



Hangzhou Robam Appliances Co., Ltd.

2019 Third Quarter Report

October 2019

Section 1: Important Notes

The board of directors, the board of supervisors and the directors, supervisors and senior management of the Company shall guarantee that the contents of the quarterly report are authentic, accurate and complete, free from false records, misleading statements Or major omissions, and shall bear individual and joint legal liabilities.

All directors of the Company personally attended the board meeting to review this quarterly report.

Ren Jianhua, the head of the Company, Zhang Guofu, the head of accounting work, and Zhang Guofu, the head of accounting body (accountant in charge), guarantee the authenticity, accuracy and completeness of the Financial statements in the quarterly report.

Section 2: Basic status of company

I. Major Accounting Data and Financial Indicators

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

Yes No

	End of the reporting period	End of previous year	Increase/decrease at the end of this reporting period compared to the end of the previous year	
Total assets (yuan)	10,073,735,527.84	9,455,361,508.83	6.54%	
Net assets attributable to shareholders of listed companies (yuan)	6,375,359,070.29	6,045,384,387.57	5.46%	
	Reporting period	Increase/decrease this year compared to the previous year	From the beginning of the year to the end of the reporting period	Increase/decrease at the end of the reporting period from the beginning of the year compared to the previous year
Operating income (yuan)	2,097,606,924.30	10.56%	5,625,020,807.26	4.29%
Net profits attributable to shareholders of listed companies (yuan)	415,223,408.27	18.20%	1,085,627,402.47	7.31%
Net profits attributable to shareholders of the listed company after deduction of non-recurring profits and losses (yuan)	410,778,645.33	22.23%	1,033,318,224.34	11.36%
Net cash flow from operating activities (yuan)	376,523,778.18	381.97%	1,035,214,862.76	-13.78%
Basic EPS (yuan/share)	0.44	18.92%	1.14	6.54%
Diluted EPS (yuan/share)	0.44	18.92%	1.14	6.54%
Weighted average return on net assets	6.86%	0.36%	17.37%	-1.19%

Non-recurring Profit and Loss Items and Amount

Applicable Not applicable

Unit: CNY

Item	Amount from the beginning of the year to the end of the reporting period	Description
Profits and losses on the disposal of non-current assets (including the write-off part of the provision for asset impairment)	-1,171,725.00	
Government subsidies included into the current profits and losses, except those government subsidies, which are closely related to the business of a company and enjoyed in accordance with a certain standard quota or quantity of the state	61,921,866.87	
Profits and losses from investment or management assets entrusted to others	4,971,538.56	
Income and expenditure other than those mentioned above	-915,346.81	
Less: Amount affected by income tax	10,663,221.28	
Amount of minority shareholders' equity affected (after tax)	1,833,934.21	
Total	52,309,178.13	--

Explain the non-recurrent profit and loss items defined by the Company according to the *Interpretative Announcement No. 1 on Information Disclosure of Public Securities Issuing Companies - Non-recurrent Profits and Losses* and defined from the non-recurrent profit and loss items enumerated in the *Interpretative Announcement No. 1 on Information Disclosure of Public Securities Issuing Companies - Non-recurrent Profits and Losses*

Applicable Not applicable

No definition of non-recurrent profit and loss items defined and enumerated in the *Interpretative Announcement No. 1 on Information Disclosure of Public Securities Issuing Companies - Non-recurrent Profits and Losses* as non-recurrent profit and loss items during the reporting period.

II. Total number of shareholders at the end of the reporting period and shareholding of top 10 shareholders

1. Number of common shareholders and preferred shareholders with voting rights restored, and shareholdings of the top 10 shareholders

Unit: share

Total number of common shareholders at the end of the reporting period	60,911	Total number of preferred shareholders with voting rights restored at the end of the reporting period (if any)	0			
Shareholdings of the top 10 shareholders						
Shareholder's name	Shareholder nature	Shareholding ratio	Number of shares held	Number of shares	Pledge or freeze	
					Status of	Quantity

				held with limited sales conditio ns	shares	
Hangzhou Robam Industrial Group Co., Ltd.	Domestic non-state legal person	49.68%	471,510,000	0	-	0
Hong Kong Securities Clearing Co. Ltd.	Overseas legal person	11.45%	108,623,698	0	-	0
Shen Guoying	Domestic natural person	1.29%	12,240,000	0	-	0
China Construction Bank Co., Ltd. - Anxin Value Selected Stock Securities Investment Fund	Other	1.19%	11,336,419	0	-	0
Hangzhou Jinchuang Investment Co., Ltd.	Domestic non-state legal person	1.00%	9,451,985	0	-	0
Shenzhen Guoshi Capital Management Co., Ltd. - Guoshi Capital - Robam Agent Holding Stage 2 Structured Private Equity Fund	Other	0.88%	8,311,165	0	-	0
Aberdeen Standard Investments (Asia) Limited - Aberdeen Global - China A-Shares Fund	Overseas legal person	0.75%	7,079,528	0	-	0
Hangzhou Yinchuang Investment Co., Ltd.	Domestic non-state legal person	0.74%	7,020,000	0	-	0
Ren Jianhua	Domestic natural person	0.62%	5,923,150	0	-	0
Central Huijin Investment Ltd.	State legal person	0.60%	5,685,810	0	-	0
Shareholding of top 10 shareholders with unlimited sales conditions						

