

Foshan Electrical and Lighting Co., Ltd

Report for the Third Quarter of 2012

I. Important Notes

The Board of Directors, the Supervisory Committee, directors, supervisors and senior management of Foshan Electrical & Lighting Company Limited (hereinafter referred to as “the Company”) warrant that this report does not contain any false or misleading statements or omit any material facts and will take individual and/or joint responsibility for the authenticity, accuracy and completeness of all contents set forth herein.

All directors attended the board session for reviewing this report.

The financial report for this third quarter of the Company has not been audited by a CPAs firm.

Mr. Zhong Xincui, company principal and concurrently head of the accounting work, and Ms. Wang Shuqiong, chief of the Financial Department (accounting principal) hereby declare that the financial report enclosed in this report is true and complete.

This report is prepared in both Chinese and English. Should there be any discrepancy between the two versions, the Chinese version shall prevail.

II. Company Profile

(I) Major accounting data and financial indexes

Any retrospective adjustment in previous financial statements?

Yes No Inapplicable

	30 Sept. 2012	31 Dec. 2011	Increase/decrease (%)	
Total assets (RMB Yuan)	3,252,545,165.41	3,155,554,351.27	3.07%	
Owners' equity attributable to shareholders of the Company (RMB Yuan)	2,758,912,029.25	2,790,878,659.33	-1.15%	
Share capital (share)	978,563,745.00	978,563,745.00	0%	
Net assets per share attributable to shareholders of the Company (RMB Yuan/share)	2.82	2.85	-1.15%	
	Jul.-Sept. 2012	YoY increase/decrease (%)	Jan.-Sept. 2012	YoY increase/decrease (%)
Gross operating revenues (RMB Yuan)	523,873,419.93	-16.57%	1,588,210,544.18	-7.83%
Net profit attributable to shareholders of the Company (RMB Yuan)	82,554,608.63	-18.03%	217,077,551.79	-0.69%
Net cash flow from operating activities (RMB Yuan)	--	--	307,729,823.62	268.13%
Net cash flow per share from operating activities (RMB Yuan/share)	--	--	0.31	268.13%
Basic EPS (RMB Yuan/share)	0.08	-20%	0.22	-0.69%
Diluted EPS (RMB Yuan/share)	0.08	-20%	0.22	-0.69%
Weighted average ROE (%)	2.99%	-0.71%	7.49%	-0.55%

Weighted average ROE after deducting non-recurring gains and losses (%)	2.98%	-0.77%	7.52%	-0.69%
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Items of non-recurring gains and losses

√Applicable □Inapplicable

Item	Amount during Jan.-Sept. 2012 (RMB Yuan)	Notes
Gains and losses on disposal of non-current assets	-157,439.71	
Tax rebate, reduction or exemption due to un-authorized approval or the lack of formal approval documents		
Government grants recognized in the current year, except for those acquired in the ordinary course of business or granted at certain quotas or amounts according to the country's unified standards	382,000.00	
Capital occupation fees received from non-financial enterprises that are included in current gains and losses	347,940.45	
Gains generated when the investment costs of the Company's acquiring subsidiaries, associates and joint ventures are less than the fair value of identifiable net assets in the investees attributable to the Company in the acquisition of the investments		
Exchange gains and losses of non-monetary assets		
Gains and losses through entrusting others to invest or manage assets		
Various asset impairment provisions due to acts of God such as natural disasters		
Gains and losses on debt restructuring		
Enterprise reorganization expenses, such as expenses on employee settlement and integration		
Gains and losses on the parts exceeding the fair value when prices of transactions become unfair		
Net current gains and losses from the period-begin to the combination date of subsidiaries due to business combinations under the same control		
Gains and losses on contingent matters which are irrelevant to the normal operation of the Company		
Gains and losses on fair value changes of transactional financial assets and liabilities, and investment gains on disposal of transactional financial assets and liabilities and available-for-sale financial assets, except for the effective hedging business related to the Company's normal operation	149,360.25	
Reversal of impairment provisions for accounts receivable which are separately tested for impairment signs		
Gains and losses on entrustment loans from external parties		
Gains and losses on fair value changes of investing properties for which the fair value method is adopted for subsequent measurement		
Current gain and loss effect due to a just-for-once adjustment to current gains and losses according to requirements of taxation and accounting laws and regulations		
Custodian fee income from entrusted operations with the Company		
Other non-operating incomes and expenses besides the items above	-1,745,924.40	

