Not Applicable

Right-of-use assets are the right of the Company as a lessee to use leased assets during the lease term. On the commencement date of the lease term, the Company as lessee shall recognize the right-of-use assets and lease liabilities for the lease, except for short-term leases and low value assets leases which are treated with practical expedient. The commencement date of the lease term refers to the start date when the lessor provides the leased assets to make it available to the lessee.

The Company's right-of-use assets shall be initially measured at the costs. The costs include:

- (1) initial amount of the lease liability;
- (2) for lease payment on or before the date of commencement of the lease period, where there was lease incentive, such incentives shall be deducted;
- (3) initial direct costs incurred by the Company as lessee;
- (4) costs expected to be incurred by the Company for demolition and removal of leased assets, restoration of the premises where the leased assets are located, or restoration of the leased assets to the conditions of the lease terms.

The Company refers to the relevant depreciation provisions of 'Accounting Standards for Business Enterprises No. 4-Fixed Assets' to accrue depreciation for right-of-use assets. If the Company can reasonably determine that the ownership of the leased asset can be acquired at the expiration of the lease term, the leased asset shall be depreciated within its remaining useful life. If the Company cannot reasonably determine that the ownership of the leased asset can be acquired at the expiration of the lease term, the leased asset shall be depreciated within the lease term or its remaining useful life (whichever

is shorter).

The Company determines whether the right-of-use assets are impaired in accordance with the provisions of 'Accounting Standards for Business Enterprises No. 8 – Asset Impairment' and performs accounting treatment on the identified impairment losses.

When the lease liabilities are remeasured, the Company recognizes the amount of the remeasurement of the lease liabilities as an adjustment to the right-of-use assets. If the book value of the right-of-use assets is reduced to zero and there is a further reduction in the measurement of the lease liabilities, the Company recognizes any remaining amount of the remeasurement in current profit or loss.

If the lease change results in a narrower lease or a shorter lease term, the Company reduces the book value of the right-of-use assets accordingly and recognizes the related gains or losses of the partially terminated or completely terminated leases into current profits and losses. For other lease changes which result the remeasurement of lease liabilities, the Company adjusts the book value of the right-of-use assets accordingly.

18. Intangible assets

Intangible assets are the identifiable non-monetary assets which have no physical shape and are possessed or controlled by the Company.

(1) Valuation method of intangible assets

Intangible assets are initially recognized at costs. The actual costs of purchased intangible assets include the consideration and relevant expenses paid. For intangible asset contributed by investors, the value agreed in the investment contract or agreement is the actual cost of the intangible asset. But if the value agreed in the investment contract or agreement is not a fair value, the fair value of the intangible asset is regarded as the actual cost. The cost of a self-developed intangible asset is the total expenditure incurred in bringing the asset to its intended use.

Subsequent measurement of intangible assets of the Company: ①Intangible assets with finite useful lives are amortized on a straight-line basis; at the end of each year, the useful lives and amortization policy are reviewed, and adjusted if there is any variance with original policies; ②Intangible assets with indefinite useful lives are not amortized and the useful lives are reviewed at each year end date. If there is objective evidence that the useful life of an intangible asset is finite, the intangible asset is amortized using the straight-line method according to the estimated useful life.

(2) Criterion of determining indefinite useful life

The useful life of an intangible asset is indefinite if the period in which the future economic benefits

generated by the intangible asset could not be determined, or the useful life could not be ascertained.

Criterion of determining intangible assets with indefinite useful lives: ①For intangible assets derived from contractual rights or other legal rights and there are no explicit years of use stipulated in the contract or laws and regulations; ②the period in which generating benefits for the Company still could not be estimated after considering the industrial practice or relevant expert opinion.

At the end of each year, the useful lives of the intangible assets with indefinite useful lives are reviewed. The assessment is performed by the departments that use the intangible assets, using the down-to-top approach, to determine if there are changes to the determining basis of indefinite useful lives.

(3) Methods for impairment test and provision for impairment of intangible assets

As at the balance sheet date, the Company reviews the intangible assets to check whether there is an indication of impairment and an impairment test is needed to recognize the recoverable amount when there are signs that intangible assets may impair. The impairment provision should be the lower of the recoverable amount and carrying value and provision for impairment loss cannot be reversed in the following accounting periods once it has been provided.

The recoverable amount of intangible assets should be based on the higher value between the net of fair value of asset less disposal expense and present value of estimated cash flow of assets in the future.

(4) Basis for research and development stage for internal research and development project and basis for capitalization of expenditure incurred in development stage

As for an internal research and development project, expenditure incurred in the research stage is recognized in profit or loss in the period as incurred. Expenses incurred in the development stage are recognized as intangible assets if all of the following conditions are met: ①the technical feasibility of completing the intangible asset so that it will be available for use or for sale; ②the intention to complete the intangible asset for use or for sale; ③how the intangible asset will generate economic benefits, including there is evidence that the products produced by the intangible asset has a market or the intangible asset itself has a market; if the intangible asset is for internal use, there is evidence that there exists usage for the intangible asset; ④the availability of adequate technical, financial and other resources to complete the development and the ability to use or sell the intangible asset; ⑤the expenditures attributable to the development of the intangible asset could be reliably measured.

Basis for distinguishing research stage and development stage of an internal research and development project: research stage refers to the activities carried out for the planned investigation and search for obtaining new technology and knowledge, which has the characteristics of planning and exploration; before commercial production or other uses, the application of achievements and other

knowledge obtained from the research stage in a plan or design to produce new or substantially improved materials, equipment and products is regarded as development stage, which has the characteristics of pinpointing and is very likely to form results. All the expenditures on research and development which cannot be distinguished between research stage and development stage are recognized in the profit or loss when incurred.

19. Impairment of long-term assets

☒Applicable ☐Not Applicable

Long-term equity investment, investment properties measured based on cost model, fixed assets, construction in progress, intangible assets and other long-term assets are tested for impairment if there is any indication that an asset may be impaired at the balance date. If the result of the impairment test indicates that the recoverable amount of the asset is less than its carrying amount, a provision for impairment will be made for the difference will be recorded in impairment loss. The recoverable amount is the higher of the net of the asset's fair value less disposal costs and the present value of the future cash flow expected to be derived from the asset. Provision for asset impairment is determined and recognized on the individual asset basis. If it is not possible to estimate the recoverable amount of an individual asset, the recoverable amount of a group of assets to which the asset belongs is determined. A group of assets is the smallest group of assets that can generate independent cash inflows.

Goodwill is tested for impairment at least at each year end.

In terms of impairment test of the goodwill, the carrying amount of the goodwill, arising from business combination, shall be allocated to the related asset groups on reasonable basis since the acquisition date, or to the related asset group portfolios if it is difficult to be allocated to the related asset groups. When the carrying amount of the goodwill is allocated to the related asset groups or asset group portfolios, it shall be allocated in the proportion of the fair value of each asset group or asset group portfolio against the total fair value of related asset groups or asset group portfolios. If it is difficult to measure the fair value reliably, it shall be allocated in the proportion of the carrying amount of each asset group or asset group portfolio against the total carrying amount of related asset groups or asset group portfolios.

When impairment test is made to the related asset groups or asset group portfolios including goodwill, if there is an indication that the related asset groups or asset group portfolios are prone to impair, the Company shall firstly test for impairment for the asset groups or asset group portfolios excluding goodwill and calculate the recoverable amount and recognize the impairment loss accordingly by comparing with its carrying amount. The Company shall then test for impairment for the asset groups or asset group portfolios including goodwill and compare the carrying amount (including the carrying amount of allocated goodwill) with its recoverable amount of related asset groups or asset group

portfolios. Provision for impairment loss shall be recognized when the recoverable amount of the related asset groups or asset group portfolios is lower than its carrying amount.

Once the above impairment loss of assets is recognized, it shall not be reversed in any subsequent accounting period.

20. Long-term prepaid expense

☒Applicable ☐Not Applicable

Long-term prepaid expenses are expenditures which have incurred but the benefit period is more than one year (excluding one year). They are amortized evenly over the benefit period of each item of expenses. If the long-term prepayments are no longer beneficial to the subsequent accounting periods, the unamortized balance is then fully transferred to profit or loss for the period.

21. Employee benefits

Employee benefits are all forms of compensation and other relevant expenditure given by the Company in exchange for services rendered by employees, including short-term employee benefits, post-employment benefits, termination benefits and other long-term benefits.

Short-term employee benefits include short-term salaries, bonus, allowance, subsidies, staff's welfare, housing provident fund, union funds and employee education funds, medical insurance fees, injury insurance fees, maternity insurance fees, short-term paid absence, short-term profit-sharing plans, etc. During the accounting period when employees render services, short-term benefits payable that actually incurred shall be recognized as liabilities and credited into profit and loss or relevant assets cost on an accrual basis for the benefit objects.

Post-employment benefits mainly include the basic pension insurance, supplementary pension, etc., In accordance with the risks and obligations undertaken by the Company, the post-employment benefits are classified as defined contribution plans and defined benefit pension plans. Defined contribution plans: the Company shall recognize the sinking fund paid to individual entity on balance sheet date as a liability in exchange of services from the employee in accounting period, and credited into profits or losses or related assets costs in accordance with the benefit objects. Defined benefit plans: the cost of providing benefits is determined using the projected unit credit method, with actuarial valuations being carried out by independent actuary at the interim and the annual balance sheet date. Staffs' benefit costs incurred by the defined benefit plan of the Group are categorized as follows: (1) service cost, include current period service cost, past-service cost and settlement profit or loss. Current period service cost means the increase of the present value of defined benefit obligation resulted from the current year service offered by employee. Past-service cost means the increase or decrease of the present value of defined benefit obligation resulted from the revision of the defined benefit plans related to the prior

period service offered by employee; (2) interest costs of defined benefit plans; (3) changes related to the remeasurement of defined benefit plans liabilities. Unless other accounting standards require or permit to charge the employee benefits into assets cost, the Company charges (1) and (2) above into profit or loss and recognized (3) above as other comprehensive income without transferring to profit or loss in subsequent accounting periods.

Termination benefits: the indemnity proposal provided by the Company for employees for the purpose of terminating labor relation with the employees before the expiry of the labor contract or encouraging employees to accept downsizing voluntarily, when the following conditions are met, recognize and at the same time credited into profit or loss the accrued liabilities arising from the indemnity as a result of terminating labor relation with the employees: the Company has made a formal plan for termination of employment relationship or has made an offer for voluntary redundancy which will be implemented immediately; and the Company could not unilaterally withdraw from the termination plan or the redundancy offer. Early retirement benefits will adopt same principles as the termination benefit. The Company will credit the salaries and social benefits intend to pay for these early retirees during the periods from the date of early retirement to the normal retirement date to profit or loss for the current period when recognition conditions for accrued liabilities are met.

22. Lease liabilities

☒Applicable ☐Not Applicable

On the commencement date of the lease term, the Company as the lessee shall recognize the right-of-use assets and lease liabilities for the lease. The Company's lease liabilities are initially measured at the present value of the lease payment that has not been paid on the commencement date of the lease term.

When calculating the present value of the lease payment, the Company adopts interest rate implicit in lease as discount rate; if it is impossible to determine the interest rate implicit in lease, the incremental borrowing rate of the Company (i.e. lessee) shall be adopted as the discount rate.

The interest rate implicit in lease refers to the interest rate that makes the sum of the present value of the lessor's lease receivable amount and the present value of the unguaranteed residual value equal to the sum of the fair value of the leased asset and the initial direct cost of the lessor. The lessee's incremental borrowing rate refers to the interest rate that the lessee is required to pay for borrowing funds under similar mortgage conditions in a similar economic environment in order to obtain assets close to the value of the right-of-use assets.

The Company shall calculate the interest expenses of lease liabilities over the lease term at the fixed periodic interest rate, and include it into current profit or loss or assets cost.

After the commencement date of the lease term, where the assessment results of the renewal of the option, the termination of the lease option and the purchase option have changed, the Company

redetermines the lease payments and remeasures the lease liabilities in accordance with the present value of the lease payments after changes and the revised discount rate.

After the commencement date of the lease term, in the event that the future lease payments change due to a change in expected payment under a guaranteed remaining value or changes in an index or rate used in determining the lease payments, the Company shall remeasure lease liability based on present value of the lease payments after changes. In such cases, the discount rate adopted by the Company shall remain unchanged; But if the change in lease payments results from a change in floating interest rates, the Company shall use a revised discount rate.

23. Estimated liability

☒Applicable ☐Not Applicable

(1) Criterion for determining of estimated liability

If an obligation in relation to contingencies such as external guarantees, discounting of commercial acceptance bills, pending litigation or arbitration and product quality assurance is the present obligation of the Company and the performance of such obligation is likely to lead.

(2) Measurement of estimated liability

The best estimate of the expenditure from the performance of the current obligation is initially recorded as accrued liability. When the necessary expenditures fall within a range and the probability of each result in the range are identical, the best estimate is the median of the range; if there are severable items involved, every possible result and relevant probability are taken into account for the best estimation.

At the balance sheet date, the carrying value of estimated liabilities is reviewed. If there is objective evidence that the carrying value could not reflect the current best estimate, the carrying value is adjusted to the best estimated value.

24. Share-based payments

☒Applicable ☐Not Applicable

For equity-settled share-based payment transaction in return for services from employees, it shall be measured at the fair value of equity instruments granted to the employees. For the payment of such fair value that may only be exercised if services are fulfilled during the vesting period or the specified performance is achieved, the fair value shall, based on the best estimate of the number of exercisable instruments during the vesting period, be recognized in relevant costs or expenses in straight-line method with the increase in the capital reserve accordingly.

The cash-settled share-based payment shall be measured at the fair value of liability assumed by the Company, which is calculated and determined based on the shares or other equity instruments. For the cash-settled share-based payment that may be exercised immediately after the grant, the fair value of the liability assumed by the Company shall, on the date of the grant, be recognized in relevant costs or expenses and the liabilities shall be increased accordingly. For cash-settled share-based payment that may be exercised if services are fulfilled during the vesting period or the specified performance is achieved, on each balance sheet date within the vesting period, based on the best estimate of exercise, be recognized in relevant costs or expenses at the fair value of the liability assumed by the Company, and the liabilities shall be adjusted correspondingly.

At each balanced sheet date and the settlement date prior to the settlement of liabilities, the fair value of the liability is re-measured with its change consolidated in profit/loss.

When there is changes to the Company's share-based payment plans, if the modification increases the fair value of the equity instruments granted, corresponding recognition of service increase in accordance with the increase in the fair value of the equity instruments; if the modification increases the number of equity instruments granted, the increase in fair value of the equity instruments is recognized as a corresponding increase in service achieved. Increase in the fair value of equity instruments refer to the difference between the fair values of the equity instrument on the modified date before or after the modification. If the Company modifies the exercisable conditions in such manner conducive to the employees, including the shortening of the vesting period, change or cancellation of the performance conditions (rather than market conditions), the Company shall consider the modified exercisable conditions upon the disposal of exercisable conditions. If the modification reduces the total fair value of shares paid or the Company uses other methods not conducive to employees to modify the terms and conditions of share-based payment plans, it will continue to be accounted for the services obtained in the accounting treatment, as if the change had not occurred, unless the Company cancelled some or all of the equity instruments granted.

During the vesting period, if the Company cancel equity instruments granted will be treated as accelerating the exercise of rights and the remaining vesting period should be recognized immediately in the profit or loss, while at the same time recognize the capital reserve. Employees or other parties can choose to meet non-vesting conditions, but for those that are not met in the vesting period, the Company will treat it as cancellation of equity instruments granted.

25. Revenue

Revenue is the total inflow of economic benefits formed by the company and its subsidiaries

during day-to-day operations which might lead to increase of shareholders' equity and be irrelevant to capital invested by shareholders.

The Company and its subsidiaries performed performance obligations stated in the contract, i.e., recognized revenue when the distributor obtains control right of relevant Goods or services.

Where the contract includes two or several performance obligations, during the starting date of the contract, the company and its subsidiaries allocate transaction price to various single performance obligation in accordance with the relevant proportion of separate selling price of goods or services promised by various single performance obligation, and record revenue in accordance with transaction price allocated to various single performance obligation.

Transaction price is the amount of consideration that the company and its subsidiaries are expected to be entitled to collect due to transfer of goods and services transferred to the distributor, excluding the amount collected for any third party. The transaction price confirmed by the company and its subsidiaries does not exceed the amount of recognized revenue when relevant uncertainties are eliminated and might not incur material carrying back. The amount that is expected to be returned to the distributor is taken as liability of returned goods and is not recorded in transaction price.

When one of the following conditions is met, the company and its subsidiaries perform performance obligations during a certain time horizon, otherwise, it belongs to fulfilling performance obligations at a certain time point.

①The distributor obtains and consumes economic benefits brought by performance of the company and its subsidiaries when the company and its subsidiaries perform the contract.

② The distributor is able to control goods under construction during the process of performance of the company and its subsidiaries;

③Goods produced by the company and its subsidiaries during the process of performance have the non-replaceable usages, and the company and its subsidiaries are entitled to collect the amount for the cumulative completed and performed portion till now during the entire contractual period.

For the performance obligations performed during a certain time horizon, the company and its subsidiaries recognize revenue in accordance with the schedule of performance during such time horizon. When the schedule of performance can't be reasonably recognized, where the costs that have been incurred by the company and its subsidiaries are estimated to be compensated, revenue shall be recognized in accordance with the amount of costs that has been incurred until the schedule of performance can be reasonably confirmed.

For performance obligations performed during a certain time point, the company and its

subsidiaries recognize revenue at the time point when the distributor obtains control right of relevant goods or services. When judging whether the distributor has obtained control right over goods or services, the company and its subsidiaries will consider the following signs:

- ①The company and its subsidiaries enjoy the right of instant collection over such goods and services;
- ②The company and its subsidiaries have transferred the material objects of such goods to the distributor;
- ③The company and its subsidiaries have transferred statutory ownership right of the goods or major risks and remuneration of the ownership right to the distributor;
- ④The distributor has accepted such Goods or service.

The right that the company and its subsidiaries are entitled to collect the consideration for having transferred goods or services to the distributor (and such right depends on other factors other than time lapse) is presented as contractual asset, and contractual asset is provisioned impairment on the basis of expected credit losses. The right owned by and unconditionally collected from the distributor by the company and its subsidiaries (only depend on time lapse) shall be presented as accounts receivable. Obligations that the company and its subsidiaries have collected or shall collect consideration from the distributor and shall transfer goods or services to the distributor are presented as contractual obligations.

Specific accounting policies relating to major activities that the company and its subsidiaries obtain revenue are described as follows:

(1) Sale of goods

Generally, contracts for sale of goods between the company and its distributors only include performance obligation of transferring the whole machine of home appliance. Generally, on the basis of taking into account the following factors comprehensively, revenue is recognized based on the time point of transfer of control right of goods: the right of instant collection for obtaining goods, transfer of major risks and remuneration on ownership right of goods, transfer of statutory ownership right of goods, transfer of assets of material objects of goods, the distributor's acceptance of such goods.

(2) Construction contract income

Construction contract between the company and the distributor generally includes performance obligations of construction and installation of commercial air-conditioner and smart home, because the distributor is able to control goods under construction during the company's performance process, the company takes them as performance obligations performed during a

certain time horizon, and recognizes revenue in accordance with the schedule of performance, and it is an exemption when the schedule of performance can't be reasonably confirmed. The company confirms the schedule of performance of services provided in accordance with the investment approach. When the schedule of performance can't be reasonably confirmed, where the costs of the company that have been incurred can be compensated, recognize revenue in accordance with the amount of costs that has been incurred until the schedule of performance can be reasonably confirmed.

(3) Warranty obligations

According to contractual rules and regulations of laws, the company provides quality assurance for goods sold and project constructed. For assurance class of quality assurance in order to ensure the distributor that goods sold comply with existing standards, the company conducts accounting treatment in accordance with estimated liabilities. For service class of quality assurance in order to ensure the distributor to provide a separate service other than that the goods sold comply with existing standards, the company takes it as a separate performance obligation, and allocates partial transaction price to service class assurance in accordance with the relevant proportion of separate selling price of quality assurance of goods and services, and recognizes revenue when the distributor obtains control right over services. When assessing whether quality assurance provides a separate service other than ensuring the distributor that the goods sold comply with existing standards, the company shall consider factors such as whether such quality assurance is statutory requirements or industrial practices, term of quality assurance and the nature of the company's promise for performing tasks.

26. Government grants

☒Applicable ☐Not Applicable

(1) Types of government grants

Government grants refer to the monetary assets or non-monetary assets obtained by the Company from the government for free, not including the investment made by the government as an owner. The government grants are mainly divided into asset-related government grants and revenue-related government grants.

(2) Accounting treatment of government grants

Asset-related government grants shall be recognized as deferred income in the profit or loss for the current period and allocated on an even basis over the useful life of the asset; government grants measured at nominal amount shall be recorded directly in profit and loss for the current period. Revenue-related government grants shall be treated as follows: ①those used to compensate relevant expenses or

losses to be incurred by the enterprise in subsequent periods are recognized as deferred income and recorded in profit or loss for the current period when such expenses are recognized; ②those used to compensate relevant expenses or losses that have been incurred by the enterprise are recorded directly in profit or loss for the current period.

(3) Basis for determination of asset-related government grant and revenue-related government grant.

If the government grant received by the Company is used for construction or other project that forms a long-term asset, it is regarded as asset-related government grant.

If the government grant received by the Company is not asset-related, it is regarded as revenue-related government grant.

Government grant received without clear objective shall be classified as asset-related government grant or revenue-related government grant by:

①Government grant subject to a certain project shall be separated according to the proportion of expenditure budget and capitalization budget, and the proportion shall be reviewed and modified if necessary on the balance sheet date;

②Government grant shall be categorized as related to income if its usage is just subject to general statement and no specific project in relevant document.

(4) Amortization method and determination of amortization period of deferred revenue related to government grants

Asset-related government grant received by the Company is recognized as deferred revenue and is evenly amortized to the profit or loss over the estimated useful life of the relevant asset starting from the date the asset is available for use.

(5) Recognition of government grants

Government grant measured at the amounts receivable is recognized at the end of period when there is clear evidence that the conditions set out in the financial subsidy policies and regulation are fulfilled and the receipt of such financial subsidy is assured.

Other government grants other than those measured at the amount of receivables are recognized upon actual receipt of such subsidies.

27. Deferred tax assets/deferred tax liabilities

☒Applicable ☐Not Applicable

Deferred tax assets and deferred tax liabilities of the Company are recognized:

(1) Based on the difference between the carrying amount and the tax base amount of an asset or a liability (items not recognized as assets and liabilities but their tax base is ascertained by the current

tax laws and regulation, the tax base is the difference), deferred income tax asset or deferred income tax-liability is calculated using the applicable tax rate prevailing at the expected time of recovering the relevant asset or discharging the relevant liability.

(2) Deferred tax asset is recognized to the extent that there is enough taxable income for the utilization of the deductible temporary difference. At the balance sheet date, if there is sufficient evidence that there would be enough taxable benefit for the utilization of the deductible temporary difference, the deferred income tax asset not previously recognized is recognized in current period. If there is no sufficient evidence that there would be enough future taxable income for the deduction of the deferred income tax asset, the carrying value of the deferred income tax asset is reduced.

(3) Deferred tax liability is recognized for taxable temporary difference arising from investments in subsidiaries and associated companies, unless the Company could control the reversal of the temporary differences and the temporary differences would not be probably reversed in the foreseeable future. For deductible temporary differences arising from investments in subsidiaries and associated companies, deferred income tax asset is recognized if the temporary difference will be very probably reversed in foreseeable future and there will be sufficient future taxable profit to deduct the deductible temporary difference.

(4) No deferred tax liability is recognized for a temporary difference arising from the initial recognition of goodwill. No deferred income tax asset or deferred income tax liability is recognized for the temporary differences resulting from the initial recognition of assets or liabilities due to a transaction other than a business combination, which affects neither accounting profit nor taxable profit (or deductible loss). At the balance sheet date, deferred tax assets and deferred tax liabilities are measured at the tax rates that are estimated to apply to the period when the asset is realized or the liability is settled.

28. Other significant accounting policies and accounting estimations

☒Applicable ☐Not Applicable

(1) Asset securitization business

Some of the Company's receivables are securitized. The Company's underlying assets are trusted to a special purpose entity which issues securities to investors. The Company serves as the asset service supplier, providing services including asset maintenance and its daily management, formulation of the annual asset disposal plan, formulation and implementation of the asset disposal plan, signing relevant asset disposal agreements and periodic preparation of asset service report.

The Company evaluates the extent to which it transfers the risks and rewards of ownership of the assets to the other entities and determines whether it retains control while applying the accounting policy in respect of asset securitization.

①The financial asset is derecognized when the Company transfers substantially all the risks and rewards of ownership of the financial asset;

②The financial asset is continued to recognize when the Company retains substantially all the risks and rewards of ownership of the financial asset;

③When the Company neither transfers nor retains substantially all the risks and rewards of ownership of the financial asset, the Company evaluates whether it retains control over the financial asset. If the Company does not retain control, it derecognizes the financial asset and recognizes separately as assets or liabilities any rights and obligations created or retained in the transfer. If the Company retains control, it continues to recognize the financial asset to the extent of its continuing involvement in the financial asset.

(2) Hedge accounting

Hedge refers to risk management activities that enterprises designate financial instruments as hedge instruments in order to manage risk exposure caused by specific risks such as foreign exchange risk, interest rate risk and credit risk, allow to expect changes in fair value or cash flow of hedge instruments to offset all or partial changes in fair value or cash flow of hedge projects.

Hedged projects refer to projects which make enterprises face risks of changes in fair value or cash flow and are designated as hedge objects and can be reliably measured.

A hedging instrument is a financial instrument designated by an enterprise for the purpose of hedging, whose fair value or cash flow changes are expected to offset the change in the fair value or cash flow of the hedged item.

The company continuously conducts assessment over whether hedge relationship complies with requirements of hedge effectiveness on the starting date of hedge and follow-on period. Hedge effectiveness refers to the extent that changes in fair value or cash flow of hedge instruments can offset changes in fair value or cash flow of hedge projects caused by the risks of being hedged. The portion that the changes in fair value or cash flow of hedge instruments are greater or less than changes in fair value or cash flow is the ineffective portion of hedge.

(3) Explanations on significant accounting estimates

Judgments, estimates and assumptions shall be made to book value of the financial statements items, which could not be measured accurately, due to the inherent uncertainties of operating activities, while applying accounting policy. Such judgments, estimates and assumptions were based on the management's historical experience and made after considered other various factors. These judgments, estimates and assumptions will influence the amount of revenues, expenses, assets and liabilities presented in financial reports and the disclosure of contingent liabilities on the balance sheet date. However, the actual results caused by the uncertainties of these estimations may be different from the current estimates of the management, and thus cause a material adjustment to the carrying amounts of

assets and liabilities affected in the future. The judgments, estimates and assumptions mentioned above shall be reviewed on a going concern basis. If the revisions to accounting estimates only affected for the current period, relevant adjustment due to the effect shall be recognized for the current period; if the revision affects both the current and future period, the effect shall be recognized in the current and future period.

On the balance sheet date, the significant fields involving judgments, estimates and assumptions about financial report items are listed as follows:

① Estimated liability

Provision for product quality guarantee, estimated onerous contracts, and other estimates shall be recognized in accordance with the terms of contract, current knowledge and historical experience. If the contingent event has formed a practical obligation which probably results in outflow of economic benefits from the Company, an estimated liability shall be recognized on the basis of the best estimate of the expenditures to settle relevant practical obligation. Recognition and measurement of the estimated liability significantly rely on the management's judgments. In the process of judgment, the Company takes into consideration the assessment of relevant risks, uncertainties, time value of money and other factors related to the contingent events. Among them, the Company will undertake estimated liabilities with respect to the after-sales services provided for the return, maintenance and installation of goods. When estimating liabilities, the Company has considered the maintenance information in recent years, but the previous maintenance experiences may fail to reflect the future circumstances. Any increase or decrease in this provision is likely to affect the profits and losses of the next year.

② Provision of expected credit losses

The company calculates the credit losses in accordance with breach risk exposure and expected credit risk ratio, and confirms credit loss rate on the basis of breach possibilities and breach loss rate. When confirming expected credit loss rate, the company uses data such as internal historical credit loss experiences, and conducts adjustments over historical data in combination with current status and forward-looking information. When considering forward-looking information, indexes used by the company include risks such as economic downturn, growth of unemployment rate, external market environment, technological environment and changes in distributor conditions. The company regularly monitors and reviews relevant assumptions relating to calculation of expected credit losses. The aforesaid techniques and key assumptions have not changed substantially during the year.

③ Impairment provision of inventories

Inventories are measured by lower of historical cost or net realizable value method according to the accounting policies of inventories; for obsolete and unsalable inventories or whose costs are higher than the net realizable, provision for impairment of inventories shall be incurred. The carrying value of inventory shall be written down to the net realizable value on the basis of the salability of inventories

and the net realizable value. Inventory impairment requires the management's obtaining of solid evidence, and their judgment and estimations made after considering the purpose of holding inventories and the effect of events after the balanced sheet date and etc. The difference between the actual outcome and the previously estimated outcome will influence the carrying value of inventories and the provision or reversal of impairment of inventories during the period accounting estimates are changed.

④ Fair value of financial instruments

For financial instruments where there is no active market, the Company will determine the fair value through a variety of valuation methods. Such valuation methods include discounted cash flow analysis. In the valuation, the Company shall estimate the future cash flow, credit risk, market volatility and correlation, and select the appropriate discount rate. Such related assumptions are uncertain, and their changes may affect the fair value of financial instruments.

⑤ Impairment of investment in other equity instruments

The company largely relies on judgments and assumptions of the management when determining whether investments of other equity instruments are impaired to determine whether it is needed to confirm impairment. During the process of conducting judgments or making assumptions, the company shall assess the extent and duration period that the fair value of such investments is below the cost, as well as financial conditions and short-term business prospects of the invested objects, including industry conditions, technological reform, credit rating, breach rate and risks of counterparties.

⑥ Provision of long-term assets impairment

On the balance sheet date, the Company shall judge whether there is any possible indication of impairment against non-current assets other than financial assets. The intangible assets with indefinite useful life must be tested for impairment on an annual basis as well as when there is any indication of impairment. Other non-current assets other than financial assets shall be tested for impairment when there is an indication showing that the carrying value is not recoverable. Impairment occurs while the carrying value of an asset or asset group is higher than the recoverable value, which is the higher of the net of fair value deducted disposal expenses and the present value of expected future cash flow. The net of fair value deducted by disposal expenditure is determined with reference to the price in the sale agreement regarding analogous asset, and observable market price less the increase of cost that directly attributable to the disposal of assets. Significant judgments regarding the production amount, sales price, relevant operating costs of the assets (or assets group) and the discount rate used to calculate the present value shall be made when determining the present value of future cash flow. Recoverable amount shall be estimated by using all accessible relevant information, including production amount, sales price, and relevant operating costs predictions made based on reasonable and supportive assumptions. The Company shall test for goodwill impairment at least every year. This requires the Company to estimate the present value of future cash flow for such assets groups or asset group portfolios allocated with

goodwill. When estimating the present value of future cash flow, the Company shall not only estimate the future cash flow generated by such asset groups or asset group portfolios, and select the appropriate discount rate to determine the present value of such future cash flow.

⑦ Depreciation and amortization

Investment properties, fixed assets and intangible assets are depreciated and amortized by a straight-line approach over their estimated useful life by taking into consideration the residual value. Useful life shall be periodically reviewed to determine the depreciation and amortization expenses for each reporting period and be determined on the basis of historical experience regarding analogous assets and the expected technological innovation. Significant changes to previous accounting estimates will result in adjustments against depreciation and amortization expenses in the future periods.

⑧ Deferred tax assets

Deferred tax asset is recognized for all the uncompensated tax losses to the extent that there is sufficient taxable income for the deduction of loss. In order to determine the amount of deferred tax assets, the management of the Company needs to predict the timing and the amount of taxable profits in the future by taking into account a large amount of judgment, as well as the strategy of tax planning.

⑨ Income tax

There are certain transactions the tax treatment and calculations undertaken during the ordinary course of business for which the ultimate tax determination is uncertain. Whether some items could be presented before taxation shall be approved by relevant tax authorities. Where the final tax outcome of these matters is different from the initial estimated amount, such differences will impact the current and deferred tax in the period of confirmation.

⑩ Rebate accrual

The Company and its subsidiaries adopt the policy of rebate for all distributors. According to the relevant conventions in the sales agreement, the review of specific transactions, the market situation, the pipeline inventory levels and the historical experiences, the Company and its subsidiaries estimate and accrue rebate on a regular basis with reference to the completion of agreed assessment indexes. Rebate accrual involves the judgment and estimates of the management. In case of any significant changes in the previous estimates, the difference above will have an impact on the rebate during the period when significant changes occur.

29. Main Changes on significant accounting policies and accounting estimation

(1) Main Changes on significant accounting policies

☒Applicable ☐Not Applicable

Contents and reasons of changes in accounting policies	Publication time	Implementation time
<i>Accounting Standard for Business Enterprises No. 21 — lease</i> (Cai Kuai (2018) No. 35)	December 2018	1 January 2019
<i>Notice on Revising and Issuing the Format of Financial Statements of General Enterprises for 2019</i> (《关于修订印发 2019 年度一般企业财务报表格式的通知》) (Cai Kuai (2019) No.6)	May 2019	1 January 2019
<i>Notice on Revising and Issuing the Format of Consolidated Financial Statements (2019)</i> (《关于修订印发合并财务报表格式(2019 版)的通知》) (Cai Kuai (2019) No.16)	September 2019	1 January 2019
<i>Accounting Standard for Business Enterprises No. 7 — Exchange of Non-monetary Assets</i> (Cai Kuai (2019) No.8)	May 2019	10 June 2019
<i>Accounting Standard for Business Enterprises No. 12 — Debt Restructuring</i> (Cai Kuai (2019) No.9)	May 2019	17 June 2019

In accordance with the newly revised *Accounting Standard for Business Enterprises No. 21 — Leases*, the Company and its subsidiaries made adjustments to the amount of retained earnings and other relevant items in the financial statements at the beginning of the initial application year based on the amounts accrued due to the impact of adopting new standards on leases while did not adjust the information in the comparable period.

Items in the balance sheet	Adjusted amount on 1 January 2019
Right-of-use assets	3,042,278,728.96
Deferred income tax assets	22,003,106.46
Current accounts	27,763,677.12
Lease liabilities	3,153,370,882.34
Retained earnings	-47,362,103.25
Minority equity interests	-13,963,266.55

The Company and its subsidiaries prepared the 2019 financial statements in accordance with the financial statement format stipulated by the document Cai Kuai [2019] No. 6 and 16, and changed the presentation of the relevant financial statements by retrospective adjustment approach. The impact of the relevant presentation adjustment on the combined balance sheet at the beginning of the period is as follows: divide subjects of notes receivable and accounts receivable into subjects of accounts receivable, accounts receivable; divide subjects of accounts payable and accounts payable into subjects of notes payable, accounts payable.

The Company and its subsidiaries adopted the relevant provisions of *Accounting Standards for Business Enterprises No. 7-Exchange of Non-Monetary Assets* (Cai Kuai (2019) No.8) from 10 June

2019 and shall made adjustments to the exchange of non-monetary assets occurred during the period form 1 January 2019 to the date of implementation of this standards. No retrospective adjustments are required for non-monetary asset exchanges that occurred before 1 January 2019. The Company's initial implementation of the standards has no impact on the financial statements.

The Company and its subsidiaries adopted the relevant provisions of *Accounting Standard for Business Enterprises No. 12 —Debt Restructuring* (Cai Kuai (2019) No.9) from 17 June 2019 and shall made adjustments to the debt restructuring occurred during the period form 1 January 2019 to the date of implementation of this standards. No retrospective adjustments are required for debt restructuring that occurred before 1 January 2019. The Company's initial implementation of the standards has no impact on the financial statements.

(2) Changes on significant accounting estimation

☐ Applicable ☒ Not Applicable

VI. Taxation

1. Main tax categories and rates

Main tax categories and rates conditions

☒ Applicable ☐ Not Applicable

Tax types	Basis of taxation	Tax rate
Value-added tax	Taxable revenue from sales of goods and rendering services	6%, 9%, 16% or 13%
City maintenance and construction tax	Circulation tax payable	7%
EIT	Taxable income	Statutory tax rate or preferential rates as follows
(Local) education surcharge	Circulation tax payable	1%, 2%, 3%

Disclosure of tax entities with different EIT rates

☐ Applicable ☒ Not Applicable

2. Preferential tax

☒ Applicable ☐ Not Applicable

Companies subjected to preferential tax and preferential tax rate:

Company	Tax rate	Preferential tax
Haier Smart Home Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Refrigerator Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Intelligent Electronics Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Special Refrigerator Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Dishwasher Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Special Freezer Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Intelligent Home Appliance Technology Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Wuhan Haier Electronics Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Wuhan Haier Freezer Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Hefei Haier Refrigerator Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Hefei Haier Air-conditioning Co., Limited	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Zhengzhou Haier Air-conditioning Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Shenyang Haier Refrigerator Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Air-Conditioner Electronics Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Moulds Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Meier Plastic Powder Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Hai Gao Design and Manufacture Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Hairi High Tech Model Co., Ltd	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier (Jiaozhou) Air-conditioning Co., Limited	15%	entitled to the preferential taxation policies as a hi-tech enterprise

Beijing Haier Guangke Digital Technology Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Intelligent Technology Development Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Foshan Haier Freezer Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Industry Intelligence Research Institute Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Central Air Conditioning Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Air Conditioner Gen Corp., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Beijing ASU Tech Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Haier U+smart Intelligent Technology (Beijing) Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Beijing Zero Micro Technology Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Hefei Haier Washing Machine Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Washing Machine Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Jiaonan Haier Washing Machine Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Drum Washing Machine Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Foshan Shunde Haier Electric Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Economic and Technological Development Zone Haier Water Heater Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Wuhan Haier Water Heater Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Foshan Drum Washing Machine Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Strauss Water Equipment Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Lejia Electronics Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier New Energy Electric Appliance Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise

Foshan Shunde Haier Intelligent Electronics Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Washing Appliance Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Ririshun Lexin Cloud Technology Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Hefei Haier Drum Washing Machine Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Electronic Plastic Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Penghai Software Co., Ltd. (青岛鹏海软件有限公司)	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Wei Xi Intelligent Technology Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Special Refrigerating Appliance Co., Ltd.	15%	entitled to the preferential taxation policies as a hi-tech enterprise
Qingdao Haier Technology Co., Ltd.	10%	entitled to half deduction the preferential taxation policies as a key software enterprise
Wuhan Haier Energy and Power Co., Ltd.	10%	entitled to the preferential policies as a small/micro enterprise
Shenyang Haichen Zhilian Technology Co., Ltd. (沈阳海辰智联科技有限公司)	5%	entitled to the preferential policies as a small/micro enterprise
Dalian Free Trade Zone Haier Refrigerator Trading Co., Ltd.	5%	entitled to the preferential policies as a small/micro enterprise
Dalian Haier Energy & Power Co., Ltd.	5%	entitled to the preferential policies as a small/micro enterprise
Qingdao Guochuang Intelligent Household Appliance Research Institute Co., Ltd. (青岛国创智能家电研究院有限公司)	5%	entitled to the preferential policies as a small/micro enterprise
Qingdao Hailian Rongchuang Technology Co., Ltd.	5%	entitled to the preferential policies as a small/micro enterprise
Haier Digital Technology (Nanjing) Co., Ltd.	10%	entitled to the preferential policies as a small/micro enterprise

Jiaxing Penghai Information Technology Co., Ltd. (嘉兴鹏海信息技术有限公司)	5%	entitled to the preferential policies as a small/micro enterprise
Qingdao Haimeihui Management Consulting Co., Ltd. (青岛海美汇管理咨询有限公司)	5%	entitled to the preferential policies as a small/micro enterprise
GE Appliance (Shanghai) Co., Ltd.	10%	entitled to the preferential policies as a small/micro enterprise
Shanghai Haier Zhongzhi Fang Chuang Ke Management Co., Ltd.	5%	entitled to the preferential policies as a small/micro enterprise
Haier Digital Technology (Tianjin) Co., Ltd. (海尔数字科技(天津)有限公司)	5%	entitled to the preferential policies as a small/micro enterprise
Chongqing Haier Electronics Sales Co., Ltd. and some Western companies	15%	entitled to the preferential taxation policies under the Western Development initiative of the PRC
Chongqing Xin Ririshun Electric Sales Co., Ltd. and some Western companies	15%	entitled to the preferential taxation policies under the Western Development initiative of the PRC
Chongqing Haier Air-conditioning Co., Ltd.	15%	entitled to the preferential taxation policies under the Western Development initiative of the PRC
Chongqing Haier Refrigeration Appliance Co., Ltd.	15%	entitled to the preferential taxation policies under the Western Development initiative of the PRC
Guizhou Haier Electronics Co., Ltd.	15%	entitled to the preferential taxation policies under the Western Development initiative of the PRC
Chongqing Haier Precision Plastic Co., Ltd.	15%	entitled to the preferential taxation policies under the Western Development initiative of the PRC
Chongqing Haier Intelligent Electronics Co., Ltd.	15%	entitled to the preferential taxation policies under the Western Development initiative of the PRC
Chongqing Haier Washing Machine Co., Ltd	15%	entitled to the preferential taxation policies under the Western Development initiative of the PRC
Chongqing Haier Water Heater Co., Ltd	15%	entitled to the preferential taxation policies under the Western Development initiative of the PRC

Chongqing Haier Drum Washing Machine Co., Ltd	15%	entitled to the preferential taxation policies under the Western Development initiative of the PRC
---	-----	--

VII. Explanatory Notes for Items in Consolidated Financial Statements

Unless otherwise specified, the following closing balance refers to the amount as of 31 December 2019, the opening balance refers to the amount as of 31 December 2018. The amount for the current period refers to the amount in the period from 1 January to 31 December 2019, the amount of the previous period refers to the amount of the period from 1 January to 31 December 2018.

1. Monetary funds

☒Applicable ☐Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Cash on hand	7,556,892.38	1,380,614.79
Cash in bank	34,502,656,877.99	36,041,217,337.30
Other cash balances	1,668,601,912.88	2,328,318,558.83
Total	36,178,815,683.25	38,370,916,510.92
Include: —total amount deposit overseas	8,787,573,078.32	8,103,894,274.56

Other explanation

The cash in the monetary funds deposited in Haier Group Finance Co., Ltd. was RMB 16,565,878,044.44 at the end of the period, the balance of which included a fixed deposit of RMB 5,070,088,733.14. The investment fund in the closing balance of other monetary funds was RMB 363,979,733.00, deposit in third party payment platform was RMB 88,753,896.48 and the security deposit was RMB 1,211,307,630.84, the frozen fund was RMB 500,867.52, and the restricted fund was RMB 4,059,785.04.

2. Financial assets held for trading

Items	Closing balance	Opening balance
Forward foreign exchange trading contracts	84,934,313.67	188,677,068.41
Short-term wealth management products	198,614,361.33	1,567,648,908.00
Investment in other equity instruments	24,586,332.05	19,322,411.35
Total	308,135,007.05	1,775,648,387.76

3. Derivative financial assets

√Applicable □Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Interest rate swap agreement		57,228,769.39
Forward foreign exchange trading contracts	17,241,833.10	39,494,394.98
Forward commodity contracts	1,916,299.35	
Total	19,158,132.45	96,723,164.37

4. Bills receivable

(1) Details of bills receivable

Items	Closing balance	Opening balance
Bank acceptance notes	462,888,721.91	918,779,105.29
Commercially acceptance notes	13,503,587,868.65	13,381,407,003.83
Balance of bills receivable	13,966,476,590.56	14,300,186,109.12
Allowance for bad debts	15,056,696.60	
Bills receivable, net	13,951,419,893.96	14,300,186,109.12

Provision for bad debts is made on a portfolio basis:

☐ Applicable ☒ Not Applicable

(2) Changes in allowance for bad debts of bills receivable in the current period:

Items	Opening balance	Increase for the current period		Decrease for the current period		Closing balance
		Provision	Other movement	Reversal	Write-off / other movement	
Allowance for bad debts		15,056,696.60				15,056,696.60
Total		15,056,696.60				15,056,696.60

The bills receivable pledged by the Company at the end of the period was RMB 12,705,833,821.07.

5. Accounts receivable

① Accounts receivable are disclosed by aging as follow:

Aging	Closing balance	Opening balance
Within one year	10,948,682,641.60	10,363,416,324.49
1-2 years	274,136,141.64	276,477,418.06
2-3 years	98,672,021.59	103,360,570.79
Over 3 years	139,300,727.01	136,030,844.12
Balance of accounts receivable	11,460,791,531.84	10,879,285,157.46
Allowance for bad debts	444,920,471.75	345,786,130.63
Accounts receivable, net	11,015,871,060.09	10,533,499,026.83

② The total amount of the top 5 accounts receivable at the end of the period is RMB 3,670,933,263.49, accounting for 32.03% of the book balance of accounts receivable.

Provision for bad debts is made on a portfolio basis:

☐ Applicable ☒ Not Applicable

① Changes in allowance for bad debts of accounts receivable in the current period:

Items	Opening balance	Increase for the current period		Decrease for the current period		Closing balance
		Provision	Other movement	Reversal	Write-off and other movement	
Allowance for bad debts	345,786,130.63	123,990,271.79	122,772,242.44	7,736,990.03	139,891,183.08	444,920,471.75

② Actual write-off of accounts receivable in the current period

The amount of accounts receivable actually written off in the current period is RMB 82,676,852.61 and there is no important bad debt write-off of accounts receivable.

③ The company's accounts receivable that were terminated due to the transfer of financial assets in the current period

In the current period, the amount of accounts receivable that the company terminated due to the transfer of financial assets was RMB 6,292,387,563.69, and the transfer method was outright sale factoring/asset securitization.

④ Restricted accounts receivable in the current period

The amount of accounts receivable mortgaged and pledged at the end of the period is RMB 395,674,730.67.

6. Prepayments

(1) Prepayments are disclosed by aging as follows:

Aging	Closing balance	Opening balance
Within one year	1,226,300,431.60	521,288,772.57
1-2 years	14,275,907.31	31,417,749.94
2-3 years	6,036,100.01	39,033,032.18
Over 3 years	26,309,107.80	2,723,443.35
Total	1,272,921,546.72	594,462,998.04

(2) The total amount of the top 5 in the prepayments at the end of the period is RMB 590,827,918.80, which accounts for 46.42% of the prepayment balance.

7. Other receivables

Presented as:

☒ Applicable ☐ Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Interest receivable	273,009,954.80	234,022,792.03
Dividend receivable	4,524,472.84	4,557,432.17
Other receivables	1,885,983,374.86	1,417,476,333.49
Total	2,163,517,802.50	1,656,056,557.69

Interest receivable

Aging	Closing balance		Opening balance	
	Book value balance	Proportion	Book value balance	Proportion
Within one year	224,873,084.17	82.36%	173,680,567.06	74.22%
1-2 years	26,470,812.60	9.70%	60,342,224.97	25.78%
2-3years	21,666,058.03	7.94%		
Total	273,009,954.80	100.00%	234,022,792.03	100.00%

Dividend receivable

Aging	Closing balance		Opening balance	
	Book value balance	Proportion	Book value balance	Proportion
Within one year			32,959.33	0.72%
1-2 years				
2-3years				
Over 3 years	4,524,472.84	100.00%	4,524,472.84	99.28%
Total	4,524,472.84	100.00%	4,557,432.17	100.00%

Other receivables

① Other receivables are disclosed by aging as follows:

Aging	Closing balance	Opening balance
Within one year	1,801,028,378.02	1,333,753,654.19
1-2 years	65,979,912.86	49,687,361.67
2-3years	26,319,826.19	31,772,279.45
Over 3 years	64,449,296.31	76,627,635.06
Balance of other receivables	1,957,777,413.38	1,491,840,930.37
Allowance for bad debts	71,794,038.52	74,364,596.88
Other receivables, net	1,885,983,374.86	1,417,476,333.49

② The total amount of the top 5 other receivables at the end of the period is RMB 932,101,719.03, which accounts for 47.61% of the book balance of other receivables.

