

# TCL 集团股份有限公司

# TCL CORPORATION



创意感动生活  
The Creative Life

## Third Quarter Report 2019

31 October 2019

## **Part I Important Notes, Table of Contents and Definitions**

**The Board of Directors (or the “Board”), the Supervisory Committee as well as the directors, supervisors and senior management of TCL Corporation (hereinafter referred to as the “Company” or the “Group”) hereby guarantee the factuality, accuracy and completeness of the contents of this Report and its summary, and shall be jointly and severally liable for any misrepresentations, misleading statements or material omissions therein.**

**All the Company’s directors have attended the Board meeting for the review of this Report and its summary.**

**Mr. Li Dongsheng, Chairman of the Board of the Company, and Ms. Du Juan, Principal in charge of accounting (CFO), and Mr. Xi Wenbo, head of the financial department, hereby guarantee that the financial statements carried in this Report are factual, accurate and complete.**

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## Definitions

Term	Definition
The “Company”, the “Group”	TCL Corporation
The “Reporting Period”	The period from 1 July 2019 to 30 September 2019
Reference Basis or Reference Report	Excluding the impact of restructuring business data, the Company prepares the financial report for Q1~Q3 2019 and the corresponding period of prior year according to the consolidation scope after restructuring.
Reorganization	The Company held the 13 <sup>th</sup> meeting of the 6 <sup>th</sup> Board of Directors on 7 December 2018 and held the 1 <sup>st</sup> Extraordinary Shareholders’ General Meeting of on 7 January 2019 to review and approve the relevant proposals and implementation of major asset restructuring matters.
CSOT	Shenzhen China Star Optoelectronics Technology Co., Ltd.
Wuhan CSOT	Wuhan China Star Optoelectronics Technology Co., Ltd.
Highly	Highly Information Industry Co., Ltd., a majority-owned subsidiary of the Company listed on the National Equities Exchange and Quotations (stock code: 835281)
Guangdong Juhua	Guangdong Juhua Printed Display Technology Co., Ltd.
China Ray	Guangzhou China Ray Optoelectronic Materials Co., Ltd.
Bank of Shanghai	Bank of Shanghai Co., Ltd. (stock code: 601229.SH), with the Company holding a 5.14% interest
712 Corp.	Tianjin 712 Communication & Broadcasting Co., Ltd. (stock code: 603712.SH), with the Company holding a 19.07% interest as its second largest shareholder
Fantasia	Fantasia Holdings Group Co., Limited (stock code: 01777.HK), with the Company holding a 20.08% interest as its second largest shareholder
Admiralty Harbour Capital	Admiralty Harbour Capital Limited
China Innovative Capital Management	China Innovative Capital Management Limited
Open Edutainment	Beijing National Center for Open & Distance Education Co., Ltd.
t1 project	The generation 8.5 (or G8.5) TFT-LCD production line of CSOT
t2 project	The generation 8.5 (or G8.5) TFT-LCD production line of CSOT
t3 project	The generation 6 (or G6) LTPS-LCD panel production line of CSOT
t4 project	The generation 6 (or G6) flexible LTPS-AMOLED panel production line of CSOT
t6 project	The generation 11 (or G11) new TFT-LCD production line of CSOT
t7 project	The generation 11 (or G11) new ultra-high-definition (UHD) TFT-LCD and AMOLED production line of CSOT

## Part II Key Corporate Information

### I. Key Financial Information

Indicate by tick mark whether there is any retrospectively restated datum in the table below.

Yes  No

SN	Item	Q1~Q3 2019	Q1~Q3 2018	Change (%)
1	Operating revenue (RMB) <sup>Note</sup>	58,817,666,092	82,237,144,880	-28.48
2	EBITDA (RMB)	11,628,483,268	10,980,668,039	5.90
3	Net profit (RMB)	3,487,414,307	2,875,954,102	21.26
	Net profit attributable to the listed company's shareholders (RMB)	2,577,329,981	2,489,661,515	3.52
	Net profit attributable to the listed company's shareholders before non-recurring gains and losses (RMB)	503,396,307	1,594,799,286	-68.44
4	Basic earnings per share (RMB/share)	0.1946	0.1842	5.65
	Diluted earnings per share (RMB/share)	0.1902	0.1840	3.37
5	Weighted average return on equity (%)	8.85	8.65	0.2
6	Net cash generated from/used in operating activities (RMB)	7,609,274,189	7,556,432,868	0.70
	Net cash per share generated from/used in operating activities (RMB/share)	0.5616	0.5577	0.70
		30 September 2019	31 December 2018	Change (%)
7	Total assets (RMB)	161,733,012,431	192,763,941,739	-16.1
8	Total owners' equity (RMB)	64,194,513,642	60,871,672,647	5.46
	Owners' equity attributable to the listed company's shareholders (RMB)	30,402,435,279	30,494,364,951	-0.30
9	Share capital (share)	13,549,648,507	13,549,648,507	0.00
10	Equity per share attributable to the listed company's shareholders (RMB/share)	2.2438	2.2506	-0.30

Note: In April 2019, the Company completed the handover of major assets in a restructuring. Therefore, the operating revenue data of Q1~Q3 2019 and Q1~Q3 2018 are not comparable as the former only includes the January-March 2019 operating revenue generated by the said assets, while the latter comprises the January-September 2018 such revenue. On the reference basis, the Q1~Q3 2019 operating revenue would be up by 19.23% year-on-year.

The total share capital at the end of the last trading session before the disclosure of this Report:

Total share capital at the end of the last trading session before the disclosure of this Report (share)	13,528,438,719
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Fully diluted earnings per share based on the latest total share capital above:

Fully diluted earnings per share based on the latest total share capital above (RMB/share)	0.1905
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Note: After the restructuring, the Company has transformed into a global high-tech conglomerate concentrating on the semi-conductor display and materials business. The key operational philosophy and mission of the Company is to create value for and grow with the shareholders. In order to effectively protect shareholders' interests and improve shareholder value, the Company carried out a share repurchase programme during the Reporting Period. Up to the disclosure date of this Report, 502,108,222 shares have been repurchased, of which 3,875,613 shares have been used for the 2019 Restricted Stock Incentive Plan which is the Second Global Innovation Partner Plan, 33,391,897 shares have been used for the Second Global Partner Plan with the relevant non-transaction transfer already completed, and the rest will be kept as treasury shares and used for employee stock ownership plans, equity incentive plans or convertible bonds.

The key financial information of Q1~Q3 2019 and Q1~Q3 2018 exclusive of the effects of the businesses of the restructuring (pro forma data presented based on the consolidation scope after the restructuring) is as follows:

Series No.	Item	Q1~Q3 2019	Q1~Q3 2018	Change (%)
1	Operating revenue (RMB)	41,155,521,088	34,516,849,258	19.23
2	EBITDA (RMB)	11,185,231,704	8,512,067,043	31.40
3	Net profit (RMB)	3,393,704,069	2,450,815,301	38.47
	Net profit attributable to the listed company's shareholders (RMB)	2,577,342,044	2,160,702,740	19.28
	Net profit attributable to the listed company's shareholders before non-recurring gains and losses (RMB)	566,036,298	1,259,589,648	-55.06
4	Basic earnings per share (RMB/share)	0.1946	0.1599	21.70
	Diluted earnings per share (RMB/share)	0.1902	0.1596	19.17
5	Weighted average return on equity (%)	8.85	7.08	1.77

Note: The data of Q1~Q3 2019 and Q1~Q3 2018 in the table above exclude the results of the businesses of the restructuring.

Non-recurring gains and losses:

Unit: RMB

Item	Q1~Q3 2019	Note
Gain or loss on disposal of non-current assets (inclusive of impairment allowance write-offs)	1,306,635,794	N/A
Government subsidies charged to current profit or loss (exclusive of government subsidies given in the Company's ordinary course of business at fixed quotas or amounts as per government's	866,210,360	N/A

uniform standards)		
Gain or loss on fair-value changes in trading financial assets and liabilities & investment income from disposal of trading financial assets and liabilities and available-for-sale financial assets (exclusive of effective portion of hedges that arise in the Company's ordinary course of business)	161,115,198	N/A
Other	103,020,541	N/A
Less: Corporate income tax	133,708,269	N/A
Minority interests (net of tax)	229,339,950	N/A
Total	2,073,933,674	--

Explain the reasons if the Company classifies an item as a non-recurring profit/loss according to the definition in the <Explanatory Announcement No. 1 on Information Disclosure for Companies Offering Their Securities to the Public—Non-Recurring Profits and Losses>, or classifies any non-recurring profit/loss item mentioned in the said explanatory announcement as a recurring profit/loss item

Applicable  N/A

No such cases for the Reporting Period.

## II. Numbers of Ordinary Shareholders and Preferred Shareholders with Resumed Voting Rights as well as Holdings of Top 10 Shareholders

Unit: share

Number of ordinary shareholders		489,699		Number of preferred shareholders with resumed voting rights (if any)		-	
Top 10 shareholders							
Name of shareholder	Nature of shareholder	Shareholding percentage%	Number of shares	Restricted shares	Shares in pledge or frozen		
					Status	Status	
Li Dongsheng and his acting-in-concert parties	Domestic natural person	9.02	1,221,748,009	609,636,366	Li Dongsheng In pledge	579,480,000	
					Jiutian Liancheng In pledge	408,899,521	
Huizhou Investment Holding Co., Ltd.	State-owned legal person	6.48	878,419,747				
Hubei Changjiang Hezhi Hanyi Equity Investment Fund Partnership	Domestic non-state-owned legal person	4.97	673,965,188				