Other gain and loss items that meet the definition of non-recurring gains and losses	19,179.66	
Minority interests effects		
Income tax effects	154,799.92	
Total	-850,083.83	--

“Other gain and loss items that meet the definition of non-recurring gains and losses” & non-recurring gain and loss items recognized as recurring gain and loss items according to the natures and characteristics of the Company’s normal business

Naught

(II) Total number of shareholders and top 10 shareholders at the period-end

Total number of shareholders	156,991		
Particulars about shares held by the top ten shareholders holding tradable shares			
Name of shareholder	Number of tradable shares held	Type and number of shares	
		Type	Number
PROSPERITY LAMPS & COMPONENTS LIMITED	102,751,648	RMB ordinary shares	102,751,648
DBS VICKERS(HONG KONG) LTD A/C CLIENTS	15,195,025	Domestically listed foreign shares	15,195,025
TAIFOOK SECURITIES COMPANY LIMITED-ACCOUNT CLIENT	10,909,212	Domestically listed foreign shares	10,909,212
EAST ASIA SECURITIES COMPANY LIMITED	9,527,080	Domestically listed foreign shares	9,527,080
ZHUANG JIANYI	8,324,132	Domestically listed foreign shares	8,324,132
GUANGZHOU PROSPERITY LAMPS & COMPONENTS TRADE CO., LTD.	4,911,140	RMB ordinary shares	4,911,140
ZHANG YUAN	4,894,500	RMB ordinary shares	4,894,500
ZHAO XIYI	3,100,000	RMB ordinary shares	3,100,000
NIHK-CUSTOMERS'SEGREGATED ACCOUNT	2,888,099	Domestically listed foreign shares	2,888,099
CHINA MERCHANTS SECURITIES CO., LTD.-CLIENT ACCOUNT OF COLLATERAL SECURITIES FOR MARGIN TRADING	2,284,301	RMB ordinary shares	2,284,301
Particulars about shareholders	Among the top ten shareholders of the Company, Prosperity Lamps & Components Limited and Zhuang Jianyi exist related relationship, and they are acting-in-concert. Apart from this, it’s unknown whether there is any associated relationship among other shareholders of the top ten shareholders and the top ten shareholders holding shares not subject to trading moratorium, whether there is any action-in-concert among them regarding to Administrative Measures on Acquisition of Listed Companies.		

III. Significant Events

(I) Significant changes in major accounting data, financial highlights and reasons for these changes

Applicable Inapplicable

1. Significant changes of balance sheet items and reasons for these changes

- ①. Prepayments increased 60.81% over the year-begin, which was mainly due to the increase of prepayments for materials.
- ②. Accounts payable increased 62.81% over the year-begin, which was mainly due to the increase of accounts payable for materials.
- ③. Accounts received in advance increased 71.11% over the year-begin, which was mainly due to the prepayments from customers.
- ④. Tax payable increased 1,599.28% over the year-begin, which was mainly due to the increase of tax payable.
- ⑤. Payroll payable decreased 38.15% over the year-begin, which was mainly because the bonuses for last year were distributed this year.
- ⑥. Other payables decreased 81.79% over the year-begin, which was mainly due to the decrease of payables.

2. Significant changes of consolidated income statement items from the year-begin to the period-end and reasons for these changes

- ①. Financial expense decreased 215.26% over the same period of last year, which was mainly because interest income increased and exchange loss decreased.
- ②. Investment income increased 2,196.44% over the same period of last year, which was mainly because the Company received more bonuses from investees.

3. Significant changes of income statement items for the reporting period and reasons for these changes

- ①. Investment income increased 24,659.25% over the same period of last year, which was mainly because the Company received more bonuses from investees.

4. Significant changes of cash flow statement items and reasons for these changes

- ①. Net cash flows from operating activities increased 268.13% over the same period of last year, which was mainly due to the decrease of cash paid for goods and labor service.
- ②. Net cash flows from investing activities increased 280.24% over the same period of last year, which was mainly due to the decrease of cash paid for investment

(II) Progress of significant events and its influence, as well as the analysis and explanation on solutions

1. About non-standard audit opinion

Applicable Inapplicable

2. The Company offers capital to the controlling shareholder or its related parties or provides external guarantees in violation of the prescribed procedures.