③ Changes in allowance for bad debt provision of other receivables in the current period

Items	Opening balance	Increase for the current period		Decrease for the current period		Closing balance
		Provision	Other movement	Reversal	Write-off and other movement	
Allowance for bad debts	74,364,596.88	16,006,140.97	350,532.67	600,000.00	18,327,232.00	71,794,038.52

④ Other receivables written off during the period

The amount of other receivables actually written off in the current period is RMB 13,853,548.76 and no significant other receivables are written off for bad debts.

⑤ Other receivables mainly include deposits, quality guarantees, employee loans, tax refunds, and advance payments, etc.

8. Inventories

(1) Details of Inventories

Items	Closing balance		Opening balance	
	Book value balance	Impairment Provision	Book value balance	Impairment Provision
Raw materials	3,068,331,798.61	115,668,613.58	2,530,152,656.33	90,663,625.24
Work in progress	408,055,609.14	425,020.38	204,722,421.27	
Finished goods	25,720,392,258.54	852,085,060.72	20,555,190,452.17	788,428,333.21
Total	29,196,779,666.29	968,178,694.68	23,290,065,529.77	879,091,958.45

(2) Impairment provision of inventories

Items	Opening balance	Increase for the current period		Decrease for the current period		Closing balance
		Provision	Other movement	Reversal	Write-off and other movement	
Raw materials	90,663,625.24	70,574,078.95	33,599,360.86	7,414,323.66	71,754,127.81	115,668,613.58
Work in progress		425,020.38				425,020.38
Finished goods	788,428,333.21	544,805,643.98	61,737,941.18	31,989,614.15	510,897,243.50	852,085,060.72
Total	879,091,958.45	615,804,743.31	95,337,302.04	39,403,937.81	582,651,371.31	968,178,694.68

9. Contract assets

(1) Details

Items	Closing balance		Opening balance	
	Book value balance	Impairment Provision	Book value balance	Impairment Provision
Relating to construction service contract	426,392,594.69	3,654,196.27	456,781,406.54	
Total	426,392,594.69	3,654,196.27	456,781,406.54	

(2) Provision of credit loss

Items	Opening balance	Increase for the period		Decrease for the period		Closing balance
		Provision	Other movement	Reversal	Write-off and other movement	
Relating to construction service contract		3,654,196.27				3,654,196.27
Total		3,654,196.27				3,654,196.27

10. Assets held for sale

Items	Closing balance	Opening balance
7.71% equity of Shengfeng Logistics Group Co., Ltd		106,010,000.00
Assets in Shanghai Guangfulai Co., Ltd.		38,081,213.39
Total		144,091,213.39

11. Other current assets

(1) Details

Items	Closing balance		Opening balance	
	Book balance	Impairment provision	Book balance	Impairment provision
Bank deposit for wealth management products	3,981,314,321.50		2,838,231,840.90	
Deductible taxes	2,578,384,287.03	3,276,161.33	1,658,616,253.86	5,489,980.82

Returns cost receivables	374,052,448.32	218,016,000.42	322,726,264.39	162,998,678.53
Others	273,507,220.36		428,589,006.65	
Total	7,207,258,277.21	221,292,161.75	5,248,163,365.80	168,488,659.35

(2) Impairment provision

Items	Opening balance	Increase for the current period		Decrease for the current period		Closing balance
		Provision	Other movement	Reversal	Write-off and other movement	
Deductible input tax	5,489,980.82				2,213,819.49	3,276,161.33
Returns cost receivables	162,998,678.53	218,016,000.43			162,998,678.54	218,016,000.42
Total	168,488,659.35	218,016,000.43			165,212,498.03	221,292,161.75

12. Long-term equity investments

√Applicable □Not Applicable

Investees	Opening balance	Increase/decrease for the current period				
		Investment increase	Investment profit recognized under equity method	Adjustment in other comprehensive income	Other changes in equity	Declaration of cash dividends or profits
Associate:						
Haier Group Finance Co., Ltd.	5,405,958,339.07		722,234,863.55	8,418,525.64		-126,000,000.00
Bank of Qingdao Co., Ltd.	2,592,829,635.67		152,613,715.57	9,083,138.79	-89,573,156.06	-77,995,640.00
Wolong Electric (Jinan) Motor Co., Ltd.	123,281,802.39		10,313,776.05			-10,040,000.00
Qingdao Hegang New Material	262,284,357.65		17,779,416.15			

Technology Co., Ltd. (青岛河 钢新材料 科技股份 有限公司)						
Qingdao Haier SAIF Smart Home Industry Investment Center (Limited Partnership)	362,380,221.29		72,159,881.83			
Mitsubishi Heavy Industries Haier (Qingdao) Air- conditioner s Co., Ltd.	622,643,614.66		87,012,822.20			-66,600,000.00
Qingdao Haier Carrier Refrigerati on Equipment Co., Ltd.	332,723,126.50		63,210,360.76			
Qingdao Haier Multimedia Co., Ltd.	555,084,616.71		-119,877,634.76		-2,820,180.69	
Qingdao Haier Software Investment Co., Ltd.	18,193,519.15		1,442,617.60			

Hefei Feier Smart Technology Co., Ltd.		4,000,000.00	-3,241,811.70			
Qingdao Xinaohaizhi Energy Co., Ltd.	25,075,683.85		890,361.10			
Qingdao Zhongzaihai Environmental Services Co., Ltd. (青 岛 中 再 海 纳 环 境 服 务 有 限 公 司)	2,192,958.60		68,300.10			
Shandong Haibida Big Data Co., Ltd. (山 东 海 必 达 大 数 据 有 限 公 司)		6,000,000.00	-667,359.90			
Beijing Mr. Hi Network Technology Company Limited	3,757,759.75					
Beijing Xiaobei Technology	2,687,341.82					

y Co., Ltd.						
Beijing ASU Tech Co., Ltd.	30,062,027.79		-24,199,912.01			
Shenzhen Genyuan Environme nt al Protection Technolog y Co., Ltd.	7,849,992.00		-935,504.27			
Qingdao Haimu Investment Manageme nt Co., Ltd.	2,078,341.37		119,935.09			
Qingdao Haimu Smart Home Investment Partnership (Limited Partnership)	48,001,070.25		45,127.39			
Guangzhou Heying Investment Partnership (Limited Partnership)	176,064,809.68			47,053,825.13		-3,920,000.00
Qingdao Home Wow Cloud Network Technolog y	1,216,581.32		-420,718.04		2,372,996.71	

Co., Ltd..						
Beijing Cangxiaow ei Supply Chain Manageme nt Co., Ltd.	791,316.97					
Bingji (Shanghai) Corporate Manageme nt Co., Ltd.(冰 戟 (上海)企 业 管理 有 限 公司)		878,522,519.50	16,017,245.50			
Youjin (Shanghai) Corporate Manageme nt Co., Ltd(优 瑾 (上海)企 业 管理 有 限 公司)		1,596,495,489.99	29,122,264.56			
RRS (Shanghai) Investment Co., Ltd. (日 日 顺 (上海)投 资 有 限 公 司)		2,901,900,890.90	52,949,571.92			
Haier Best Water		23,401,518.00	-1,676,172.74			

Technolog y Co., Ltd. (倍世海 尔饮水科 技有限公 司)						
Meiling Candy Washing Machine Co., Ltd. (美菱卡 迪洗衣机 有限公司)		36,328,977.10	-13,207,691.18	100,850.46		
Konan Electronic Co., Ltd.	74,799,791.29		-6,914,358.04	3,595,400.72		-284,085.00
HNR Company (Private) Limited	91,076,038.80		2,019,335.34	11,461,771.51		
HPZ LIMITED	88,800,332.55		-1,601,945.50	-9,048,835.56		
Controlado ra Mabe S.A.deC.V	3,173,153,937.00		353,471,727.58	43,433,537.08	-5,672,471.63	-66,718,276.58
MiddleEast Air conditionin g Company, Limited	18,208,123.96		483,750.85	310,720.85		
Total	14,021,195,340.09	5,446,649,395.49	1,409,211,965.00	114,408,934.62	-95,692,811.67	-351,558,001.58

(Continued)

Investees	Increase/decrease for the current period		Closing balance	Closing balance of impairment provision
	Other movement	The disposal of the investment		

Associate:				
Haier Group Finance Co., Ltd.			6,010,611,728.26	
Bank of Qingdao Co., Ltd.			2,586,957,693.97	
Wolong Electric (Jinan) Motor Co., Ltd.			123,555,578.44	
Qingdao Hegang New Material Technology Co., Ltd. (青岛河钢新材料科技股份有限公司)			280,063,773.80	
Qingdao Haier SAIF Smart Home Industry Investment Center (Limited Partnership)			434,540,103.12	
Mitsubishi Heavy Industries Haier (Qingdao) Air-conditioners Co., Ltd.			643,056,436.86	
Qingdao Haier Carrier Refrigeration Equipment Co., Ltd.			395,933,487.26	21,000,000.00
Qingdao Haier Multimedia Co., Ltd			432,386,801.26	48,300,000.00
Qingdao Haier Software Investment Co., Ltd.			19,636,136.75	
Hefei Feier Smart Technology Co., Ltd.			758,188.30	
Qingdao Xinaohaizhi Energy Co., Ltd.			25,966,044.95	
Qingdao Zhongzaihaina Environmental Services Co., Ltd. (青岛中再海纳环境服务有限公司)			2,261,258.70	
Shandong Haibida Big Data Co., Ltd. (山东海必达大数据有限公司)			5,332,640.10	
Beijing Mr. Hi Network Technology Company Limited			3,757,759.75	3,757,759.75
Beijing Xiaobei Technology Co., Ltd.			2,687,341.82	2,687,341.82
Beijing ASU Tech Co., Ltd.			5,862,115.78	
Shenzhen Genyuan Environmental Protection Technology Co., Ltd.			6,914,487.73	6,914,487.73
Qingdao Haimu Investment Management Co., Ltd.			2,198,276.46	
Qingdao Haimu Smart Home Investment Partnership (Limited Partnership)			48,046,197.64	

Guangzhou Heying Investment Partnership (Limited Partnership)			219,198,634.81	
Qingdao Home Wow Cloud Network Technology Co., Ltd.			3,168,859.99	
Beijing Cangxiaowei Supply Chain Management Co., Ltd.		-791,316.97		
Bingji (Shanghai) Corporate Management Co., Ltd.			894,539,765.00	
Youjin (Shanghai) Corporate Management Co., Ltd.			1,625,617,754.55	
RRS (Shanghai) Investment Co., Ltd. (日日顺 (上海) 投资有限公司)			2,954,850,462.82	
Haier Best Water Technology Co., Ltd. (倍世海尔饮水科技有限公司)			21,725,345.26	
Meiling Candy Washing Machine Co., Ltd. (美菱卡迪洗衣机有限公司)			23,222,136.38	
Konan Electronic Co., Ltd.			71,196,748.97	
HNR Company (Private) Limited			104,557,145.65	
HPZ LIMITED			78,149,551.49	
Controladora Mabe S.A.deC.V.			3,497,668,453.45	
Middle East Airconditioning Company, Limited			19,002,595.66	
Total		-791,316.97	20,543,423,504.98	82,659,589.30

13. Investment in other equity instruments

(1) Details of investment in other equity instruments

√Applicable □Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
SINOPEC Fuel Oil Sales Corporation Limited (中国石化销售股份有限公司)	1,242,930,000.00	1,261,564,000.00
Other	153,029,878.92	138,752,460.34
Total	1,395,959,878.92	1,400,316,460.34

(2) Dividends from investment in other equity instruments during the current period:

Items	Amount for the current period
-------	-------------------------------

SINOPEC Fuel Oil Sales Corporation Limited (中国石化销售股份有限公司)	38,549,487.32
Other	583,805.96
Total	39,133,293.28

14. Other non-current financial assets

√Applicable □Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Long-term wealth management products	294,547,364.47	327,358,825.57
Total	294,547,364.47	327,358,825.57

15. Investment properties

(1) The changes in investment properties measured at cost this year are as follows:

Items	Houses and buildings	Land use rights	Total
I. Original book value			
1. Opening balance	45,999,732.78	2,128,550.51	48,128,283.29
2. Increase for the current period			
(1) Outsourced			
(2) Inventories\fixed assets\construction in progress transferred in			
(3) Increase in business combinations			
3. Decrease for the current period			
(1) Disposal			
(2) Disposal of subsidiary			
(3) Other transferring out			
4. Converted difference in foreign currency statements	415,651.21		415,651.21
5. Closing balance	46,415,383.99	2,128,550.51	48,543,934.50
II. Accumulated depreciation and accumulated amortization			
1. Opening balance	16,739,224.15	509,911.72	17,249,135.87
2. Increase for the current period			
(1) Provision or amortization	1,785,875.56	40,236.22	1,826,111.78
3. Decrease for the current period			

(1) Disposal			
(2) Disposal of subsidiary			
(3) Other transferring out			
4. Converted difference in foreign currency statements	65,995.47		65,995.47
5. Closing balance	18,591,095.18	550,147.94	19,141,243.12
III. Impairment provision			
1. Opening balance			
2. Increase for the current period			
(1) Provision			
3. Decrease for the current period			
(1) Disposal			
(2) Disposal of subsidiary			
(3) Other transferring out			
4. Converted difference in foreign currency statements			
5. Closing balance			
IV. Book Value			
1. Closing book value	27,824,288.81	1,578,402.57	29,402,691.38
2. Opening book value	29,260,508.63	1,618,638.79	30,879,147.42

(2) The depreciation and amortization amount charge for the period is RMB 1,826,111.78.

(3) The recoverable amount of the investment real estate of the Company at the end of the period is not less than its book value, so no provision for impairment is made.

16. Fixed assets

Presented as:

☒Applicable ☐Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Fixed assets	21,159,138,731.39	17,392,953,868.76
Disposals of fixed assets	20,918,480.62	131,670.93
Total	21,180,057,212.01	17,393,085,539.69

(1) Fixed assets:

Items	Houses and buildings	Production equipment	Transportation equipment
-------	----------------------	----------------------	--------------------------

I. Original book value:			
1. Opening balance	9,409,485,291.38	19,106,141,336.85	233,824,748.01
2. Increase for the current period			
(1) Acquisition	23,447,248.82	1,071,129,154.78	3,723,390.92
(2) Construction in progress transferred in	1,286,439,909.03	3,786,036,511.30	28,570,339.77
(3) Increase in business combinations	1,201,525,645.96	1,243,238,008.35	22,678,608.29
3. Decrease for the current period			
(1) Disposal or Write-off	301,596,547.25	1,158,321,163.60	11,073,709.77
(2) Disposal of subsidiary	1,724,890,969.75	73,133,253.28	104,637,739.76
(3) Transfer to hold for sale			
4. Converted difference in foreign currency statements	95,134,252.87	270,623,846.51	959,073.83
5. Closing balance	9,989,544,831.06	24,245,714,440.91	174,044,711.29
II. Accumulated depreciation			
1. Opening balance	3,035,141,829.60	8,780,227,901.81	150,746,305.67
2. Increase for the current period			
(1) Provision	469,488,408.16	2,146,912,490.25	22,549,550.51
(2) Increase in business combinations	411,084,804.78	767,277,667.58	18,209,827.16
3. Decrease for the current period			
(1) Disposal or write-off	190,931,221.06	805,972,675.58	10,305,576.48
(2) Disposal of subsidiary	345,549,742.40	43,036,816.08	84,994,109.03
(3) Transfer to hold for sale			
4. Converted difference in foreign currency statements	40,714,969.53	171,641,505.03	731,627.35
5. Closing balance	3,419,949,048.61	11,017,050,073.01	96,937,625.18
III. Impairment provision			
1. Opening balance	32,900,098.06	16,389,633.59	2,132.47
2. Increase for the current period			
(1) Provision		1,162,006.47	
(2) Increase in business combinations		11,173,362.41	78,041.40
3. Decrease for the current period			
(1) Disposal or write-off	24,667.42	15,302,429.38	
(2) Disposal of subsidiary			

(3) Transfer to hold for sale			
4. Converted difference in foreign currency statements	1,586,050.12	1,132,870.46	443.35
5. Closing balance	34,461,480.76	14,555,443.55	80,617.22
IV. Book Value			
1. Closing book value	6,535,134,301.69	13,214,108,924.35	77,026,468.89
2. Opening book value	6,341,443,363.72	10,309,523,801.45	83,076,309.87

(Continued)

Items	Office furniture	Other	Total
I. Original book value			
1. Opening balance	542,107,498.50	868,842,406.68	30,160,401,281.42
2. Increase for the current period			
(1) Acquisition	52,179,903.63	73,567,454.34	1,224,047,152.49
(2) Construction in progress transferred in	216,107,457.35	409,114,176.26	5,726,268,393.71
(3) Increase in business combinations	90,074,385.54	957,196,919.46	3,514,713,567.60
3. Decrease for the current period			
(1) Disposal or write-off	49,955,532.64	58,894,620.17	1,579,841,573.43
(2) Disposal of subsidiary	97,339.00	21,999,944.53	1,924,759,246.32
(3) Transfer to hold for sale			
4. Converted difference in foreign currency statements	12,599,005.34	38,739,187.63	418,055,366.18
5. Closing balance	863,015,378.72	2,266,565,579.67	37,538,884,941.65
II. Accumulated depreciation			
1. Opening balance	313,806,904.89	434,317,723.31	12,714,240,665.28
2. Increase for the current period			
(1) Provision	93,033,696.61	169,092,878.33	2,901,077,023.86
(2) Increase in business combinations	69,487,786.57	801,340,846.87	2,067,400,932.96
3. Decrease for the current period			
(1) Disposal or write-off	45,809,833.57	50,817,884.48	1,103,837,191.17
(2) Disposal of subsidiary	44,427.64	12,213,225.36	485,838,320.51
(3) Transfer to hold for sale			

4. Converted difference in foreign currency statements	7,926,543.47	4,949,375.84	225,964,021.22
5. Closing balance	438,400,670.33	1,346,669,714.51	16,319,007,131.64
III. Impairment provision			
1. Opening balance	153,069.07	3,761,814.19	53,206,747.38
2. Increase for the current period			
(1) Provision		166,128.98	1,328,135.45
(2) Increase in business combinations	368,626.92	7,836,596.29	19,456,627.02
3. Decrease for the current period			
(1) Disposal or write-off	110,338.31	424,894.88	15,862,329.99
(2) Disposal of subsidiary			
(3) Transfer to hold for sale			
4. Converted difference in foreign currency statements	-342,685.06	233,219.89	2,609,898.76
5. Closing balance	68,672.62	11,572,864.47	60,739,078.62
IV. Book Value			
1. Closing book value	424,546,035.77	908,323,000.69	21,159,138,731.39
2. Opening book value	228,147,524.54	430,762,869.18	17,392,953,868.76

(2) In the current period, the balance of the construction in progress transferred to the original value of the fixed assets in a total of RMB 5,726,268,393.71.

(3) The amount of fixed assets mortgage at the end of the period is RMB 54,750,632.82.

(4) Disposals of fixed assets

Items	Closing balance	Opening balance	Reason for transferring to disposal
Relocation of Qingdao Industrial Park	20,918,480.62		Demolition
Others		131,670.93	Scrap cleanup
Total	20,918,480.62	131,670.93	

17. Construction in progress

Presented as

☒ Applicable ☐ Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Construction in progress	2,391,364,659.97	3,873,648,086.10

Construction materials		
Total	2,391,364,659.97	3,873,648,086.10

Construction in progress

(1) . Details of construction in progress

√Applicable □Not Applicable

Unit and Currency: RMB

Items	Closing Balance			Opening balance		
	Book balance	Impairment provision	Book Value	Book balance	Impairment provision	Book Value
Zhengzhou New Energy Project	339,598,483.94		339,598,483.94	28,345,188.02		28,345,188.02
America GEA Project	301,439,928.75	34,061,569.61	267,378,359.14	328,202,831.68	23,930,767.80	304,272,063.88
Qingdao Appliance Equipment Project	236,539,836.43		236,539,836.43	51,044,968.22		51,044,968.22
Qingdao Washing Appliance Project	108,566,194.72		108,566,194.72	352,667,044.20		352,667,044.20
Qingdao Special Refrigeration Appliances Project	101,448,249.30		101,448,249.30	409,431,912.37		409,431,912.37
New Zealand FPA Project	83,150,746.03		83,150,746.03	113,126,924.77		113,126,924.77
Haier Vietnam Project	82,951,773.11		82,951,773.11	31,642,712.64		31,642,712.64
Laiyang Smart Kitchen Project	81,387,700.67		81,387,700.67	64,617,334.97		64,617,334.97
Haier Smart Home Project	65,367,920.02		65,367,920.02	37,655,076.18		37,655,076.18
Haier Air Conditioning Electronics Project	61,168,160.86		61,168,160.86	14,567,091.58		14,567,091.58
Shunde Washing Machine Project	47,121,073.88		47,121,073.88	12,298,279.28		12,298,279.28
Tianjin Ririxin Project	45,468,458.70		45,468,458.70	386,754,022.65		386,754,022.65
Europe CANDY Project	44,645,629.53		44,645,629.53			

Items	Closing Balance			Opening balance		
	Book balance	Impairment provision	Book Value	Book balance	Impairment provision	Book Value
Jiaonan Washing Machine Project	38,432,444.33		38,432,444.33	20,459,333.68		20,459,333.68
Qingdao Haier Technology Project	36,834,016.09		36,834,016.09	3,308,697.00		3,308,697.00
Haier Dishwasher Project	33,102,507.96		33,102,507.96	53,552,923.14		53,552,923.14
Haier India Project	32,308,143.64		32,308,143.64	4,465,258.67		4,465,258.67
Hefei Refrigerator Project	32,162,988.77		32,162,988.77	54,798,396.31		54,798,396.31
Hefei Roller Project	29,722,701.93		29,722,701.93	97,615,033.96		97,615,033.96
Chongqing Washing Machine Project	28,878,806.80		28,878,806.80	9,581,587.73		9,581,587.73
Goodaymart Logistics Supply Chain Project				522,865,557.84		522,865,557.84
Others	595,130,464.12		595,130,464.12	1,300,578,679.01		1,300,578,679.01
Total	2,425,426,229.58	34,061,569.61	2,391,364,659.97	3,897,578,853.90	23,930,767.80	3,873,648,086.10

(2) Details of significant changes of construction in progress for the period

Project name	Opening balance	Increase for the current period	Transfer to fixed assets	Other decrease	Converted difference in foreign currencies	Closing balance	Source of fund
Zhengzhou New Energy Project	28,345,188.02	313,378,484.59	2,125,188.67			339,598,483.94	Self-funding
America GEA Project	328,202,831.68	694,422,909.43	726,201,306.31		5,015,493.95	301,439,928.75	Self-funding
Qingdao Appliance Equipment Project	51,044,968.22	243,294,616.92	57,799,748.71			236,539,836.43	Self-funding

QingdaoWashing Appliance Project	352,667,044.20	314,040,873.32	558,141,722.80			108,566,194.72	Self-funding
Qingdao Special Refrigeration Appliances Project	409,431,912.37	157,782,381.03	465,766,044.10			101,448,249.30	Self-funding/ fund raising
New Zealand FPA Project	113,126,924.77	212,010,877.08	245,399,257.83		3,412,202.01	83,150,746.03	Self-funding
Haier Vietnam Project	31,642,712.64	68,629,934.80	17,320,874.33			82,951,773.11	Self-funding/ fund raising
Laiyang Smart Kitchen Project	64,617,334.97	184,717,633.76	167,947,268.06			81,387,700.67	Self-funding/ fund raising
Haier Smart Home Project	37,655,076.18	112,318,504.96	84,605,661.12			65,367,920.02	Self-funding
Haier Air Conditioning Electronics Project	14,567,091.58	158,429,909.27	111,828,839.99			61,168,160.86	Self-funding
Shunde Washing Machine Project	12,298,279.28	104,840,053.32	70,017,258.72			47,121,073.88	Self-funding
Tianjin Ririxin Project	386,754,022.65	253,792,027.85	595,077,591.80			45,468,458.70	Self-funding

Europe CANDY Project		100,122,460.65	51,129,737.42		- 4,347,093.7 0	44,645,629.53	Self- fundin g
Jiaonan Washing Machine Project	20,459,333.68	65,223,799.19	47,250,688.54			38,432,444.33	Self- fundin g
Qingdao Haier Technology Project	3,308,697.00	41,158,161.89	7,632,842.80			36,834,016.09	Self- fundin g/ fund raisin g
Haier Dishwasher Project	53,552,923.14	54,355,778.11	74,806,193.29			33,102,507.96	Self- fundin g
Haier India Project	4,465,258.67	48,547,293.81	20,484,953.12		-219,455.72	32,308,143.64	Self- fundin g/ fund raisin g
Hefei Refrigerator Project	54,798,396.31	62,659,813.36	85,295,220.90			32,162,988.77	Self- fundin g
Hefei Roller Project	97,615,033.96	61,070,131.61	128,962,463.64			29,722,701.93	Self- fundin g
Chongqing Washing Machine Project	9,581,587.73	56,745,414.37	37,448,195.30			28,878,806.80	Self- fundin g
Goodaymart Logistics Supply Chain Project	522,865,557.84	179,085,288.22	76,884,092.94	625,066,753. 12			Self- fundin g

Others	1,300,578,679.01	1,388,433,554.42	2,094,143,243.32	6,777,677.96	7,039,151.97	595,130,464.12	Self-funding/ fund raising
Total	3,897,578,853.90	4,875,059,901.96	5,726,268,393.71	631,844,431.08	10,900,298.51	2,425,426,229.58	

(3) Impairment provision of construction in progress

Project name	Opening balance	Increase for the current period	Transfer to fixed assets	Other decrease	Exchange differences	Closing Balance
America GEA project	23,930,767.80	9,619,271.50			511,530.31	34,061,569.61

18. Right-of-use assets

Items	Houses and buildings	Production equipment	Transportation equipment
I. Original book value:			
1. Opening balance			
2. Amount recognized by implementing the new lease standard as at 1 January 2019	2,803,521,203.21	422,710.95	1,681,046.92
3. Increase for the current period			
(1) Increase	1,201,809,861.10	36,889,375.43	165,310,476.87
4. Decrease for the current period			
(1) Disposal	14,822,083.87	6,920,230.24	1,793,938.21
(2) Disposal subsidiary	1,209,045,826.53		
5. Converted difference in foreign currency statements	35,686,867.25	373,843.46	3,327,205.99
6. Closing balance	2,817,150,021.16	30,765,699.60	168,524,791.57
II. Accumulated amortization			
1. Opening balance			
2. Increase in the current period			
(1) Provision	701,845,646.75	4,688,682.05	55,307,542.17
3. Decrease for the current period			
(1) Disposal	11,099,423.28	179,908.03	1,700,856.25
(2) Disposal subsidiary	226,376,405.85		
4. Converted difference in foreign currency statements	5,987,911.03	51,078.94	1,016,098.60

5. Closing balance	470,357,728.65	4,559,852.96	54,622,784.52
III. Impairment provision			
1. Opening balance			
2. Increase in the current period			
(1) Provision			
3. Decrease for the current period			
(1) Disposal			
(2) Disposal subsidiary			
4. Converted difference in foreign currency statements			
5. Closing balance			
IV. Book Value			
1. Closing book balance	2,346,792,292.51	26,205,846.64	113,902,007.05
2. Opening book balance			

(Continued)

Items	Office furniture	Other	Total
I. Original book value:			
1. Opening balance			
2. Amount recognized by implementing the new lease standard as at 1 January 2019	14,242,945.45	222,410,822.43	3,042,278,728.96
3. Increase for the current period			
(1) Increase	46,828,190.32	82,504,809.71	1,533,342,713.43
4. Decrease for the current period			
(1) Disposal	680,486.76		24,216,739.08
(2) Disposal subsidiary			1,209,045,826.53
5. Converted difference in foreign currency statements	604,709.03	4,662,346.92	44,654,972.65
6. Closing balance	60,995,358.04	309,577,979.06	3,387,013,849.43
II. Accumulated amortization			
1. Opening balance			
2. Increase in the current period			
(1) Provision	12,269,302.08	89,627,078.60	863,738,251.65
3. Decrease for the current period			
(1) Disposal	680,486.76		13,660,674.32
(2) Disposal subsidiary			226,376,405.85

4. Converted difference in foreign currency statements	97,818.94	1,093,168.85	8,246,076.36
5. Closing balance	11,686,634.26	90,720,247.45	631,947,247.84
III. Impairment provision			
1. Opening balance			
2. Increase in the current period			
(1) Provision			
3. Decrease for the current period			
(1) Disposal			
(2) Disposal subsidiary			
4. Converted difference in foreign currency statements			
5. Closing balance			
IV. Book Value			
1. Closing book balance	49,308,723.78	218,857,731.61	2,755,066,601.59
2. Opening book balance			

19. Intangible assets

Items	Proprietary technology	Licenses and franchises	Land use rights
I. Original book value			
1. Opening balance	1,593,770,408.63	3,920,820,151.59	2,091,181,628.34
2. Increase for the current period			
(1) Purchase	27,797,247.75	139,955,824.87	280,127,958.21
(2) Internal research and development	121,806,942.09		
(3) Increase in business combination		74,964,393.70	
3. Decrease for the current period			
(1) Disposal			16,900,000.00
(2) Disposal subsidiary			1,168,593,346.59
(3) Transfer to hold for sale			
4. Converted difference in foreign currency statements	33,642,700.48	75,751,579.50	6,143,758.90
5. Closing balance	1,777,017,298.95	4,211,491,949.66	1,191,959,998.86
II. Accumulated amortization			
1. Opening balance	543,957,689.12	267,235,743.09	223,598,592.85

2.Increase in the current period			
(1)Provision	164,299,865.25	112,072,885.23	34,099,717.37
(2) Increase in business combination		69,361,531.36	
3.Decrease for the current period			
(1)Disposal			13,683,813.66
(2)Disposal subsidiary			98,877,050.16
(3)Transfer to hold for sale			
4. Converted difference in foreign currency statements	27,422,911.12	3,101,289.72	-117,344.31
5.Closing balance	735,680,465.49	451,771,449.40	145,020,102.09
III. Impairment provision			
1.Opening balance			
2.Increase in the current period			
(1)Provision			
(2) Increase in business combination			
3.Decrease for the current period			
(1)Disposal			
(2)Disposal subsidiary			
(3)Transfer to hold for sale			
4. Converted difference in foreign currency statements			
5.Closing balance			
IV. Book Value			
1.Closing book balance	1,041,336,833.46	3,759,720,500.26	1,046,939,896.77
2.Opening book balance	1,049,812,719.51	3,653,584,408.50	1,867,583,035.49

(Continued)

Items	Trademark rights	Application management software and others	Total
I.Original book value			
1.Opening balance	1,251,997,712.00	2,392,063,712.92	11,249,833,613.48
2.Increase in the current period			
(1)Purchase		242,206,243.67	690,087,274.50
(2)Internal research and development		668,854,327.50	790,661,269.59

(3)Increase in business combination	1,450,931,500.84	394,596,528.99	1,920,492,423.53
3.Decrease for the current period			
(1)Disposal		19,581,338.92	36,481,338.92
(2)Disposal subsidiary		84,825,663.51	1,253,419,010.10
(3)Transfer to hold for sale			
4. Converted difference in foreign currency statements	18,714,088.63	11,500,459.26	145,752,586.77
5.Closing balance	2,721,643,301.47	3,604,814,269.91	13,506,926,818.85
II.Accumulated amortization			
1.Opening balance		958,761,822.54	1,993,553,847.60
2.Increase in the current period			
(1)Provision		476,041,161.72	786,513,629.57
(2) Increase in business combination		59,442,201.25	128,803,732.61
3.Decrease for the current period			
(1)Disposal		14,967,018.80	28,650,832.46
(2)Disposal subsidiary		19,996,802.48	118,873,852.64
(3)Transfer to hold for sale			
4. Converted difference in foreign currency statements		18,136,546.61	48,543,403.14
5.Closing balance		1,477,417,910.84	2,809,889,927.82
III. Impairment provision			
1.Opening balance		9,965,107.96	9,965,107.96
2.Increase in the current period			
(1)Provision			
(2) Increase in business combination			
3.Decrease for the current period			
(1)disposal			
(2)Disposal subsidiary			
(3)Transfer to hold for sale			
4. Converted difference in foreign currency statements			
5.Closing balance		9,965,107.96	9,965,107.96
IV.Book Value			
1.Closing book balance	2,721,643,301.47	2,117,431,251.11	10,687,071,783.07

2. Opening book balance	1,251,997,712.00	1,423,336,782.42	9,246,314,657.92
-------------------------	------------------	------------------	------------------

At the end of the period, the intangible assets developed through the Company accounted for the 15.48% of the original value at the end of the period.

20. Development cost

Items	Opening balance	Increase for the period	Decrease for the current period		Converted difference in foreign currency statements	Closing balance
			Recognized as intangible asset	Included in current profit and loss		
91ABD.ERP IT Program	508,299,234.90	188,142,702.43	600,956,372.36		3,325,584.51	98,811,149.48
Others	30,083,053.43	398,637,292.69	189,704,897.23	142,698,543.83	-1,842,277.44	94,474,627.62
Total	538,382,288.33	586,779,995.12	790,661,269.59	142,698,543.83	1,483,307.07	193,285,777.10

21. Goodwill

Items	Opening balance	Increase for the current period	Decrease for the current period	Impact of fluctuation in exchange rate for the current period	Closing balance
GEA	20,390,297,236.59			334,639,841.98	20,724,937,078.57
Candy		2,009,282,064.54		22,747,919.83	2,032,029,984.37
Other	848,429,790.58		264,693,523.97	11,026,483.80	594,762,750.41
Total	21,238,727,027.17	2,009,282,064.54	264,693,523.97	368,414,245.61	23,351,729,813.35

In the case of a goodwill impairment test, the Group compares the carrying amount of the relevant asset group or asset group combination (including goodwill) with its recoverable amount. If the recoverable amount is less than the book value, corresponding difference will be recognized in current profit or loss.

The recoverable amount of the asset group (including goodwill) is calculated with discounted estimated future cash flow method based on a management-approved 5-10 years budget. Future cash flows beyond the budget period are estimated using the estimated perpetual annual growth rate. The perpetual annual growth rate (mainly 2%) adopted by the management is consistent with industry forecast data and does not exceed the long-term average growth rate of each product. The management determines the income growth rate (mainly 2.50%-14.39%) and the EBITDA profit margin (mainly 2.22%-6.21%) based on historical experience and market development forecasts, and adopts the pre-tax interest rate that can reflect the specific risks of the relevant asset group as the discount rate (mainly 9.83%-11.12%). The management analyzes the recoverable amount of each asset group based on these assumptions and believes that there is no need to make provision for goodwill.

22. Long-term prepaid expenses

Items	Opening balance	Increase for the current period	Amortization for the current period	Other decrease	Converted difference in foreign currency statements	Closing balance
Renovation	7,220,921.67	224,414,494.62	59,402,549.85			172,232,866.44
Improvement on leased property	167,271,750.21	91,946,257.44	37,429,178.82	26,955,249.37	1,880,760.03	196,714,339.49
Others	57,019,641.27	39,930,242.34	13,302,785.14	15,009,725.93	2,334.11	68,639,706.65
Total	231,512,313.15	356,290,994.40	110,134,513.81	41,964,975.30	1,883,094.14	437,586,912.58

23. Deferred income tax assets/deferred income tax liabilities**(1) Deferred income tax assets before elimination**

Items	Closing balance	Opening balance
Provision for assets impairment	330,149,872.25	242,019,596.69
Liabilities	1,638,698,620.85	1,450,174,770.92
Internal unrealized earnings eliminated due to combination	648,447,634.39	464,499,951.47
Government grants	104,843,341.38	34,135,441.99
Uncovered losses	644,817,113.91	545,335,444.16
Others	97,140,142.95	88,784,075.68
Total	3,464,096,725.73	2,824,949,280.91

(2) Deferred income tax liabilities before elimination

Items	Closing balance	Opening balance
Disposal of subsidiaries and movement in investment in other equity instruments	752,137,954.24	94,972,688.60
Withholding income tax of overseas enterprises	77,190,532.32	77,190,532.32
Difference between the tax base of the assets formed from mergers and acquisitions and depreciation	2,063,021,233.00	1,146,845,953.67
Changes of the fair value	6,607,767.41	4,416,607.36
Others	140,650,641.75	84,764,197.15

Total	3,039,608,128.72	1,408,189,979.10
-------	------------------	------------------

(3) The deferred income tax assets and the deferred income tax liabilities eliminated at the end of the period was RMB 1,885,194,833.00.

24. Other non-current assets

Items	Closing balance	Opening balance
Prepayments for equipment and land	1,423,060,146.73	2,118,776,080.19
Other	420,704,819.08	211,912,902.37
Total	1,843,764,965.81	2,330,688,982.56

25. Short-term borrowings

☒Applicable ☐Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Borrowings - secured by pledge	172,099,117.93	359,230,849.08
Borrowings - secured by mortgage	68,231,758.92	46,843,046.04
Borrowings - secured by guarantor	3,505,822,164.08	3,983,541,155.25
Borrowings - unsecured	4,838,896,196.25	1,908,889,842.20
Total	8,585,049,237.18	6,298,504,892.57

26. Financial liabilities held for trading

Items	Closing balance	Opening balance
Forward foreign exchange trading contracts	42,799,173.35	211,934,956.99
Forward foreign exchange option		6,813,323.34
Total	42,799,173.35	218,748,280.33

27. Derivative financial liabilities

☒Applicable ☐Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Forward foreign exchange trading contracts	85,557,428.14	24,384,482.19
Forward commodity contracts		11,219,272.35

Interest rate swap agreement	13,991,425.83	
Total	99,548,853.97	35,603,754.54

28. Bills payable√Applicable ☐Not Applicable

Unit and Currency: RMB

Categories	Closing balance	Opening balance
Commercial acceptance bill	2,237,116,468.45	2,402,746,892.66
Bank acceptance bill	17,071,422,308.47	17,635,269,447.02
Total	19,308,538,776.92	20,038,016,339.68

29. Accounts payable√Applicable ☐Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Accounts payable	33,750,567,046.28	27,899,496,560.29
Total	33,750,567,046.28	27,899,496,560.29

The book balance at the end of the period was mainly the unpaid expenditures on material, equipment and labor.

30. Receipts in advance√Applicable ☐Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Receipts in advance		14,681,466.58
Total		14,681,466.58

31. Contract liabilities√Applicable ☐Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Contract liabilities	5,583,008,412.49	5,518,079,019.27
Total	5,583,008,412.49	5,518,079,019.27

The book balance at the end of the period is mainly the receipt in advance.

32. Payables for staff's remuneration**(1) Payables for staff's remuneration**

√Applicable □Not Applicable

Unit and Currency: RMB

Items	Opening balance	Increase for the current period	Decrease for the current period	Closing balance
I.Short-term remuneration	2,477,228,146.12	20,931,781,705.29	20,430,379,570.90	2,978,630,280.51
II.Post-employment benefits: defined contribution plan	26,305,532.76	1,606,917,761.44	1,606,143,308.75	27,079,985.45
III.Termination benefits	14,228,664.47	17,332,826.34	21,743,302.40	9,818,188.41
IV.Other benefits due in one year	157,208,407.21	35,845,029.40	53,009,473.68	140,043,962.93
Total	2,674,970,750.56	22,591,877,322.47	22,111,275,655.73	3,155,572,417.30

(2) Short-term remuneration

√Applicable □Not Applicable

Unit and Currency: RMB

Items	Opening balance	Increase for the current period	Decrease for the current period	Closing balance
I.Salaries, bonus, allowances and benefit	1,505,598,351.67	15,439,290,305.52	14,988,259,905.69	1,956,628,751.50
II.Employee welfare	291,304,655.82	412,290,047.70	404,801,520.38	298,793,183.14
III.Social benefit	158,180,551.65	1,518,175,632.72	1,530,383,961.22	145,972,223.15
IV.Housing fund	6,138,737.72	364,734,779.82	369,134,487.46	1,739,030.08
V.Labor union fee and education fund	3,784,144.36	90,317,353.70	92,852,458.09	1,249,039.97
VI.Short-term compensated leave	233,150,647.10	282,603,440.62	269,208,976.89	246,545,110.83
VII.Others	279,071,057.80	2,824,370,145.21	2,775,738,261.17	327,702,941.84
Total	2,477,228,146.12	20,931,781,705.29	20,430,379,570.90	2,978,630,280.51

(3) Defined contribution plan:

√Applicable □Not Applicable

Unit and Currency: RMB

Items	Opening balance	Increase for the current period	Decrease for the current period	Closing balance
-------	-----------------	---------------------------------	---------------------------------	-----------------

1.Basic pension insurance	25,824,577.94	1,554,901,145.01	1,554,184,887.00	26,540,835.95
2.Unemployment insurance	292,043.93	28,852,437.86	28,876,101.71	268,380.08
3.Enterprise annuity payment	188,910.89	23,164,178.57	23,082,320.04	270,769.42
Total	26,305,532.76	1,606,917,761.44	1,606,143,308.75	27,079,985.45

(4) Termination benefits

Items	Closing balance	Opening balance
Termination compensation	9,818,188.41	14,228,664.47
Total	9,818,188.41	14,228,664.47

33. Taxes payable

√Applicable □Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Value-added tax	606,034,986.30	444,632,639.90
Corporate income tax	1,278,004,157.85	1,187,320,453.29
Individual income tax	12,703,998.50	79,292,028.99
City maintenance and construction tax	57,716,819.31	2,600,755.51
Education surcharge	5,473,294.35	3,919,326.90
The electrical and electronic products waste treatment fund	102,288,068.00	67,359,180.79
Other taxes	54,835,056.73	61,175,101.44
Total	2,117,056,381.04	1,846,299,486.82

34. Other payables**Presented as**

√Applicable □Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Interest payable	49,395,752.93	104,522,208.28
Dividends payable	145,851,115.28	168,425,466.85
Other payables	14,961,145,653.61	12,497,210,549.37
Total	15,156,392,521.82	12,770,158,224.50

(1) Interest payable:

Items	Closing balance	Opening balance
Interest on long-term borrowings	22,160,847.23	57,626,542.89
Interest on short-term borrowings	27,234,905.70	46,895,665.39
Total	49,395,752.93	104,522,208.28

(2) Dividends payable:

Name of unit	Closing balance	Opening balance
Brave Lion (HK) limited	122,756,874.10	122,756,874.10
Others	23,094,241.18	45,668,592.75
Total	145,851,115.28	168,425,466.85

(3) Other payables:

Items	Closing balance	Opening balance
Other payables	14,961,145,653.61	12,497,210,549.37
Total	14,961,145,653.61	12,497,210,549.37

The closing balance mainly included the incurred but unpaid costs.

35. Liabilities held-for-sale

☒Applicable ☐Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Liabilities of Shanghai Guangfulai Co., Ltd.(上海广富来有限公司)		32,362,267.88
Total		32,362,267.88

36. Non-current liabilities due within one year

☒Applicable ☐Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Long-term borrowings due within one year	4,730,070,447.82	3,015,060,105.58
Lease liabilities due within one year	594,930,209.58	
Estimated liabilities due within one year	1,992,138,260.62	1,640,146,634.40
Total	7,317,138,918.02	4,655,206,739.98

37. Other current liabilities

√Applicable □Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Payable refund	486,038,304.57	402,932,170.91
Tax amount to be written off	6,284,243.87	22,023,598.68
Others	1,743,159.10	2,161,962.30
Total	494,065,707.54	427,117,731.89

38. Long-term borrowings

√Applicable □Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Borrowings - secured by mortgage	12,663,597.65	23,574,659.91
Borrowings - secured by guarantor	2,343,619,509.01	9,213,273,265.96
Borrowings - unsecured	8,877,523,705.58	90,511,272.46
Borrowings - secured by guarantor and mortgage	2,042,646,123.32	6,214,107,126.89
Total	13,276,452,935.56	15,541,466,325.22

Other explanations, including interest rate range:

√Applicable □Not Applicable

Interest rate on long-term borrowings – secured by guarantor is the one as provided in the agreement plus LIBOR.

Interest rate on domestic long-term borrowings – unsecured is the benchmark rate published by the People's Bank of China.

Interest rate on offshore long-term borrowings – unsecured is the one as provided in the agreement plus LIBOR.

Interest rate on long-term borrowings – secured by mortgage is the one as provided in the agreement plus LIBOR.

39. Bonds payable

On 21 November 2017, Harvest International Company, the Company's wholly-owned subsidiary, issued a 5-year HK\$8 billion exchangeable corporate bond, coupon rate is zero and rate of return is 1%.

On 18 December 2018, the Company issued an RMB 3 billion convertible corporate bond. The

convertible bond issued has a maturity of 6 years. The coupon rate is 0.2% in the first year, 0.5% in the second year, and 1.0% in the third year, 1.5% in the fourth year, 1.8% in the fifth year, and 2.0% in the sixth year.

The bond was divided into liabilities and equities on initial recognition:

Items	Exchangeable bond issued in 2017	Convertible bonds issued in 2018
Initial recognition:	6,731,131,007.13	2,980,024,754.50
Including:		
Equities of the exchangeable bond	431,424,524.07	473,061,264.64
Liabilities of the exchangeable bond	6,299,706,483.06	2,506,963,489.86

√ Applicable □ Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Exchangeable corporate bonds issued in 2017	7,004,585,761.43	6,681,366,239.84
Convertible corporate bonds issued in 2018		2,510,530,062.86
Total	7,004,585,761.43	9,191,896,302.70

Changes in the liability portion of corporate bonds in the current period:

Items	Opening balance	Increase in current period	Accrued bond interest for the current period	Less: bond interest paid for the current period	Exchange rate impact	Shares converted in the current period	Redemption in the current period	Closing balance
Exchangeable bond issued in 2017	6,681,366,239.84		170,643,368.66		152,576,152.93			7,004,585,761.43
Exchangeable bond issued in 2018	2,510,530,062.86		104,059,924.80			2,605,447,744.16	9,142,243.50	
Total	9,191,896,302.70		274,703,293.46		152,576,152.93	2,605,447,744.16	9,142,243.50	7,004,585,761.43

40. Lease liabilities

Items	Closing balance	Opening balance
Lease liabilities	2,575,201,976.93	

Less: due within one year	594,930,209.58	
Total	1,980,271,767.35	

41. Long-term payables

Items	Closing balance	Opening balance
Investment from CDB development fund	93,000,000.00	93,000,000.00
Others	49,342,718.45	13,763,243.99
Total	142,342,718.45	106,763,243.99

According to the Investment Contract of China Development Fund executed by the Company and its subsidiaries including Qingdao Haier Refrigerator Co., Ltd., Qingdao Haier Air Conditioner Gen Corp., Ltd., Qingdao Haier (Jiaozhou) Air-conditioning Co., Limited together with China Development Fund Co. Ltd. in 2015 and 2016, China Development Fund Co. Ltd. invested RMB 20 million in Qingdao Haier Refrigerator Co., Ltd., and RMB 73 million in Qingdao Haier (Jiaozhou) Air-conditioning Co., Limited. China Development Fund Co. Ltd. earns 1.2% of the annual profits by means of dividends or repurchase at a premium. The Company and its subsidiaries will repurchase the investments above in 2020 to 2027.