(Limited Partnership)						
China Securities Finance Corporation Limited	Domestic non-state-owned legal person	2.75	373,231,553			
Xinjiang Dongxing Huarui Equity Investment Partnership (Limited Partnership)	Domestic non-state-owned legal person	1.85	250,726,210			
Hong Kong Securities Clearing Company Ltd.	Foreign legal person	1.79	242,181,788			
Central Huijin Asset Management Co., Ltd.	State-owned legal person	1.52	206,456,500			
Guangdong Guangxin Holdings Group Ltd.	State-owned legal person	1.09	147,760,683			
Xiaomi Technology Co., Ltd.	Domestic non-state-owned legal person	1.00	134,949,437			
CDB Innovation Capital Co., Ltd.	State-owned legal person	0.87	118,065,919			
Top 10 unrestricted shareholders						
Name of shareholder	Unrestricted shares	Type of shares				
		Type	Shares			
Huizhou Investment Holding Co., Ltd.	878,419,747	RMB-denominated ordinary stock	878,419,747			
Hubei Changjiang Hezhi Hanyi Equity Investment Fund Partnership (Limited Partnership)	673,965,188	RMB-denominated ordinary stock	673,965,188			
Li Dongsheng and his acting-in-	612,111,643	RMB-	612,111,643			



concert parties		denominated ordinary stock	
China Securities Finance Corporation Limited	373,231,553	RMB- denominated ordinary stock	373,231,553
Xinjiang Dongxing Huarui Equity Investment Partnership (Limited Partnership)	250,726,210	RMB- denominated ordinary stock	250,726,210
Hong Kong Securities Clearing Company Ltd.	242,181,788	RMB- denominated ordinary stock	242,181,788
Central Huijin Asset Management Co., Ltd.	206,456,500	RMB- denominated ordinary stock	206,456,500
Guangdong Guangxin Holdings Group Ltd.	147,760,683	RMB- denominated ordinary stock	147,760,683
Xiaomi Technology Co., Ltd.	134,949,437	RMB- denominated ordinary stock	134,949,437
CDB Innovation Capital Co., Ltd.	118,065,919	RMB- denominated ordinary stock	118,065,919
Related or acting-in-concert parties among the shareholders above	Being acting-in-concert parties upon the signing of the Agreement on Acting in Concert, Mr. Li Dongsheng and Xinjiang Jiutian Liancheng Equity Investment Partnership (Limited Partnership) are the biggest shareholder of the Company with a total of 1,221,748,000 shares.		
Shareholders involved in securities margin trading (if any)	N/A		

## 2. Number of Preferred Shareholders and Shareholdings of Top 10 of Them

Applicable  N/A

## Part III Management Discussion and Analysis

### I. Overview

**The Company focused on its core business and achieved solid growth in operating results.** This April, TCL successfully spin-off the intelligent terminal and supporting business in restructuring and fully transformed into a global high-tech conglomerate focusing on the semi-conductor display and materials business. During Q1-Q3 2019, on a reference basis, the Company achieved operating revenue of 41.16 billion, up by 19.2% year-on-year; and a net profit of 3.39 billion, representing a year-on-year growth of 38.5%, of which the net profit attributable to the listed company's shareholders amounted to 2.58 billion, up by 19.3% year-on-year.

Affected by global economic growth slowly and concentrated release of capacity in panel industry, global semi-conductor display industry has continued over-supplying, the price of large-sized panel has declined continuously and overseas panel manufacturers has faced greater losses, which accelerated industrial restructuring and shuffling. Chinese enterprises are enjoying increasingly prominent advantages in business scale and efficiency in display industry, with the industrial chain has accelerated transforming into china, the development of new technologies has provided opportunities for chinese display industry to catch up the global leading level. Therefore, China will become a main force driving the development of display industry. As the "Survival of the Fittest" at the supply side is further intensified, as well as rapid growth in commercial display, new applications and new markets at the demand side, which will drive panel industry into great reforms and opportunities.

**The Company has further strengthened its leading advantages in operating efficiency and performance by streamlining the organizational structure and redesigning business flows according to the operational philosophy of maximizing cost efficiency.** The Company's per-capita net profit has increased from RMB28,500 to RMB 76,100, expense ratio has decreased from 16.1% to 13.0%. With a solid capital structure, the Company's debt/assets ratio has dropped from 68.4% to 60.3%, the operating cash flow amounted to RMB7.61 billion, which suggests more sustainability.

**Competitive edges have been established with product development and process application as the basis, driven by product and technological innovation.** During Q1-Q3 2019, TCL spent a total of RMB3.89 billion on R&D and filed for 1,527 PCT patents, with published patents of quantum dot ranking the second globally. During the Reporting Period, CSOT launched the “Star Screen” Mini-LED backlight product, which adopts the TFT-LCD process driven by LED backlight technology with multi-segment dynamic control. The product offers significantly improved image contrast and definition, which will consolidate dominant position of large-sized display products in the high-end market. In the field of AMOLED, the company is focusing on the technology development and application of flexible and foldable screens, CSOT has independently built a new laminated structure that allows a switch between dual fold forms of outer fold and inner fold, which satisfied differentiated demands of different customers.

**Advantages of scale based on technology upgrading have been further enhanced and product mix has been further optimized with focus on the extension of multi-scenario applications as well as the improvement of product economic performances.** TCL CSOT has experienced a rapid capacity ramping-up of t6 plant and a smooth construction of t7 project which is positioned to UHD. With improved performances optimized by processes, the sixth-generation LTPS production line has continued to increase capacity beyond its designed capacity and the sixth-generation flexible AMOLED production line will put into mass production soon. In the next five years, the total shipping area of CSOT will reach 18% CAGR, which will account for a much larger market share. The coming of 5G era is driving continuous diversification of terminal applications. Through in-depth cooperation with industrial leaders, CSOT has launched emerging display applications such as “intelligent screen” and “smart screen”, to jointly promote the building of multi-scenario IoT ecosystem with big household screens as the core application and to keep improving interaction modes and user experience with display as the core medium. CSOT’s market share of 55-inch TV panels has ranked NO.1 in global, LTPS mobile panels and 86-inch commercial display panels has ranked No. 2 globally for both, and the income from small and medium-sized products is taking up 44.8% of the total income.

**Take the lead in developing internationalization to refine the manufacturing system and management capabilities for global customers.** On September 26, the construction of the module and whole-wiget integrated intelligent manufacturing park in India under the cooperation of TCL

CSOT and TCL Electronics officially kicked off. According to the plan, the Phase I project will produce 8 million pieces of 26-55 inch large-sized and 30 million pieces of 3.5-8 inch small- and medium-sized modules annually, and mass production is expected to be delivered in the first half of 2020. As the third largest TV market and second largest mobile phone market in the world, India has become an important strategic market of terminal manufacturers. TCL CSOT collaborates with a number of strategic customers through its factory in India to jointly establish a local production, sales and services integrated industrial chain system, further enhancing the globalization process and influence of Chinese manufacturing as well as TCL CSOT's competitive edges in global display industry.

**The industrial finance and investment businesses of TCL maintain a good momentum of development, and continue to contribute strategic synergy and earnings to the Group.** These businesses not only provide capital management and allocation services, help reduce financing costs and contribute steady earnings to TCL, but also help improve the ecological construction of industrial chain and the layout of cutting-edge technologies through incubation, investment, etc.

At the end of 2016, the Company launched the transformation of “changing organization, adjusting structure, focusing on core business, downsizing staffs and increasing efficiency” to remove development obstacles and inject new growth momentum. After three years of development, TCL's industrial goal towards high-end science and technology will come true in the near future. During the Reporting Period, in order to better lead future development and demonstrate the corporate vision and mission guided by the new strategy, **the Company released its corporate culture for the new phase – 《The Strategy towards Global Leadership》**, According to the new corporate culture, the Company will strive towards its global leading position with a sense of responsibilities, innovation and excellence as the fundamental philosophy, develop a sustainable internal drive with leading technology, and take leading management and scale growth as resource guarantee.

Since the foundation in 2009, TCL CSOT, with a fast and pragmatic strategy, has achieved a global industrial leading position in operating efficiency and performance at all stages of the industrial cycle and established advantages in scale and management. With constant development of new technologies, new processes and new applications as well as industrial faster shuffling and transfer across countries, products, markets, technologies and ecosystems of global semi-conductor display

industry have entered into a new stage of development. **Facing the next 10 years, with the goal of developing leading products, technology and leading ecosystem**, TCL CSOT will establish product competitiveness in active mini-LED backlight and direct-viewing products and technology; lead the development of printing OLED which will achieve a leading position in printing QLED based on its experience and advantages in electroluminescent quantum dot materials, as well as based on the technical strategic cooperation in materials, functional modules, equipment and chips for establishing a technology ecosystem with a broader value chain.

**TCL will stick to its operating strategy, maximize cost efficiency for survival, seek development with reforms and innovation, while continues to enhance competitiveness and maintain sustained and healthy development towards a global industrial leading position.**

## II. Core Business Analysis

TCL's core businesses mainly include semi-conductor display and material business, industrial finance and investment business and other businesses:

Pursuant to its development strategy of becoming a world-leading high-tech conglomerate, TCL will concentrate on its core businesses and gradually spin-off the other businesses according to the principle of the maximum value for shareholders. Meanwhile, in accordance with the whole new positioning of a high-tech conglomerate, TCL will enter into the relevant basic and high-tech strategic emerging industries when the timing is ripe by means of M&A, etc., as well as integrate resources through the industrial chain, so as to foster new growth drivers.

### (I) Semi-Conductor Display and Material Business

During Q1~Q3 2019, CSOT recorded a revenue of 24.56 billion, up by 28.4% year-on-year; and a net profit of 1.30 billion, down by 28.7% year-on-year; EBITDA% is 26.5%. Due to great efficiency rooted from plant investment, synergy from the industrial chain and excellent management level, CSOT has maintained its global leadership for the efficiency and profitability with significantly over-average edge than peers.

The t1 and t2 plants in Shenzhen is operating at full capacity for strong sales, and the capacity of the t6 plant ramps up as plan. The total shipment area of large-sized panels reaches 14,290,000 square meters , up by 10.1% year-on-year, the total shipment of large-sized panels reaches 30,019,000 pieces ,which ranks third globally in large-sized panels. CSOT achieves a operating revenue of 13.55 billion in large-sized panel business, down by 17.7%, which is affected by the panel price of main products is much lower than the last year.

The t3 plant achieves the shipment area of 1,008,000 square meters, up by 2.52 times year-on-year; the total shipment of large-sized panels reaches of 87,787,000 pieces of small and medium sized panels, up by over 2 times year-on-year. The market share of LTPS-LCD products ranked second globally. Operating revenue reaches RMB 11.01 billion, up by 3.14 times year-on-year.

The t4 flexible AM-OLED plant saw a faster-than-expected ramp-up of its capacity and yield rate, as well as the customer development progress. In particular, prominent advantages were gained in differentiated technologies, such as camera under panel, extreme narrow frame and foldable screen. Phase I will put into mass production in Q4.