Applicable Inapplicable

3. Signing and execution of significant contracts concerning routine operation

Applicable Inapplicable

4. Others

Applicable Inapplicable

(III) Commitments of the Company or shareholders with an over 5% shareholding made in or carried down into the reporting period

Applicable Inapplicable

(IV) Predict the 2012 annual operating results

Warnings of possible loss or large-margin change of the accumulated net profit made during the period from the beginning of the year to the end of the next reporting period compared with the same period of the last year according to prediction, as well as explanations on the reasons

Applicable Inapplicable

(V) Other significant events that need to be explained

1. Securities investment

Applicable Inapplicable

Serial No.	Variety of securities	Code of securities	Abbr. of securities	Initial investment amount (RMB Yuan)	Number of shares held at the period-end	Closing carrying amount (RMB Yuan)	Proportion in the total closing securities investment amount (%)	Gain/loss in the reporting period (RMB Yuan)
1	Fund			5,000,000.00		4,012,728.75	100%	
Other securities investments held at the period-end					--			
Gain/loss on selling securities in the reporting period				--	--	--	--	
Total				5,000,000.00	--	4,012,728.75	100%	
Disclosure date of the board announcement of securities investment approval				25 Nov. 2010				
Disclosure date of the general meeting announcement of securities investment approval								

2. Investments in derivatives

Applicable Inapplicable

3. Derivative investments held at the period-end

Applicable Inapplicable

4. Researches, visits and interviews received in the reporting period

The Company received no field researches, phone calls or written inquiries from investors.

5. Corporate bonds issued

Any corporate bonds issued?

Yes No

IV. Appendix

(I) Financial statements

Consolidated statements or not?

Yes No Inapplicable

The currency unit for data of the financial statements below is RMB Yuan unless otherwise specified.

1. Consolidated balance sheet

Prepared by Foshan Electrical and Lighting Co., Ltd.

Unit: RMB Yuan

Item	Balance as at 30 Sept. 2012	Balance as at 30 Jun. 2012
Current Assets:		
Monetary funds	666,059,569.33	690,691,751.15
Settlement reserves		
Intra-group lendings		
Transactional financial assets	4,012,728.75	4,097,366.22
Notes receivable	137,350,522.79	120,417,089.71
Accounts receivable	341,954,400.31	300,223,854.32
Accounts paid in advance	65,986,482.60	41,032,860.94
Premiums receivable		
Reinsurance premiums receivable		
Receivable reinsurance contract reserves		
Interest receivable		506,347.11
Dividend receivable		
Other accounts receivable	15,531,620.14	18,851,280.96
Financial assets purchased under agreements to resell		
Inventories	501,691,897.19	493,613,449.06
Non-current assets due within 1 year		
Other current assets		
Total current assets	1,732,587,221.11	1,669,433,999.47
Non-current assets:		
Loans by mandate and advances granted		
Available-for-sale financial assets	62,634,402.88	67,814,691.84
Held-to-maturity investments		
Long-term accounts receivable		
Long-term equity investment	529,217,071.17	447,024,125.94
Investing property		
Fixed assets	581,206,257.28	643,078,677.62
Construction in progress	104,171,845.96	88,017,369.74
Engineering materials		
Disposal of fixed assets		
Production biological assets		
Oil-gas assets		
Intangible assets	223,092,396.44	218,637,493.54
R&D expense		
Goodwill		