42. Long-term employee benefits payable

√ Applicable □ Not Applicable

(1) Long-term employee benefits payable

√ Applicable □ Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
I. Post-employment benefits: net liability of defined benefit plan	577,613,222.26	456,055,879.38
II. Termination benefits	324,191,428.30	230,752,405.39
III. Other long-term benefits		
IV. Provision for work-related injury compensation	220,545,586.80	248,166,450.72
Total	1,122,350,237.36	934,974,735.49

(2) Defined benefit plan

Some subsidiaries of the Company have participated in several defined benefit plans, in which eligible employees are entitled to the retirement benefits as planned.

These plans are exposed to interest rate risks, changes in life expectancy of the beneficiary and other risks.

The actuarial valuation of the assets and the present value of defined benefit obligations under such

plans are determined by using the Projected Unit Credit (PUC) method.

① The defined benefit plan of Haier Asia Co., Ltd., a subsidiary of the Company

Actuarial assumptions used to defined benefit plans

Items	Rate
Discount rate	0.50%
Expected rate of return	2.00%

Present value of defined benefit obligations

Items	Amount
I. Opening balance	324,545,002.06
II. Defined benefit cost recognized in current profit or loss	10,911,836.54
1. Current service cost	9,256,866.73
2. Past service cost	
3. Settlement gains (loss indicated in '—')	
4. Interest cost	1,654,969.81
III. Defined benefit cost recognized in other comprehensive income	-810,043.57
1. Actuarial loss (gain indicated in '—')	-810,043.57
IV. Other changes	117,799.76
1. The consideration paid at the time of settlement	
2. Benefit paid	-11,324,991.52
3. Exchange differences	11,442,791.28
V. Closing balance	334,764,594.79

Fair value of plan assets

Items	Amount
I. Opening balance	326,403,548.13
II. Defined benefit cost recognized in current profit or loss	6,467,103.23
1. Interest income	6,467,103.23
III. Defined benefit cost recognized in other comprehensive income	16,685,608.79
1. Return on plan assets (except those included in net interests)	16,685,608.79
2. Changes in impact of asset cap (except those included in net interests)	
IV. Other changes	19,169,068.52
1. Employer contributions	15,844,104.03
2. Benefit paid	-8,661,365.23

3. Exchange differences	11,986,329.72
V. Closing balance	368,725,328.67

Neither the Company's ordinary shares or bonds, nor the properties occupied by the Company are included in the plan assets.

Net liability (net asset) of defined benefit plan

Items	Amount
I. Opening balance	-1,858,546.07
II. Defined benefit cost recognized in current profit or loss	4,444,733.31
III. Defined benefit cost recognized in other comprehensive income	-17,495,652.36
IV. Other changes	-19,051,268.76
V. Closing balance	-33,960,733.88

The average term for the defined benefit obligation is 12.29 years at the balance sheet date.

②The defined benefit plan of Roper Corporation, a subsidiary of the Company

Roper Corporation, a subsidiary of the Company, has provided post-employment defined benefit plan of health care benefits to eligible employees.

Actuarial assumptions used in defined benefit plans

Items	Rate
Discount rate	3.27%

Present value of defined benefit obligations

Items	Amount
I. Opening balance	118,346,193.16
II. Business combination not under common control	
III. Defined benefit cost recognized in current profit or loss	7,716,462.39
1. Current service cost	5,468,388.48
2. Past service cost	
3. Settlement gains (loss indicated in '—')	
4. Interest cost	2,248,073.91
IV. Defined benefit cost recognized in other comprehensive incomes	17,710,854.84
1. Actuarial loss (gain indicated in '—')	17,710,854.84
V. Other changes	-5,166,490.02
1. The consideration paid at the time of settlement	
2. Benefit paid	-7,336,037.78

3. Exchange differences	2,169,547.76
VI. Closing balance	138,607,020.37

Net liability (net asset) of defined benefit plan

Items	Amount
I. Opening balance	118,346,193.16
II. Business combination not under common control	
III. Defined benefit cost recognized in current profit or loss	7,716,462.39
IV. Defined benefit cost recognized in other comprehensive incomes	17,710,854.84
V. Other changes	-5,166,490.02
VI. Closing balance	138,607,020.37

The average term for the defined benefit obligation is 10.48 years at the balance sheet date.

③The defined benefit plan of Haier U.S. Appliance Solutions, Inc., a subsidiary of the Company.

Haier U.S. Appliance Solutions, Inc., a subsidiary of the Company, has provided post-retirement defined benefit plan of health care benefits for the eligible employees.

Actuarial assumptions used in defined benefit plans

Items	Rate
Discount rate	3.06%

Present value of defined benefit obligations

Items	Amount
I. Opening balance	326,812,839.04
II. Business combination not under common control	
III. Defined benefit cost recognized in current profit or loss	9,770,629.88
1. Current service cost	
2. Past service cost	
3. Settlement gains (loss indicated in '—')	
4. Interest cost	9,770,629.88
IV. Defined benefit cost recognized in other comprehensive incomes	-1,862,059.88
1. Actuarial loss (gain indicated in '—')	-1,862,059.88
V. Other changes	-24,684,542.64
1. The consideration paid at the time of settlement	
2. Benefit paid	-29,797,968.63
3. Exchange differences	5,113,425.99

VI. Closing balance	310,036,866.40
---------------------	----------------

Net liability (net asset) of defined benefit plan

Items	Amount
I. Opening balance	326,812,839.04
II. Business combination not under common control	
III. Defined benefit cost recognized in current profit or loss	9,770,629.88
IV. Defined benefit cost recognized in other comprehensive incomes	-1,862,059.88
V. Other changes	-24,684,542.64
VI. Closing balance	310,036,866.40

④The defined benefit plan of Haier U.S. Appliance Solutions, Inc., a subsidiary of the Company.

Haier U.S. Appliance Solutions, Inc., a subsidiary of the Company, has provided defined benefit plan of pension for the eligible employees.

Actuarial assumptions used in defined benefit plans

Items	Rate
Discount rate	2.96%

Present value of defined benefit obligations

Items	Amount
I. Opening balance	284,892,248.72
II. Business combination not under common control	
III. Defined benefit cost recognized in current profit or loss	10,352,886.72
1. Current service cost	
2. Past service cost	
3. Settlement gains (loss indicated in '—')	
4. Interest cost	10,352,886.72
IV. Defined benefit cost recognized in other comprehensive incomes	11,761,508.14
1. Actuarial loss (gain indicated in '—')	11,761,508.14
V. Other changes	-49,531,432.86
1. The consideration paid at the time of settlement	
2. Benefits paid out	-53,834,549.18
3. Exchange differences	4,303,116.32
VI. Closing balance	257,475,210.72

Fair value of plan assets

Items	Amount
I. Opening balance	201,739,810.80
II. Defined benefit cost recognized in current profit or loss	
1. Interest income	
III. Defined benefit cost recognized in other comprehensive incomes	7,857,265.95
1. Return on plan assets (except those included in net interests)	7,857,265.95
2. Changes in impact of asset cap (except those included in net interests)	
IV. Other changes	-24,674,304.18
1. Employer contributions	26,081,740.20
2. Benefits paid out	-53,834,549.18
3. Exchange differences	3,078,504.80
V. Closing balance	184,922,772.57

Net liability (net asset) of defined benefit plan

Items	Amount
I. Opening balance	83,152,437.92
II. Business combination not under common control	
III. Defined benefit cost recognized in current profit or loss	10,352,886.72
IV. Defined benefit cost recognized in other comprehensive income	3,904,242.19
V. Other changes	-24,857,128.68
VI. Closing balance	72,552,438.15

(3) Provision for work-related injury compensation

Haier U.S. Appliance Solutions, Inc. made a provision for the occupational injury claims filed by the injured due to production accidents starting from 1 January 1991. The provision was calculated by Beechercarlson Insurance Services, LLC., based on actuarial method. The discount rate used in the actuary is 3.72%.

Items	Amount
I. Opening balance	248,166,450.72
II. Business combination not under common control	
III. Compensation recognized in current profit and loss	88,336,691.42
IV. Actual compensation paid	-78,439,355.15
V. Other changes	-37,518,200.19
VI. Closing balance	220,545,586.80

Classification of the balance of defined benefit plan

Items	Closing balance	Opening balance
Short-term salary	84,527,455.18	89,343,078.64
Long-term salary	577,613,222.26	456,055,879.38
Total	662,140,677.44	545,398,958.02

43. Estimated liabilities

√ Applicable ☐ Not Applicable

Unit and Currency: RMB

Items	Opening balance	Closing balance
Active litigation	17,830,624.07	19,619,840.35
Others	191,659.99	192,441,718.48
Projection of three guarantees and installation fees	1,188,593,257.89	1,186,816,187.50
Total	1,206,615,541.95	1,398,877,746.33

Projection of significant assumption and estimation relating to three guarantees and installation fees: the Company projected three guarantees and installation fees rate reasonably based on previous actual expense on three guarantees and installation fees as well as sales data. The company projected three guarantees and installation fees that are likely to be incurred going forward according to the requirements of three guarantees and installation policies of the Company as well as the actual sales data.

44. Deferred income

√ Applicable ☐ Not Applicable

Unit and Currency: RMB

Items	Opening balance	Increase for the current period	Decrease for the current period	Closing balance
Government grants	643,551,987.30	203,322,115.82	141,601,486.02	705,272,617.10
Total	643,551,987.30	203,322,115.82	141,601,486.02	705,272,617.10

45. Other non-current liabilities

√ Applicable ☐ Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Obligation of repurchasing the minority	54,598,203.27	1,792,322,337.19

equity rights		
Contingent consideration		5,705,307.28
Others	15,473,286.76	25,839,049.46
Total	70,071,490.03	1,823,866,693.93

46. Share capital

Category	Opening balance	Increase for the current period	Decrease for the current period	Closing balance
I. Restricted shares				
1. State-owned shares				
2. Shares held by domestic non-state-owned legal entities				
3. Shares held by domestic individuals				
4. Shares held by offshore non-state-owned legal entities				
II. Non-restricted shares	6,368,416,700	211,149,927		6,579,566,627
1. Ordinary shares in RMB	6,097,402,727	211,149,927		6,308,552,654
2. Domestic listed foreign Shares				
3. Offshore listed foreign Shares	271,013,973			271,013,973
4. Others				
III. Total shares	6,368,416,700	211,149,927		6,579,566,627

47. Other equity instruments

Items	Opening balance	Increase for the current period	Decrease for the current period	Closing balance
Equity portion of exchangeable bond	431,424,524.07			431,424,524.07
Equity portion of convertible bond	473,061,264.64		473,061,264.64	
Total	904,485,788.71		473,061,264.64	431,424,524.07

48. Capital reserve

√ Applicable □ Not Applicable

Unit and Currency: RMB

Items	Opening balance	Increase for the current period	Decrease for the current period	Closing balance
Capital premium (Share premium)	1,602,447,419.64	3,230,127,891.51	1,196,402,517.09	3,636,172,794.06
Other capital reserve	849,219,638.01	42,199,128.76	91,700,715.36	799,718,051.41
Total	2,451,667,057.65	3,272,327,020.27	1,288,103,232.45	4,435,890,845.47

The main reasons for the change in share premium: ①the Company converted part of convertible bonds to shares in the current period, increasing the capital reserve of RMB 2,867,359,081.80; ②capital reserve increased RMB 22,539,602.81 due to the Company's adjustments to the expenses from issuance of D shares in the current period; ③acquisition of minority shareholding from subsidiaries in the current period and non-proportional capital injection in subsidiaries in the current period, increasing the share premium of RMB 340,229,206.90; reducing the share premium of RMB 1,196,402,517.09.

The main reasons for the change in other capital reserve: Changes on option expenses and other owner's equity of the investee accounted for using equity method, which results from proportionate movement of other capital reserve by the Company.

49. Other comprehensive income

Items	Opening balance	Amounts for the current period					Closing balance
		Amount before current income tax	Less: income tax expenses	Attributable to the parent company after tax	Attributable to minority shareholders after tax	Others	
a	-66,156,965.02	114,408,934.62	11,763,456.99	83,635,935.11	19,009,542.52		17,478,970.09
b	39,349,747.72	-50,680,983.58	14,257,780.69	-36,169,378.90	-253,823.99		3,180,368.82
c	754,824,347.90	525,775,557.44		510,494,831.67	15,280,725.77		1,265,319,179.57
d	-25,555,254.57	-15,727,336.84	2,556,446.88	-3,089,425.78	-10,081,464.18		-28,644,680.35
e	70,170,471.32	-12,356,776.21	2,806,566.11	-9,515,689.79	-34,520.31		60,654,781.53
Total	772,632,347.35	561,419,395.43	7,857,336.69	545,356,272.31	23,920,459.81		1,317,988,619.66

Notes:

(1) Item a, b, and c are other comprehensive income that will be reclassified to profit or loss, the details are as follows:

Item a represents other comprehensive income classified to profit and loss under the equity method.

Item b represents cash flow hedge reserves (the effective part of the cash flow hedge profit and loss).

Item c represents exchange differences from translation of foreign currency financial statements.

(2) Item d and e are other comprehensive income that cannot be reclassified into profit or loss. Details are as follows:

Item d represents the change in fair value of investments in other equity instruments.

Item e represents changes arising from remeasurement of net liabilities or assets of defined benefit plans.

50. Surplus reserve

√ Applicable ☐ Not Applicable

Unit and Currency: RMB

Items	Opening balance	Increase for the current period	Decrease for the current period	Closing balance
Statutory surplus reserve	2,240,644,515.51	367,026,088.36		2,607,670,603.87
Discretionary surplus reserve	26,042,290.48			26,042,290.48
Reserve fund	11,322,880.64			11,322,880.64
Enterprise expansion fund	10,291,630.47			10,291,630.47
Others				
Total	2,288,301,317.10	367,026,088.36		2,655,327,405.46

Pursuant to *Company Law of the People's Republic of China* and Articles of Association, the Company is required to appropriate the statutory surplus reserve at 10% of its net profit.

51. Undistributed profits

√ Applicable ☐ Not Applicable

Items	Amounts
Undistributed profits at the end of previous year	26,859,741,163.95
Adjustment due to business combination under common control	97,501,518.66
Undistributed profits at the beginning of the year	26,957,242,682.61
Add: net profit attributable to owners of the parent company	8,206,247,105.96
Other transfer in	-45,645,291.97
Adjustment due to implementation of enterprise accounting standard	-47,362,103.25
Profit available for appropriation for the year	35,070,482,393.35
Less: appropriation of statutory surplus reserve	367,026,088.36
Appropriation of staff incentive and welfare fund	
Dividend payable for ordinary shares	2,235,334,560.73

Undistributed profits at the end of period	32,468,121,744.26
--	-------------------

52. Operating income and operating cost

(1) Operating income

Items	Amount for the current period	Amount for the previous period
Primary business	199,470,697,570.75	183,286,154,021.37
Other Business	1,291,285,685.82	822,327,937.90
Total	200,761,983,256.57	184,108,481,959.27

(2) Primary business income and primary business cost by product category

Categories	Amount for the current period		Amount for the previous period	
	Primary business income	Primary business cost	Primary business income	Primary business cost
Air conditioner	29,128,360,847.20	20,034,773,426.88	31,772,519,759.44	21,695,248,357.25
Refrigerator	58,437,548,582.46	39,576,846,618.02	54,339,167,693.16	37,841,043,547.32
Kitchen appliance	29,508,925,597.30	20,323,125,202.75	24,950,529,063.08	17,222,856,837.31
Water appliance	9,623,997,584.95	5,211,758,293.50	9,098,972,704.47	4,935,239,352.51
Washing machine	44,714,295,068.12	30,082,538,105.52	36,268,485,954.44	23,967,326,298.29
Equipment product and integrated channel services	28,057,569,890.72	25,180,488,578.94	26,856,478,846.78	24,615,530,049.65
Total	199,470,697,570.75	140,409,530,225.61	183,286,154,021.37	130,277,244,442.33

53. Taxes and surcharge

√ Applicable ☐ Not Applicable

Unit and Currency: RMB

Items	Amount for the current period	Amount for the previous period
City maintenance and construction tax	291,146,530.21	299,636,077.94
Education surcharge	177,513,807.70	205,304,971.68
Property tax	57,458,858.13	74,789,844.32
Land use tax	101,817,438.06	112,099,149.93
Stamp duty	121,945,873.71	131,753,308.22
Others	52,162,532.07	44,503,779.57
Total	802,045,039.88	868,087,131.66

54. Selling expenses√ Applicable ☐ Not Applicable

Unit and Currency: RMB

Items	Amount for the current period	Amount for the previous period
Selling expenses	33,682,126,291.31	28,923,144,934.04
Total	33,682,126,291.31	28,923,144,934.04

The Company's selling expenses are mainly salary expenses, transportation and storage fees, advertising and promotion fees, and after-sales expenses.

55. Administrative expenses√ Applicable ☐ Not Applicable

Unit and Currency: RMB

Items	Amount for the current period	Amount for the previous period
Administrative expenses	10,113,263,329.25	8,405,151,809.85
Total	10,113,263,329.25	8,405,151,809.85

The Company's administrative expenses are mainly salary expenses, office fees, depreciation and amortization of assets fees, etc.

56. R&D expenses√ Applicable ☐ Not Applicable

Unit and Currency: RMB

Items	Amount for the current period	Amount for the previous period
R&D expenses	6,266,936,518.17	5,104,647,278.53
Total	6,266,936,518.17	5,104,647,278.53

The Company's R&D expenses are mainly salary expenses, research and development equipment expenses, inspection and testing fees.

57. Financial expenses

Items	Amount for the current period	Amount for the previous period
Interest expense	1,747,107,740.65	1,465,865,741.36
Less: interest income	550,224,661.04	484,742,562.68

Less: cash discount	162,248,119.74	170,820,924.61
Exchange gains and losses	-272,402,809.68	-17,784,066.55
Others	130,785,408.67	139,073,454.96
Total	893,017,558.86	931,591,642.48

Interest expenditure in lease liabilities in the current period is RMB 125,139,190.24.

58. Other income

Items	Amount for the current period	Amount for the previous period	Related to assets/ revenue
Government grants	1,209,403,624.81	873,868,769.14	Related to revenue
Government grants	72,809,404.72	58,392,290.38	Related to assets
Total	1,282,213,029.53	932,261,059.52	

59. Investment income (losses are represented by '-')

Items	Amount for the current period	Amount for the previous period
Long-term equity investments income calculated by the equity method	1,409,211,965.00	1,325,588,165.74
Investment income from disposal of long-term equity investments	3,823,762,154.68	259,839,279.75
Investment income from disposal of other equity instrument investments	2,536,466.62	206,586.42
Investment income from other equity instrument investments during holding period	39,133,293.28	105,245,136.33
Income from wealth management products	168,169,628.59	103,868,032.82
Investment income from disposal of financial assets measured at fair value with changes included in current profit and loss	36,725,976.17	129,824,011.48
Total	5,479,539,484.34	1,924,571,212.54

60. Gains on changes in fair value (losses are represented by '-')

Items	Amount for the current period	Amount for the previous period
Change in fair value of forward foreign exchange trading contracts	72,176,324.08	-151,334,742.90
Changes in fair value of wealth management products	19,675,848.00	8,697,646.20

Others	-15,135,204.55	-2,554,626.79
Total	76,716,967.53	-145,191,723.49

61. Credit impairment loss

√ Applicable □ Not Applicable

Unit and Currency: RMB

Items	Amount for the current period	Amount for the previous period
Impairment losses on contract assets	-3,654,196.27	
Bad debts losses on accounts receivable	-131,659,422.73	-99,632,377.38
Impairment losses on bills receivable	-15,056,696.60	
Total	-150,370,315.60	-99,632,377.38

62. Impairment loss on assets (losses are represented by '-')

Items	Amount for the current period	Amount for the previous period
Impairment losses on inventory	-576,400,805.50	-555,735,594.59
Impairment losses on other current assets	-218,016,000.43	-168,488,659.35
Impairment losses on fixed assets	-1,328,135.45	-8,740,858.30
Impairment losses on intangible assets		
Impairment losses on construction in progress	-9,619,271.50	-23,104,150.01
Impairment losses on long-term equity investment	-55,214,487.73	-6,445,101.57
Total	-860,578,700.61	-762,514,363.82

63. Gains on disposal of assets (losses are represented by '-')

Items	Amount for the current period	Amount for the previous period
Gains on disposal of non-current assets	501,274,953.38	366,499,751.21
Less: losses on disposal of non-current assets	15,547,325.37	98,747,317.01
Total	485,727,628.01	267,752,434.20

64. Non-operating income

Items	Amount for the current period	Amount for the previous period
Gains on disposal of non-current assets	638,713.73	816,958.25

Quality claims and fines	278,824,898.94	355,961,563.89
Others	111,507,936.07	123,018,274.61
Total	390,971,548.74	479,796,796.75

65. Non-operating expenses

Items	Amount for the current period	Amount for the previous period
Losses on disposal of non-current assets	89,405,090.32	54,178,221.66
Others	120,401,550.50	182,142,071.76
Total	209,806,640.82	236,320,293.42

66. Income tax expenses

(1) Statement of income tax expenses

√ Applicable □ Not Applicable

Unit and Currency: RMB

Items	Amount for the current period	Amount for the previous period
Current income tax expense	1,708,340,696.65	1,568,256,118.41
Deferred income tax expense	587,875,584.21	313,586,934.15
Total	2,296,216,280.86	1,881,843,052.56

(2) Reconciliation between accounting profit and income tax expenses

√ Applicable □ Not Applicable

Unit and Currency: RMB

Items	Amount
Total profit	14,630,608,797.96
Income tax expense calculated pursuant to statutory/applicable tax rate(s)	3,657,652,199.49
Impact from different tax rates applicable to subsidiaries	-865,824,754.94
Impact from adjustment to income tax in prior periods	-261,092,921.04
Impact from non-taxable income	-376,022,237.79
Impact from non-deductible cost, expense and loss	127,655,871.63
Impact from deductible provisional differences or deductible losses of unrecognized deferred tax assets from this period	13,848,123.51
Income tax expense	2,296,216,280.86

Other explanations:

□ Applicable √ Not Applicable

67. Other comprehensive income

√ Applicable □ Not Applicable

Please refer to Note VII.49 for details

68. Cash received from other operating activities

Items	Amount
Deposits and securities	152,758,721.32
Government grants	1,132,443,779.89
Non-operating income excluding government grants	189,272,236.82
Interest income	487,927,913.74
Payment for collection and payment transfer	162,500,402.61
Others	9,167,544.89
Total	2,134,070,599.27

69. Cash paid to other operating activities

Items	Amount
Cash paid on selling expenses	13,602,405,217.00
Cash paid on administrative and R&D expenses	6,045,972,512.21
Cash paid on financial expenses	91,648,773.63
Non-operating expenses	40,584,413.95
Deposits and securities	72,513,950.34
Others	22,990,121.16
Total	19,876,114,988.29

70. Other cash received from investing activities

Items	Amount
Net cash received from acquisition of subsidiaries	4,628,544.73
Total	4,628,544.73

71. Other cash paid to investing activities

Items	Amount
Net cash paid to disposal of subsidiaries	951,463,168.22
Others	259,392.53
Total	951,722,560.75

72. Other cash received from financing activities

Items	Amount
Others	2,751,630.60
Total	2,751,630.60

73. Other cash paid to financing activities

Items	Amount
Payment of public issuance fee	8,547,229.30
Share repurchase	65,901,807.36
Acquisition of minority shareholding	723,436,676.46
Lease payment	892,757,440.57
Others	2,395,602.46
Total	1,693,038,756.15

74. Supplementary information of cash flow

Net profit adjusted to cash flow of operating activities	Amount for the current period	Amount for the previous period
1. Net profit	12,334,392,517.10	9,899,651,980.10
Add: impairment provision for assets	1,010,949,016.21	862,146,741.20
Depreciation of fixed assets	3,766,641,387.29	2,560,302,067.47
Amortization of intangible assets	786,513,629.57	555,797,458.00
Amortization of long-term prepaid expenses	110,134,513.81	40,540,358.80
Losses on disposal of fixed assets, intangible assets and other long-term assets ('-' represents 'gains')	-396,961,251.42	-214,439,336.05
Loss and gains on change of fair value ('-' represents 'gains')	-76,716,967.53	145,191,723.49
Financial expenses ('-' represents 'gains')	1,474,704,930.97	1,375,994,530.95
Loss on investments ('-' represents 'gains')	-5,479,539,484.34	-1,922,576,743.62
Decrease in deferred tax assets ('-' represents 'gains')	631,902,444.76	42,303,181.71

‘increase’)		
Increase of deferred tax liabilities (‘-’ represents ‘decrease’)	-44,026,860.55	271,283,752.45
Decrease in inventories (‘-’ represents ‘increase’)	-3,949,038,184.52	-676,571,288.53
Decrease of operational account receivables (‘-’ represents ‘increase’)	-908,459,449.72	2,056,031,787.77
Increase of operational account payables (‘-’ represents ‘decrease’)	5,705,533,226.59	4,296,694,514.79
Others	116,601,474.51	-149,568,247.33
Net cash flow generated from operational activities	15,082,630,942.73	19,142,782,481.20
2. Significant investment and financing activities not involving cash inflows and outflows:		
Capital transferred from debts	2,605,447,744.16	
Convertible corporate bonds due within one year		
Fixed assets under finance lease		
3. Net changes of cash and cash equivalents:		
Cash balance at the end of the period	34,962,947,399.85	36,560,925,755.10
Less: cash balance at the beginning of the period	36,560,925,755.10	35,292,343,292.53
Add: cash equivalents balance at the end of the period		
Less: cash equivalents balance at the beginning of the period		
Net increase of cash and cash equivalents	-1,597,978,355.25	1,268,582,462.57

75. Cash and cash equivalents

Items	Closing balance	Opening balance
I. Cash	34,962,947,399.85	36,560,925,755.10
Including: Cash on hand	7,556,892.38	1,380,614.79
Bank deposits always available for payment	34,502,656,877.99	36,041,217,337.30
Other monetary funds always available for payment	452,733,629.48	518,327,803.01
II. Cash equivalents		-
Including: bond investments due within three months		-
III. Closing balance of cash and cash equivalents	34,962,947,399.85	36,560,925,755.10

Including: restricted cash and cash equivalents the used by the parent or subsidiaries of the Group		
---	--	--

76. Monetary items in foreign currency

Items	Closing Balance			Opening Balance		
	Balance in foreign currency	Exchange rate	Balance in RMB	Balance in foreign currency	Exchange rate	Balance in RMB
Monetary funds						
USD	730,666,614.19	6.9762	5,097,276,433.90	1,068,031,791.21	6.8632	7,330,115,789.42
EUR	151,676,201.42	7.8155	1,185,425,352.21	48,497,251.17	7.8473	380,572,479.12
JPY	3,356,863,028.27	0.064086	215,127,924.03	2,269,981,380.74	0.061887	140,482,337.71
HKD	745,289,079.40	0.8958	667,629,957.33	626,595,586.45	0.8762	549,023,052.85
Others			2,043,389,309.90			1,381,212,756.03
Subtotal			9,208,848,977.37			9,781,406,415.13
Accounts receivables						
USD	269,987,662.70	6.9762	1,883,487,932.50	344,469,847.01	6.8632	2,364,165,453.98
EUR	325,463,066.35	7.8155	2,543,656,595.07	56,772,642.74	7.8473	445,511,959.37
JPY	3,829,608,370.79	0.064086	245,424,282.05	4,349,404,743.03	0.061887	269,171,611.33
Others			2,931,185,158.50			2,186,781,156.28
Subtotal			7,603,753,968.12			5,265,630,180.96
Short-term borrowings						
USD	521,126,042.56	6.9762	3,635,479,498.10	492,713,050.43	6.8632	3,381,588,207.73
EUR	320,772,912.41	7.8155	2,507,000,696.91	9,554,106.32	7.8473	74,973,938.51
JPY	6,656,569,078.27	0.064086	426,592,885.95	3,084,656,064.62	0.0619	190,940,210.40
Others			66,592,438.54			30,737,573.90
Subtotal			6,635,665,519.50			3,678,239,930.54
Accounts payables						
USD	1,219,489,898.22	6.9762	8,507,405,427.96	807,248,013.94	6.8632	5,540,304,569.25
EUR	421,042,022.97	7.8155	3,290,653,930.56	11,066,031.53	7.8473	86,838,469.23
JPY	5,988,441,245.39	0.064086	383,775,245.65	3,127,541,332.15	0.0619	193,594,808.46
NZD	147,674,519.27	4.6973	693,671,519.36			
Others			1,735,111,878.01			1,546,898,716.82
Subtotal			14,610,618,001.54			7,367,636,563.76
Non-current liabilities due in one year						
USD	692,201,069.75	6.9762	4,828,933,102.79	409,319,900.19	6.8632	2,809,244,338.98

EUR	104,804,376.00	7.8155	819,098,600.63			
JPY	1,923,050,313.62	0.064086	123,240,602.40			
RUB	183,707,445.72	0.112600	20,685,458.39	2,087,381,000.00	0.0986	205,815,766.60
Others			278,535,431.52			
Subtotal			6,070,493,195.73			3,015,060,105.58
Long-term borrowings						
USD	876,451,371.56	6.9762	6,114,300,058.28	2,208,809,964.66	6.8632	15,159,504,549.45
EUR	712,443,399.37	7.8155	5,568,101,387.80			
RUB	500,000,010.04	0.112600	56,300,001.13			
NZD	319,915,612.92	4.6973	1,502,739,608.57			
JPY				4,327,558,051.70	0.0619	267,875,843.40
Others			22,348,282.12			72,878,712.37
Subtotal			13,263,789,337.90			15,500,259,105.22

VIII. Changes of consolidation scope

1. Business combination not under common control

√ Applicable □ Not Applicable

(1) Business consolidation not under common control occurring in the current period

√ Applicable □ Not Applicable

Unit and Currency: RMB

Name of acquiree	Time of equity acquisition	Equity acquisition cost	Interest acquired (%)	Equity acquisition method	Equity acquisition date	Recognition basis of acquisition dates	Acquiree's revenue from acquisition date to the end of the period	Acquiree's net profit from acquisition date to the end of the period
Candy S.p.A	January 2019	EUR 467,211,498.32	100	Acquisition	January 2019	Shareholding transferred	EUR 1,365,407,949.00	EUR - 15,773,523.4
Shanghai Firs International Logistics Co., Ltd.	March 2019	25,950,868.35	51	Acquisition	March 2019	Shareholding transferred	101,475,377.35	1,577,204.07

(2) Combination cost and goodwill

Items	CANDYS.p.A (EUR)	Shanghai Firs International Logistics Co., Ltd.
----- Cash	467,211,498.32	20,000,000.00
-----Contingent consideration		5,950,868.35
Total combination cost	467,211,498.32	25,950,868.35
Less: fair value of identifiable net assets acquired	207,211,500.32	4,865,433.94
Goodwill	259,999,998.00	21,085,434.41

(3) Acquiree's identifiable assets and liabilities at acquisition date

Items	Candy S.p.A	
	Fair value(EUR)	Book Value(EUR)
Monetary funds	124,315,613.00	124,315,613.00
Accounts receivable	167,835,082.00	167,835,082.00
Other receivables	79,933,406.00	79,933,406.00
Inventories	249,471,277.00	249,471,277.00
Long-term equity investments	4,716,766.00	4,716,766.00
Fixed assets	181,718,451.87	140,988,930.00
Construction in progress	7,379,785.00	7,379,785.00
Intangible assets	228,158,310.53	48,423,547.00
Goodwill		6,094,796.00
Deferred income tax assets	33,253,774.00	33,253,774.00
Other non-current assets	10,427,618.00	10,427,618.00
Accounts payable	-386,867,873.00	-386,867,873.00
Taxes payable	-18,425,859.00	-18,425,859.00
Other payables	-89,711,804.00	-89,711,804.00
Contract liabilities	-1,779,450.00	-1,779,450.00
Bank borrowings	-267,753,271.00	-267,753,271.00
Long-term payables	-16,232,217.00	-16,232,217.00
Deferred income tax liabilities	-83,159,393.78	-22,692,115.00
Other non-current liabilities	-12,750,413.30	-12,750,413.30
Net assets	210,529,802.32	56,627,591.70
Less: Minority equity interests	-3,318,302.00	-3,318,302.00
Net assets obtained	207,211,500.32	53,309,289.70

Items	Shanghai Firs International Logistics Co., Ltd.
-------	---

	Fair value	Book Value
Monetary funds	4,628,544.73	4,628,544.73
Accounts receivable	58,534,640.84	58,534,640.84
Bills receivable	1,868,857.04	1,868,857.04
Other receivables	9,655,435.06	9,655,435.06
Prepayments	4,207,402.80	4,207,402.80
Fixed assets	1,856,760.06	1,856,760.06
Intangible assets	2,346,858.39	2,346,858.39
Other current assets	2,989,330.42	2,989,330.42
Short-term borrowings	-15,026,666.63	-15,026,666.63
Accounts payable	-15,269,603.51	-15,269,603.51
Taxes payable	-67,637.73	-67,637.73
Payables for staff's remuneration	-1,551,221.84	-1,551,221.84
Expected refund liabilities –short term	-1,540,316.20	-1,540,316.20
Other payables	-38,495,776.20	-38,495,776.20
Contract liabilities	-2,810,706.25	-2,810,706.25
Other current liabilities	-1,785,834.44	-1,785,834.44
Net assets	9,540,066.54	9,540,066.54
Less: Minority equity interests	4,674,632.60	4,674,632.60
Net assets obtained	9,540,066.54	9,540,066.54

2. Business combination under common control

√ Applicable □ Not Applicable

(1) Business consolidation under common control occurring in the current period

Name of acquiree	% of interest acquired from business combination	Basis for recognition as business combination under common control	Acquisition date	Recognition basis of acquisition dates
Haier Energy Power Company (海尔能源动力公司)	100.00%	Controlled by Haier Group before and after the transaction	December 2019	Rights and obligations related to target shareholding have been transferred to the Company
Qingdao Penghai Software Co., Ltd. (青岛鹏海软件有限公司)	60.01%	Controlled by Haier Group before and after the transaction	December 2019	Rights and obligations related to target shareholding have been transferred to the

				Company
Qingdao HSW Water Appliance Co., Ltd. (青岛海施水设备有限公司)	51.00%	Controlled by Haier Group before and after the combination	July 2019	Rights and obligations related to target shareholding have been transferred to the Company
Qingdao RRS Health Industry Development Co., Ltd. (青岛日日顺健康产业发展有限公司)	100.00%	Controlled by Haier Group before and after the combination	September 2019	Rights and obligations related to target shareholding have been transferred to the Company

(Continued)

Name of acquiree	Income of the acquiree from the beginning of the current consolidation period to the consolidation date	Net profit of the acquiree from the beginning of the current consolidation period to the consolidation date	Income of the acquiree during the comparison period	Net profit of the acquiree during the comparison period
Haier Energy Power Company (海尔能源动力公司)	2,145,366,527.27	28,408,895.99	960,550,566.28	21,319,300.11
Qingdao Penghai Software Co., Ltd. (青岛鹏海软件有限公司)	53,937,834.68	-637,588.98	48,272,473.02	269,456.54
Qingdao HSW Water Appliance Co., Ltd. (青岛海施水设备有限公司)	555,339,560.27	59,632,695.06	1,030,732,895.20	107,441,598.99
Qingdao RRS Health Industry Development Co., Ltd. (青岛日日顺健康产业发展有限公司)		71,172.92		21,763.45

(2) Combination cost

Combination cost	-----Cash	-----Equity
Haier Energy Power Company (海尔能源动力公司)	10,952,820.00	375,540,417.00
Qingdao Penghai Software Co., Ltd. (青岛鹏海软件有限公司)	13,764,733.74	
Qingdao HSW Water Appliance Co., Ltd. (青岛海施水设备有限公司)		1,073,523,786.00

海施水设备有限公司)		
Qingdao RRS Health Industry Development Co., Ltd. (青岛日日顺健康产业发展有限公司)	34,000,000.00	

(3) Assets and book value of liabilities of acquirees at the acquisition date

Items	Haier Energy Power Company (海尔能源动力公司)	
	Acquisition date	At the end of the previous period
Monetary funds	232,991,873.09	198,236,920.21
Accounts receivable	204,290,938.20	165,244,805.51
Other current assets	8,939,377.48	6,275,566.78
Long-term equity investments	31,744,965.01	30,236,343.95
Fixed assets	72,726,222.28	71,590,500.86
Construction in progress	823,632.76	155,855.86
Right-of-use asset	7,872,891.10	
Intangible assets	22,500,248.79	1,116,154.70
Long-term prepaid expenses	133,918.92	333,286.59
Deferred income tax assets	1,089,044.63	613,047.45
Other non-current assets	5,000,000.00	5,000,000.00
Less: Accounts payable	-306,879,746.78	-247,660,771.27
Lease liabilities	-5,853,684.09	
Net assets	275,379,681.39	231,141,710.64
Less: Minority equity interests	-8,712,060.00	-8,525,998.71
Net assets obtained	266,667,621.39	222,615,711.93

(Continued)

Items	Qingdao Penghai Software Co., Ltd. (青岛鹏海软件有限公司)	
	Acquisition date	At the end of the previous period
Monetary funds	14,118,590.14	14,577,418.33
Accounts receivable	9,153,105.73	6,626,920.13
Inventories	1,753,294.87	6,728,189.70
Other current assets	393,790.77	
Long-term equity investments	5,332,640.10	
Fixed assets	41,145.86	80,978.11
Construction in progress	2,215,336.02	

Intangible assets		53,041.66
Long-term prepaid expenses	192,251.44	415,854.08
Less: Accounts payable	-17,775,931.03	-16,500,589.13
Short-term borrowings	-1,080,000.00	
Deferred income	-3,000,000.00	
Net assets	11,344,223.90	11,981,812.88
Less: Minority equity interests	-4,536,555.14	-4,791,526.97
Net assets obtained	6,807,668.76	7,190,285.91

(Continued)

Items	Qingdao HSW Water Appliance Co., Ltd. (青岛海施水设备有限公司)	
	Acquisition date	At the end of the previous period
Monetary funds	590,482,485.31	674,880,628.00
Accounts receivable	146,130,180.06	163,200,236.59
Inventories	32,822,791.71	27,054,260.10
Other current assets	17,115,267.62	971,965.998
Financial assets held for trading	112,753,343.84	
Fixed assets	1,837,503.78	1,775,179.43
Construction in progress	3,092,660.27	
Intangible assets	33,820,632.52	35,902,739.85
Deferred income tax assets	4,068,633.12	5,865,306.00
Goodwill	83,174,470.00	83,174,470.00
Less: Accounts payable	-553,566,644.96	-554,475,065.34
Taxes payable	-707,540.96	-4,700,680.72
Payables for staff's remuneration	-8,419,330.56	-11,785,210.88
Other current liabilities	-22,637,806.31	-23,220,521.87
Net assets	439,966,645.44	407,390,996.16
Less: Minority equity interests	-215,583,656.27	-199,621,588.12
Net assets obtained	224,382,989.17	207,769,408.04

(Continued)

Items	Qingdao RRS Health Industry Development Co., Ltd. (青岛日日顺健康产业发展有限公司)	
-------	---	--

	Acquisition date	At the end of the previous period
Monetary funds	24,741,203.38	26,866,137.10
Accounts receivable	5,359,225.00	3,168,812.50
Other current assets	607.99	485.66
Less: Accounts payable	-8,100.00	-7,500.00
Taxes payable		-6,171.81
Net assets	30,092,936.37	30,021,763.45
Less: Minority equity interests		
Net assets obtained	30,092,936.37	30,021,763.45

3. Disposal of subsidiary

When single disposal of the investment in a subsidiary lead to the loss of control:

Items	Cixi Yunlian Bailing Logistics Co., Ltd.	Qingdao Haier Goodaymart Logistic Co., Ltd.
Equity disposal price	1,000,000.00	6,450,442,686.39
Proportion of equity disposal	51%	9.38%
Method of equity disposal	Disposal	Disposal
Time of loss-of-control	January 2019	July 2019
Basis for determination the time of loss-of-control	Transfer	Regulatory approval
Difference between consideration and its share of net assets of the subsidiary as respect to the disposal in the consolidated level	-3,515,418.58	3,827,277,573.26

4. Disclosure of discontinued operation

The disposal of Qingdao Haier Goodaymart Logistic Co., Ltd. by the Company's subsidiary in the current period constitutes discontinued operation. The relevant financial information is disclosed as follows:

(1) Profit or loss from discontinued operation

① Net profit from discontinued operation (net losses are represented by '-')

Items	For the current period	The corresponding period of the previous year
Operating income	4,907,810,524.82	10,144,305,216.56
Less: cost and others	4,710,367,482.14	9,688,228,315.31
Total profit	197,443,042.68	456,076,901.25
Less: income tax expense	46,936,990.15	88,810,623.74

Net profit	150,506,052.53	367,266,277.51
------------	----------------	----------------

② Profit or loss from disposal of discontinued operation

Items	For the current period	The corresponding period of the previous year
Total profit or loss from disposal of discontinued operation	3,827,277,573.26	-
Less: income tax expense	664,918,329.45	-
Net profit or loss from disposal of discontinued operation	3,162,359,243.81	-

(2) Cash flow from discontinued operation

Items	For the current period	The corresponding period of the previous year
Cash flow of operating activities	-160,498,574.34	182,479,576.60
Cash flow of investing activities	19,567,060.81	-1,726,012,100.47
Cash flow of financing activities	-283,463,745.83	406,868,319.55

(3) Net profit from discontinued operation

Items	For the current period	The corresponding period of the previous year
Net profit from discontinued operation (net losses are represented by '-')	3,312,865,296.34	367,266,277.51
Net profit attributable to shareholders of the Parent Company	1,491,299,457.32	92,880,683.65
Net profit attributable to minority shareholders	1,821,565,839.02	274,385,593.86

Changes of consolidation scope due to other reasons

5. Changes of consolidation scope due to other reasons

√ Applicable □ Not Applicable

(1) Qingdao Haier Intelligent Electronics Co., Ltd., a subsidiary of the Company, established a subsidiary Qingdao Haiduv Health Technology Co., Ltd. for the period with a total shareholding of 70% at the end of the period.

(2) Qingdao Haier Technology Investment Co., Ltd., a subsidiary of the Company established a subsidiary Qingdao Jijia Cloud Intelligent Technology Co., Ltd. for the period with a total shareholding of 80% at the end of the period.

(3) Haier Digital Technology (Qingdao) Co., Ltd. (海尔数字科技(青岛)有限公司), a subsidiary of the Company, established a wholly-owned subsidiary Haier Digital Technology (Guangzhou) Co., Ltd.

(海尔数字科技 (广州) 有限公司) for the period.

(4) Haier Digital Technology (Qingdao) Co., Ltd. (海尔数字科技(青岛)有限公司), a subsidiary of the Company, established a wholly-owned subsidiary Xiong'an Haier Digital Technology Co., Ltd. (雄安海尔数字科技有限公司) for the period.

(5) Chongqing Haier Electronics Sales Co., Ltd., a subsidiary of the Company, established a wholly-owned subsidiary Qingdao Haimeihui Management Consulting Co., Ltd. (青岛海美汇管理咨询有限公司) for the period.

(6) Qingdao Yunshang Yuyi IOT Technology Co., Ltd. (青岛云裳羽衣物联科技有限公司), a subsidiary of the Company, established a wholly-owned subsidiary Wuxi Yunshang Internet of Clothing Technology Co., Ltd. (无锡云裳衣联网科技有限公司) for the period.

(7) Qingdao Haier Intelligent Technology Development Co., Ltd., a subsidiary of the Company, established a wholly-owned subsidiary Qingdao Guochuang Intelligent Household Appliance Research Institute Co., Ltd. (青岛国创智能家电研究院有限公司) for the period.

(8) Qingdao Haier Moulds Co., Ltd., a subsidiary of the Company, established a subsidiary Shenyang Haichen Zhilian Technology Co., Ltd. (沈阳海辰智联科技有限公司) for the period with a total shareholding of 60% at the end of the period.

(9) Qingdao Yunshang Yuyi IOT Technology Co., Ltd. (青岛云裳羽衣物联科技有限公司), a subsidiary of the Company established a subsidiary Hangzhou Gandao Intelligent Technology Co., Ltd. (杭州甘道智能科技有限公司) for the period with a total shareholding of 60% at the end of the period.