**As the capacity is stepping into high growth phrase, as well as product mix will be refined continuously, the profitability will be further strengthened.** At the end of the Reporting Period, the t3 plant capacity rose to 50K/month, as the capacity will be further increased through technical improvement, marginal investment efficiency will be improved significantly; the t6 plant capacity ramped up to 80K/month, it would reach full capacity of 90K/month in November; the t4 plant would volume shipping to the brand customers. CSOT has made significant progresses in its strategy of multiple products by continuing to increase the proportions of high-growth and high margin products for commercial display, vehicle display, gaming monitor, etc. and establishing strategic cooperation with CVTE, HiteVision, BYD. The CAGR of CSOT's overall shipment for large-sized panels in the next five years will be 17%, including new applications such as ultra large-sized public display and interactive whiteboards, as well as new technologies and products such as 8K and OLED; the CAGR

of small and medium sized panel shipment will achieve 26%, mainly including AMOLED products and applications.

**Leading production-line technology better meet the market demands for high-end and large-sized panel , CSOT market share will increase continuously.** According to the latest IHS statistics, up to Q1 2019, Chinese mainland panel manufacturers enjoyed a market share of 33.9% for 60-inch and larger-sized LCD TV panels, representing a growth of nearly 10 times compared to last year. CSOT owns two G11 production lines, of which t6 will reach to full capacity at the end of this year and the construction of t7 is smoothly on the way. The 65-inch, 75-inch, 86-inch and 118-inch large-sized products can be cut in an economical way in these two production lines, which feature such advantages of higher resolution and better production yield than lower-generation production lines. With increases in the average size of large-sized display terminal products, CSOT will enjoy rapid increases in market share with an increasingly dominating position.

**Driven by technology innovation, CSOT accelerates the development of leading technology and application .** In the Reporting Period, CSOT launched the MLED product based on Mini-LED on TFT glass to further increase its medium- and high-end market share. In the small and medium size field, CSOT's LTPS production yield rate and quality have reached world-leading level and its under-panel fingerprint recognition technology, ultimate bezelless screen, dynamic frame rate technology and the upgrading process to diversify products have made great progress; in terms of flexible AMOLED panel, CSOT mainly focus on differentiated technologies and products, such as camera under-panel and foldable AMOLED, which acquires well recognition by a number of strategic brand clients.

**Actively promote newly display technology, materials as well as core processes and industrial ecology, leading the development of next generation display technologies,.** Served as the only "National Printing and Flexible Display Innovation Centre", Guangdong Juhua has launched the production of the prototype for 31-inch 4K RGB full quantum dot printing OLED. China Ray develops new OLED key materials with independent IP. The evaporated red-light and green-light emitting materials, as well as the solution-processed red-light emitting materials produced by China Ray are demonstrated an industry-wide advanced performance.

## **(II) Industrial Finance and Investment Business**

### **1. TCL Financial**

TCL Financial mainly comprises the Group's finance and the supply chain finance.

The finance business primarily involves providing financial and management support to the major businesses and subsidiaries within the Group, and undertaking the functions of efficiency improvement and risk management of Group assets. Over the years, TCL's credit rating has been maintained at AAA. In the Reporting Period, TCL Financial completed the issue of five-year debenture of RMB1 billion with a stated interest rate of 4.30% at an overall financing cost that is lower than the market average. The supply chain finance business provides member and related enterprises with various financing and supply chain financial services, helping them to increase resource efficiency and generate stably growing income.

## **2. TCL Capital**

TCL Capital consists of TCL Venture Capital, Admiralty Harbour Capital Limited and China Innovative Capital Management Limited (equity participation).

TCL's venture capital business manages funds of RMB9.365 billion in total (as at the end of the Reporting Period), and has invested in a total of 116 projects. So far, the invested projects have established technological and business cooperation with TCL's businesses, and some projects from which TCL Venture capital has withdrawn its investment have also provided satisfying returns.

Harbour Capital is a licensed financial enterprise in Hong Kong with investment banking and asset management qualifications. During this year, it completed nine projects of debenture issue, underwriting and debt restructuring. At present, it is taking active steps to generate income from financial advising and asset management, with satisfactory profits gained.

China Innovative Capital Management Limited is a leading institutional investor in equity investments and M&A in relation to listed companies. It has invested in over 110 listed companies and provides professional support for TCL's domestic M&A activities and business expansion.

Meanwhile, the Group directly invests in a number of listed companies, including a 19.07% interest in 712 Corp. (603712.SH), a 5.14% interest in Bank of Shanghai (601229.SH) and a 20.08% interest in Fantasia Holdings (01777.HK). During the Reporting Period, Apart from the Company increased its interest in Bank of Shanghai by 0.15%, other direct interests in listed companies remained the same shareholding ratio during the Reporting Period.



## Part IV Significant Events

### I. Changes in Key Consolidated Financial Statement Line Items and Explanation of why

Applicable  N/A

### II. Progress, Influence and Solutions Associated with Significant Events

Announcement on significant event	Date of disclosure	Website for disclosed announcement
To ensure that the Partners Plan drives the growth of the Company's overall performance on a long-term basis, the Company has revised Phase II Global Partners Plan (Draft) and its clauses in the summary part. For more detail, please refer to the TCL Corporation Phase II Global Partners Plan (Draft Revision) disclosed on the information media as designated by the Company.	13 August 2019	<a href="http://www.cninfo.com">http://www.cninfo.com</a>

#### Progress of Stock Repurchase

To safeguard shareholders' rights and interest and enhance shareholder value, the Company held the 14<sup>th</sup> Meeting of the 6<sup>th</sup> Session of the Board on 10 January 2019, where the Plan on the Repurchase of Partial Public Shares was reviewed and considered. On 14 February 2019, the Company disclosed the Repurchase Report on the Repurchase of Partial Public Shares. In light of the secondary stock market trend, the Company reviewed and approved the Proposal on the Adjustment of the Repurchased Share Price Cap at the 15<sup>th</sup> Meeting of the 6<sup>th</sup> Session of the Board held on 19 March 2019, adjusting the price for repurchasing the Company's shares from a cap of RMB3.80 per share to RMB5.00 per share. The Company started to implement the stock repurchase from 14 February 2019. The specific progress can be found on related announcements disclosed on the media designated by the Company.

From the first implementation of the repurchase till 15 October 2019, the Company had repurchased

a total of 502,108,200 shares by means of centralized bidding transaction through its securities account for repurchase. The shares occupy 3.71% of the Company's share capital with the highest transaction price being RMB4.17 per share, the lowest RMB3.13 per share, the average RMB3.40 per share, and the total transaction amount RMB1,708,529,800 (not inclusive of transaction fees).

Progress of any repurchased share reduction through centralized price bidding

Applicable  N/A

### III. Commitments that the Company's Actual Controller, Shareholders, Related Parties and Acquirers, as well as the Company Itself and Other Parties, Failed to Fulfill on Time during Reporting Period

Applicable  N/A

No such cases in the Reporting Period.

### IV. 2019 Annual Operating Performance Forecast

Applicable  N/A

### V. Securities Investments

Unit: RMB'000

Security type	Security code	Security name	Measurement method	Beginning carrying amount	Purchased in Q1-Q3 2019	Sold in Q1-Q3 2019	Gain/Loss on fair-value changes in Q1-Q3 2019	Ending carrying amount	Funding source
Others	N/A	CDB 2017666 RMB wealth management products	Fair value method	-	1,000,000	-	18,380	1,018,380	Self-funded
Others	N/A	CDB 2017666 RMB wealth management products	Fair value method	-	500,000	-	2,360	502,360	Self-funded
Trust products	N/A	CCB Shengjing Tongying Bond	Fair value method	-	400,000	-	4,440	404,440	Self-funded

		Investment Collective Fund Trust Products							
Bond	N/A	ISHARES JP MORGAN USD EMERGI	Fair value method	-	351,970	-	(2,630)	349,250	Self-funded
Others	N/A	Guotai Junan Asset Management Junxiang Yinghuo No.2	Fair value method	-	300,000	-	3,330	303,330	Self-funded
Others	N/A	CDB 2017666 RMB wealth management products	Fair value method	-	300,000	-	2,340	302,340	Self-funded
Others	N/A	CDB 2017666 RMB wealth management products	Fair value method	-	300,000	-	2,340	302,340	Self-funded
Others	N/A	ABC “safe and profitable” oriented RMB wealth management products	Fair value method	-	300,000	-	1,650	301,650	Self-funded
Others	N/A	BCM "Yutong Fortune" RMB wealth management products	Fair value method	-	300,000	-	1,650	301,650	Self-funded
Others	N/A	ICBC financial products- Legal person RMB property	Fair value method	-	300,000	-	1,630	301,630	Self-funded

Other securities investments held at period-end	--	4,291,170	5,405,980	4,975,460	590,160	4,566,470	--
Total	--	4,291,170	9,457,950	4,975,460	625,650	8,653,840	--
Disclosure date of announcement on Board's consent for securities investments	20 March 2019						
Disclosure date of announcement on general meeting's consent for securities investments (if any)	10 April 2019						

## VI. Wealth Management Entrustment

Unit: RMB'000

Type of wealth management	Funding source	Principal	Outstanding amount before maturity	Overdue amount
Bank's wealth management product	Self-funded	5,302,390	3,723,950	0
Securities firm's wealth management product	Self-funded	800,000	800,000	0
Trust wealth management product	Self-funded	500,000	500,000	0
Other	Self-funded	269,440	269,440	0
Total		6,871,830	5,293,390	0

High-risk wealth management entrustments with amounts that are individually significant, or with low security, low liquidity, or no protection of the principal:

Applicable  N/A

## VII. Investments in Derivative Financial Instruments

Funding source	Mostly foreign-currency revenue
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Legal matters involved (if applicable)	N/A
Disclosure date of board announcement approving derivative investment (if any)	28 April 2018
Analysis of risks and control measures associated with derivative investments held in Reporting Period (including but not limited to market risk, liquidity risk, credit risk, operational risk, legal risk, etc.)	<p>In order to effectively manage the exchange and interest rate risks of foreign currency assets, liabilities and cash flows, the Company, after fully analyzing the market trend and predicting the operation (including orders and capital plans), adopts forward foreign exchange contracts, options and interest rate swaps to avoid future exchange rate and interest rate risks. As its business scale changes subsequently, the Company will adjust the exchange rate risk management strategy according to the actual market conditions and business plans.</p> <p>Risk analysis:</p> <ol style="list-style-type: none"> <li>1. Market risk: the financial derivatives business carried out by the Group belongs to hedging and trading business related to main business operations, and there is a market risk of loss due to the fluctuation of underlying interest and exchange rates, which lead to the fluctuation of prices of financial derivatives;</li> <li>2. Liquidity risk: the derivatives business carried out by the Group is an over-the-counter transaction operated by a financial institution, and there is a risk of loss due to paying fees to the bank for the operations of evening up or selling the derivatives below the buying prices;</li> <li>3. Performance risk: the Group conducts the derivative business based on rolling budgets for risk management, and there is a risk of performance failure due to deviation between the actual operating results and budgets;</li> <li>4. Other risks: in the case of specific business operations, if the operator fails to finish the prescribed procedures for report or approval, or fails to record the financial derivative business information accurately, timely and completely, it may result in loss of derivative business or trading opportunities. Moreover, if the trading operator fails to fully understand the terms of transaction contracts or product information, the Group will face the legal risks and transaction losses therefrom.</li> </ol> <p>Measures taken for risk control:</p> <ol style="list-style-type: none"> <li>1. Basic management principles: the Group strictly follows the hedging principle and the main purpose of locking costs and avoiding risks. It is required that the financial derivatives business to be carried out matches the variety, size, direction and duration of spot goods, and no speculative trading should be involved. In the selection of hedging instruments, only simple financial derivatives that are closely related to the main business operation and meet the requirements of hedge accounting treatment should be selected, and avoid complex business that exceeds the prescribed business scope or is difficult to recognize in terms of risk and pricing;</li> <li>2. The Group has formulated a special risk management system tailored to the risk characteristics of the financial derivatives business, covering all key aspects such as pre-emptive prevention, in-process monitoring and post-processing.</li> </ol>

	<p>Professional personnel are rationally arranged for investment decision-making, business operations and risk control. Investment participants are required to fully understand the risks of financial derivatives investment and strictly implement the business operations and risk management systems of derivatives. Before starting the derivatives business, the holding company must submit to the management department of the Group detailed business reports including its internal approval, main product terms, operational necessity, preparations, risk analysis, risk management strategy, fair value analysis and accounting methods, and special summary reports on business operated. Operations can be implemented only after getting opinions from the professional department of the Group;</p> <p>3. Relevant departments should track the changes in the open market price or fair value of financial derivatives, timely assess the risk exposure changes of invested financial derivatives, and make reports to the board of directors on business development;</p> <p>4. When the combined impairment of the fair value of derivatives and changes in the value of the assets (if any) used for risk hedging by the Group results in a total loss or floating loss amounting to 10% of the recently audited net assets of the Company, and the absolute amount exceeds RMB10 million, the Group will disclose it in a timely manner.</p>
Changes in market prices or fair value of derivative investments in Reporting Period (fair value analysis should include measurement method and related assumptions and parameters)	<p>With the rapid expansion of overseas sales, the Company keeps following the above rules in the operation of forward foreign exchange contracts, interest rate swap contracts and futures contracts to avoid and hedge foreign exchange risks arising from operation and financing. It saw a gain of RMB 46.84 million for the Reporting Period. The fair value of derivatives is determined by real-time quoted price of the foreign exchange market, based on the difference between the contractual price and the forward exchange rate quoted immediately in the foreign exchange market on the balance sheet date.</p>
Major changes in accounting policies and specific accounting principles adopted for derivative investments in Reporting Period compared to last reporting period	<p>No major changes</p>
Opinion of independent directors on derivative investments and risk control	<p>In view of the fact that nearly half of the main business of the Company is overseas, a wide range of settlement currencies is involved. The Company reduces exchange losses and locks transaction costs by reasonable financial derivatives, which helps to reduce risk control costs and improve company competitiveness. Risks are effectively controlled as the Company has taken series of measures such as conducting a rigorous internal evaluation for the operation of financial derivatives business, establishing a corresponding regulatory mechanism, formulating reasonable accounting policies and specific accounting principles, setting limits for risk exposure management, and operating simple financial derivatives. The contracting agent for financial derivatives business of the Company is a sound financial agent with good credit standing.</p>

	The independent directors believe that the financial derivatives transactions carried out by the Company in the nine months ended 30 September 2019 are closely related to the daily operation needs of the Company with controllable risks. The business is in line with the interests of minority shareholders of the company and the relevant laws and regulations.
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Unit: RMB'000

Type of contract	Beginning amount		Ending amount		Gain/loss in Reporting Period	Ending contractual amount as % of the Company's ending net assets	
	Contractual amount	Actual amount	Contractual amount	Actual amount		Contractual amount	Actual amount
1. Forward forex contracts	25,316,330	860,700	12,894,200	378,400	46,840	200.9	5.9
2. Interest rate swaps	4,653,250	139,600	5,672,470	170,170		88.4	2.7
3. Currency swaps	3,115,890	155,790	2,376,490	157,020		37	2.4
<b>Total</b>	<b>33,085,470</b>	<b>1,156,090</b>	<b>20,943,160</b>	<b>705,590</b>	<b>46,840</b>	<b>326.3</b>	<b>11.0</b>

### VIII. Visits received during Reporting Period

Date of visit	Way of visit	Type of visitor	Index to key discussions
18 January 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
12 February 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
18 February 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
19 February 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
19 February 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
20 February 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
25 February 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
27 February 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
1 March 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
4 March 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
7 March 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
20 March 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
28 March 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
29 March 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
9 April 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
24 April 2019	Tel communication	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>

25 April 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
24 May 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
29 May 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
12 June 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
13 June 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
28 June 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
25 July 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
13 August 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
12 September 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>
20 September 2019	One-on-one meeting	Institutional investor	<a href="http://www.cninfo.com.cn">http://www.cninfo.com.cn</a>

### **IX. Irregularities in Provision of Guarantees for External Parties**

Applicable ■ N/A

### **X. Occupation of the Company's Capital by the Controlling Shareholder or Its Related Parties for Non-Operating Purposes**

Applicable ■ N/A



## Part V Financial Statements

### I. Financial Statements

#### 1. Consolidated Balance Sheet

Prepared by TCL Corporation

Unit: RMB

Item	30 September 2019	31 December 2018
Current assets:		
Monetary capital	17,765,873,517.00	26,801,342,532.00
Deposit reservation for balance		
Lending funds		
Financial assets held for trading	8,455,991,946.00	0.00
Financial assets at fair value through profit or loss	0.00	1,137,579,704.00
Derivative financial assets	104,730,871.00	0.00
Notes receivable	165,373,400.00	4,272,221,611.00
Accounts receivable	8,386,427,291.00	13,651,444,917.00
Receivables financing		
Advances to suppliers	890,674,240.00	1,194,972,138.00
Premiums receivable		
Reinsurance accounts receivable		
Reinsurance reserve fund receivable		
Other receivables	3,127,931,370.00	5,719,378,954.00
Including: Interest receivable	152,634,125.00	70,777,805.00
Dividends receivable	0.00	47,748,475.00
Inventories	5,380,508,492.00	19,887,971,677.00
Contract assets		
Available-for-sale financial assets	0.00	18,792,459.00
Other current assets	4,541,971,080.00	7,624,097,005.00
Current portion of non-current assets		
Total current assets	48,819,482,207.00	80,307,800,997.00
Non-current assets:		

Loans and advances to customers	4,962,826,572.00	1,123,799,564.00
Debt investment	20,230,211.00	0.00
Available-for-sale financial assets	0.00	4,270,844,592.00
Other debt investment	0.00	0.00
Held-to-maturity investment		
Long-term receivables	0.00	0.00
Long-term equity investment	16,505,349,223.00	16,957,109,519.00
Other equity instrument investment	1,416,650,483.00	0.00
Other non-current financial assets	1,352,285,147.00	0.00
Investment property	85,404,928.00	1,676,210,635.00
Fixed assets	40,363,437,728.00	35,983,131,306.00
Construction in progress	34,403,396,154.00	38,924,586,355.00
Bearer biological assets		
Oil and gas assets		
Right-of-use assets		
Intangible assets	5,713,948,761.00	5,954,872,994.00
R&D expense	1,182,054,993.00	1,011,503,608.00
Goodwill	2,452,185.00	357,111,511.00
Long-term prepaid expense	1,761,214,449.00	1,861,333,252.00
Deferred income tax assets	304,838,828.00	797,881,851.00
Other non-current assets	4,839,440,562.00	3,537,755,555.00
Total non-current assets	112,913,530,224.00	112,456,140,742.00
Total assets	161,733,012,431.00	192,763,941,739.00
Current liabilities:		
Short-term borrowings	11,647,311,497.00	13,287,723,834.00
Borrowings from central bank	321,824,577.00	231,404,499.00
Interbank loans obtained	0.00	0.00
Financial liabilities held for trading	164,242,779.00	0.00
Financial liabilities at fair value through profit or loss	0.00	212,097,067.00
Derivative financial liabilities	134,883,003.00	0.00
Notes payable	1,698,986,435.00	3,092,573,501.00
Accounts payable	10,428,286,568.00	23,922,711,995.00
Advances from customers	463,879,636.00	1,460,773,236.00

Contract liabilities		
Financial assets sold under repurchase agreements	0.00	0.00
Customer deposits and interbank deposits	2,271,522,476.00	545,052,800.00
Receiving from vicariously traded securities		
Acting underwriting securities		
Employee benefits payable	962,366,407.00	2,891,392,699.00
Taxes payable	277,751,532.00	716,534,266.00
Other payables	12,779,825,053.00	23,120,774,383.00
Including: Interest payable	439,575,585.00	586,819,775.00
Dividend payable	11,058,234.00	22,552,834.00
Handling charges and commissions payable		
Dividend payable for reinsurance		
Liabilities held for sale	0.00	0.00
Current portion of non-current liabilities	2,818,805,828.00	6,009,915,080.00
Other current liabilities	16,365,508.00	3,344,450,936.00
Total current liabilities	43,986,051,299.00	78,835,404,296.00
Non-current liabilities:		
Reserve fund for insurance contract		
Long-term borrowings	36,557,908,400.00	36,864,922,669.00
Bonds payable	14,484,218,148.00	12,985,628,025.00
Including: preferred stock		
Perpetual capital securities		
Lease liabilities		
Long-term payables	24,907,460.00	73,901,549.00
Long-term employee benefits payable	23,405,932.00	24,245,725.00
Provisions		
Deferred income	2,070,523,071.00	2,637,228,528.00
Deferred income tax liabilities	391,002,247.00	440,352,161.00