Long-term deferred expenses		
Deferred income tax assets	19,635,970.57	21,547,993.12
Other non-current assets		
Total of non-current assets	1,519,957,944.30	1,486,120,351.80
Total assets	3,252,545,165.41	3,155,554,351.27
Current liabilities:		
Short-term borrowings		
Borrowings from Central Bank		
Customer bank deposits and due to banks and other financial institutions		
Intra-group borrowings		
Transactional financial liabilities		
Notes payable		
Accounts payable	320,519,821.87	196,871,864.30
Accounts received in advance	31,594,076.95	18,464,449.37
Financial assets sold for repurchase		
Handling charges and commissions payable		
Employee's compensation payable	33,084,499.68	53,489,679.18
Tax payable	31,223,661.72	-2,082,582.68
Interest payable		
Dividend payable		
Other accounts payable	4,939,101.45	27,119,424.60
Reinsurance premiums payable		
Insurance contract reserves		
Payables for acting trading of securities		
Payables for acting underwriting of securities		
Non-current liabilities due within 1 year		
Other current liabilities		
Total current liabilities	421,361,161.67	293,862,834.77
Non-current liabilities:		
Long-term borrowings		
Bonds payable		
Long-term payables		
Specific payables		
Estimated liabilities		
Deferred income tax liabilities	4,891,338.97	5,668,382.31
Other non-current liabilities	19,434,441.69	17,677,441.69
Total non-current liabilities	24,325,780.66	23,345,824.00
Total liabilities	445,686,942.33	317,208,658.77
Owners' equity (or shareholders' equity)		
Paid-up capital (or share capital)	978,563,745.00	978,563,745.00
Capital reserves	617,790,003.47	622,193,249.09
Less: Treasury stock		
Specific reserves		
Surplus reserves	583,537,290.22	583,537,290.22

Provisions for general risks		
Retained profits	579,020,990.56	606,584,375.02
Foreign exchange difference		
Total equity attributable to owners of the Company	2,758,912,029.25	2,790,878,659.33
Minority interests	47,946,193.83	47,467,033.17
Total owners' (or shareholders') equity	2,806,858,223.08	2,838,345,692.50
Total liabilities and owners' (or shareholders') equity	3,252,545,165.41	3,155,554,351.27

Legal representative: Zhong Xincai

Person-in-charge of the accounting work: Zhong Xincai

Chief of the accounting division: Wang Shuqiong

2. Balance sheet of the Company

Prepared by Foshan Electrical and Lighting Co., Ltd.

Unit: RMB Yuan

Item	Balance as at 30 Sept. 2012	Balance as at 30 Jun. 2012
Current Assets:		
Monetary funds	371,972,016.20	412,626,723.50
Transactional financial assets	4,012,728.75	4,097,366.22
Notes receivable	131,390,537.79	117,057,089.71
Accounts receivable	335,641,028.18	321,717,684.58
Accounts paid in advance	39,648,664.15	19,337,394.94
Interest receivable		
Dividend receivable		
Other accounts receivable	48,333,453.91	61,235,503.93
Inventories	452,530,473.68	441,232,800.79
Non-current assets due within 1 year		
Other current assets		
Total current assets	1,383,528,902.66	1,377,304,563.67
Non-current assets:		
Available-for-sale financial assets	62,634,402.88	67,814,691.84
Held-to-maturity investments		
Long-term accounts receivable		
Long-term equity investment	1,026,218,311.19	817,501,125.94
Investing property		
Fixed assets	459,711,591.59	459,711,591.60
Construction in progress	53,938,018.08	41,158,543.29
Engineering materials		
Disposal of fixed assets		
Production biological assets		
Oil-gas assets		
Intangible assets	129,012,453.82	199,532,111.28
R&D expense		
Goodwill		
Long-term deferred expenses		

Deferred income tax assets	19,929,625.01	21,386,906.12
Other non-current assets		
Total of non-current assets	1,751,444,402.57	1,607,104,970.07
Total assets	3,134,973,305.23	2,984,409,533.74
Current liabilities:		
Short-term borrowings		
Transactional financial liabilities		
Notes payable		
Accounts payable	278,347,889.11	183,223,573.81
Accounts received in advance	30,778,436.91	19,276,919.50
Employee's compensation payable	33,084,499.68	53,120,689.68
Tax payable	28,553,231.45	1,005,639.26
Interest payable		
Dividend payable		
Other accounts payable	15,621,943.04	31,370,556.92
Non-current liabilities due within 1 year		
Other current liabilities		
Total current liabilities	386,386,000.19	287,997,379.17
Non-current liabilities:		
Long-term borrowings		
Bonds payable		
Long-term payables		
Specific payables		
Estimated liabilities		
Deferred income tax liabilities	4,891,338.97	5,668,382.31
Other non-current liabilities	10,260,691.72	10,387,441.69
Total non-current liabilities	15,152,030.69	16,055,824.00
Total liabilities	401,538,030.88	304,053,203.17
Owners' equity (or shareholders' equity)		
Paid-up capital (or share capital)	978,563,745.00	978,563,745.00
Capital reserves	614,689,176.53	619,092,422.15
Less: Treasury stock		
Specific reserves		
Surplus reserves	583,537,290.22	583,537,290.22
Provisions for general risks		
Retained profits	556,645,062.60	584,004,857.71
Foreign exchange difference		
Total owners' (or shareholders') equity	2,733,435,274.35	2,765,198,315.08
Total liabilities and owners' (or shareholders') equity	3,134,973,305.23	3,069,251,518.25