IX. Interests in other entities

1. Interests in subsidiaries

(1) Composition of the Group

Name of subsidiary	Principal place of business	Place of registration	Nature of business	Shareholding		Proportion of the voting rights	Method
				Direct	Indirect		
Haier Electronics Group Co., Ltd.	Mainland of China and Hong Kong	Bermuda	Group company, which mainly engage in investment holding, the production and sale of washing machines and water heaters, distribution service and logistics service	14.00%	31.87%	57.87%	Business combination under common control
Wonder Global (BVI) Investment Limited	The US and other overseas areas	British Virgin Islands	Group company, which mainly engage in home appliances production and distribution business		100.00%	100.00%	Establishment
Haier Singapore Investment Holding Co., Ltd.	Singapore and other overseas areas	Singapore	Group company, which mainly engage in home appliances production and distribution business		100.00%	100.00%	Business combination under common control
Haier New Zealand Investment Holding Company Limited	New Zealand	New Zealand	Group company, which mainly engaged in the production and distribution of home appliances		100.00%	100.00%	Business combination under common control

Candy S.p.A	Europe	Italy	Group company, which mainly engaged in the production and distribution of home appliances		100.00%	100.00%	Business combination not under common control
Qingdao Haier Air Conditioner Gen Corp., Ltd.	Qingdao High-tech Zone	Qingdao High-tech Zone	Manufacture and sale of household air-conditioners	100.00%		100.00%	Business combination under common control
Guizhou Haier Electronics Co., Ltd..	Huichuan District, Zunyi City, Guizhou Province	Huichuan District, Zunyi City, Guizhou Province	Manufacture and sale of refrigerator	59.00%		59.00%	Business combination under common control
Hefei Haier Air-conditioning Co., Limited	Hefei Haier Industrial Park	Hefei Haier Industrial Park	Manufacture and sale of air-conditioners	100.00%		100.00%	Business combination under common control
Wuhan Haier Electronics Co., Ltd.	Wuhan Haier Industrial Park	Wuhan Haier Industrial Park	Manufacture and sale of air-conditioners	60.00%		60.00%	Business combination under common control
Qingdao Haier Air-Conditioner Electronics Co., Ltd.	Qingdao Development Zone	Qingdao Development Zone	Manufacture and sale of air-conditioners	100.00%		100.00%	Business combination under common control
Qingdao Haier Information Plastic Development Co., Ltd.	Qingdao High-tech Zone	Qingdao High-tech Zone	Manufacturing of plastic products	100.00%		100.00%	Business combination under common control

Dalian Haier Precision Products Co., Ltd.	Dalian Export Expressing Zone	Dalian Export Expressing Zone	Manufacture and sale of precise plastics	90.00%		90.00%	Business combination under common control
Hefei Haier Plastic Co., Ltd.	Hefei Economic & Technological Development Area	Hefei Economic & Technological Development Area	Manufacture and sale of plastic parts	94.12%	5.88%	100.00%	Business combination under common control
Qingdao Haier Moulds Co., Ltd.	Qingdao High-tech Zone	Qingdao High-tech Zone	R&D and manufacture of precise mold and product	75.00%	25.00%	100.00%	Business combination under common control
Qingdao Meier Plastic Powder Co., Ltd.	Qingdao Development Zone	Qingdao Development Zone	Manufacture of plastic powder, plastic sheet and high-performance coatings	40.00%	60.00%	100.00%	Business combination under common control
Chongqing Haier Precision Plastic Co., Ltd.	Jiangbei District, Chongqing City	Jiangbei District, Chongqing City	Plastic products, sheet metal work, electronics and hardware	90.00%	10.00%	100.00%	Business combination under common control
Chongqing Haier Intelligent Electronics Co., Ltd.	Jiangbei District, Chongqing City	Jiangbei District, Chongqing City	Manufacture and sale of electronics and automatic control system equipment	90.00%	10.00%	100.00%	Business combination under common control
Qingdao Haier Robot Co., Ltd.	Qingdao High-tech Zone	Qingdao High-tech Zone	R&D, manufacture and sale of robot		100.00%	100.00%	Business combination under common control

Qingdao Haier Refrigerator Co., Ltd.	Qingdao High-tech Zone	Qingdao High-tech Zone	Manufacture and production of fluorine-free refrigerators	100.00%		100.00%	Establishment
Qingdao Haier Refrigerator (International) Co., Ltd.	Pingdu Development Zone, Qingdao	Pingdu Development Zone, Qingdao	Manufacture of refrigerators	100.00%		100.00%	Establishment
Qingdao Household Appliance Technology and Equipment Research Institute	Qingdao High-tech Zone	Qingdao High-tech Zone	Research and development of home appliances mold and technological equipment	100.00%		100.00%	Establishment
Qingdao Haier Whole Set Home Appliance Service Co., Ltd.	Qingdao High-tech Zone	Qingdao High-tech Zone	Research, development and sales of health-related small home appliance	98.33%		98.33%	Establishment
Qingdao Haier Intelligent Electronics Co., Ltd.	Qingdao High-tech Zone	Qingdao High-tech Zone	Design, R&D of electronics and automatic control system	100.00%		100.00%	Establishment
Qingdao Haier Special Refrigerator Co., Ltd.	Qingdao Development Zone	Qingdao Development Zone	Manufacture and sales of fluorine-free refrigerators	100.00%		100.00%	Establishment
Qingdao Haier Dishwasher Co., Ltd.	Qingdao Development Zone	Qingdao Development Zone	Manufacture of dish washing machine and gas stove	100.00%		100.00%	Establishment
Qingdao Haier Special Freezer Co., Ltd.	Qingdao Development Zone	Qingdao Development Zone	Research, manufacture and sales of freezer and other refrigeration products	96.06%		96.06%	Establishment
Dalian Haier Air-conditioning Co., Ltd.	Dalian Export	Dalian Export	Air conditioner processing and manufacturing	90.00%		90.00%	Establishment

	Expressin g Zone	Expressin g Zone					
Dalian Haier Refrigerator Co., Ltd.	Dalian Export Expressin g Zone	Dalian Export Expressin g Zone	Refrigerator processing and manufacturing	90.00%		90.00%	Establishment
Qingdao Haier Electronic Plastic Co., Ltd.	Qingdao Development Zone	Qingdao Development Zone	Development, assembling and sales of plastics, electronics and products	80.00%		80.00%	Establishment
Wuhan Haier Freezer Co., Ltd.	Wuhan Economic & Technological Development Zone High-tech Industrial Park	Wuhan Economic & Technological Development Zone High-tech Industrial Park	Research, manufacture and sales of freezer and other refrigeration products	95.00%	5.00%	100.00%	Establishment
Qingdao Haidarui Procurement Service Co., Ltd.	Qingdao High-tech Zone	Qingdao High-tech Zone	Develop, purchase and sell electrical products and components	98.00%	2.00%	100.00%	Establishment
Qingdao Haier Intelligent Home Appliance Technology Co., Ltd.	Qingdao High-tech Zone	Qingdao High-tech Zone	Development and application of home appliances, communication, electronics and network engineering technology	98.91%	1.09%	100.00%	Establishment
Chongqing Haier Air-conditioning Co., Ltd.	Jiangbei District, Chongqing City	Jiangbei District, Chongqing City	Manufacture and sales of air conditioners	76.92%	23.08%	100.00%	Establishment
Qingdao Haier Precision Products Co., Ltd.	Qianwang Road, Jiaonan	Qianwang Road, Jiaonan	Development and manufacture of precise		70.00%	70.00%	Establishment

	City	City	plastic, metal plate, mold and electronic products for home appliances				
Qingdao Haier Air Conditioning Equipment Co., Ltd.	Jiaonan City, Qingdao	Jiaonan City, Qingdao	Manufacture of home appliances and electronics		100.00%	100.00%	Establishment
Dalian Free Trade Zone Haier Air-conditioning Trading Co., Ltd.	Dalian Export Expressing Zone	Dalian Export Expressing Zone	Domestic trade		100.00%	100.00%	Establishment
Dalian Free Trade Zone Haier Refrigerator Trading Co., Ltd.	Dalian Export Expressing Zone	Dalian Export Expressing Zone	Domestic trade		100.00%	100.00%	Establishment
Qingdao Ding Xin Electronics Technology Co., Ltd.	Qingdao Development Zone	Qingdao Development Zone	Manufacturing and sales of electronic components		100.00%	100.00%	Establishment
Chongqing Haier Electronics Sales Co., Ltd.	Jiangbei District, Chongqing City	Jiangbei District, Chongqing City	Sales of home appliances	95.00%	5.00%	100.00%	Establishment
Chongqing Haier Refrigeration Appliance Co., Ltd.	Jiangbei District, Chongqing City	Jiangbei District, Chongqing City	Processing and manufacturing of refrigerator	84.95%	15.05%	100.00%	Establishment
Hefei Haier Refrigerator Co., Ltd.	Hefei Haier Industrial Park	Hefei Haier Industrial Park	Processing and manufacturing of refrigerator	100.00%		100.00%	Establishment
Wuhan Haier Energy and Power Co., Ltd.	Wuhan Haier Industrial Park	Wuhan Haier Industrial Park	Energy service		75.00%	75.00%	Establishment
Qingdao Haier HVAC Engineering Co., Ltd.	Qingdao Development Zone	Qingdao Development Zone	Air-conditioning engineer		100.00%	100.00%	Establishment
Chongqing Goodaymart Electric	Jiangbei District,	Jiangbei District,	Sales of home appliances and		51.00%	51.00%	Establishment

Appliance Sale Co., Ltd.	Chongqing City	Chongqing City	electronics				
Qingdao Haier (Jiaozhou) Air-conditioning Co., Limited	Jiaozhou City, Qingdao	Jiaozhou City, Qingdao	Manufacture and sale of air-conditioners		100.00%	100.00%	Establishment
Qingdao Haier Component Co., Ltd.	Jiaozhou City, Qingdao	Jiaozhou City, Qingdao	Manufacture and sales of plastic and precise sheet metal products		100.00%	100.00%	Establishment
Haier Shareholdings (Hong Kong) Limited	Hong Kong	Hong Kong	Investment	100.00%		100.00%	Establishment
Harvest International Company	Cayman Islands	Cayman Islands	Investment		100.00%	100.00%	Establishment
Shenyang Haier Refrigerator Co., Ltd.	Shenbei New Area, Shenyang City	Shenbei New Area, Shenyang City	Manufacture and sales of refrigerator	100.00%		100.00%	Establishment
Foshan Haier Freezer Co., Ltd.	Sanshui District, Foshan City	Sanshui District, Foshan City	Manufacture and sales of freezer	100.00%		100.00%	Establishment
Zhengzhou Haier Air-conditioning Co., Ltd.	Zhengzhou Economic and Technological Development Zone	Zhengzhou Economic and Technological Development Zone	Manufacture and sales of air conditioner	100.00%		100.00%	Establishment
Qingdao Haidayuan Procurement Service Co., Ltd.	Qingdao Development Zone	Qingdao Development Zone	Develop, purchase and sell electrical products and components	100.00%		100.00%	Establishment
Qingdao Haier Intelligent Technology Development Co., Ltd.	Qingdao High-tech Zone	Qingdao High-tech Zone	Development and research of home appliance products	100.00%		100.00%	Establishment

Qingdao Hairi Hi-Tech Model Co., Ltd.	Qingdao High-tech Zone	Qingdao High-tech Zone	Design, manufacture and sales of product model and mould		100.00%	100.00%	Business combination under common control
Qingdao Hai Gao Design and Manufacture Co., Ltd.	Qingdao High-tech Zone	Qingdao High-tech Zone	Industrial design and prototype production		75.00%	75.00%	Business combination under common control
Beijing Haier Guangke Digital Technology Co., Ltd.	Beijing	Beijing	Development, promotion and transfer of technology		55.00%	55.00%	Business combination under common control
Shanghai Haier Medical Technology Co., Ltd.	Shanghai	Shanghai	Wholesale and retail of medical facility		100.00%	100.00%	Establishment
Qingdao Haier Technology Co., Ltd.	Qingdao	Qingdao	Development and sales of software and information product	100.00%		100.00%	Business combination under common control
Qingdao Haier Technology Investment Co., Ltd.	Qingdao	Qingdao	Entrepreneurship investment and consulting	100.00%		100.00%	Establishment
Qingdao Casarte Smart Living Appliances Co., Ltd.	Qingdao	Qingdao	Development, production and sales of appliances		100.00%	100.00%	Establishment
Qingdao Haichuangyuan Appliances Sales Co., Ltd.	Qingdao	Qingdao	Sales of home appliances and digital products		100.00%	100.00%	Establishment
Haier Overseas Electric Appliance Co., Ltd.	Qingdao	Qingdao	Sales of home appliances, international freight forwarding	100.00%		100.00%	Establishment

Haier Group (Dalian) Electrical Appliances Industry Co., Ltd.	Dalian	Dalian	Sales of home appliances, international freight forwarding	100.00%		100.00%	Business combinat ion under common control
Qingdao Haier Central Air Conditioning Co., Ltd.	Qingdao	Qingdao	Production and sales of air conditioners and refrigeration equipment		100.00%	100.00%	Establish ment
Beijing Haier Yun Kitchen Technology Co., Ltd.	Beijing	Beijing	Technology development promotion and transfer		95.77%	95.77%	Establish ment
Chongqing Haier Home Appliance Sale Hefei Co., Ltd.	Hefei	Hefei	Sales of home appliances		100.00%	100.00%	Establish ment
Beijing Haier Zhongyou Netmedia Co., Ltd.	Beijing	Beijing	Radio and television program		51.00%	51.00%	Establish ment
Qingdao Weixi Smart Technology Co., Ltd.	Qingdao	Qingdao	Intelligent sanitary ware		71.43%	71.43%	Establish ment
Haier U+smart Intelligent Technology (Beijing) Co., Ltd.	Beijing	Beijing	Software development	100.00%		100.00%	Establish ment
Qingdao Haier Industry Intelligence Research Institute Co., Ltd.	Qingdao	Qingdao	Industrial intelligence technology	100.00%		100.00%	Establish ment
Haier (Shanghai) Electronics Co., Ltd.	Shanghai	Shanghai	Sales, research and development of home appliances	100.00%		100.00%	Establish ment
Shanghai Haier Zhongzhi Fang Chuang Ke Management Co., Ltd.	Shanghai	Shanghai	Business management consulting, chuangke management	100.00%		100.00%	Establish ment

Haier COSMO IOT Ecosystem Technology Co., Ltd.	Qingdao	Qingdao	Industrial investment, robotics and automation R&D, etc.	78.05%	9.58%	87.63%	Establishment
Maniiq (Qingdao) Intelligent Equipment Co., Ltd.	Qingdao	Qingdao	Internet of things, robot and automation research and development, design, etc.		100.00%	100.00%	Establishment
Haier Digital Technology (Shanghai) Co., Ltd.	Shanghai	Shanghai	Technology development promotes, transfer, material sales, etc.		100.00%	100.00%	Establishment
Qingdao Haier Smart Kitchen Appliance Co., Ltd.	Qingdao	Qingdao	Production and sales of kitchen smart home appliances		100.00%	100.00%	Establishment
GE Appliance (Shanghai) Co., Ltd.	Shanghai	Shanghai	Sales of home appliances		100.00%	100.00%	Establishment
Qingdao Hao Pin Hai Rui Information Technology Co., Ltd.	Qingdao	Qingdao	Develop, purchase and sales of electrical products and components		100.00%	100.00%	Establishment
Fisher&Paykelp Roduction Machinery Limited	New Zealand	New Zealand	Manufacturing of automation and customization special equipment		100.00%	100.00%	Business combination under common control
Maniiq (Singapore) Intelligent Equipment Co., Ltd.	Singapore	Singapore	Investment management		100.00%	100.00%	Establishment
Maniiq (HK) Intelligent Equipment Co., Ltd.	Hong Kong	Hong Kong	Investment management		100.00%	100.00%	Establishment
Qingdao Haier Special Refrigerating Appliance Co., Ltd.	Qingdao	Qingdao	Production and sales of home appliances		100.00%	100.00%	Establishment

Beijing Zero Micro Technology Co., Ltd.	Beijing	Beijing	Promotion of technological development		55.00%	55.00%	Establishment
Laiyang Haier Smart Kitchen Appliance Co., Ltd.	Laiyang	Laiyang	Production and sales of home appliances		100.00%	100.00%	Establishment
Aituling (Shanghai) Information Technology Co., Ltd.	Shanghai	Shanghai	Promotion of technological development		72.22%	72.22%	Establishment
Qingdao Blue Whale Technology Co., Ltd.	Qingdao	Qingdao	Industrial intelligence technology		67.00%	67.00%	Establishment
Qingdao Hailian Rongchuang Technology Co., Ltd.	Qingdao	Qingdao	Industrial intelligence technology	100.00%		100.00%	Establishment
Hefei Haier Air Conditioning Electronics Co., Ltd.	Hefei	Hefei	Production and sales of home appliances		100.00%	100.00%	Establishment
Taizhou Haier Medical Technology Co., Ltd.	Taizhou	Taizhou	Promotion of medical research and development		100.00%	100.00%	Establishment
Haier (Shanghai) Home Appliance Research and Development Center Co., Ltd.	Shanghai	Shanghai	Research and development of home appliances		100.00%	100.00%	Establishment
Haier (Shenzhen) R&D Co., Ltd.	Shenzhen	Shenzhen	Development, research and technical services of household and commercial electrical		100.00%	100.00%	Establishment
Guangzhou Haier Air Conditioner Co., Ltd.	Guangdong	Guangdong	Manufacturing of refrigeration and air conditioning equipment		100.00%	100.00%	Establishment
Qingdao Haier Institute of Investment Management Co., Ltd.	Qingdao	Qingdao	Venture Capital business		70.00%	70.00%	Establishment
Tianjin Haiyun Chuang Digital Technology Co., Ltd.	Tianjin	Tianjin	Research and development of digital technology		100.00%	100.00%	Establishment

Haier Digital Technology (Qindao) Co., Ltd.	Qingdao	Qingdao	Research and development of digital technology		100.00%	100.00%	Establishment
Haier Digital Technology (Nanjing) Co., Ltd.	Nanjing	Nanjing	Research and development of digital technology		100.00%	100.00%	Establishment
Haier Digital Technology (Wuxi) Co., Ltd.	Wuxi	Wuxi	Research and development of digital technology		100.00%	100.00%	Establishment
Haier Digital Technology (Xi'an) Co., Ltd.	Xi'an	Xi'an	Research and development of digital technology		100.00%	100.00%	Establishment
Ficoteng Intelligent Technology (Qingdao) Co., Ltd.	Qingdao	Qingdao	Intelligent device integrated service		100.00%	100.00%	Establishment
Qingdao Yunshang Yuyi IOT Technology Co., Ltd.	Qingdao	Qingdao	IoT technology research and development, sales of home appliances, digital products and accessories, clothing shoes and hats, textiles, daily necessities, and furniture		70.00%	70.00%	Establishment
Haiyu (Shanghai) Intelligent Technology Co., Ltd.	Shanghai	Shanghai	Rental of apartments, intelligent equipment, etc.		70.00%	70.00%	Establishment
Tianjin Haier Zhikong Electronics Co., Ltd.	Tianjin	Tianjin	Development and manufacturing of automatic control system		100.00%	100.00%	Establishment
Hefei Haier Intelligent Electronics Co., Ltd.	Hefei	Hefei	Development and manufacturing of automatic control system		100.00%	100.00%	Establishment
Qingdao Haizhi Investment Management Co., Ltd.	Qingdao	Qingdao	Asset management, equity investment.		100.00%	100.00%	Establishment

Qingdao Haiduv Health Technology Co., Ltd.	Qingdao	Qingdao	Design and development of home appliance		70.00%	70.00%	Establishment
Qingdao Jijia Cloud Intelligent Technology Co., Ltd.	Qingdao	Qingdao	R&D and sales of lighting appliances		80.00%	80.00%	Establishment
Qingdao Penghai Software Co., Ltd. (青 岛鹏海软件有限公司)	Qingdao	Qingdao	Information transmission, software and information technology services		60.01%	60.01%	Business combination under common control
Qingdao Haier Energy & Power Co., Ltd.	Qingdao	Qingdao	Water, electricity, steam heat supply		100.00%	100.00%	Business combination under common control
Haier Digital Technology (Guangzhou) Co., Ltd. (海尔数字科技(广州)有限公司)	Guangzhou	Guangzhou	Scientific research and technical service		100.00%	100.00%	Establishment
Xiong'an Haier Digital Technology Co., Ltd. (雄安海尔数字科技有限公司)	Hebei	Hebei	Scientific research and technical service		100.00%	100.00%	Establishment
Qingdao Haopin Haizhi Information Technology Co., Ltd. (青岛好品海智信息技术有限公司)	Qingdao	Qingdao	Information technology consulting services		100.00%	100.00%	Establishment
Qingdao Haimeihui Management Consulting Co., Ltd. (青岛海美汇管理咨询有限公司)	Qingdao	Qingdao	Leasing and business services		100.00%	100.00%	Establishment

Wuxi Yunshang Internet of Clothing Technology Co., Ltd. (无锡云裳衣联网科技有限公司)	Wuxi	Wuxi	Internet of Things technology R & D		100.00%	100.00%	Establishment
Qingdao Guochuang Intelligent Household Appliance Research Institute Co., Ltd.(青岛国创智能家电研究院有限公司)	Qingdao	Qingdao	Scientific research and technical service		100.00%	100.00%	Establishment
Shenyang Haichen Zhilian Technology Co., Ltd. (沈阳海辰智联科技有限公司)	Shenyang	Shenyang	Wholesale and retail		60.00%	60.00%	Establishment
Hangzhou Gandao Intelligent Technology Co., Ltd. (杭州甘道智能科技有限公司)	Hangzhou	Hangzhou	Technology development, service		60.00%	60.00%	Establishment
Microenterprises such as Qingdao Hai Heng Feng Electrical Appliances Sale & Service Co., Ltd.	All over the country	All over the country	Sales of home appliances				Establishment

Reasons for including subsidiaries which the Company has 50% or less of the equity into the scope of consolidated financial statements:

At the end of the reporting period, the Company had substantial control over the finance and operation of Haier Electronics Group Co., Ltd., and small companies like Qingdao Hai Heng Feng Electrical Appliances Sale & Service Co., Ltd, which were included into the scope of consolidated financial statements.

Reason for the ratio of voting rights higher than the ratio of shareholding of Haier Electronics Group Co., Ltd.: on 10 July 2015, HCH (HK) Investment Management Co., Limited (hereinafter referred to as 'HCH') signed a Shareholder Voting Right Entrustment Agreement with the Company. HCH entrusted the Company to exercise the underlying shareholder voting rights of 336,600,000 shares of Haier Electronics Group Co., Ltd. Both parties agreed that HCH will not revoke the entrustment and authorization to the

Company unless the Company issues a written notice of revoking trustee to HCH.

(2) Material non-wholly owned subsidiaries

Name of associates	Shareholding of minority shareholders	Profit or loss attributable to minority shareholders in the current period	Distribute dividends to minority shareholders in the current period	Balance of minority shareholders' equity at the end of the period
Haier Electronics Group Co., Ltd.	54.13%	4,079,009,887.16	547,686,383.15	16,109,313,923.63
Guizhou Haier Electronics Co., Ltd.	41.00%	12,714,502.23	10,660,000.00	112,122,562.30
Wuhan Haier Electronics Co., Ltd.	40.00%	25,240,212.45	8,000,000.00	265,183,244.33

(3) Summarized financial information in respect of material non-wholly owned subsidiaries

Name of subsidiary	Closing balance					
	Current assets	Non-current assets	Total assets	Current liabilities	Non-current liabilities	Total liabilities
Haier Electronics Group Co., Ltd.	35,532,721,320.45	14,246,629,453.30	49,779,350,773.75	19,005,798,243.85	1,368,203,239.83	20,374,001,483.68
Guizhou Haier Electronics Co., Ltd.	395,985,056.11	62,937,392.59	458,922,448.70	177,929,542.31	7,523,242.30	185,452,784.61
Wuhan Haier Electronics Co., Ltd.	968,026,486.23	159,403,524.03	1,127,430,010.26	464,471,899.44		464,471,899.44

(Continued)

Name of subsidiary	Opening balance					
	Current assets	Non-current assets	Total assets	Current liabilities	Non-current liabilities	Total liabilities
Haier Electronics Group Co., Ltd.	37,285,916,287.75	10,570,207,407.75	47,856,123,695.50	19,178,901,750.12	2,491,525,471.89	21,670,427,222.01
Guizhou Haier Electronics Co., Ltd.	522,694,157.33	49,721,058.77	572,415,216.10	302,856,533.06	1,100,000.00	303,956,533.06
Wuhan Haier	941,594,837.71	149,527,217.84	1,091,122,055.55	471,264,475.86		471,264,475.86

Electronics Co., Ltd.						
-----------------------	--	--	--	--	--	--

Name of subsidiary	Amount for the current period			
	Operating revenue	Net profit	Total comprehensive income	Cash flow from operating activities
Haier Electronics Group Co., Ltd.	80,163,616,510.79	7,393,576,960.88	7,449,383,123.24	4,776,998,171.71
Guizhou Haier Electronics Co., Ltd.	1,408,675,861.26	31,010,981.05	31,010,981.05	168,289,320.95
Wuhan Haier Electronics Co., Ltd.	1,996,073,968.98	63,100,531.13	63,100,531.13	254,103,821.03

(Continued)

Name of subsidiary	Amount for the previous period			
	Operating revenue	Net profit	Total comprehensive income	Cash flow from operating activities
Haier Electronics Group Co., Ltd.	85,376,423,035.20	4,097,569,326.80	4,323,139,015.38	4,406,448,804.72
Guizhou Haier Electronics Co., Ltd.	1,205,308,014.04	29,067,991.87	29,067,991.87	-63,792,645.00
Wuhan Haier Electronics Co., Ltd.	2,250,957,874.26	62,155,769.83	62,155,769.83	-85,652,495.51

2. Transactions leading to the change of shareholding in subsidiaries but not losing the control

√ Applicable □ Not Applicable

(1). Description of changes in the share of owners' equity in subsidiaries

√ Applicable □ Not Applicable

The Company purchased the equity interest of a subsidiary, Haier Electronics Group Co., Ltd. from a secondary market, and its minority shareholders' exercise for the current period or reduced capital, which leads to changes in the Company's shareholding ratio. Capital contribution not proportional to the original shareholding results in changes of shareholding ratio in the subsidiary. The Company and the subsidiary of the Company acquired minority shareholding, which results in changes in the Company's shareholding ratio; Capital contribution by minority shareholders of the subsidiary of the Company leads to changes in the Company's shareholding ratio.

(2). Impact of the transactions on non-controlling interest and the equity attributable to shareholders of the Company:

Items	Haier Electronics Group Co., Ltd.	Others
Total Consideration for acquisition/disposal	485,705,569.46	685,874,018.94
Less: share of net assets of subsidiaries in respect to the shareholding proportion acquired/disposed	-407,376,870.31	1,003,215,503.65

Difference	-893,082,439.77	317,341,484.71
Including: capital reserve adjustment	-893,082,439.77	317,341,484.71

3. Interests in joint ventures and associates

√ Applicable □ Not Applicable

(1) Associates

Name of joint venture	Principal place of business	Place of registration	Nature of business	Shareholding	Accounting treatment of investment
Wolong Electric (Jinan) Motor Co., Ltd.	Jinan	Jinan	Motor Manufacturing	30.00%	Equity method
Qingdao Hegang New Material Technology Co., Ltd. (青岛河钢新材料科技股份有限公司)	Qingdao	Qingdao	Steel plate manufacturing	25.65%	Equity method
Qingdao Haier SAIF Smart Home Industry Investment Center (Limited Partnership)	Qingdao	Qingdao	Venture Capital	63.13%	Equity method
Mitsubishi Heavy Industries Haier (Qingdao) Air-conditioners Co., Ltd.	Qingdao	Qingdao	Manufacturing of home appliances	45.00%	Equity method
Qingdao Haier Carrier Refrigeration Equipment Co., Ltd.	Qingdao	Qingdao	Manufacturing of home appliances	49.00%	Equity method
Haier Group Finance Co., Ltd.	Qingdao	Qingdao	Financial services	42.00%	Equity method
Qingdao Haier Software Investment Co., Ltd.	Qingdao	Qingdao	Software development	25.00%	Equity method
Beijing Mr. Hi Network Technology Company Limited	Beijing	Beijing	Technology development	29.03%	Equity method
Hefei Feier Smart Technology Co., Ltd.	Hefei	Hefei	Technology development	40.00%	Equity method
Bank of Qingdao Co., Ltd.	Qingdao	Qingdao	Commercial Bank	8.65%	Equity method
Beijing Xiaobei Technology Co., Ltd.	Beijing	Beijing	Sales of home appliances	42.75%	Equity method
Qingdao Haier Multimedia Co., Ltd.	Qingdao	Qingdao	R&D and sales of television	20.20%	Equity method
Beijing ASU Tech Co. Ltd	Beijing	Beijing	Technical service import and export business	42.61%	Equity method
Shenzhen Genyuan Environmental Protection	Shenzhen	Shenzhen	Technical	18.77%	Equity

Technology Co., Ltd. (深圳根元环保科技有限公司)			advisory services		method
Qingdao Haimu Investment Management Co., Ltd. (青岛海慕投资管理有限公司)	Qingdao	Qingdao	Investment management	49.00%	Equity method
Qingdao Haimu Smart Home Investment Partnership (Limited Partnership)	Qingdao	Qingdao	Investment management	24.00%	Equity method
Shandong Haibida Big Data Co., Ltd. (山东海必达大数据有限公司)	Zibo	Zibo	Big data resource service	40.00%	Equity method
Qingdao Xinaohaizhi Energy Co., Ltd. (青岛新奥海智能能源有限公司)	Qingdao	Qingdao	Production and sales of energy	49.00%	Equity method
Qingdao Zhongzaihaina Environmental Services Co., Ltd. (青岛中再海纳环境服务有限公司)	Qingdao	Qingdao	Resale of used materials	20.00%	Equity method
Guangzhou Heying Investment Partnership (Limited Partnership)	Guangzhou	Guangzhou	Investment	50.00%	Equity method
Qingdao Java Cloud Network Technology Co., Ltd.	Qingdao	Qingdao	Home online service	24.93%	Equity method
Bingji (Shanghai) Corporate Management Co., Ltd.(冰戟 (上海) 企业管理有限公司)	Shanghai	Shanghai	Investment management	45.00%	Equity method
Youjin (Shanghai) Corporate Management Co., Ltd.(优瑾 (上海) 企业管理有限公司)	Shanghai	Shanghai	Investment management	45.00%	Equity method
RRS (Shanghai) Investment Co., Ltd. (日日顺 (上海) 投资有限公司)	Shanghai	Shanghai	Investment management	45.00%	Equity method
Haier Best Water Technology Co., Ltd. (倍世海尔饮水科技有限公司)	Qingdao	Qingdao	Water equipment technology development service	49.00%	Equity method
Konan Electronic Co., Ltd.	Japan	Japan	Motor Manufacturing	50.00%	Equity method
HPZ LIMITED	Nigeria	Nigeria	Manufacturing of home appliances	25.01%	Equity method
HNR Company (Private) Limited	Pakistan	Pakistan	Manufacturing of home appliances	31.72%	Equity method
Meiling Candy Washing Machine Co., Ltd.	Hefei	Hefei	Manufacturing	40%	Equity

(美菱卡迪洗衣机有限公司)			of home appliances		method
Controladora Mabe S.A.deC.V.	Mexico	Mexico	Manufacturing of home appliances	48.41%	Equity method
Middle East Air conditioning Company, Limited	Saudi Arabia	Saudi Arabia	Sales of home appliances	49.00%	Equity method

(2) The major financial information of important associates

①The basic profile of important associates

a. Haier Group Finance Co., Ltd. (hereinafter referred to as 'Finance company') was established by Haier Group Corporation and its three affiliates. Registration place and principal place of business: No.178-2 Haier Road, Laoshan District, Qingdao City. The Company's subsidiaries hold an aggregate of 42.00% equity interest in Finance Company.

b. General Electric Company has participated in the capital contribution to the establishment of Controladora Mabe S.A.de C.V. (hereinafter referred to as 'MABE'). In June 2016, a subsidiary of the Company acquired 48.41% of equity interests in MABE held by General Electric Company. The registered address and principal place of business of MABE is Mexico. The subsidiaries of the Company hold approximately 48.41% of equity interests in MABE in total.

c. Bank of Qingdao Co., Ltd. (hereinafter referred to as 'Qingdao Bank'), one of the first city commercial banks in China, was established in November 1996. The registered place and principal place of business of Qingdao Bank is No.68 Hong Kong Middle Road, Shinan District, Qingdao, Shandong Province. The Company and its subsidiaries hold approximately 8.65% of equity interests in Qingdao Bank in total at the end of the period.

②Financial information of important associates:

Items	Finance company	
	Closing balance/Amount for the current period	Opening balance/Amount for the previous period
Current assets	61,570,216,228.62	59,524,840,580.99
Non-current assets	5,905,904,013.65	6,772,155,247.83
Total assets	67,476,120,242.27	66,296,995,828.82
Current liabilities	52,896,669,320.65	51,568,658,834.34
Non-current liabilities	268,470,616.43	1,857,007,615.76
Total liabilities	53,165,139,937.08	53,425,666,450.10
Minority equity interests		
Equity attributable to shareholders of the parent company	14,310,980,305.19	12,871,329,378.72
Including: share of net assets calculated per shareholding percentage	6,010,611,728.26	5,405,958,339.07

Operating revenue	2,540,718,904.25	2,564,135,945.96
Net profit	1,719,606,817.98	1,643,680,363.91
Other comprehensive income	20,044,108.65	77,917,520.22
Total comprehensive income	1,739,650,926.63	1,721,597,884.13
Dividend received from associates for the year	126,000,000.00	210,000,000.00

(Continued)

Items	MABE	
	Closing balance/Amount for the current period	Opening balance/Amount for the previous period
Current assets	6,554,356,162.20	6,401,986,096.80
Non-current assets	11,976,635,517.00	10,722,377,360.00
Total assets	18,530,991,679.20	17,124,363,456.80
Current liabilities	8,493,118,880.40	8,729,901,178.40
Non-current liabilities	5,735,182,853.40	4,762,051,909.60
Total liabilities	14,228,301,733.80	13,491,953,088.00
Minority equity interests		
Equity attributable to shareholders of the parent company	4,302,689,945.40	3,632,410,368.80
Including: share of net assets calculated per shareholding percentage	2,083,138,731.69	1,758,624,215.23
Operating revenue	22,678,063,972.00	20,407,164,879.93
Net profit	730,090,236.00	299,739,661.91
Other comprehensive income	89,711,280.60	62,998,185.36
Total comprehensive income	819,801,516.60	362,737,847.27
Dividend received from associates for the year	66,718,276.58	

(Continued)

Items	BOQ	
	Closing balance/Amount for the current period	Opening balance/Amount for the previous period
Current assets	238,853,193,000.00	181,349,759,000.00
Non-current assets	134,768,957,000.00	136,308,743,000.00
Total assets	373,622,150,000.00	317,658,502,000.00
Current liabilities	264,534,891,000.00	223,355,408,000.00
Non-current liabilities	78,609,341,000.00	66,806,370,000.00
Total liabilities	343,144,232,000.00	290,161,778,000.00
Minority interests	562,458,000.00	511,751,000.00

Equity attributable to shareholders of the parent company	29,915,460,000.00	26,984,973,000.00
Including: share of net assets calculated per shareholding percentage	2,586,957,693.97	2,592,829,635.67
Operating revenue	9,616,315,000.00	7,371,953,000.00
Net profit	2,335,522,000.00	2,043,389,000.00
Other comprehensive income	105,037,000.00	1,016,364,000.00
Total comprehensive income	2,440,559,000.00	3,059,753,000.00
Dividend received from associates for the year	77,995,640.00	77,995,640.00

(3). Summarized financial information of insignificant associates and joint ventures

√ Applicable □ Not Applicable

Unit and Currency: RMB

	Closing balance/Amount for the current period	Opening balance/Amount for the previous period
Associates		
Wolong Electric (Jinan) Motor Co., Ltd.	123,555,578.44	123,281,802.39
Qingdao Hegang New Material Technology Co., Ltd. (青岛河钢新材料科技股份有限公司)	280,063,773.80	262,284,357.65
Qingdao Haier SAIF Smart Home Industry Investment Center (Limited Partnership)	434,540,103.12	362,380,221.29
Mitsubishi Heavy Industries Haier (Qingdao) Air Conditioner Co., Ltd.	643,056,436.86	622,643,614.66
Qingdao Haier Carrier Refrigeration Equipment Co., Ltd.	395,933,487.26	332,723,126.50
Qingdao Haier Multimedia Co., Ltd.	432,386,801.26	555,084,616.71
Qingdao Haier Software Investment Co., Ltd.	19,636,136.75	18,193,519.15
Hefei Feier Smart Technology Co., Ltd.	758,188.30	
Qingdao Xinaohaizhi Energy Co., Ltd. (青岛新奥海智能能源有限公司)	25,966,044.95	25,075,683.85
Qingdao Zhongzaihaina Environmental Services Co., Ltd. (青岛中再海纳环境服务有限公司)	2,261,258.70	2,192,958.60
Shandong Haibida Big Data Co., Ltd. (山东海必达大数据有限公司)	5,332,640.10	
Beijing Mr. Hi Network Technology Company Limited	3,757,759.75	3,757,759.75

Beijing Xiaobei Technology Co., Ltd.	2,687,341.82	2,687,341.82
Beijing ASU Tech Co., Ltd.	5,862,115.78	30,062,027.79
Shenzhen Genyuan Environmental Protection Technology Co., Ltd.	6,914,487.73	7,849,992.00
Qingdao Haimu Investment Management Co., Ltd.	2,198,276.46	2,078,341.37
Qingdao Haimu Smart Home Investment Partnership (Limited Partnership)	48,046,197.64	48,001,070.25
Guangzhou Heying Investment Partnership (Limited Partnership)	219,198,634.81	176,064,809.68
Qingdao Home Wow Cloud Network Technology Co., Ltd.	3,168,859.99	1,216,581.32
Beijing Cangxiaowei Supply Chain Management Co., Ltd.		791,316.97
Bingji (Shanghai) Corporate Management Co., Ltd.(冰戟(上海)企业管理有限公司)	894,539,765.00	
Youjin (Shanghai) Corporate Management Co., Ltd.(优瑾(上海)企业管理有限公司)	1,625,617,754.55	
RRS (Shanghai) Investment Co., Ltd. (日日顺(上海)投资有限公司)	2,954,850,462.82	
Haier Best Water Technology Co., Ltd. (倍世海尔饮水科技有限公司)	21,725,345.26	
Meiling Candy Washing Machine Co., Ltd. (美菱卡迪洗衣机有限公司)	23,222,136.38	
Konan Electronic Co., Ltd.	71,196,748.97	74,799,791.29
HNR Company (Private) Limited	104,557,145.65	91,076,038.80
HPZ LIMITED	78,149,551.49	88,800,332.55
MiddleEast Air conditioning Company, Limited	19,002,595.66	18,208,123.96
Total book value of investment	8,448,185,629.30	2,849,253,428.35
Total amount of the following items calculated based on shareholding percentage		
--Net profit	180,891,658.30	343,024,634.11
--Other comprehensive income	53,473,733.11	22,221,841.23
--Total comprehensive income	234,365,391.41	365,246,475.34

X. Segment report

(1) Determining basis and accounting policy of reporting segment

✓ Applicable ☐ Not Applicable

The Company is principally engaged in manufacture and sales of home appliances and relevant services business, manufacture of upstream home appliances parts, distribution of products of third-party, logistics and after-sale business. The Company has three business segments: (1) China smart home business segment; (2) Overseas home appliance and smart home business segment; (3) Other business segments. The management of the Company assesses operating performance of each segment and allocates resources according to the division. Sales between segments were mainly based on market price.

(1) China smart home business segment consists of:

- ① Internet of Food solutions: mainly engages in production and sales of refrigerator/freezers and kitchen appliances.
- ② Internet of Clothing solutions: mainly engages in production and sales of washing machine products.
- ③ Air energy solutions: mainly engages in production and sales of air conditioners.
- ④ Whole house water solutions: mainly engages in production and sales of water home appliances such as water heaters and water purification products.

(2) Overseas home appliance and smart home business segment mainly includes overseas business segments such as GEA, FPA, Candy and so on.

(3) Other business segments: mainly include channel industrial Internet of Things, equipment components, small home appliance business and others.

As the centralized management under the headquarters or not being included in the assessment scope of segment management, the total assets of segment exclude monetary funds, financial assets held for trading, derivative financial assets, dividends receivable, assets held for sale, other current assets, investments in other equity instruments, long-term receivables, long-term equity investment, goodwill, deferred tax assets; the total liabilities of segment exclude long-term and short-term borrowings, financial liabilities held for trading, derivative financial liabilities, dividends payables, tax payable, liabilities held for sale, bonds payable, deferred tax liabilities, other non-current liabilities; operating profit of segment exclude financial expenses, gains/(losses) on changes in fair value, gains on investment, gains on disposal of assets, non-VAT refundable upon imposition component of other income, non-operating income and expense and income tax.

(1) Information of reportable segments

Segment information for the period

Segment information	China smart home business				
	Internet of Food solutions		Air energy solutions	Internet of clothing solutions	Whole house water solutions
	Refrigerator/freezers	Kitchen appliances	Air conditioners	Washing machine	Water home appliances
Segment revenue	32,750,326,078.30	2,439,910,684.24	23,492,695,375.69	24,444,678,571.04	9,596,820,492.67
Including: external revenue	30,426,716,732.19	2,153,844,464.99	20,366,461,301.32	22,113,172,727.02	9,521,215,941.39
Inter-segment revenue	2,323,609,346.11	286,066,219.25	3,126,234,074.37	2,331,505,844.02	75,604,551.28
Total segment operating cost	30,638,715,948.74	2,417,186,983.20	23,480,758,896.26	22,325,534,630.18	8,479,922,900.93
Segment operating profit	2,111,610,129.56	22,723,701.04	11,936,479.43	2,119,143,940.86	1,116,897,591.74
Total segment assets	10,182,685,599.34	1,601,295,526.79	16,080,937,914.13	9,674,956,522.67	3,321,820,888.60
Total segment liabilities	30,598,595,271.84	1,468,196,660.29	8,590,183,771.36	7,447,258,502.94	4,135,690,962.81

(Continued)

Segment information	Overseas home appliance and smart home business	Other business	Inter-segment eliminations	Total
Segment revenue	92,913,936,593.05	88,576,700,061.08	-73,453,084,599.50	200,761,983,256.57
Including: external revenue	92,392,836,342.58	23,787,735,747.08	-	200,761,983,256.57
Inter-segment revenue	521,100,250.47	64,788,964,314.00	-73,453,084,599.50	-
Total segment operating cost	89,758,855,043.71	88,359,287,313.74	-73,496,036,895.98	191,964,224,820.78
Segment operating profit	3,155,081,549.34	217,412,747.34	42,952,296.48	8,797,758,435.79
Total segment assets	45,754,466,477.11	48,931,878,145.26	-38,979,895,269.93	96,568,145,803.97
Total segment liabilities	24,233,067,377.15	48,310,739,488.06	-39,098,430,484.39	85,685,301,550.06

Segment information for the corresponding period of last year

Segment information	China smart home business				
	Internet of Food solutions		Air energy solutions	Internet of Clothing solutions	Whole house water solutions
	Refrigerator/freezers	Kitchen appliances	Air conditioners	Washing machine	Water home appliances
Segment revenue	31,618,872,869.99	2,467,385,543.83	26,644,694,447.79	22,508,306,838.44	8,855,929,559.20
Including: external revenue	29,642,460,432.51	2,274,145,697.59	23,420,074,096.71	20,853,109,973.16	8,812,187,214.25
Inter-segment revenue	1,976,412,437.48	193,239,846.24	3,224,620,351.08	1,655,196,865.28	43,742,344.95
Total segment operating cost	29,524,317,142.86	2,444,820,362.63	25,502,931,385.40	20,537,035,519.06	7,826,548,213.09
Segment operating profit	2,094,555,727.13	22,565,181.20	1,141,763,062.39	1,971,271,319.38	1,029,381,346.11
Total segment assets	4,977,870,537.68	1,711,385,923.34	14,369,768,636.22	8,221,907,424.42	2,752,966,020.93
Total segment liabilities	23,184,725,560.95	1,314,431,145.96	7,379,641,491.01	5,592,378,286.22	3,316,856,450.71

(Continued)

Segment information	Overseas home appliance and smart home business	Other business	Inter-segment eliminations	Total
Segment revenue	75,425,133,144.38	88,069,187,883.20	-71,481,028,327.56	184,108,481,959.27
Including: external revenue	74,896,928,604.96	24,209,575,940.09	-	184,108,481,959.27
Inter-segment revenue	528,204,539.42	63,859,611,943.11	-71,481,028,327.56	-
Total segment operating cost	72,347,701,707.95	87,613,861,152.44	-71,431,056,574.56	174,366,158,908.87

Segment operating profit	3,077,431,436.43	455,326,730.76	-49,971,753.00	9,742,323,050.40
Total segment assets	33,831,326,295.02	47,420,138,907.67	-29,693,450,492.74	83,591,913,252.54
Total segment liabilities	16,366,452,912.55	45,967,024,081.00	-29,415,363,159.35	73,706,146,769.05

(2) Geographical information

‘Other countries/regions’ in this report refers to all other countries/regions (including Hong Kong and Macau Special Administration Region and Taiwan) other than the mainland China for the purpose of information disclosure.

External transaction revenue

Items	Amount for the current period	Amount for the previous period
Mainland China	106,643,054,818.57	106,908,575,758.43
Other countries/regions	94,118,928,438.00	77,199,906,200.84
Among which:		
America	57,921,805,254.95	52,808,964,340.83
Australia	5,351,975,416.93	5,059,554,142.64
South Asia	6,339,528,301.47	5,971,048,523.39
Europe	15,194,566,954.73	4,139,629,938.57
Southeast Asia	3,705,563,558.54	3,197,828,869.18
Middle East and Africa	1,117,998,276.01	968,609,176.61
Japan	3,248,939,012.25	2,957,892,839.19
Others	1,238,551,663.12	2,096,378,370.43
Total	200,761,983,256.57	184,108,481,959.27

Total non-current assets

Items	Closing balance	Opening balance
Mainland China	14,257,835,282.97	15,396,373,909.72
Other countries/regions	25,259,765,320.54	18,248,137,105.45
Total	39,517,600,603.51	33,644,511,015.17

Total non-current assets exclude: other equity instrument investments, long-term equity investments, goodwill, deferred tax assets, and other non-current financial assets.

XI. Disclosure of fair value

1. Assets and liabilities measured at fair value

The level to which the fair value measurement result belongs is determined by the lowest level to which the input value is significant to the fair value measurement as a whole:

Level 1: Unadjusted quotes for the same asset or liability in an active market

Level 2: Inputs that are directly or indirectly observable for related assets or liabilities, except for Level 1 inputs.

Level 3: Unobservable inputs of related assets or liabilities.

At the end of the period

Items	Input used for fair value measurement			
	Quotes in an active market (Level 1)	Important observable input (Level 2)	Important unobservable input (Level 3)	Total
Continuously measured at fair value				
Financial assets held for trading	400,433.88	283,548,675.00	24,185,898.17	308,135,007.05
Including: Bank wealth management products		198,614,361.33		198,614,361.33
Forward exchange contract		84,934,313.67		84,934,313.67
Investment in equity instruments	400,433.88		24,185,898.17	24,586,332.05
Derivative financial assets		19,158,132.45		19,158,132.45
Including: Forward exchange contract		17,241,833.10		17,241,833.10
Forward commodity contract		1,916,299.35		1,916,299.35
Other equity instruments	19,467,066.04		1,376,492,812.88	1,395,959,878.92
Including: Equity instruments measured at fair value and changes of which included in other comprehensive income	19,467,066.04		1,376,492,812.88	1,395,959,878.92
Other non-current financial assets		294,547,364.47		294,547,364.47

Including: Bank wealth management products		294,547,364.47		294,547,364.47
Other non-current assets		62,836,363.78	14,220,964.80	77,057,328.58
Including: Other non-current financial assets		62,836,363.78	14,220,964.80	77,057,328.58
Financial liabilities held for trading		42,799,173.35		42,799,173.35
Including: Forward exchange contract		42,799,173.35		42,799,173.35
Derivative financial liabilities		99,548,853.97		99,548,853.97
Including: Forward exchange contract		85,557,428.14		85,557,428.14
Interest rate swap agreement		13,991,425.83		13,991,425.83
Other non-current liabilities		-	54,598,203.27	54,598,203.27
Including: Obligation of repurchasing the minority equity rights			54,598,203.27	54,598,203.27

At the beginning of the period

Items	Input used for fair value measurement			
	Quotes in an active market (Level 1)	Important observable input (Level 2)	Important unobservable input (Level 3)	Total
Continuously measured at fair value				
Financial assets held for trading	519,213.09	1,756,325,976.41	18,803,198.26	1,775,648,387.76
Including: Bank wealth management products		1,567,648,908.00		1,567,648,908.00
Forward foreign exchange contract		188,677,068.41		188,677,068.41
Investment in equity instruments	519,213.09		18,803,198.26	19,322,411.35
Derivative financial assets		96,723,164.37		96,723,164.37
Including: Forward exchange contract		39,494,394.98		39,494,394.98

Interest rate swap agreement		57,228,769.39		57,228,769.39
Other equity instruments	17,420,711.90		1,382,895,748.44	1,400,316,460.34
Including: Equity instruments measured at fair value and changes of which included in other comprehensive income	17,420,711.90		1,382,895,748.44	1,400,316,460.34
Other non-current financial assets		327,358,825.57		327,358,825.57
Including: Bank wealth management products		327,358,825.57		327,358,825.57
Other non-current assets		49,499,757.96	46,019,000.00	95,518,757.96
Including: Other non-current financial assets		49,499,757.96	46,019,000.00	95,518,757.96
Financial liabilities held for trading		218,748,280.33		218,748,280.33
Including: Forward foreign exchange contract		211,934,956.99		211,934,956.99
Forward foreign exchange options		6,813,323.34		6,813,323.34
Derivative financial liabilities		35,603,754.54		35,603,754.54
Including: Forward foreign exchange contract		24,384,482.19		24,384,482.19
Forward commodity contract		11,219,272.35		11,219,272.35
Other non-current liabilities		1,587,403,337.19	210,624,307.28	1,798,027,644.47
Including: Obligation of repurchasing the minority equity rights		1,587,403,337.19	204,919,000.00	1,792,322,337.19
Contingent consideration			5,705,307.28	5,705,307.28

For financial instruments traded in an active market, the Company determines its fair value based on its quotes in an active market; for financial instruments not traded in an active market, the Company uses valuation techniques to determine its fair value.