Shareholder's name	Number of shares held with unlimited sales conditions	Share type	
		Share type	Quantity
Hangzhou Robam Industrial Group Co., Ltd.	471,510,000	RMB common share	471,510,000
Hong Kong Securities Clearing Co. Ltd.	108,623,698	RMB common share	108,623,698
Shen Guoying	12,240,000	RMB common share	12,240,000
China Construction Bank Co., Ltd. - Anxin Value Selected Stock Securities Investment Fund	11,336,419	RMB common share	11,336,419
Hangzhou Jinchuang Investment Co., Ltd.	9,451,985	RMB common share	9,451,985
Shenzhen Guoshi Capital Management Co., Ltd. - Guoshi Capital - Robam Agent Holding Stage 2 Structured Private Equity Fund	8,311,165	RMB common share	8,311,165
Aberdeen Standard Investments (Asia) Limited - Aberdeen Global - China A-Shares Fund	7,079,528	RMB common share	7,079,528
Hangzhou Yinchuang Investment Co., Ltd.	7,020,000	RMB common share	7,020,000
Ren Jianhua	5,923,150	RMB common share	5,923,150
Central Huijin Investment Ltd.	5,685,810	RMB common share	5,685,810
Description of the above-mentioned shareholder association or concerted action	The actual controller of the Company's controlling shareholder Hangzhou Robam Industrial Group Co., Ltd. and the shareholder Hangzhou Jinchuang Investment Co., Ltd. is Mr. Ren Jianhua, and the natural person shareholder Shen Guo Ying is the wife of Ren Jianhua. The above shareholders have the possibility of acting in unison.		
Securities margin trading business attended by top 10 shareholders (if any)	Not applicable		

Whether the Company's top 10 common shareholders and top 10 common shareholders with unlimited sales conditions agreed on a repurchase transaction during the reporting period

Yes No

The Company's top 10 common shareholders and top 10 common shareholders with unlimited sales conditions did not agree on a repurchase transaction during the reporting period

2. Total number of preferred shareholders and the top 10 preferred shareholders' shareholdings of the Company

Applicable Not applicable

Section 5: Important Matters

I. Cases and causes for the change in the main financial data and financial indexes during the reporting period

Applicable Not applicable

1. Balance sheet items

- The monetary capital increased by 47.74% at the end of the reporting period compared to the beginning of the year, which was mainly caused by the increase of the company's payment collection and the decrease of the amount of money to purchase the bank financial products.
- The advances to suppliers increased by 38.22% at the end of the reporting period compared to the beginning of the year, which was mainly caused by the increase in the purchase of raw materials.
- Other current assets decreased by 35.91% at the end of the reporting period compared to the beginning of the year, which was mainly caused by the decrease of the bank financing in the current period.
- Available-for-sale financial assets decreased by 100% at the end of the reporting period compared to the beginning of the year and other equity instrument investments increased by 100% compared to last year, which were caused by the change in the reclassification of items.
- The long-term equity investment increased by 81.34% at the end of the reporting period compared to the beginning of the year, which was mainly caused by the profit increase of De Dietrich Trade (Shanghai) Co., Ltd. invested by the company in the current period.
- The construction in progress increased by 36.58% at the end of the reporting period compared to the beginning of the year, which was mainly caused by the infrastructure investment in Maoshan Intelligent Manufacturing Park in the current period.
- The long-term unamortized expenses decreased by 80.94% at the end of the reporting period compared to the beginning of the year, which was mainly caused by the amortization of long-term deferred expenses in previous period.
- The accounts payable increased by 31.88% at the end of the reporting period compared to the beginning of the year, which was mainly caused by the increase in the purchase transactions with the sales revenue in the current period.
- The payroll payable decreased by 90.93% at the end of the reporting period compared to the beginning of the year, which was mainly caused by the payment of employee salaries and bonuses last year.
- The tax payable increased by 64.30% at the end of the reporting period compared to the beginning of the year, which was mainly caused by the increase in the income tax expenses in the current period.

2. Income statement items

- The non-operating income decreased by 52.49% in the reporting period compared to the last year, which was mainly caused by the decrease of the government subsidies in the current period.
- The non-operating expenditure increased by 217.58% in the reporting period compared to the last year, which was mainly caused by the increase of the donation outlay and the scrap of some products in the current period.

3. Cash flow statement items

- The net cash flow from investment activities decreased by 227.81% in the reporting period compared to the last year, which was mainly caused by the company's payment for the investment fund for merger and acquisition of Kinde last

year and no major investment projects in current period.

II. Progress of important matters and their impact and solution analysis

Applicable Not applicable

Implementation progress of share repurchase

Applicable Not applicable

Implementation progress of reducing repurchased shares by centralized competitive bidding

Applicable Not applicable

III. Commitments not fully fulfilled by the Company's actual controller, shareholders, related parties, acquirer and other commitment parties during the reporting period

Applicable Not applicable

No commitments not fully fulfilled by the Company's actual controller, shareholders, related parties, acquirer and other commitment parties during the reporting period

IV. Estimate of annual business performance for 2019

It is estimated that the change rate of the net profits attributable to shareholders of listed companies in 2019 ranges from 2% to 10%

V. Financial assets measured with fair value

Applicable Not applicable

VI. Illegal external guarantee

Applicable Not applicable

No illegal external guarantee of the Company during the reporting period.

VII. Non-operating occupation of funds of listed companies by controlling shareholders and their related parties

Applicable Not applicable

No non-operating occupation of funds of listed companies by controlling shareholders and their related parties during the reporting period.