Legal representative: Zhong Xincai

Person-in-charge of the accounting work: Zhong Xincai

Chief of the accounting division: Wang Shuqiong

3. Consolidated income statement for the reporting period

Prepared by Foshan Electrical and Lighting Co., Ltd.

Unit: RMB Yuan

Item	Jul.-Sept. 2012	Jul.-Sept. 2011
I. Total operating revenues	523,873,419.93	627,892,452.32
Including: Sales income	523,873,419.93	627,892,452.32
Interest income		
Premium income		
Handling charge and commission income		
II. Total operating cost	432,918,952.37	508,779,562.46
Including: Cost of sales	360,674,999.49	436,962,860.64
Interest expenses		
Handling charge and commission expenses		
Surrenders		
Net claims paid		
Net amount withdrawn for the insurance contract reserve		
Expenditure on policy dividends		
Reinsurance premium		
Taxes and associate charges	5,742,862.87	7,092,028.07
Selling and distribution expenses	26,483,147.87	28,549,292.01
Administrative expenses	40,812,995.49	37,708,787.99
Financial expenses	-880,116.23	-1,496,564.27
Asset impairment loss	85,062.87	-36,841.98
Add: Gain/(loss) from change in fair value ("-" means loss)	-149,360.25	-512,886.83
Gain/(loss) from investment ("-" means loss)	8,437,820.11	34,079.46
Including: share of profits in associates and joint ventures		
Foreign exchange gains ("-" means loss)		
III. Business profit ("-" means loss)	99,242,927.42	118,634,082.49
Add: non-operating income	408,471.20	1,224,801.40
Less: non-operating expense	141,927.99	3,157,125.83
Including: loss from non-current asset disposal		
IV. Total profit ("-" means loss)	99,509,470.63	116,701,758.06
Less: Income tax expense	15,568,642.36	14,552,879.42
V. Net profit ("-" means loss)	83,940,828.27	102,148,878.64
Including: Net profit achieved by combined parties before the combinations		
Attributable to owners of the Company	82,554,608.63	100,718,418.62
Minority shareholders' income	1,386,219.64	1,430,460.02
VI. Earnings per share	--	--
(I) Basic earnings per share	0.08	0.1
(II) Diluted earnings per share	0.08	0.1
VII. Other comprehensive incomes	-3,602,655.50	-14,813,916.82
VIII. Total comprehensive incomes	80,338,172.77	87,334,961.82

Attributable to owners of the Company	78,951,953.13	85,904,501.80
Attributable to minority shareholders	1,386,219.64	1,430,460.02

Where business mergers under the same control occurred in this reporting period, the net profit achieved by the merged parties before the business mergers was RMB 0.

Legal representative: Zhong Xincai

Person-in-charge of the accounting work: Zhong Xincai

Chief of the accounting division: Wang Shuqiong

4. Income statement of the Company for the reporting period

Prepared by Foshan Electrical and Lighting Co., Ltd.