2. The basis for determining the fair value of the continual Level 2 fair value measurement items:

Items	Fair value at the end of the period	Valuation techniques
Financial assets held for trading		
Including: Bank wealth management products	198,614,361.33	Discounted cash flow
Forward exchange contract	84,934,313.67	Bank quote for similar products
Derivative financial assets		
Including: Forward exchange contract	17,241,833.10	Bank quote for similar products
Forward commodity contract	1,916,299.35	Futures exchange quote for similar products
Other non-current financial assets		
Including: Bank wealth management products	294,547,364.47	Discounted cash flow
Other non-current assets		
Including: Other non-current financial assets	62,836,363.78	Discounted cash flow model
Financial liabilities held for trading		
Including: Forward exchange contract	42,799,173.35	Bank quote for similar products
Derivative financial liabilities		
Including: Forward exchange contract	85,557,428.14	Bank quote for similar products
Interest rate swap agreement	13,991,425.83	Bank quote for similar products

3. Continual Level 3 fair value measurement major items, the valuation techniques adopted and information of important parameters

Items	Fair value at the end of the period	Valuation technique	Significant unobservable input	Range	Sensitivity of fair value to the input
Other equity instruments					

Including: SINOPEC Fuel Oil Sales Corporation Limited (中 国石化销售股 份有限公司)	1,242,930,000	Valuation on multipl es	1. Average P/E multiple of peers 2. Discount for lack of marketabilit y	1. 16.92- 17.27 2. 9%-11%	1. 1% increase (decrease) in multiple would result in increase (decrease) in fair value by RMB 12,429,000. 2. 1% increase (decrease) in the risk- free interest rate would result in decrease (increase) in fair value by RMB 13,810,000.
--	---------------	----------------------------------	--	---------------------------------	---

4. Financial instruments not measured at fair value

Items	Closing book value	Closing fair value
Bonds payable (exchangeable corporate bonds issued in 2017)	7,004,585,761.43	7,087,065,405.00

Financial assets and financial liabilities not measured at fair value include: monetary funds, bills receivable, accounts receivable, other receivables, other current assets, long-term and short-term borrowings, bills payable, accounts payable, other payables, long-term payables, bonds payable, etc.. Except for the difference between the book value and fair value of bonds payable disclosed above, the difference between the book value and fair value of financial assets and financial liabilities not measured at fair value at the end of the period is small.

XII. Related parties and related transactions

(I) Explanation for basis of identifying related party

According to Accounting Standards for Business Enterprises No. 36 — Related Party Disclosures, parties are considered to be related if one party has the ability to control or jointly control the other party or exercise significant influence over the other party. Parties (two or more than two) are also considered to be related if they are subject to common control, joint control or significant influence from other party.

According to Management Practices for Information Disclosure of Listed Company (China Securities Regulatory Commission Order No. 40), related legal entity or individual will be identified as related parties in certain occasions.

(II) Relationships between related parties

1. Information about the parent company and other companies holding shares of the Company

Name	Type of enterprise	Registered place	Registered capital	Legal representative	Relationships with the Company	Interest in the Company	Voting rights to the Company
Haier Group Corporation	Collective	Qingdao High-tech	311,180,000	Zhang Ruimin	Parent Company	16.30%	16.30%

	ownership company	Zone Haier Park					
Haier Electric Appliances International Co., Ltd.	Joint-stock company	Qingdao High-tech Zone Haier Park	631,930,635	Zhang Ruimin	Subsidiary of Parent Company	19.13%	19.13%
Qingdao Haier Venture & Investment Information Co., Ltd.	Company with limited liability	Qingdao Free Trade Zone	923,000,000	Zhou Yunjie	Parties acting in concert of Parent Company	2.62%	2.62%
Qingdao Haichuangzhi Management Consulting Enterprise (Limited Partnership)	Limited partnership company	Qingdao High-tech Zone Haier Park	1,053,306,000	Zhang Ruimin	Parties acting in concert of Parent Company	1.11%	1.11%
Haier International Co., Limited	Company with limited liability	Hong Kong	10,000 (Hong Kong Dollars)	/	Parties acting in concert of Parent Company	0.87%	0.87%

2. Subsidiaries of the Company

The details of the subsidiaries of the Company are detailed in Note IX.1 the disclosure of interests in subsidiaries.

☐Applicable ☒Not Applicable

3. Associates and joint ventures of the Company

The details of the associates and joint ventures of the Company are detailed in Note VII. 12 and Note IX. 3

☐Applicable ☒Not Applicable

Other associates or joint ventures that have related party transactions with the Company for the current period or have related party transactions with the Company for the previous period and have formed balances are as follows

☐Applicable ☒Not Applicable

Other explanations

□Applicable √Not Applicable

4. Other related parties

√ Applicable □ Not Applicable

Other related parties	Relationship between other related parties and the Company
Qingdao Haier Parts Procurement Co., Ltd.	Subsidiary of Haier Group
Chongqing Haier Electrical Appliances Sales Co., Ltd.	Subsidiary of Haier Group
Qingdao Haier Goodaymart Logistic Co., Ltd.	Subsidiary of Haier Group
Qingdao Goodaymart Supply Chains Co., Ltd.	Subsidiary of Haier Group
Hefei Haier Logistics Co., Limited	Subsidiary of Haier Group
Chongqing Haier Logistics Co., Ltd.	Subsidiary of Haier Group
Qingdao Haier International Trading Co., Ltd.	Subsidiary of Haier Group
Qingdao Haier Special Plastic Development Co., Ltd.	Subsidiary of Haier Group
Qingdao Haiyongda Property Management Co., Ltd.	Subsidiary of Haier Group
Qingdao Haier Household Integration Co., Ltd.	Subsidiary of Haier Group
Qingdao Haier Tooling Development and Manufacturing Co., Ltd.	Subsidiary of Haier Group
Qingdao Haier International Travel Agency Co., Ltd.	Subsidiary of Haier Group
RRS Internet of Things Co., Ltd. (日日顺物联网有限公司)	Subsidiary of Haier Group
Qingdao Haier Whole House Home Co., Ltd.	Subsidiary of Haier Group
Chongqing Haier Property Management Co., Ltd.	Subsidiary of Haier Group
Haier Group Electric Appliance Industry Co., Ltd.	Subsidiary of Haier Group
Haier Finance Leasing (China) Co., Ltd.	Subsidiary of Haier Group
Suzhou Hai Xin InfoTech Ltd	Subsidiary of Haier Group
Haier International Co., Ltd.	Subsidiary of Haier Group
Haier Group Finance Co., Ltd.	Subsidiary of Haier Group
Qingdao Haier Industry and City Innovation Group Co., Ltd.	Subsidiary of Haier Group
Laiyang Haier Electrical Co. Ltd.	Subsidiary of Haier Group
Dalian Haier International Trade Co., Ltd.	Subsidiary of Haier Group
Qingdao Haier Communications Co., Ltd.	Subsidiary of Haier Group
Qingdao Haier Brothers Animation Industry Co., Ltd.	Subsidiary of Haier Group
Shanghai Cotai Supply Chain Management Co., Ltd.	Subsidiary of Haier Group
Xingyang International Co., Ltd.(星洋国际有限公司)	Subsidiary of Haier Group
Brave Lion (HK) limited	Subsidiary of Haier Group

Qingdao Haier New Materials R & D Co., Ltd.	Associate of subsidiary of Haier Group
Controladora Mabe S.A.de C.V.	Associate
HNR Company (Private) Limited	Associate
Hefei Hegang New Material Technology Co., Ltd.	Subsidiary of associate
Wolong Electric (Jinan) Motor Co., Ltd.	Associate
Qingdao HBIS Composite New Material	Subsidiary of associate
Mitsubishi Heavy Industries Haier (Qingdao) Air Conditioner Co., Ltd.	Associate
Qingdao Haier Software Investment Co., Ltd.	Associate

5. Related transactions

(1) Related transactions for procurement and sales of goods, provision and acceptance of labor service

Procurement of goods / acceptance of labor service

✓ Applicable □ Not Applicable

Unit and Currency: RMB

Related parties	Amount for the current period	Amount for the previous period
Controladora Mabe S. A. deC. V.	11,619,586,690.71	9,113,096,659.92
Qingdao Haier Parts Procurement Co., Ltd.	5,953,684,963.48	5,921,843,450.68
Chongqing Haier Electrical Appliances Sales Co., Ltd.	3,898,627,675.37	4,680,091,481.07
Qingdao Haier Goodaymart Logistic Co., Ltd.	2,284,810,761.71	
HNR Company (Private) Limited	1,956,294,467.87	1,840,370,751.33
Hefei Haier Logistics Co., Limited	1,942,921,087.20	1,582,350,911.61
Chongqing Haier Logistics Co., Ltd.	1,907,965,982.80	2,073,214,826.93
Qingdao Haier International Trading Co., Ltd.	1,175,534,219.93	1,226,021,106.66
Hefei Hegang New Material Technology Co., Ltd.	828,466,593.38	734,384,802.58
Wolong Electric (Jinan) Motor Co., Ltd.	730,664,069.32	661,075,508.16
Qingdao Haier Special Plastic Development Co., Ltd.	666,523,746.13	719,843,177.61
Qingdao HBIS Composite New Material	634,888,355.57	626,568,343.81
Mitsubishi Heavy Industries Haier (Qingdao) Air Conditioner Co., Ltd.	71,591,312.97	85,390,255.89
Qingdao Haier Household Integration Co., Ltd.	29,061,781.34	54,710,255.06

Qingdao Haier Tooling Development and Manufacturing Co., Ltd.	24,033,448.73	323,542,192.07
Qingdao Haiyongda Property Management Co., Ltd.	21,831,548.87	237,267,663.00
Haier International Co., Ltd	10,191,112.28	140,741,779.07
Other related-party	2,204,900,570.82	2,213,169,437.98
Total	35,961,578,388.48	32,233,682,603.43

Sales of goods / provision of service

√ Applicable □ Not Applicable

Unit and Currency: RMB

Related parties	Amount for the current period	Amount for the previous period
Qingdao Haier Special Plastic Development Co., Ltd.	594,580,472.70	679,607,921.20
Qingdao Haier International Trading Co., Ltd.	577,344,117.36	622,373,513.67
Qingdao Haier New Materials R & D Co., Ltd.	489,949,910.45	319,471,416.84
HNR Company (Private) Limited	436,216,032.46	428,693,680.74
Controladora Mabe S. A. de C. V.	375,146,095.66	715,307,126.17
Wolong Electric (Jinan) Motor Co., Ltd.	314,689,017.25	241,476,982.52
Qingdao Haier International Travel Agency Co., Ltd.	303,939,917.85	117,712,848.11
Qingdao HBIS Composite New Material	301,875,325.92	131,806,476.71
Hefei Hegang New Material Technology Co., Ltd.	138,554,571.84	219,541,831.54
RRS Internet of Things Co., Ltd. (日日顺物联)	34,719,443.14	4,604,208.50
Chongqing Haier Electrical Appliances Sales Co., Ltd.	34,076,449.50	246,913,534.92
Qingdao Haier Whole House Home Co., Ltd.	32,411,131.07	39,019,447.13
Chongqing Haier Property Management Co., Ltd.	27,729,431.99	26,981,672.89
Qingdao Haier Tooling Development and Manufacturing Co., Ltd.	13,858,544.21	225,731,209.43
Other related-party	525,506,903.39	470,526,920.15
Total	4,200,597,364.79	4,489,768,790.52

Explanations to related transactions for procurement and sales of goods, provision and acceptance of

labor service.

☐ Applicable ☒ Not Applicable

6. Receivable and payable due from related-party

Items and name of distributors	Closing Balance	Opening Balance
Bills receivable:		
Qingdao Haier New Materials R & D Co., Ltd.	5,000,000.00	34,632,882.73
Other related-party	18,658,821.43	7,356,564.87
Dividend receivable:		
Qingdao Haier Software Investment Co., Ltd.	4,524,472.84	4,524,472.84
Accounts receivable:		
HNR Company (Private) Limited	420,113,418.64	280,435,010.88
Qingdao Haier International Travel Agency Co., Ltd.	112,821,150.93	82,564,510.88
Haier Group Electric Appliance Industry Co., Ltd.	96,399,344.74	115,044,945.15
Controladora Mabe S. A. de C. V.	86,399,338.60	149,908,002.70
Haier Finance Leasing (China) Co., Ltd.	64,250,047.12	80,643,117.12
Qingdao Haier Parts Procurement Co., Ltd.	61,657,988.46	23,987,017.43
RRS Internet of Things Co., Ltd. (日日顺物联网有限公司)	35,268,625.02	6,275,641.65
Qingdao Haier Special Plastic Development Co., Ltd.	32,485,794.84	31,769,104.04
Qingdao Haier International Trading Co., Ltd.	31,247,321.37	17,054,686.23
Suzhou Hai Xin InfoTech Ltd	10,781,192.30	10,878,625.30
Qingdao Haier Household Integration Co., Ltd.	8,092,101.80	10,567,963.70
Haier International Co., Ltd.	2,808,260.59	21,866,762.90
Hefei Hegang New Material Technology Co., Ltd.	5,047,872.56	12,430,653.04
Chongqing Haier Property Management Co., Ltd.	6,328,857.33	11,445,371.17
Other related-party	368,107,531.73	231,768,853.79
Prepayments:		
Qingdao Haier Parts Procurement Co., Ltd.	269,505,987.96	6,232,019.51
HNR Company (Private) Limited	66,648,390.11	
Hefei Haier Logistics Co., Limited	45,776,811.08	
Chongqing Haier Logistics Co., Ltd.	34,842,309.86	

Haier Group Electric Appliance Industry Co., Ltd.	32,846,613.20	36,250,083.22
Qingdao Haier International Trading Co., Ltd.	23,318,702.14	52,377,466.40
Other related-party	53,362,863.82	36,146,173.00
Interest receivable:		
Haier Group Finance Co., Ltd.	49,797,510.75	8,558,831.18
Other receivables:		
Haier Group Co., Ltd	215,130,000.00	
Haier Group Electric Appliance Industry Co., Ltd.	11,925,794.18	4,932,361.04
Qingdao Haier Industry and City Innovation Group Co., Ltd.	88,640,000.00	69,280,000.00
Other related-party	143,955,967.27	81,410,902.63
Bills payable:		
Laiyang Haier Electrical Co. Ltd.	39,208,909.70	60,572,756.31
Other related-party	28,684,896.03	11,747,585.16
Accounts payable:		
Qingdao Haier Parts Procurement Co., Ltd.	1,968,841,996.69	1,709,722,192.99
Chongqing Haier Electrical Appliances Sales Co., Ltd.	1,061,806,342.30	887,619,722.87
Qingdao Haier International Trading Co., Ltd.	314,990,780.41	206,304,134.91
Controladora Mabe S.A.deC.V.	230,300,308.48	448,791,729.31
Dalian Haier International Trade Co., Ltd.	156,594,556.64	85,369,608.45
Chongqing Haier Logistics Co., Ltd.	132,648,041.70	76,661,148.51
Hefei Haier Logistics Co., Limited	75,628,528.77	22,752,588.26
Qingdao Haier Special Plastic Development Co., Ltd.	69,159,088.68	43,902,377.09
Hefei Hegang New Material Technology Co., Ltd.	43,160,933.30	50,571,741.10
Qingdao HBIS Composite New Material	29,418,148.41	66,411,374.50
Laiyang Haier Electrical Co. Ltd.	16,287,220.50	14,480,111.50
Haier International Co., Ltd.	11,823,617.47	96,592,512.06
HNR Company (Private) Limited	8,582,434.46	83,263,372.49
Qingdao Haier Communications Co., Ltd.	6,218,363.69	48,474,102.93
Other related-party	151,131,771.70	171,881,760.78
Contract liabilities:		
Wolong Electric (Jinan) Motor Co., Ltd.	15,580,146.24	

Qingdao Haier New Materials R & D Co., Ltd.	6,373,064.84	625,448.16
Hefei Hegang New Material Technology Co., Ltd.	5,980,624.73	
Other related-party	16,549,516.99	5,897,451.39
Other payables:		
Qingdao Haier Goodaymart Logistic Co., Ltd.	571,867,437.60	
Qingdao Haier Brothers Animation Industry Co., Ltd.	274,526,190.97	259,873,164.57
Qingdao Goodaymart Supply Chains Co., Ltd.	187,341,850.29	
Shanghai Cotai Supply Chain Management Co., Ltd.	103,450,224.91	
Chongqing Haier Electrical Appliances Sales Co., Ltd.	60,000,000.00	
Qingdao Haier International Trading Co., Ltd.	47,981,351.46	75,803,387.90
Qingdao Haier Special Plastic Development Co., Ltd.	43,054,748.09	
Chongqing Haier Logistics Co., Ltd.		51,830,739.06
Xinyang International Co., Ltd.(星洋国际有限公司)		13,885,076.40
Other related-party	215,584,489.94	106,421,756.70
Interest payable:		
Haier Group Finance Co., Ltd.	11,288,860.64	5,911,859.39
Dividends payable:		
Brave Lion (HK) limited	122,756,874.10	122,756,874.10
Other related-party	14,040,737.31	45,668,592.75

7. Others

√ Applicable □ Not Applicable

(1) Certain of the Company's subsidiaries entered into loan contracts with Haier Group Finance Co., Ltd.. The loan balance as of 31 December 2019 was RMB 1.884 billion and the interest expense payable by the Company to Haier Group Finance Co., Ltd. for the current period was RMB 63 million.

(2) Information of the guarantor (as a related party) of the Company's guaranteed loan at the end of the period:

Borrower	Loan amount	Guarantor
Haier U.S. Appliance Solutions, Inc.	6,325,892,346.26	Haier Group Corporation
Haier Singapore Investment Holding Co., Ltd.	5,849,441,673.08	Haier Group Corporation

Total	12,175,334,019.34
-------	-------------------

(3) The interest income of deposits received by the Company and subsidiaries from Haier Group Finance Co., Ltd. for the current period was RMB 94 million.

(4) Haier Electrical Appliances Rus Limited lend an amount of RMB 19 million to Haier Russian Trading Company LLC, a related-party.

(5) Qingdao Haier Goodaymart Logistic Co., Ltd., a subsidiary of the Company and other companies provided logistics services to other related companies within Haier Group, the logistics income for the current period was RMB 74 million.

(6) Leasing

Lessees	Lessors	Uses for leased assets	Lease expense recognized for the current period
Subsidiaries of the Company	Qingdao Haier Investment and Development Co., Ltd. and its subsidiaries	Production and operation	23,521,980.30
Subsidiaries of the Company	Other companies of Haier Group	Production and operation	111,997,010.70
Total			135,518,991.00

(IV) Pricing policy

1. Related-party sales

Following the acquisition of the overseas white home appliances assets, the Company's original overseas sales model, being exports through the Group's exporting platform, was changed. The trading company under the company holding overseas white home appliances assets was fully responsible for sales of export-oriented products. Meanwhile, the trading company was also responsible for the overseas sales of some of the Group's products (such as brown goods). As such, the Company entered into a Sales Framework Agreement with Haier Group Corporation. Under which, it was agreed that the Company and Haier Group Corporation will sell products and provide sales-related services (including but not limited to agency sales services, after-sales services and technical support) on a reciprocal basis for a term of three years.

Sales among Haier Electronics Group Co., Ltd. ('Haier Electronics'), a holding subsidiary of the Company, Qingdao Haier Investment and Development Co., Ltd, Haier Group Corporation are carried out according to relevant provisions of Goods Export Agreement, After-sales Service Agreement, Logistics Service Agreement entered into among parties.

2. Related-party Procurement

In addition to independent procurement platform, the Company entrusted Haier Group Corporation and its subsidiaries for procurements and delivery of part of raw materials, which is conducted according to the Purchase and Distribution Contract entered among the Company, Haier Group Corporation and other parties. The Company, Haier Group Corporation and its subsidiaries purchase materials from agents. They purchase and distribute goods for production and non-production use according to the specific material procurement target proposed by the Company. The price consists of the actual purchase price and the agency fee, of which the agency fee was calculated by 1.25% of the actual purchase price, while in principle the price of materials should not be higher than the price that the Company independently purchases from the market.

Related-party procurement among Haier Electronics, Qingdao Haier Investment and Development Co., Ltd, Haier Group Corporation are carried out according to relevant provisions of Materials Procurement Agreement and Production and Experimental Equipment Procurement Agreement entered among parties.

3. Related-party Transactions on Financial and Logistics Services

Some of the financial services such as deposit and loan service, discounting service and foreign exchange derivatives needed by the Company are provided by Haier Group Corporation, its subsidiaries and other companies. According to the Financial Service Agreement entered among the Company, Haier Group Corporation and other parties, the price of financial services is determined by the principle of not less favorable than market value fair. The Company is entitled to decide whether to keep cooperation relationship with them with the knowledge of the price prevailing in the market and in combination with its own interests. While performing the agreement, the Company could also require other financial service institutions to provide related financial services basing on actual situation. In order to meet the Company's demands such as the avoidance of foreign exchange fluctuation risk, the Company may choose Haier Group Finance Co., Ltd. (hereinafter referred to as 'Finance Company') to provide some foreign exchange derivative business after comparing with comparable companies. The Company will uphold the safe and sound, appropriate and reasonable principle, under which all foreign exchange capital business shall have a normal and reasonable business background to eliminate speculative operation. At the same time, the Company has specified the examination and permission rights, management positions and responsibilities at all levels for its foreign exchange capital business to eradicate the risks of operation by persons and improved its response speed to risks on the premise that the risks are effectively controlled.

Related-party transactions of financial services among Haier Electronics, Finance Company, Qingdao Haier Investment and Development Co., Ltd and Haier Group Corporation are carried out according to relevant provisions of Financial Service Agreement entered into among parties.

In order to further standardize the administrative services provided by the related companies of Haier Group Corporation, the Company signed the Administrative Service Agreement with Qingdao Haier

Investment and Development Co., Ltd and Haier Group Corporation, and entrusted the subsidiaries of Haier Group to provide energy and power, detection, equipment leasing, house rental and maintenance, landscaping and sanitation, gift purchasing, design, consultation, all kinds of booking and other services.

In accordance with the Comprehensive Service Agreement, Promotion Agreement, Product Research and Development Agreement entered into among Haier Electronics, Qingdao Haier Investment and Development Co., Ltd and Haier Group Corporation, Haier Electronics entrusted subsidiaries of Haier Group to support on: energy, meeting, accommodation, ticket, product certification, software, catering, property decoration, house lease, finance and marketing, product research and development.

4. Others

In order to expand the sales businesses in the third and fourth-tier markets, Haier Electronics renewed the Products Procurement Agreement and Internal Sales Agreement with Qingdao Haier Investment and Development Co., Ltd and Haier Group Corporation, according to which, while Haier Electronics purchases products from contracted parties, the purchasing price shall be determined basing on the prices of which Haier Electronics purchases the same type of product in similar transactions from independent third parties in the market, and are not less favorable than the terms and conditions provided by the independent third parties to Haier Electronics; while Haier Electronics sales products to contract parties for their own use or distributes products through sales network, the selling price shall be determined basing on the prices of which Haier Electronics sells the same type of product in similar transactions to independent third parties in the market, and are not less favorable than the terms and conditions provided by Haier Electronics to independent third parties.

The Company and its subsidiaries entered into a series of contracts, including the Framework Agreement Regarding the Procurement of Modular Products with Wolong Electric (Jinan) Motor Co., Ltd. and other companies. Pursuant to which, they agreed to supply modular products to the Company at the most favorable price which is no higher than the price it offered to other distributors.

The Company and its subsidiaries entered into a series of contracts, including the Contract Arrangement Regarding the Procurement of Special Steel Plate Products with Qingdao Hegang New Material Technology Co., Ltd. (青岛河钢新材料科技股份有限公司). Under which, it is agreed that they shall supply goods to the Company on terms which are not less favorable than terms offered by other suppliers.

XIII. Share-based payments

1. Overall of share-base payments

☐Applicable ☒Not Applicable

XIV. Commitments and Contingencies

1. Significant commitments

☐Applicable ☒ Not Applicable

2. Contingencies

(1) There are significant contingencies at the balance sheet date

☐Applicable ☒Not Applicable

(2) Even if the Company has no significant contingencies that need to be disclosed, it should also give explanations:

☒ Applicable ☐ Not Applicable

As of 31 December 2019, the Company has no significant contingencies that need to be disclosed.

XV. Events after the balance sheet date

1. According to the resolution of the 7th meeting of the 10th session of the Board of Directors of the Company held on 28 April 2020, the profit for the year is proposed to be distributed on the basis of the total number of shares on the registration date when the plan is implemented in the future, the Company will declare cash dividend of RMB 3.75 (including taxes) for every 10 shares to all shareholders.

2. Since the outbreak of pneumonia epidemic caused by COVID-19 at home and abroad in early 2020, the Company's prevention and control of pneumonia epidemic is continuing globally and various measures have been taken to mitigate the impact of the epidemic on the Company's production and operation. The epidemic has brought uncertainty to the production and operation and may affect the Company's operation and financial condition. The Company will continue to assess and actively respond to the impact of the epidemic on its financial condition and operating results.

3. The Company has no other significant event after the balance sheet date that needs to be disclosed.

XVI. Risks Related to Financial Instruments

☒ Applicable ☐ Not Applicable

The book value of various financial instruments on the balance sheet date is as follows:

Financial assets

Items	Closing balance			
	Financial assets measured at fair value and changes of which included in	Measured at amortized cost	Financial assets measured at fair value and changes of which included in other	Total

	current profit and loss		comprehensive income	
Monetary funds		36,178,815,683.25		36,178,815,683.25
Financial assets held for trading	308,135,007.05			308,135,007.05
Derivative financial assets			19,158,132.45	19,158,132.45
Bills receivable		13,951,419,893.96		13,951,419,893.96
Accounts receivable		11,015,871,060.09		11,015,871,060.09
Other receivables		2,163,517,802.50		2,163,517,802.50
Other current assets		3,981,314,321.50		3,981,314,321.50
Long-term receivables		307,588,203.00		307,588,203.00
Other equity instruments			1,395,959,878.92	1,395,959,878.92
Other non-current financial assets	294,547,364.47			294,547,364.47
Other non-current assets	77,057,328.58			77,057,328.58

Financial assets (Continued)

Items	Opening balance			
	Financial assets measured at fair value and changes of which included in current profit and loss	Measured at amortized cost	Financial assets measured at fair value and changes of which included in other comprehensive income	Total
Monetary funds		38,370,916,510.92		38,370,916,510.92
Financial assets held for trading	1,775,648,387.76			1,775,648,387.76
Derivative financial assets			96,723,164.37	96,723,164.37
Bills receivable		14,300,186,109.12		14,300,186,109.12
Accounts receivable		10,533,499,026.83		10,533,499,026.83
Other receivables		1,656,056,557.69		1,656,056,557.69
Other current assets		2,838,231,840.90		2,838,231,840.90
Long-term receivables		245,791,343.37		245,791,343.37
Other equity instruments			1,400,316,460.34	1,400,316,460.34
Other non-current financial assets	327,358,825.57			327,358,825.57
Other non-current assets	95,518,757.96			95,518,757.96

Financial liabilities

Items	Closing balance			
	Financial liabilities measured at fair value and changes of which included in current profit and loss	Financial liabilities measured at amortized cost	Financial liabilities measured at fair value and changes of which included in other comprehensive income	Total
Short-term borrowings		8,585,049,237.18		8,585,049,237.18
Financial liabilities held for trading	42,799,173.35			42,799,173.35
Derivative financial liabilities			99,548,853.97	99,548,853.97
Bills payable		19,308,538,776.92		19,308,538,776.92
Accounts payable		33,750,567,046.28		33,750,567,046.28
Other payables		15,156,392,521.82		15,156,392,521.82
Non-current liabilities due within one year		4,730,070,447.82		4,730,070,447.82
Long-term borrowings		13,276,452,935.56		13,276,452,935.56
Bonds payable		7,004,585,761.43		7,004,585,761.43
Long-term payables		142,342,718.45		142,342,718.45
Other non-current liabilities	54,598,203.27			54,598,203.27

Financial liabilities (Continued)

Items	Opening balance			
	Financial liabilities measured at fair value and changes of which included in current profit and loss	Financial liabilities measured at amortized cost	Financial liabilities measured at fair value and changes of which included in other comprehensive income	Total
Short-term borrowings		6,298,504,892.57		6,298,504,892.57
Financial liabilities held for trading	218,748,280.33			218,748,280.33
Derivative financial liabilities			35,603,754.54	35,603,754.54
Bills payable		20,038,016,339.68		20,038,016,339.68
Accounts payable		27,899,496,560.29		27,899,496,560.29
Other payables		12,770,158,224.50		12,770,158,224.50
Non-current liabilities due within one year		3,015,060,105.58		3,015,060,105.58

Long-term borrowings		15,541,466,325.22		15,541,466,325.22
Bonds payable		9,191,896,302.70		9,191,896,302.70
Long-term payables		106,763,243.99		106,763,243.99
Other non-current liabilities	1,798,027,644.47			1,798,027,644.47

Details on each of the financial instruments of the Company are disclosed in Note V. Risks relating to these financial instruments and the risk management policies to mitigate these risks are summarized below. Management of the Company manages and monitors these risk exposures to ensure above risks are well under control.

1. Credit risk

The credit risk the Company exposed to mainly arise from bank deposits, bills receivable, accounts receivable, interest receivable, other receivable and wealth management products.

(1)The Company's bank deposits and financial products are mainly deposited with Haier Group Finance Co., Ltd., national banks and other large and medium sized listed banks. The interest receivables mainly refer to the accrued interest from fixed deposits with them. The Group doesn't believe there is any significant credit risk due to defaults of its counterparties which would cause significant loss.

(2)Accounts receivable and bills receivable: The Company only trades with approved and reputable third parties. All distributors who are traded by credit are subject to credit assessment, and the payment terms shall be determined on a reasonable basis. The Company monitors the balances of accounts receivable on an ongoing basis and purchase credit insurance for receivables of large-amount credit customers in order to ensure the Company is free from material bad debts risks.

(3) Other receivables mainly include export tax refund, loans and advances to its employees. The Company strengthened the management of these receivables and corresponding business activities based on historical data, and continued to monitor such receivables, so as to ensure that the Company's significant risk of bad debts are controllable and to be reduced.

2. Liquidity risk

Liquidity risk is the risk that an enterprise may encounter deficiency of funds in fulfilling obligations associated with financial liabilities. The Company utilize various financing methods such as notes and bank loans, to strive for a sustainable and flexible financing. It also has facilities with several commercial banks to satisfy its needs for working capital and capital expenditures.

3. Exchange rate risk

The Company's businesses are based in mainland China, USA, Japan, Southeast Asia, South Asia, central and east Africa, Europe, and Australia, etc. and are settled in RMB , USD, and other currencies.

The Company's overseas assets and liabilities denominated in foreign currencies as well as transactions settled in foreign currencies expose the Company to fluctuations in exchange rates. The

Company's finance department is responsible for monitoring the size of transactions in foreign currencies and assets and liabilities denominated in foreign currencies and enter into forward foreign exchange contracts to minimize the exposure.

4. Interest rate risk

The Company mainly faces interest rate risk from its long- and short- term bank loans and bonds payables which are interest-bearing. Financial liabilities with floating interest rates expose the Company to cash flow interest rate risk, while financial liabilities with fixed interest rates expose the Company to fair value interest rate risk. The Group determines the percentage of fixed-interest rate and floating interest rate contracts in light of the prevailing market conditions.

XVII. Other Significant Events

1. The progress of privatisation of Haier Electronics Group Co., Ltd. (hereinafter referred to as 'Haier Electronics') by the Company: On 12 December 2019, the Company announced the preliminary discussion on the implementation of H-share listing and privatization of Haier Electronics. Up to now, the Company has been continuing to explore the proposal on the Possible Privatisation, and has been in ongoing consultations with the relevant regulators concerning the proposed transactions being explored in that regard; and the Company has not furnished a definitive Possible Privatisation proposal to Haier Electronics, no agreement or other commitment has been made by the Company as to whether to proceed with the Possible Privatisation and the details and terms (including the exchange ratio and the timetable) of the Possible Privatisation are yet to be finalised, and there is no certainty that the Possible Privatisation will proceed. For details, please refer to the Company's monthly notice on updating the progress of the aforesaid matter.

2. The Company has no other significant events that need to be disclosed.

XVIII. Notes to Main Items of Financial Statements of the Parent Company

1. Accounts receivable

Aging	Closing balance	Opening balance
Within one year	1,175,031,729.66	205,461,418.79
1-2 years	7,798,791.09	9,306,599.70
2-3years		8,649,467.83
Over 3 years		
Accounts receivable balance	1,182,830,520.75	223,417,486.32
Allowance for bad debts	596,039.26	795,468.89
Net receivables	1,182,234,481.49	222,622,017.43

The total amount of the top 5 accounts receivable at the end of the period was RMB 1,179,134,741.81, accounting for 99.69% of book balance of the accounts receivable.

☐ Applicable ☒ Not Applicable

Changes in bad debt provision for accounts receivable in the current period:

Items	Opening balance	Increase for the current period		Decrease for the current period		Closing balance
		Provision	Other increase	Reversal	Write-off and other movement	
Allowance for bad debts	795,468.89			199,429.63		596,039.26

2. Other receivables

Presentation

☒ Applicable ☐ Not Applicable

Unit and Currency: RMB

Items	Closing balance	Opening balance
Interest receivable	16,753,860.49	6,292,538.22
Dividend receivable	3,836,055,151.41	1,912,418,382.82
Other receivables	2,032,943,893.84	164,056,245.54
Total	5,885,752,905.74	2,082,767,166.58

Interest receivable:

Aging	Closing balance	Opening balance
Within 1 year	16,753,860.49	6,292,538.22
Over 1 years		
Total	16,753,860.49	6,292,538.22

Dividend receivable:

Aging	Closing balance	Opening balance
Within 1 year	3,836,055,151.41	1,912,418,382.82
More than 1 year		
Total	3,836,055,151.41	1,912,418,382.82

Other receivables:

① The disclosure of other receivables by ageing is as follows:

Aging	Closing balance	Opening balance
Within one year	2,033,022,986.42	164,319,278.07

More than one year		
Other receivables balance	2,033,022,986.42	164,319,278.07
Allowance for bad debts	79,092.58	263,032.53
Net other receivables	2,032,943,893.84	164,056,245.54

② The total amount of the top 5 other receivables at the end of the period is RMB 1,220,495,115.74, accounting for 60.03% of book balance of other receivables.

③ Changes in bad debt provision for other receivables in the current period:

Items	Opening balance	Increase for the current period		Decrease for the current period		Closing balance
		Provision	Other increase	Reversal	Write-off and other movement	
Allowance for bad debts	263,032.53			183,939.95		79,092.58

3. Long-term equity investment

√Applicable □Not Applicable

(1) Details of long-term equity investments:

Items	Closing balance		Opening balance	
	Book balance	Provision for impairment	Book balance	Provision for impairment
Long-term equity investments				
Including: long-term equity investments to subsidiaries	32,396,253,033.48	7,100,000.00	30,675,167,530.39	7,100,000.00
Long-term equity investments to associates	3,246,627,336.72	69,300,000.00	3,197,166,784.91	21,000,000.00
Total	35,642,880,370.20	76,400,000.00	33,872,334,315.30	28,100,000.00

(2) Long-term equity investments to subsidiaries

Investee	Opening balance	Increase / Decrease for the period	Closing balance	Impairment provisions at the end of the period
I. Subsidiaries:				
Chongqing Haier Electronics Sales Co., Ltd.	9,500,000.00		9,500,000.00	

Haier Group (Dalian) Electrical Appliances Industry Co., Ltd	34,735,489.79		34,735,489.79	
Qingdao Haier Refrigerator Co., Ltd.	402,667,504.64		402,667,504.64	
Qingdao Haier Special Refrigerator Co., Ltd.	329,832,047.28		329,832,047.28	
Qingdao Haier Information Plastic Development Co., Ltd	102,888,407.30		102,888,407.30	
Dalian Haier Precision Products Co., Ltd.	41,836,159.33		41,836,159.33	
Hefei Haier Plastic Co., Ltd.	42,660,583.21		42,660,583.21	
Qingdao Haier Technology Co., Ltd.	16,817,162.03		16,817,162.03	
Qingdao Household Appliance Technology and Equipment Research Institute	66,778,810.80		66,778,810.80	
Qingdao Meier Plastic Powder Co., Ltd.	24,327,257.77		24,327,257.77	
Chongqing Haier Precision Plastic Co., Ltd.	47,811,283.24		47,811,283.24	
Qingdao Haier Electronic Plastic Co., Ltd.	48,000,000.00		48,000,000.00	
Dalian Haier Refrigerator Co., Ltd.	99,000,000.00		99,000,000.00	
Dalian Haier Air-conditioning Co., Ltd.	99,000,000.00		99,000,000.00	
Guizhou Haier Electronics Co., Ltd.	96,904,371.71		96,904,371.71	
Hefei Haier Air-conditioning Co., Limited	67,110,323.85		67,110,323.85	
Qingdao Haier Refrigerator (International) Co., Ltd.	158,387,576.48	80,370,664.37	238,758,240.85	
Qingdao Haier Air-Conditioner Electronics Co., Ltd.	1,113,433,044.51		1,113,433,044.51	
Qingdao Haier Air Conditioner Gen Corp., Ltd.	220,636,306.02		220,636,306.02	
Qingdao Haier Special Freezer Co., Ltd.	442,684,262.76		442,684,262.76	
Qingdao Haier Dishwasher Co., Ltd.	206,594,292.82		206,594,292.82	
Wuhan Haier Freezer Co., Ltd.	47,310,000.00		47,310,000.00	
Wuhan Haier Electronics Co., Ltd.	100,715,445.04		100,715,445.04	
Chongqing Haier Air-conditioning Co., Ltd.	100,000,000.00		100,000,000.00	
Hefei Haier Refrigerator Co., Ltd.	49,000,000.00		49,000,000.00	
Qingdao Haier Whole Set Home Appliance Service Co., Ltd.	118,000,000.00		118,000,000.00	
Chongqing Haier Refrigeration Appliance Co., Ltd.	91,750,000.00		91,750,000.00	

Haier Shanghai Zhongzhi Fang Chuang Ke Management Co., Ltd.	2,000,000.00		2,000,000.00	
Haier COSMO IOT Ecosystem Technology Co., Ltd.	733,454,010.03	164,000,000.00	897,454,010.03	
Qingdao Haier Special Refrigerating Appliance Co., Ltd.	100,000,000.00		100,000,000.00	
Haier Shareholdings (Hong Kong) Limited	23,624,546,787.52	1,451,864,838.72	25,076,411,626.24	
Shenyang Haier Refrigerator Co., Ltd.	100,000,000.00		100,000,000.00	
Foshan Haier Freezer Co., Ltd.	100,000,000.00		100,000,000.00	
Zhengzhou Haier Air-conditioning Co., Ltd.	100,000,000.00		100,000,000.00	
Qingdao Haidayuan Procurement Service Co., Ltd.	20,000,000.00		20,000,000.00	
Qingdao Haier Intelligent Technology Development Co., Ltd.	130,000,000.00		130,000,000.00	
Qingdao Haier Technology Investment Co., Ltd.	277,255,635.00	24,850,000.00	302,105,635.00	
Qingdao Casarte Smart Living Appliances Co., Ltd.	10,000,000.00		10,000,000.00	
Haier Overseas Electric Appliance Co., Ltd.	20,000,000.00		20,000,000.00	
Haier (Shanghai) Electronics Co., Ltd.	12,500,000.00		12,500,000.00	
Haier U+smart Intelligent Technology (Beijing) Co., Ltd.	143,000,000.00		143,000,000.00	
Haier Electronics Group Co., Ltd.	669,830,769.26		669,830,769.26	7,100,000.00
Qingdao Haidarui Procurement Service Co., Ltd.	107,800,000.00		107,800,000.00	
Qingdao Haier Intelligent Household Appliances Co., Ltd.	326,400,000.00		326,400,000.00	
Haier Overseas Electric Appliance Co., Ltd. (Logistics)	20,000,000.00		20,000,000.00	
Total	30,675,167,530.39	1,721,085,503.09	32,396,253,033.48	7,100,000.00

(3) Long-term equity investments to associates

Name of investee	Opening Balance	Increased / decreased amount for the current period			Closing balance	Impairment provisions at the end of the period
		Increase / Decrease for the current	Investment income recognized under equity	Others		

		period	method			
Wolong Electric (Jinan) Motor Co., Ltd.	115,124,133.84		10,823,630.34	-10,040,000.00	115,907,764.18	
Qingdao Haier SAIF Smart Home Industry Investment Center (Limited Partnership)	362,380,221.29		72,159,881.83		434,540,103.12	
Bank of Qingdao Co., Ltd.	966,031,978.83		56,860,554.87	-59,048,298.88	963,844,234.82	
Mitsubishi Heavy Industries Haier (Qingdao) Air-conditioners Co., Ltd.	622,643,614.66		87,012,822.20	-66,600,000.00	643,056,436.86	
Qingdao Haier Carrier Refrigeration Equipment Co., Ltd.	332,723,126.50		63,210,360.76		395,933,487.26	21,000,000.00
Qingdao Haier multimedia Co., Ltd.	555,084,616.71		119,877,634.76	-2,820,180.70	432,386,801.25	48,300,000.00
Qingdao Hegang New Material Technology Co., Ltd. (青岛河钢新材料科技股份有限公司)	243,179,093.08		17,779,416.15		260,958,509.23	
Total	3,197,166,784.91		187,969,031.39	-138,508,479.58	3,246,627,336.72	69,300,000.00

4. Operating revenue and operating cost

√Applicable □Not Applicable

Unit and Currency: RMB

Items	Amount for the current period		Amount for the previous period	
	Revenue	Cost	Revenue	Cost
Primary Business	6,466,328,591.49	5,016,605,810.47	3,199,683,163.90	2,200,981,641.65
Other Business	171,526,897.13	144,140,329.73	60,627,963.89	32,770,272.98
Total	6,637,855,488.62	5,160,746,140.20	3,260,311,127.79	2,233,751,914.63

5. Investment income

√Applicable □Not Applicable

Unit and Currency: RMB

Items	Amount for the current period	Amount for the previous period
Investment income from long-term equity investment accounted for using cost method	3,314,994,904.38	2,027,080,177.86
Investment income from long-term equity investments accounted for using equity method	187,969,031.39	381,316,748.83
Investment income generated from disposal of long-term equity investment		241,239,800.75
Dividend income from investment in other equity instrument during the holding period	255,422.40	243,162.12
Income from wealth management products	33,645,544.43	
Total	3,536,864,902.60	2,649,879,889.56

XIX. Approval of financial report

This financial report was approved by the board of directors of the Company for reporting on 28 April 2020.

XX. Supplementary Information**1. Basic earnings per share and diluted earnings per share**

Items	Amount for the current period			Amount for the previous period		
	Weighted average return on net assets	Earnings per share (RMB)		Weighted average return on net assets	Earnings per share (RMB)	
		Basic earnings per share	Diluted earnings per share		Basic earnings per share	Diluted earnings per share
Net profit attributable to ordinary shareholders of the Company	19.12%	1.286	1.212	20.88%	1.217	1.189
Net profit attributable to ordinary shareholders of the Company after deduction of non-recurring profit or loss	13.43%	0.903	0.876	18.63%	1.074	1.046

2. Extraordinary profit or loss

Items	Amount for the current period	Amount for the previous period
Net profit attributable to ordinary shareholders of the parent Company	8,206,247,105.96	7,483,659,016.04

Less: Extraordinary profit or loss	2,441,082,405.21	882,153,416.25
Net profit attributable to ordinary shareholders of the parent company after deduction of extraordinary profit or loss	5,765,164,700.75	6,601,505,599.79

Details of extraordinary profit and loss for the current period

Extraordinary profit or loss Items	Amount for the current period
Profit or loss from disposal of non-current assets	396,961,251.42
Profit from disposal of long-term equity investments	635,595,988.34
Government grants included in current profit or loss, except that closely related to the normal operating business, complied with requirements of the national policies, continued to be granted with the amount and quantity determined under certain standards	990,736,933.23
Gains from the costs of investment in the acquisition of subsidiaries, associated companies and joint ventures being lower than the share of the fair value of the investee's identifiable net assets	3,190,702,632.96
Profit or loss from fair value changes of financial assets/liabilities held for trading, as well as investment gains arising from disposal of financial assets/liabilities held for trading and financial assets available-for-sale, except the effective hedging related to the normal operations of the Company	113,442,943.70
Other non-operating income and expenses except the aforementioned items	269,931,284.51
Impact on minority interests	-2,689,843,840.65
Impact on income tax	-503,903,951.59
Impact on profit from business combination under common control	37,459,163.29
Total	2,441,082,405.21

1. Difference on figures by domestic and foreign Accounting Standards

☐Applicable ☒Not Applicable

2. Others

☐Applicable ☒Not Applicable

SECTION XIII DOCUMENTS AVAILABLE FOR INSPECTION

Documents Available for Inspection	(I) Financial statements with signatures and seals of the legal representative, chief accountant and person in charge of accounting department.
Documents Available for Inspection	(II) Original audit report with seals of accounting firm, signatures and seals of registered accountants.
Documents Available for Inspection	(III) Original of all documents and announcements of the Company which have been publicly disclosed on the newspaper designated by China Securities Regulatory Commission during the reporting period.

Chairman of the Board: Liang Haishan,

Date of approval for publication by the Board: 28 April 2020

Revised information

☐Applicable ☒Not Applicable

HAIER SMART HOME CORPORATE SOCIAL RESPONSIBILITY REPORT 2019

I. Report Introduction

This report is the 2019 Corporate Social Responsibility Report (hereinafter "CSR Report") released by Haier Smart Home Co., Ltd. (hereinafter referred to as "Haier Smart Home", "Company", or "We"), which contains such social responsibility work done by Haier Smart Home from January 1, 2019 to December 31, 2019, with certain additional information. This report comprehensively describes the performance and management principles of Haier Smart Home in terms of corporate social responsibility in 2019, focuses on the concerns of stakeholders, and presents such work in terms of the sustainable development of economy, environment and society.

Reporting cycle

The report is an annual report.

Report scope

Haier Smart Home Co., Ltd. as the subject, with certain data covering Haier Group.

Report compilation basis

- Sustainability Reporting Guidelines (GRI-standards) issued by the Global Reporting Initiative (GRI);
- Guidelines on Preparation of Corporate Social Responsibility Reports of Chinese Enterprises (CASS-CSR4.0) issued by the Chinese Academy of Social Sciences;
- Guidelines on Environmental Information Disclosure of Listed Companies on Shanghai Stock Exchange issued by Shanghai Stock Exchange;
- Guidelines for Environmental, Social and Governance Report, Appendix 27 of the Listing Rules of the Stock Exchange of Hong Kong;

Information source

Text information and cases in this report mainly come from the Company's statistic reports, relevant files and internal communication documents. Data in this report is extracted from 2019 Annual Report of Haier Smart Home Co., Ltd., and other data comes from the Company's internal systems or manual records.

Report access and response

The electronic edition is available on the Company's official website and Shanghai Stock Exchange website (<https://www.haier.net.cn/>, <http://www.sse.com.cn/>).

We appreciate opinions from stakeholders, and readers are welcome to contact us in the following ways.

Tele: 0532-88931670

E-mail: finance@haier.com

Address: Haier Industrial Park, No.1 Haier Road, Qingdao City, PRC

II. Chairman's Statement

2019 is the 35th anniversary of Haier's entrepreneurship. After 35 years of marching ahead in difficulties, Haier is still vigorous. With our efforts aggregated, we will conquer all difficulties; with our intelligence crystallized, we will not fail. In 2019, Haier ranked the No. 1 again of retail volume among large household appliance brands of Euromonitor in the world for the 11th straight year. I would like to take this opportunity to express sincere appreciation to all of you on behalf the Board of Directors. It is because of the understanding, support and trust from all stakeholders and the firm belief and hard work of all staff, that we have created this globally renowned Chinese brand.