VIII. Entrusted financing

Applicable Not applicable

Unit: 10,000 yuan

Specific type	Source of funds for entrusted financing	Amount incurred in entrusted financing	Outstanding balance	Overdue amount not recovered
Bank financial products	Owned fund	213,000	150,000	0
Total		213,000	150,000	0

Specific circumstance of high-risk entrusted financing with significant single amount or with low security, poor liquidity and not break-even

Applicable Not applicable

The entrusted financing is expected not to recover the principal or has other circumstances that may cause impairment

Applicable Not applicable

IX. Registration form of reception, research, communication, interview and other activities during the reporting period

Applicable Not applicable

Reception time	Reception way	Type of received object	Basic information index of the survey
July 01, 2019	Field survey	Organization	See the <i>Record Chart of Investor Relation Activities on July 1 and 2, 2019</i> in cninfo
September 18, 2019	Field survey	Organization	See the <i>Record Chart of Investor Relation Activities on July 18 and 19, 2019</i> in cninfo
September 16, 2019	Field survey	Organization	See the <i>Record Chart of Investor Relation Activities on September 16 and 17, 2019</i> in cninfo
September 18, 2019	Field survey	Organization	See the <i>Record Chart of Investor Relation Activities on September 18-23, 2019</i> in cninfo
September 25, 2019	Field survey	Organization	See the <i>Record Chart of Investor Relation Activities on September 25, 2019</i> in cninfo

Section 4: Financial statements

I. Financial statements

1. Consolidated Balance Sheet

Unit: Hangzhou Robam Appliances Co., Ltd.

September 30, 2019

Unit: yuan

Item	September 30, 2019	December 31, 2018
Current assets:		
Monetary capital	3,245,449,193.34	2,196,706,808.35
Deposit reservation for balance		
Lending funds		
Trading financial assets		
Financial assets measured with fair value and with the changes included in current profit and loss		
Derivative financial assets		
Notes receivable	1,638,067,218.35	1,268,146,296.01
Accounts receivable	504,403,716.91	446,773,135.47
Receivables financing		
Advances to suppliers	82,223,155.23	59,485,930.70
Premiums receivables		
Reinsurance accounts receivable		
Provision of cession receivable		
Other receivables	76,297,609.13	70,182,460.52
Including: Interest receivable		
Dividends receivable		
Redemptory monetary capital for sale		
Inventory	1,252,927,464.66	1,347,112,731.03
Contract assets		
Assets held for sales		
Non-current assets due within a year		
Other current assets	1,661,000,000.00	2,591,760,176.09

Total current assets	8,460,368,357.62	7,980,167,538.17
Non-current assets:		
Loans and advances		
Debt investment		
Available-for-sale financial assets		119,948,534.00
Other debt investments		
Held-to-maturity investment		
Long-term receivables		
Long-term equity investment	4,747,220.20	2,617,851.16
Other equity instrument investments	119,948,534.00	
Other non-current financial assets		
Investment properties	114,835.04	121,575.14
Fixed assets	827,524,982.61	842,877,466.95
Construction in progress	251,902,361.51	184,440,655.49
Productive biological assets		
Oil and gas assets		
Right-of-use assets		
Intangible assets	188,822,958.40	193,974,179.90
Development expenditure		
Goodwill	80,589,565.84	80,589,565.84
Long-term unamortized expenses	940,486.63	4,933,280.77
Deferred income tax assets	119,994,530.99	39,564,040.41
Other non-current assets	18,781,695.00	6,126,821.00
Total non-current assets	1,613,367,170.22	1,475,193,970.66
Total assets	10,073,735,527.84	9,455,361,508.83
Current liabilities		
Short-term borrowing		
Borrowings from central bank		
Borrowing funds		
Trading financial liabilities		
Financial liabilities measured with fair value and with the changes included in current profit and loss		
Derivative financial liabilities		
Notes payable	506,112,976.05	411,414,985.01

Accounts payable	1,576,761,406.44	1,195,563,149.37
Advance from customers	1,002,475,900.77	1,170,088,458.14
Contract liabilities		
Financial assets sold for repurchase		
Deposits from customers and interbank		
Acting trading securities		
Acting underwriting securities		
Payroll payable	9,734,481.06	107,349,495.30
Tax payable	186,071,573.71	113,248,653.85
Other payables	228,913,042.01	234,490,187.04
Including: Interest payable		
Dividends payable		
Fees and commissions payable		
Dividend payable for reinsurance		
Liabilities held for sales		
Non-current liabilities due within a year		
Other current liabilities		
Total current liabilities	3,510,069,380.04	3,232,154,928.71
Non-current liabilities		
Reserve fund for insurance contracts		
Long-term borrowing		
Bonds payable		
Including: preferred stock		
Perpetual bond		
Lease liabilities		
Long-term payable		
Long-term payroll payable		
Estimated liabilities		
Deferred income	78,992,037.91	82,021,091.35
Deferred income tax liabilities	9,476,406.55	10,337,139.79
Other non-current liabilities		
Total non-current liabilities	88,468,444.46	92,358,231.14
Total liabilities	3,598,537,824.50	3,324,513,159.85
Owner's equity:		

Capital stock	949,024,050.00	949,024,050.00
Other equity instruments		
Including: preferred stock		
Perpetual bond		
Capital reserve	401,799,332.67	401,689,801.42
Minus: treasury stock		3,456,989.00
Other comprehensive income		
Special reserve		
Surplus reserves	474,516,412.50	474,516,412.50
General risk preparation		
Undistributed profit	4,550,019,275.12	4,223,611,112.65
Total owners' equities attributable to the owners of parent company	6,375,359,070.29	6,045,384,387.57
Minority equity	99,838,633.05	85,463,961.41
Total owners' equities	6,475,197,703.34	6,130,848,348.98
Total liabilities and owners' equities	10,073,735,527.84	9,455,361,508.83