Unit: RMB Yuan

Item	Jul.-Sept. 2012	Jul.-Sept. 2011
I. Total sales	531,549,720.22	576,634,602.55
Less: cost of sales	382,643,048.61	401,265,258.52
Business taxes and surcharges	4,684,475.58	6,426,441.16
Distribution expenses	24,378,077.59	27,279,976.30
Administrative expenses	33,207,737.90	32,633,033.25
Financial costs	127,055.96	-1,116,748.02
Impairment loss	-2,618,330.56	702,661.43
Add: gain/(loss) from change in fair value ("-" means loss)	-149,360.25	-512,886.83
Gain/(loss) from investment ("-" means loss)	8,437,820.12	34,378.27
Including: income from investment on associates and joint ventures		
II. Business profit ("-" means loss)	97,416,115.01	108,965,471.35
Add: non-business income	227,626.21	887,788.32
Less: non-business expense	88,182.95	3,151,820.27
Including: loss from non-current asset disposal		
III. Total profit ("-" means loss)	97,555,558.27	106,701,439.40
Less: income tax expense	13,384,902.76	12,998,131.22
IV. Net profit ("-" means loss)	84,170,655.51	93,703,308.18
V. Earnings per share	--	--
(I) Basic earnings per share		
(II) Diluted earnings per share		
VI. Other comprehensive income		
VII. Total comprehensive income	84,170,655.51	93,703,308.18

Legal representative: Zhong Xincai

Person-in-charge of the accounting work: Zhong Xincai

Chief of the accounting division: Wang Shuqiong

5. Consolidated income statement from 1 Jan. 2012 to 30 Sept. 2012

Prepared by Foshan Electrical and Lighting Co., Ltd.

Unit: RMB Yuan

Item	Jan.-Sept. 2012	Jan.-Sept. 2011
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I. Total operating revenues	1,588,210,544.18	1,723,211,755.56
Including: Sales income	1,588,210,544.18	1,723,211,755.56
Interest income		
Premium income		
Handling charge and commission income		
II. Total operating cost	1,352,841,161.55	1,453,355,156.29
Including: Cost of sales	1,153,653,460.30	1,258,079,060.65
Interest expenses		
Handling charge and commission expenses		
Surrenders		
Net claims paid		
Net amount withdrawn for the insurance contract reserve		
Expenditure on policy dividends		
Reinsurance premium		
Taxes and associate charges	16,169,819.90	18,952,606.58
Selling and distribution expenses	73,437,029.06	80,659,397.62
Administrative expenses	116,377,360.96	96,899,961.50
Financial expenses	-8,039,710.41	-2,550,215.87
Asset impairment loss	1,243,201.74	1,314,345.81
Add: Gain/(loss) from change in fair value ("-" means loss)	-84,637.47	-675,462.45
Gain/(loss) from investment ("-" means loss)	24,922,163.06	1,085,250.10
Including: share of profits in associates and joint ventures		
Foreign exchange gains ("-" means loss)		
III. Business profit ("-" means loss)	260,206,908.22	270,266,386.92
Add: non-operating income	1,292,154.54	2,825,159.90
Less: non-operating expense	2,623,144.28	9,022,030.78
Including: loss from non-current asset disposal		
IV. Total profit ("-" means loss)	258,875,918.48	264,069,516.04
Less: Income tax expense	41,185,301.97	39,698,427.90
V. Net profit ("-" means loss)	217,690,616.51	224,371,088.14
Including: Net profit achieved by combined parties before the combinations		
Attributable to owners of the Company	217,077,551.79	218,585,875.90
Minority shareholders' income	613,064.72	5,785,212.24
VI. Earnings per share	--	--
(I) Basic earnings per share	0.22	0.22
(II) Diluted earnings per share	0.22	0.22
VII. Other comprehensive incomes	-850,083.83	-27,349,571.03
VIII. Total comprehensive incomes	216,840,532.68	197,021,517.11
Attributable to owners of the Company	216,227,467.96	191,236,304.87

Attributable to minority shareholders	613,064.72	5,785,212.24
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Where business mergers under the same control occurred from 1 Jan. 2012 to 30 Sept. 2012, the net profit achieved by the merged parties before the business mergers was RMB 0.

Legal representative: Zhong Xincai

Person-in-charge of the accounting work: Zhong Xincai

Chief of the accounting division: Wang Shuqiong

6. Income statement of the Company from 1 Jan. 2012 to 30 Sept. 2012

Prepared by Foshan Electrical and Lighting Co., Ltd.