Other non-current liabilities	482,232.00	30,586,139.00
Total non-current liabilities	53,552,447,490.00	53,056,864,796.00
Total liabilities	97,538,498,789.00	131,892,269,092.00
Owners' equity:		
Share capital	13,549,648,507.00	13,549,648,507.00
Other equity instruments		
Including: preferred stock		
Perpetual capital securities		
Capital surplus	5,782,131,867.00	5,996,741,456.00
Less: Treasury stock	1,726,338,433.00	63,457,893.00
Other comprehensive income	-516,409,442.00	-1,174,161,842.00
Special reserves		
Surplus reserves	2,184,261,029.00	2,184,261,029.00
General reserve	360,766.00	360,766.00
Undistributed profits	11,128,780,985.00	10,000,972,928.00
Total equity attributable to equity holders of the Company	30,402,435,279.00	30,494,364,951.00
Minority interests	33,792,078,363.00	30,377,307,696.00
Total owners' equity	64,194,513,642.00	60,871,672,647.00
Total liabilities and owners' equity	161,733,012,431.00	192,763,941,739.00

Legal representative: Li Dongsheng

Head for financial affairs: Du Juan

Head of the financial department: Xi Wenbo

## 2. Balance Sheet of the Company as the Parent

Unit: RMB

Item	30 September 2019	31 December 2018
Current assets:		
Monetary capital	10,711,739,610.00	1,328,706,659.00
Financial assets held for trading	3,425,782,656.00	
Financial assets at fair value through profit or loss		711,741,161.00
Derivative financial assets	88,938,440.00	
Notes receivable	28,448,251.00	20,496,958.00
Accounts receivable	377,419,812.00	194,958,986.00
Receivables financing		

Advances to suppliers	153,597,813.00	187,895,276.00
Other receivable	16,335,297,175.00	18,773,352,761.00
Including: Interest receivable	45,946,747.00	212,199,974.00
Dividends receivable	4,211,824,115.00	4,211,824,115.00
Inventories	15,365,811.00	825,999.00
Contract assets		
Available-for-sale financial assets		
Current portion of non-current assets		
Other current assets	12,112,596.00	1,873,961,604.00
Total current assets	31,148,702,164.00	23,091,939,404.00
Non-current assets:		
Debt investment		
Available-for-sale financial assets		1,185,429,885.00
Other debt investment		
Held-to-maturity investment		
Long-term receivables		
Long-term equity investment	39,249,008,763.00	41,803,449,993.00
Other equity instrument investment	518,669,009.00	
Other non-current financial assets	1,015,832,810.00	
Investment property	93,607,444.00	5,158,426.00
Fixed assets	53,661,200.00	40,058,266.00
Construction in progress	1,241,308.00	551,693.00
Bearer biological assets		
Oil and gas assets		
Right-of-use assets		
Intangible assets	20,845,187.00	18,776,430.00
R&D expense		
Goodwill		
Long-term prepaid expense	457,596,747.00	461,055,759.00
Deferred income tax assets		
Other non-current assets		
Total non-current assets	41,410,462,468.00	43,514,480,452.00
Total assets	72,559,164,632.00	66,606,419,856.00

Current liabilities:		
Short-term borrowings	6,238,260,000.00	3,300,260,000.00
Financial liabilities held for trading		
Financial liabilities at fair value through profit or loss		
Derivative financial assets		
Notes payable	138,392,439.00	123,708,153.00
Accounts payable	371,960,665.00	252,801,470.00
Advances from customers	32,396,668.00	38,614,679.00
Contract liabilities		
Employee benefits payable	72,530,578.00	98,753,095.00
Taxes payable	3,285,288.00	3,437,498.00
Other payables	16,198,761,281.00	6,407,741,790.00
Including: Interest payable	329,607,987.00	471,294,072.00
Dividends payable	11,057,515.00	4,549,747.00
Liabilities held for sale		
Current portion of non-current liabilities	2,030,453,828.00	3,000,000,000.00
Other current liabilities		2,000,000,000.00
Total current liabilities	25,086,040,747.00	15,225,316,685.00
Non-current liabilities:		
Long-term borrowings	2,190,000,000.00	5,340,956,000.00
Bonds payable	14,484,218,148.00	12,985,628,025.00
Including: preferred stock		
Perpetual capital securities		
Lease liabilities		
Long-term payables	700,000.00	700,000.00
Long-term employee benefits payable	23,405,932.00	24,245,725.00
Provisions		
Deferred income	50,011,600.00	51,506,173.00
Deferred income tax liabilities		
Other non-current liabilities		
Total non-current liabilities	16,748,335,680.00	18,403,035,923.00

Total liabilities	41,834,376,427.00	33,628,352,608.00
Owners' equity:		
Share capital	13,549,648,507.00	13,549,648,507.00
Other equity instruments		
Including: preferred stock		
Perpetual capital securities		
Capital surplus	8,391,390,047.00	8,565,337,838.00
Less: Treasury stock	1,726,338,433.00	63,457,893.00
Other comprehensive income	56,064,337.00	-24,869,176.00
Special reserves		
Surplus reserves	1,982,196,590.00	1,982,196,590.00
Retained earnings	8,471,827,157.00	8,969,211,382.00
Total owners' equity	30,724,788,205.00	32,978,067,248.00
Total liabilities and owners' equity	72,559,164,632.00	66,606,419,856.00

### 3. Consolidated Income Statement for Q3

Unit: RMB

Item	Q3 2019	Q3 2018
1. Revenue	15,043,817,358.00	29,729,856,357.00
Including: Operating revenue	15,036,052,357.00	29,713,396,587.00
Interest income	7,765,001.00	16,459,770.00
Earned premiums		
Fee and commission income		
2. Operating costs and expenses	15,408,639,989.00	29,131,491,991.00
Including: Cost of sales	13,859,643,355.00	24,689,901,623.00
Interest expense	4,817,412.00	6,461,262.00
Fee and commission expense		
Surrender value		
Net payments for insurance claims		
Reserve fund for insurance contracts		
Policyholder dividend expenses		

Amortized reinsurance expenditures		
Taxes and surcharges	48,091,768.00	158,209,758.00
Selling expense	199,683,347.00	2,140,730,098.00
Administrative expense	293,283,969.00	912,231,140.00
R&D expense	722,455,220.00	1,193,268,465.00
Finance costs	280,664,918.00	30,689,645.00
Including: Interest expense	434,347,881.00	480,746,488.00
Interest income	106,746,690.00	144,274,289.00
Add: Other income	517,506,256.00	628,754,578.00
Investment income (“-” for loss)	576,410,283.00	460,824,515.00
Including: Share of profit or loss of joint ventures and associates	396,531,183.00	360,196,830.00
Financial assets measured at amortized cost through profit or loss		
Foreign exchange gain (“-” for loss)	-299,877.00	-22,090,978.00
Net exposure hedge gain (“-” for loss)	0.00	0.00
Gain on changes in fair value (“-” for loss)	64,950,705.00	-107,764,896.00
Credit impairment loss (“-” for loss)	-1,054,559.00	0.00
Asset impairment loss (“-” for loss)	-83,358,305.00	-249,193,124.00
Asset disposal income (“-” for loss)	5,599,397.00	20,537,781.00
3. Operating profit (“-” for loss)	714,931,269.00	1,329,432,242.00
Add: Non-operating income	81,998,416.00	46,554,058.00
Less: Non-operating expense	4,649,448.00	19,475,159.00
4. Profit before tax (“-” for loss)	792,280,237.00	1,356,511,141.00
Less: Income tax expense	41,928,606.00	181,396,899.00
5. Net profit (“-” for net loss)	750,351,631.00	1,175,114,242.00
(1) Classified by continuity of operations		
1. Net profit from continuing	750,351,631.00	1,175,114,242.00



operations (“-” for net loss)		
2.Net profit from discontinued operations (“-” for net loss)	0.00	0.00
(2) Classified by ownership of the equity		
1. Net profit attributable to owners of the Company as the parent	484,981,289.00	903,723,232.00
2. Minority interests	265,370,342.00	271,391,010.00
6. Other comprehensive income, net of tax	-26,068,932.00	-882,722,281.00
Attributable to owners of the Company as the parent	-26,691,643.00	-758,784,159.00
(1) Items that will not be reclassified to profit or loss	19,081,757.00	0.00
1. Changes arising from remeasurement on defined benefit plans	0.00	0.00
2. Share of other comprehensive income of investees that will not be reclassified to profit or loss under equity method	26,584,508.00	0.00
3. Changes in fair value of other equity instruments investment	12,454,793.00	0.00
4. Changes in the fair value of the company’s own credit risk	0.00	0.00
5. Others	-19,957,544.00	0.00
(2) Items that may subsequently be reclassified to profit or loss	-45,773,400.00	-758,784,159.00
1.Share of other comprehensive income of investees that will be reclassified to profit or loss under equity method	-179,106,860.00	35,681,864.00
2. Changes in fair value of other debt investments	0.00	
3. Gains and losses from changes in fair value of available-for-sale financial assets	0.00	-234,841,738.00
4. Amount of financial assets reclassified into other comprehensive income	0.00	

5. Gain/Loss arising from reclassification of held-to-maturity investments to available-for-sale financial assets	0.00	
6. Other debt investment credit impairment provisions	0.00	
7. Cash flow hedge reserve	-19,415,646.00	-36,912,730.00
8. Differences arising from translation of foreign currency-denominated financial statements	151,851,168.00	-507,901,826.00
9. Others	897,938.00	-14,809,729.00
Attributable to minority interests	622,711.00	-123,938,122.00
7. Total comprehensive income	724,282,699.00	292,391,961.00
Attributable to owners of the Company as the parent	458,289,646.00	144,939,073.00
Attributable to minority interests	265,993,053.00	147,452,888.00
8. Earnings per share		
(1) Basic earnings per share	0.0364	0.0667
(2) Diluted earnings per share	0.0358	0.0667