Legal representative: Ren Jianhua Head of accounting work: Zhang Guofu Head of accounting body: Zhang Guofu

2. Balance sheet of parent company

Unit: yuan

Item	September 30, 2019	December 31, 2018
Current assets:		
Monetary capital	3,095,127,527.64	2,017,251,340.16
Trading financial assets		
Financial assets measured with fair value and with the changes included in current profit and loss		
Derivative financial assets		
Notes receivable	1,638,067,218.35	1,261,896,296.01
Accounts receivable	468,545,818.24	438,002,392.66
Receivables financing		
Advances to suppliers	75,845,354.68	48,995,796.40
Other receivables	54,767,795.54	64,301,240.95
Including: Interest receivable		
Dividends receivable		

Inventory	1,188,214,158.25	1,267,525,767.58
Contract assets		
Assets held for sales		
Non-current assets due within a year		
Other current assets	1,500,000,000.00	2,448,736,487.97
Total current assets	8,020,567,872.70	7,546,709,321.73
Non-current assets:		
Debt investment		
Available-for-sale financial assets		119,948,534.00
Other debt investments		
Held-to-maturity investment		
Long-term receivables		
Long-term equity investment	231,253,153.93	224,608,888.64
Other equity instrument investments	119,948,534.00	
Other non-current financial assets		
Investment properties	445,341.88	470,485.36
Fixed assets	799,628,406.54	815,345,909.65
Construction in progress	251,675,946.41	184,365,655.49
Productive biological assets		
Oil and gas assets		
Right-of-use assets		
Intangible assets	159,099,879.95	161,743,355.41
Development expenditure		
Goodwill		
Long-term unamortized expenses	231,915.18	4,933,280.77
Deferred income tax assets	120,584,767.57	38,723,474.50
Other non-current assets	18,781,695.00	6,126,821.00
Total non-current assets	1,701,649,640.46	1,556,266,404.82
Total assets	9,722,217,513.16	9,102,975,726.55
Current liabilities		
Short-term borrowing		
Trading financial liabilities		
Financial liabilities measured with fair value and with the changes included in current profit and loss		

Derivative financial liabilities		
Notes payable	505,812,976.05	409,057,910.01
Accounts payable	1,516,115,738.94	1,158,684,039.60
Advance from customers	951,864,889.79	1,067,652,543.09
Contract liabilities		
Payroll payable	62,564.09	88,814,022.76
Tax payable	173,930,045.06	99,200,231.67
Other payables	205,506,081.22	215,230,256.63
Including: Interest payable		
Dividends payable		
Liabilities held for sales		
Non-current liabilities due within a year		
Other current liabilities		
Total current liabilities	3,353,292,295.15	3,038,639,003.76
Non-current liabilities		
Long-term borrowing		
Bonds payable		
Including: preferred stock		
Perpetual bond		
Lease liabilities		
Long-term payable		
Long-term payroll payable		
Estimated liabilities		
Deferred income	78,992,037.91	82,021,091.35
Deferred income tax liabilities		
Other non-current liabilities		
Total non-current liabilities	78,992,037.91	82,021,091.35
Total liabilities	3,432,284,333.06	3,120,660,095.11
Owner's equity:		
Capital stock	949,024,050.00	949,024,050.00
Other equity instruments		
Including: preferred stock		
Perpetual bond		
Capital reserve	401,754,349.66	401,644,818.41

Minus: treasury stock		3,456,989.00
Other comprehensive income		
Special reserve		
Surplus reserves	474,516,412.50	474,516,412.50
Undistributed profit	4,464,638,367.94	4,160,587,339.53
Total owners' equities	6,289,933,180.10	5,982,315,631.44
Total liabilities and owners' equities	9,722,217,513.16	9,102,975,726.55

3. Consolidated income statement in this reporting period

Unit: yuan

Item	Amount incurred in current period	Amount incurred in previous period
I. Total operating income	2,097,606,924.30	1,897,226,702.39
Including: Operating income	2,097,606,924.30	1,897,226,702.39
Interest revenue		
Premium earned		
Fee and commission income		
II. Total operating costs	1,626,491,205.87	1,540,956,134.57
Including: Operating costs	929,416,753.92	890,372,953.14
Interest expenditure		
Fee and commission expense		
Surrender value		
Net payments for insurance claims		
Net reserve fund extracted for insurance liability		
Bond insurance expense		
Reinsurance costs		
Taxes and surcharges	16,898,617.83	15,144,024.00
Selling expenses	566,766,627.49	530,494,123.51
Management costs	67,127,915.14	64,363,432.80
Research and development expenses	76,250,213.58	71,418,205.97
Financial expenses	-29,968,922.10	-30,836,604.85
Including: interest expenditure		
Interest revenue	29,217,382.55	30,076,489.36
Plus: other incomes	3,751,701.65	3,795,700.21