Unit: RMB Yuan

Item	Jan.-Sept. 2012	Jan.-Sept. 2011
I. Total sales	1,583,565,481.94	1,659,544,072.24
Less: cost of sales	1,178,237,161.95	1,241,626,754.87
Business taxes and surcharges	13,818,941.35	16,590,921.51
Distribution expenses	69,864,953.88	77,025,816.81
Administrative expenses	96,164,539.05	85,036,256.39
Financial costs	-3,003,440.14	-1,701,445.24
Impairment loss	-1,715,715.91	1,504,410.54
Add: gain/(loss) from change in fair value ("-" means loss)	-84,637.47	-675,462.45
Gain/(loss) from investment ("-" means loss)	25,323,875.29	9,054,494.93
Including: income from investment on associates and joint ventures		
II. Business profit ("-" means loss)	255,438,279.58	247,840,389.84
Add: non-business income	1,005,589.45	2,367,496.75
Less: non-business expense	2,515,049.05	8,231,932.20
Including: loss from non-current asset disposal		
III. Total profit ("-" means loss)	253,928,819.98	241,975,954.39
Less: income tax expense	36,647,678.84	35,100,328.71
IV. Net profit ("-" means loss)	217,281,141.14	206,875,625.68
V. Earnings per share	--	--
(I) Basic earnings per share		
(II) Diluted earnings per share		
VI. Other comprehensive income		
VII. Total comprehensive income	217,281,141.14	206,875,625.68

Legal representative: Zhong Xincai

Person-in-charge of the accounting work: Zhong Xincai

Chief of the accounting division: Wang Shuqiong

7. Consolidated cash flow statement from 1 Jan. 2012 to 30 Sept. 2012

Prepared by Foshan Electrical and Lighting Co., Ltd.

Unit: RMB Yuan

Item	Jan.-Sept. 2012	Jan.-Sept. 2011
I. Cash flows from operating activities:		

Cash received from sale of commodities and rendering of service	1,731,307,375.25	1,730,626,728.25
Net increase of deposits from customers and dues from banks		
Net increase of loans from the central bank		
Net increase of funds borrowed from other financial institutions		
Cash received from premium of original insurance contracts		
Net cash received from reinsurance business		
Net increase of deposits of policy holders and investment fund		
Net increase of disposal of tradable financial assets		
Cash received from interest, handling charges and commissions		
Net increase of intra-group borrowings		
Net increase of funds in repurchase business		
Tax refunds received	40,182,721.43	51,675,517.34
Other cash received relating to operating activities	19,735,254.28	10,949,778.65
Subtotal of cash inflows from operating activities	1,791,225,350.96	1,793,252,024.24
Cash paid for goods and services	995,755,598.39	1,268,643,798.28
Net increase of customer lendings and advances		
Net increase of funds deposited in the central bank and amount due from banks		
Cash for paying claims of the original insurance contracts		
Cash for paying interest, handling charges and commissions		
Cash for paying policy dividends		
Cash paid to and for employees	250,811,439.11	227,507,691.76
Various taxes paid	139,420,780.01	127,899,189.76
Other cash payment relating to operating activities	97,507,709.83	85,608,574.66
Subtotal of cash outflows from operating activities	1,483,495,527.34	1,709,659,254.46
Net cash flows from operating activities	307,729,823.62	83,592,769.78
II. Cash flows from investing activities:		
Cash received from withdrawal of investments		34,200,139.56
Cash received from return on investments	26,729,133.84	3,534,506.52
Net cash received from disposal of fixed assets, intangible assets and other long-term assets		
Net cash received from disposal of subsidiaries or other business units		