From where the land disappears the ocean emerges. 2019 was a new start. To focus more on the implementation of smart home solutions, in 2019, the Company was officially renamed as "Haier Smart Home" and launched our 6th strategic stage-eco brand strategic stage after going through the strategic stages of branding, diversification, internationalization, globalization, and networking, committing ourselves to be the leader of smart home and climbing the peak of Internet of Things (IoT) era with unremitting endeavor. In this process, we recognized fallibility all the way, sought opportunities and development while satisfying social demands and solving common challenges, and strove to share values with stakeholders for win-win results and evolution.

In 2019, we contributed Haier's wisdom in good lives. We pursued quality, innovated technologies, and integrated resources in our continuous exploration. With industry-leading technical sedimentation and enriched and diversified smart complete-set products, and by using the U+Smart Home Cloud Platform as a carrier, we proposed the smart package resolution "5+7+N", that is providing unlimited possibilities for a user to customize future life at will with 7 smart resolutions centered on 5 physical spaces. In the constant interaction with users, the intelligent, considerate and convenient smart life has been close at hand.

In 2019, we developed Haier's plans during green development. We continued to carry out the 4G Strategy of "Green Product, Green Enterprise, Green Culture, and Green Recovery", for realizing the harmonious coexistence between human and nature. We connected all industrial parks with the smart energy platform, constantly optimized our production models, and promoted fine management, thus achieving great results of continuous reduction of energy consumption per unit of output value. By unceasing launch of energy saving and environment-friendly products, and summarizing smart energy solutions, we performed multi-industry green marketing, in order to provide the society with Haier's new way of green development.

In 2019, we explored Haier's pattern in the win-win results of our staff. For "people-oriented, anything is born from nothing ", we provided our staff with good working environment and rights protection, put every employee first, and encouraged them to create values for users while achieving theirs. The unique management model of "RenDanHeYi" overthrew the conventional

tiered system, and returned the authority of decision, appointment and remuneration to our makers for activating the vitality of each one of them. Under the idea that "everyone is CEO", each maker was mobilized around user needs, and entered, organized and evolved into micro-enterprises, to constantly add values to share and realize 1+1>2. Currently, Haier has become an ecological organization with rich active factors.

In 2019, we presented Haier's responsible image by performing activities for public good.

We made sincere contributions to society, provided assistance to education in a long term, and actively conducted poverty alleviation and disaster relief. We have invested more than RMB110 million to build 305 Hope Primary Schools and 1 Hope Middle School in 26 provinces, cities and autonomous regions in China, helping tens of thousands children go to school, to perform corporate and civic responsibilities and stimulate public benefit activities. The outbreak of COVID-19 overwhelmed every one of us. In order to perform our corporate and civic responsibilities, we took actions at once. As one of the enterprises that took the earliest and the most assistance operations, we collected and mobilized resources in the world with the help of our global layout and industrial advantages, to conduct unremitting contributions of funds and supplies, and organize anti-epidemic teams.

Responsibility steers growth and vision creates future. Looking forward to 2020, we will continue to combine the sustainable development philosophy with our operation, and constantly explore the corporate reforms from product to scenario, and from industry to ecology, so as to follow the trend of the times and open a new chapter of the IoT model.

New chapter comes as time goes by. In the world where everything is connected, we will present the beautiful life for a new era with higher product quality, smarter scenarios, more sincere services and more inclusive ecology, together with our stakeholders.

III. Haier Smart Home Social Responsibility Model

Haier Smart Home made an in-depth mixture between sustainable development philosophy and corporate operation, in combination with corporate visions and values, to form our unique visions and values of social responsibility, unremittingly enhancing the top-level building of social responsibility management. Centered on the social responsibility value of "Green, Care and Life", we committed ourselves to creating harmonious environmental and social relationships, actively conducting duty-performing practices, and building a sustainable good life together with internal and external stakeholders.

(I). Participation by stakeholders

Haier Smart Home regards ESG as our core field of corporate social responsibility, and actively listens to and responds to requirements from stakeholders. We identified major stakeholders according to the characteristics of actual business, management and operation, and understood the ESG issues they were concerned about through multiple communication channels.

Major stakeholders	ESG Issues	Major communication channels
Government and other regulatory authorities	Corporate governance	Policy consultation
	Labor standards	Event reporting
	Product responsibility	Information disclosure
	Anti-corruption	
	Community investment	

Shareholders and investors	Corporate governance Product responsibility Anti-corruption	General meeting of shareholders Investor meeting Report disclosure Official website
Employees	Employment Health and safety Development and training Labor standards	Employee congress Face-to-face communication Telephone and email Internal applications software
Consumers	Product responsibility	Real-time communication software Social media Customer service channels
Suppliers, dealers and partners	Supply chain management Product responsibility Anti-corruption	Meeting On-site research Exhibitions Real-time communication software
Industry counterparts	Product responsibility	Meeting Industrial activities Telephone and email
Media and non-governmental organizations	Emissions Resource utilization Environment and natural resources Employment Supply chain management Product responsibility	Press conference and seminar Social media Official website On-site visit Interview
Social group and public	Emissions Community investment	On-site visit Meeting Public welfare activities Social media

(II). Substantive issue analysis

Based on the identification of and communication with major stakeholders, in combination with the Company's operation features, we conducted substantive analyses for important concerns of stakeholders, and took such analyses as important references for the Company's CSR management and information disclosure.

In 2019, the Company identified the most important issues including product responsibility, corporate governance, employment, emissions, and health and safety; and other important issues including development and training, supply chain management, resource utilization, labor standards, environment and natural resources, anti-corruption, and community investment.

(III). Haier Smart Home and SDGs

Centered on the CSR philosophy of "Green, Life and Care" and corporate operation features, Haier Smart Home has blended into the framework of 2030 Sustainable Development Goals (SDGs) set by the United Nations. We adhered to our true heart of sustainable development, to provide users with higher quality of products, protect the environment, perform unremitting innovation, and care the society. With the resolution of "persistent honesty", we determined to create a beautiful future and a smarter sustainable life with our stakeholders. (Tables below shall be all revised upon confirmation of main text)

	Response to 2030 Sustainable Development Goals (SDGs) of the United Nations	Our activities in 2019
Governance		<ul style="list-style-type: none"> • The Company's governance level was improved with emphasis, especially the transparency, accountability and independence of our governance structure • Anti-corruption and anti-malpractice management was conducted to create an integrity ecology • CSR management was closely combined with our business operation to ensure adequate resource input • The Company was awarded Italian "China Awards 2019", "Best Investor in Italy" and other rewards in 2019 • The Company was awarded "Chinese Enterprises Globalization 2019 Top Ten" by the Center for China and Globalization (CCG)
Products		<ul style="list-style-type: none"> • The quality idea "user is the final judge of quality" was carried out • All plants passed the ISO 9001 Quality Management System certification, except for the new plants that had not started such certification in 2019 • The "Six Sigma" quality improvement team was established, "Six Sigma" quality trainings were performed, and quality improvement projects were organized, to solve problems fed back by the market • By continuously improving the quality management system and the "two-way" quality mechanism, a professional quality chain group was created, with the reputation of quality chain group among users up by 25% in 2019 • Suppliers were provided with quality management trainings, to improve the quality performance together with them • Zero recall in 2019 • Newly led or participated in the formulation and revision of 7 international standards and 80 national/industrial standards • Applied for 9,143 patents in China, of which 5,828 invention patents were awarded "2018 National Prize for Progress in Science and Technology", "2019 iF Product Design Award" and other rewards • Haier was awarded multiple domestic and foreign important rewards including the "40th Anniversary of Promoting Total Quality Management: Outstanding Promoting Unit"
Users		<ul style="list-style-type: none"> • With the "5+7+N" all-scenario smart solution and IoT technology, users were provided with the best smart life experience • The Haier Customer Care (HCC) system is targeted at 7,000 terminal service providers, to provide 100,000 service professionals with a digital operation and

		<p>management platform, and integrated 6 competence centers, to provide 1 billion Haier's users and customers with the best service experience</p> <ul style="list-style-type: none"> • A service professional is bound to users through the Haier WeChat service station, to achieve the conversion from one-off service to unlimited interaction. As of the end of 2019, Haier's WeChat service station users has increased to 26 million • Each service professional was trained for over 40 hours • Solving ratio of customer complaint was 99.3% • The visiting response time of a service professional decreased to "2 hours" from "24 hours upon a user's request" • The user information conservation mechanism continued to be improved • During the epidemic, Haier Smart Home APP launched the smart health scenario, and released Standards for Safe Service in the Epidemic Prevention and Control Period, to satisfied the health and epidemic prevention needs of users • Haier Smart Home was awarded " i China 2019–Top 10 Brands of the Year 2019", "Gold Award of the Year 2019 of Leading Brand of Smart Home" and other brand awards
Supply chain		<ul style="list-style-type: none"> • The supplier resource platform "Haidayuan" was continuously improved, to perform the ecosphere enabling, and improve the management level of supply chain environment and social risks • A cloud platform of smart home solutions was constructed, to realize the win-win value adding of ecosphere stakeholders • Haier's Internet of Food and Internet of Clothing were both awarded "Industrial Blockchain Application Example" and other titles of honor
Environment		<ul style="list-style-type: none"> • The "Green Design, Green Manufacture, Green Marketing, and Green Recovery" (4G) Strategy was implemented • All plants passed the ISO 14001 Quality Management System certification, except for the new plants that had not started such certification in 2019 • A smart energy customized platform was constructed, to refine management, production and operation • In 2019, the energy consumption per unit of output value decreased by 6.77% year-on-year • The energy saving property of all types of products was continuously improved • Haier's plants conducted multiple types of energy conservation and environmental protection projects • The recovery of waste and old home appliances was promoted step by step
Employees		<ul style="list-style-type: none"> • The transition of “three authorities” of appointment, decision-making, and distribution was further

		<p>refined, to grant employees more autonomous rights</p> <ul style="list-style-type: none"> • The interests and rights of employees were protected, and our employees were provided with a diversified benefit system • A 1+N (1 management channel+N professional channel) non-linear career development channel was designed • Incentive policies continued to be optimized, and iterations were conducted for the all-maker mechanism • Through employee congress, visiting, calling on and other forms, the communication with employees was enhanced, and their reasonable demands were satisfied • Safe and healthy working environment was provided, and the HSE&6S cloud platform system was upgraded • All plants passed the ISO 45001 Occupation Health and Safety Management System certification, except for the new plants that had not participated in the annual review in 2019 • The coverage ratio of occupation environment hazard assessment, the occupational health examination ratio, and the coverage ratio of intrinsic safety equipment were all 100% • During the epidemic period, the Manual for Epidemic Prevention and Work Restoration was prepared, and multiple epidemic prevention measures were taken, to actively protect the health and safety of our employees
Society		<ul style="list-style-type: none"> • The "poverty alleviation and people benefiting", and other targeted poverty alleviation projects were performed • For years, a total amount of RMB110 million was invested to help construct 306 Hope Schools (305 Hope Primary School and 1 Hope Middle School). In the meantime, diversified charitable children education activities were performed • A total of 144 Haier's exclusive shops as the charitable contact template was constructed • The community interaction platform "Haier Charity" was launched, and a total of 24 charitable projects was released in about one year, with the interaction volume of charity users reaching 1.05 million person-time • Multiple community care activities were performed • In order to actively respond to the national principles and ideas of encouraging and supporting industry-education integration, Haier's 2020 School-Enterprise Cooperation Strategy was released • For fully supporting the epidemic prevention and control, actively fulfilling social responsibilities to establish anti-epidemic teams, to address the home appliance needs for building and renovation of

		hospitals in Wuhan <ul style="list-style-type: none"> • During 2020 Spring Festival, there were 2,700 service staff from Haier making contributions at the first line of epidemic control in Hubei Province • Haier was awarded multiple rewards, including "2019 People's Corporate Social Responsibility Award: Enterprise of the Year", "Outstanding Contributors of the Hope Project in 30 Years", and "2019 Corporate Contributing in Poverty Alleviation".
--	--	--

IV. Haier Smart Home: Customize Beautiful Life

(I). Company overview

Haier Smart Home Co., Ltd. (formerly known as "Qingdao Haier") is a solutions provider on smart home aimed to provide global users with customized beautiful life, with its headquarter located in Qingdao, China. The Company designs, manufactures and sells all kinds of smart home appliances including refrigerator, washing machine, air conditioner, water heater, kitchen appliance and small home appliance, and provides our users with one-stop smart home package solutions. Founded in 1984, the Company as the first listed companies in China was listed in Shanghai Stock Exchange (600690) in 1993, and owns Haier Smart Home which is listed on the main board of Stock Exchange of Hong Kong (stock code: 01169.HK). On October 24, 2018, the Company issued D shares on the main board of Frankfurt Stock Exchange in Germany (stock code: 690D)

With continuous efforts, Haier Smart Home gradually acquired and restructured the white goods business of Sanyo of Japan, the household appliance business of GEA, the household appliance brand of New Zealand Fisher & Paykel(FPA), and Italian household appliance brand Candy. We formed our 3-in-1 competence of R&D, manufacturing and marketing around the world, and realized the world-class brand layout and the global operation, satisfying the personalized demands of users from over 100 countries. According to the retail data of global large household appliance brands released by the leading market investigation institution Euromonitor, the retail volume of Haier's large household appliances ranked the first in the world in 2019 for the 11th straight year.

(II). Haier data

2019 is the 35th anniversary of Haier's entrepreneurship, and we are still vigorous and energetic.

We believe that "there is no eternal enterprise but one for a certain era", therefore we was bold in reform, perform unremitting innovation, overcame unlimited difficulties, and rose to the challenge by keeping up with the trend of the era. Behind our success, there lies the sincere delivery of every order, and from each time of such delivery, the best experience, communication and interaction for a user begin.

1. Corporate development

After 35 years of marching ahead in difficulties, Haier Smart Home strives to closely keep up with the era and become an enterprise of the era

Haier's personnel has united in this big family after 35 years of passing down the torch of innovation and entrepreneurship from one generation to the next, driving the Company to evolve all the way.

The number of employees increased 165 times from 1984 to 2019

1984	600
2019	99,757

As an important part of Haier, Haier Smart Home has recognized fallibility, and taken the lead in betting along the way since last century, thus realizing stable growth of revenue and profit, and creating great income for shareholders.

Revenue grew by 217 times from listing

1994	RMB926,420,148.77
2019	RMB200,761,983,256.57

Net profit grew by 85 times from listing

1994	RMB96,403,905.93
2019	RMB8,206,247,105.96

Since Haier's launch of global smart home strategy, the number of global smart home users has exceeded 10 million.

Haier Smart Home was ranked 448th in 2019 Fortune 500, up by 51 from last year and meanwhile was listed in Fortune magazine as “The Most Appreciated Enterprise in the World in 2019”,

2. Environmental management

Haier always includes the sustainable development philosophy in our business operation, unremittingly optimizes the environmental management, and harmoniously coexists with nature. In 2019:

Energy consumption per unit of output value: 6.37kg/RMB10,000, down by 6.77% year-on-year

4,008.76 tons of standard coal saving

10,502.95 tons of carbon dioxide reduction

Waste disposal: compliant disposal ratio was 100%.

3. Social contribution

R&D strength

Centered on the R&D idea of "the world is my R&D department", Haier combined global resources, users and enterprises to realize interactive innovation, and set up the "10+N" open innovation system around the world, constantly making breakthrough and innovation, to provide users with the best solutions. In 2019, the Company obtained rich results from investment in R&D:¹

- Haier won 57 world-class industrial design awards, in which we were rewarded a total of 56 awards of the 2019 iF Award, the Red Dot Award and the IDEA. We has won a total of 212 awards, ranking the first in the global white appliance industry with such number.
- Haier has taken the lead in or participated in the development and revision of 67 international standards, being the household appliance enterprise that proposed the most development and revision proposals of international standards in China.
- With 33379 invention patents in 28 countries, Haier has become the household appliance enterprise that owns the most invention patents overseas.
- Haier has taken the lead in or participated in the development and revision of 550 national/industrial standards in China, being the first enterprise in China.
- Haier has won 15 National Prizes for Progress in Science and Technology, including the only first prize in the industry, and our original technology has been certified by China.

Employee Growth

We care the growth of our employees, and actively enable them.

Ecological building [to be updated]

Centered on the U+ Smart Home Cloud Platform, the COSMOPlat Industrial Internet Platform (hereinafter referred to as "COSMOPlat") and Haier Smart Home APP value interaction platform, Haier has transformed its ecosystem from a garden-style system with walls to a rainforest-style business ecosystem that is capable of self-evolution:

- U+ Smart Home Cloud Platform: the revenue generated from domestic package products accounted for 27.48%; the activated smart home appliances increased by 63%; monthly number of active users of smart home APP increased by 350%, monthly number of scenario active users increased by 142%; the ecological revenue of IoT increased by 68% year-on-year
- COSMOPlat Industrial Internet Platform: 15 interconnection factories; the first smart+5G interconnection factory was completed; 15 industries were enabled; 7 centers in 12 regions in China were constructed, with reproducing and promoting such centers in other 20 countries.

¹ 10 + N: Taking Haier's top 10 R & D centers in the world as an open basic platform, the R & D forces around the world are connected at any time based on user sore points. Those R & D forces all over the world are N. N is variable instead of quantitative, which changes with user needs.

- Haier Smart Home APP: the whole-network sales reached RMB116 million on launch date, including over 30 thousand sets of scenarios.

Social responsibility

Haier believes that a great society is the basis of a great cause, therefore we construct communication platforms with communities, perform corporate and civic responsibilities, and actively contribute to the society together with stakeholders.

- In 2019, social contribution value per share = RMB5.41/share

Note: Social contribution value per share = $\text{EPS} + (\text{total tax payments} + \text{employee expenses} + \text{interest expenses} + \text{total public interest inputs} - \text{social costs}) \div \text{total equity at the end of the period}$. The calculation standard is derived from the Notice on Strengthening the Social Responsibility of Listed Companies and Issuing the Guidelines on Environmental Information Disclosure of Listed Companies on Shanghai Stock Exchange. Among them, the tax payments are various taxes paid, and employee expenses include cash paid to and paid for employees.

- Education Assistance

As of the end of 2019, Haier has assisted to build 305 Hope Primary Schools and 1 Hope Middle School in 26 provinces, cities and autonomous regions in China, helping tens of thousands children go to school.

(III). Corporate governance

Haier Smart Home combines closely the CSR management and the business operation, and sets up CSR management strategies and targets according to the development of business. The Board of Directors of Haier Smart Home ensures adequate resource input, participates in the development of CSR management strategies, improves CSR governance framework, identifies CSR risks, and takes a comprehensive leadership role in the matters related to CSR management. We continue to improve our corporate governance and CSR management, to effectively reduce operation risks.

1. Corporate governance

Haier Smart Home adheres to its core philosophy of "honest operation, standardized governance, and information transparency", and unremittingly standardizes our internal governance framework, betters our information disclosure policy, enhances the communication with investors, actively creates a good external governance environment, effectively protects the interests of all shareholders, establishes and constantly improves the scientific corporate governance structure and mechanism in accordance with such provisions specified in Company law, Securities law, Code of Corporate Governance for Listed Companies and relevant laws and regulations, in order to promote the stable and sound development of the Company.

Good corporate governance is critical to the Company's operation and development. We have set up a standardized and orderly corporate governance structure composed of general meeting of shareholders, Board of Directors and its special committees (including Strategy Committee, Remuneration and Appraisal Committee, Nomination Committee, Audit Committee etc.), Board of Supervisors, and the management. We have formed a governance mechanism which has clear division of authorities and duties, and is composed of power institution, decision-making institution, supervision institution and executive institution that are coordinated and limited with one another, to effectively protect the legal interests of the Company and shareholders. Currently the Board of Directors has 9 directors, including 3 independent directors. External directors account for 2/3 in the Board. The Board of Supervisors has 3 supervisors, including 1 employee

representative supervisor. The heads and members of Audit Committee, Remuneration and Evaluation Committee and Nomination Committee are assumed by independent directors.

In 2019, the Company convened 2 general meetings, 8 board of directors meetings, 7 board of supervisors meetings, of which all the holding and voting procedures complied with relevant provisions specified in laws, regulations, articles of association, and rules of negotiation, and all voting results were legal and valid. This laid a solid foundation for the Company's standardized operation.

2. Internal control

The Company has streamlined the regulatory requirements of listing, improved the internal control processes and systems at three levels including corporate, subordinate department and subsidiary, and business, in accordance with the Guidelines for Internal Control of Listed Companies of Shanghai Stock Exchange, the Basic Standards for Enterprise Internal Control and the Supporting Guidelines for Enterprise Internal Control that were jointly issued by the Ministry of Finance, CSRC, National Audit Office, CBRC and CIRC, and other guidelines, and clarified the roles and duties of Board of Directors and its Audit Committee, Board of Supervisors and the management in internal control, to construct a functioning internal control system.

We conduct self-assessment on the building of internal control system once a year, and employ annual audit accountants in China to assess the compliance and effectiveness of the building of internal control system every year. The self-assessment reports, financial reports issued by annual audit accountants, and internal audit reports will be fully uploaded to the exchange's website to be reviewed and supervised by stakeholders. In 2019, the total amount of corporate assets and the amount of revenues that were included by Haier Smart Home in our internal control assessment range either accounts either accounted for almost 90% of the corresponding items in the Company's financial statements. According to the assessment of Board of Directors, the internal control system of Haier Smart Home was sound and effectively implemented. There were no significant defect identified in the Company's internal control design or implementation. According to the annual audit accountants, the Company maintained effective internal control of financial reports in all material respects in 2019.

3. Honest ecology

We understand the importance of adhering to moral standards in current global commercial environment which is full of competition and instant changes, and promise to perform operation activities according to the highest moral standards. "Honest Ecology" is one of entrepreneurship that Haier Smart Home puts into effect.

Honest Operation

We strictly comply with the laws and regulations related to anti-bribery, anti-fraud, extortion and anti-money laundering, and has set up special teams to perform anti-corruption and anti-malpractice works, in order to create an honest and moral commercial environment. The Board of Directors is responsible for reviewing and supervising the Company's policies and measures that are related to compliance of laws and regulations, with the help of internal control departments, internal audit departments, and global legal departments. By developing Employee Code of Conduct, Code of Commercial Conduct, Anti-Fraud Regulations, Management Policy of Supplier Black List and other policies, and entering into the Commitment Letter of "RenDanHeYi" and Incorruptibility with employees, the Incorruptibility Agreement with suppliers, we urge our employees and suppliers to strictly abide by the bottom line of compliance.

We actively perform online and offline anti-malpractice trainings, to foster our honest culture. Through organizing all employees to watch educational films every quarter and other training activities, and providing the employees at risky positions with enhanced trainings, we strengthen the honest ideology building of them. We also conduct trainings for investigators, to improve their anti-malpractice ability.

By setting up and disclose the public online reporting platform and email to all employees and suppliers, we receive a wide range of malpractice clues which we process in time, and the internal control and internal audit departments will conduct primary screening and investigation for reporting information, with any suspected crimes submitted to legal departments for handling according to laws.

Management of Compliance Propaganda

Haier Smart Home regards honesty as its foundation and the life of its brand. The Company strictly complies with Advertisement Law of the People's Republic of China, Law of the People's Republic of China on Anti-Unfair Competition, Regulations on the Administration of Advertising and other laws and regulations, seriously implements the compliance management of marketing in order to eliminate false advertising and resist any unfair act that limits market competition, values the building of user trust, unremittingly constructs a sustainable commercial development model.

4. CSR management

We take CSR as an important factor in corporate governance, and integrate the concept of sustainable development with business operation. We have a matrix management structure of "Board of Directors - CSR Working Group". The Board of Directors is responsible for defining CSR management priorities and setting up effective management systems. The CSR Working Group, coordinated by the Internal Control Department and Securities Department with the participation of other relevant departments, is mainly responsible for implementing management measures in various aspects and reporting regularly to the Board of Directors, so as to assist them in understanding the implementation progress of the CSR project, identifying management risks, and timely adjusting management strategies.

Roles and duties of the CSR management system are as follows:

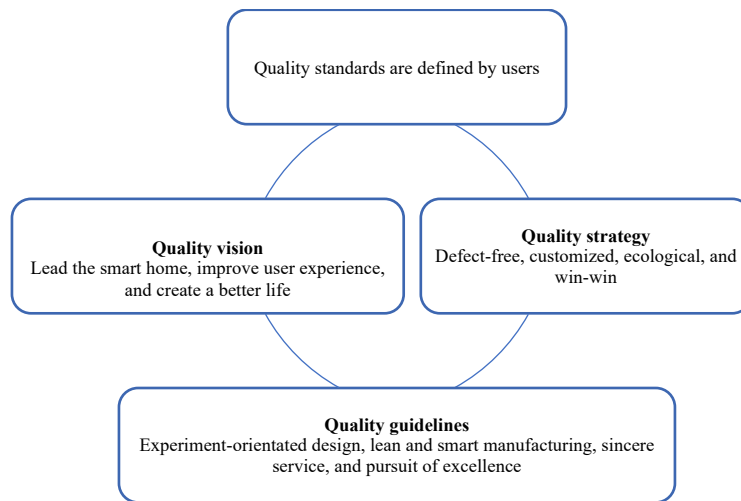
V. "Quality-intelligence"-driven Development (to be supplemented)

(I). Quality protection and quality assurance

Haier, a successful world brand, always depends on three secrets -- quality, quality and quality. Haier keeps advancing with the times, and never stops quality innovation.

Haier Smart Home attaches importance to quality management, takes the concept of "RenDanHeYi" as its strategic guidance, defines the quality value that "quality standards are defined by users", cultivates the quality culture of "RenDanHeYi and quality for everyone", and has created a quality management model centered on "RenDanHeYi win-win", which continues

to create the best whole-process experience for users and to set the new benchmark for the high-quality development of the industry.



1. Product quality management

Quality system guarantee

The Company targets "creating the best user reputation", focuses on system building as the quality assurance, and has built a quality system for the best scenario-based user experience in the era of IoT. In 2019, all plants of the Company have passed the ISO 9001 Quality Management System certification, except its newly-built plants that have not started the certification. Meanwhile, the Company strictly abides by the Law of the People's Republic of China on the Protection of Consumers' Rights and Interests, and has established a sound product recall system and procedure. In 2019, Haier Smart Home recalled no products, which was an excellent achievement.

With the quality platform of Haier, the Company has determined its quality development strategies, positioning, objectives, mechanisms and strategies. The quality platform of the Company has an industrial quality department, in which all production lines transform internal projects and output key tasks based on their business characteristics. The industrial quality department has quality departments in plants, and sets quality positions in the industrial R&D process and other processes, so as to link and implement the overall quality management.

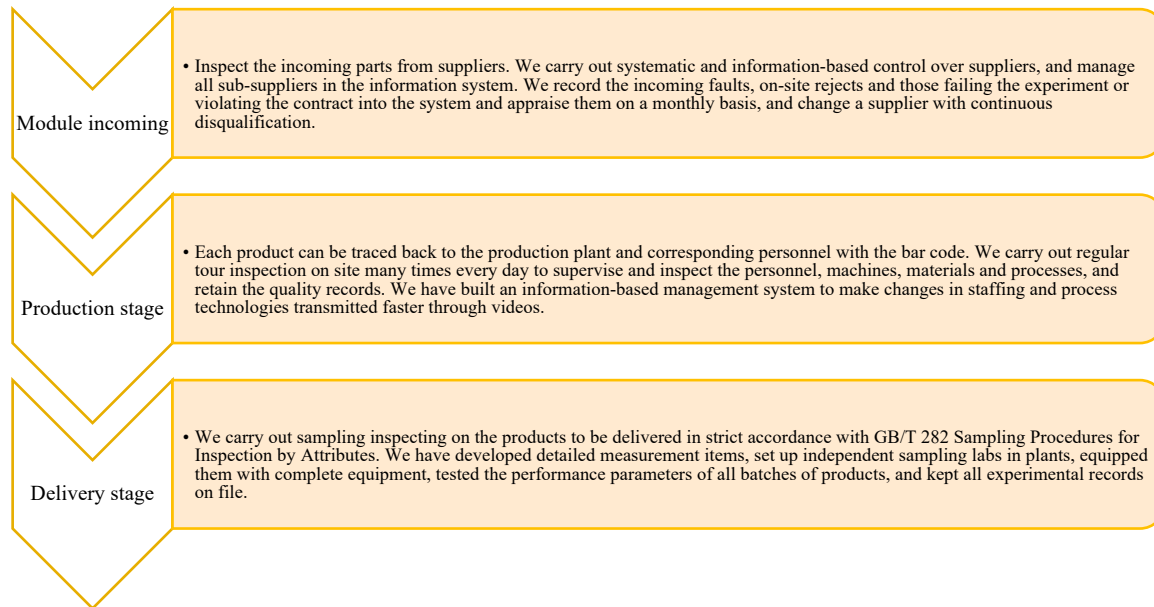
We promote the "two-way" quality management mechanism. With the "positive-value-added sharing mechanism", we encourage employees to proactively discover and mitigate quality risks, share with employees the value created by quality improvement and stimulate constantly the innovation and development of quality improvement. With the "reverse-bottom-line mechanism and reverse reduction mechanism", we define the quality responsibility subject, treat seriously every quality issue, put an end to poor quality, and adhere to the quality bottom line.

By continuously improving the quality management system and the "two-way" quality mechanism, Haier has created a professional quality chain group. The quality chain group focuses on 85% to 90% of the market loss, seize the market with professional teams, centers on user satisfying targets, finds projects from the voice of users, and, with the prior agreement of the value-added sharing mechanism, encourages the open integration of first-class resources and zeros out the root of problems. In 2019, the quality chain group improved the user reputation by 25%, and their achievements were realized to team members by the high-sharing and high-value-

added mechanism, so that the value of members were recognized and the driving force for the quality chain group was further improved.

Implementation of quality control

In 2019, the Company continued to strengthen comprehensively the quality control of all products, and carried the quality culture throughout the whole process. The Company has formulated quality management policies for the access and screening of suppliers, incoming of raw product materials, production of products and batch test of products before marketing, including the Module Incoming Inspection Procedures and Spot Inspection Management Procedures.



To improve product quality effectively, we have established a "Six Sigma" quality improvement team consisting of professional quality personnel to carry out quality improvement projects, offer Six Sigma quality training, solve problems fed back by the market, and improve the quality performance of the Company's products.

Case: Whole-process quality coordination of washing machines

In 2019, Haier's adopted the self-driven and self-evolving management mode for the "new product quality control" of its washing machine production lines. It benchmarked the "nine-step method" quality management mode for GEA new products to optimize the quality management system for new products. At the same time, we adopted the information-based system to carry out whole-process coordinated control over the quality of new products, so as to allow the technical documents of new products from plants to be systematic and traceable, and finally achieved the excellent quality performance of zero new product batch quality accident.

Transmission of quality culture

The effective implementation of quality management is inseparable from the concerted efforts of all employees. This year, Haier Smart Home continued to focus on the transmission of quality culture, continued to deepen employees' awareness of quality management, and continued to build the Company's quality culture.

We offered regular and diversified training on key processes and personnel to improve the quality awareness of all employees. And we also offered quality management training to suppliers to improve together their quality performance.

Quality function deployment (QFD) training

In 2019, Haier invited Xiong Wei, Director of the Center for Quality Management Research of Zhejiang University, professor and doctoral advisor of the School of Management, the only Chinese member of the Standing Committee of the International Council for Quality Function Deployment (ICQFD) and known as the "Father of China's QFD", to give lectures on quality. The lectures included an introduction to QFD, QFD project management and process methods and QFD design and innovation methods and instruments.



Case: BB (Black Belt) special training camp

In 2019, with methodology courses on DMAIC (Define, Measure, Analyze, Improve and Control), Haier encouraged trainees to carry out quality improvement projects. At the same time, Haier offered training for internal trainers to allow them to develop internal courseware and improve the Six Sigma quality improvement system.



Case: MBB (Master Black Belt) special training camp

In addition to the BB special training camp, Haier offered the MBB special training camp to cultivate Master Black Belt quality elites in the Business Department, and with lectures and tutorials, allowed such elites to mobilize and lead the Business Department to carry out quality improvement projects.



2. Service quality management

Service Beliefs

We continue to implement Haier's service policies and complete every service with unified service standards. In 2019, Haier Smart Home received 99.3% satisfying complaint solving from customers.

Our service policies

Service beliefs:

Take away all your troubles, and leave Haier's long-lasting sincerity.

Service intention:

Customers are always right.

Service standard:

24h on call, once for all, guard all the way, and serve sincerely.

Customer care

In 2019, we continued to optimize the HCC (Haier Customer Care) system, highlighted "no complaint, no delay and no negative feedback", focused on the whole-process services for customers, and analyze and identify customer demands accurately by interacting with customers in real time.

At present, the HCC system has been made available to 7,000 terminal service providers, providing online, visual and intelligent digital operation management platform for tens of thousands of service professionals of the Company. It integrates six capability centers (i.e., the capability of online training, online operation, spare part supply chain, reverse reject processing, value-based salary and order processing), to support the provision of the best customer service experience to Haier's customers, which in turn drive the continuous product quality improvement of the Company in all processes, and provide data support.

Based on big data analysis, we open up all nodes in the whole process, so that the user evaluation is delivered in real time to the key nodes and key personnel, so as to optimize continuously and form the iterative closed-loop, and provide the best whole-process service experience.

Training of service professionals

In 2019, we had tens of thousands of service professionals nationwide, which provided strong guarantee for after-sales services. We paid attention to the training of service professionals, and enlivened them both online and offline. We developed the iService system to provide on-demand training to service providers and service professionals at all times, and offer online training, online upgrading, online interaction and remote support. This year, we carried out the "Gold Lecturer" event to promote outstanding service professionals to lecturers, so as to drive the improvement of the overall service quality. This year, every service professional was trained for over 40 hours averagely.

Meanwhile, as guided by the concept of "RenDanHeYi", we continued to improve the incentive mechanism for service professionals, built the service professional management system of "self-

accessing, self-upgrading, self-optimizing and self-evolving", and continued to upgrade our service capability.

This year, sponsored by the Ministry of Industry and Information Technology and the State-owned Assets Supervision and Administration Commission of the State Council, China Association for Quality held the National Enterprise Employee Overall Quality Management Contest of the year. In the contest, Haier won the "Outstanding Organizer for 2019 National Enterprise Employee Overall Quality Management Contest".

Service quality improvement

This year, the Company further carried out the promotion and application of mobile service stations. Mobile service stations, as the mobile network for service professionals, carry a full set of service system, service equipment and service spare parts. It's a leading model in the industry that shortened the door-to-door response time of service professionals from the industry's long-term practice of "24 hours after the user reports for repair" to "2 hours", and completely solved the "slow door-to-door" service.

Furthermore, Haier's **WeChat** service station, as a borderless community platform linking users, realized the real-time interaction between service professionals and users and between users and users. Service professionals are bound to users with the Haier WeChat Service Station composed of Haier's service App and official WeChat account, which turns the one-time service to multiple-time interaction, so that service professionals offer proactive care and services for users, build the ecosphere of being the users' housekeeper, bring users new service experience, and re-upgrade the smart services. Up to now, the WeChat Station has owned 26 million users and provided visualized whole-process services, with which users may acquire information about service resources and service charge directly and conveniently, and are able to gain the true initiative to get served.

On this basis, Haier launched the "smart packaged service" mode, which led the upgrading and transformation of the industry's traditional service model, offered services before instead of after selling, linked all services in the whole process, and created actively market demands.

User privacy protection

Haier Smart Home deeply understands that the protection of users' privacy is the basic premise for users to enjoy safe and assured service experience. We strictly abide by the *Network Security Law of the People's Republic of China*, *Provisions on the Administration of Mobile Internet Applications Information Services* and other relevant laws and regulations, and constantly establish and improve the user information protection mechanism. Meanwhile, Haier Smart Home also attaches great importance to our partners' performance on privacy information management. With *Confidentiality Agreement* and *Letter of Commitment on Information Security and Confidentiality*, we strictly require our partners to protect our users' privacy information.

With the smart lifestyle getting more involved in users' life, there are more ways to input and output user information, so, to guarantee users' right to know and right to choose the use of their information has also become the focus of current user privacy protection. All Apps of Haier Smart Home state the policies and measures for the acquisition, management and protection of users' personal information, and seek users' consent in advance for the collection and use of their information.

This year, the measures for user privacy protection of Haier Smart Home are mainly as follows:

1. The front desk system turns off the information output;
2. The Intranet uses strict identity verification system, and monitors and blocks USB interface;
3. The HCC system is not allowed to extract the complete contact information of users;
4. The system records all the remittance of vouchers;
5. Special requirements that need a large amount of user data shall be reviewed by Haier and uniformly transferred;
6. Sign *Confidentiality Agreement* or *Personal Confidentiality Agreement* with external partner companies and individuals, so as to urge them to strictly control the user information they have access to and prevent leakage.

9. The wining of social recognition

The efforts and achievements of Haier Smart Home in quality control have been widely recognized by the consumers, the industry and the society. This year, Haier won a number of significant domestic and international quality awards.

In 2019, on the 40th Anniversary of the Founding of China Quality Association, Mr. Zhang Ruimin, Chairman and CEO of Haier Group, was awarded as the "40th Anniversary of Promoting Total Quality Management: Outstanding Entrepreneur". Mr. Ren Xianquan, Vice President of Haier Appliances, was awarded as the "40th Anniversary of Promoting Total Quality Management: Outstanding Individual". Haier won the award of "40th Anniversary of Promoting Total Quality Management: Outstanding Promoting Enterprise". The project of Haier (Home/Commercial) Products Intelligent Diagnosis, Prediction and Health Management and Practice won the first prize in Quality and Technology. On the Anniversary, Haier was the only enterprise in the industry to win the first prize in Quality and Technology.

This year, the 44th International Convention on Quality Control Circles (ICQCC) was held in Tokyo, Japan. Lowering the Defective Rate of the Outdoor Cover of Air Conditioner by Lijian QC Team of Qingdao Haier Air-conditioner Electronics Co., Ltd. won QC gold award after fierce competition, which was the highest honor for global quality control teams. Meanwhile, Lowering the Defective Rate of Air-cooled Series Refrigerator Davit by the quality assurance QC team of Guizhou Haier Appliances Co., Ltd. won the silver award.

This year, the 4th Asia Quality Function Development Association (AQFDA) was held in Hangzhou. Two Six Sigma projects by Haier won the "Six Sigma First Prize", and two QC projects by Haier won the "QC First Prize".

We firmly believe that there is no end to quality control. Haier will take the recognition as the incentive, continue to improve the quality control performance, adhere to quality innovation, and provide users with constantly optimized products and service.

(II). Independent innovation that leads the world

1. Innovation foundation

In order to provide users with better life experience, Haier Smart Home has built a "10 + N" open innovation ecosystem and an open innovation platform. After years of exploration, a R&D

concept with Haier characteristics has been formed. Through continuous improvement, the R&D pattern is transformed from traditional waterfall into iteration, and leading technological products are produced continuously, thus achieving win-win evolution in the ecosystem.

We adhere to independent research and development and continuously increased investment, and have built a "10+N" open innovation ecosystem, as well as an open innovation platform for zero distance interaction between users and resources. In "10+N", 10 represents the top 10 R&D centers established in China, Italy, the United States, Japan, South Korea, New Zealand, Mexico, Israel and India. N stands for N innovation centers connected to each other at any time based on the pain points of users and expert communities of more than 10,000 innovation partners.

In order to better connect the world's first-class resources, we set up HOPE, an open innovation platform, an ecological community of innovators, a huge resource network, and an one-stop service platform to support product innovation. Community members receive various innovation topics through HOPE and provide services to product teams with technical innovation needs in many ways. Since its launch, HOPE has invited a large number of experts from various fields. We have worked hard and made suggestions for the product innovation in all walks of life to create a win-win outcome.

Relying on the "10 + N" open innovation ecosystem, Haier Smart Home continuously iterates products and provides smart living solutions. The open mechanism of "co-creation, win-win outcome and sharing" attracts world-class resources to participate in innovation and lead the development direction of products and technologies in the industry.

2. Patent layout

Haier Smart Home continuously increases research and development investment, adheres to the patent strategy, establishes the patent management system with high quality patent as the core, and explores the innovative patent management mode with the linkage and effective coordination of "technology, patent and standard".

Patent quality guidance	
It won 2 Chinese patent awards in 2019 and 9 national patent gold awards in total, among which the gold awards for invention accounted for 60% of the industry, making it an absolute leader in technological innovation.	
Haier was the only enterprise in the industry to win awards in all aspects of refrigerator, washing machine, air-conditioner, water heater and kitchen appliances in 2019.	
By 2019, Haier had applied for more than 53,000 patents, with invention patents accounting for more than 60% with more than 11,000 overseas patents, making it the China appliance enterprise with the largest number of overseas invention patents.	
Standardization	

In 2019, Haier led or participated in the revision of 7 international standards and 80 national/industrial standards.

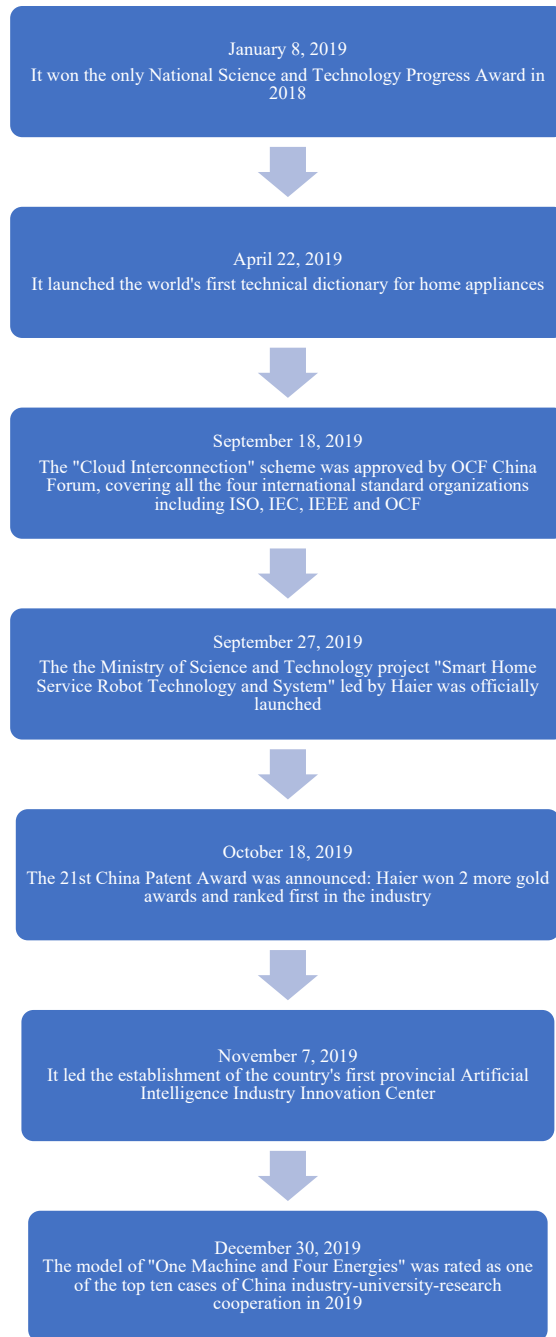
By 2019, Haier had comprehensively led the formulation of a number of international standards for smart home in the four international standard organizations (ISO, IEC, IEEE, OCF), including 5 IEEE standards, 2 IEC standards, 1 ISO standard, and 1 OCF standard, making it a global leader in the formulation of standards for smart home cloud ecosystem.

Haier has led or participated in the revision of 67 international standards and 550 national/industrial standards in total, ranking the first in participants in the industry. The scope of participation covers seven major areas, including smart home, mass customization, smart manufacturing, smart factory, smart production, industrial big data and industrial Internet.

National recognition

In January 2019, Haier's "Key Technology and Industrialization of Washing and Care of Drum Washing Machine Division" project won the National Science and Technology Progress Award, which was also the only winning project in this year's appliance industry.

By the end of 2019, Haier had won 15 National Science and Technology Progress Awards, making it the appliance enterprise winning the awards.



3. Innovative products

Haier Smart Home focuses on user experience, continuously iterates the smart scenes through product innovation, and customizes the ideal life for the user. This year, we fully considered users' all level demands of the products, and committed to bring users healthier, safe and intimate product experience.

Eat healthily -- Haier Refrigerator with upgraded fresh storage experience

With the diversification of family diet structure, the types of fruits and vegetables needed to be

stored in refrigerators are increasingly rich, and traditional refrigerators have been unable to meet the demand for fresh storage of various and refined food materials.

At the China Home Appliances and Consumer Electronics Expo, Haier Refrigerator exhibited its innovative high technology of blocking oxygen and dry wet storage. Upgraded on basis of the original dry wet storage, this technology improves the fresh-keeping effect of fruits and vegetables with oxygen inhibition and moisture regulation. With this technology, the weight loss rate of fruits and vegetables can be reduced by half, and the fresh-keeping effect can be doubled, effectively improving fresh-keeping experience of users.

Wear comfortably -- Clean Care Washing Machine that protects family health

Haier Clean Care Washing Machine applies the basic principle of filter, disinfection and sterilization, and implants the clean water module into the washing machine, so that it can constantly purify laundry water and remove all kinds of germs while washing. The sterilization rate is 99%, thus ensuring the fresh and healthy laundry water and protecting family members from secondary pollution caused by cross washing.

Breathe freely -- Casarte Tianjing Air Conditioner that smoothes the breath

With the UVC deep ultraviolet sterilization technology, Casarte Tianjing Air Conditioner can effectively eliminate all kinds of viruses and bacteria including H3N2 influenza virus, Staphylococcus albicans and Staphylococcus aureus, with sterilization rate of over 93%. It is non-toxic, tasteless, efficient and convenient, allowing users to enjoy healthy air.

Use safely -- dry burning-resistant & one key gas stove

In daily life, there are a lot of hidden safety problems in cooking, one of which is stove dry burning.

Haier dry burning-resistant gas stove can monitor the temperature change of the pot bottom through the NTC temperature sensor. When the pot is dry burning and the temperature reaches 293 °C, the gas source will be automatically shut down, ensuring security for users.

4. Protection of intellectual property rights

As one of the earliest enterprises to set up a professional intellectual property management department in China, Haier Smart Home always adheres to the intellectual property strategy of high-quality development, and accumulates high-value intellectual property assets through the linkage mode of "technology, patent and standard", to guarantee the freedom of the global market. Meanwhile, we respect the intellectual property of all parties and are actively committed to protecting our own and other parties' intellectual property rights.

The company strictly abides by the relative *Copyright Law of the People's Republic of China*, *Trademark Law of the People's Republic of China*, *Patent Law of the People's Republic of China*, and *China Internet Domain Name Regulations*. Meanwhile, it actively identifies and follows the intellectual property regulations related to the oversea business, resolutely upholds its own legal rights, and at the same time avoids infringing the intellectual property rights of others.

We have established patent management systems with high quality patent as their core, including patent access control system, patent quality control system, internal patent infringement risk control system, external patent risk control system, and overseas intellectual property risk firewall, which can be adjusted and optimized according to the change of internal and external

environment. At the same time, we have embedded the overall patent control into the research and development process, implemented the patent risk management of the whole process, and ensured the safety and compliance in every step.

- Product approval stage: Activate patent risk control, conduct a comprehensive search of the design scheme and patent status of the entire product, and identify possible infringement risk. If any risk is identified, the Company will decisively suspend the project and take appropriate risk averse measures;
- Product R&D, production and marketing stages: Review the patent at each stage, confirm the risk level, and take measures to ensure the overall compliance of the product;
- Daily operation process: Haier Smart Home establishes multi-level intellectual property training system, provides targeted training courses for its employees at all levels, and continuously strengthens the intellectual property risk awareness of the employees.