Income from investment (loss expressed with "-")	25,609,237.33	34,848,138.32
Including: Income from investment of joint venture and cooperative enterprise	2,060,171.09	-12,581.48
Income from derecognition of financial assets measured at amortized cost		
Exchange gain (loss expressed with "-")		
Net exposure hedging gain (loss expressed with "-")		
Income from fair value changes (loss expressed with "-")		
Credit impairment losses (loss expressed with "-")	-654,094.55	
Assets impairment losses (loss expressed with "-")		6,844,425.59
Income from disposal of assets (loss expressed with "-")	330,810.85	48,510.44
III. Operating profits (loss expressed with "-")	500,153,373.71	401,807,342.38
Plus: Non-operating income	1,516,796.98	908,976.86
Less: non-operating expenditure	1,002,387.45	95,558.47
IV. Total profits (total loss expressed with "-")	500,667,783.24	402,620,760.77
Less: Income tax expenses	78,082,299.02	46,683,146.64
V. Net profits (net loss expressed with "-")	422,585,484.22	355,937,614.13
i. Classified by business continuity		
1. Net profits from going concern (net loss expressed with "-")	422,585,484.22	355,937,614.13
2. Net profits from discontinuing operation (net loss expressed with "-")		
ii. Classified by ownership		
1. Net owners' profits attributable to the owners of parent company	415,223,408.27	351,293,563.34
2. * Minority interest income	7,362,075.95	4,644,050.79
VI. Net of tax of other comprehensive income		
Net amount of other comprehensive income after tax attributed to parent company owners		
i. Other comprehensive income that can't be reclassified into profit and loss		

1. Remeasure the variation of net indebtedness or net asset of defined benefit plan		
2. Other comprehensive income that can't be reclassified into profit and loss in the invested enterprise under equity method		
3. Fair value change of other equity instrument investments		
4. Fair value change of enterprise credit risks		
5. Other		
ii. Other comprehensive income that will be reclassified into profit and loss		
1. Other comprehensive income that will be reclassified into profit and loss in the invested enterprise under equity method		
2. Fair value change of other debt investments		
3. Changes in fair value through profit and loss of available-for-sale financial assets		
4. Amount of financial assets reclassified into other comprehensive income		
5. Held-to-maturity investment reclassified into available-for-sale financial assets		
6. Provision for credit impairment of other debt investments		
7. Cash flow hedging reserve		
8. Balance arising from the translation of foreign currency financial statements		
9. Other		
Net amount of other comprehensive income after tax attributed to minority shareholders		
VII. Total comprehensive income	422,585,484.22	355,937,614.13
Total comprehensive income belonging to parent company	415,223,408.27	351,293,563.34
Total comprehensive income attributed to minority shareholders	7,362,075.95	4,644,050.79
VIII. Earnings per share:		
i. Basic EPS	0.44	0.37
ii. Diluted EPS	0.44	0.37

In case of business combination involving enterprises under common control in this period, the net profits achieved by the

combined enterprise before combination were RMB _____ and achieved by the combined enterprise in previous period were RMB _____.

Legal representative: Ren Jianhua Head of accounting work: Zhang Guofu Head of accounting body: Zhang Guofu

4. Income statement of parent company in this reporting period

Unit: yuan

Item	Amount incurred in current period	Amount incurred in previous period
I. Operating income	1,913,478,145.97	1,727,137,272.30
Subtract: Operating costs	870,660,956.25	827,910,952.66
Taxes and surcharges	14,928,367.84	13,704,788.27
Selling expenses	494,289,468.62	459,765,926.40
Management costs	46,258,967.41	48,036,306.77
Research and development expenses	74,014,215.72	69,187,392.44
Financial expenses	-29,842,457.70	-27,301,366.88
Including: interest expenditure		
Interest revenue	28,950,692.46	26,427,376.40
Plus: other incomes	3,432,351.15	2,495,403.38
Income from investment (loss expressed with "-")	23,532,336.60	34,848,138.32
Including: Income from investment of joint venture and cooperative enterprise	1,364,267.48	-12,581.48
Income from derecognition of financial assets measured at amortized cost		
Net exposure hedging gain (loss expressed with "-")		
Income from fair value changes (loss expressed with "-")		
Credit impairment losses (loss expressed with "-")	-1,347,328.85	
Assets impairment losses (loss expressed with "-")		6,486,076.46
Income from disposal of assets (loss expressed with "-")	51,884.79	48,510.44
II. Operating profits (loss expressed with "-")	468,837,871.52	379,711,401.24
Plus: Non-operating income	1,450,130.00	909,578.60
Less: non-operating expenditure	75,873.91	86,238.94

III. Total profits (total loss expressed with "-")	470,212,127.61	380,534,740.90
Less: Income tax expenses	70,416,452.79	43,236,772.23
IV. Net profits (net loss expressed with "-")	399,795,674.82	337,297,968.67
i. Net profits from going concern (net loss expressed with "-")	399,795,674.82	337,297,968.67
ii. Net profits from discontinuing operation (net loss expressed with "-")		
V. Net of tax of other comprehensive income		
i. Other comprehensive income that can't be reclassified into profit and loss		
1. Remeasure the variation of net indebtedness or net asset of defined benefit plan		
2. Other comprehensive income that can't be reclassified into profit and loss in the invested enterprise under equity method		
3. Fair value change of other equity instrument investments		
4. Fair value change of enterprise credit risks		
5. Other		
ii. Other comprehensive income that will be reclassified into profit and loss		
1. Other comprehensive income that will be reclassified into profit and loss in the invested enterprise under equity method		
2. Fair value change of other debt investments		
3. Changes in fair value through profit and loss of available-for-sale financial assets		
4. Amount of financial assets reclassified into other comprehensive income		
5. Held-to-maturity investment reclassified into available-for-sale financial assets		
6. Provision for credit impairment of other debt investments		
7. Cash flow hedging reserve		
8. Balance arising from the translation of foreign currency financial statements		
9. Other		