Legal representative: Li Dongsheng

Head for financial affairs: Du Juan

Head of the financial department: Xi Wenbo

#### 4. Income Statement of the Company as the Parent for Q3

Unit: RMB

Item	Q3 2019	Q3 2018
1. Total revenue	543,963,613.00	564,486,423.00
Less: Cost of sales	497,046,360.00	493,750,947.00
Taxes and surcharges	340,606.00	-1,100,091.00
Selling expense	5,534,527.00	8,713,780.00
Administrative expense	80,248,940.00	65,622,353.00
R&D expense	34,971,218.00	20,080,198.00
Finance costs	236,701,397.00	101,884,868.00
Including: Interest expense	333,209,614.00	359,032,988.00
Interest income	95,255,830.00	178,756,463.95
Add: Other income	0.00	0.00
Investment income (“-” for	361,094,314.00	834,483,557.00

loss)		
Including: Share of profit or loss of joint ventures and associates	304,497,022.00	260,808,493.00
Financial assets measured at amortized cost through profit or loss	0.00	0.00
Net exposure hedge gain (“-” for loss)	0.00	0.00
Gain on changes in fair value (“-” for loss)	116,206,626.00	-225,820,894.00
Credit impairment loss (“-” for loss)	-3,895.00	0.00
Asset impairment loss (“-” for loss)	0.00	-3,000,000.00
Asset disposal income (“-” for loss)	256,624,954.00	22,236,169.00
2. Operating profit (“-” for loss)	423,042,564.00	503,433,200.00
Add: Non-operating income	67,299,176.00	3,171,065.00
Less: Non-operating expense	1,762,001.00	312,085.00
3. Profit before tax (“-” for loss)	488,579,739.00	506,292,180.00
Less: Income tax expense	0.00	0.00
4. Net profit (“-” for net loss)	488,579,739.00	506,292,180.00
(1) Net profit from continuing operations (“-” for net loss)	488,579,739.00	506,292,180.00
(2) Net profit from discontinued operations (“-” for net loss)	0.00	0.00
5. Other comprehensive income, net of tax	49,539,268.00	6,286,204.00
(1) Items that will not be reclassified to profit or loss	20,973,409.00	0.00
1. Changes arising from remeasurement on defined benefit plans	0.00	0.00
2. Share of other comprehensive income of investees that will not be reclassified to profit or loss under equity method	20,973,409.00	0.00
3. Changes in fair value of other equity instruments investment	0.00	0.00

4. Changes in the fair value of the company's own credit risk	0.00	0.00
5. Others	0.00	0.00
(2) Items that may subsequently be reclassified to profit or loss	28,565,859.00	6,286,204.00
1. Share of other comprehensive income of investees that will be reclassified to profit or loss under equity method	28,379,224.00	8,666,867.00
2. Changes in fair value of other debt investments	0.00	0.00
3. Gains and losses from changes in fair value of available-for-sale financial assets	0.00	37,443,122.00
4. Amount of financial assets reclassified into other comprehensive income	0.00	0.00
5. Gain/Loss arising from reclassification of held-to-maturity investments to available-for-sale financial assets	0.00	0.00
6. Other debt investment credit impairment provisions	0.00	0.00
7. Cash flow hedge reserve	0.00	0.00
8. Differences arising from translation of foreign currency-denominated financial statements	0.00	0.00
9. Others	186,635.00	-39,823,785.00
6. Total comprehensive income	538,119,007.00	512,578,384.00
7. Earnings per share		
(1) Basic earnings per share	0.0367	0.0374
(2) Diluted earnings per share	0.0361	0.0374

## 5. Consolidated Income Statement for Q1~Q3

Unit: RMB

Item	Q1~Q3 2019	Q1~Q3 2018
1. Revenue	58,904,374,914.00	82,311,703,856.00

Including: Operating revenue	58,817,666,092.00	82,237,144,880.00
Interest income	86,708,822.00	74,558,976.00
Earned premiums		
Fee and commission income		
2. Operating costs and expenses	59,149,896,807.00	81,214,122,617.00
Including: Cost of sales	51,216,771,448.00	67,608,559,930.00
Interest expense	13,129,607.00	47,798,247.00
Fee and commission expense		
Surrender value		
Net payments for insurance claims		
Reserve fund for insurance contracts		
Policyholder dividend expenses		
Amortized reinsurance expenditures		
Taxes and surcharges	289,281,187.00	476,751,931.00
Selling expense	2,582,419,684.00	6,591,710,312.00
Administrative expense	1,559,794,269.00	2,761,324,355.00
R&D expense	2,603,121,743.00	3,255,976,562.00
Finance costs	885,378,869.00	472,001,280.00
Including: Interest expense	1,531,338,739.00	1,426,122,381.00
Interest income	346,654,556.00	586,773,983.00
Add: Other income	1,439,033,065.00	1,681,149,454.00
Investment income (“-” for loss)	2,582,149,708.00	1,554,782,242.00
Including: Share of profit or loss of joint ventures and associates	1,050,534,922.00	975,423,924.00
Financial assets measured at amortized cost through profit or loss		
Foreign exchange gain (“-” for loss)	-11,364,959.00	-46,156,011.00
Net exposure hedge gain (“-” for loss)	0.00	0.00

Gain on changes in fair value ("-" for loss)	360,480,571.00	-211,675,899.00
Credit impairment loss ("-" for loss)	-21,601,368.00	0.00
Asset impairment loss ("-" for loss)	-397,698,940.00	-883,711,527.00
Asset disposal income ("-" for loss)	2,171,307.00	20,666,672.00
3. Operating profit ("-" for loss)	3,707,647,491.00	3,212,636,170.00
Add: Non-operating income	128,111,130.00	393,308,150.00
Less: Non-operating expense	23,468,759.00	63,678,620.00
4. Profit before tax ("-" for loss)	3,812,289,862.00	3,542,265,700.00
Less: Income tax expense	324,875,555.00	666,311,598.00
5. Net profit ("-" for net loss)	3,487,414,307.00	2,875,954,102.00
(1) Classified by continuity of operations		
1. Net profit from continuing operations ("-" for net loss)	3,487,414,307.00	2,875,954,102.00
2. Net profit from discontinued operations ("-" for net loss)	0.00	0.00
(2) Classified by ownership of the equity		
1. Net profit attributable to owners of the Company as the parent	2,577,329,981.00	2,489,661,515.00
2. Minority interests	910,084,326.00	386,292,587.00
6. Other comprehensive income, net of tax	486,458,995.00	-1,355,670,633.00
Attributable to owners of the Company as the parent	322,801,953.00	-1,204,107,955.00
(1) Items that will not be reclassified to profit or loss	10,569,895.00	0.00
1. Changes arising from remeasurement on defined benefit plans		0.00
2. Share of other comprehensive income of investees that will not be reclassified to profit or loss under equity method	26,584,508.00	
3. Changes in fair value of	-15,116,675.00	0.00

other equity instruments investment		
4. Changes in the fair value of the company's own credit risk		0.00
5. Others	-897,938.00	
(2) Items that may subsequently be reclassified to profit or loss	312,232,058.00	-1,204,107,955.00
1. Share of other comprehensive income of investees that will be reclassified to profit or loss under equity method	-148,175,755.00	30,520,924.00
2. Changes in fair value of other debt investments		
3. Gains and losses from changes in fair value of available-for-sale financial assets		-453,159,469.00
4. Amount of financial assets reclassified into other comprehensive income		
5. Gain/Loss arising from reclassification of held-to-maturity investments to available-for-sale financial assets		
6. Other debt investment credit impairment provisions		
7. Cash flow hedge reserve	-81,314,957.00	-160,618,638.00
8. Differences arising from translation of foreign currency-denominated financial statements	541,722,770.00	-620,850,772.00
9. Others	0.00	
Attributable to minority interests	163,657,042.00	-151,562,678.00
7. Total comprehensive income	3,973,873,302.00	1,520,283,469.00
Attributable to owners of the Company as the parent	2,900,131,934.00	1,285,553,560.00
Attributable to minority interests	1,073,741,368.00	234,729,909.00
8. Earnings per share		
(1) Basic earnings per share	0.1946	0.1842
(2) Diluted earnings per share	0.1902	0.1840

Legal representative: Li Dongsheng

Head for financial affairs: Du Juan

Head of the financial department: Xi Wenbo

## 6. Income Statement of the Company as the Parent for Q1~Q3

Unit: RMB

Item	Q1~Q3 2019	Q1~Q3 2018
1. Total revenue	1,307,562,446.00	1,592,583,396.00
Less: Cost of sales	1,147,964,483.00	1,426,166,215.00
Taxes and surcharges	9,260,334.00	5,192,099.00
Selling expense	19,930,919.00	22,078,001.00
Administrative expense	241,010,707.00	188,442,994.00
R&D expense	80,232,047.00	68,238,056.00
Finance costs	650,227,534.00	499,345,799.00
Including: Interest expense	1,009,268,066.00	947,416,942.00
Interest income	396,745,068.00	415,884,910.00
Add: Other income	4,958,600.00	0.00
Investment income (“-” for loss)	1,103,949,851.00	3,460,955,519.00
Including: Share of profit or loss of joint ventures and associates	887,726,773.00	750,817,598.00
Financial assets measured at amortized cost through profit or loss	0.00	0.00
Net exposure hedge gain (“-” for loss)	0.00	0.00
Gain on changes in fair value (“-” for loss)	44,716,834.00	-298,214,663.00
Credit impairment loss (“-” for loss)	2,741,266.00	0.00
Asset impairment loss (“-” for loss)	0.00	-3,920,025.00
Asset disposal income (“-” for loss)	256,615,165.00	22,248,607.00
2. Operating profit (“-” for loss)	571,918,138.00	2,564,189,670.00
Add: Non-operating income	77,307,037.00	299,706,726.00
Less: Non-operating expense	9,065,602.00	9,666,588.00
3. Profit before tax (“-” for loss)	640,159,573.00	2,854,229,808.00
Less: Income tax expense	0.00	0.00
4. Net profit (“-” for net loss)	640,159,573.00	2,854,229,808.00