VI. The "Intelligent networking" that empowers ecology

Entering the era of Internet of Things, Haier insists on the strategic direction led by smart home, transforms from a traditional manufacturing enterprise to a co-created and win-win IoT community ecology, builds the first global IoT ecological brand, creates a co-created and win-win chain ecology while providing users with the best experience and interacting and iterating with users, and realizes constant value-added and win-win outcome of the stakeholders in the ecological group.

(II). Interconnection platform industry topped with experience

By building three platforms, including U+ smart life platform, Haier Smart Home APP value interaction platform and COSMOPlat, we integrate global open ecological resources and first-class technical resources to support the comprehensive implementation of Smart Home scenes.

1. U+ Smart Life Platform

U+ Smart Life Platform (U+ platform for short) is a smart life platform that is fully open, fully compatible and fully interactive in Haier's Smart Home field. U+ platform is based on U+IoT platform, U+ big data platform, U+ interactive platform and U+ ecological platform. It aims to lead Smart Home in the Internet of Things era with user community as the center U+ platform builds the Internet of Things cloud and cloud brain through natural human-computer interaction and distributed scenarios network device, provides the industry with the Smart Home full scenes ecological solution in the Internet of Things era, achieves smart full scenes and win-win new ecology, and provides users with family ecological experience such as food, bathroom care, living, security and entertainment.

In the continuous iteration of Smart Home, Haier U+ Smart Life X.0 is now leading Smart Home into the whole house smart era driven by the dual engines of "IoT + AI", Haier U+ smart life platform is based on UHomeOS to realize customized interaction, customized scenes and customized services, and to offer solutions for users in different "N" scenarios.

From electrical appliances, netter and community scenes to the closed-loop ecosystem ecology the development strategy of "opening up, cooperation and win-win", we build U+ smart life platform based on the closed-loop ecosystem. We constantly improve the platform's opening ability, service ability and aggregation ability, promote the development of the industry and improve the user experience.

Haier Smart Home Cloud Brain is divided into three intelligent engine capacities: connection intelligence, interaction intelligence and decision intelligence. It has achieved diversified active service capacities such as interactive reminders, intelligent recommendations, device health management, and intelligent hands-free operation, providing users with a more convenient and comfortable smart life experience.

2. COSMOPlat industrial internet platform

Independently developed by Haier, COSMOPlat owns China proprietary intellectual property right and the world's first industrial Internet platform to introduce users' full-process participation experience. At present, COSMOPlat has become the world's largest mass customization solutions platform, serving 330 million users and 43,000 enterprises. As a win-win value-added platform, COSMOPlat helps small and medium-sized enterprises and ecological parties to jointly create and share value for users.

Through platform innovation, technology innovation and ecological innovation, COSMOPlat builds the "1 + 7 + N" platform architecture system to realize cross-industry and cross-field application. Haier COSMOPlat has developed 15 ecological sub-platforms such as ceramics, agriculture, RV, covering 60 sub-sectors. It has set up 7 centers in China and promoted them in 12 regions of China and more than 20 countries.

The open, cooperative, innovative, sharing platform of COSMOPlat satisfies the needs of enterprises during transformation such as efficient resources and precise matching, helps enterprise with ability transformation in interaction, module design, quality assurance, delivery, and cost, and provides enterprises with 8 ecological services such as interconnection factory construction, mass customization, big data value-adding, supply chain finance, collaborative manufacture, to achieve the open innovation of enterprises. At present, the platform has more than 410,000 registered resources, over 3 million contact resources, over 3,800 interface teams, and over 220 incubation projects per year.

The standard system led and set by COSMOPlat covers 6 areas such as mass customization and intelligent manufacturing, and have led and participated 5 international standards and 29 national standards, covering three major international standardized organizations including the IEEE (Institute of Electrical and Electronics Engineers), ISO (International Standardization Organization) and IEC (International Electrotechnical Commission), and becoming the world's recognized setter and dominant of mass customization standards.

COSMOPlat has gained widespread recognition from the society and industry:

- It was selected as the key project of "Network Collaborative Manufacturing and Intelligent Factory" of the national key research and development plan of the Ministry of Science and Technology in 2018;
- It ranked first in the "Top Ten List of Cross-industry and Cross-sector Industrial Internet Platforms in 2019" of the Ministry of Industry and Information Technology.
- It was re-listed in the "Top Ten Technological Advances of World Intelligent Manufacturing".
- It joined the 5G industrial application alliance led by China Academy of Information and Communication Technology as the Vice Chairman;
- It ranked first in Forrester's Industrial Internet Leader

In 2019, Haier, China Mobile, and Huawei jointly launched the world's first AI+5G interconnection factory -- Haier refrigerator interconnection factory in Zhongde Industrial Park in Huangdao District, Qingdao, seizing the leading opportunity of science and innovation for creating a world-class industrial Internet ecological brand. So far, Haier has built 15 interconnection factories.

In January 2020, the World Economic Forum announced that Haier Shenyang refrigerator super interconnection factory was elected as the "lighthouse factory" for the fourth industrial revolution, and we became the only enterprise in the world to own two "lighthouse factories" in the same country.





3. Haier Smart Home APP value interaction platform

As a smart life platform for millions of families, Haier Smart Home APP is not a traditional e-commerce trading platform, but a value interaction platform covering scene experience, interaction and iteration. Users can see and experience the scene, and make free reservation for designing and customizing ecological service. From the designing, building to the serving of a smart home, users' smart life demand can be "packaged" and satisfied.

Three core advantages of Haier Smart Home APP

The creation of an APP with full functions and strong service requires enterprises to equip strong technology and service capabilities in the smart home layout. Haier, which has been in the industry for 35 years, has a deep accumulation of scene planning, research and development, design and after-sales service. It brings users, employees, customers, designers, service providers and service professionals all into this platform to serve users, forming the three major competitive advantages of Haier Smart Home APP.

First, "whole scene substitutes products", meaning smart home appliances must firstly be "easy to use". Haier Smart Home has upgraded the sales mode of single product in the industry. With the "5 + 7 + N" whole scene smart package, users tend to buy a whole set of scenes, covering living room, bedroom, kitchen, bathroom and balcony. For example, the combination of the air conditioner, ventilation system and dehumidifier controls the home temperature and humidity, and the washing machine automatically sets the dryer program after washing the clothes. The active service scene is everywhere in the house.

Second, the whole process service experience, which is not intermittent, but whole-process and whole-life. Haier Smart Home APP supports VR experience, video preview and real case introduction. In addition, Haier Smart Home APP also supports users making appointments with

designers for one-to-one customization of designers for undecorated houses. After placing an order in the mall, Haier after-sales system including Goodaymark Logistics can guarantee half-day delivery. If you encounter problems in the later use, you can report for repair in the "Haier services" section. From receiving your message to the maintenance, everything will be recorded, as well as the charge details.

Third, the unprecedented ecological support, which is not only home appliances customized service, but also ecological customized service. In the Smart Home APP, in addition to the customization, control and other sectors, there are also Haier's unique ecosystem system. With the cooperation with more than 1200 resource providers such as apparel, home textile, washing and dyeing and food, and the active promotion of the construction of the Internet of Clothing, the Internet of Food and the Internet of Air ecosystem construction, the refrigerator is able to recommend recipes according to your body information, and the washing machine is able to identify clothing brand and fabrics and perform automatic washing, so that users can enjoy the escalating ecosystem services of Haier unique smart home appliance.

Data shows that in the 12 hours of live broadcasting on the first day of launching, the total transaction amount of scene sales was as high as RMB 116 million, and the total transaction volume reached more than 30,000 sets.

(II). Smart life constructed ecology

1. Smart life

Haier Smart Home strategy system relies on three platforms including U⁺ smart life platform, Shunguang and Haier Smart Home APP value interaction platform, uses the complete product, complete package, complete sets of display, complete service personnel and complete service to achieve the extreme experience value, smart interconnected value, scene comprehensive experience value of the product, unceasingly iterates and evolves with NO. 1 Smart Home ecological brand, and strives to create "knowing one more than oneself" brand value and customize for global family a better life.

"5+7+N" full scenes smart life

Using the Internet of Things, artificial intelligence, big data and cloud computing, and with U+ open IoT platform as the carrier, we transform traditional appliances such as refrigerators and washing machines into smart network devices (smart appliances with IoT capability), and provide users with the best smart life experience by combining business scenarios with ecological services. In 2019, based on the "4 + 7 + N"² business model, Haier Smart Home was upgraded to "5 + 7 + N" full scenes smart solutions. Based on user demand, with three major advantages of package, customization and iterative distinct in the industry, it achieved one-stop, full scenes and customized Smart Home solutions for users, covering 5 living areas including living room, bedroom, kitchen, bathroom and balcony, providing 7 smart solutions including whole house air,

² Haier "5 + 7 + N" business mode makes it possible for users to enjoy 7 whole-house solutions such as air, security, water and washing in 5 physical spaces including kitchen, bedroom, living room, bathroom and balcony, as well as N number of customized life scenarios.

water, washing and caring, security, entertainment, visual and audio devices and family food, and N customized life scenes, achieving Smart Home X. 0.³



Smart lounge, based on entertainment, integrates image, music and other relevant facilities through U+ Smart Platform, provides users with one-stop home entertainment solutions including remote video calls, TV voice, one-touch film and home private cloud, so that users can enjoy their entertainment life.



Smart bedroom fully considers the humanized using scene. Through temperature adjustment, air quality, family experience, lighting curtains and other hardware and software and service solutions, users can enjoy one key sleeping, one key waking up, air conditioner self-adjustment and so on.



Smart kitchen, centering food, realizes the exhaust hood-stove linkage, dry burning-resistance, one key baking, reassuring ingredients, personalized dietary plan, and many other user-friendly functions, by connecting the kitchen refrigerator, oven, exhaust hood, cooker, disinfection cabinet and dishwashers, provides users with customized smart food solutions, and further improves the user experience based on the U + ecological platform.

³ Based on Haier UhomeOS, the IoT security operating system, Haier Smart Home X.0 empowers smart home through the "IoT + AI" dual engine to create customized interaction, customized scenarios and customized services for users.



Smart bathroom provides smart solutions such as bathroom, water and washing and care, connects the lighting, wind heating, exhaust, water heater, toilet seat, body fat scale and other intelligent equipment of the entire bathroom, and provides users with a variety of functions such as warm room before bath, clean and soft water bath, full space dehumidification and health dynamic record, so as to customize smart bath life.



Smart balcony achieves the full process of washing, drying and folding with smart washing machine, dryer and folding machine, which solves the pain point of manual set of washing and caring. It connects with a variety of ecological products of the Internet of Clothing, realizes the intelligent linkage across the scene, and meets the demand of whole cycle smart washing and caring process, including washing, caring, storing, matching and buying.

In order to improve users' intelligent experience on the convenient life brought by Smart Home, Haier has established more than 3,500 Smart Home experience stores in China. Meanwhile, Smart Home experience stores in India, Pakistan, the United Kingdom and other countries have also been established successively. On September 6, 2019, Haier Smart Home 001 experience center was opened in Shanghai, which was the most comprehensive demonstration of Haier Smart Home "5 + 7 + N" and an important milestone of Smart Home ecological brand. In the mode of "RenDanHeYi", Haier Smart Home continuously optimizes the scenes and iterates products for the best user experience, bringing a better life to users all over the world.

2. Ecological construction

With the rapid development of Internet of Things, the integration of different industries has become the norm. As a global eco-brand leader, Haier has been deeply cultivating chain group ecology, breaking industry boundaries, reconstructing a new business model for Smart Home, building industry-leading Internet of clothing and food, and realizing the continuous value-adding of stakeholders in the ecosystem.

Internet of clothing

Centering on creating and iterating user experience, and based on the Internet of things, block chain and other modern technologies, Haier Internet of Clothing ecological platform organically links products such as washing machine, smart wardrobe and 3D fitting mirror into a system, providing users with a full life cycle clothing solution throughout the wash, care, storage,

collocation and purchase. As a typical cases in the field of apparel mass customization, the Internet of Clothing realizes the digital management of intelligent clothing based on its appliances and the Internet of Things, applies the RFID (radio frequency identification) IoT solutions in factories, stores and home, jointly sets up Internet of Clothing ecological alliance with other industries such as apparel, home textile, washing and dyeing, and IoT, improves and empowers ecological resources, and continues to meet the personalized consumer demand.

As the first Internet of things ecological platform in the clothing industry, Internet of Clothing of Haier has realized the internationalization of its standards. Its world's first standard of Internet of Clothing has been approved by IEEE, and led the standardization -- "Code of Clothing and Radio Frequency Identification (RFID) Tag Specification" as a national standard was officially released.

The Internet of Clothing continues to promote the global layout of the brand, and accelerate the implementation in the global scope. At present, Haier Internet of Clothing platform has attracted more than 5,000 ecological resources from 13 industries, and realized the replication and promotion from China to Japan, Thailand, India and other Southeast Asian countries and regions.

Internet of Food

Haier internet of food ecology, as a crucial part of Haier smart home, connects the splits among smart products and achieves interconnectivity. Internet of things realizes the interconnectivity among devices such as refrigerators, range hoods and gas stoves. Through accurate service, Haier internet of food ecology provides customers with smart and convenient user experience, transforming itself from passive thinking to actively considering customers' demands.

Since Haier put forward brand strategies of smart home customization and internet of food in 2018, the internet of food ecology has been growing and at present gathered over 200 resource owners and 8 categories such as delicacy resource platform, entertainment video resource, nutritionists, farms and cold chain. Internet of food ecology has been committed to offering users "customized health" and "customized plans" for the whole process of food, which starts two revolutions of demand side and supply side of food. While purchasing food ingredients, users can trace the whole-process information about ingredient origin, type and inspection uploaded by resource owners such as eco-farms and cold chains so as to make sure the ingredients are pollution-free and addictive-free. To guarantee nutrient maintenance, internet of food ecology provides users with all-round cold-chain storage during transportation as a way to carry out reassuring home delivery from farms to households; During the cooking session users obtain customized diet suggestions from internet of food, Haier Smart kitchen automatically sets cooking requirements of oven.

In the 2020 Chinese Industrial Blockchain Summit, Haier's Internet of Food was awarded the title of honor "Industrial Blockchain Application Example".

Multiple Industries

Based on implementing our 5 core capacities including product set, solution set, exhibition set, personnel set, and service set, Haier Smart Home has provided 20 industries and government agencies, including real estate, hotel and education with customized smart scenario solutions, to achieve the comprehensive cross-industry landing and the win-win value adding for stakeholders in the ecosphere.

(III). Chain group contract and win-win evolution

Mass customization requires many outstanding suppliers to invest resources in the interaction with users. The raw material procurement of Haier has changed from the conventional "location, pricing and order" model which focused on the purchase and sale of parts, to a resource management model aiming at openness, zero distance, transparency, and user evaluation. Adhering to the idea of honest ecology and win-win evolution, around demands of users, we integrate first-rate supply chain resources around the world, to construct an inclusive and synchronized ecological chain group.

Haier's supplier resource platform Haidayuan is the first open platform that realizes the zero-distance parallel interaction between supplier resources and users in the global household appliance industry. Haidayuan not only provides convenient online interaction and trading, but also vertically integrates the tier-1, tier-2 and tier-3 supply chain coordination, supplier resource supermarket, financial service, logistics and warehousing, and other service fields of the household appliance industry. With the "6 autonomous model" including "autonomous registration, autonomous tasking, autonomous interaction, autonomous trading, and autonomous delivery", it constructs a web-like ecosphere where global resources conduct zero-distance interaction with users. User's demands and supplier's solutions can be uploaded to Haidayuan platform, to form the final solutions.

1. Review and management of supplier access

Haier actively performs the optimization of supplier management, and promotes social responsibility level of the ecosphere. We set up *Management Standards for Capability Self-Commitment of Moduler*, *Onsite Quality Interconnection of Supplier* and other policies, to review and manage suppliers. All suppliers must complete three stages including self-commitment review, onsite review and financial indicator review on Haidayuan platform, before entering Haier's supplier data bank.

Haidayuan platform conducts risk assessment and management for suppliers in terms of smart supplier sourcing, high-risk supplier monitoring, streamlining of supplier quality system certification institution, and systematic control of hazardous substance.

- Smart supplier sourcing: Haidayuan conducts fast searches for supplier resources with third-party data search; and reviews supplier blacklist, basic information, quality system information, litigation risk, deadbeat, irregular taxpayer, tax arrears, and other information, to primarily screen suppliers;
- High-risk supplier monitoring: Haidayuan warns suppliers with various risk warning grades and define supplier risk grades from financial risk, business risk, legal risk, internal control risk and other perspectives, with risk results produced from third-party data connection and manual data input, and for a high-risk supplier, measures including developing two-point suppliers shall be taken to reduce Haier's supply risk;
- Streamlining of supplier quality system certification institution: Haier provides suppliers with reliable quality system certification institution to conduct certification, and a supplier will prefer such moduler that is identified in the public lists of such institutions;
- Systematic control of hazardous substance: By connecting to the systems of the third-party testing institutions recognized by Haier, all RoHS reports can be automatically accessed from such institutions, to avoid any false report produced by manual uploading.

So far, Haier's production lines and products have compulsory requirements on RoHS, except kitchen ranges and pure solar water heaters;

- Supply chain social responsibility management: we consider the performance of supplier social responsibility in the process of supply chain management, and take supervision measures for personnel and asset management risk and conflict mineral management of the supply chain, to improve the ability of supply chain to perform social responsibilities.

Case: personnel and asset management of supply chain

Haier highly concerns the human resource risks of suppliers. Through optimized management, we constantly set up management evaluation rules, urge suppliers to improve their employee management systems, protect interests and rights of employees, and to reduce the labor risks of supply chain. With *Management Standards for Capability Self-Commitment of Modular*, we perform management and restriction for suppliers in terms of their labor practice, fire safety, production safety and occupational health of employees.

- Supplier labor practice: Haier's suppliers must strictly abide by national laws and regulations to set up their employment systems. Employment of minors and forced extension of labor are forbidden. Supplier shall provide detailed employee lists and letters of commitment with official seals stating inexistence of illegal labor;
- Supplier fire safety: A plant of Haier's suppliers must have fire permit or approval document, must have an established fire-fighting management system with adequate fire extinguishers and firefighting equipment; suppliers shall upload their fire acceptance certificates;
- Production safety of suppliers: Haier requires suppliers to prevent machines that may cause injuries to workers, to establish a management system for chemical products, and to make material safety data sheets transparent to workers;
- Occupational health of employees of suppliers: Haier requires suppliers to equip workers exposed to occupational hazards with personal protective equipment, and to arrange regular occupational health examination.

During review phase of supplier interconnection, we have formulated the Supplier Site Quality Interconnection to assess labor management capabilities of suppliers, and to carry out problem inspection and risk control in terms of supplier labor hours and salary management, equality and anti-discrimination, anti-harassment and employee complaint channels.

2. Procurement management

Haier implements global procurement coordination, uses global network, carries out centralized procurement, reduces procurement cost with scale advantages, and decreases supplier quantity to achieve "win-win" of procurement management. Haier's platform "Haidayuan" provides a fair competition mechanism. Through fair, transparent, impartial, effective and orderly sunshine procurement, a dynamic cooperative relationship of parallel interaction and co-creation and sharing between suppliers and the enterprise is established.

Haier establishes a digital supplier management system, achieves integration of Big Data and procurement business through Big Data Procurement System, promotes procurement decision analysis, and achieves whole-life cycle data management of suppliers.

For new products, "Haidayuan" platform conducts final bidding with module solutions provided by suppliers in storage, and after the final solution is selected by the user, a barrier-free docking

of first-class resources with the user is achieved; for replacement of large resources for old products, Haier Smart Home has fully introduced the digital certificate authentication mechanism and adopted online bidding so as to improve transparency and efficiency, to enhance competitiveness of bidding projects, and to increase participation opportunities for bidders. By reducing space for bid encircling and cross-bidding and strengthening confidentiality of project information, the fairness and impartiality of bidding have been effectively improved.

"Haidayuan" platform uses Big Data for risk control, identifies potential risks of suppliers, carries out verification and pre-screening for supplier blacklist, basic information, quality system information, litigation risks and tax arrears, so as to ensure qualification background of suppliers. On the premise of more than three suppliers with qualifications and hardware conditions, Haier chooses the one with the best comprehensive score as the cooperative supplier.

The Letter of Commitment for Safety Production, the Letter of Commitment for Environmental Protection, as well as other social responsibility requirements for suppliers are incorporated into contracts signed by Haier with suppliers, so as to implement social responsibilities of Haier Smart Home such as safety and environmental protection in ecological cooperation.

Haier attaches importance to user feedback, and user evaluation directly drives continuous improvement of suppliers. User feedback experience information module collected by internet is linked to supplier score, and users may directly evaluate suppliers. For suppliers with different scores, we use differentiated supplier cooperation strategies, and eliminate those with continuous unqualified scores.

3. Supplier training and incentive

We have established long-term trust and cooperation relationship with suppliers, and continuously carried out supplier empowerment to promote synergetic development of ecological chain groups and to improve overall market competitiveness. We carry out propaganda in terms of harmful substances, product quality and cost, improve responsibility conscious of suppliers, hold supplier integrity conferences on a regular basis, and continue to strengthen supplier integrity education.

In the annual supplier conference of Haier in 2019, Haier shared the development iterative direction of ecological platform, summarized the growth and progress with suppliers, commended suppliers with outstanding performance, awarded "golden cube award" to 82 excellent suppliers and partners for their outstanding contributions in participating in Haier ecological cycle construction and in creating user value.

VII. "Intelligent Creation" for Environmental Protection

Innovation-driven and green development are the development objectives for modern manufacturing industry. As the leading brand of white goods business in the world, Haier Smart Home is not only at the forefront of industrial and ecological brand building, but also actively responds to the environmental protection concept of "lucid waters and lush mountains are invaluable assets". We have incorporated green development into enterprise operations, led conversion of new and old momentums with green activities, and continuously cultivated green atmosphere. We have continuously rolled out application of energy-saving technologies,

incorporated the concept of low carbon, recycling, energy-saving and emission reduction into enterprise development, and continuously developed products combined by intelligent IoT and green development by continuously promoting technology innovation. We have strove to improve green elements in whole-life cycle of products, and extended green supply chains, led industrial innovation, green, interaction and win-win to make contribution to green harmony of enterprise and environment.

(I). Green strategies leading green management

In strict accordance with requirements of laws and regulations of the state, Haier Smart Home has formulated an environmental development policy to resolutely implement environmental protection. Around the "Green Design, Green Manufacture, Green Marketing, and Green Recovery" (4G) Strategy, we assess impact on environment in whole-life cycle of products, continuously improve environmental attributes of enterprise operations and keep in harmony with nature. In 2019, no major environmental rule-violations occurred in Haier Smart Home.

Our working principles for environmental management

Compliance with relevant laws and regulations as well as standards and requirements

"RenDanHeYi" management model

Mainly prevention and continues improvement

Platform establishment and parallel interaction for creation of open innovation ecosystem

Whole-process refined management and implementation of environmental protection and green development

We have formulated a three-year work plan for environmental protection, committed to building a low-carbon environmental protection park by 2020, continuously promoted energy saving and environmental protection projects, and actively developed relevant technologies to improve resource utilization efficiency and to reduce emissions. We set an environmental management framework. Under the leadership of the Haier Environmental Protection Committee, we integrate internal resources, promote network management, refine environmental protection responsibilities to micro-enterprise module, process, team and group, position, environmental protection point, and take measures of "unity of person and area", "unity of person and position" and "unity of person and point" to ensure implementation of environmental responsibilities layer by layer and to promote continuous improvement of environmental protection performance.

Centering on the goal of zero accident of environmental safety, Haier smart home constantly consolidates monitoring responsibilities of environmental protection and implements lifelong responsibility system of environmental impact assessment on new, reconstruction and construction projects as a way to strictly hold the red line of environmental protection. Enterprises and subsidiaries should develop *Contingency Plans for Environmental Emergencies*, organize drills in accordance with laws and regulations and keep optimizing the plans according to drill impacts. We employ professional institutions every year to supervise and evaluate environmental management system. In 2019, except for the new factories built this year which

have not been subject to annual evaluation, all factories of Haier Smart Home have passed the ISO 14001 occupational health and safety management system certification.

We actively foster environmental friendly atmosphere and promote environmental friendly policies through forwards of Wechat official account of We media, publishing of environmental reports and implementation of training on environmental friendliness as a way to integrate concepts of eco-friendliness into daily life.

(II). Green design as an energy-conservation example

We keep making products more eco-friendly and set products with excellent properties as energy-conservation examples to promote green life.

Haier maglev central air conditioning

Since we successively developed the first maglev central air conditioning in 2006, Haier smart home has constantly implemented technological innovation and set the new benchmark for the eco-friendly industry depending on maglev energy-conservation advantages such as 50% of energy conservation, oil-free operation and zero friction.

Case: Standard of Evaluation on Economic Operation of Central Air Conditioning System in Metro Station was issued

In 2019, China Energy Conservation, together with more than 10 enterprises including Haier Central Air Conditioning, has formulated the industry's first standard of Evaluation on Economic Operation of Central Air Conditioning System in Metro Station in Shenzhen.

This standard not only specified the design and selection of air conditioning, but also clearly pointed out the operating data standard of the whole computer-room system. Haier E Plus Efficient Computer Room Program will be applied to Shenzhen Metro under construction to verify the feasibility of the standard.

Haier E Plus IoT efficient computer room, connecting Haier's maglev main engine and water pump into the same system, can remotely monitor the running status of the equipment for cloud operation. Machine units will actively select the optimal operation scheme according to the air condition. "5G plus IoT" saves more than 50% of energy.

Haier KingKong Embedded Central Air Conditioning.

Haier KingKong embedded central air conditioning adopts leading DC inverter and compressor, saving 30% of energy compared with another invariable frequency air conditioning. The air conditioner can activate the self-cleaning mode to clean the pollution source hidden in the evaporator in any operation mode. With MoveEye module intelligent control (customization), the first generation record wind moving with person, and electricity-saving through automatically switching on and off in order to avoid air-condition disease. The second generation is upgraded to automatic energy saving as well as switching on and off, creating a comfortable, healthy and energy-saving environment for users.

Case: Helping Beijing Daxing International Airport build a new national green image

On September 25, 2019, Beijing Daxing International Airport has officially started operations. In 104 air bridges, 208 Haier Jingang embedded central air conditionings not only provide healthy and comfortable air environment for passengers, but also contribute to the construction of the largest green airport in the world with its 30% energy-saving.

Intelligent Multi Split

Facing the rapid development of IOT, Haier took the lead in launching the IOT multi split through AI with a number of industry-leading technologies such as IOT centralized control technology and IOT cloud control technology, integrating multiple functions such as remote operation, precise temperature control, group control, etc., to meet various needs of users in different scenarios. Compared with the common multi-split equipment, Haier IOT multi-split central air conditioning adopts the full DC inverter technology and the industry's first superconducting heat dissipation technology, which not only improves the heat exchange efficiency of the units, but also improves the running efficiency by 40%.

Case: Supporting the Construction of Xiongan New District

Haier won the bid of "coal-to-electricity" project in Xiongan New District by virtue of its comprehensive indicators such as product quality, heating effect and energy saving. In the Third Senior Middle School of Xiong County, Haier multi split equipment, adopting intelligent refrigeration allocation system and temperature control system, have the functions of self-detection and remote communication control, which provides stable and comfortable learning environment for the school.

Energy Saving Air-Cooled Refrigerator

On October 1, 2019, the new national energy efficiency standard GB 12021.2-2015 *The Maximum Allowable Values of the Energy Consumption and Energy Efficiency Grade for Household Refrigerators*, which was approved and issued by the Standardization Administration of China, was formally implemented. Haier refrigerators had reached the energy efficiency index of the new national standard three years ago.

Haier has also launched an energy-saving air-cooled refrigerator that can save 20% more energy than the highest level A + + + in EU Energy Efficiency Standard. Haier's two-door refrigerator with the lowest energy consumption and the largest volume has set a new record in the European market, and written a new chapter for green and environmental protection.

Intelligent Water Heater

In 2019, Haier launched the IOT water heater Huixiang D6 exceeding the national first-class energy efficiency standard, which can be remotely controlled by smartphone. No matter where you are, you can prepare hot water with a click of your smartphone to ensure comfortable bathing experience and energy saving.

For the demand of temporary water use, Haier IOT water heater Huixiang D6 can be remotely controlled through smartphone app, and the users can take a hot bath when returning home; for families that bathe at a fixed time every day, the heating time can be reserved by mobile phone, while other times will not be heated; for families with water demand all day, the medium temperature insulation function of Huixiang D6 can keep the temperature of the water heater at

40 °C, so as to avoid repeated heating of the water heater due to high water temperature setting, which will cause tank fouling. It can not only meet the needs of daily life, but also effectively reduce energy consumption.

"No External Barrel" Washing Machine

Haier's washing machine has been technically upgraded three times to solve the problems of dirt in the inner barrel and the water-saving. In 2014, Haier launched a "Cleaning Free" washing machine equipped with "Smart Ball" technology, which can clean the inner and outer barrel walls while washing clothes to keep the washing machine clean. Later, the washing machine was upgraded with "No Water between Barrels" technology, so that the water flow could not enter the interlayer between the inner and outer barrels, thus preventing dirt from entering the washing machine and reducing water consumption. In 2019, Haier transformed the "No External Barrel" structure, which solved the problem of dirty barrel at its source. Haier's "No External Barrel" washing machine has a larger internal space without external barrel. Its washing capacity increased by 20% and water saving by 30% compared with another products with the same volume, providing consumers a healthier and more economical way of washing and protecting their clothing.

In the future, Haier Smart Home will continue to create environment/friendly high-quality products for users through integrating global resources.

(III). Green intelligent manufacturing promotes industrial upgrading

Taking "Green" as new guidance for the corporate development, we built a green manufacturing system and green factories, improved the content of science and technology, and reduced resource consumption and environmental pollution.

1. Enhancing the efficiency of resource use

We abide by the *Energy Conservation Law of the People's Republic of China*. Based on the intelligent management, we connected all industrial parks, continuously improved the fine management level through big data analysis, and reduced the energy consumption of a single product production, accomplishing low-carbon production. We made contribution to the construction of ecological civilization through innovative ways of environmental protection.

The company has established Haier Smart Energy Center, the leading energy big data analysis system in the industry, becoming the first enterprise in the global home appliance industry to use the smart energy interconnection control platform. The platform covers all main products of Haier Smart Home. It implements centralized dynamic monitoring and digital management of water, electricity, gas and other major energy consumptions in all factories throughout the country with automation, information technologies and centralized management mode. Information intelligent control in the whole process of energy transformation, transmission and distribution, consumption, etc. is carried out. It collects energy data automatically and accurately, predicting and analyzing energy consumption data to optimize energy dispatching.

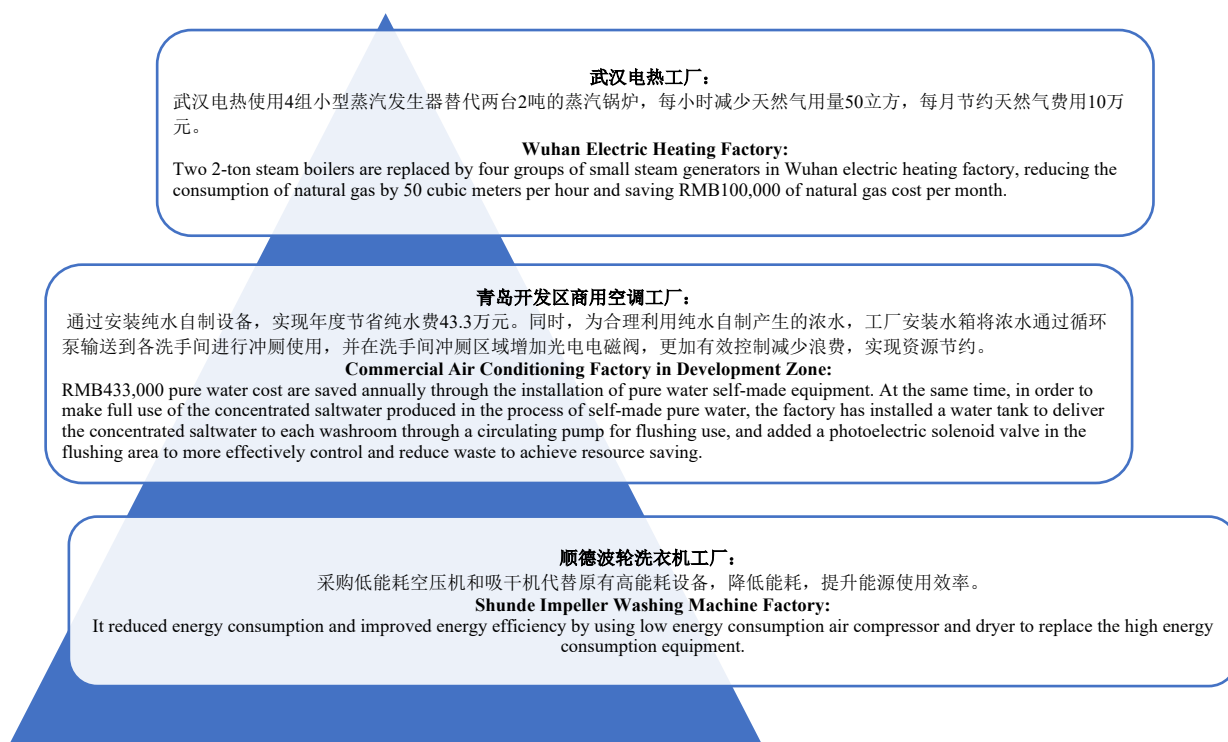


Smart Platform Data Acquisition System of 9 Instruments

By formulating the Energy Management Manual, we are carrying out various energy-saving and environmental protection projects such as energy-saving transformation of the injection molding machines, substitution of hot stoves, staggered charging of forklift trucks, substitution of natural gas, operation of air compressors, reuse of reclaimed water, weeding out high energy consumption processes, raw material substitution and so on, constantly optimizing the technological process. While continuously improving the efficiency of energy and resource use, we are also constantly exploring and expanding the use of new energy.

	2014	2015	2016	2017	2018	2019
Energy consumption per unit of output value (kg standard coal/RMB10,000)	10.88	10.13	9.6	8.33	6.94	6.37
Decrease rates	-	7.4	5.95	13.22	16.67	6.77

4,008.76 tons of standard coal saving	10,502.95 tons of carbon dioxide reduction
---------------------------------------	--



2. Emission control

Haier Smart Home strictly monitors all kinds of emissions by formulating internal management procedures and internal monitoring standards such as pollutant control procedures, hazardous waste management procedures and so on. All pollutant emissions conform to the national and local environmental standards.

Sewage: A standardized discharge sewage outlet has been established through which sewage collected and processed will be released after it complies with the discharge standards. In addition, Haier has installed an on-line sewage monitoring system whose data can be transferred to Haier Smart Energy Center, monitoring the 24-hour discharge of sewage released and giving real-time early warning.

Exhaust gas: Haier has strengthened the operation management of pollution prevention and control facilities, ensuring its efficient operation. Clearances and inspections weekly, a professional exhaust gas detection by a third party yearly are conducted to ensure normal operation of the exhaust facilities.

Hazardous waste: Haier has formulated a hazardous waste storage and transportation regulation, which manages the whole process from the generation, storage, transportation and other links of hazardous waste. We have built hazardous waste storage warehouses in each industrial park, and cooperated with many companies with hazardous waste disposal qualification, to ensure that all kinds of hazardous waste are disposed in compliance with the discharge standards. We have enhanced waste management and front-end control of pollutants, controlled on the generation of hazardous waste.

Harmless waste: Haier has achieved the transformation from product control to reversely promotion of cost reduction by entrusting enterprises with professional recycling of renewable

resources qualification to recycle and reuse the harmless wastes generated in the production and manufacturing process. We insist on the whole process management and control of harmless waste, and achieve management improvement, cost saving and value-added through accountability system enhancing by unqualified products, technical transformation and waste reduction, reuse and value-added projects, etc.

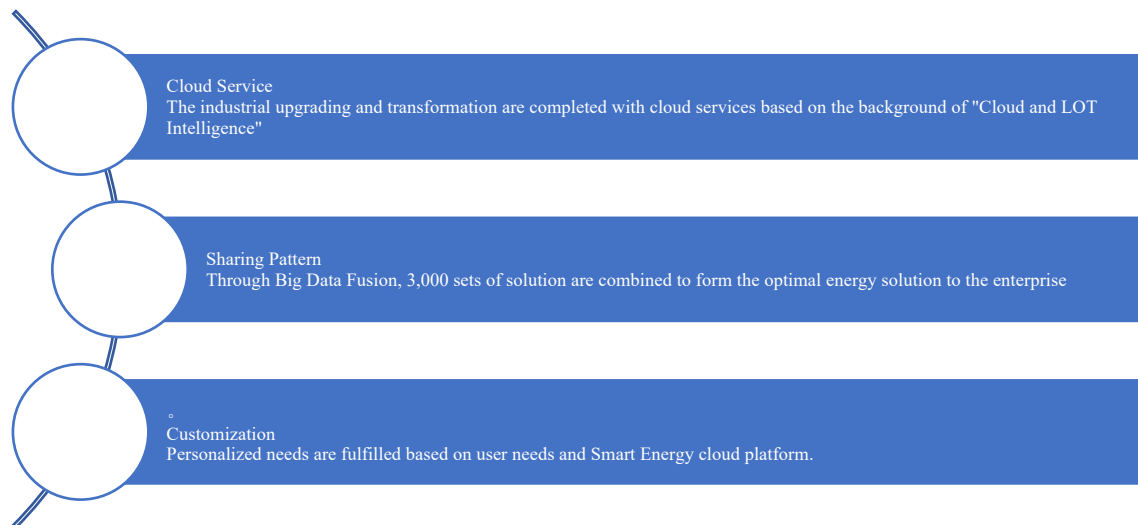
Case: Reduce the Use of Water Inlet Pipe Packaging Materials

In the past, we used to pack and distribute the water inlet pipe with paper packing box, which needs to be unpacked when used, with low efficiency and a large amount of waste generation; this year, we Improved the technology and made a special industrial equipment transport truck to distribute the water inlet pipe without the use of packaging materials, with loading capacity of 300 pieces each truck.

The upgraded truck is highly matched with the production lines, and it is more convenient for workers to take pipes from it, which not only reduced the generation of waste but also improved the production efficiency.

(IV). Green supply and efficient energy management

In the process of transforming from a traditional industrial park to a smart park, we have integrated the national cyberpower strategy into the park's transformation and upgrading through continuous practice and summary. With the park as the carrier, we have built the Haier Smart Energy Customization Platform by using IOT, cloud computing and other technologies, integrated the modules and facilities within the park and built a safe, green, efficient and replicable smart ecosystem. We have helped our company transform from traditional parks to smart energy parks by providing all-round smart energy solutions and intelligent energy comprehensive services.



Construction Idea of Smart Energy

The platform is a smart energy complex with the functions including power distribution, Smart Energy butler service, etc. based on the construction of multi-energy complementary projects. The energy price is reduced from the front end for customers by integrating the industry's superior resources, and the energy operation and maintenance cost is increased through the Smart Energy platform, continuously optimizing the energy use, providing solutions and value-added services, and saving the energy consumption of enterprise. Haier Smart Energy Customization Platform has been extended to automobile, textile and other industries, helping customers transform from single energy to smart energy, and has achieved remarkable results in energy saving and emission reduction.

Overall Framework of Smart Energy Platform

VIII. "Intelligent Enjoy" of Better Future

Haier Smart Home has been exploring in accordance to the management mode of "RenDanHeYi", jointly promoting the development of the enterprise with employees by smart management mode and helping each employee achieve self-worth; we are committed to sharing the bright future with the public while developing the enterprise, adhering to the philosophy of "long-lasting sincere", actively giving back to the society in a smart way.

(I). RenDanHeYi, caring about employees

Haier has always adhered to "put people first" and created a unique management mode of "RenDanHeYi" since its establishment, transforming from a product manufacturer to a platform for incubating makers, providing a driving force for the employees to achieve self-worth. We earnestly protect the legitimate rights and interests of employees, pay attention to their health and safety, attach importance to their promotion and development, strengthen the communication with employees, and look forward to working together with employees for a better future.

1. Protect the rights and interests of employees

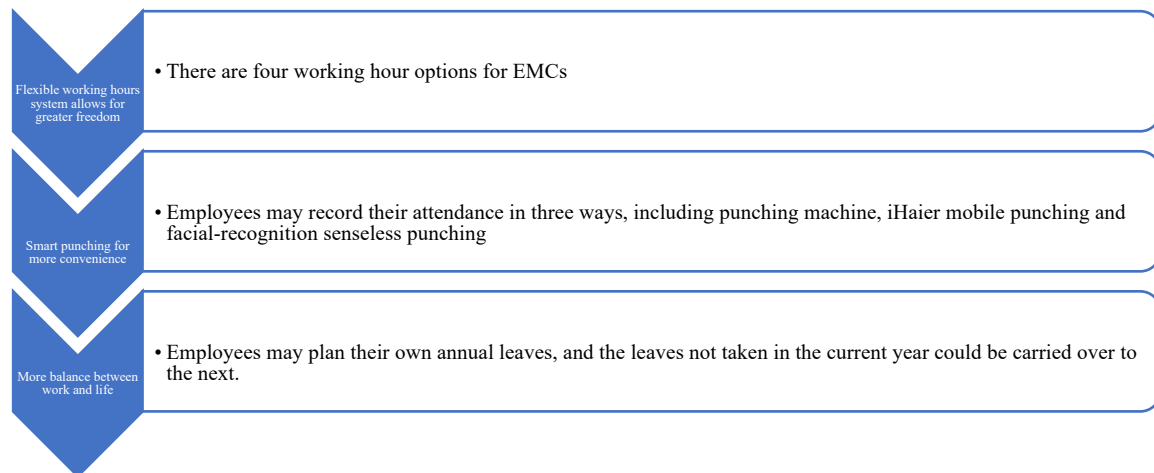
Haier Smart Home strictly complies with the Labor Law of the People's Republic of China and the Labor Contract Law of the People's Republic of China and other relevant laws and regulations, formulates comprehensive human resources management regulations and conduct employee management in accordance with laws and regulations, to protect employees' legal rights and interests.

Employment management

We implement employment, promotion and departure procedures in accordance with applicable laws and the corporate regulations, respect the equality of personality of every employee, and prohibit any discrimination based on ethnicity, race, gender, age, family background and other factors. We prohibit employment of child labor and forced labor. In 2019, the Company did not have any case of employing child labor or forced labor.

Working hours management

We continue to optimize our working hours management regulations. In October 2019, we convened the Seventh Workers' Congress and passed the resolution of implementing the



independent time management policy based on ecosystem micro-community (EMC), in which each EMC may independently decide its own working hours and attendance evaluation method according to international practices, industry characteristics and business scenarios, so as to provide convenience to makers and help them better balance their work and lives

Salary and benefits

The Company provide employees with a competitive and incentive-based salary system. We implement a user-paid incentive salary system based on the "RenDanHeYi" model, in which employees are given differentiated and diversified salaries combining short-term, medium- & long-term and super incentives, according to the value they each create for the users.

We provide the statutory benefits including social securities and housing funds, enterprise annuity and statutory leaves, in strict compliance with national laws, regulations and policies. Furthermore, at the Workers' Congress this year, we have passed resolution to further enrich our employee benefits system.

Case: Employee Birthday Party

The Company would go to great length to show its care for employees. In 2019, many collective birthday parties were held. In these events, the Company presented well-prepared birthday cards and arranged many fun games, to help employees relax themselves after work.



2. Protect employees' health and safety

Haier Smart Home upholds the vision of "excellent safety of zero-base objective", adheres to the strategic objective of "focusing on professional, intrinsic and maker-oriented safety, building a safety system and cultural values based on operation excellence, and becoming the safest company in the world", develops the "safety excellence" elevation path, and is dedicated to achieving safety performance. In 2019, we continued to work on strengthening production safety management, protecting employees' occupational health and raising employees' safety awareness, and formed a comprehensive and full-coverage safety network, to effectively protect employees' health and safety in workplace.

Production safety management

Haier Smart Home strictly complies with the Work Safety Law of the People's Republic of China and the Fire Prevention Law of the People's Republic of China and other relevant laws and regulations, and has put in place safety management regulations including the Labor Safety and Health Management, the Equipment Safety Management and the Safety Accidents and Cases Evaluation and Accountability Management, for implementation of comprehensive safety management.

We reinforce construction of our safety management team, establish and improve the production safety management network, and keep improving the capabilities of the safety management team; we strictly implement the production safety accountability system, and arrange the safety officers at all levels and employees of all factories to sign safety accountability documents to define safety responsibilities. We implement corresponding safety measures from multiple dimensions such as position, post, engineering, technical transformation, equipment, fire protection, personal protection, and personnel trainings and qualifications. We pay a close attention to elimination of risks, and take regulating measures such as routine safety inspections, weekly collective safety performance inspections, monthly safety performance assessment and monthly/annual safety objectives achievement incentives, to ensure safety compliance at any time.

In 2019, Haier Smart Home continued to promote the safety management upgrading based on platform establishment, system construction and standards development. The Company has achieved full-coverage safety management by virtue of the HSE&6S cloud platform, fire-protection IoT Big Data platform, ITPM equipment intelligent management system and other platforms; continues to work on safety system construction, and promote the integration and implementation of the "two systems" of safety management of Shandong Province, the national production safety standardization system, and the international ISO 45001 system; the Company has completed full upgrading of the OHSAS 18001 system, and begun to comprehensively implement the new standards system.

Case: HSE&6S cloud platform

In 2019, HSE&6S cloud platform is put to a wider range of applications. The system uses NFC labels to achieve dynamic safety and health control with regard to equipment, points and areas, real-time data updating and automated safety risk warning, allowing for full-coverage information-based workplace health and safety control throughout the Group.

We also pay close attentions to the safety of stakeholders in the parks. We have formulated 9 must-dos and 18 construction safety controls, in order to define the responsibilities of the construction units, factory's liaison departments and the safety departments, enhance construction safety management, and effectively ensure the health and safety of third-party construction staff in the parks. Meanwhile, we further strengthen the safety self-management of the outsourcing units and suppliers, by signing the Safety Self-Management Contract therewith and arranging about 200,000 employees across the supply chain to perform safety supervision, to achieve a self-operating safety system.

Occupational health management

Haier Smart Home complies with the Law of the People's Republic of China on Prevention and Treatment of Occupational Diseases, continuously works on protecting employees' occupational health and safety and preventing occupational diseases and hazards. In 2019, except for the new factories built this year which have not been subject to annual evaluation, all factories of Haier Smart Home have passed the ISO 45001 occupational health and safety management system

certification.

Construction of safety culture

Haier Smart Home embraces our safety culture throughout the entire production and operation processes. While constructing the safety management system based on the HSE&6S cloud platform, we work actively on creating a safety culture atmosphere requiring "implementation of 6S management by everyone, for every matter and at any time", with a view to achieving the "six zeros" safety objective.



We give priority to publicity of safety culture and take advantage of the HSE&6S interactive platform and the "Safety Encyclopedia" WeChat public account to raise employees' safety awareness and promote safety culture.

We attach importance to safety skills trainings for employees. With respect to special types of work, the employees are required to complete corresponding trainings under our supervision before working; we regularly carry out special trainings regarding dangerous equipment/jobs; we keep raising employees' safety awareness and safety operation skills by carrying out 6D8H intelligence study contest, improvements from HSE makers and other competitions, releasing safety standards manuals, and hosting "One Case Every Week", "One Class Every Week" and other education activities.

Case: HSE&6S safety officer training for Dalian Refrigerator

Dalian Haier Refrigerator Co., Ltd. has carried out "Eight Must-Dos" personal quality improvement training for safety officers of work shifts, to enhance their understanding and implementation of the "eight must-dos" including HSE&6S interactive examination for all employees, responsibility handover, employee emotion management, abnormal operation of equipment and emergency supervision, to let safety officers play the role of safety guidance.