Other cash received relating to investing activities		
Subtotal of cash inflows from investing activities	26,729,133.84	37,734,646.08
Cash paid to acquire fixed assets, intangible assets and other long-term assets	29,638,109.47	46,784,060.17
Cash paid for investment	83,999,916.00	13,806,800.00
Net increase of pledged loans		
Net cash paid to acquire subsidiaries and other business units		
Other cash payments relating to investing activities		
Subtotal of cash outflows from investing activities	113,638,025.47	60,590,860.17
Net cash flows from investing activities	-86,908,891.63	-22,856,214.09
III. Cash Flows from Financing Activities:		
Cash received from capital contributions		
Including: Cash received from minority shareholder investments by subsidiaries		
Cash received from borrowings		
Cash received from issuance of bonds		
Other cash received relating to financing activities		
Subtotal of cash inflows from financing activities	0.00	0.00
Repayment of borrowings		
Cash paid for interest expenses and distribution of dividends or profit	245,810,329.96	247,859,202.46
Including: dividends or profit paid by subsidiaries to minority shareholders		
Other cash payments relating to financing activities		
Sub-total of cash outflows from financing activities	245,810,329.96	247,859,202.46
Net cash flows from financing activities	-245,810,329.96	-247,859,202.46
IV. Effect of foreign exchange rate changes on cash and cash equivalents	357,216.15	1,054,308.25
V. Net increase in cash and cash equivalents	-24,632,181.82	-186,068,338.52
Add: Opening balance of cash and cash equivalents	690,691,751.15	711,625,404.65
VI. Closing balance of cash and cash equivalents	666,059,569.33	525,557,066.13

Legal representative: Zhong Xincai

Person-in-charge of the accounting work: Zhong Xincai

Chief of the accounting division: Wang Shuqiong

8. Cash flow statement of the Company from 1 Jan. 2012 to 30 Sept. 2012

Prepared by Foshan Electrical and Lighting Co., Ltd.

Unit: RMB Yuan

Item	Jan.-Sept. 2012	Jan.-Sept. 2011
I. Cash flows from operating activities:		
Cash received from sale of commodities and rendering of service	1,682,275,921.98	1,692,377,076.38
Tax refunds received	40,182,721.43	51,427,532.15
Other cash received relating to operating activities	25,139,338.06	13,391,223.34
Subtotal of cash inflows from operating activities	1,747,597,981.47	1,757,195,831.87
Cash paid for goods and services	1,013,078,303.75	1,307,128,399.98
Cash paid to and for employees	217,610,010.51	192,640,404.70
Various taxes paid	108,044,591.73	105,737,185.67
Other cash payment relating to operating activities	96,838,845.01	91,096,499.73
Subtotal of cash outflows from operating activities	1,435,571,751.00	1,696,602,490.08
Net cash flows from operating activities	312,026,230.47	60,593,341.79
II. Cash flows from investing activities:		
Cash received from retraction of investments		1,010,139.56
Cash received from return on investments	27,130,846.06	3,534,506.52
Net cash received from disposal of fixed assets, intangible assets and other long-term assets		
Net cash received from disposal of subsidiaries or other business units		
Other cash received relating to investing activities		
Subtotal of cash inflows from investing activities	27,130,846.06	4,544,646.08
Cash paid to acquire fixed assets, intangible assets and other long-term assets	17,292,570.27	23,905,044.72
Cash paid for investment	117,199,916.00	223,806,800.00
Net cash paid to acquire subsidiaries and other business units		
Other cash payments relating to investing activities		
Subtotal of cash outflows from investing activities	134,492,486.27	247,711,844.72
Net cash flows from investing activities	-107,361,640.21	-243,167,198.64
III. Cash Flows from Financing Activities:		
Cash received from capital contributions		
Cash received from borrowings		
Cash received from issuance of bonds		
Other cash received relating to financing activities		
Subtotal of cash inflows from financing activities	0.00	0.00
Repayment of borrowings		
Cash paid for interest expenses and distribution of dividends or profit	245,676,425.89	244,442,619.88

Other cash payments relating to financing activities		
Sub-total of cash outflows from financing activities	245,676,425.89	244,442,619.88
Net cash flows from financing activities	-245,676,425.89	-244,442,619.88
IV. Effect of foreign exchange rate changes on cash and cash equivalents	357,128.33	1,060,349.54
V. Net increase in cash and cash equivalents	-40,654,707.30	-425,956,127.19
Add: Opening balance of cash and cash equivalents	412,626,723.50	681,198,634.58
VI. Closing balance of cash and cash equivalents	371,972,016.20	255,242,507.39

Legal representative: Zhong Xincai

Person-in-charge of the accounting work: Zhong Xincai

Chief of the accounting division: Wang Shuqiong

(II) Audit report

The financial report for this third quarter of the Company has not been audited by a CPAs firm.

Board of Directors
Foshan Electrical and Lighting Co., Ltd.
24 OCTOBER 2012