VI. Total comprehensive income	399,795,674.82	337,297,968.67
VII. Earnings per share:		
i. Basic EPS		
ii. Diluted EPS		

5. Consolidated Statement of Income from the beginning of the year to the end of the reporting period

Unit: yuan

Item	Amount incurred in current period	Amount incurred in previous period
I. Total operating income	5,625,020,807.26	5,393,889,267.86
Including: Operating income	5,625,020,807.26	5,393,889,267.86
Interest revenue		
Premium eamed		
Fee and commission income		
II. Total operating costs	4,439,593,417.70	4,354,495,704.86
Including: Operating costs	2,528,818,716.74	2,519,018,355.86
Interest expenditure		
Fee and commission expense		
Surrender value		
Net payments for insurance claims		
Net reserve fund extracted for insurance liability		
Bond insurance expense		
Reinsurance costs		
Taxes and surcharges	46,357,616.21	48,853,295.63
Selling expenses	1,556,811,534.10	1,495,239,191.95
Management costs	183,299,443.91	189,057,262.33
Research and development expenses	183,879,999.71	181,241,873.33
Financial expenses	-59,573,892.97	-78,914,274.24
Including: interest expenditure	201,831.98	
Interest revenue	59,525,309.87	78,194,467.53
Plus: other incomes	60,590,883.49	63,319,835.29
Income from investment (loss expressed with "-")	65,468,211.82	75,618,417.94
Including: Income from investment of joint venture and cooperative enterprise	2,129,369.04	643,022.56

Income from derecognition of financial assets measured at amortized cost		
Exchange gain (loss expressed with "-")		
Net exposure hedging gain (loss expressed with "-")		
Income from fair value changes (loss expressed with "-")		
Credit impairment losses (loss expressed with "-")	-9,606,123.78	
Assets impairment losses (loss expressed with "-")		-1,741,053.34
Income from disposal of assets (loss expressed with "-")	34,138.62	111,267.72
III. Operating profits (loss expressed with "-")	1,301,914,499.71	1,176,702,030.61
Plus: Non-operating income	3,128,743.07	6,585,510.73
Less: non-operating expenditure	3,884,831.50	1,223,275.90
IV. Total profits (total loss expressed with "-")	1,301,158,411.28	1,182,064,265.44
Less: Income tax expenses	201,156,337.17	165,791,085.97
V. Net profits (net loss expressed with "-")	1,100,002,074.11	1,016,273,179.47
i. Classified by business continuity		
1. Net profits from going concern (net loss expressed with "-")	1,100,002,074.11	1,016,273,179.47
2. Net profits from discontinuing operation (net loss expressed with "-")		
ii. Classified by ownership		
1. Net owners' profits attributable to the owners of parent company	1,085,627,402.47	1,011,633,069.40
2. * Minority interest income	14,374,671.64	4,640,110.07
VI. Net of tax of other comprehensive income		
Net amount of other comprehensive income after tax attributed to parent company owners		
i. Other comprehensive income that can't be reclassified into profit and loss		
1. Remeasure the variation of net indebtedness or net asset of defined benefit plan		
2. Other comprehensive income that can't be reclassified into profit and loss in the		

invested enterprise under equity method		
3. Fair value change of other equity instrument investments		
4. Fair value change of enterprise credit risks		
5. Other		
ii. Other comprehensive income that will be reclassified into profit and loss		
1. Other comprehensive income that will be reclassified into profit and loss in the invested enterprise under equity method		
2. Fair value change of other debt investments		
3. Changes in fair value through profit and loss of available-for-sale financial assets		
4. Amount of financial assets reclassified into other comprehensive income		
5. Held-to-maturity investment reclassified into available-for-sale financial assets		
6. Provision for credit impairment of other debt investments		
7. Cash flow hedging reserve		
8. Balance arising from the translation of foreign currency financial statements		
9. Other		
Net amount of other comprehensive income after tax attributed to minority shareholders		
VII. Total comprehensive income	1,100,002,074.11	1,016,273,179.47
Total comprehensive income belonging to parent company	1,085,627,402.47	1,011,633,069.40
Total comprehensive income attributed to minority shareholders	14,374,671.64	4,640,110.07
VIII. Earnings per share:		
i. Basic EPS	1.14	1.07
ii. Diluted EPS	1.14	1.07

In case of business combination involving enterprises under common control in this period, the net profits achieved by the combined enterprise before combination were RMB and achieved by the combined enterprise in previous period were RMB .

Legal representative: Ren Jianhua

Head of accounting work: Zhang Guofu

Head of accounting body:
Zhang Guofu

6. Income statement of parent company from the beginning of the year to the end of the reporting period

Unit: yuan

Item	Amount incurred in current period	Amount incurred in previous period
I. Operating income	5,173,271,472.64	5,019,021,362.42
Subtract: Operating costs	2,378,159,108.17	2,399,568,710.77
Taxes and surcharges	41,260,532.79	44,613,880.30
Selling expenses	1,362,174,692.49	1,318,201,993.38
Management costs	127,376,083.37	133,529,192.15
Research and development expenses	177,725,385.19	179,011,059.80
Financial expenses	-57,647,916.09	-74,727,743.91
Including: interest expenditure	201,831.98	
Interest revenue	57,198,018.80	73,704,782.57
Plus: other incomes	55,342,033.44	61,726,939.46
Income from investment (loss expressed with "-")	60,496,673.26	75,618,417.94
Including: Income from investment of joint venture and cooperative enterprise	2,129,369.04	643,022.56
Income from derecognition of financial assets measured at amortized cost		
Net exposure hedging gain (loss expressed with "-")		
Income from fair value changes (loss expressed with "-")		
Credit impairment losses (loss expressed with "-")	-10,495,755.49	
Assets impairment losses (loss expressed with "-")		-1,159,416.88
Income from disposal of assets (loss expressed with "-")	-244,787.44	111,267.72
II. Operating profits (loss expressed with "-")	1,249,321,750.49	1,155,121,478.17
Plus: Non-operating income	2,975,654.06	1,304,711.39
Less: non-operating expenditure	1,169,135.48	1,200,624.10