(1) Net profit from continuing operations (“-” for net loss)	640,159,573.00	2,854,229,808.00
(2) Net profit from discontinued operations (“-” for net loss)	0.00	0.00
5. Other comprehensive income, net of tax	81,669,317.00	-16,405,104.00
(1) Items that will not be reclassified to profit or loss	20,973,409.00	0.00
1. Changes arising from remeasurement on defined benefit plans	0.00	0.00
2. Share of other comprehensive income of investees that will not be reclassified to profit or loss under equity method	20,973,409.00	0.00
3. Changes in fair value of other equity instruments investment	0.00	0.00
4. Changes in the fair value of the company’s own credit risk	0.00	0.00
5. Others	0.00	0.00
(2) Items that may subsequently be reclassified to profit or loss	60,695,908.00	-16,405,104.00
1. Share of other comprehensive income of investees that will be reclassified to profit or loss under equity method	60,509,273.00	11,837,631.00
2. Changes in fair value of other debt investments	0.00	0.00
3. Gains and losses from changes in fair value of available-for-sale financial assets	0.00	-28,242,735.00
4. Amount of financial assets reclassified into other comprehensive income	0.00	0.00
5. Gain/Loss arising from reclassification of held-to-maturity investments to available-for-sale financial assets	0.00	0.00
6. Other debt investment credit impairment provisions	0.00	0.00

7. Cash flow hedge reserve	0.00	0.00
8. Differences arising from translation of foreign currency-denominated financial statements	0.00	0.00
9. Others	186,635.00	0.00
6. Total comprehensive income	721,828,890.00	2,837,824,704.00
7. Earnings per share		
(1) Basic earnings per share	0.0483	0.2112
(2) Diluted earnings per share	0.0472	0.2109

## 7. Consolidated Cash Flow Statement for Q1~Q3

Unit: RMB

Item	Q1~Q3 2019	Q1~Q3 2018
1. Cash flows from operating activities:		
Proceeds from sale of commodities and rendering of services	62,445,844,833.00	87,478,829,334.00
Net increase in customer deposits and interbank deposits	1,726,469,676.00	118,621,967.00
Net increase in borrowings from central bank	90,420,078.00	384,005,121.00
Net increase in funds borrowed from other financial institutions	0.00	0.00
Cash premiums received on original insurance contracts		
Cash received from re-insurance business		
Net increase policyholders' deposits investments		
Interest, handling charges and commissions received	86,708,822.00	75,095,177.00
Net increase in interbank loans obtained	0.00	0.00
Net increase in repurchase business capital		
Net cash received from trading securities		
Tax refunded	2,937,257,381.00	3,150,142,479.00

Cash generated from other operating activities	1,928,746,345.00	1,555,464,127.00
Subtotal of cash generated from operating activities	69,215,447,135.00	92,762,158,205.00
Payments for commodities and services	47,132,428,452.00	70,949,819,486.00
Net increase in loans and advances to customers	3,849,847,076.00	193,039,179.00
Net increase in deposits in central bank and in interbank loans granted	-273,067,081.00	-2,989,900,368.00
Cash paid for original insurance contract compensation payment		
Net increase of lending funds		
Cash for payment of interest, handling charge and commission	0.00	0.00
Cash paid for policy dividends		
Cash paid to and for employees	3,548,355,254.00	6,552,021,316.00
Taxes paid	3,627,716,700.00	3,999,758,106.00
Cash used in other operating activities	3,720,892,545.00	6,500,987,618.00
Subtotal of cash used in operating activities	61,606,172,946.00	85,205,725,337.00
Net cash generated from/used in operating activities	7,609,274,189.00	7,556,432,868.00
2. Cash flows from investing activities:		
Proceeds from disinvestment	18,373,451,069.00	29,694,358,171.00
Investment income	730,526,027.00	811,956,499.00
Net proceeds from disposal of fixed assets, intangible assets and other long-lived assets	92,766,770.00	329,046,258.00
Net proceeds from disposal of subsidiaries or other business units	863,813,211.00	187,122,885.00
Cash generated from other investing activities	0.00	0.00
Subtotal of cash generated from investing activities	20,060,557,077.00	31,022,483,813.00
Payments for acquisition of fixed assets, intangible assets and other long-	14,853,883,306.00	24,385,750,710.00

lived assets		
Payments for investments	24,810,844,947.00	35,635,978,700.00
Net increase in pledged loans granted	0.00	0.00
Net payments for acquisition of subsidiaries and other business units	170,197,901.00	2,130,303.00
Cash used in other investing activities	7,118,896,267.00	0.00
Subtotal of cash used in investing activities	46,953,822,421.00	60,023,859,713.00
Net cash generated from/used in investing activities	-26,893,265,344.00	-29,001,375,900.00
3. Cash flows from financing activities:		
Capital contributions received	7,530,780,247.00	4,268,302,543.00
Including: Capital contributions by non-controlling interests to subsidiaries	7,523,571,607.00	4,204,844,650.00
Increase in borrowings obtained	30,186,401,095.00	41,706,872,105.00
Cash generated from other financing activities	2,017,417,200.00	3,000,000,000.00
Subtotal of cash generated from financing activities	39,734,598,542.00	48,975,174,648.00
Repayment of borrowings	23,925,281,321.00	33,831,573,154.00
Payments for interest and dividends	3,700,800,263.00	3,915,826,749.00
Including: Dividends paid by subsidiaries to non-controlling interests	99,072,668.00	340,664,124.00
Cash used in other financing activities	2,150,539,531.00	1,917,202.00
Subtotal of cash used in financing activities	29,776,621,115.00	37,749,317,105.00
Net cash generated from/used in financing activities	9,957,977,427.00	11,225,857,543.00
4. Effect of foreign exchange rate changes on cash and cash equivalents	657,452,489.00	-300,902,699.00
5. Net increase in cash and cash equivalents	-8,668,561,239.00	-10,519,988,188.00
Add: Cash and cash equivalents, beginning of the period	25,702,383,482.00	23,281,170,085.00
6. Cash and cash equivalents, end of the period	17,033,822,243.00	12,761,181,897.00

## 8. Cash Flow Statement of the Company as the Parent for Q1~Q3

Unit: RMB

Item	Q1~Q3 2019	Q1~Q3 2018
<b>1. Cash flows from operating activities:</b>		
Proceeds from sale of commodities and rendering of services	1,143,838,588.00	1,604,971,486.00
Tax rebates	690,755.00	0.00
Cash generated from other operating activities	14,276,992,714.00	7,682,534,306.00
Subtotal of cash generated from operating activities	15,421,522,057.00	9,287,505,792.00
Payments for commodities and services	1,229,934,222.00	1,731,946,423.00
Cash paid to and for employees	120,421,860.00	156,871,079.00
Taxes paid	53,164,105.00	26,766,977.00
Cash used in other operating activities	1,161,090,996.00	2,205,056,143.00
Subtotal of cash used in operating activities	2,564,611,183.00	4,120,640,622.00
Net cash generated from/used in operating activities	12,856,910,874.00	5,166,865,170.00
<b>2. Cash flows from investing activities:</b>		
Proceeds from disinvestment	13,841,885,978.00	24,032,951,216.00
Investment income	638,304,881.00	2,186,097,813.00
Net proceeds from disposal of fixed assets, intangible assets and other long-lived assets	141,657.00	242,738,774.00
Net proceeds from disposal of subsidiaries or other business units	0.00	0.00
Cash generated from other investing activities	0.00	0.00
Subtotal of cash generated from investing activities	14,480,332,516.00	26,461,787,803.00
Payments for acquisition of fixed assets, intangible assets and other long-lived assets	3,836,282.00	8,872,601.00
Payments for investments	12,209,066,918.00	29,520,135,549.00

Net payments for acquisition of subsidiaries and other business units	0.00	0.00
Cash used in other investing activities	0.00	0.00
Subtotal of cash used in investing activities	12,212,903,200.00	29,529,008,150.00
Net cash generated from/used in investing activities	2,267,429,316.00	-3,067,220,347.00
<b>3. Cash flows from financing activities:</b>		
Capital contributions received	7,208,640.00	63,457,893.00
Increase in borrowings obtained	9,058,956,000.00	8,474,962,000.00
Cash generated from other financing activities	2,000,000,000.00	3,000,000,000.00
Subtotal of cash generated from financing activities	11,066,164,640.00	11,538,419,893.00
Repayment of borrowings	12,740,956,000.00	7,791,532,000.00
Payments for interest and dividends	2,202,303,594.00	2,146,282,637.00
Cash used in other financing activities	1,837,149,002.00	1,917,202.00
Sub-total of cash used in financing activities	16,780,408,596.00	9,939,731,839.00
Net cash generated from/used in financing activities	-5,714,243,956.00	1,598,688,054.00
<b>4. Effect of foreign exchange rate changes on cash and cash equivalents</b>	<b>-27,037,253.00</b>	<b>58,444,146.00</b>
<b>5. Net increase in cash and cash equivalents</b>	<b>9,383,058,981.00</b>	<b>3,756,777,023.00</b>
Add: Cash and cash equivalents, beginning of the period	1,328,680,629.00	1,056,211,686.00
<b>6. Cash and cash equivalents, end of the period</b>	<b>10,711,739,610.00</b>	<b>4,812,988,709.00</b>

## II. Instructions on the Adjustment of Financial Statements

### 1. The implementation of new financial instrument criteria, new revenue criteria or new lease criteria from 2019 on and the adjusted implementation of financial statements at the beginning of the year

Consolidated balance sheet

Unit: RMB

Assets	31 December 2018	1 January 2019	Adjusted
Current assets:			
Monetary capital	26,801,342,532.00	26,801,342,532.00	
Deposit reservation for balance			
Lending funds			
Financial assets held for trading	0.00	2,632,625,960.00	2,632,625,960.00
Financial assets at fair value through profit or loss	1,137,579,704.00		-1,137,579,704.00
Derivative financial assets	0.00	197,798,188.00	197,798,188.00
Notes receivable	4,272,221,611.00	4,272,221,611.00	
Accounts receivable	13,651,444,917.00	13,647,564,194.00	-3,880,723.00
Receivables financing			
Advances to suppliers	1,194,972,138.00	1,194,972,138.00	
Premiums receivable			
Reinsurance accounts receivable			
Reinsurance reserve fund receivable			
Other receivable	5,719,378,954.00	5,716,183,466.00	-3,195,488.00
Including: Interest receivable	70,777,805.00	70,777,109.00	-696.00
Dividend receivable	47,748,475.00	47,748,475.00	
Redemptory monetary capital for sale	0.00		
Inventory	19,887,971,677.00	19,887,971,677.00	
Contract assets			
Available-for-sale financial assets	18,792,459.00	18,792,459.00	
Non-current assets matured within one year	0.00		
Other current assets	7,624,097,005.00	7,624,097,005.00	
Total current assets	80,307,800,997.00	81,993,569,230.00	1,685,768,233.00
Non-current assets:			