Moreover, in order to further strengthen employees' safety awareness and emergency response skills, we have hosted activities such as fire protection month, safety drills and safety skill contests.

Case: fire protection month

During the fire protection month of 2019, we arranged the interconnection factories to carry out fire protection trainings, fire risk elimination and fire safety culture publicity, designed to achieve safety culture publicity and safety knowledge popularization that covers all employees, all respects and all processes.

Case: Laboratory electrical fire emergency evacuation drill and training

In order to improve the safety qualities and comprehensive capabilities of all employees in positions with major fire risks, Chongqing Washing Machine Impeller Laboratory carried out fire emergency drill and training. The trainees studied the emergency plan and participated in emergency alarm evacuation drills to improve their fire emergency response capabilities.



3. Support employees' personal development

Haier Smart Home embraces the principle that "everyone can develop and everyone deserves attention", builds up an all-around talent development management system and designs "1+N" (1 management path + N professional paths) non-linear career development paths, so that makers can develop not only toward micro-enterprise owners (founders of start-ups), but also in the direction designed for their respective professional skills.

Training system

Haier Smart Home is devoted to building a growth platform and a training system to help makers grow faster. By means of platforms such as the V-study online learning platform and Haier University, we provide trainings to makers through various online and offline channels. To satisfy

makers' demand for improving their working skills, we provide diversified skill improvement trainings and development programs, to help them keep strengthening their comprehensive qualities and working capabilities. To satisfy the demand of micro-enterprise owners and platform owners for improving their operating capabilities, we have developed a tiered course system including elementary level, middle level and advanced level, and use trainings and certification services to promote the quick improvement of their corporate governance and operating capabilities. This year, Haier Smart Home's Global Engineering Development Program (GEDP) and makers' training camp, diversified English language courses and other various training programs have received significant effect.

Global Engineering Development Program

Global Engineering Development Program (GEDP) was first developed by General Motors Corporation. After acquisition of GM's household appliances business in 2016, Haier has introduced this model into China as a long-term top talents development program, with a view to culturing skilled world-class R&D engineers. This program adopts a mode of cross-sector job rotation + professional technical trainings and, during the process of localization in China, has included a section about global operation.

The elite makers the Company recruits from universities will study 50 household appliance R&D courses across different countries within two years, and participate in basic training courses for scientific research. Meanwhile, they will also take part in key positions rotation program, study the key techniques and tools in four household appliance industries, and learn the R&D secrets for different categories of products; attend exchange meetings with academic KOLs, discuss and communicate with the CTO, R&D Director and industry experts, and study leadership skills; and complete the special self-improvement projects assigned by the rotation mentor and course mentors, and ultimately participate in the module R&D and design projects of Haier's household appliance divisions.

GEDP R&D engineers, with their excellent language skills, strong professional capabilities and international visions, have played an unparalleled role in taking over and promoting the globalization projects of different industries.

Makers Training Camp

Makers Training Camp is a maker incubation platform combining innovation, openness, cooperation and win-win, built by Haier Smart Home for rookie makers. In 2019, a total of 1,075 new makers joined Haier Smart Home's Makers Training Camp. In the training camp, through team building activities, sharing by KOLs, commercial roadshow contest and other activities, makers get the chance to deeply understand Haier's culture and spirit, experience the power of entrepreneurship, and receive instructions on starting a business, to help the rookies to become entrepreneurs as soon as possible.

Maker Mechanism

We encourage employees to start their own business and make innovations and, by continuously optimizing our incentive policies, tap their creativity and promote their development. "Maker Mechanism" is an employee incentive policy developed under the "RenDanHeYi" notion.

In 2019, we further detailed our maker partner management measures and stock ownership incentive rules, continued to upgrade the full-participation maker mechanism. Any excellent chain group makers who create values for users, build ecosystem brands or incubate and create new IoT applications will have the chance to join Haier's maker incentive platform and become maker partners, thus transforming from the administered party to owners, and sharing the benefits from corporate development in addition to their work compensations.

To support the full-participation maker mechanism, we have further detailed the "three authorities" transition concept at the workers' congress, handing the power of recruitment, power of decision making and power of resources allocation over to makers, thus allowing every employee to actively create value for users.

4. Enhance communication with employees

We pay a close attention to communicating with employees and understanding their needs. With various employee communication channels such as iHaier, telephone, email and one-on-one talk, the Company aims to hear the employees' voices and see to the issues they feed back being communicated to the relevant departments who will analyze the causes and take rectifications to properly satisfy the employees' needs.

We let the workers' congress to fully play its role in democratic decision making, democratic administration and democratic supervision, and hear employees' advises and needs through the workers' congress. We convene a session of the workers' congress at the end of every month, making resolutions to adopt representative advises of employees and provide timely feedbacks and solutions. With respect to important employee policies and corporate development advises, we will collectively discuss them and make decisions at the annual workers' congress. In 2019, the Seventh Workers' Congress was convened successfully, during which many resolutions were passed to grant more autonomous power to employees. Among them, with regard to Employee Code of Conduct, we changed the original Haier Group Employee Code of Conduct, formulated by the group, to the Haier Group Employee Conduct Guidelines, which means that the group will formulate general rules only and the chain groups will formulate their respective specific rules, thus further releasing the autonomous power to chain groups. Moreover, at this Workers' Congress, we further detailed the "three authorities", in order to allow micro-enterprises to exercise their powers with larger freedom, according to their own business scenarios.

Apart from the workers' congress, we also convene monthly employee symposiums to collect reasonable advises of employees and make targeted improvements; we also regularly collect information of employees and, based such information, visit employees to send the company's care.

Case: "Keep You Close at Heart" terminal makers visit

In order to extend our gratitude to the makers who have been working hard on their positions and learn their needs, this year, the Air-Conditioning Industry Labor Union has carried out the

"Keep You Close at Heart" terminal makers visit activity and, with thoughtful, warm and touching gifts and letters, sent the warmth and love to the terminal makers at the shopping malls across the country, showing them the company's care for them.

During the visits, by communicating with employees, the labor union further understood the challenges, difficulties and needs of the makers in their work, and worked with relevant departments to design improving plans and develop better service terminal mechanism, providing employees with whole-process care that gives them channels to claim their rights and interests and solutions to their problems.

ii. Stay true to the mission and undertake social responsibilities

Since our foundation 35 years ago, Haier has been a passionate participant in public welfare activities and fulfilled its social responsibilities. In 2019, Haier published the revised Haier Corporate Social Responsibility, and founded the "Haier Charitable Fund", as to fulfil its commitment to undertaking corporate resident's responsibilities worldwide, caring for vulnerable groups, participating in public welfare activities, supporting capacity building of communities, and continuing to integrate the public welfare activities into routine corporate operations.

1. Targeted poverty alleviation

Poverty Alleviation and People Benefiting

Haier has actively responded to the "Ten Thousand Enterprises to Help Ten Thousand Villages" targeted poverty alleviation initiative, and carried out the "Poverty Alleviation and People Benefiting" service project, with a view to improving the quality of life of more poverty-stricken households and lifting them out of poverty.

Charity Road



In 2019, Haier Group Leader's "Charity Road" poverty alleviation project came to Jishui County, Ji'an City, Jiangxi Province, handing out more than RMB50,000 worth of household appliances to the poverty-stricken people in the county. Haier went to every towns and villages of the county and handed out a RMB500 worth of subsidy card to every registered poverty household for purchasing Leader's household appliances. "Charity Road" is just a corner of Haier's poverty alleviation and people benefiting practices. In 2019, Haier carried out many poverty alleviation projects, extending Haier's care and love to the poverty-stricken, low-income and disabled people.

Heart-Ear-Eye Health • Act of Light



In October 2019, Haier donated RMB1 million to support the "Heart-Ear-Eye Health • Act of Light" project for the registered poverty-stricken population in Qingdao, Anshun, Longnan and Heze, allowing 4,100 children suffering congenital heart diseases and deafness and elders suffering cataract in the four cities to get free operations, a practical approach to help the low-income and poverty households.

2. The Hope project

"We always believe that an enterprise cannot develop without the help and support from all walks of the society. Therefore, after growing big and strong, the enterprise should do its best to return benefits to the society. Haier has done this by focusing on the education of children from the first place."

- Zhang Ruimin, Chairman of the Board of Directors and CEO of Haier Group


Over the past 30 years since the foundation of Hope Project (1989-2019), Haier has walked alongside the whole journey. By the end of 2019, Haier has input more than RMB110 million. From the first Hope Primary School built in 1995, Haier has contributed to construction of 306 Hope Schools (305 elementary and 1 middle schools), more than any other Chinese enterprises.

Haier's innovative IoT-based charity mode uses the open and sharing charity ecosystems, taking Haier Hope Project as the main line and driven by the Shunguang social interaction platform, and integrating the Hope Primary Schools network, charity contacts network and charity social groups network, to achieve the comprehensive upgrading of Haier charity mode in the IoT age. So far, Haier Hope Primary Schools have covered 26 provinces, municipalities and autonomous regions, with more than 72,000 students.


Haier has set up a competing participation mechanism for joining the charity chain groups, encouraging micro-enterprises in Haier chain groups to compete to become off-line charity social contacts. We have established a Haier Elementary School charity system combining site selection, contribution to construction, progress watch and follow-up visit, leading the brand reputation for Haier and the micro-enterprises in chain groups. There are now 144 Haier's exclusive shops as the exemplary charitable contacts.

"Haier Charity" social interaction platform has come on-line, which, by on-line release, donation collection, contribution and project closed loop, makes Haier Hope Primary School construction and relevant charity projects visible, transparent and easy to join. With the mode of "social groups + charity", it has changed the one-way charity activities by enterprises to a co-creation charity ecosystem participated by all people. Over the past year, Haier Charity platform launched 24 charity projects with the interaction volume of charity users reaching 1.05 million person-time. Haier continues to work on improving the extensiveness, warmth and depth of charity, and is devoted to building the charity scenario ecosystem of Hope Primary Schools. With the ecosystem mode, we aim to achieve sustainable development of the Hope Primary School project.

	<p>Extensiveness of charity: extend the support to more groups, and provide Haier priority services to graduates, parents, principals and teachers; extend the time and space of charity, and build "Dream Station" and provide remote video, sharing laundry and reading corner services to poverty-stricken and left-behind children in Haier exclusive shops, to extend the charity project from inside to outside the schools and from before to after the school time.</p>
	<p>Warmth of charity: carry out "good education X.0, ecosystem for realizing dreams" activities, in which off-line charity contacts interact with the Hope Primary Schools to accurately collect the schools' needs, provide and upgrade the "hardware + software + service" intelligent scenario solutions, and help rural children grow up healthily and enjoy good education.</p>
	<p>Depth of charity: by opening the charity resources of Hope Primary Schools, establishing society-oriented Hope Primary School charity platform, and linking the resources of governments, schools, charity groups and media, provide scenario empowering services to the stakeholders participating in Haier Charity platform and realize value-added co-creation. In 2019, Haier's ecosystem stakeholders made RMB400,000 worth of donations to Hope Primary Schools.</p>

<p>Young Dreamers</p> 	<p>"Young Dreamers" charity project has come into its third year. Around the Children's Day of 2019, the first "Young Dreamers - Graduation Season" launching ceremony in China, sponsored by Haier exclusive shops, titled "good education X.0, ecosystem for realizing dreams", was held in Haier Hope Primary School in Sumu Camp, Lanqi Town, Longhua County, Hebei Province. "Graduation Season" is a special education charity activity sponsored by Haier exclusive shops, with respect to all Hope Primary Schools across China, aiming to establish regular contact and interaction with Haier Elementary Schools by issuing exclusive graduation certificates, and to show the care and love for the students and teachers.</p> <p>In 2019, Haier exclusive shops across China worked</p>
--	---

	together to carry out more than 120 charity activities including Young Dreamers - Greenland Action, and Young Dreamers - Graduation Season, and granted more than 3,000 exclusive graduation certificates.
--	--

Leonardo da Vinci Art Promotion Plan 	Casarte Art Campaign and Children's Art Education Class was initiated in Baoguo Haier Hope Primary School in Harbin City on September 19. Casarte developed children's art sense by means of non-profit class, donated art education materials and encouraged every single child to draw their own wonderful life with paintbrushes. Mr. Gabriele Rivolta, the vice chairman of the Italian Future International Education Association presented in person to guide the children in appreciating the art works of Leonardo da Vinci and immersing in the wonder of art.
--	---

Haier was rewarded with a title of honor "Outstanding Contributors of the Hope Project in 30 Years" in 2019, which was a recognition from the society towards the full efforts the Company had actively made for public welfare projects. Haier will consistently uphold the social responsibility value of "the corporate responsibility is to contribute to the society", continue to give concerns and full support to public welfare projects, actively improve the education conditions in poverty-stricken areas and contribute to the public welfare projects in China.

3. Other public welfare projects

Haier Marathon

During the Press Conference of 2019 Qingdao Haier Marathon themed "Run in Qingdao and Chase for Future" and Sponsor Awarding Ceremony On April 19, Haier released brand new PB outfits for marathon and Qingma applet, committed to reward "Haier Special Challenge Award" to the female and male runners in first place in the marathon and half marathon game in the aim to encourage more people interested in marathon to bravely challenge and go beyond themselves. The game was held on May 4 for the purpose of paying tributes to the 100th anniversary of May Fourth Movement. In total 25000 runner, including international runner teams and wheelchair runner teams from nearly 30 countries covering Japan, France and America, participated in the game. All the volunteers participated actively and became the strong backup for the successful carrying out of the game.



Hug Daddy

Haier franchised stores have been moving for the public welfare campaign of "Hug Daddy" since 2017. The Company acts as a family station to not only provide consistent material support to families in need of help, but also bring the children directly to their parents who are immigrated for work for making the family reunion dream come true. Through the help of the Company, cumulatively around 120 left-behind children have reunited with their parents during summer vocation. In 2019, the "Hug Daddy" campaign upgraded to a sustainable movement from a mere public welfare event. It expanded the coverage from rural left-behind children to those in first-tier and second tier cities, attracting 38 brands for joining the cooperation, more than 50,000 visitors for its public welfare exhibitions in Shanghai and Shenzhen, and almost 300 million people's attention.



Warm-hearted Care

In the summer of 2019, Haier launched "Care Plan Under the Heat of 26°C" in 42 cities nationwide to establish fridges and break zones for the special groups working in the positions as briefed. Month of December every year is the month of gratitude of Haier franchised stores. 1600 warm winter activities have been carried out cumulatively by the current year.



The Haier service managers of Zhengzhou Jianmin Commercial Service Point send care and support to the Children Welfare Center in Anyang on a regular basis. During the year, the Haier employees have delivered not only the daily necessities to the children and elders, but also provided free water heater repairing and maintenance service to the whole welfare center. The welfare center expressed their sincere gratitude by rewarding a silk banner.



School-Enterprise Cooperation

Haier actively responds to the nation's policy of encouraging and supporting integration of production and teaching. On July 19, 2019, 2020 Haier corporate and school cooperation strategy press conference was held. Department directors from Haier HR Department, Maker Center, Micro-enterprise Businesses released the corporate and school cooperation plan, talent development mode, maker incubator project and implementation plan of 2020. In the future, Haier will further develop modern apprenticeship system to help Haier employees in career planning and achieve multi-win mode of corporate and school cooperation.

IX. Special Topic: Fight against Epidemic Together and Serve for Love

The outbreak of COVID-19 has posed peoples life at huge risk around the whole world. At the tense situation of the current global struggle against the epidemic, Haier displayed its role in social responsibility as a national brand and proved itself with practical actions in fighting against the epidemic with people in the whole world and overcome the difficulties together. We established and initiated emergency guide team at the first hour, quickly coordinated the all the departments, mobilized the global resources and actively participated in the fighting against the epidemic with the consideration of guaranteeing the employee safety, assisting the corporate in locations where we have business presence to resume the work, continuously stabilizing the service to the global users and supporting global anti-epidemic front line. We carried out 3-in-1 layout globally in order to ensure a stable supply of products and services, actively performed our corporate and civic responsibilities as well as participated in global anti-epidemic.

(I). Global employee safety protection

The Company upholds the people-oriented philosophy, and firmly guards global employees' right of health and safety during the epidemic period. We follow strictly the Law of the People's Republic of China on Prevention and Treatment of Infectious Diseases and relevant epidemic prevention laws and regulations of all countries, actively respond to all the emergency policies, build the global epidemic prevention system in no time, promote in overall the implementation of epidemic prevention measures and provide multiple services to facilitate employees life.

1. Global epidemic prevention system building

4

After the outbreak of the COVID-19, we unified the distribution of global business operations, responded promptly and built a global epidemic prevention system in order to protect the health of employees.

In China, we established the epidemic prevention team at the first hour, regulated the procedure for epidemic prevention, confirmed the responsibility for epidemic prevention and proceeded the epidemic prevention work in overall in accordance with the national and regional policies. The epidemic prevention team conducted daily procedures such as checking on personnel, area disinfection to ensure the zero mistake and omission in epidemic prevention work. To achieve the balance between epidemic prevention and production, we focused on the strengthening the work resumption and epidemic prevention system building after the Spring Festival. The Company, by combining the actual business and the laws and regulations requirements of China, arranged proper timing for resuming the work, compiled Manual for Epidemic Prevention and Work Restoration, adopted a series of measures for epidemic prevention, and fully realized epidemic prevention systemized and employees guaranteed. By middle of February 2020, Haier Smart Home successfully resumed work in all the process under the precondition of guaranteeing the employee safety in line with the related requirements from the national and all the local governments for regulating holiday and corporate production resumption. It was highly recognized by all the local governments and regarded as a local example of corporate resuming work.

Haier carried out overseas epidemic prevention and control work with the domestic ones

⁴ TGM Process is a work execution process created by Haier, which refers to target, team and mechanism respectively.

simultaneously. Before the epidemic spreads globally, the headquarter of Haier Smart Home established an overseas epidemic prevention and control day-clearing team to ensure the epidemic in overseas operating regions can be prevented and controlled in advance. In addition to China, Haier Smart Home's overseas 66 marketing centers, 54 factories and major R&D centers had simultaneously launched various epidemic prevention work, established a full process of prevention system from the establishment of an epidemic prevention mechanism, the formulation of an epidemic prevention manual and the distribution of epidemic prevention materials in order to guarantee the security of employees and provided support for the stable operation of Haier Smart Home's overseas business and the localization of 3-in-1 layout of "R&D, manufacturing and marketing".

2. Implementation of epidemic prevention measures

To ensure the employees all over the world safety during the work resumption, we conducted a series of measures in the aspects of material supply guarantee, overall disinfection, entry and exit control, education promotion, avoidance of personnel gathering and employee health checking.

Based on China's experience in epidemic prevention and anti-epidemic, we have established a systematic anti-epidemic mechanism in the global operating area and implemented comprehensive prevention and control to ensure the safety of overseas employees:

- In Europe: educate employees about self-testing declaration of epidemic, reserve sufficient anti-epidemic materials and launch a remote office system;
- In Southeast Asia: distribute epidemic prevention material packages to employees, formulate epidemic prevention manuals, publish animated version of epidemic prevention standards, carry out employee training and encourage telecommuting;
- In the US: establish a feedback mechanism to track and understand the impact of COVID-19 on employees in time, and prepare sufficient anti-epidemic and protective equipment for employees, and implement a rotation policy;
- In Russia: urgently procure anti-epidemic materials, formulate anti-epidemic manuals, carry out internal publicity, improve the level disinfection and sterilization and personnel access management;
- In Japan: continuously strengthen the anti-epidemic awareness of employees through publicity; encourage employees to avoid peaks when commuting to work at peak shifts; encourage employees to keep a one-meter gap during attending meetings, and prohibit face-to-face meetings with customers; conduct indoor ventilation every 1 hour, etc.

Case: Smart body temperature checking



Haier Smart Home created a new path for smart body temperature checking by the use of digital technologies such as big data and artificial intelligence. Technology innovation team in Haier Creative Research Center introduced AI body temperature checking and device of employee movement thermal distribution. The device was based on the AI image recognition technology and infrared thermal imaging technology, and able to conduct quick screening of employee temperature without queuing and give warning. At present, the product has been installed and put into use in multiple factories and office zones.

(II). Assistance in corporate work resumption

Haier, as the global core corporate of the industry chain, actively performed the social responsibility, actively assisted upstream and downstream partners, helped the medium and small-sized companies to resume work and production and supported the stable production of overseas enterprises in the supply chain while ensuring the work and production resumption of itself.

Overseas, we took the advantages of 3-in-1 layout to help local suppliers and partners take a series of measures of employees' epidemic prevention to fully guarantee the stability of overseas supply of products and services during the epidemic period.

In China, Haier Smart Home actively respond to the call of the nation, created "COSMOPlat" for work restoration and production increasing of enterprises, exerted the supply chain ecological capacity, joined hands with ecological cooperation partners to build “Corporate Work Resumption Ecological Group” and empowered the medium and small enterprises to resume the work and shift the production. The platform provided a complete solution to 14 scenarios such as overall epidemic prevention smart management, work resumption practical guide, so as to ensure the corporate to resume work in all the process, and achieve the increase in production. The platform also set a special area for supply and demand of medical protection materials and helped with highly efficient matching in supply and demand for epidemic use of the government, companies, hospitals and communities.

Case: empowering the garment enterprises in shifting to the production of protective suites



During the anti-epidemic period, COSMOPlat created empowering value in fighting against the epidemic and assisting in the corporate work and production resumption, which was widely recognized by the national ministries, all the local governments and media. COSMO platform fully played the technological and ecological advantages of industrial internet, and supported effective to the nation in guaranteeing and allocating the medical protective items during the epidemic period.

(III). Global health security service

In front of the global tense epidemic prevention situation, Haier Smart Home upheld the strategy of smart homes guidance, regulated the packing, delivery, repairing and maintenance service. Under the precondition of protecting employees and users, and with the philosophy of “epidemic is for a short period of time while sincere service is forever”, it adjusted and upgraded quickly to consistently and stably provide excellent quality service and health products to global users and meet the protection demand of the users during the special period.

1. Smart home guidance

“Smart + Health” scene

For the special demand of the users for daily home items disinfection and health management

during the epidemic period, the Company upgraded the Haier Smart Home Application by adding smart health theme online, covering multiple health scenes such as garment disinfection, indoor air disinfection, healthy diet, for promoting protection and prevention knowledge to users and their families.

Case:

In the scene example of “indoor air disinfection”, the users turn on the function of “AC cleaning” in the Haier Smart Home Application, and the evaporator in the AC will proceed self-cleaning, deducting and prevent bacteria effectively with 99% bacteriostasis rate. Meanwhile, in the smart disinfection and cleaning scene, users can use voice control to activate the AC, and disinfect the air by using of UVC disinfection function.

Meanwhile, we launched online live broadcasting. During the period from January 31 to February 10, 2020, Haier Smart Home had 25 home-scene live broadcasts, covering smart product with epidemic prevention functions such as air-wash washing machine and new air AC. The users were able to place orders online during all the live broadcasting if they need the products. In addition, Haier Smart Home Application store added a health zone to directly provide health-friendly home appliances to users, which resolved the problem of inconvenient shopping and promoted our business to develop stably.

While we provide health appliances for domestic users, we continuously and stably provide a series of health products for global users to assist them in fighting against epidemic together, depending on effective epidemic response mechanism and supply chain system overseas. Among others, in Japan, Haier Smart Home launched a series of health products under its AQUA brand during the epidemic period, such as washing machines with the function of disinfection, sterilization and clothes protecting to meet the health prevention demand of local people, which was widely supported by local consumers. In Europe, with the increasing demand of health and fresh-keeping refrigerator which was affected by the epidemic, Haier Refrigerator promptly provide refrigerators with function of disinfection and fresh-keeping to European market, thereby meet the need of the European users at the first hour. Meanwhile, Haier Smart Home allocated 1,000 units of 56°C - sterilization air conditioner to Italy. This batch of air conditioners firstly will be offered to Italian respective major hospitals and areas which heavily affected by epidemic in order to provide local people with healthy air and assist them to fight against epidemic.

Haier 56 ° C sterilization air conditioner carries a kind of clean high-temperature sterilization technology developed by Haier Air Conditioner. Once the air conditioner is turned on self-cleaning, the temperature of evaporator can reach above 56°C for a

duration of more than 30 minutes, which can effectively kill bacteria and viruses.

"Epidemic reporting" scenario

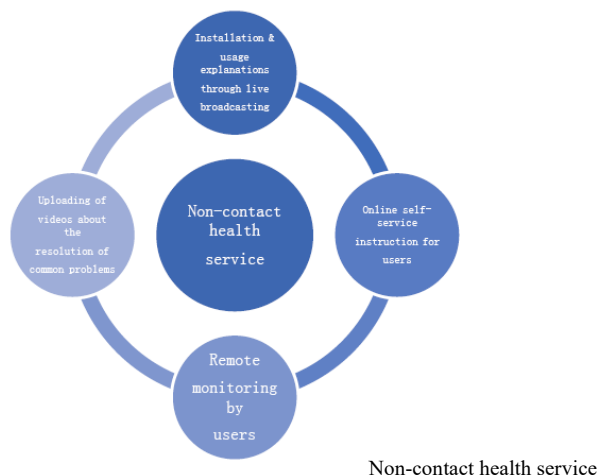
In order to enable users to timely understand the latest epidemic progress and correctly master professional protection knowledge, Haier Smart Home "AI Assistant Xiaoyou" launched the "epidemic reporting" scenario function. Via "Assistant Xiaoyou", users can timely inquire nationwide or surrounding epidemic dynamics, acquire the latest basic knowledge about the prevention, screening and treatment of COVID-19.

Smart ecology integration

We joined hands with the Smart Ecology Network in launching multiple smart integration functions. Haier Internet of Clothing released such scenarios as sterilization protection for people arriving home, disinfection for people staying at home and sterilization to safeguard the health and safety of users; Haier Internet of Food joined hands with Baidu in developing the platform for real-time display of epidemic information at the terminal of smart household appliances, enabling users to learn about epidemic prevention knowledge even in times of cooking simply through the screen of the smart refrigerator.

2. Safety service specification

Haier Smart Home issued the Specification for Safety Service During Epidemic Prevention and Control, according to which we actively launched the online "non-contact health service" for online reporting of service demands, online supply of service instructions and online viewing of service process, thus ensuring continuous supply of home appliance installation and maintenance services to consumers while effectively avoiding the spread of virus and reducing the risk of infection; in addition, we upgraded the door-to-door installation service through such measures as temperature detection, mask wearing, disinfection and cleaning, to reduce the risk of infection in the process of service.



(IV). Assistance to global anti-epidemic front line

Escort the epidemic fighters and campaigners. Upon the outbreak of COVID-19, Haier Smart Home, relying on its global layout and industrial advantages, took immediate actions to coordinate resources worldwide for continuous donation of supplies and funds. Meanwhile, the Company organized anti-epidemic teams to assist the global anti-epidemic front line , becoming one of the earliest and also the most generous assistance providers.

1. Funds and supplies donation

Since the outbreak of COVID-19, Haier Smart Home, in active response to the anti-epidemic work in the frontline in China and overseas, has assisted the anti-epidemic frontline in such forms as funds, IoT appliances and anti-epidemic supplies. Up to now, Haier Smart Home has donated RMB13 million cash, IoT home appliances worth more than RMB 2.5 million in China and also anti-epidemic supplies worth USD 500,000 which were urgently raised by Haier's companies worldwide.

Spare no efforts to fight against COVID-19 as a "smart" manufacturer in China

Upon the outbreak of the epidemic, Haier Smart Home donated such IoT appliances as air conditioners, disinfection cabinets, electric water heaters, automatic washing machines and refrigerators to Wuhan in the first time, to protect the health and safety of patients and medical staff fighting in the anti-epidemic front line.

Case

Wuhan Huoshenshan Hospital was delivered for use on the night of February 2, 2020. In the early morning that day, the large-scale purification-heating machines (22 sets) and water boilers (4 sets) donated by Haier were delivered overnight to Huoshenshan Hospital by the Gooday Logistics. These water purifiers and water boilers will be placed in hospitals' water heater rooms and rest areas for medical staff, so as to ensure healthy drinking for medical staff and patients as a support to the fighting against the epidemic.

Global donation raising

Case

As the designated hospital for the treatment of COVID-19, Wuhan Third Hospital urgently needs modular medical quarantine cabins. After understanding the needs of the hospital, COS.mo COSMOPlat responded at the first hour, actively used the ecological capabilities of the industrial internet platform, and connected various ecological resources for forming an industry alliance to jointly complete the R&D and manufacturing of the smart medical quarantine cabins, which were successfully delivered to Wuhan Third Hospital, to provide a strong guarantee for the health and safety of medical personnel.

Case

In order to solve the problem of clothing sterilization and disinfection in the anti-epidemic front line, Haier Washing Machine spared no efforts in fighting against the epidemic to safeguard the health of medical staff and patients. Haier Washing Machine has, since the end of January, assisted 152 hospitals nationwide at the speed of 7 a day, to provide cloth washing, sterilization and disinfection services for medical staff and patients fighting in the anti-epidemic front line.

Global collaborative anti-epidemic

In response to the sudden shortage of short-term anti-epidemic supplies in China, the overseas platform of Haier Smart Home urgently raised supplies at home and abroad by advantage of its global network. By the end of March 2020, we have received protective supplies such as masks, protective clothing and goggles donated by our branches in various countries such as the United States, Japan, Russia, France, India, Thailand, Malaysia, Indonesia and Nigeria. These anti-epidemic supplies will all be used to assist the medical staff fighting in the anti-epidemic frontline

Case

Haier Russia urgently purchased more than two tons of anti-epidemic supplies upon hearing about the epidemic. However, due to environmental and flight impacts, it was quite difficult to transport these supplies. Thanks to joint efforts, these supplies were smoothly delivered to the Union Hospital affiliated to Tongji Medical College of Huazhong University of Science and Technology and Tongji Hospital affiliated to Tongji Medical College of Huazhong University of Science and Technology on February 4. It was the first batch of anti-epidemic supplies delivered by Haier Smart Home to China from abroad.

Confronted with the global spread of the COVID-19, Haier Smart Home continues to strengthen the communication and coordination of various segments around the world, relying on the deep globalization of the network and supply chain advantages, actively carried out cross-border support to provide support for the global anti-epidemic, highlighting the role of a global enterprise.

Haier global assistance sketches

- Haier Smart Home urgently purchased 25,000 masks to support Europe, and sent out products equipped with sterilization and disinfection functions to European countries; we continued to pay attention to the development of European epidemics, and donated masks, protective clothing and other epidemic prevention materials to many Italian hospitals, supporting Italy's epidemic prevention and anti-epidemic work with practical actions;
- Relying on COSMOPlat to take advantage of the industry, the intelligent temperature measurement and disinfection channel was urgently customized and donated to the German Heidelberg University Hospital to empower the local epidemic prevention work. The devices had arrived in Germany in April;
- Haier India continued to pay attention to the local epidemic situation, and actively took various actions, such as distributing meals to local communities, providing "love meals" for difficult groups, and donating protective equipment such as masks and disinfectants to the local police stations, schools, hospitals, community personnel and other anti-epidemic first lines supplies, to provide local people assistance within its ability to fight against the epidemic;
- Haier Malaysia learned that the current local epidemic prevention materials are in short supply, and most of the donated materials flew to the hospital. Knowing that the media workers in the anti-epidemic front line lacked of the protection against epidemic, they purchased 10,000 masks to support the front line media after coordinating with various parties;
- Haier Pakistan donated 50,000 protective masks to the local government to ease the pressure on the shortage of local medical supplies and epidemic prevention materials. As of April 2, 2020, Haier Pakistan was stepping up the procurement and transportation of the second batch of epidemic prevention materials to further protect local medical personnel.

2. Anti-epidemic teams

In order to satisfy the needs for household appliances arising from the building and renovation of various hospitals in Wuhan, Haier Smart Home urgently organized an anti-epidemic team with 102 members on the day of the New Year's Eve, to install water heaters, refrigerators, water purification units and other home appliances for Huoshenshan Hospital and Leishenshan Hospital.

On the construction sites of Huoshenshan Hospital and Leishenshan Hospital, despite the difficulty of road closure for reasons of construction, Haier "anti-epidemic teams" finally succeeded in delivering and installing Haier air conditioners, water heaters and refrigerators as required. As at February 4, 2020, Haier "anti-epidemic commando" had completed all its tasks in Huoshenshan Hospital and Leishenshan Hospital. During the Spring Festival, there was totally 2,700 service staff of Haier sticking to their posts in Hubei Province, and being ready to respond to emergency needs from hospitals and contribute to the anti-epidemic frontline.

At the most critical moment come the true heroes. Haier Smart Home never retreats in face of crisis. We will pay constant attention to the evolution of the global epidemic, keep summarizing experience, and improve the Company's ability to respond to public emergencies, show the due ability of enterprises to resist risks, perform the social responsibility as a global enterprise with practical actions, and resolutely win the anti-epidemic war in solidarity with the whole world.

Third-party evaluation made by the Household Appliances Industry Association

After more than 40 years of hard work, China's household appliances industry has written a magnificent chapter in the rise of China's manufacturing industry with its own wisdom and diligence. In 1978, the output value of China's home appliances industry was only RMB423 million. Starting from a weak foundation, China's household appliances industry has gradually ranked forefront worldwide, epitomizing the take-off of China's economy. At present, China's household appliances industry is transforming from the trade model relying solely on exports to the new international strategy, and the position of Chinese household appliances brands in the international market has achieved a qualitative leap.

2019 marks the 35th anniversary since the establishment of Haier. Since 1984 when Haier Refrigerator Factory introduced the first four-star refrigerator production line in Asia from Liebherr GMBH in Germany, Haier has been keeping pace with the times through continuous development. Adhering to exporting its proprietary brands, Haier has, through years of efforts, acquired the white goods business of Sanyo of Japan, the household appliances business of GE Appliances (GEA), and several foreign home appliances brands such as Fisher&Paykel (FPA) (a household appliances brand in New Zealand) and Candy (a household appliances brand in Italy), finally building a core competitiveness integrating R&D, manufacturing and marketing

worldwide that can satisfy the individualized demands of users in more than 100 countries. According to the data released by Euromonitor in 2019, Haier again leads the industry in sales volume this year. That means, Haier has ranked No. 1 among large household appliances brands in sales volume for 11 consecutive years, making itself a world-class brand from China.

In recent years, the central government has, according to the requirement of "transforming the mode of economic development", continuously promoted the upgrading of major industries and carried out supply-side reform, with remarkable results being already achieved. As a leading enterprise in the household appliances industry, Haier is also at the forefront of transformation. Breaking the barriers of traditional industry modes, Haier has innovatively proposed the "Sansheng" Mode (a mode of "ecosystem, ecological income and ecological brand"), and explored a new way of efficient development. Haier has built a rainforest-style business ecosystem, in hope of joining hands with all members of the rainforest to achieve win-win results. With the rapid development of the Internet technology, channel mode and manufacturing mode begin to undergo profound changes, and openness and crossover have become the theme of the times, with openness being undoubtedly the foundation for achieving unbounded communication. Being as inclusive as the sea, Haier has, starting from smart home appliances, constantly expanded the boundary of the industry and created such ecological platforms as "Internet of Clothing" and "Internet of Food".

Thanks to the breakthroughs in IoT, big data and other technologies, the wisdom core of the household appliances industry has been constantly strengthened, and the independent innovation capability of China's home appliances industry has achieved significant improvement, accompanied by the endless emergence of innovative products and the gradual formation of an active and healthy atmosphere. The improvement of people's living quality is accompanied by the significant trend of consumption upgrade, marking the entry of consumption demands into the era of diversification and individualization. In the future, household appliances will also play the role of smart terminal in the same way as mobile phones, and thus build the smart home life through IoE. This year, "Qingdao Haier" was officially renamed as "Haier Smart Home", which launched the "5+7+N" smart solution package based on its continuous input of global layout R&D resources and in-depth understanding of global consumers. In the future, Haier will develop "Smart Home" into a leading ecological brand, and try to customize beautiful life for global users by means of smart home, thus enabling everyone to be the "designer" of his/her own beautiful life.

We are living in a great era witnessing the great leap of the Chinese Nation from standing up to becoming rich and strong and the substantial rise in the comprehensive strength and people's living standard of China; while it is also a challenging era troubled by constant global trade frictions, complicated and volatile international environment and restless trade protectionism. Only those who struggle ahead can truly possess time and history, and only through struggle-based definition of enterprise value can an enterprise develop faster and reach further. In the tide of the era, Haier remains true to its original intention and forges ahead following its dreams. Haier will continuously adhere to independent innovation, build proprietary brands and implement global layout, so as to constantly satisfy the individualized demands of global consumers and help China realize the goal of becoming a global power of household appliances.

As is said by General Secretary Xi Jinping, "great dreams can by no means be made by waiting or shouting, but by struggling and working". We hope that, in its sixth ecological strategy stage, Haier can continuously construct industrial ecology, lead technological innovation and contribute superior products and smart scenarios, and join hands with the industry, consumers and the whole society to set sail through the tide of the IoT era and write new brilliant chapters.

Corporate honors

1.

2. Leadership Honors

➤ Top 60 of the Top 10 Businessperson of the Year 2019

On December 2, 2019, Zhang Ruimin, chairman of the board of directors and CEO of Haier Group, was listed as the Top 60 of the Top 10 Businessperson of the Year 2019, ranking 11th.

➤ Forbes China Lifetime Achievement Award

On October 19, 2019, Forbes China Leadership Summit released the list of Forbes China Businessperson of the year 2019: Business Leaders of Multinational Operation, on which Zhang Ruimin, chairman of the board of directors and CEO of Haier Group was listed. In addition, Zhang Ruimin won the Forbes China Lifetime Achievement Award.

➤ 40th Anniversary of Promoting Total Quality Management: Outstanding Entrepreneur

On August 28, 2019, Zhang Ruimin, chairman of the board of directors and CEO of Haier Group, won the award of 40th Anniversary of Promoting Total Quality Management: Outstanding Entrepreneur given by China Association for Quality at the Commemorative Ceremony of the 40th Anniversary of Promoting Total Quality Management & Founding of China Association for Quality.

➤ 40th Anniversary of Promoting Total Quality Management: Outstanding Quality Person

On August 28, 2019, Ren Xianquan, vice president of Haier Household Appliance Industry Group, won the award of 40th Anniversary of Promoting Total Quality Management: Outstanding Quality Person given by China Association for Quality at the Commemorative Ceremony of the 40th Anniversary of Promoting Total Quality Management & Founding of China Association for Quality.

➤ China Brand Person of the Year 2019

On May 26, 2019, Zhang Ruimin, chairman of the board of directors and CEO of Haier Group, was awarded China brand Person of the Year 2019 at the China Brand Person of the Year Award Ceremony 2019 co-hosted by Business China Magazine, China Development Website and China Brand Research Center of Capital University of Economics and Business and jointly sponsored by China Brand Development Website.

➤ China 50 Most Influential Business Leaders 2019

On April 15, 2019, Fortune China released the list of China 50 Most Influential Business Leaders 2019, on which Zhang Ruimin, chairman of the board of directors and CEO of Haier Group, was ranked 25th.

3. Brand Honors

➤ **People's Corporate Social Responsibility Award – Enterprise of the Year**

On December 27, 2019, at the 2019 People's Corporate Social Responsibility Summit and the 14th People's Corporate Social Responsibility Award Ceremony hosted by People.cn with the theme of "Enterprising for 70 Years with Responsibility Along the Road", Haier Group won the award of Enterprise of the Year for its continuous efforts in the field of public welfare for more than 30 years.



➤ **Ingenuity Service of the Year 2019**

On December 25, 2019, at the Quality Development Summit 2019 and the 16th People's Choice ingenuity Awarding Ceremony hosted by People.cn, Haier Casarte's seven-star service won the award of Ingenuity Service of the Year 2019.

➤ **Qingdao Top 10 Charity 2019**

On December 24, 2019, at the awarding ceremony of Qingdao Top 10 Charity of the Year 2019 hosted by Qingdao Charity Association with the theme of Thousands of Small Waves of Charity Merge into the Ocean of Charity, Haier Group won the honorary title of Qingdao Top 10 Charity 2019 for its outstanding contribution in social responsibility.

➤ **Board of Directors Corporate Governance Medal**

On December 20, 2019, at the 15th Golden Round Table Forum of Board of Directors of China Listed Companies, Haier Smart Home won the Board of Directors Corporate Governance Medal.

➤ **"Industrial Blockchain Application Example"**

At the China Industrial Blockchain Summit 2020 held on December 20, 2019, Haier Internet of Food and Internet of Clothing respectively won the honorary titles of Industrial Blockchain Application Example.

➤ **i China 2019–Top 10 Brands of the Year 2019**

On December 19, 2019, at i-China Forum 2019 The 17th, Haier Smart Home won the award of Top 10 Brands of the Year 2019 for its smart home solution of creating the beauty of life with science and technology and customizing the good life with wisdom.

➤ **China Internet Economy Brand of the Year 2019**

On December 19, 2019, at i-China Forum 2019 The 17th jointly sponsored by the CI Week of Chinese Academy of Sciences and Center of Informatization Study of Chinese Academy of Social Sciences, Haier Smart Home won the award of China Internet Economy Brand of the Year 2019 with the high growth of share and implementation achievement of complete set.

➤ **Gold Award of the Year 2019**

On December 18, 2019, at the 5th China Smart Home Conference and Gold Award Ceremony, Haier Smart Home won Gold Award of the Year 2019 of Leading Brand of Smart

Home. Gold Award aims to honor products and enterprises with unique quality, innovation and function. Each category has only one winner.

➤ **China Brand Model of Powerful Nation 2019 Top 100**

On December 15, 2019, at the China Brand Powerful Nation Ceremony 2019 held by CCTV, Haier Group was ranked among Top 100 of China Brand Model of Powerful Nation 2019.

➤ **Trustworthy and Outstanding Listed Company of the Year**

On December 10, 2019, Haier Smart Home was selected as the Trustworthy and Outstanding Listed Company of the Year by Investor China.cn

➤ **Italy Best Investor Award 2019**

On December 10, 2019, at the China Awards 2019 Ceremony in Italy, Haier Smart Home won the award of Italy Best Investor. Mr. Sun Shubao, General Manager of Haier Europe, received the award on behalf of Haier and stressed the importance of Italian and European market to the Company. Haier was the only home appliance enterprise that had won the award of Italy Best Investor.

➤ **Company of Best Investment Value 2019**

On December 10, 2019, Haier Smart Home Co., Ltd. won the "Golden Jubilee Award • Company of Best Investment Value 2019 given by China Investment Network.

➤

➤ **Golden Awards: The Best Corporate Governance(G)Responsibility Award 2019**

China ESG Golden Awards 2019 was selected from the shortlist on November 27, 2019. Haier won China ESG Golden Awards 2019-The Best Corporate Governance (G) Responsibility Award owing to its sense of responsibility and practical actions in daily operation.

➤

➤ **Ranked First in Forrester's Industrial Internet Leader Quadrant**

On November 25, 2019, Forrester, the global leading market research and consulting agency, officially released The Forrester Wave™: Industrial IoT Software Platforms In China, Q4 2019, making a comprehensive evaluation of twenty-six indicators of seven leading Chinese manufacturers in the field from three dimensions of product supply, strategic layout and market performance. Haier scored the highest in eighteen indicators and ranked first in Forrester's Industrial Internet Leader Quadrant.

➤ **Outstanding Contributors of the Hope Project in 30 Years**

On November 21, 2019, the 30th Anniversary Ceremony of the Hope Project Implementation. Haier won the honorary title of Outstanding Contributor of Hope Project in 30 Years with its high concern and continuous investment in the Hope Project.

➤ **Star of China Smart Home Appliance Technology**

On November 13, 2019, at the 2019 China AIoT Smart Terminal Summit and 2019 China Smart Home Appliance Industry Forum jointly sponsored by China Institute of Communications and Chinese Institute of Electronics, Haier Smart Home Cloud Brain

Platform won the title of Star of China Smart Home Appliance Technology on the strength of the first-mover advantages and technical capacity in the field of "smart home with initiative intelligence".

➤ **Chinese Enterprises Globalization 2019 Top Ten**

November 2nd to 3rd, 2019, at the 6th China Inbound-Outbound Forum 2019 and the 6th Chinese Enterprises Globalization Forum jointly sponsored by CCG, CAFIEC, CAEFI, UN China, Haier was selected as 2019 Chinese Enterprises Globalization Top Ten Enterprises by CCG, being the only one household appliance enterprise listed.

➤ **40th Anniversary of Promoting Total Quality Management: Outstanding Promoting Unit**

On August 28, 2019, Haier was awarded 40th Anniversary of Promoting Total Quality Management: Outstanding Promoting Unit by China Association for Quality awarded at the Commemorative Ceremony of the 40th Anniversary of Promoting Total Quality Management & Founding of China Association for Quality. At the same event, the project of Haier (Home/Commercial) Products Intelligent Diagnosis, Prediction and Health Management and Practice won the first prize in Quality and Technology.

➤ **Fortune Global 500 in 2019**

On July 22, 2019, Fortune released the list of global top 500 companies in 2019. Haier Smart Home ranked 448th with operating revenue of USD27,714 million, up 51 places from last year.

➤

➤ **Leader of Top 100 Chinese Listed Companies of Scientific and Technological Innovation**

On July 16, Haier Smart Home got on the list of Top 100 Chinese Listed Companies of Scientific and Technological Innovation, jointly launched by Sina Finance and Research Center of Listed Companies of Chinese Academy of Social Sciences. Haier Smart Home won the title of Leader of the Top 100 Chinese Listed companies of Scientific and Technological Innovation.

➤ **BrandZ™ Top 100 Most Valuable Global Brands 2019**

On June 11, 2019, the list of BrandZ™ Top 100 Most Valuable Global Brands 2019 was officially released on the NYSE. Haier ranked 89th on the list with a brand value of USD16.3 billion. For the first time, the list added the category of Internet of Things Ecology, and Haier became the first and only ecological brand of Internet of things in BrandZ's history to enter the Top 100.

➤ **Interbrand Best Chinese Brands**

On May 30, 2019, Interbrand, a brand consulting company, released the list of China Best Brands of 2019, on which Haier ranked 23rd.

➤ **The first New Fortune Best Listed Companies**

On May 16, 2019, Haier Smart Home got on the list of the first New Fortune Best Listed Companies.

➤ **Best Innovation Breakthrough Award, Best New Brand Award, and Best Growth Brand Award**

On May 9, 2019, at the 4th TES Tmall Consumer Electronics Ecology Summit, Haier, Casarte and Leader, three major brands under Haier, won three awards respectively, the Best Innovation Breakthrough Award, the Best New Brand Award, and the Best Growth Brand Award.

➤ **The AWE Award 2019**

On March 16, 2019, the list of the 9th AWE Awards was announced. Haier won ten awards on the strength of the leading original technology capabilities in the industry, being the enterprise with most awards. Haier Heyan Refrigerator and Casarte Fiber Washing Machine won the AWE Gold Award, making Haier the household appliance enterprise with the most gold awards.

➤ **The Most Influential IoT Ecology Award**

On February 28, 2020, the IoT Star Award 2019 of China IoT Industry Annual Selection jointly hosted by China IoT Industrial Application Alliance and Shenzhen IoT Industry Association was officially announced, and Haier Internet of Clothing won the Most Influential IoT Ecology Award.

➤ **iF Design Award 2019**

On January 29, 2019, the list of the iF Design Award 2019 in Germany was announced. Haier and its high-end brand Casarte won a number of iF design awards, covering refrigerators, washing machines, freezers, water heaters, kitchen appliances, household appliances, with the highest number of awards in record.