III. Total profits (total loss expressed with "-")	1,251,128,269.07	1,155,225,565.46
Less: Income tax expenses	187,858,000.66	159,784,888.28
IV. Net profits (net loss expressed with "-")	1,063,270,268.41	995,440,677.18
i. Net profits from going concern (net loss expressed with "-")	1,063,270,268.41	995,440,677.18
ii. Net profits from discontinuing operation (net loss expressed with "-")		
V. Net of tax of other comprehensive income		
i. Other comprehensive income that can't be reclassified into profit and loss		
1. Remeasure the variation of net indebtedness or net asset of defined benefit plan		
2. Other comprehensive income that can't be reclassified into profit and loss in the invested enterprise under equity method		
3. Fair value change of other equity instrument investments		
4. Fair value change of enterprise credit risks		
5. Other		
ii. Other comprehensive income that will be reclassified into profit and loss		
1. Other comprehensive income that will be reclassified into profit and loss in the invested enterprise under equity method		
2. Fair value change of other debt investments		
3. Changes in fair value through profit and loss of available-for-sale financial assets		
4. Amount of financial assets reclassified into other comprehensive income		
5. Held-to-maturity investment reclassified into available-for-sale financial assets		
6. Provision for credit impairment of other debt investments		
7. Cash flow hedging reserve		
8. Balance arising from the translation of foreign currency financial statements		
9. Other		

VI. Total comprehensive income	1,063,270,268.41	995,440,677.18
VII. Earnings per share:		
i. Basic EPS		
ii. Diluted EPS		

7. Consolidated statement of cash flow from the beginning of the year to the end of the reporting period

Unit: yuan

Item	Amount incurred in current period	Amount incurred in previous period
I. Cash flow from operating activities:		
Cash from selling commodities or offering labor	5,597,588,789.97	6,295,843,787.05
Net increase of customer deposit and deposit from other banks		
Net increase of borrowings from central bank		
Net increase of borrowing funds from other financial institutions		
Cash from obtaining original insurance contract premium		
Cash received from insurance premium of original insurance contract		
Net increase of deposit and investment of insured		
Cash from interest, handling charges and commissions		
Net increase of borrowing funds		
Net increase of repurchase of business funds		
Net cash from acting trading securities		
Refund of tax and levies	548,519.01	821,982.79
Other cash received related to operating activities	137,720,406.72	179,718,177.48
Subtotal cash inflows from operating activities	5,735,857,715.70	6,476,383,947.32
Cash paid for selling commodities or offering labor	2,348,446,926.51	2,745,280,576.69
Net increase of customer loans and advances		
Net increase of amount due from central bank and interbank		
Cash paid for original insurance contract claims payment		
Net increase of lending funds		

Cash paid for interest, handling charges and commissions		
Cash paid for policy dividend		
Cash paid to and for employees	522,706,852.79	523,236,997.93
Taxes and fees paid	627,369,800.29	606,251,771.34
Other cash paid related to operating activities	1,202,119,273.35	1,400,953,957.63
Subtotal cash outflows from operating activities	4,700,642,852.94	5,275,723,303.59
Net cash flow from operating activities	1,035,214,862.76	1,200,660,643.73
II. Cash flow from investment activities:		
Cash from investment withdrawal	2,487,500,000.00	2,221,397,302.46
Cash from investment income	72,410,430.17	72,135,686.92
Net cash from disposal of fixed assets, intangible assets and other long-term assets	517,944.71	150,287.23
Net cash received from the disposal of subsidiaries and other business entities		
Other cash received related to investment activities		
Subtotal cash inflows from investment activities	2,560,428,374.88	2,293,683,276.61
Cash paid for the purchase and construction of fixed assets, intangible assets and other long term assets	210,767,796.17	108,113,334.10
Cash paid for investment	1,578,500,000.00	2,775,000,000.00
Net cash received from reinsurance business		
Net cash paid for obtaining subsidiaries and other business units	5,000,000.00	
Other cash paid related to investment activities		10,000,000.00
Subtotal cash outflows from investment activities	1,794,267,796.17	2,893,113,334.10
Net cash flow from investment activities	766,160,578.71	-599,430,057.49
III. Cash flow from financing activities:		
Receipts from equity securities		
Including: Cash received from subsidiaries' absorption of minority shareholders' investment		
Cash received from borrowings		
Other cash received related to financing activities		
Subtotal cash inflows from financing activities		
Cash repayments of amounts borrowed		
Cash paid for distribution of dividends or profits and for interest expenses	759,219,240.00	711,774,618.75