Loans and advances to customers	1,123,799,564.00	1,123,799,564.00	
Debt investment	0.00		
Available-for-sale financial assets	4,270,844,592.00		-4,270,844,592.00
Other debt investment	0.00		
Held-to-maturity investment			
Long-term receivables	0.00		
Long-term equity investment	16,957,109,519.00	17,117,936,085.00	160,826,566.00
Other equity instrument investment	0.00	1,618,075,184.00	1,618,075,184.00
Other non-current financial assets	0.00	1,034,117,327.00	1,034,117,327.00
Investment property	1,676,210,635.00	1,676,210,635.00	
Fixed assets	35,983,131,306.00	35,983,131,306.00	
Construction in progress	38,924,586,355.00	38,924,586,355.00	
Productive biological assets			
Oil and gas assets			
Right-of-use assets			
Intangible assets	5,954,872,994.00	5,954,872,994.00	
R&D expense	1,011,503,608.00	1,011,503,608.00	
Goodwill	357,111,511.00	357,111,511.00	
Long-term prepaid expense	1,861,333,252.00	1,861,333,252.00	
Deferred income tax assets	797,881,851.00	797,881,851.00	
Other non-current assets	3,537,755,555.00	3,537,755,555.00	
Total non-current assets	112,456,140,742.00	110,998,315,227.00	-1,457,825,515.00
Total assets	192,763,941,739.00	192,991,884,457.00	227,942,718.00
Current liabilities:			
Short-term borrowings	13,287,723,834.00	13,287,723,834.00	
Borrowings from central bank	231,404,499.00	231,404,499.00	



Interbank loans obtained	0.00		
Transactional financial liabilities	0.00	143,456,979.00	143,456,979.00
Financial liabilities at fair value through profit or loss	212,097,067.00		-212,097,067.00
Derivative financial liabilities	0.00	68,640,088.00	68,640,088.00
Notes payable	3,092,573,501.00	3,092,573,501.00	
Accounts payable	23,922,711,995.00	23,922,711,995.00	
Advances from customers	1,460,773,236.00	1,460,773,236.00	
Contract liability			
Financial assets sold under repurchase agreements	0.00		
Customer deposits and interbank deposits	545,052,800.00	545,052,800.00	
Receiving from vicariously traded securities			
Acting underwriting securities			
Payroll payable	2,891,392,699.00	2,891,392,699.00	
Taxes payable	716,534,266.00	716,534,266.00	
Other payables	23,120,774,383.00	23,120,774,383.00	
Including: Interest payable	586,819,775.00	586,819,775.00	
Dividend payable	22,552,834.00	22,552,834.00	
Handling charges and commissions payable			
Dividend payable for reinsurance			
Liabilities held for sale	0.00		
Current portion of non-current liabilities	6,009,915,080.00	6,009,915,080.00	
Other current liabilities	3,344,450,936.00	3,344,450,936.00	
Total current liabilities	78,835,404,296.00	78,835,404,296.00	

Non-current liabilities:			
Reserve fund for insurance contract			
Long-term borrowings	36,864,922,669.00	36,864,922,669.00	
Bonds payable	12,985,628,025.00	12,985,628,025.00	
Including: preferred stock			
Perpetual capital securities			
Lease liability			
Long-term payables	73,901,549.00	73,901,549.00	
Long-term payroll payable	24,245,725.00	24,245,725.00	
Anticipation liabilities			
Deferred income	2,637,228,528.00	2,637,228,528.00	
Deferred income tax liabilities	440,352,161.00	441,171,726.00	819,565.00
Other non-current liabilities	30,586,139.00	30,586,139.00	
Total non-current liabilities	53,056,864,796.00	53,057,684,361.00	819,565.00
Total liabilities	131,892,269,092.00	131,893,088,657.00	819,565.00
Owners' equity:			
Share capital	13,549,648,507.00	13,549,648,507.00	
Other equity instruments			
Including: preferred stock			
Perpetual capital securities			
Capital surplus	5,996,741,456.00	5,996,741,456.00	
Less: Treasury stock	63,457,893.00	63,457,893.00	
Other comprehensive income	-1,174,161,842.00	-839,211,395.00	334,950,447.00
Special reserves			
Surplus reserves	2,184,261,029.00	2,184,261,029.00	
General reserve	360,766.00	360,766.00	
Retained earnings	10,000,972,928.00	9,894,139,954.00	-106,832,974.00

Total equity attributable to owners of the Company as the parent	30,494,364,951.00	30,722,482,424.00	228,117,473.00
Minority interests	30,377,307,696.00	30,376,313,376.00	-994,320.00
Total owners' equity	60,871,672,647.00	61,098,795,800.00	227,123,153.00
Total liabilities and owners' equity	192,763,941,739.00	192,991,884,457.00	227,942,718.00

## Balance Sheet of the Company as the Parent

Unit: RMB

Assets	31 December 2018	1 January 2019	Adjusted
Current assets:			
Monetary capital	1,328,706,659.00	1,328,706,659.00	
Financial assets held for trading		40,735,804.00	40,735,804.00
Financial assets at fair value through profit or loss	711,741,161.00		-711,741,161.00
Derivative financial assets		2,802,750.00	2,802,750.00
Notes receivable	20,496,958.00	20,496,958.00	
Accounts receivable	194,958,986.00	194,958,986.00	
Receivables financing			
Advances to suppliers	187,895,276.00	187,895,276.00	
Other receivable	18,773,352,761.00	18,773,352,761.00	
Including: Interest receivable	212,199,974.00	212,199,974.00	
Dividend receivable	4,211,824,115.00	4,211,824,115.00	
Inventory	825,999.00	825,999.00	
Contract assets			
Available-for-sale financial assets			
Non-current assets matured within one year			
Other current assets	1,873,961,604.00	1,873,961,604.00	
Total current assets	23,091,939,404.00	22,423,736,797.00	-668,202,607.00
Non-current assets:			
Debt investment			

Available-for-sale financial assets	1,185,429,885.00		-1,185,429,885.00
Other debt investment			
Held-to-maturity investment			
Long-term receivables			
Long-term equity investment	41,803,449,993.00	41,803,449,993.00	
Other equity instrument investment		1,144,694,080.00	1,144,694,080.00
Other non-current financial assets		708,938,412.00	708,938,412.00
Investment property	5,158,426.00	5,158,426.00	
Fixed assets	40,058,266.00	40,058,266.00	
Construction in progress	551,693.00	551,693.00	
Productive biological assets			
Oil and gas assets			
Right-of-use assets			
Intangible assets	18,776,430.00	18,776,430.00	
R&D expense			
Goodwill			
Long-term prepaid expense	461,055,759.00	461,055,759.00	
Deferred income tax assets			
Other non-current assets			
Total non-current assets	43,514,480,452.00	44,182,683,059.00	668,202,607.00
Total assets	66,606,419,856.00	66,606,419,856.00	
Current liabilities:			
Short-term borrowings	3,300,260,000.00	3,300,260,000.00	
Transactional financial liabilities			
Financial liabilities at fair value through profit or loss			

Derivative financial liabilities			
Notes payable	123,708,153.00	123,708,153.00	
Accounts payable	252,801,470.00	252,801,470.00	
Advances from customers	38,614,679.00	38,614,679.00	
Contract liability			
Payroll payable	98,753,095.00	98,753,095.00	
Taxes payable	3,437,498.00	3,437,498.00	
Other payables	6,407,741,790.00	6,407,741,790.00	
Including: Interest payable	471,294,072.00	471,294,072.00	
Dividend payable	4,549,747.00	4,549,747.00	
Liabilities held for sale			
Current portion of non-current liabilities	3,000,000,000.00	3,000,000,000.00	
Other current liabilities	2,000,000,000.00	2,000,000,000.00	
Total current liabilities	15,225,316,685.00	15,225,316,685.00	
Non-current liabilities:			
Long-term borrowings	5,340,956,000.00	5,340,956,000.00	
Bonds payable	12,985,628,025.00	12,985,628,025.00	
Including: preferred stock			
Perpetual capital securities			
Lease liability			
Long-term payables	700,000.00	700,000.00	
Long-term payroll payable	24,245,725.00	24,245,725.00	
Anticipation liabilities			
Deferred income	51,506,173.00	51,506,173.00	
Deferred income tax liabilities			
Other non-current liabilities			

Total non-current liabilities	18,403,035,923.00	18,403,035,923.00	
Total liabilities	33,628,352,608.00	33,628,352,608.00	
Owners' equity:			
Share capital	13,549,648,507.00	13,549,648,507.00	
Other equity instruments			
Including: preferred stock			
Perpetual capital securities			
Capital surplus	8,565,337,838.00	8,565,151,202.00	-186,636.00
Less: Treasury stock	63,457,893.00	63,457,893.00	
Other comprehensive income	-24,869,176.00	-25,418,344.00	-549,168.00
Special reserves			
Surplus reserves	1,982,196,590.00	1,982,196,590.00	
Retained earnings	8,969,211,382.00	8,969,947,186.00	735,804.00
Total owners' equity	32,978,067,248.00	32,978,067,248.00	
Total liabilities and owners' equity	66,606,419,856.00	66,606,419,856.00	

## 2. Instructions on Comparable Data on the earlier stage of retroactive adjustment and the implementation of new financial instrument criteria or new lease criteria from 2019 on

For the financial instruments recognized and measured before 1 January 2019 in a way that is inconsistent with the New Accounting Standards for Financial Instruments, the Company makes transitional adjustments according to the new standards. And the Company does not restate the comparable financial data of the previous period that is inconsistent with the New Accounting Standards for Financial Instruments. The difference between the original carrying amount of a financial instrument and the new carrying amount on the date of the adoption of the New Accounting Standards for Financial Instruments is recorded in the retained earnings or other comprehensive income as at 1 January 2019.

## III Independent Auditor's Report

Indicate whether the financial statements above have been audited by an independent auditor.

Yes  No

These financial statements have not been audited by such an auditor.