Including: Dividends and profits paid by subsidiaries to minority shareholders		
Other cash paid related to financing activities		83,011.50
Subtotal cash outflows from financing activities	759,219,240.00	711,857,630.25
Net cash flow from financing activities	-759,219,240.00	-711,857,630.25
IV. Impact of exchange rate movements on cash and cash equivalents	777,298.72	873,122.97
V. Net increase of cash and cash equivalents	1,042,933,500.19	-109,753,921.04
Plus: Balance of cash and cash equivalents at the beginning of the period	2,177,219,858.85	2,562,793,610.66
VI. Balance of cash and cash equivalents at the beginning of the period	3,220,153,359.04	2,453,039,689.62

8. Cash flow statement of parent company from the beginning of the year to the end of the reporting period

Unit: yuan

Item	Amount incurred in current period	Amount incurred in previous period
I. Cash flow from operating activities:		
Cash from selling commodities or offering labor	5,177,455,334.94	5,921,601,353.11
Refund of tax and levies		
Other cash received related to operating activities	115,072,030.83	145,771,354.01
Subtotal cash inflows from operating activities	5,292,527,365.77	6,067,372,707.12
Cash paid for selling commodities or offering labor	2,258,792,791.19	2,705,690,831.41
Cash paid to and for employees	408,109,017.82	419,964,548.20
Taxes and fees paid	566,307,011.96	549,632,416.57
Other cash paid related to operating activities	1,025,411,970.55	1,180,706,529.66
Subtotal cash outflows from operating activities	4,258,620,791.52	4,855,994,325.84
Net cash flow from operating activities	1,033,906,574.25	1,211,378,381.28
II. Cash flow from investment activities:		
Cash from investment withdrawal	2,130,000,000.00	2,221,397,302.46
Cash from investment income	67,438,891.61	72,135,686.92
Net cash from disposal of fixed assets, intangible assets and other long-term assets	517,944.71	150,287.23
Net cash received from the disposal of subsidiaries and other business entities		

Other cash received related to investment activities		
Subtotal cash inflows from investment activities	2,197,956,836.32	2,293,683,276.61
Cash paid for the purchase and construction of fixed assets, intangible assets and other long term assets	194,211,274.34	107,410,121.49
Cash paid for investment	1,204,500,000.00	2,887,320,000.00
Net cash paid for obtaining subsidiaries and other business units	5,000,000.00	
Other cash paid related to investment activities		10,000,000.00
Subtotal cash outflows from investment activities	1,403,711,274.34	3,004,730,121.49
Net cash flow from investment activities	794,245,561.98	-711,046,844.88
III. Cash flow from financing activities:		
Receipts from equity securities		
Cash received from borrowings		
Other cash received related to financing activities		
Subtotal cash inflows from financing activities		
Cash repayments of amounts borrowed		
Cash paid for distribution of dividends or profits and for interest expenses	759,219,240.00	711,774,618.75
Other cash paid related to financing activities		83,011.50
Subtotal cash outflows from financing activities	759,219,240.00	711,857,630.25
Net cash flow from financing activities	-759,219,240.00	-711,857,630.25
IV. Impact of exchange rate movements on cash and cash equivalents	777,331.45	873,049.89
V. Net increase of cash and cash equivalents	1,069,710,227.68	-210,653,043.96
Plus: Balance of cash and cash equivalents at the beginning of the period	2,000,183,395.66	2,411,423,559.90
VI. Balance of cash and cash equivalents at the beginning of the period	3,069,893,623.34	2,200,770,515.94

II. Statement of adjustment to financial statements

1. Adjustment of relevant items in financial statements at the beginning of the implementation year as a result of implementation of new financial instrument standards, new income standards and new release standards from 2019

Applicable Not applicable

Consolidated Balance Sheet

Unit: yuan

Item	December 31, 2018	January 01, 2019	Adjusted figure
Available-for-sale financial assets	119,948,534.00	0.00	-119,948,534.00
Other equity instrument investments	0.00	119,948,534.00	119,948,534.00

Balance sheet of parent company

Unit: yuan

Item	December 31, 2018	January 01, 2019	Adjusted figure
Available-for-sale financial assets	119,948,534.00	0.00	-119,948,534.00
Other equity instrument investments	0.00	119,948,534.00	119,948,534.00

2. Retrospective adjustment of early comparative data description as a result of implementation of new financial instrument standards or new release standards from 2019

Applicable Not applicable

The Company designates some non-transactional equity investments to be held on and after January 1, 2019 as the financial assets measured at fair value of which changes are recorded into other comprehensive income, and presented as other equity instrument investments.

On the first implementation date, the book value of the original financial assets is adjusted to a reconciliation statement of the book value of the new financial assets classified and measured in accordance with the new financial instrument standards.

Impact on consolidated financial statements

Item	December 31, 2018 (Before change)	Reclassification	Remeasurement	January 01, 2019 (After change)
Available-for-sale financial assets (original standards)	119,948,534.00			
Less: those transferred to other equity instrument investments		119,948,534.00		
Other equity instrument investments				
Plus: those transferred from available-for-sale financial assets (original standards)		119,948,534.00		
Amount presented according to new financial instrument standards				119,948,534.00

Impact on the Company's financial statements

Item	December 31, 2018 (Before change)	Reclassification	Remeasurement	January 01, 2019 (After change)
Available-for-sale financial assets (original standards)	119,948,534.00			
Less: those transferred to other equity instrument investments		119,948,534.00		
Other equity instrument investments				
Plus: those transferred from available-for-sale financial assets (original standards)		119,948,534.00		
Amount presented according to new financial instrument standards				119,948,534.00

III. Audit Report

Whether the third quarter report is audited

Yes No

The Company's third quarter report is unaudited.